

Agricultural Newsletter

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



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Beef Cattle-Handling Demonstration and Pasture Walk

*Attend After Sawyer County Dairy Breakfast

Hayward, Saturday, June 23, 1-3 PM

*Otto Wiegand
Area Agricultural Agent
Burnett, Sawyer and Washburn Counties*

UW-Extension and the NW Wisconsin Graziers Network are happy to invite you to a beef cattle-handling demonstration and pasture walk at the Tom, Tweed and Melanie Shuman Farm just outside of Hayward on Saturday, June 23, 2012, from 1-3 PM. The Shumans have constructed a new, low-stress "Bud Box" system for treating and loading cattle that is easy for one or two people to operate. It is an alternative to the common tub system used on many farms.

The Shuman Cattle Company, a fourth generation business, owns a purebred Red Angus cow-calf herd that features rotational grazing. The Shumans currently have 60 cows and 16 bred heifers divided into five groups. They sell about 30 yearling breeding bulls each year. Their cattle have many good traits including docility. The Shumans own 150 acres of grazing land and 30 acres of woods. They also lease 200 acres for hay. A grazing plan was developed in 2005 and has been updated by NW Graziers.

This event coincides with the Sawyer County Dairy Breakfast that will be held in the morning at the Fairgrounds. The Shumans plan to serve a lunch of pulled beef sandwiches. So take in the Dairy Breakfast in the morning and join the Shumans in the afternoon!

The farm is located on 11110 N Company Lake Road just NW of the city limits of Hayward. From the intersection of Hwys 63 and 27-77 in Hayward, go one mile northwest on 77 to Nyman Ave., turn left, proceed 300 ft, then turn right on Company Lake Road. Go $\frac{3}{4}$ mile, looking for the farm on the right. Watch for the signs.

For more information, contact UW-Extension Ag Agents Otto Wiegand or Kevin Schoessow at Spooner, 715-635-3506, or Randy Gilbertson at NW Graziers, 715-520-2112.



Agricultural NEWSLETTER

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and
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Research Station, W6646 Highway 70,
Spoooner, WI 54801 or UWEX Area
Agricultural Agent, Ashland Ag Research
Station, 68760 State Farm Road, Ashland, WI
54806.

Upcoming Agriculture and Horticulture Events in Douglas County Offer Timely Information

Jane Anklam
Horticulture & Agricultural Agent
Douglas County

Thanks to all of our producers and landowners who have offered their time, experience, gardens and farms for field days and research plots. That is one of the best ways to share information and address the challenges and best management practices of our region.

Rain Garden Planning and Planting Primer - July 15, 10 AM to Noon - Lake Superior Days Celebration, Barkers Island, Superior. Free and open to the public. Join Lake Superior Master Gardeners and Susan O'Halloran of the Lake Superior National Estuarine Research Reserve for a outdoor workshop and tour of revitalized rain garden!

Beef Handling: What to Consider for Your Handling Facility...What Best Management Practices to Use for Livestock Health and Safety - Wednesday , July 25th, Michael and Jackie Mikrot Farm, 7131 Mikrot Rd., South Range, Oakland Township. Join UW-Extension specialist and veterinarian, Sandy Stuttgen and recent Douglas County "Beef for Profit " graduates for an onsite discussion of facility set up. Contact Jane Anklam with questions and to register. 715-395-1515.

Sulfur Field Plots - Three separate field research plots are being conducted in Douglas County to study the impact that sulfur may have on our cropland. As air quality standards have kicked in, we receive less of our sulfur from rainfall. How does this impact the bottom line? Should we be adding sulfur to our soil fertility program? For more information about the plots and the subject or to schedule a field visit, contact Jane.

How Does Your Garden Grow? - Join Master Gardeners, Horticulture and Nutrition Educators for a timely look at the vegetable garden through the season. We will meet at the Catlin Green Gardens Catlin and 6th Street in Superior. Dates: July 13, 27, August 10, 24, September 7, 21. Each session will offer tips on garden care, harvest, and fresh food eating from the garden!

Heart of the Farm - Plan ahead for a day-long workshop for farm women this fall or winter. The day is designed for woman farmers and will focus on farm management and logistics to make for a more efficient operation. The date and location will be posted later. Do not miss this event.

Dairy Roundtable - Dairy Farmers and crop and livestock growers are invited to attend this meeting of the Dairy Roundtable, September 5, 10 a.m. at the Superior Public Library. Topics will cover agronomic concerns of silage, cover crops, lime materials, forage and soil testing for the fall. Contact Jane Anklam to register.

Northwest WI Cleansweep Collections

Kevin Schoessow
Area Agricultural Agent
Burnett, Sawyer & Washburn Counties

Farmers wishing to dispose of up to 200 lbs. of unwanted herbicides, insecticides or other farm chemicals can do so free of charge at various collection sites. On Saturday collections only, medications, electronics and appliances will also be accepted at no cost.

Ashland County: Aug. 18 - Ashland National Guard Parking Lot, 10 am - 2 pm; Aug. 21 - Glidden Recycling Center 10:30-12:30 pm; Aug. 21 - Marengo Fairgrounds 3:30-5:30 pm.

Bayfield County: Aug. 30 - Red Cliff Old Casino Parking Lot, 10-11:30 am; Aug. 30 - Town of Mason 2-4:30 pm.

Burnett County: Aug. 4 - Siren Highway Shop 9am – 1 pm.

Douglas County: June 27 - Maple Community Center 11:30-1 pm; Solon Springs Transfer Station 3-4:30 pm.; June 30 - Superior Head of the Lakes Fairgrounds, 10am – 2 pm.

Sawyer County: July 23 - Winter Highway Shop 9:30-10:30 am; Round Lake Town Hall 12-1 pm; Stone Lake Town Hall 3:00-4 pm. July 28 - Hayward Highway Shop 10 am – 2 pm.

Washburn County: Sept. 8 - Spooner Hazardous Waste Site behind Fairground 9 am – 1 pm.

For more information, contact Jen Barton of the NW Regional Planning Commission at 715-635-2197.

Reminders from the FSA Office

Evie Moore
Farm Service Agency

Producers should file an annual report of acreage by Monday, July 16th

Producers need to submit their annual acreage report to their local FSA County office to meet FSA program eligibility requirements. Producers must file their reports accurately and timely for all crops and land uses, including prevented planting and failed acreage. CRP acreage must also be certified.

County Committee Elections

County committee members are a critical component of the operations of the FSA office! Each FSA county office is holding an election for a 3-year term committee member. Nominations will be accepted through August 1, 2012. Contact your local office for the townships area holding an election and eligibility criteria to become a committee member.

Important 2012 upcoming dates to remember:

July 11: COC Election Open House 1-3pm at FSA offices

July 16: Deadline to report 2012 crops/CRP

August 1: Deadline to submit COC nominations for committee elections

Sept. 1: Deadline to obtain 2013 NAP coverage for certain specialty crops

Sept. 30: Deadline to obtain 2013 NAP coverage for winter/spring planting of wheat, rye, barley, triticale, mint; forage crops, including pasture land forage; deadline to report 2013 certain specialty crops

Continuous: CRP continuous practices signup; Low Interest Farm Storage Facility Loans

Farmstead Creamery & Café Opening

Starting June 20, Summer Hours 10-6 Daily – Located East of Hayward

Farmstead Creamery and Café, as an extension of North Star Homestead Farms, LLC, is dedicated to building community through local, sustainable, and bio-secure foods that bring out the best of rural living. The farm features pastured sheep, hogs and poultry, a large CSA garden, fish, greenhouse, bakery and an adjacent creamery and café with a dairy plant. The shop will be selling homemade or local foods including breads, fruit pies, quiches, cookies, muffins, scones, cinnamon rolls, eggs, pork, lamb, beef, fresh garden produce, fruits and herbs.

Sheep milk gelato will be coming soon. The creamery and café will also serve as a gallery for local artists, classes and workshops. There will be occasional closings due to farm activities. Check the website at www.northstarhomestead.com to be sure.

The location is 11077N Fullington Road, Hayward, WI. Take Hwy 77 or Cty B east from Hayward, then turn south on Cty A from Hwy 77 or north from Cty B, then turn east on Moose Lake Rd. Watch for the sign. Contact Laura, Kara and Ann Berlage at yourfarmer@northstarhomestead.com, or 715-462-3453.

How to Price Standing Forage

Otto Wiegand

Area Agricultural Agent

Burnett, Sawyer & Washburn Counties

Adapted from Ted Bay, Rhonda Gildersleeve, Ken Barnett, and Dan Undersander

The article is few years old, so costs may be higher now, but it is a good basis for calculations.

Introduction

Sales of standing forage require agreement on price and a method of determining yield whether sold by the bale or ton. This fact sheet describes a method to help buyer and seller determine an appropriate price range for short term sales. This sheet is not intended to be used for long term contract purchases. The examples shown can be the basis for selling hay by the acre or by the ton.

What is a reasonable hay or haylage price?

Hay price reflects hay/haylage inventory, demand, and current season's yield potential and yield risk. Price also reflects cost of alternative feeds, including commercial hay purchases delivered in. Current hay prices can be found at: http://www.uwex.edu/ces/forage/pubs/hay_market_report.htm. Generally, prices show a seasonal decline at first cutting unless there has been significant loss of hay stands due to winterkill or other problems.

Haylage price is usually estimated by adjusting the hay price for the difference in moisture content between hay and haylage.

How do I estimate yield?

Yield can be estimated before harvest from historic records or from stand evaluations. Stand evaluations estimate yield potential. Actual yields will be less than this maximum potential and will vary depending on age of the stand, fertilizer program and weather. Sales based on actual yield minimize risk for both buyer and seller. Actual yield can be determined by weighing loads or estimated by weighing a few bales and counting total bales harvested. In a 3-cutting scenario, the 1st cutting typically yields 40% of the total and the 2nd and 3rd cuttings 30% each.

For example, if total yield expectation is 4 tons per acre for three cuttings, first cutting would be estimated at 1.6 ton

per acre (40% of total yield). If chopped for haylage, the moisture content of the haylage would have to be determined to convert silage yields to hay equivalent. This step simplifies pricing and price comparisons. Haylage can be converted to hay equivalent by the formula:

$$\text{Hay Yield} = \frac{\text{Haylage Yield} \times \text{Dry Matter (DM)}}{\% \text{ Dry Matter of Hay}}$$

For example, if 1st crop yield is 3 tons of haylage at 40% dry matter, this haylage could be converted to hay equivalent as follows:

$$\text{Hay Yield} = \frac{3 \text{ tons} \times 0.40 (\% \text{ DM})}{0.87 (\% \text{ DM of Hay})}$$

What is the dry matter loss of forage in storage?

Dry matter loss in storage is loss attributed to respiration or the curing process after harvest and is approximately 2% for hay that is covered and off the ground and 10% for silage stored properly in a tube, bunker or upright silo.

What is the quality of the standing forage?

Timeliness of cutting and the percentage of alfalfa versus weeds in the stand will impact forage quality. A dense, clean stand of pure alfalfa or mixed with a high quality grass should be of higher value than an older stand with weeds and would deserve a premium in a competitive forage market. Forage samples can provide better estimates of harvested quality for ration balancing than visual inspection of the hay crop.

What are the harvest costs of standing forage?

The approximate costs in \$/cutting (labor \$12.00/hr., 3 cuttings, 4-4.5 ton hay/acre) are cutting and conditioning = \$13 per acre, raking = \$13, baling = \$25-30, hauling = \$8, chopping, hauling and filling = \$48, and wrapping = \$6-7 per bale.

Harvesting costs are factored into the stand value when the seller does the harvesting, or should be a consideration when calculating forage value when a buyer harvests the forage. If forage needs to be transported some distance, hauling costs should also be factored into harvesting costs.

For contracts over an entire season, agreement may also be needed for other costs, such as insecticide or fertilizer applications.

Price determination can start with calculating the minimum price a seller would want to receive and the maximum price a

buyer would be willing to pay. The first example is three cuttings sold to a buyer who also harvests the forage (total 3-cut yield estimated at 4 tons per acre).

What is the fertilizer cost associated with standing forage?

Fertilizer prices have soared in recent years. Before a seller makes a contract with a buyer, make sure that the fertilizer costs per acre are known. Otherwise, the seller may not be charging enough to cover the annual costs for the established alfalfa stand. At current fertilizer prices, each ton of hay removes at least \$50 worth of nutrients.

What is the seller's minimum price?

Estimated minimum annual costs in \$ per acre include the following: land charge = \$72, taxes & insurance = \$5, stand establishment (seed, lime) = \$45, maintenance of stand (fertilizer) = \$190, for a total of \$312.

Note that land charge is less than a full season rental rate because these arrangements are assumed to be after normal planting season.

What is the buyer's maximum price?

The buyer's maximum price (est. 4 tons per acre yield) with the market value of hay 4 tons x \$120 per ton = \$480

Subtracting harvesting expenses: cut, rake, bale, haul (3 cuttings) = \$212, weather risk (15% of hay value) = \$72, and dry matter loss (2% for hay value) = \$10, so breakeven cost for standing hay/acre = about \$187.

Finalizing the transaction

Both buyer and seller would like to gain in this transaction. In this example, however, the seller's annual cost is \$312 per acre is higher than the breakeven price per acre for the buyer of \$187 per acre.

The final sale value could be based on actual measured yield. With expected yield of 4 tons per acre, the seller has a minimum \$78.00 per ton price and the buyer a maximum \$46.65 per ton value. Total harvest expense is approximately \$73 per ton.

Sale of standing 1st crop can also be based on estimated yield. Payment could be based on actual measured yield by weighing wagons. The seller's expected minimum value for first cutting, based on total annual cost determined in the first example: land cost at \$72 per acre x 0.40 = \$28.80, taxes and insurance at \$5 x 0.40 = \$2.00, stand establishment at \$45 x

0.40 = \$18.00, and maintenance (fertilizer) at \$190 x 0.40 = \$76, so total annual cost of hay for 1st crop = about \$125.00.

The buyer's maximum or breakeven price paid for silage would be calculated on a hay equivalent basis as follows: market value of hay at 1.6 tons x \$120 per ton = \$192, cut, chop, haul and fill for one cutting = \$74, weather risk (15% of value per cutting) = 28.80, and dry matter loss (10% for silage) = \$19.15, so the buyer's breakeven price would be \$70 per ton. Total harvest expenses for haylage in this example are estimated at \$76 per ton of hay equivalent.

Sale of the 2nd and 3rd crop can be based on the same approach with yield assumptions at 30%. A simplified pricing arrangement could be a charge of \$130 per acre for 1st cutting or \$190 per acre for 2nd and 3rd cutting or \$320 per acre for all three cuttings. These are net prices paid to the landowner. These prices may be acceptable to a buyer if expected yields are greater than 4 tons per acre and the agreement is made in time to allow harvest of 1st cutting at a RFV of 170 or greater. In this price range, yields greater than 4 tons per acre would have a value that would cover the purchase prices above and harvest expenses.

Risk

Lower than expected yields or weather delays that lower forage quality can **greatly** reduce the net gain of purchasing standing hay. Producers need to adjust the numbers in these examples to reflect current market conditions, yield and harvest timeliness. The value of risk is difficult to estimate, but can be based on a typical value of the desired hay quality. For example, high quality alfalfa hay may average \$120 or more per ton. Contracts signed well before harvest and full season contracts should reflect a lower price due to the level of risk that the buyer is assuming. In contrast, an agreement made close to harvest would be much closer to the current hay price because the buyer knows the status of the crop being purchased. A rule of thumb is to value risk at 15 percent of hay value per cutting.

Final Considerations

A written agreement prior to start of harvest should include price, when payment is due, who is paying insecticide expense, method of determining yield when selling by the ton, and other factors should be entered into. A written contract clarifies the sale agreement for all parties and provides a record to eliminate differing memories of what was agreed to.

Harvest of Hope Fund for Farmers Helps in Emergencies

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

The Harvest of Hope Fund is a faith-based fund that provides financial support for emergency needs of Wisconsin farm families. Monies can be used to address a range of emergency needs for farm families: electric power cut-offs, veterinary or medical bills, house or barn fires, machinery repair, feed for cattle, food for the family, spring planting expenses or other crisis situations.

A brochure and application forms are available through the mail by contacting the Harvest of Hope Fund at 608-836-4633 or at www.madisonchristiancommunity.org. Applicants must also fill out a financial planning statement stating they are working with UW-Extension or a qualified farm management planner.

Farm families can request up to \$1,000 and they can receive two gifts over time. The funds sent are gifts, but farm families are asked to sign a covenant stating that they will contribute to the fund if and when they are able to do so.

For more information or assistance in filling out the application contact your local UW-Extension office.

How Late Can N Be Applied to Corn?

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

Nitrogen additions to corn are commonly done after corn emergence in June before the corn plant gets too tall. However with new application equipment nitrogen applications can be made to corn several feet tall. This allows for a much longer nitrogen application window for corn. The question then becomes is how late can N be applied to corn.

Corn will respond to nitrogen applications even up to the VT (tassel) growth stage. A University study by Binder et al, 2000, showed a 35.4 bu/a increase when nitrogen is applied to V3 corn, 32.6 bu/a in V7 corn, and 23.3 bu/a in VT corn. Do not exceed applications of 60 pounds/acre nitrogen beyond the V8 growth stage. You will need to consult with your custom applicator to determine if they have equipment capable of applying N in tall corn.

Dairy Pasture Walk to Focus on Rotational Grazing

Barronett, Thursday, June 28, 10 AM - Noon

*Otto Wiegand
Area Agricultural Agent
Burnett, Sawyer and Washburn Counties*

The NW Wisconsin Graziers Network cordially invites you to a dairy cow pasture walk at the Forrest and Angela Anderson Farm north of Barronett in southern Washburn County on Thursday, June 23, from 10 AM to Noon. The Andersons have developed their own particular rotational grazing system for dairy cows based, not on any formal grazing plan, but on what seemed logical for their situation.

The Andersons graze 40 cows, including Holsteins and a few crossbreds with Jersey and Brown Swiss, using 12 rotations on 50 acres. The entire farm consists of 170 acres. The Andersons have been grazing since 2001, adapting from an older pasturing and green chop system. Grazing consists of native grasses and regularly-seeded red clover. Cows are also fed ground barley, snaplage and corn silage, with additional corn and soybean meal in the winter. Cows have access to shade and a water wagon when in the field. Forrest was a local steel worker for 17 years before taking over the farm.

The farm is located on N602 Leach Lake Road. Take Hwy 63 north from Barronett or south from Shell Lake and turn west on Brickyard Road at the pottery sign. Proceed one mile, then turn right on Leach Lake Road. Watch for the signs.

For more information, contact UW-Extension Ag Agents Otto Wiegand or Kevin Schoessow at Spooner, 715-635-3506, or Randy Gilbertson at NW Graziers, 715-520-2112.

This Quarter's Events

Contacts: UW-Extension Ag Agents Otto Wiegand or Kevin Schoessow, Spooner Station, 715-635-3506/800-528-1914, Jane Anklam Douglas Co, 715-395-1363, or Jason Fischbach, Ashland & Bayfield Counties, 715-373-6104 x5 for more information

June 20, Weds – Sawyer Co. - Summer Opening of Farmstead Creamery & Café – off Moose Lake Rd, east of Hayward, summer hours 10-6 daily (see article)

June 23, Sat, AM – Sawyer County Dairy Breakfast – Hayward, Fairgrounds

June 23, Sat, 1-3, Sawyer Co. – Cattle Handing Demo & Beef Pasture Walk - Tom, Tweed & Melanie Shuman, Hayward (see article)

June 28, Thurs, 10-12, Washburn Co. - Dairy Pasture Walk – Forrest & Angela Anderson, Barronett (see article)

June 30, Sat, 11-3, Douglas Co. – Dairy Lunch – Jon TePoel, 11652 E TePoel Dr, Maple, organic dairy farm, pig roast, free of charge, contact Caryl Peck 715-278-3250

July 12-14, Thurs-Sat – Central Burnett County Fair – Webster, Fairgrounds

July 17-19, Tues-Thurs, Farm Technology Days, Outagamie County – New London

July 21, Sat, 10-12, Washburn Co. – Horse Pasture Walk – Sandy & Len Sheehan, Whispering Oaks Equine Center, N8430 Cty E, Hayward, take Cty E south from Hwy 63 – 40 horses, large new arena, full and summer boarding, trail-riding, 40 acres of pasture

July 25, Weds, 10-12, Barron Co. – Startup Dairy Pasture Walk – John & Heidi Wise, 21st St, Chetek, 85 cows, 120 acres, rotational grazing, started farming two years ago, moved from the Twin Cities area, neither is originally from a farm

July 26-29, Thurs-Sun – Washburn County Fair – Spooner, Fairgrounds

Aug 11, Sat, 10-12, Rusk Co. - Beef Pasture Walk – Blake & Maureen Bocek, N5371 Mattison Rd, Bruce, west of Hwy 40, two farms, 140 acres, 70 mostly Black Angus, rotational grazing, new hay storage shed, new creek crossing, fencing business, family has been beef farming for more than 50 years

Aug 16-19, Thurs-Sun – Sawyer County Fair – Hayward, Fairgrounds

Aug 16-19, Thurs-Sun – Burnett Agricultural Society Fair – Grantsburg, Fairgrounds

Aug 18, Sat, 9-3 – Spooner Sheep Day - Spooner Ag Research Station

Aug 21, Tues, 5-8 – Twilight Garden Tour – Spooner Ag Research Station

Aug 22, Weds – Midwest Manure Conference – USDA Forage Res Station, Prairie du Sac

Aug 25, Sat, 10-12, Polk Co. – Mixed Species Pasture Walk – Mike Miles & Barb Kass, Anathoth Community Farm, 740 Round Lake Rd, east of Luck, south of Hwy 48, rotationally graze beef, hogs and poultry, CSA garden, hoopouses, solar energy, composting, several buildings off the grid, publishes NukeWatch Quarterly Newsletter

Sept 8, Sat, 10-12, Washburn Co. – Beef Pasture Walk – Guy McFarren, N8788 Fire Lane Rd, Springbrook, rotationally grazes 30 Scottish Highlanders on 70 acres, new pole barn and new pasture watering system

Sept 8, Sat, 8:30-4:00 – Kids & Cows Family Day – Rice Lake – Fairgrounds, N. Wis Beef Producers, cattle showmanship training for all ages, educational clinics, contact Lori Lyons 715-237-2746

Sept 20, Thurs, 4-6 PM, Washburn Co. – Sheep Pasture Walk - Del & Connie Salquist, W5662 Cty A, just east of Spooner, 25 Romney-Columbia crosses on 25 acres, largely grass-fed, marketed in Minnesota, birdsfoot trefoil established 50 years ago, farm in family since 1899

Oct 2-6, Tues-Sat – World Dairy Expo – Madison

Nov 2012 – Mar 2013 – Beginning Farmer Course – Sawyer Co area



UWEX Area Agricultural Agents
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Utilize tools to price standing forage

Dispose of hazardous farm chemicals at Northwest Cleansweep

Kevin Schoessow
UWEX Area Agricultural Agent