Extension
UNIVERSITY OF WISCONSIN-MADISON
MARINETTE COUNTY

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If you will need any type of accommodation or assistance as you attend any Extension sponsored event, please contact the host county or Scott at the Marinette County office at least two days prior to the event. All requests will be confidential.

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September, 2023 Newsletter

Silage season approaches very quickly for some, in a few weeks for others. Take advantage of the free sample analysis opportunities listed on page 4 to make sure your corn silage goes into your storage at the right moisture. Next issue will feature intro to new livestock educator, Stephanie Bowers, serving Oconto and Shawano Counties.

Scott Reuss

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Upcoming Events (all free to attend, no registration needed)

Silage sampling occurring at various locations on Sept. 8, 12, 13, 18, 19, and 26 - see details on back page.

Sept. 13 10:45 - noon Cover Crops & Silage Field Day (see below)

Sept. 18, 10:15 to Noon @ Langlade Cty Research Station: Cover Crops, Winter annual forages, and corn silage management field day

Sept. 19, 11 a.m. to 12:15 Interplanting Cover crops, corn silage, conservation techniques on the farm. Sponsored by Upper Fox - Wolf River Demonstration Farms Network @ Tauchen's Harmony Valley, N3399 S. Broadway Road, Bonduel

GREEN BAY WEST SHORE FALL SILAGE DRY DOWN AND COVER CROP DISCUSSION AT WAGNER FARMS

GREEN BAY WEST SHORE
Demonstration Farms Network

Extension
University of Wisconsin-Madison

WAGNER FARMS SILAGE DRYDOWN AND COVER CROP DISCUSSION SEPTEMBER 13TH 2023

Join us September 13th from 10 a.m. - 12 p.m. for a silage drydown and cover crop discussion at Wagner Farms in Gillett. Scott Reuss, Agriculture Agent with University of Wisconsin Division of Extension will be collecting silage samples from 10-11, with a silage managegment and cover crop discussion to follow. Questions: email matt@tilthag.com or call/text 920-470-3889. Hope to see you there!

FIELD DAY LOCATION

Wagner Farms
N6928 Cty Rd BB
Oconto Falls, WI 54154

QUESTIONS?
Call/Text Matt - 920-470-3889

Selling/Buying Crops with other Producers

Cutting out the middlemen is a proven way to improve profitability and is fairly easy to do when it comes to farm to farm sales of crops such as high moisture corn and corn silage. If you are considering selling or buying any type of crop, there are a few things to keep in mind as you get ready for the transaction. Of course, first you need to find a willing partner. Talk to neighbors. Let extension agents, nutritionists, crop insurance personnel, feed mills, agronomists, etc… know that you have crops which you would be willing to sell to get the word out. There are also opportunities to do newspaper ads, use commercial internet sites, or the state-wide farmertofarmer.extension.wisc.edu web site.

Figure out sales contract points ahead of time. Making a handshake deal and saying 'We'll figure it out.' might work for some situations, but it also creates opportunity for problems. Make up a (simple) written contract. Include how it is being sold, price per unit, who is doing what regarding harvest operations, date ranges, payment methodology, etc... You don't need to hire a lawyer to get this done, but getting a second opinion from someone (Extension, agronomist, nutritionist) is probably worth it. Pricing starts with current hay/straw prices and current grain prices, but there are other quality/quantity factors that you need to consider. Call me and I will gladly help you think through possibilities, assist with contract wording, and can also do yield estimates. Having scales and getting accurate weights is optimum, but per acre prices can be figured out.

Settling on a price is not always the hardest part of working out a sale, but it can be the stickiest portion sometimes. Selling high moisture corn is pretty straight forward, as the value of the product is very easily compared to the value of dry corn. The snapshot below of the spreadsheet available through local Extension office webpages shows how to account for actual moisture and agreed-upon grain price to give you the price per ton of as-harvested corn. If you want this spreadsheet but can't find it, email scott.reuss@wisc.edu

						Interior numbers are price/ton, using 56 lbs/bushel and 15.5% moisture as base bushel equivalency											
	Corn moisture %																
$/bu	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38
$4.30	$141.76	$139.94	$138.12	$136.31	$134.49	$132.67	$130.85	$129.04	$127.22	$125.40	$123.58	$121.77	$119.95	$118.13	$116.31	$114.50	$112.68
$4.40	$145.05	$143.20	$141.34	$139.48	$137.62	$135.76	$133.90	$132.04	$130.18	$128.32	$126.46	$124.60	$122.74	$120.88	$119.02	$117.16	$115.30
$4.50	$148.35	$146.45	$144.55	$142.65	$140.74	$138.84	$136.94	$135.04	$133.14	$131.23	$129.33	$127.43	$125.53	$123.63	$121.72	$119.82	$117.92
$4.60	$151.65	$149.70	$147.76	$145.82	$143.87	$141.93	$139.98	$138.04	$136.09	$134.15	$132.21	$130.26	$128.32	$126.37	$124.43	$122.49	$120.54
$4.70	$154.95	$152.96	$150.97	$148.99	$147.00	$145.01	$143.03	$141.04	$139.05	$137.07	$135.08	$133.09	$131.11	$129.12	$127.13	$125.15	$123.16
$4.80	$158.24	$156.21	$154.18	$152.16	$150.13	$148.10	$146.07	$144.04	$142.01	$139.98	$137.95	$135.93	$133.90	$131.87	$129.84	$127.81	$125.78
$4.90	$161.54	$159.47	$157.40	$155.33	$153.25	$151.18	$149.11	$147.04	$144.97	$142.90	$140.83	$138.76	$136.69	$134.62	$132.54	$130.47	$128.40
$5.00	$164.84	$162.72	$160.61	$158.50	$156.38	$154.27	$152.16	$150.04	$147.93	$145.82	$143.70	$141.59	$139.48	$137.36	$135.25	$133.14	$131.02
$5.10	$168.13	$165.98	$163.82	$161.67	$159.51	$157.35	$155.20	$153.04	$150.89	$148.73	$146.58	$144.42	$142.27	$140.11	$137.95	$135.80	$133.64
$5.20	$171.43	$169.23	$167.03	$164.84	$162.64	$160.44	$158.24	$156.04	$153.85	$151.65	$149.45	$147.25	$145.05	$142.86	$140.66	$138.46	$136.26

Corn Silage pricing can be a bit trickier, as there are many different methods that can justifiably be used to put an economic value to a ton of corn silage. Some say that it is 10 to 12 times the current price of a bushel of dry grain. Other farms have gone to starch analysis after the silage is harvested to set the final price based on calculation of grain equivalency. Any method that leads to an agreed-upon value through which both farms 'win' is a good thing, in my book. That said, below is a snapshot of the silage pricing excel spreadsheet I use for our area, based on 7.5 bushels of grain equivalency and adding in the fertilizer replacement value of the stover. Again, look to our websites or email me if you want this file.

						Interior numbers are price/fresh ton									
corn price		Corn silage moisture %													
per bu	60%	61%	62%	63%	64%	65%	66%	67%	68%	69%	70%	71%	72%	73%	74%
$4.10	$ 44.15	$ 43.42	$ 42.72	$ 42.04	$ 41.39	$ 40.75	$ 40.13	$ 39.53	$ 38.95	$ 38.39	$ 37.84	$ 37.31	$ 36.79	$ 36.28	$ 35.79
$4.20	$ 44.96	$ 44.22	$ 43.51	$ 42.82	$ 42.15	$ 41.50	$ 40.87	$ 40.26	$ 39.67	$ 39.09	$ 38.54	$ 37.99	$ 37.47	$ 36.95	$ 36.45
$4.30	$ 45.77	$ 45.02	$ 44.29	$ 43.59	$ 42.91	$ 42.25	$ 41.61	$ 40.99	$ 40.39	$ 39.80	$ 39.23	$ 38.68	$ 38.14	$ 37.62	$ 37.11
$4.40	$ 46.58	$ 45.82	$ 45.08	$ 44.37	$ 43.67	$ 43.00	$ 42.35	$ 41.72	$ 41.10	$ 40.51	$ 39.93	$ 39.37	$ 38.82	$ 38.29	$ 37.77
$4.50	$ 47.40	$ 46.62	$ 45.87	$ 45.14	$ 44.43	$ 43.75	$ 43.09	$ 42.44	$ 41.82	$ 41.21	$ 40.63	$ 40.05	$ 39.50	$ 38.96	$ 38.43
$4.60	$ 48.21	$ 47.42	$ 46.65	$ 45.91	$ 45.20	$ 44.50	$ 43.83	$ 43.17	$ 42.54	$ 41.92	$ 41.32	$ 40.74	$ 40.17	$ 39.62	$ 39.09
$4.70	$ 49.02	$ 48.22	$ 47.44	$ 46.69	$ 45.96	$ 45.25	$ 44.56	$ 43.90	$ 43.25	$ 42.63	$ 42.02	$ 41.43	$ 40.85	$ 40.29	$ 39.75
$4.80	$ 49.83	$ 49.02	$ 48.23	$ 47.46	$ 46.72	$ 46.00	$ 45.30	$ 44.63	$ 43.97	$ 43.33	$ 42.71	$ 42.11	$ 41.53	$ 40.96	$ 40.41
$4.90	$ 50.65	$ 49.82	$ 49.01	$ 48.23	$ 47.48	$ 46.75	$ 46.04	$ 45.35	$ 44.69	$ 44.04	$ 43.41	$ 42.80	$ 42.20	$ 41.63	$ 41.06
$5.00	$ 51.46	$ 50.61	$ 49.80	$ 49.01	$ 48.24	$ 47.50	$ 46.78	$ 46.08	$ 45.40	$ 44.75	$ 44.11	$ 43.49	$ 42.88	$ 42.29	$ 41.72
$5.10	$ 52.27	$ 51.41	$ 50.58	$ 49.78	$ 49.00	$ 48.25	$ 47.52	$ 46.81	$ 46.12	$ 45.45	$ 44.80	$ 44.17	$ 43.56	$ 42.96	$ 42.38

NOTE: These prices are based on the seller doing the harvesting, if buyer is harvesting those costs need to be deducted from the prices herein.

Fall Alfalfa/Perennial Forages Management Considerations

September is the time to analyze your alfalfa (and mixed perennial forages) fields and formulate plans for the rest of this year and going into next year. First question you need to answer is regarding stand density. Alfalfa needs at least 55 stems per sq. ft. consistently throughout the field to maximize yield potential. 40 to 55 stems per sq. ft. can often be justifiably maintained, as long as the consistency is good or you have some other forage species in there, as well. If less density than this, you need to either supplement the stand or rotate.

The other big question is how much forage do you need? Have you conducted a good feed quantity assessment for your operation, preferably with your nutritionist? If you need higher quality alfalfa, fall harvests are a strong option, but you do need to keep some harvesting recommendations in mind.

1. Try not to harvest alfalfa between about Sept. 10 and 30. In our area, that is the most dangerous time frame for alfalfa, as it is still too warm for it to go dormant, but too cool for it to have enough growth capacity to fully recharge roots/crowns after a harvest event.
2. For stands you really want to have survive winter, try to harvest before Sept. 10. This allows for sufficient regrowth to help keep snow cover on the field and minimize winter hardiness risk.
3. If harvesting in October, maximum yield is going to be achieved by cutting a couple days prior to a killing frost. Of course, this requires either believing weather forecasts or being your own best prognosticator. The big point here is that quality and yield are maximized if you are able to cut while it is still alive and growing. If cutting after a freeze, try to do so as soon after the event as you can.

Winter Annual Forages: What we know and don't know

The use of winter rye and triticale as a significant forage component has increased in recent years. The opportunity to have overwintering cover on erodible soil and have an early harvesting, fairly high quality forage makes these crops work well on many farms. Univ of WI continues to conduct research meant to fine-tune management recommendations for these crops, including the work done locally at Brown Star Farms the last two years with nitrogen rate and timing on triticale. My plans for these crops' research this coming season are to have two sites of nitrogen rate & timing, with one of them being at the Langlade Cty Research Station. The Station plots will include rye and triticale side by side, followed by other forage crop options at which we will examine economic return to the different crops. As you get ready for planting of these crops, there are some recommendations to keep in mind.

1. Plant as early as possible. There are significant yield benefits to planting earlier than later. Farms in the area that rely on these crops will have the planter ready to go and plant as soon as the silage has been harvested. If fall applied manure is in the works for those fields, they will come back with low-disturbance application techniques after planting. The yield advantage at harvest is usually significant. Fall growth is also much better, meaning you have more overwinter cover and soil holding capacity. Lastly, earlier planting generally leads to earlier maturation, giving you a couple more days of corn silage (or other crop plans) growth.
2. Plant around 100 lbs of seed per acre 1 to 1.5 inches deep. The recommended range is 90 to 112 lbs/acre (1.5 to 2 bushels). If planting date is delayed past Oct. 10 or so, consider increasing seeding rate somewhat to get better soil coverage overwinter.
3. Add nitrogen. To maximize yield and forage quality, these crops need available nitrogen. The fun aspect of making this decision is that different years lead to vastly different nitrogen dynamics. At current, I would recommend having 20 – 40 lbs/acre available in fall and another 40-80 in spring. If relying on manure, overapplication is probably necessary to get enough cool soil N availability, but then make sure you take those credits for the next crop.
4. Make sure your herbicide labels allow use for forage. If you are planting these crops before the post-application interval is over, you cannot legally use them for forage. They can still be used as cover crops, but you cannot harvest and feed them.

Want to know more about cover crops or winter annual forages? Attend one of these events!

= September 13th 10 to Noon @ Wagner Farms (see title page of this newsletter)

= September 18th, 10:15 to Noon @ Langlade Cty Research Station (Hwy 64, 2 miles east of Antigo)

Join Scott Reuss and Dan Marzu (Regional Nutrient & Pest Management Educator) to learn about cover crop selection, management, termination, etc… in different crop rotation systems.

= September 19th, 10 to Noon @ Tauchen's Harmony Valley. Demonstration Farm Network personnel and farm personnel on hand to discuss cover crop management, including interplanting demonstrations.

Corn Silage Moisture Monitoring for 2023

Corn Silage harvest is going to vary according to region this year, as well as by corn hybrid maturity and other normal factors. The hardest fields to make the timing decision will be ones with different emergence times. If both groups have full cobs, sample equally. If late emerging plants don't have cobs, or full cobs, they won't contribute as much as their population proportion. This year's sampling events are centered around a few events, but with enough collection sites and dates that hopefully all interested farms are able to participate. Samples will be chopped at the times/places below and then analyzed at Dairyland Laboratories. Analysis is sponsored by Langlade, Marinette, Oconto, and Shawano County offices of UW-Madison, Division of Extension and the Shawano County Forage Council.

2023 Sampling Events:

+ Friday, September 8, 10 a.m. to 2 p.m. in conjunction with Charapata Seed Sales Plot Event @ N2915 N 9th Road, Coleman, WI.
+ Tuesday, Sept. 12 @ Crivitz Feed Mill from 9 to 10 a.m.
    - Kuchta Farms, W6586 Marinette Cty Hwy M; 10:30 a.m. to Noon
    - Peterson's Dairy, 6336 Goatsville Road, Lena; 12:30 p.m. to 1:45 p.m. (freestall at SE corner)
+ Wed., Sept. 13 @ Wagner Farms, N6928 Shawano Cty Hwy BB, 10 to 11 a.m.
    - Pella Town Hall, W11021 Shawano Cty Hwy D, Marion; 1 to 2 p.m.
+ Monday, Sept. 18 @ Langlade Cty Research Station; 9:15 to 10:15 a.m., followed by discussion of cover crops, winter annual forages, and silage management until Noon.
    - Rew Motors, N9705 Hwy 45, Birnamwood; 12:30 to 1:15 p.m.
    - Pella Town Hall, W11021 Shaw Cty Hwy D, Marion; 2 to 2:45 p.m.
+ Tuesday, September 19 @ Tauchen's Harmony Valley, N3399 S Broadway Rd, Bonduel; 10 to 11 a.m. and 12:15 to 12:45 p.m. Between sampling times, Upper Fox/Wolf River Demo Farm Network sponsored discussion of interplanting, cover crops, and fall crop management.
    - Peterson's Dairy from 1:30 to 2:30 p.m.; 6336 Goatsville Road, freestall at SE corner.
+ Tuesday, Sept. 26 @ Kuchta Farms, W6586 Marinette Cty Hwy M; 8:30 to 9:30 a.m.
    - Peterson's Dairy, 6336 Goatsville Road, freestall at SE corner. 10 to 11 a.m.
    - Blaser Farms, 9267 Hwy. 22 – in front of shop, use drive by house. 11:30 a.m. to 12:30 p.m.
    - Gr. Valley Comm Ctr, W1734 Shawano Cty Hwy E; 1:15 to 2:15 p.m.

These opportunities are meant to be a chance to get your silage, snaplage, or early HMC samples tested in a relatively convenient manner. Also take advantage of other opportunities that you may have through your agronomist, nutritionist, or by conducting your own sampling and testing.

Collecting a Good Sample Sample collection is very important to getting good test results. The first step to collecting a good sample is to think about the different fields and/or varieties that you want tested. Each variety will mature and dry-down differently, and there are always differences from field to field, so plan on sampling most of the fields that you are thinking about ensiling this year. When collecting the actual sample plants, collect your sample according to the variability in the field. If the field is pretty consistent, collect five plants in a W-shaped pattern from the area being sampled. If the field is variable, collect more plants and collect at least one or two from each size of plants found in the field. Lastly, collect them as soon as possible before you leave for the collection site.

Packing Capacity – When packing silage into a bunker silo, you must have enough packing weight to adequately handle the forage coming into the bunker. If you do not pack adequately, you will lose dry matter and forage quality. A quick rule-of-thumb is that you need about 800 lbs of weight per delivered wet ton per hour. For example, 80 tons delivered per hour requires 64,000 lbs of packing capacity. Stated Simply: Pack or Lose! If you do not take the time to pack correctly, you will have lost 2 to 5 times as much silage to spoilage as you should. So do your best by: 1. Use the heaviest tractors you can. Total weight has shown to be more important than per tire weight. 2. Unload the silage in thinner layers. This will allow each layer to be more properly packed. 3. If feasible, slow down your delivery rates. The single most important variable to final silage density in a significant study a few years ago was delivery rate. If the rate was less than 60 ton/hour, the final density was sufficient, if more than that, the density decreased.