



LAKEVIEW ORGANIC GRAIN
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There's a chill in the air these days and few things are finer than watching our combine go across the field, knowing that the yield and quality of the corn and soybeans is truly outstanding this year. **It's looking like this year, New York will produce 100% of the organic corn, soybeans, barley, oats, and triticale we will need here at Lakeview!** The demand for dairy and other livestock feed is actually pretty steady, we really aren't seeing much change in feed volume, but over the past few years, the acreage of organic grains in New York and throughout the Northeast has increased dramatically, and with good yields this year, supply is very strong.

Here at Lakeview, we are actively taking in grain as it is harvested, and the days (and nights) get very long when we start drying corn from many farms as it comes out of the field. For all 2009 grain, we offered contracts in September on a first-come basis and we now have enough grain contracted with New York growers to fill all our available storage at harvest., **** Therefore, if you have organic grains and have not yet made a contract with us, we may be interested in buying your grain come spring, but you will need to dry and store your grain until then.**

For those farmers with Lakeview grain contracts, remember -

- ❖ Please take a moisture test before harvest and during harvest, and let us know the % moisture before delivery.
- ❖ Please send a Bill of Lading along with each truckload of grain, identifying (1) you, your address, your organic certification (2) Lakeview as the buyer, (3) identification of the product with a lot number, (4) the date, (5) clean truck verification stating that you checked the truck before loading and it was clean. We need now a copy of your organic certificate, AND all additional pages ("addendum" or "product list") listing the certified crops
- ❖ Please call Daniel at 315-531-1038 at least 24 hours in advance of grain deliveries so we can be ready to unload and handle your grain. Be sure to tell him the approximate moisture and quantity when you call!

SITTING HERE AT THE LAKEVIEW PHONE . . . To be honest, one of the very best parts of this job is sitting here at the phone, answering your calls, listening to your questions, and trying to be of help. Here is a sampling of the past month's top questions -

WHAT ARE ORGANIC GRAIN PRICES DOING? The short answer is - organic grain prices are about 25% down from where they were a year ago (for comparison, organic milk prices are about 7-10% down). Here at Lakeview, on average, organic mixed feed prices currently are about \$50/T less than October 2008. As corn and soybean harvest begins, we are planning to lower our prices on those commodities a little more, as less expensive grain comes in. At that point, dairy farmers will probably see another \$20-30/T of feed price reduction by late November. After that, feed prices should be fairly steady - both based on the quantity of grains we'll have in storage, and based on what we're hearing from contacts throughout the North American organic grain market.

HOW SHOULD I PRICE ORGANIC CORN SILAGE? Another frequent question! We don't sell this at Lakeview, but here is a useful 'rule of thumb. If decent quality organic hay is \$100/T, then corn silage, at 65% moisture, should be worth around \$30-40/T, about a third the value of dry hay, assuming, of course, that the corn is good quality, not too weedy with a normal amount of grain. The quality of the silage, as tested in a forage analysis, should be used to adjust the value by its equivalence to other feed sources and costs in the ration.

WHAT ABOUT ORGANIC HIGH MOISTURE SHELLED CORN? With high moisture corn, the conversion is more straightforward. There are standard shrinkage charts available that calculate dry corn equivalents at different moisture contents. For example, a ton of 25% moisture corn is equivalent to 0.844T dry corn, a ton of 30% moisture corn is equivalent to 0.779T dry corn, and a ton of 35% moisture corn is equivalent to 0.714T dry corn. Therefore, if dry corn is worth \$300/T, then 25% corn should be worth \$253/T, 30% corn should be worth \$233/T, and 35% corn should be worth \$214/T. If you want a copy of a standard corn shrinkage chart, let us know. **FOR EAR CORN?** - figure fully DRY ear corn value at about 80% of dry shelled corn, so, if dry corn is \$300/T, then ear corn should be worth \$240/T. But, most ear corn isn't dry, so take a good representative sample of the grain, test for moisture, and adjust weight according to a standard ear corn moisture chart - let us know if you need a chart for ear corn, we have them here.

Be alert to the presence of **mycotoxins** (fungal poisons) in forage (especially baleage) and grains this year. The cool wet spring created perfect conditions for the growth of Fusarium fungus, which causes vomatoxin. Classic vomatoxin symptoms include a general immune system depression, elevated cell count, scours, unthriftiness, decline in milk production, weight loss, increased susceptibility to other problems. The problem with mycotoxins is, of course, that many other things cause similar symptoms, but at least it is a fairly easy thing to test - Dairy One does a good 6 mycotoxin scan for about \$65. Vomatoxin has been found in forage and grain throughout the northeast this year, and has caused some really serious problems in a few herds fed slightly moldy baleage. **HOW CAN YOU TELL?** If (1) the price sounds too good to be true, (2) if grain appears slightly pink, of low test weight, musty-smelling or off-color, or (3) if forage is dusty, moldy (especially with pinkish mold), unpleasant smelling, or if the cows don't want to eat it - get it tested before using/buying!

WHERE CAN I FIND ORGANIC HAY / BALEAGE / STRAW / LIME / ORGANIC FERTILIZER?

We don't sell those items either, but we know lots of people who do! We can easily give you phone numbers of organic farmers in your area selling hay and straw, and other great people selling lime, gypsum, poultry manure and other approved organic fertilizers. If you have these products for sale and want to be part of this 'network', let us know what you have, and we'll pass your number along to those who call.

WHERE CAN I FIND INFORMATION on _____? (you fill in the blank) We know that not everyone is connected to the resources on the internet, or to our diverse and incredibly knowledgeable network of friends, and this is one service that we at Lakeview really enjoy doing - linking information with people who need it (we learn lots in the process too!) We're not experts on all these things, but we know people who are - good people who are willing to share their expertise. Over the past month, we've assembled information on dairy salmonella, low butterfat, home grain grinders, NRCS pasture fencing programs, and the relative merits of different covercrops for organic vegetable production! Let us know if we can help you too.

Keep an eye on our LAKEVIEW WEBSITE - Our website continues to grow and improve at www.lakevieworganicgrain.com, thanks to our great webmaster and chicken feed customer,

Tim Koegel. Designed for us rural folk with slower internet access, it is simple to use and filled with useful information - intentionally far more educational than promotional. We have posted many articles and information sheets on a wide range of topics, including organic weed control, crop rotation, soil fertility, grain storage, equipment selection, small grain production, improving hay quality, pasture management, dairy nutrition, fly control, food issues and farm stress management, plus links to other useful sources and websites. Also you will find our latest feed and seed lists, news of upcoming events, old Lakeview and NYCO newsletters, maps, contact information/links for some of the consultants and dairy nutritionists we work with, and links to other useful websites, even some of our favorite home-ground organic grain recipes! If anyone is interested, we have a 'bulletin board' function available for posting products and equipment you have for sale. The website is perpetually 'under construction', so check it out, consider what other resources would help you, and send us your suggestions! And, for those of our customers who are not 'internet connected', we are always happy to print and mail copies of this information.

- **HEY WESTERN NY FOLKS** – we have excellent news! We are cooperating with Wilson Transport from Arcade for pallet deliveries, direct to your farm. They pick up here every Thursday and then deliver to western NY on a schedule the following week. Rates are extremely reasonable - \$20/for up to 20 bags, plus \$1 for each additional 50lb bag or 1.50/80lb bag or \$35 per totebag . No fork lift is needed, they wheel it right into your barn! The Wilsons are great people to work with, a family business much like ours- truly a perfect solution for a lot of our western NY demand.

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ANIMAL HEALTH products from Crystal Creek & AgriDynamics ANIMAL MINERALS from Fertrell, Crystal Creek, Penny's, Land O Lakes, Agri-King, Agri-Basics, Mercer Milling, Alltech SEED INOCULANTS from Chemtura/TCI and N-Dure

WHEW!! Yes, we do carry lots of products here and we do our very best to make sure they meet organic requirements. However, **PLEASE** check with your organic certifier before purchasing any inputs - - certifiers do differ on their opinions on certain ingredients and products and it is your responsibility to make sure that **ALL** products you use meet your own certifier's approval. Also, if there are other products that you would like conveniently available here in New York, please let us know and we'll try to source them. We have now a good source for organic apple cider vinegar in 55 gal drums, and as always, have a good supply of organic liquid molasses, organic sugar, Redmond salt (loose and blocks), organic kelp and diatomaceous earth.

❖ ❖ ❖ ❖ **As winter comes** ❖ ❖ ❖ ❖

...there are interesting challenges for timely feed deliveries! Having several reliable trucks, skilled truck drivers, and some flexibility in our delivery schedule usually makes regular feed deliveries work, but we do need to ask for cooperation from you on several important items -

1. As always, please call in on the prior Friday afternoon or Monday morning of the week you will need feed. We usually spend Monday afternoon scheduling the week's deliveries, trying to fill the trucks with geographically-logical stops, so it really helps to know of all the week's possible deliveries by that time, and also to be able to work with you to build in some flexibility in actual timing of delivery in case there is bad weather in your area.
2. We try to call in advance to tell you when your feed will arrive. Please have your driveway adequately plowed and cleared of snow and ice before the feed truck comes. Our drivers are highly skilled and usually are able to negotiate most driveways, but when there is significant snow or ice near the feed bins, when driveways are uneven and inadequately plowed, or when ditches and other hazards are not apparent because of snow, this is dangerous for our trucks, our drivers, and your feed. If our trucks do get stuck in your driveway, we appreciate your willingness to help them get pulled out.
3. We carry extra pipe on the feed trucks during the winter, knowing that we may not be able to drive as close to the bins as we would like. Please understand though that for biosecurity and cleanliness reasons, the feed pipe can not be laid through muddy or manure-covered areas. If our truck

drivers feel yard areas need to be cleaned up better to insure feed integrity and biosecurity, they will take digital pictures to document the problem areas and we will discuss with you how things can be improved before the next delivery.

4. Please remember that all feed must be paid in full within 20 days of delivery. We really can not afford to extend credit to any of our customers beyond 20 days. We place high priority on paying our suppliers quickly because we know that for the most part, we are all farmers with lots of bills to pay. Late charges of 1.5% monthly are added after 30 days – so please make arrangements to meet the 20 day limit. We can accept credit cards for feed and seed purchases. We also encourage dairy farmers to work with Eagle Dairy Direct (888-858-7811 x 5589) or with their milk company for financing/milk check assignment if they have difficulty paying on time.

We still have a few FREE copies of NOFA-NY's excellent resource book, **TRANSITIONING TO ORGANIC DAIRY SELF-ASSESSMENT WORKBOOK**. This isn't just for newbies – the book includes an incredible amount of useful info, charts, pictures, and management decision-making guidance. We can mail you one!

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2010 ORGANIC SEED - With corn not yet harvested, it seems a little premature to plan for next year's crop, but seed discounts are at their best right now. Catalogs and fliers for the 2010 hybrids are now available from these companies, and we are happy to send them out to you upon request.

Viking (Albert Lea) –New York farmers who have grown the Viking corn hybrids for the past few years are really happy - these hybrids are very reliable, high yielding, tolerant of many conditions, and produce high quality grain. Viking 6710 (98 day) looks particularly good on our farm this year, and farmers are telling us that so far, they are very pleased with Viking 72-92 (an industry standard) and Viking 39-94. The base price for corn seed is \$140-170/bag depending on hybrid (early payment & volume discounts available) and there is a special offer of limited amounts of 80 day Viking 89-80 for a mere \$112/bag!

Early pay discounts:	9%	10/31/09	8%	11/15/09
	6%	1/15/10	3%	2/15/10

American Organic – In addition to their usual strong organic corn varieties, like C912 (92 day), C8166 (96 day) and B916 (86 day), American Organic is also promoting a new line of corn called Value Plus, non-genetically modified varieties that are bred to produce considerably higher oil and protein, making the corn more nutritious both as grain and silage. Promising 'Value Plus' hybrids include vpC946 (96 day), vpC949 (98 day) and vpC943 (94 day) The base price for American Organic regular hybrids is \$176/bag. Conventional untreated Value Plus hybrids are \$184.00/bag, organic Value Plus is \$198/bag

Early pay discounts:	12%	10/31/09	9%	11/30/09	8%	1/8/10
	6%	1/31/10	5%	2/28/10	4%	3/31/10

Early order discount - \$2.00/bag - through 11/30/09

Blue River – In the shorter season maturity corn, 23M91 (85 days) and 30B19 (90 days) are looking particularly good this year. For a slightly longer season corn, 33N73 (92 days) is showing solid performance, and GOOD NEWS - 41R00 (99 day) will be back in 2010, we really liked that one in 2008. Price for Blue River corn will be from \$116/bag (33N73, O8K18, 30A12) to \$177/bag (41R00). Base price for soybeans will be \$34/bag. Blue River also has organic alfalfa, red clover, BMR sorghum sudangrass and hay/pasture mixes.

Early pay discounts:	9%	10/31/09	8%	11/30/09	7%	1/8/10
	6%	1/30/10	5%	2/28/10	4%	3/31/10

Early order discount - Corn \$2.00/bag, Soybeans \$0.50/ bag - through 11/30/09

Lakeview Seed - In addition, we will have our usual lineup of organic open pollinated corn (Wapsie Valley & VK13), Cornell hybrid corn, soybeans, spring barley, oats, spring triticale, spring wheat, spring spelt, red clover, vetch, peas, buckwheat, rye, timothy, alfalfa, and assorted pasture grasses and legumes and forage mixes. Wherever possible, we will provide organic seed, but when that is not available, we will substitute conventional untreated. For Lakeview seed, there is a 5% early payment discount through 12/31/09.

Mark your calendars for the NYCO (New York Certified Organic) meetings for this winter season at the Experiment Station in Geneva on December 10. January 12, February 9, and March 10. The December meeting will focus on "what's new in organic grain and dairy research" and will feature speakers from Cornell University. It will be connected by video link to several other sites around New York. We are still planning the rest of the meetings - let us know if you have a topic or speaker you would especially value. New York Certified Organic is a group of organic grain and dairy farmers who have been meeting together for over 15 years. NYCO meetings are always packed with an incredible amount of information and farmer-to-farmer expertise on organic weed control, soil fertility management, pest control, crop production, alternative crops, marketing and pricing, machinery and grain storage. Long-time organic farmers, recent converts, and conventional farmers 'testing the organic waters' freely share their information, experience and advice, and usually we're joined by specialists from the Cornell faculty. Each meeting also features a dish-to-share lunch for a valuable hour of conversation, friendship, networking and great food. NYCO also produces a newsletter, Tails and Tassels, which is available for free by email or for a small charge by postal mail. If you would like more information contact Mary-Howell Martens at 315-531-1038, 315-536-9879 or kandmhfarm@sprintmail.com.

PLUS, the NOFA-NY winter conference in Saratoga at the end of January, the PASA meeting at State College, PA in early February, the Acres USA conference in St. Paul, MN in December, the NOFA-VT conference and the Upper Midwest (MOSES) conference in LaCrosse, WI in February - so much to learn!

As always, on behalf of all of us at Lakeview -

Klaas, Mary-Howell, Daniel, Lester, Kent, Ed, Stewart, Sheila, Dan and Jack

We thank you for your continued support and business.

The success of YOUR farm is very important to us – please let us know how we can serve you better!

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