



# UP Ag Connections

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## As I see it...

I want to most sincerely thank all the sponsors who have continued to support the UP Ag Connections newsletter, especially during these tough economic times. The newsletter goes out monthly in hard copy to over 1000 addresses across the UP to everyone involved in the agriculture industry. Farmers, of course, service people like vets, lenders, and equipment dealers, and then others who have an interest in what is happening with UP Agriculture. In addition, about 100 copies go to people outside the UP who still are connected to UP agriculture. This would include legislators, marketers, university personnel and of course a few people who don't fit in any category. The bottom line is that without the continued and generous support of all the businesses on the back page, this would not be possible. Please take a look at the sponsor page to see who is really supporting UP Agriculture and then tell "Thank You" and even better, support their business.

The only goal or reason for this newsletter is to serve and support UP agriculture. As budgets get smaller, I want this newsletter to be a good investment for our sponsors and you the reader. Please give Chelsea or me your ideas on how the newsletter can be more valuable. (Remember- Chelsea is only part-time and I am out a lot, so please leave a message, thanks) What can we do that would help you on your farm or in your service to agriculture business? We also look for ways to cut costs and do have an electronic copy available but know most people still like a hard copy. Looking forward to your ideas and will try to make the newsletter a good investment for everyone's time and money.

Family Dairies USA had all their farms score 94% on the Federal Survey this summer with four farms scoring 100%. They include, John Stachowicz, Vulcan; Mellodydell Farms, Vulcan; Willard and Terry Grondine, Hermansville; and James and Renee Revall, Stephenson. Also, Curtis and Mary Patz, Wallace, scored a 99% and Hughes Maple Leaf Dairy, Gladstone, scored a 98%. It takes extra effort, attention to detail, and pride for this level of accomplishment. Congratulations to all the Family Dairy Farms.

I just got back for the MSU Extension Conference in E. Lansing and had hoped to provide you with the latest on possible changes. However, the state doesn't have a budget yet and so the University doesn't know how much money it will receive and so on, bottom line is that we are all waiting. But, even without knowing the budget for next year; it is painfully obvious that Michigan has a lot less dollars to work with. Extension is planning to re-design itself to be as effective as possible in probably four core areas, one of course will be agriculture. There will be more focused effort and

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probably less time to work on local projects unless they can have a significant impact. Impact is probably a word you will hear a lot, and that's not all bad, because it doesn't matter if it's your farm or the MSU Extension Service, we all need the most impact possible for the dollars spent. I have not heard anything about budget impacts on the MSU Agriculture Research or it's field stations. I will keep you posted.

As crop year winds down and most of the livestock marketing is done or will be soon, it is time to take a break. For some of you it's time in the woods deer hunting, for some it attending football games either college or the local high school, and of course, Thanksgiving will often bring families together at the end of the month. Most of us know that we need to give our alfalfa or grass a rest in the fall so it can build up reserves for the winter and get a quick start next spring. We all know that deer are laying on extra condition to get through the winter and we often condition score our beef cows to see if they are in the right condition to get though the snow and cold and still produce a healthy and strong calf next spring. I am not telling to you to "fatten up" for winter, but I am suggesting that it is quite natural and healthy to R & R ( rest and recuperate) as we change seasons. We have a long UP winter ahead of us, take a break to savor the accomplishment of summer, the reward of a bountiful harvest, and the promise of a new spring. Happy Thanksgiving - Ben

## MARKET REPORT (10/20/09)

By Ben Bartlett, MSUE Dairy and Livestock Agent

### Market Ready Prices

Choice Steers	\$78-\$82	per 100 lbs.
Holstein Steers	\$68-\$74	per 100 lbs.
Hogs	\$34-\$38	per 100 lbs.
Lambs	\$90-\$92	per 100 lbs.
Cull cows	\$30-\$45	per 100 lbs.

### Breeding and Feeder Animals

Grade Holstein cows	\$1000 - 1400	per head
Grade Holstein bred heifers	\$900 - 1400	per head
Deacon calves (Mich. Market)	\$40 - \$60	per 100 #

### "Farm Account" Feed Prices across the UP

	Avg. \$/cwt	Avg. \$/ton	Price Range
Corn	\$ 8.30	\$166.25	\$160-180
Soymeal	\$19.40	\$387.50	\$340-456
Oats	\$ 9.06	\$181.25	\$165-210
Barley	\$ 9.53	\$190.66	\$170-232

Average price/100 wt. for 1 ton lots

# Fall Feeder Sales

## Northern Michigan Livestock

November 13th      December 11th

All sales start at 1pm. Preconditioned cattle will be sold first on Oct. 23rd and Dec. 11th.

1848 N. Townline Rd. Gaylord, MI

Phone: 231-439-5679 (office) 989-732-5732 (yard)

## United Producers, Inc.

November 6th MCA Graded Feeder Sale St. Louis

December 4th Feeder Sale St. Louis

For more information call the St. Louis office at 989-681-2191 or the Cass City office at 989-872-2138 or go to [www.uproducers.com](http://www.uproducers.com).

## Clare County Livestock Auction, LLC

November 5th      December 3rd

All sales start at 1pm. Cattle weighed at sale time. David Clark, Owner/Auctioneer Cell: 810-441-6191 Sale barn phone: 989-386-9256

For preconditioned and market information go to: [www.davidclarkauction.com](http://www.davidclarkauction.com)

## Chippewa Co. Lamb Pool Results

	2009 avg.	2008 avg.
95-120 lbs- Finished	\$90.50	\$82.00
85-94 lbs- Heavy	\$95.00	\$85.00
75-84 lbs- Medium	\$102.50	\$89.75
60-74 lbs- Light	\$99.00	\$85.00
40-59 lbs- Very Light	\$78.00	\$50.00
Old Sheep	\$15-32	\$10-40
Rams	\$15-25	\$15-25
Goats	\$20-80	\$40-80

## Feeder Cattle Markets

As of the week ending October 9<sup>th</sup>, the feeder cattle market had gone down eight weeks in a row with the October 16 prices leveling off. I do not have a lot of good Michigan price averages but from the various packages of cattle I have seen reported from various auction markets, the prices below from Cattle Fax are fairly representative of the high end. It is only fancy calves in the 400# category that are bringing over a dollar and with a lot of the 5 weight cattle in the 90's.

Why? Even

though we do not have an excess of fat cattle the weights are up and so is the supply of meat and therefore, finished cattle prices have been weak to dismal. We have lots of corn and we think that most of it got ripe but harvest is slow

and corn prices are creeping back up. Corn harvest is 22% behind the five year average and soybeans are 35 % behind their five year harvest average. In addition, farmer feeders that are still in the field and not at the auction barns bidding on cattle, and that also keeps the prices in check.

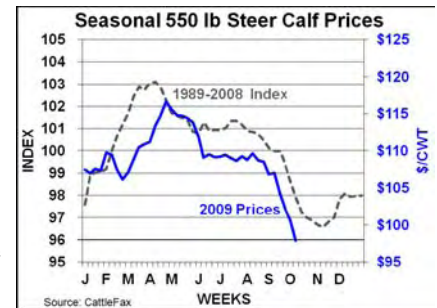
Will prices go

back up? I think we will have more people bidding on cattle and some of the really low prices will go up. I don't expect prices to climb greatly above a dollar given the state of the economy and all the

education on impact of low prices that has recently been

delivered. The charts below are a good reminder that prices are seasonal and then they usually go down some during the fall run of calves. Keep in mind also that cow prices have really been soft and if you have hay and young thin cows, you may want to consider feeding them for a while to add pounds and increase their price.

- Ben



## Value Added Dairy Marketing

### Workshop

There will be a one-day workshop on adding value to dairy products through marketing on **December 15th, 2009** from 9 am to 5 pm at the Kellogg Biological Station in Hickory Corners, MI.

Topics include developing a marketing plan for your farm, adding value with on-farm processing and sales, adding value by marketing as a different product such as organic or grass-based.

There will also be a tour of the Kellogg Biological Station's robotic milking dairy facility and a chance to network with presenters and dairy producers.

The registration costs \$30 (\$25 second participant from same farm) and lunch and snacks are provided. To register or for additional information contact Mat Haan at haanm@msu.edu or 269-671-2360.

## Bioeconomy Conference

**Tuesday, December 1<sup>st</sup>** there will be a virtual (web-based) conference on the bioeconomy. The 2009 Bioeconomy Conference – "Growing the Bioeconomy: Solutions for Sustainability" – lets you experience a national conference without the travel expense. This virtual conference is a 12-state partnership that will be presented via the Internet across the upper Midwest. Warren Schauer, MSU Extension is working on hosting a site in Escanaba.

Presenters from across the country will discuss sustainable production of biomass by exploring:

- \* a systems perspective on biorenewables
- \* biofuels and reduction of greenhouse gas emissions
- \* the economics of biomass production
- \* the potential of biochar as an agent for carbon sequestration
- \* technological breakthroughs in converting biomass to bioenergy
- \* bioenergy legislation and policy

The conference is slated to run from 9:00 am to 6:30 pm Eastern Time.

For more information the national web site is <http://www.bioeconomyconference.org/>. To learn more about the arrangements for the Escanaba site call Warren Schauer at 906-786-3032 or <schauer@msu.edu>. It is anticipated that there will be no fee charged for participants at this site. It will be sponsored by MSU Extension. Participants can attend part or all the conference.

If you are unable to attend the broadcast site in Escanaba and have high speed internet, you can watch the conference from your own personal computer. To do this, you have to register yourself at the above website (\$50). Additional technical information and URL needed to receive the webcast will be provided after registration and payment are received.

## Weed Management in Field Crops

So many weeds....so little money for weed control. MSU Extension has provided solid, research-based recommendations for weed control in field crops for a long time. You can access the current MSU Extension "Weed Control Guide for Field Crops" at [www.msuweeds.com](http://www.msuweeds.com). In addition to safe, effective use of herbicides, MSU researchers also investigate alternative weed control methods including diverse crop rotations, use of compost, manure, grazing and other biological controls, flaming for weed management, and use of weed thresholds as a management tool.

MSU Extension is offering two opportunities for farmers to fine tune chemical and alternative weed control programs and enhance their weed identification skills. Four-hour workshops are being offered on **November 10**, 10am – 3pm at the MSU Experiment Station in Chatham, and on **December 18**, 10am – 3pm at the Delta County MSU Extension office in Escanaba. A \$10 meeting fee will be collected at the door. Lunch is not included. Recertification credits have been requested from MDA for both meetings. Please call the Alger County MSU Extension office at 387-2530 to register for either meeting.

## Feeder Cattle Marketing

This year the **Bay de Noc Beef Producers Association** will be offering choices to market feeder cattle..

- ⊙ **December 9** delivery to the Equity Cooperative Livestock Sales Association auction market at Waukon, Iowa. This would be a good option for late yearlings and weaned calves.

This option will be used provided there are enough cattle to fill a semi-truck load. For more information please contact **John Rappette, President of the Bay de Noc Beef Producers Association at 906-399-5510.**

## Northern Michigan Small Farm Conference

Please join us for the eleventh annual Northern Michigan Small Farm Conference **Saturday January 30, 2010** at Grayling High School, in Grayling MI. The keynote speaker will be Gary Zimmer, Madison WI, who is a dairy farmer, author, agri-businessman and educator dedicated to biological agriculture. His topic will be *Value Added for you, for the Environment and for your Consumer.*

Back this year is Daniel Salatin for the youth track with his keynote *Growing up Joel's Son: The Real Story*. New this year will be a Friday evening program hosted by Melinda Hemmelgarn at the school who will be speaking on *Feast or Famine: A Fork in the Road and the Critical Farmer-Consumer Connection*. She is an investigative nutritionist, registered dietician and award-winning journalist.

Workshops to date include permaculture, hydroponics, raising organic chickens, grass based dairy, integrating animals into your farm, storage and season extension, farm to school, Saskatoons, farm sized wind energy and much more. A lunch featuring local foods is included in the registration fee of \$40. For more information, go to [www.msue.msu.edu/antrim](http://www.msue.msu.edu/antrim) and click on the 2010 conference or call 231-533-8818.

## Forestry Programs You Might Not Know About

### Carbon Credits

Many forest owners have expressed interest in “carbon credit programs” and learning how they might be able to sell credits from their land. Michigan is ahead of most states in that we have a program in place. However, at the current time, the price paid for carbon is low. That may change if and when the United States puts some sort of national carbon program in place. Carbon credits are exchanged in markets such as the Chicago Climate Exchange (CCX). Only large players can be a member of the CCX. Most forest owners are far too small so these forest owners work with a broker or “aggregator”. In Michigan, the aggregator is the Delta Institute (<http://delta-institute.org/>), a non-profit organization. An aggregator can sell blocks of carbon on the CCX. As carbon is bought, a return is then provided to forest owners, as the market provides. Forest owners must meet eligibility criteria, go through a process, and sign a contract. The program may not be appropriate for everyone, so care should be exercised before signing on the dotted line.



### Conservation Stewardship Program

The “Conservation Stewardship Program” (CSP), a program through the USDA Natural Resources Conservation Service (NRCS), offers annual payments, with five year contracts, to eligible and approved forest owners for installing new and maintaining current conservation activities. Payments may range from \$6 to \$12 per acre per year. All eligible forest land must be included for an ownership. The CSP has a set of forestry enhancements and practices for which they may approve payment, and involve such things as tree planting, forest stand improvement, and habitat management. The NRCS has a self-screening landowner checklist available at the nearest NRCS office or on the internet (key words “conservation stewardship program”). Central to all of these programs, and most forestry and wildlife cost-sharing programs, is an approved forest management plan. In Michigan, the Forest Stewardship Program (FSP) cost-shares the expense of preparing a plan with a forester, usually a forestry consultant. The program uses federal funds administered through the MI DNR. You can learn more about the FSP on the DNR website.

- Bill Cook, MSUE Forester & Biologist

## Thanksgiving Facts

- ⊙ According to the [U.S. Department of Agriculture](http://www.usda.gov), more than 45 million turkeys are cooked and eaten in the U.S. at Thanksgiving—that's one sixth of all turkeys sold in the U.S. each year. American per capita consumption of turkeys has soared from 8.3 pounds in 1975 to 18.5 pounds in 1997. Ten years later, the number has dropped slightly in 2007 to 17.5 pounds.
- ⊙ Ben Franklin wanted the turkey to be our national symbol over the bald eagle.
- ⊙ The average person consumes 4,500 calories and 229 grams of fat at Thanksgiving dinner!



## For Sale Listings

- ⊙ 5000 grass mix square bales.  
*John Talsma Bruce Crossing 906-827-3827*
- ⊙ 2000 good grass square bales.  
*Tim Anderson Ontonagon 906-884-2684*
- ⊙ 50 - 900# mixed hay round bales. Stored inside.
- ⊙ Several hundred square bales.  
*Andrew Cesario Eben 906-439-5902*
- ⊙ Dairy quality hay— Round & Square bales. Also good quality horse square bales.  
*Dick Pershinske Engadine 906-477-6642*
- ⊙ Hay & Straw— Lg. & Sm. Square bales. Grass hay, 1st & 2nd cutting.  
*John Jaroche 906-466-2487*
- ⊙ 125 4x5 2nd crop silage bales— clover/alfalfa mix
- ⊙ 125 4x5 1st crop silage bales— alfalfa  
*Dan Dalgord Garden 906-644-2276*
- ⊙ 4x200' bag of high quality alfalfa balage.
- ⊙ 4x5 1st cutting alfalfa round bales. Trucking available for round bales.
- ⊙ Straw— Square bales  
*Dan Hall Delta Co. 906-359-4818*
- ⊙ 1 Year old angus heifer. \$600  
*Larry Steele 906-774-7595*
- ⊙ 200 4x5 round bales— mixed grass hay  
*John Nelson Iron River 906-284-0349*
- ⊙ 5 open Holstein heifers. 1000-1100 lbs.  
*Dave Coppert Stephenson 906-753-2676*

## FSA News

Producers are eligible for SURE (Disaster Assistance Programs) only if they have for all economically significant crops either a NAP policy or Crop Insurance Coverage. Producers who did not meet the 2009 coverage deadlines of 12/01/08 for NAP crops and/or the 1/12/09 for insurable crops and the sales closing dates for NAP and crop insurance had passed can now “Request Relief” for SURE eligibility only. Producers must visit their County FSA Office and file the application for relief. The \$250 fee per crop must be paid within 30 days of the date relief is granted. Producers are reminded that if relief is granted they will not have NAP/Crop Insurance coverage just eligibility for SURE.

## Re-designing Your Dairy Business

The dairy industry has been suffering serious, very serious, financial stress for the last twelve months and I don't think any dairy farmer has escaped the economic pain. Most farmers have "hunkered down" and cut expenses to a minimum and generated any possible extra cash and I firmly believe that was the best thing to do. But a person or a business can't "hunker down" forever and when a person looks at where the dairy industry is headed, it's time to think about "re-designing" your dairy business (Of course, no one can predict the future but everyone has to make a guess). I think we will continue to see extreme variability in the price of milk and the cost of inputs and, given the number of large dairies with extremely large capacity, the average price of milk is going to be lower than most people would like to see it. I think there will be an excellent future for the dairy industry in the UP and the state of Michigan but it's going to take a new mind set to make it work.

The MSU Extension Service is going through a similar challenge. Budgets are smaller, maybe a lot smaller, and not buying new pencils and not filling a few positions will not be sufficient. Just as the Extension Service is looking to re-design itself to fit the new economic realities while still being effective for all Michiganders, I think it's time for every dairy farmer to review their needs and wants and how their dairy business will meet them. I know most of you have been doing these things. Michigan dairy farmers are excellent dairy producers and also excellent businessmen, but given the gravity of the situation, it may be worth reviewing your strategy to deal with these challenges.

### **My three steps to re-designing are:**

**#1 Will staying in the dairy business meet you and your families' goals?** It's time to take a serious look at the dairy business and decide if you want to keep milking cows to make a living. I am sure most all of you will answer yes, but you need to ask the question. For those of you who say I would like to quit but "can't", be sure to consider all the options. I just talked to a farm management agent who offered the idea that some large dairies need cows but can't afford to buy them, maybe you can "lease" out your cows and sell them later. I often joke that when you or I are chasing escaped livestock around in the dark is not time to be asking "why am I doing this", you better have a clear vision well thought out with family input for those (these) stressful times.

**#2 You need to decide what you do well in your dairy business.** For some people it may be just milking cows, not raising replacement and not farming. For another producer, it may be being diversified; I know a dairy farm that milks cows, sells hay, has a beef herd and also makes maple syrup. Their strength is doing a good job at a number of businesses. Bottom line, you need to take a long, hard, honest look at what is making you money based on your time and asset investment. I suggest you hire a farm advisor to help you sort what's working on your farm and what needs improvement or maybe gotten rid of. You may not like all the findings but it will be some of the best money you spend.

**#3 Margin, Margin, Margin.** The secret to a dairy farm financial success is not having the highest herd average or being a grazer and having no costs. The secret to success is in the amount of money you get to keep, the margin between gross income and costs. It seems very simplistic, but it's really easy to make gut level decisions without looking at the numbers. Even in down times, some supplements, vet services, etc. are still a good buy but you won't know until you push the numbers. On the other hand, some products and practices just don't pay with \$12 milk that offered good returns with \$20 milk. If the rules change, your game plan has to change and the only way you will know is to keep score (records).

The cliché that a "Crisis is too important to waste" really sums up the current state of the dairy industry. Having the crisis was not our choice but we need to make the best of the situation. There are a lot of people with a lot of skills who are willing to help you: Extension, lenders, private consultants, clergy, and others. However, it is up to you to take the lead. Review your goals for being in the dairy business, have a strategy to farm by for the next 12 ~ 24 months and a plan for the future and then get your tactics down so that your day to day decisions generate the best possible margin of return.

- Ben



This picture was taken from the 2nd Annual Antique Tractor Parade held at the Mackinac Bridge on September 18th, 2009. More than 900 tractors took place in the parade across the bridge. The rules for the parade were that the tractor had to be 1962 or older and had to be able to maintain a speed of 12 mph. The parade was put on by Owosso Tractor Parts.

## Nitrate Toxicity and Prussic Acid Poisoning

### **Prussic Acid Accumulations in Forage Crops**

Prussic acid (hydrocyanic acid, HCN) accumulates in plants in the sorghum family (i.e., forage sorghums, sudangrass, grain sorghum, and Johnson grass. Grain sorghums are potentially more toxic than forage sorghums or sudangrass. It appears to occur when forage plants are injured by frost, severe drought, or herbicides. High concentrations of prussic acid may result from rapid cell division or rapid growth (i.e., shortly after a rain or irrigation on previously drought-stressed fields, or warm weather after a cool period). Frost or freezing can cause plant cells to rupture, resulting in prussic acid to be released.

### **Clinical Signs of Prussic Acid Poisoning**

Prussic acid is released in the rumen and absorbed into the bloodstream. Prussic acid combines with hemoglobin and prevents the transfer of oxygen from hemoglobin to the tissues. Typical symptoms are; increased respiration rate, increased pulse rate, bloating, muscular tremors, foaming from the mouth and a blue coloration of lining of the mouth, a bright color of the blood. Since death can occur within 15 – 20 minutes following intake of toxic forages, clinical signs of poisoning can be seldom observed.

### **Ways to Reduce the Prussic Acid Poisoning**

To prevent prussic acid poisoning; a) Defer grazing (at least seven days) after a killing freeze if sorghum family plants have been damaged by frost or freezing, b) Do not graze any sorghum plants that have been subject to drought, c) Susceptible forage sorghums should be conditioned and wilted before ensiling. Silage is generally safe for feeding after a three to four week ensiling period. Refrigerate but do not freeze the samples. It is critical that producers hand-carry or ship overnight all samples to be tested. **(Do not send the samples to the testing lab on Thursday or Friday).**

### **Interpreting Prussic Acid Test Results**

Following are the feeding recommendations based on prussic acid content: 1) less than 600 ppm: safe, 2) 600 to 1800 ppm; potentially toxic and should be fed at a restricted rate, 3) more than 1800 ppm; potentially very toxic, retest before feeding.

Following are the labs for analysis but please check if they test prussic acid before sending samples: MSU Soil and Plant Nutrient Lab (517-355-0218), AgSource (715-758-2178), Dairyland Laboratory (608-323-2123), and Marshfield Plant and Soil Analysis Laboratory (715-387-2523).

*-Dr. Doo-Hong Min, Extension Forage Specialist,  
MSUE/MAES*

## Prepartum Feeding Behavior is an Early Indicator of Subclinical Ketosis

Cows diagnosed with subclinical ketosis (SCK) after calving are at increased risk of developing other diseases and compromised reproductive performance. The objective of this study was to determine whether changes in feeding and social behaviors during the transition period were associated with SCK during the week after calving. Feeding behaviors of 101 Holstein dairy cows were monitored from three weeks before to three weeks after calving. Ten otherwise healthy animals were identified as having SCK by serum levels taken during week one. These animals were matched by parity with ten healthy animals. During the week before calving and the two weeks after calving, animals with SCK had lower dry matter intake, had fewer visits to the feeder, and spent less time at the feeder than healthy animals. **For every 10-minute decrease in average daily time spent at the feeder during the week before calving, the risk of SCK increased by 1.9 times. During the same week, a 1-kg decrease in average dairy dry matter intake increased the risk of SCK by 2.2.**

The largest increase in risk of SCK was associated with a 1-kg increase in the change in average daily intake from week two to one. During the week before calving, animals with SCK initiated fewer displacements at the feed bunk compared with animals that remained healthy after calving.

**The results of this study provide evidence that time spent feeding, dry matter intake, and social behavior play an important role in transition cow health.** These results indicate that special consideration should be given to management and social factors that can negatively affect dry matter intake and feed bunk attendance during the transition period.

*-AABP Newsletter*

**Looking for a past edition of the newsletter?  
Check out [www.maes.msu.edu/upes](http://www.maes.msu.edu/upes)  
for past newsletters from 2002-2009! You can  
also view past grain trials and the phone guide.**

### **4-H Project Calves for Sale**

Buckeye Spur Farm, Traunik, MI  
Steers & Heifers  
**Angus Cross, Simmental Cross, and  
Shorthorn Cross Breeding**  
Any steer purchased that places in the top 15 in the ultrasound contest at the UP State Fair will receive a \$100 bonus check from Buckeye Spur Farm  
Contact Bob Buehrly 906-446-3111 or  
Carl Buehrly 906-446-3427

### **Rainbow Packing Inc.**

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<p><b>GINOP SALES Inc.</b>            ALANSON 800-344-4667          WILLIAMSBURG 800-304-4667          HILLMAN 877-334-4667</p>	<p><b>Ray's Feed Mill</b>          Ration &amp; Crop Consultants          FEED          SEED          FERTILIZER  <b>800-832-1822</b>  <b>906-466-2231</b>  <b>Bark River &amp; Norway</b></p>	<p><b>United Producers, Inc.</b>          St. Louis Sale every Monday          Marion Dairy Sale 3rd Friday of          each month. For dairy cattle call          Chad @ 517-294-3484 or          Paul @ 614-296-5038          Collection point in Escanaba          Call for more information          (989)681-2191</p>	<p><b>HANSON'S DOUBLE G HEREFORDS</b>          W7048 CO. RD. 356          Stephenson, MI 49887          Raising Quality          Herefords Since 1958  <b>PERFORMANCE TESTED BULLS &amp; FEMALES</b>  <b>FREE DELIVERY</b>          GLENN JR. 906-753-4311</p>
<p>Your source for Polled Genetics  <b>Richlo Dairy Farms</b>          Engadine, MI 49827          Polled Holstein, Jersey, &amp;          Norwegian Red Bulls available!  <b>Employment Opportunities!</b>          For information on polled bulls in          AI, call Jonathan:  <b>906-477-6505</b></p>	<p><b>See Your Ad Here for Only \$30 a Month!</b>  <b>Call 906-439-5305</b>  <b>For More Information</b></p>	<p>  <b>LINSMEIER IMPLEMENT, INC.</b>          N3522 US 41  <b>Menominee, MI 49858</b>  <b>RICHARD LINSMEIER</b>          BUS: (906)863-4479          HOME: (906)864-2987</p>	<p><b>GreenStone Farm Credit Services</b>          At the heart of a growing America  <b>90 Years of AG EXPERIENCE</b>          1801 N. Lincoln Road, Ste. A LOANS          Escanaba, MI 49829 AG TAXES  <b>(906) 786-4487</b> FARM RECORDS          CONSULTING  <b>FAX (906) 786-3450</b></p>
<p><b>EQUITY</b>            Equity Cooperative Livestock          Sales Association          Bonduel, WI          Your Full-Service Livestock          Marketing Agency!          715-758-2125          www.equitycoop.com</p>	<p><b>HUGHES WESTFALIA SURGE LLC</b>          Ⓞ Surge pipelines          Ⓞ Sanitation supplies          Ⓞ Cow mats          Ⓞ Ritchie Water Fountains          Ⓞ Silo unloaders  <b>Call:</b>  <b>Larry @ 906-786-0806</b>  <b>Henry @ 906-786-7190</b></p>	<p><b>Hiawathaland Farm Bureau</b>            President: Diane Hanson          Secretary: Barbara Cotey          16514 V.25 Road          Rapid River, MI 49878          906-446-3508</p>	<p><b>BERGDAHL'S Inc.</b>          Ⓞ Cub Cadet, Troybilt, Bush Hog          Equipment          Ⓞ Simplicity &amp; White Lawn &amp;          Garden Equipment          Ⓞ Stihl Chain Saws &amp; Power          Equipment          Ⓞ New &amp; Used Construction          Logging and Farm Equipment          9345 US 41, Skandia 906-942-7344          Fax: 906-942-7326</p>

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## November Events

- 2nd **MDA Pesticide Exam** 9am Marquette Call 906-228-9998  
 5th **Clare Co. Livestock Auction** 1 pm Clare, MI Call 989-386-9256  
 6th **MCA Graded Feeder Sale** St. Louis, MI Call 989-681-2191  
 10 **Weed Management in Field Crops** 10 am-3 pm UP Experiment Station, Chatham Call 906-387-2530  
 12th **MDA Pesticide Exam** 9am Escanaba Call 906-228-9998  
 13th **Northern Michigan Livestock Feeder Sale** Gaylord, MI Call 231-439-5679 or 989-732-5732

## December Events

- 1st **BioEconomy Conference** 9am-6:30pm Escanaba location & eConference Call 906-786-3032  
 2nd **MDA Pesticide Exam** 2pm UP Experiment Station, Chatham Call 906-387-2530  
 3rd **Clare Co. Livestock Auction** 1 pm Clare, MI Call 989-386-9256  
 4th **Pesticide Applicator Core Manual Review** 9am- 1:30 pm UP Experiment Station, Chatham Call 906-387-2530  
 4th **United Producers Feeder Sale** St. Louis Call 989-681-2191  
 10th **MDA Pesticide Exam** 9am Delta Co. MSUE Call 906-228-9998  
 11th **Northern Michigan Livestock Feeder Sale** Gaylord, MI Call 231-439-5679 or 989-732-5732  
 11th **Turfgrass Management Seminar** Marquette Call 906-387-2530  
 15th **Value Added Dairy Marketing** 9am-5pm Kellogg Biological Station Call 269-671-2360  
 18th **Weed Management in Field Crops** 10 am-3 pm UP Experiment Station, Chatham Call 906-387-2530

## January 2010 Events

- 30th **Northern Michigan Small Farm Conference**  
 Grayling, MI Call 231-533-8818

## U.P. Agriculture Connection

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