The potato leafhopper sneaks into alfalfa like a thief in the night. There’s no sound, no warning, no leaf chewing, no predictive growing degree unit chart, just the aftermath carnage of yellow-tipped alfalfa leaves and often a significant yield reduction. The dog days of summer are right in their wheelhouse and the prudent alfalfa grower will need to keep a keen eye for leafhopper arrivals as they ride in on each passing storm front.

Here are four axioms that most every alfalfa producer can take to heart:

1. Potato leafhoppers will arrive every year, though numbers will vary.
2. Left unchecked, potato leafhoppers will never allow for maximum yield potential to be realized.
3. If populations are high, alfalfa yield will be cut significantly, especially on already stressed stands.
4. Potato leafhoppers suck — in more ways than one.

Brian Lang, Iowa State University extension field agronomist, recommends to first scout seven to 10 days after cutting. “A simple threshold rule that still basically holds true is one or more potato leafhoppers per inch height of alfalfa per 10 sweeps. In other words, if you take 10 sweeps on 4-inch-tall alfalfa, you reach threshold if there are four or more potato leafhoppers in the net,” Lang says.

The agronomist notes that treatment thresholds are based on a 15-inch diameter net and taking about a 3- to 4-foot sweep across the alfalfa canopy with the edge of the net about halfway into the canopy. “If potato leafhoppers are present, they are easy to kill,” Lang says. “The lowest labeled rates work very well on this pest. Also scout the new seedings, including those with oat nurse crops. The same pest thresholds apply.”

**Continued on Page 2**
Kelly Tilmon, Ohio State extension entomologist, emphasizes that vigorous alfalfa can tolerate more potato leafhopper pressure than stressed stands. “With some of our drought-stressed new seedings made this year, consider lowering the threshold to half of normal,” she states in a recent edition of Ohio State’s C.O.R.N newsletter. “Those slow-growing new seedings may not offer a yield response from treatment in the current growth cycle, but protecting those plants will help ensure taproot development and future yield potential.”

Tilmon also notes that potato leafhopper resistant varieties can tolerate higher numbers of the pest. “Our current data indicate the threshold for potato leafhopper resistant varieties in established stands is four times the normal threshold.”

The potato leafhopper’s weapon of choice is a dagger-like stylet that is inserted into the alfalfa stem or leaf. Once inserted, the sucking of sap (carbohydrates) out of the plant begins.

Saliva from the leafhopper causes phloem tissue (the plant’s pipeline for moving carbohydrates from the leaves to the roots) to compress and restrict flow within the tubes. It’s thought that stem feeding, and the subsequent buildup of leaf sugars because of phloem tissue closure, is actually more responsible for the symptomatic leaf yellowing (sometimes referred to as hopperburn) than the leaf feeding itself.

Once leaf yellowing is visible, the damage has already been done.

Through the remainder of the summer, develop a management plan to monitor potato leafhoppers. There’s simply too much economic downside in lost yield, forage quality, and stand persistence not to do so.

Keep Stored Grain Cool, Dry During Summer
By: Kenneth Hellevang, PhD, PE, Ext. Engineer North Dakota State University

Warm grain could lead to insect infestations and mold growth.

Stored grain needs to be cool and dry during the summer, a North Dakota State University Extension Service grain-drying expert says. “Cold or cool grain has been safely stored through the summer for many years,” notes Ken Hellevang, an Extension agricultural engineer. “Keeping the grain as cool as possible should be the goal of spring and summer grain storage.”

Allowing grain to warm to average outdoor air temperatures during the summer can lead to insect infestations and mold growth. The optimum grain temperature for insect activity is approximately 70 to 90 degrees. Reducing grain temperatures below 70 degrees will lessen insect reproduction and activity, and lowering grain temperatures below 60 degrees will greatly reduce insect activity.

Hellevang warns that using aeration could warm the grain, which may increase the moisture content of the grain slightly. Aeration fans should be covered to prevent wind and a natural chimney effect from warming the grain. Wind blowing into uncovered fans or ducts will move air through the grain in a way that is similar to operating an aeration fan.

One challenge to keeping the grain cool during the summer is that solar energy on the bin roof heats the air above the grain. Convection currents in the grain flow up along the bin wall and down into the grain near the top middle of
the bin, drawing this heated air into the grain. Ventilating the space between the grain and the bin roof can reduce the amount that the grain near the top of the bin is warmed.

Natural ventilation to cool this space can occur if the bin has openings near the eave and peak; these openings work like the vents in an attic of a building. The heated air rises and exits near the peak, drawing in cooler air near the eave. This natural ventilation will not occur unless the bin has adequate openings at the eave and peak. Roof exhaust fans controlled by a thermostat also can be used to draw the heated air out of the bin if openings are available to allow air into the area above the grain.

Cool grain in the upper portion of the bin by operating the aeration fan about every three weeks during a cool early morning. Using positive-pressure aeration to push air up through the grain enables the cool grain in the bottom of the bin to cool the air, which then cools the grain near the top of the bin.

Run the fan only long enough to cool the grain near the top surface. That may require running the fan for a few hours during a cool, dry morning for a couple of days. Running the fan more than necessary will warm more grain at the bottom of the bin, increasing the potential for storage problems.

If the air dew point is warmer than the grain temperature or if the air relative humidity is high, some moisture will condense onto the grain during fan operation. Condensing moisture will release heat that will warm the air slightly, reducing the effectiveness of the aeration and increasing the amount of warming occurring in the grain at the bottom of the bin. Therefore, selecting mornings when the air is cool and dry is important.

Verify that the grain moisture content is dry enough for storage at summer temperatures. The recommended long-term grain storage moisture contents are about 13.5 percent for wheat, 12 percent for barley, 13.5 percent for corn, 11 percent for soybeans, 13 percent for grain sorghum, 8 percent for oil sunflowers and 10 percent for confectionary sunflowers. The market moisture content may be higher, but storing warm grain at higher moisture contents may lead to mold growth on the grain.

Measure and record the stored grain temperature at several locations near the top surface, along the walls and within the stored grain. Temperature sensors are an excellent tool when monitoring stored grain, but remember that they only measure the temperature of the grain next to the sensor. Because grain is a good insulator, the grain temperature may be much different just a few feet from the sensor. Increasing grain temperature may be an indicator of an insect infestation or mold growth.

Mold growth and insect infestations occur rapidly at summer temperatures, so stored grain should be checked every two weeks. A situation with only a few insects can turn into a major infestation in less than a month. Using insect traps or placing grain samples on white material helps you look for insects.

Resources: NDSU Agriculture Communication - June 3, 2016 Ken Hellevang, 701-231-7243, kenneth.hellevang@ndsu.edu Editor: Ellen Crawford, 701-231-5391, ellen.crawford@ndsu.edu

Thriving Through Low Milk Prices
Rebecca Connelly
Dairy Extension Program Manager

Future milk prices are looking (somewhat) better, but it seems like since 2008 no one has felt completely secure in the stability of the dairy industry. Being more cautious can be a good thing, but letting the milk prices and low milk margins get you down is not healthy for you, your family, or your farm in the long run. There is plenty of advice on how to manage your margins and your herd. Now, it is time to talk about how to manage your stress.
Stress shouldn't be taken lightly or ignored. Stress can increase illness rates and farm accidents, which can then lead to additional stress and depression. Farm women are at particularly high risk for depression due to juggling the multiple roles of farm and family responsibilities and isolation (Lessenger, 2006). Farmers have one of the highest suicide rates in the U.S. (1.32 times more likely than the average U.S. citizen), which has been attributed to high economic stress, lack of resources in rural areas, access to firearms, working with family, and other factors like changing weather and markets. There is a lot about farming that cannot be controlled, but you can control the way you react to stressors.

**Farmers are no strangers to hard work, hard times, and a bad economy.**

If “Dairy Farmer” had a job listing, it may sound a little like this: Work 70 to 100 hours a week, little or no vacation or sick days; work is mandatory on all holidays and in all weather. You will be on call 24 hours a day, 365 days a year. Compensation will change month to month and drastically from year to year with little or no notification and will range anywhere from "you owe us money" to "you'll be alright for now." Factors affecting your pay will include but are not limited to: weather, markets, disease, accidents, machinery breakdown, government regulations, and/or family relations. Performance reviews will be completed by strangers you will never meet who have strong opinions on how you do your job that will be made public via social media. PLUS day-to-day activities include dangerous and potentially life-threatening work. And depending on your situation, some of your family will live and work with you across different generations, possibly including your in-laws. And if you are lucky enough to be working on the same farm your great, great, great, grandfather farmed, you have the added bonus of pressure to keep the farm going for the next generation who may or may not want to farm.

Farming is not for the faint of heart, and farmers are seen as some of the strongest and most resilient and committed individuals. However, everyone has a breaking point and eventually stress can catch up to even the hardest working farmer. Working on a farm can be isolating, and reaching out for help can feel too vulnerable for most. If you or someone you know is feeling the stress of farming, you can do something about it today and work towards a less stressed life for the future.

**What can you do to survive today?**

Bills are piling up, pregnancy rates are going down, an engine needs rebuilt, the weather won’t cooperate, and the milk check hardly seems worth it. You can have moments and days of feeling completely overwhelmed with what's going wrong. Take a moment to count your blessings, be grateful for the positives in your life and on your farm, and be thankful for all of them. We often focus and dwell on the bad, and it can be easy to forget and take for granted all that we do have in our lives. This “it could be worse” attitude will get you through the day or week, but being grateful is not enough to make it through extended hard times.

**What can you do to thrive through the hard times tomorrow and beyond?**

1. **Set priorities**

What big picture items bring you joy from your work? There is a reason why you farm and why it is important to you and your family. Maybe it’s because you work at home with flexible hours and have every meal with your family. Children and other family members get to work alongside...
you. You work hard for an incredible feeling of self-worth and accomplishment in seeing your farm grow and produce. Know what is important to you so you can say no to the things that aren’t a priority and, more importantly, say yes to those that are. If you know what you are willing to say no to ahead of time, it’s easier to respond no in the moment rather than having to think about it or come up with an excuse.

2. Plan for the bad times
Develop a long term plan or least a 3- to 5-year plan, including a contingency plan. Set a date and time on your calendar and devote 1 to 2 hours to sitting down and talking with business partners, spouses, and family members to come up with long term goals AND how you are going to achieve them. Work with your lender or financial advisor to assess your current situation and come up with a plan for next year and the next 3 to 5 years. There WILL be years of low profitability in between high ones. Plan on a bad year AND how you will thrive through it.

Don’t forget a contingency or exit plan. Everyone has their limits, and you should know exactly where the line in the sand lies. Having a plan like this may seem depressing or self-depleting, but it is easier to have the conversation with your family before you are forced to walk away from the farm. Having an exit plan can also help save money. If you exit at the right time, you can still salvage some equity versus piling up debt and being left with very little to live on or feeling like you are trapped by debt and can never quit.

3. Utilize all your resources
Family, friends, employees, consultants, and advisors all have something to offer you and your farm. They know what they can offer better than you, so let them know what you need help with. If you have bills stacking up, talk to the vendors and your lender. Set up a plan to minimize falling further behind and, more importantly, a plan to get ahead.

4. Communicate with family
Among intergenerational farming families, the younger generation experiences more stress than the older generation. Feelings of powerlessness, financial strain, management disagreements, and in-laws can contribute to the generational divide (Fetsch, 2014). Have a sit-down meeting with all family members and discuss roles and responsibilities. Talk about the future and possible transitions. In this initial stage no final decisions have to be made, but allowing the younger generation to have a voice and feel heard can make them feel like a bigger contributor to the operation. Likewise, respect the older generation and the amount of time and resources they have invested in the farm. Good, open communication between family members can be the most important ingredient to success for the farm and family.

Life beyond the farm
1. Be a part of a community
Being isolated on a farm or feeling isolated emotionally can exacerbate depression and the feeling of being overwhelmed. Go to church, volunteer, accept an invitation, or attend a community event. A sense of belonging is a basic human need according to Maslow’s hierarchy of needs, proceeded by physiological (food, clothing, shelter) and safety (including health and financial). If that isn’t enough connection, talk to a friend about what is troubling you. Join a peer or discussion group where you are encouraged to talk about issues.

2. Take a break
There doesn’t seem to be enough time in the day to get everything done, but your farm and family will suffer if you don’t recharge. Whether it is fishing, taking a nap, or just a break from the cows, set aside time to take a mental and physical break from the farm.

3. Take care of yourself physically
Farmers tend to cope with injuries by pressing on and the “wait and see” approach. Working with an injury will make you more prone to other accidents and can be an additional source of stress. Treat injuries as soon as they happen, and if you don’t feel right but are not sure what the problem is, no doctor will ever make you feel like you wasted their time.
4. No matter what, reach out for help
If you don’t feel comfortable discussing these things with members of your community, seek out a counselor, doctor, pastor, or another professional that will keep conversations private. Asking for help can feel weak, but it can be the most courageous thing you can do to help yourself. To talk to someone anytime, 24 hours a day, call the National Suicide Prevention Lifeline 1-800-273-8255 or visit www.suicidepreventionlifeline.org to chat with someone online.

The dairy industry is an exciting and risky business. There will always be unpredictable changes, but the farmers who react to them positively will be the ones who thrive, not just survive.

“The longer I live, the more I realize the impact of attitude on life. Attitude, to me, is more important than facts. It is more important than the past, than education, than money, than circumstances, than failures, than successes, than what other people think or say or do. It is more important than appearance, giftedness or skill. It will make or break a company…a church….a home. The remarkable thing is we have a choice every day regarding the attitude we will embrace for that day. We cannot change our past…we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude…I am convinced that life is 10% what happens to me and 90% how I react to it. And so it is with you...we are in charge of our attitudes.” —Charles R. Swindoll

References
- Fetsch, Robert. 2014. Managing Stress, Anger, Anxiety, and Depression on Dairy Farms. Pages 51 to 60 in Proc. High Plains Dairy Conference, Lubbock, TX.

Take A BITE Out Of Those Dairy Losses
Lisa A. Holden
Associate Professor of Dairy and Animal Science

When data is available, managers can look at mortality numbers, feed shrink (tons harvested or purchased compared to as fed), and inventories of supplies to determine what changes if any are needed to reduce these sometimes steady drains on profitability.

The headline of a recent business blog “The REAL shocking costs of dead inventory” by Eric Jensen may cause you to stop and think about how this issue could be related to dairy farms. In Jensen’s blog, the “dead inventory” in question are retail goods that go unsold due to a variety of reasons but have been purchased, shipped, handled, marketed, expensed—in short, paid for in real dollars without any resultant income. Jensen indicated that even in well run companies this could be 20 to 30% of the business’ inventory. Do dairies have similar issues?

Think about the potential for “dead inventory” situations in a dairy operation. The first and most obvious would be mortality of livestock. The 2007 NAHMS data reported mortality levels of 5.7% in adult cows, 1.8% in weaned heifers and 7.8% in unweaned heifers. Managers can look at the cost of raising an animal and calculate the real dollar loss from mortality on their dairy.

There is certainly loss associated with this direct mortality, but like other businesses dairies also suffer from hidden losses similar to the “dead inventory” of retail firms. For example, like the gallon of milk that must be discarded because it expired before making it across the scanner at the grocery store, dairies “lose” feedstuffs as shrink due to wind, water, spoilage, storage losses, and just plain sloppiness every day. Brouck (2014) estimated that shrink represented 15 to 20% of the total cost of feed on a dairy. What dairy wouldn’t like to reduce
their feed costs by 15 to 20% without sacrificing production?

What about management of inventories of supplies, medications, and vaccines? Are they being ordered and managed in quantities so as to be utilized appropriately and not being discarded due to inadequate or overlong storage conditions? Money spent for livestock, feed and medicines, or supplies that is lost to the dairy eats away at profit bit by bit—something to be especially wary of in low milk price times. When the dairy dollar gets smaller, these seemingly “little” losses can make a big difference between profit or not for the year.

When data is available, managers can look at mortality numbers, feed shrink (tons harvested or purchased compared to as fed), and inventories of supplies to determine what changes if any are needed to reduce these sometimes steady drains on profitability.

The top four expenses on dairies were reported as feed, labor, depreciation, and supplies/vet med. The areas of loss outlined earlier clearly target these high level expenses so even small changes can make big impacts. Reducing mortality from 10% to 8% on a 100-cow dairy represents $3,600 per year (assumes cow value of $1,800 per head); on a 1,000-cow dairy that’s $36,000 per year. Reducing feed shrink by just 5% is $5,000 lower cost for every $100,000 of feed in inventory.

Focus on the big rocks, not the pebbles. Know your numbers for cost and for loss. Act accordingly to change practices where needed to reduce the losses. This might mean better monitoring, changes in standard operating practices, or better communication with employees. Work with your management team to better understand where dollars are being lost and profit is eroding. Take action in those big rock areas. There’s an old saying about “How do you eat an elephant?” Answer: One bite at a time. Take your first bite out of losses where it counts the most, and recognize that sometimes small changes can result in big rewards.

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Cheese Factory Road, Caton, NY: Farm property for lease - There are 160 acres, 100 is fenced for livestock, and about 60 acres of that is also tillable for hay or other crops. There’s about 60 acres that are wooded. There are 3 barns - all in good shape - 1 equipment barn, one hay storage (StoresAll) and an old dairy barn. Equipment barn and dairy barn have electricity and the dairy barn has a well and watering system for livestock. We are looking for farmers interested in renting the property for livestock, crops or storage space in the equipment barn and StoresAll barn.

If interested please call: 607-936-0247 and/or send email to mlappcaton@aol.com and jlapp@ithaca.edu
Winter Wheat Harvest, Protection, & Storage
By: Mike Stanyard

2016 at a Glance
Overall, the winter wheat across NWNY appears to be in great shape. It came through the winter beautifully and spring nitrogen, herbicide, and fungicide applications looked to be timely. Despite lower wheat prices, growers who have been following high management yield practices continued to do so this spring. Maximizing yield potential was even more important this year. Unfortunately, I still saw some fields that were brown and burned from combining nitrogen and herbicide applications.

Powdery mildew was present early but the drier warmer weather kept infections during the early growth stages from expanding to the upper leaves. Some fields were sprayed with a fungicide at tillering. Cereal leaf beetle populations were almost non-existent in the wheat. I am not sure if this was due to natural population cycles but they did not get an early start. I expected higher numbers with the milder winter. There were much higher numbers in the spring grains. Common armyworms have been a no-show in wheat as of mid-June. Yeah!!! Most of our wheat pollinated in late May and the weather was mainly dry and favorable. I saw quite a few sprayers in the field at flowering which means fungicides such as Caramba and Prosaro were being applied mainly for Fusarium Head Scab (FHS). The Fusarium Risk Assessment Tool (http://www.wheatscab.psu.edu/) predicted a low risk of FHS infection for WNY through most of this critical flowering stage. This should result in lower levels of vomitoxin in the grain at harvest. These applications also protected the flag leaf from leaf diseases like powdery mildew, rust and fungal leaf blights. Stripe rust was found in isolated pockets around WNY. Straw yields will be lower on average as rainfall has been spotty and drier fields are shorter in stature. The only task left is to get the wheat harvested and in the bin!

Harvest Preparation
Know your grain moisture and have the combine prepared to go when it’s time to pull the trigger. Weather and field conditions do not always cooperate during harvest. Many producers will start harvesting at 20% and dry it down to 13%. Producers who don’t have dryers and rely on field drying, run the greater risk of reduced grain quality. The first harvested wheat will have the best quality. If you had later planted wheat that flowered in the second week of June, vomitoxin from FSH could be a concern. Look for pink coloration and shrunken kernels in the heads. If these conditions are present, set the combine fans to high to try and blow these light kernels back onto the field.

Grain Bin Preparation
Storage facilities should be inspected thoroughly prior to grain fill. Look for openings, leaky vents, fallen supports, and signs of rodents. Bird nests are always a treat to find in the auger or vents. Stored grain insects survive in old grain so a thorough cleaning is the first line of defense. Clean up all remaining grain on the floor of the bin. Take a longhandled broom and remove any grain stuck to the walls, around the door, supports, ladder rungs and in the fan opening. If there are a lot of fines remaining on the floor, clean up with a shop vacuum. It is amazing how many insect eggs and larvae are in a small amount of material. The same is true for grain handling equipment such as augers and drying bins. After the bin is cleaned out, an insecticide application will help keep the grain mass clean. This can be more helpful the longer...
you keep the grain in storage. We are very limited when it comes to empty bin insecticide treatments. TEMPO® SC ULTRA and STORCIDE™ II (see label for application restrictions) are both labeled. Diatomaceous earth (Dryacide) is a non-insecticidal silica sand that can be applied as a dust in the bin and below the floor. Spray the floor and walls inside the bin to the point of runoff. Spray some through the fan under the false floor of drying bins. Spray around the outside base of the bin and eliminate any weeds and old grain debris within 30 feet of the bin. Insects and rodents can survive on weed seeds too!

Wheat Yield Prediction
The June 13 NY Crop Progress and Condition Report had winter wheat as 19% excellent, 54% good, 24% fair and 3% poor. NASS USDA Northeast does not give a monthly yield or harvest acres forecast anymore for small acreage states like NY (only top 98%). They will have NY yields posted in the final small grains report in September.

CCE Staffing Update
June 16 was the last day with CCE for Kerri Bartlett, CCE-Steuben’s Agriculture Resource Educator. After 15 years serving the farm community in Steuben County, she felt ready to move on to new endeavors. We at Cooperative Extension want to thank Kerri for her many years of dedication and wish her all the best. We know that she will continue to be a huge supporter of agriculture in Steuben County.

Over the next few months, CCE-Steuben will be evaluating the needs & priorities for agriculture in our community to ensure that we are continuing to meet the changing needs of Steuben County farmers. Our Steuben County staff will be offering all of our usual programs during this transition. Please call us with your ag questions!

For commercial fruit and vegetable crops, horticultural crops such as Christmas trees, and local foods promotion, contact Stephanie Mehlenbacher, Horticulture Community Educator, at sms64@cornell.edu or 607-583-3240

For Dairy and livestock, field crops and financial management contact DeLisa Drum, Agriculture Community Educator at dp253@cornell.edu or 607-583-3359
Dairy Market Watch

<table>
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<tr>
<th>Milk Component Prices</th>
<th>Milk Class Prices</th>
<th>Statistical Uniform Price &amp; PPD</th>
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<tr>
<td>Month</td>
<td>Butterfat</td>
<td>Protein</td>
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<tr>
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<td>May 16</td>
<td>$2.28</td>
<td>$1.49</td>
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May Utilization (Northeast): Class I = 31%; Class II = 25%; Class III = 26%; Class IV = 18%.

Class I = fluid milk; Class II = soft products, cream, and yogurt; Class III = cheese (American, Italian), evaporated and condensed products; Class IV = butter and milk powder.

*At a milk margin minus feed costs of $8 or less, payments are possible depending on the level of coverage chosen by the dairy producer.

Cheese: Cheese production is active throughout the country. Some manufacturers are cutting back slightly as a way to manage large inventories. Recent strength in the cheese prices has aided cheese producers. However, Western manufacturers do get the sense that buyers are shopping around, and don’t have a sense of urgency to make a purchase. Sales in the Northeast are reportedly lagging behind production rates, causing stocks to accumulate. Inventories are mixed. Some market participants believe the price difference in cheese between U.S. and world competitors is too large for domestic cheese to compete in the international markets. Therefore, exports are light.

Butter: Butter churning is generally below plant capacity in much of the country. Spot cream availability is tighter. Some manufacturers are also reluctant to purchase cream at current premiums and are content to calibrate churning to contracted cream supplies. International interest is quiet, as U.S. butter prices are currently not competitive in the world market.

Fluid Milk: Hot humid temperatures across the U.S. are affecting cow comfort and in some cases, causing noticeable decreases in milk production. Northeast and upper Midwest contacts, however, indicate that milk production outputs remain strong. Butterfat levels are trending seasonally lower. Ice cream production is seasonally strong, causing cream to tighten. Cream spot loads are increasingly difficult to come by.

Dry Products: Low/medium heat nonfat dry milk prices are mixed this week. Some market participants anticipate prices to continue to climb and are making forward purchases. Other industry contacts believe firming prices to be short lived, and are taking the wait and see approach. International interest is reportedly stronger than domestic in a steady to firm market. Dry buttermilk prices are higher in the Central and East regions but unchanged in the West. Production slowed for many manufacturers as cream cleared into alternative dairy processing use. Production is intermittent in a mixed market. Dry whey prices are steady to higher. WPC 34% prices are steady to higher. Strong sales to both domestic and international outlets have tightened inventories and firmed up the market. Lactose prices are unchanged in a firm market. Supply is limited outside of contracts. International interest is strong. Seasonal changes are limiting casein supply and driving prices for both rennet and acid casein higher.

<table>
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<th>Friday CME Cash Prices</th>
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</table>
Fluid Milk: Farm level milk production is higher in most regions of the country as favorable weather conditions to dairy herds are boosting their comfort. Nationwide, manufacturing milk volumes are moderate to heavy. Bottled milk sales vary throughout the country depending on the current buyers needs in every region.

Cream volumes are mostly moving into butter manufacturing. However, ice cream makers continue pulling moderate cream loads as the summer season approaches.

Dry Products: The low/medium heat nonfat dry milk market undertone is weak. Spot sales in the f.o.b. market are light to moderate. Production is active as condensed skim volumes continue to increase with heavy seasonal milk output. Drying schedules for high heat nonfat dry milk are irregular as production is mostly driven by contractual needs. Spot prices for dry buttermilk are steady to lower in the East and Central region, but steady in the West. The market continues weakening. Prices for dry whole milk are mixed on an unsettled market. Demand from the confectionery sector is active. Prices for whey are unchanged in the Central region,

Comments: Maybe it was the push for “June is Dairy Month” or an early summer bringing the ice cream crowd out early, but last month’s prices did not drop as far as expected and remained steady. The future of dairy prices look much brighter than it did a month ago for several reasons and considerations in spite of strong milk production, increasing domestic product stocks, and a weak export market. We should see June’s Class III price to be around $13.25, as compared to May’s low of $12.76. June’s Class IV price should round out around $13.79, compared to May’s $13.09. If these dairy product prices hold, or, probably a bit too optimistically, increase...milk prices will remain much higher than they were forecasted at the beginning of 2016.

There are several reasons that prices rallied, what little they did, and sales of butter and cheese have been good and look like they’ll remain steady. Exports remained low, but there seems to be some unrest around the world due to weather conditions and the effect of low prices getting to our international competitors. China may start to increase imports later this year, and New Zealand, Australia, and the EU look like they are slowing down production. High grain prices and hot, humid weather in the U.S. will also lower milk components and decrease milk production per cow. Although milk production in New York jumped 4.9% in the past month, nationally the trend is slowing with only an additional 3,000 cows being milked as compared to a year ago.

Class III and Class IV futures have responded to this month's higher dairy prices. Future for Class II show prices as $15.05 for July, in the $16’s for August through November, and ending the year in the high $15’s. Class IV futures show $15.59 for July, and steadying in the $16’s for the rest of the year. These number are looking much better as far as forecasting goes, however the prices of corn, soybean meal, and alfalfa have all increased – tightening the margins on dairy farms even further. (Cropp, Bob. Memo to Dairy-L. June 21, 2016).

While we’ve still got a tough year ahead for the industry, this past month has given prices some hope that we all need to get through the summer season while dealing with the hot, humid weather, and ever-demanding crops. Hang in there – and Happy “June is Dairy Month”. Thank you for all that you do to provide the world safe, wholesome dairy products!

Price have remained steady and things are looking like we’ve hit the low. June’s Class III should be around $13.25 and Class IV should be around $13.79.

Cow numbers and milk production have started to slow, which should help to even out the supply domestically.

The weather is playing a big role this year – production per cow increases are slowing, feed prices are rising, and milk components will continue to drop as farms back off on feed additives and forages.

Looking like we’ll be up in the $15’s for Class III and the $16’s for Class IV to round out this tough year of 2016.
COMING EVENTS:

July 14 Aurora Farm Field Day, 9:00 a.m. - 3:00 p.m., 1256 Poplar Ridge Road, Aurora. DEC & CCA credits will be available. For more information contact: Jenn Thomas-Murphy: 607-255-2177 or jnt3@cornell.edu

July-16 Management of Internal Parasites in Sheep & Goats, 9:00 a.m. - 3:30 p.m., CCE-Ontario County, 480 North Main St., Canandaigua. To register contact: Nancy Anderson, 585-394-3977 x427 or nea8@cornell.edu,

August 4-6 Grasstravaganza, Alfred State College, Alfred, NY. For more information go to: http://alfredstate.edu/grasstravaganza.

August 9-11 Empire Farm Days, 2973 State Route 414, Seneca Falls, NY. For more information go to: www.empirefarmdays.com

August 16, 21 Steuben County Fair, Bath, NY. For more information go to: www.steubencountyfair.org

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TRADING POST:

For Rent: 3 acres that was in CRP and mowed annually, most of it level, additional adjacent 2 acres that was not mowed. Located on Willey Road, South Dansville, 585-729-6635

Removal: Need two silos to be removed as soon as possible. Contact Dana or Gail Sgrecci at 607-594-4169 or 607-742-5248