

# Agricultural Newsletter

UW-Madison College of Ag & Life Science  
University of Wisconsin-Extension



January-February-March 2003  
Volume 9, Issue 1

## Inside this Issue

- 1 Add value to your operation with info from upcoming conference
- 2 What does the future hold for milk pricing opportunities?
- 2 The importance of phosphorous
- 3 Home heating, electrical, & weatherization programs
- 3 Notes from Dairy-L
- 4 Loan and grant opportunities for farmers
- 4 Join the Census of Agriculture
- 5 John's classification reimbursements available
- 5 Direct Marketing: consumer loyalty - Go Team Go!
- 6 Is your family farm worthy of honor?
- 6 Is lack of snow good news or bad news?
- 6 Scholarship program offers \$50,000 to ag students
- 7 2002-2003 Wisline Tele-conference focuses on sheep

## Add value to your operation with information from upcoming conference

*Kevin Schoessow*  
Area Agricultural Development Agent  
Burnett, Sawyer, & Washburn Counties

For the last several newsletters, I have made attempts to help farmers identify new ways to diversify their farming operations through value-added enterprises, direct marketing efforts, or by diversifying into organic production or alternative crops. Staying with this theme, I would like to highlight the Fifth Annual Midwest Value Added Agriculture Conference, "Bringing Profit Back to the Farm" held January 24-25, 2002 at the Ramada Inn and Conference Center in Eau Claire, WI.

This is an ideal conference for any farmer interested in exploring new options for their farm. I have attended the Value Added Conference every year and I am always amazed at the creative ways farmers are creating new opportunities.

Workshops will cover new dairy products, ethanol and renewable energy, cut flowers, fruit marketing, ag forestry and much more. Practical sessions on record keeping, food safety, working with middlemen, website design, cooperative marketing and distribution, and feasibility studies will bolster producers' skill sets. Highlighted Wisconsin businesses include Wyttenbach Meats of Prairie du Sac, Cedar Grove Cheese of Plain, and the Elegant Farmer of Mukwonago. Friday's program will end with a humorous keynote talk by author and UW professor emeritus Jerry Apps, followed by a reception and music.

No matter how bad the economy is, people have to eat, and fortunately many consumers today have developed tastes for good quality food, and they won't give that up easily. Niche markets abound for the producers who make the investment and effort to meet those needs. Some of the most promising value added ideas include direct sales to consumers and production of flavorful distinctive cheeses. On the larger scale, many farmers are looking into "growing" alternative fuels such as ethanol, bio-diesel, methane and switchgrass or harnessing wind energy.

Registration is \$70 for both days, \$45 for Friday only and \$35 for Saturday only, and includes lunches and a Friday reception. Lodging fees are extra. The early registration deadline is January 15<sup>th</sup>, there will be a \$10 additional fee after that.

For information about attending the conference or bringing a display to the Trade Show, visit the web site at <http://www.uwex.edu/ces/agmarkets/valadconf.html> or contact me at 1-715-635-3506 or 1-800-528-1914.

# What does the future hold for milk pricing opportunities?

*Bill Saumer  
Area Agricultural Agent  
Burnett, Sawyer, & Washburn Counties*

We all know what the milk prices have been for the past year, but where will they be next year? An even better question than that: Are there favorable pricing opportunities at all for next year? Milk prices will be better next year and yes, there are some pricing opportunities, especially next fall. The important thing to remember is that good prices are different for every single producer. Dairy producers must know what milk price needed are for each month of the year that will allow them to meet both business and family goals. Since every dairy operation is different and has varying business and family goals, there is not one favorable price for everyone.

Some people have said that all farmers should receive a good price like \$17 CWT, but then milk quality could become an increasing problem. Incentives would decrease if all farmers received an excellent milk price regardless of milk quality. Even Minnesota farmers are jealous of the better somatic cell count scores enjoyed by Wisconsin producers. I recently met with some dairy producers in Minnesota who are looking at what Wisconsin milk producers are doing to see how and why milk quality scores are so much better for many over here. Improved milk quality can add a tremendous premium to the mailbox milk price received by milk producers. There are also several milk marketing strategies that can remove much anxiety and stress associated with milk prices.

Many producers have told me that milk marketing is too complicated and they have also heard of other producers who signed a contract and then lost a lot of money because of it when the milk prices went up. This is a possibility with certain

contracts, and that is why it is so important for producers to know the differences between contracts, price protection and profitability margins. There were many opportunities a year ago to ensure a class III milk price of over \$13.00 for 2002. As you all know, this is certainly better than \$10.00. In addition, farmers also get their premium (basis) on top of the Class III price, so many producers who took advantage of one of the marketing opportunities actually were in the \$14 to \$15 range for this year. Even if a dairy producer does market milk for higher profits during low milk price periods, it doesn't reduce the money received from the Milk Income Loss Contract (MILC) Program. So, the farmers that had \$13 Class III contracts and a basis of \$1.50 also received additional MILC money. What this means is that some were actually in the \$16 range for this year!

Since it is difficult for many dairy producers to attend regularly scheduled classes, I will gladly meet with anyone in a private consultation and share the exciting milk marketing opportunities. If you or anyone you know has a question or would just like to learn more about how easy and fun marketing milk can be, please give me a call and I will gladly share all I can about this extremely important strategy.

# The importance of phosphorus

*Tom Syverud  
Extension and Outreach Educator  
Ashland, Douglas, & Iron Counties*

Phosphorous is an essential plant nutrient. It is needed by plants for cell division and growth, and to provide energy for the work plants do, such as growth, water and nutrient uptake. Wisconsin soils generally contain enough phosphorous for plant growth if it was in a form that plants could utilize. However phosphorus is usually in a 'fixed' or unavailable form. Because phosphorus combines with other elements like iron, aluminum and calcium, which are then insoluble in water, as a result is not plant available. This fixation of phosphorus is greater on acid soils. In fact, fixation can even occur within hours of a fertilizer application.

Environmentally this is advantageous, because fixed phosphorus is immobile in soils and does not leach and cause groundwater problems, even in sandy soils. However, this fixation is an environmental negative when it comes to erosion of the surface soil layer. The phosphorous that is tightly held is carried along with the soil particles when they are eroded. It turns out that the topsoil that is lost due to erosion is also highest in phosphorous. Under soil erosion conditions, phosphorus becomes a water quality problem. Algae and other water weeds also use phosphorus as an essential nutrient. This erosion and runoff leads to algae blooms, aquatic weed growth, and even fish kills.

During the upcoming 2003 Northern Safari series of agricultural programs, we will discuss phosphorus fertilizer recommendations and the new NRC feeding recommendations of phosphorus in the dairy cow diet. Come to hear more about this important topic and how it relates to you. Several steps to take to minimize phosphorus losses from agricultural fields are; avoiding manure or fertilizer applications on frozen sloping land and diverting and controlling runoff from dry lots and barnyards, and most important, keeping clean water clean by using gutters and diversions around buildings.

## 2003 Northern Safari of Ag Specialists Meetings Planned

UW-Extension's annual educational mini series is coming soon. Three programs are planned on a specific agriculture topics, with UW-Extension specialists and agents bringing you the latest research-based information for your farm business. Locations:

- Rusk Co. Courthouse, Ladysmith
- Price Co. UWEX Conf. Room, Phillips
- Ashland Ag Research Station
- Northwestern High School, Maple
- Spooner Ag Research Station

**Watch your mail for details!**

## Home heating, electrical & weatherization programs available

John Markus  
Area Agricultural Agent  
Bayfield & Ashland Counties

It's that time of year again; time to think about turning up the thermostat and how to pay for those ugly utility bills. The news is already out regarding the utility rate increases this fall and again next spring.

The "Wisconsin Home Energy Assistance Program (WHEAP)" and the "Wisconsin Division of Energy Weatherization Program" may be well worth looking into.

WHEAP Heating Assistance is a one-time benefit payment for each heating season (October 1 through May 15). It is intended to help pay a portion of your heating costs. It is not intended to cover your entire annual cost of home heating costs. The Heating Program can be applied for annually.

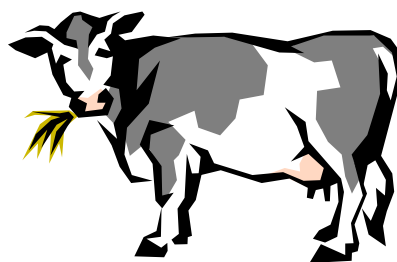
The amount of the heating assistance benefit depends on your household size, income level and household heating costs. A non-heating electrical Energy Program is also available and will be considered when you apply for the Heating Program.

The 'Weatherization Program' can help you reduce your home energy costs and conserve energy. They can make your home more comfortable: warmer in the winter and cooler in the summer. When you apply for the Heating Program you are considered automatically for the Weatherization services.

Crisis Assistance is also a part of the Heating Program. Emergency fuel and electrical services are part of this program.

For more information, call: Under 'County Government' in the Yellow pages: *County Energy Assistance Coordinator, County Social Services Office, or the Wisconsin Farm Center at 800-942-2474.*

## Notes From Dairy-L



Tom Syverud  
Extension and Outreach Educator  
Ashland & Iron Counties

### What Causes Bloody Manure?

*Several dairy herds in the Pacific Northwest have broke with what the dairymen call "Winter Dysentery." However the vets in the area don't believe it is winter dysentery. One dairy producer said his cows are defecating in four foot streams and he has lost 15 pounds of milk. The local vet said that it was a virus and had to work its course. We don't want this and how do we prevent it?*

David R. Smith, U. of Nebraska, Lincoln says there is more that we don't know about the disease than what we know. He defines winter dysentery as a rapid outbreak of diarrhea involving at least 15% of adult cattle, with low mortality. Winter dysentery has had many different causes but the current favorite that can be identified is Coronavirus. This can remain latent in herds for years. At the moment there is no vaccine to protect your herd. This disease is highly contagious and causes loss of weight and condition also. Incubation period is short and 100% of susceptible cattle may show sign within five days. Most animals recover spontaneously within a few days. Winter dysentery, in which the blood comes from the large intestine is evenly distributed in the feces. A cough may be associated with the outbreak.

Besides a simple coronavirus infection there may be other stress factors and agents involved. BVD could cause immune suppression and facilitate coronavirus aggression.

Other causes of bloody manure may be hematichezia, in which case the blood comes from the rectum, and is present in streaks in the feces. This cause may be difficult to establish. It is thought to be traumatic. Coarse pieces of feed, or sand in the digestive tract could have caused the bleeding. Another possibility are clotting problems, like in warfarin poisoning. Some trichotecene mycotoxins may cause it too. If the feces have a uniform dark red color, the cause is inflammation of the small intestine. Tarry black feces is called "melena," and is derived from hemorrhages or ulcers in the abomasum.

Winter dysentery is a common problem in northern US and Canada. There are many old remedies for treatment such as bleach, copper sulfate, chlorhexidine drenches etc. There is no effective treatment except supportive actions, electrolytes, B vitamins and propylene glycol. Severely dehydrated animals should receive fluids and electrolytes. Milk production will often drop to less than 50% of normal. Along with the supportive therapies mentioned, vets also suggest giving the cows charcoal/astringent boluses (Vedasorb), and if the animal is really bad, then sulfa boluses (Albon). The younger animals i.e. fresh heifers are usually worse than older cows, but if the disease has not been seen for awhile, then all will be affected. If a herd has had an outbreak or a mild case in the last two three years, then the current outbreak will be less severe due to immunity that is build up in the head. An outbreak usually happens during or after a sudden cold snap. Winter dysentery is carried many ways; dirty footwear of barn visitors, salesmen, cattle dealers etc. Disinfecting boots between farm calls will help control this problem. It can also be transferred between farms by starlings.

*Finally is there any connection between wet haylage or poorly handled hay crop silage that has clostridial problems and bloody manure?*

No, there is a large array of Clostridial microorganisms causing silage problems, but they are different from the Clostridial pathogens that cause cattle problems.

# Loan & grant opportunities for farmers

*Kevin Schoessow  
Area Agricultural Development Agent  
Burnett, Sawyer, & Washburn Counties*

## Ag Development and Diversification

The Agricultural Development and Diversification (ADD) grant program is now accepting proposals for projects that are likely to stimulate the farm economy. ADD grants are awarded competitively to projects that may create new opportunities through the development of new value-added products, new market research, new production or marketing techniques, or alternative crops.

Farmers, groups of farmers, and agri-businesses can submit proposals for an ADD grant. Currently the program has \$380,000 to award to projects. The maximum grant amount is \$50,000.

Proposals for grant funding must be submitted between January 15 and March 15, 2003. Guidelines for submitting proposals are available at the Wisconsin Department of Trade and Consumer Protection website at <http://datcp.state.wi.us/>. Copies of the grant application are also available through your local County UW-Extension office.

## Dairy Farm Rewiring

Wisconsin electric cooperatives have developed a uniform statewide farm wiring program entitled, "Safety First!" The purpose is to assist dairy farmers with the cost of rewiring projects and to promote safety.

### Loans & Grants

- A loan/grant combination is available up to \$20,000.
- Grants are available for 20% or up to \$4,000 from the Wisconsin Electric Cooperative Association.

- Loans are available for 80% or up to \$16,000 from your electric cooperative.
- Take up to 5 years to repay.
- 5% interest applies.

### Requirements

- Dairy farms only.
- Existing farmstead.
- Pre-program inspection.
- Electrician's estimate.
- Service agreement for length of loan.
- Credit eligibility requirements.

Contact your local Electrical Cooperative for more information.

# Join in the Census of Agriculture

*Kevin Schoessow  
Area Agricultural Development Agent  
Burnett, Sawyer, & Washburn Counties*

Farm operators across America will soon be asked to participate in the nation's largest, most detailed statistical portrait of U.S. agriculture – the 2002 Census of Agriculture. Conducted by the USDA's National Agricultural Statistics Service (NASS), the census will provide a comprehensive portrait of agriculture at the county, state, and national levels depicting how farms stand today compared with five years ago.

Census of Agriculture report forms will be mailed to farm operators in late December to collect data for the 2002 calendar year. Operators must complete and return their forms by February 3, 2003.

Data provided by individual farmers is strictly confidential by law. Statistical results are aggregated and published only in geographical summaries to prevent identification of individual farms.

We all dislike paperwork, and some questions may seem too "nosey," but data gathered by the Census of Agriculture is used by many groups that help farmers.

- Farm organizations use the census of agriculture data to evaluate and propose programs and policies that help you, the agricultural producer.
- Farm cooperatives, commodity and trade associations, and agribusinesses use the data to determine locations of marketing and distribution facilities that will serve you and help you market your products better.
- Federal Government policymakers use the census data in drafting legislation to help resolve agricultural problems and help meet the changing needs of America's largest industry.
- State and local governments use the data for agricultural research, extension programs, and planning rural development.



## Internet Resources for the Computer Savvy

Wisconsin Sustainable Agriculture <http://www.uwex.edu/ces/susag/UWEX/frameuwex.html>

UW-Extension Forages Web site <http://www.uwex.edu/ces/crops/uwforage/uwforage.htm>

Wisconsin Focus on Energy (renewable, low cost, efficient, and environmentally friendly sources of energy) <http://www.wifocusonenergy.com/>

UW-Extension Milk Marketing Milk <http://www.uwex.edu/ces/milkmarketing/index.htm>

## Johne's classification reimbursements available

*John Markus  
Area Agricultural Agent  
Bayfield & Ashland Counties*

Cattle and goat producers, listen up. If you classified (or will classify) your herd in 2002 under Wisconsin's Johne's disease program, you can get part of your testing costs reimbursed. You need to complete the testing by December 31 and apply for reimbursement by February 3.

The Johne's disease market management program is voluntary and open to cattle and goat owners in Wisconsin. Under the program, farmers officially test their herds for Johne's disease and receive a classification – A, B, C, or D – based on how many animals test positive. Herds that aren't tested are considered "maximum risk."

There are a number of advantages to the classification program. You get a good picture of where your herd is and how you can prevent or manage Johne's disease, a good classification can give you an edge in the marketplace, and if you reveal your classification in writing when you sell cattle, you can't be held liable if they later test positive.

The Department has \$250,000 a year available to reimburse producers for the laboratory fees they incur when they do official testing – diagnostic testing when animals are showing symptoms does not qualify for reimbursement. Farmers may get all or part of their lab costs reimbursed, depending on how many apply.

To qualify for reimbursement, farmers must have completed official testing during 2002. When they receive their classification, they will also receive a W-9 claim form or they can request one by calling 608-224-4872. To get reimbursement, they need to submit copies of their laboratory bills and the W-9 by February 3, 2003. Checks will be issued by June 30, 2003. For information about official testing and reimbursement, call 608-224-4872.

Johne's disease, sometimes called paratuberculosis, is a chronic bacterial infection that attacks cattle and other ruminants including goats, sheep, elk, deer, bison and llamas. The infection, passed mainly through contaminated manure, causes the animal's small intestines to thicken until it cannot absorb nutrients. The animal develops diarrhea and loses weight despite maintaining its appetite. Dairy cows' production declines even before symptoms appear. Johne's can be present and transmittable at low levels for years without symptoms, but once symptoms appear, death comes within months.

Estimates put Johne's losses to Wisconsin's dairy industry at \$54 million annually in lost milk production and reduced weight. The state's beef producers are losing \$46 million a year.

*Source: Price County UW-Extension  
Agricultural Newsletter*

## Direct Marketing: consumer loyalty - Go Team Go!

*Kevin Schoessow  
Area Agricultural Development Agent  
Burnett, Sawyer, & Washburn Counties*

When I think of loyalty, I can't help but think of die hard "Packer Backers." I'm sure you know one, or perhaps you are one yourself. As you think about these loyal Green Bay Packer fans, what are some of their characteristics? Are they proud of their team? Do they promote and sell its worth? Are they willing to pay a premium price (monetary, emotionally, physically) to enjoy its products and services? Are they fair weather fans or do they stick with the team through good times and bad?

Customer loyalty is the major factor in the equation of success for a business. Just imagine if your direct marketing business had customer loyalty like a Green Bay Packer fan. What if they paid you to advertise your business on hats, shirts, license plates, or other paraphernalia?

What if they were eager to buy your entire product line, not just one product? What if during the growing season they came to your farm week after week demanding your products? What if they told all their friends, co workers and neighbors how much they enjoyed your fresh farm products, the service, the atmosphere the quality? Customer loyalty is a powerful business advantage.

Loyalty doesn't come over night. It's developed and earned on step at a time. Although the small direct marketing business may not have the same brand name recognition or money to spend on advertising and promotion as the Green Bay Packers, there are strategies to creating customer loyalty. Dr. Rami Reddy, UW-Extension Marketing Specialist, has the following suggestions:

First you have to identify your repeat customers. These are people who are most likely to become advocates of your business. Next reward those loyal customers with either money back, service as a free deal, price discounts or any other means of rewarding them for their repeat business. Maintain contact and foster long-term relationships with these customers. Seek their feedback early and respond quickly. Identify dissatisfaction and respond quickly. Listen, analyze and act upon received complaints. Continue to provide value, as your customer defines it.

By providing the services and products that the customer wants at a very personal level will build and foster loyalty. Have personal touch and inform your customers that you appreciate their business.

Effective marketing strategy involves not only targeting new prospects but also retaining the current ones. A business' growth comes from increasing its customer base. Never forget that a loyal customer will become an advocate of your direct marketing business.

Think about what makes you a loyal customer. Oftentimes it is the personal touch and catering to your specific need that creates loyalty. Having a clear understanding of your customer and rewarding them accordingly is one of the steps in developing a successful business team.

## Is your family farm worthy of honor?

*Kevin Schoessow  
Area Agricultural Development Agent  
Burnett, Sawyer, & Washburn Counties*

Applications are now being accepted for the sesquicentennial and century farm and home program. To be honored in this program, the property must have remained in continuous family ownership for either 150 or 100 years. Applications are available at local UW-Extension offices or can be obtained from Jill Albanese by calling 414-777-0580. The deadline is April 1, 2003.

## Is lack of snow good news or bad news?

*Bill Saumer  
Area Agricultural Agent  
Burnett, Sawyer, & Washburn Counties*

At the time of this letter, we still do not have a snow cover on the ground. This is both good news and bad news, depending on the individual situation and ramifications. Many outdoor enthusiasts including skiers and snowmobilers are already upset and will be even more so if snow does not start accumulating. I even heard a rumor that counseling sessions are being lined up for these folks if the snow doesn't come soon! Seriously, the tourism and local businesses benefit much from the skiers and snowmobilers who visit our area.

On the other hand, many people have been able to complete outdoor activities like harvesting corn, cutting wood and outside construction projects. The mud we had earlier in the fall has now frozen allowing people to go almost everywhere in the fields and forests. Cattle have also been able to do some late grazing in areas that still had some grass available. I am sure

you can think of more advantages with the lack of snow, but there are still some other disadvantages.

One disadvantage would be frost going deep enough to freeze waterlines. If you have some lines that are only in the six foot range, you may want to put some cover like straw over the area and limit driving over them. However, deep frosts can actually help farmers who may have compacted the soils this fall by harvesting in wet conditions. Deep frosts tend to help break up the compacted layer which would help the soil considerably. This alone may not be enough and crop producers should look at doing some deeper tillage practices



this spring when the soils are dry enough to work.

Deep frosts can actually help eliminate some of the problems associated with pesky pests who winter in the soil. Extremely cold weather along with a lack of snow could have farmers and gardeners smiling, unless they forgot to cover up some of their roses or delicate plants that could succumb to the cold.

As you can see, there are many good things and bad things associated with a lack of snow. If you have water pipes or plants that could have problems, cover them up. If you have some trees to cut or want to haul some deer stand materials back in the woods, do it before the snow gets too deep! Have a safe Holiday Season and a Prosperous New Year!

## Scholarship program offers \$50,000 to ag students

*From Agriliance, Land O' Lakes Feed and Croplan Genetics*

Students pursuing careers in agriculture are encouraged to apply for scholarships sponsored by Agriliance, Land O'Lakes Feed and Croplan Genetics.

High school seniors who will enroll in a two- or four-year agronomy or livestock curriculum in the fall of 2003 are eligible. Fifty \$1,000 scholarships will be awarded.

"Students with leadership abilities and an interest in agriculture are needed to fill a variety of positions in our industry," said Annette Degan, scholarship committee chairperson. "The Careers in Agriculture scholarship program helps promising students gain the education they need to secure these positions."

Since its formation 13 years ago, the Careers in Agriculture scholarship program has awarded more than \$350,000 in scholarships to rural youth.

To qualify for the program, students must meet the following criteria:

- Be a high school senior planning to enroll in a two- or four-year livestock or agronomy-related curriculum in the fall of 2003.
- Demonstrate both leadership abilities and academic performance.
- Write an essay describing interest in an agricultural career.

Applications are available from participating local cooperatives or on the Agriliance website, [www.agriliance.com](http://www.agriliance.com) or the Land O'Lakes Feed website, [www.lolfeed.com](http://www.lolfeed.com). All applications must be postmarked by March 3, 2003. For more information or to request an application, call 800-232-3639, Ext. 4584.

## 2002-2003 Wisline teleconference series focuses on sheep management

Kevin Schoessow  
Area Agricultural Development Agent  
Burnett, Sawyer, & Washburn Counties

The long-running annual Sheep Management Series started its 2002-2003 season on Thursday, December 5, 2002 at 7:30 p.m. at county WISLINE sites throughout the state of Wisconsin. This series has been known since its inception many years ago as the Sheep Management ETN (Educational Teleconference Network). The ETN system has been discontinued and has been replaced with another conference telephone system called WISLINE.

The December 5, 2002 topic was on Breed Utilization in Crossbreeding Systems, the speaker was Kreg Leymaster, Research Geneticist, U.S. Meat Animal Research Center, Clay Center, NE. If you were unable to participate on Dec 5 a copy of Kreg's paper along with other Sheep Management information can be downloaded at <<http://www.uwex.edu/ces/animalscience/sheep/>> or obtained from your local County Extension Office or from Dave Thomas (608-263-4306). Kreg's paper also ap-

peared in the November 2002 issues of *The Shepherd* magazine and *The Sheep Industry News*.

Upcoming topics include: January 2, 2003 - U.S. Wool Market and New USDA Wool Loan Deficiency Payment Program, Speaker: Bob Padula, Wool Consultant to American Sheep Industry Association and Sheep Producer, Montevideo, MN. February 6, 2003 - Sheep Diseases - Prevention and Treatment, Speaker: Bob Leder, DVM and Sheep Producer, Bear Creek, WI. March 6, 2003 - Extension of Grazing into the winter with planted annual forages, Speaker: Gene Schriefer, Sheep Producer, Mineral Point/Dodgeville, WI, and Extension of Grazing into the winter with permanent pastures, Speaker: Janet McNally, Sheep Producer, Hinckley, MN.

The Sheep Management Series programs are free, but participants must call their local County Extension Office prior to each session to register for that particular session. This will guarantee that the WISLINE site is open and that adequate copies of handout materials are available. Further questions should be directed to your local County Extension Office or to Dave Thomas, Sheep Extension Specialist, UW-Madison at 608-263-4306 or [dlthomas@facstaff.wisc.edu](mailto:dlthomas@facstaff.wisc.edu).



## We're on the Web!

You may find this newsletter, our gardener's newsletter, and additional information on our upcoming events by visiting the websites of the **Spoooner Agricultural Research Station**:

<http://www.uwex.edu/ces/sars/index.htm>

and the **Ashland Agricultural Research Station**:

<http://www.uwex.edu/ces/aars/>

## This Quarter's Events

**January 5-7, 2003**, Wisconsin Fresh Fruit & Vegetable Conference, Oconomowoc, 920-478-3852.

**January 22, 2003**, Private Pesticide Applicator Training, Rusk County, 715-532-2151.

**January 24, 2003**, Deadline for ordering *Native Trees and Shrubs*, ABDI Land & Water Conservation Dept., 715-682-7187.

**January 24-25, 2003**, Value Added Conference, Eau Claire, 715-834-9672.

**February 6, 2003**, Private Pesticide Applicator Training, Barron County, 715-537-6250.

**February 6-8, 2003**, Upper Midwest Fruit & Vegetable Growers Conference, St. Cloud, MN, 715-434-0400.

**February 20, 2003**, Heart of the Farm, Women in Agriculture Conference, Ladysmith Public Library, 9:30 a.m. - 3:30 p.m., 715-532-2151.

**February 17, 2003**, Private Pesticide Applicator Training, Ashland, 715-373-6104.

**February 20-22, 2003**, WI School for Beginning Market Growers, Hudson, 715-265-3704.

**February 27, 2003**, Organic University, LaCrosse, 715-772-3153.

**February 28-March 1, 2003**, Upper Midwest Organic Farming Conference, LaCrosse, 715-772-3153.

**March 12, 2002**, Private Pesticide Applicator Training, Spoooner Ag Research Station, 800-528-1914.

**March 13, 2002**, Private Pesticide Applicator Training, Burnett County Government Center, Siren, 800-528-1914.

# AGRICULTURAL NEWSLETTER

PRODUCED BY  
THE UNIVERSITY OF WISCONSIN EXTENSION  
AND  
UW-MADISON COLLEGE OF AG AND LIFE SCIENCES

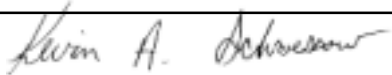
---

**BURNETT • SAWYER • WASHBURN COUNTIES**

KEVIN SCHOESSOW, AREA AGRICULTURAL DEVELOPMENT AGENT 635-3506

BILL SAUMER, AREA AGRICULTURAL AGENT 635-3506

YVES BERGER, SPOONER AG RESEARCH STATION SUPERINTENDENT & SHEEP RESEARCHER 635-3735



---

PHONE: 1-800-528-1914, 715-635-3506, or 715-635-3735

---

**ASHLAND • BAYFIELD • DOUGLAS • IRON COUNTIES**

JOHN MARKUS, AREA AGRICULTURAL AGENT 373-6104

TOM SYVERUD, EXTENSION AND OUTREACH EDUCATOR 682-7268

---

PHONE: 715-373-6104, or 715-682-7268

---

JANUARY • FEBRUARY • MARCH 2003 VOL. 9, ISSUE 1

*University of Wisconsin, United States Department of Agriculture and Wisconsin Counties Cooperating.  
UW-Extension provides equal opportunity in employment and programming. Including Title IX and ADA requirements.*

*If you have any special needs or require special accommodations, please write to UWEX Area Agricultural Agent, Spooner Ag Research Station,  
W6646 Highway 70, Spooner, WI 54801 or UWEX Area Agricultural Agent, Ashland Ag Research Station, 68760 State Farm Road, Ashland, WI 54806.*



UWEX Area Agricultural Agents  
Burnett, Sawyer, & Washburn Counties  
Spooner Agricultural Research Station  
W6646 Highway 70  
Spooner, WI 54801

BULK MAIL  
US POSTAGE &  
FEES PAID  
USDA  
PERMIT NO. G268