



LAKEVIEW ORGANIC GRAIN

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** Winter 2017-8 NEWSLETTER **

With the arrival of our first big snow, there is much going on around here at Lakeview this winter!

Truckloads of corn and soybeans from local farmers are arriving every day, because we buy most of the grain we use directly out of the field from local New York and Pennsylvania farmers. We are also reviewing the 2017 season, determining varieties that did well, the weed control practices that worked, the forage species that yielded in this year of early excessive moisture. Often we learn more in the difficult years than when things are easy, and 2017 is no exception. We will share some of this in our newsletters and on our Lakeview Facebook page.



We have been working with **Albert Lea Seed** from Minnesota for many years, bringing their high quality organic seeds to the northeast as their New York dealer. Their organic corn and soybean varieties are terrific for our Northeast conditions, it is what we grow on our farm, plus they have a full range of small grains, pasture grasses, and cover crops.

Partnering with Albert Lea, another family-owned/operated company with very similar values, truly makes Lakeview Organic Grain able to provide a full range of high quality seed to meet the needs of Northeast organic and non-GMO farmers.

For the 2018 season, **Albert Lea's 'Viking'** brand of corn, soybeans and alfalfa will be entirely organic or non-GMO. The company has invested substantial resources into producing seed in Europe where background GMO contamination is minimal, and all seed fields are aggressively monitored for purity. **'Viking Pure'** is guaranteed to be 99% free of genetically modified genes, and **'Viking Ultra-Pure'** is guaranteed to be 99.9% free! Since minimizing contamination begins with the seed, these new products provide organic farmers a valuable new tool, combined with top-of-the-line production genetics, to grow high-quality, high-yielding organic grains that are free of GMO presence. We also work closely with the highly knowledgeable folks at Albert Lea to constantly review and upgrade the varieties we offer, paired with their experienced agronomic advice. We are confident that we are bringing you the very best organic seed with second-to-none genetics, purity, yield potential and Northeast adaptability.



ATTENTION OAT SEED CUSTOMERS – because of a fire at the farm this fall, we lost all of our seed for Kame and Leonard seed oats. We still have our own Keuka oat variety, a great forage oat, and we are adding 3 more varieties – **Reins** (early/short), **Hayden** (mid/medium) and **Deon** (late/tall). Please see the variety descriptions on page 4. For those who struggled with oat rust this year, all three of these varieties are more resistant to rust than Kame and Leonard, with Deon being the most resistant.

Another family-owned company we have long partnered with is **Crystal Creek Naturals** of Wisconsin. Pioneers in the field of organically-approved and highly effective animal health care products, they diversified into animal nutrition about 10 years ago. We have a long successful track record using Crystal Creek Poultry Pro minerals and rations in our bagged chicken feeds, and this year, we are supplying these feeds to New York larger-scale meat chicken, layer and turkey operations with impressive results.



Crystal Creek also has a veterinarian and nutritionists on staff to help you with questions, planning, crisis management, calf barn design, advice on mycotoxin control, and dairy and poultry nutrition.

Yet another family-owned company we have long partnered with is the **Fertrell Company** of Pennsylvania. We carry their entire line of animal nutrition products, plus their Redmond salt and fine-grade green kelp. Because we bring Fertrell products in by the truckload, we always have plenty on hand for your needs and can offer them at the best price. When it comes to organic dairy nutrition, there is no other company we know of with as much experience, commitment, understanding the “system” and proven long-term results as Fertrell.

CERTIFIED ORGANIC SEED FOR SPRING 2018

Viking & Blue River hybrid corn <i>Organic!</i>	depends on variety
Cornell D2901 hybrid corn (90 day) <i>Organic!</i>	\$160/bag
Wapsie Valley Open Pollinated corn (87 day, best for silage) <i>Organic!</i>	\$150/bag
Soybean – Boyd – <i>our own variety</i> (1.9) <i>Organic!</i>	\$42/50#
Soybean - Viking 1202 (1.2), 1706 (1.8), 2265 (2.2) <i>Organic!</i>	\$45/140,000 seeds
Soybean - Blue River 17C2 (1.7) <i>Organic!</i> (<i>other varieties by custom order</i>)	\$50/140,000 seeds
Alfalfa – Viking 372HD ‘top of the line’ disease resistance & yield <i>*conv untreated only</i>	\$230.00/50#
Alfalfa - Viking 340M (multi- disease resistance, multi-leaf) <i>Organic!</i>	\$260.00/50#
Alfalfa – Viking 3800 (multi-disease resistance)	\$275.00/50#
Oats – Reins (early season/short) <i>Organic!</i>	\$25/50#
Oats – Hayden (mid-season/medium height) <i>Organic!</i>	\$25/50#
Oats – Deon (late season/tall) <i>Organic!</i>	\$25/50#
Oats – Keuka – <i>our own variety</i> (suitable for grain or forage) <i>Organic!</i>	\$23/50#
Oats – Streaker Hull-less <i>Organic!</i>	\$34/48#
Barley - Robust (spring, 6-row feed barley) <i>Organic!</i> (48 lb bag)	\$26/48#
Barley – Conlon (spring, 2-row barley, best for malting) <i>Organic!</i> (48 lb bag)	\$30/48#
Triticale - Surge (grain or forage) <i>Organic!</i>	\$28/50#
Wheat - Glenn (hard red wheat - suitable for baking/milling) <i>Organic!</i>	\$28/50#
Rye – cover crop <i>Organic!</i>	\$25/50#
Peas – ‘4010’ purple forage pea <i>Organic!</i>	\$32/50#
Peas – ‘Admiral’ yellow grain pea <i>Organic!</i>	\$32/50#
BMR sorghum-sudangrass (‘Viking 200’ BMR 6) * <i>Organic!</i>	\$95/50#
Buckwheat <i>Organic!</i>	\$35/50#
Clover – medium red (best for cover crop) <i>Organic!</i>	\$180/50#
Clover – ‘Manitoba’ (better for grazing, longer rotations) <i>Organic!</i>	\$200/50#
Clover - Alsike <i>Organic!</i>	\$210/50#
Clover - Yellow sweet <i>Organic!</i>	\$135/50#
Clover – ‘Rivendell’ (grazing white clover, much like Alice) <i>Organic!</i> (in 25 lb bags)	\$190/25#
Clover - Crimson <i>Organic!</i>	\$160/50#
Hairy Vetch <i>Organic!</i>	\$150/50#
Timothy – Climax <i>Organic!</i>	\$150/50#
Organic Pasture/Hay Mix (in 25 lb bags) <i>Organic!</i>	\$110/25#
<i>bromegrass, timothy, perennial & annual ryegrass, festilolium, meadow fescue</i>	
Orchardgrass – Niva <i>Organic!</i>	\$250/50#
Tall Fescue – Kora <i>Organic!</i>	\$250/50#
Meadow Fescue – Laura <i>Organic!</i>	\$220/50#
Perennial Ryegrass – Calibra <i>Organic!</i>	\$220/50#
Festilolium – Perun <i>Organic!</i>	\$220/50#
Bromegrass - smooth <i>Organic!</i>	\$180/25#
Tillage Radish- <i>Organic!</i>	\$195/50#
Birdsfoot Trefoil <i>*conventional untreated only</i>	\$230/50#
Yellow Mustard (cover crop) <i>*conventional untreated only</i>	\$90/50#
Japanese Millet <i>*conventional untreated only</i>	\$35/50#
Reed Canarygrass <i>*conventional untreated only</i>	\$210/50#
Forage turnip <i>*conventional untreated only</i>	\$105/25#

Organic sunflower, sweet corn, & other wheat and barley varieties must be custom ordered by March 1

**Organically-approved non-GMO Rhizobium inoculant is available for alfalfa/clover, pea/vetch, and soybeans*

We also have other types of conventional untreated grasses and forages.

All prices cash, FOB at Lakeview Organic Grain, Penn Yan, NY

Every year, we carefully review and select several corn and soybean varieties that we feel are well-suited to conditions in New York/Northeast, with appropriate maturity, disease/stress resistance, versatility and yield potential. These varieties we will stock as inventory.

Variety (maturity days)	price/ bag
Corn – Viking 087-80 ‘Pure’ (80 day)	\$210.00 /80,000 kernel (grain)
Corn – Viking 045-88 ‘Pure’ (88 day)	\$210.00 /80,000 kernel (grain)
Corn - Viking 071-90 ‘UltraPure’ (90 day)	\$220.00 /80,000 kernel (grain)
Corn - Viking 031-92 ‘Pure’ (92 day)	\$210.00 /80,000 kernel (silage/grain)
Corn – Blue River 21L90 (88 day)	\$240.00/ 80,000 kernel (silage)
Corn – Wapsie Valley (87 day)	\$150/80,000 kernel (silage)
Corn – Cornell D2901 hybrid (90 day)	\$160/80,000 kernel (grain/silage)
Corn – Wapsie Valley ungraded	\$40.00/50 lb bag (summer forage similar to sorghum sudan)
Soybeans – Boyd (group 1.9)	\$42.00/50 lb bag
Soybeans –Viking 1202 (group 1.2)	\$45.00/140,000 seed count
Soybeans –Viking 1706 (group 1.6)	\$45.00/140,000 seed count
Soybeans –Viking 2265 (group 2.2)	\$45.00/140,000 seed count
Soybean – Blue River 17C2 (group 1.7)	\$50.00/140,000 seed count

Early payment discounts – corn & soybeans - 5% by 12/31/17, 4% by 1/31/18, 2% by 2/28/18
All other seed – 5% by 12/31/17

Volume discounts Corn 20-49 bags - \$2.00/bag Corn 50-99 bags - \$2.50/bag
 Soybeans 40-99 bags - \$0.50/bag Soybeans 100-150 bags - \$0.75/bag
 Soybeans > 150 bags - \$1.00/bag

CORN

Viking 87-80 (80 day) – “Pure” - good yield potential, strong drought/stress tolerance, excellent drydown

Viking 45-88 (88 day) – “Pure – excellent yield, strong drought/stress tolerance, strong emergence, high test weight

Viking 71-90 (90 day) – “UltraPure” – excellent yield, excellent drought/stress & disease tolerance, heavy test wt, tall

Viking 31-92 (92 day) – “Pure” – very rugged, excellent early growth, large tall high tonnage silage with good grain

*** Other Viking corn hybrids available on a custom order basis, must be ordered by March 1***

Blue River 21L90- (85 day) –very early floury silage type, excellent seedling vigor, excellent digestability

*** Other Blue River corn hybrids available on a custom order basis, must be ordered by March 1***

Open Pollinated Wapsie Valley - (87 day) tall, improved excellent OP , best for silage, yellow & red kernels

** After trying this out last year on our farm, we are recommending planting inexpensive ‘ungraded’ Wapsie Valley corn in early summer for a quick high tonnage and quality annual forage, to be harvested and ensiled like BMR sorghum sudan. It works well mixed with BMR for increased tonnage. Plant at 20-30 lb/A for best yield **

Cornell D2901 (90 day) –exciting new hybrid from the Cornell corn breeding program, strong, healthy, high yield, high test weight, large plant, suitable for grain or silage. Performs best on more fertile, well drained sites. Many thanks to Dr. Margaret Smith, our own New York corn breeder *extraodinaire* at Cornell University, for this!

SOYBEANS

Viking 1202 Soybeans (1.2) –very high yield, excellent disease rest, big bushy plant, good protein, brown hilum

Viking 1706 soybeans (1.6) – *favorite!* very high yielding black hilum, widely adapted, disease resst, bushy big plant

Viking 2265 soybeans (2.2) –*best seller!* extremely high yield, medium tall bushy plant, excellent disease resistance

Blue River 17C2 (1.7) – *favorite!* excellent yields, dark hilum, strong disease resistance, stress tolerance

*** Other Viking and Blue River soybean varieties available on a custom order basis, must be ordered by March 1***

Boyd (1.9) – *** Boyd soybeans are in good supply this year! ***

Boyd is our own variety, very tall, large bushy plant, clear hilum, branching, high-set pods, strong yield, widely adaptable, and has proven very reliable for many years. Nearly 30 years ago, Klaas noticed one significantly different off-type plant growing in a field, leapt off the combine, grabbed it, and then tested it in the garden for the next few years. In the process, he contacted a Cornell plant breeder for advice, and then . . . he married her. Since then, Boyd has been grown very widely, and has proven particularly well adapted to organic conditions with a large bushy plant that closes the rows and controls weeds quickly.

OTHER SEED

'REINS' Oats – A modern early-season oat with consistently high yields and performance. Very high test weight with moderate disease resistance, short stature, tan seed. Excellent choice for under-sowing.

'HAYDEN' Oats – Top yields and test weights, medium maturity, medium tall height, excellent quality grain, very good rust resistance, white seed

'DEON' Oats – very high yielding, late maturity, medium tall height, good standability, very disease resistant, esp to rust, yellow seed

'KEUKA' Oats – Our own variety Mid-maturity, a large leafy plant, highly suitable for grain or forage, high grain yield, good disease resistance, a consistent solid oat with years of good performance in New York

'STREAKER' hull-less oats – a true hull-less oat for food or feed use, excellent test weight, very high grain yield, tall plant, excellent disease resistance.

'Robust' Spring Barley – a good midseason 6-row feed grade barley with high yield, good test weight and lodging resistance. **'Conlon' spring barley** 2 row malting barley, mid season, low protein.

'Glenn' Spring Wheat a hard red wheat highly rated for flour milling with high yield and very high test weight and protein. Medium height, excellent strong straw for lodging resistance. Glenn has been very promising in NY organic food wheat trials, appearing to be moderately resistant to scab/vomatoxin and leaf rust, with desirable protein and test weight.

'Surge' Spring Triticale – taller and leafier than wheat and oats, disease resistant, beardless (awnless), with higher protein and more feed value when chopped for forage. Great as a feed grain, but even better in a forage mix with peas, late maturity for longer forage harvest window, also great as a covercrop.

Alfalfa - Organic alfalfa seed is in very short supply this year, but we will have **Viking 340M**, a high quality multileaf alfalfa with high feed value, good disease resistance and yields. Also, **Viking 3800**, a highly disease resistant-resistant variety with excellent yields, fast establishment, quick recovery, and good tolerance to wetter soils. **Viking 300BR** is a conv untrt variety with the branch-rooted characteristic that does better in wet heavy soils or high traffic areas. It is also highly resistant to root diseases. **Viking 372HD** – conv untreated, top of the line disease resistance of highest yield potential. Excellent winter hardiness. All alfalfa seed will be treated with **Apex Green**, an OMRI approved seed coating that enhances water uptake, seedling survival, seed-to-soil contact, and reduces seedling rots.

Buckwheat – prized as a cover crop for weed and disease control, and nutrient cycling on organic farms.

Can also be used as a forage. This variety is not for food-grade buckwheat contracts.

Yellow mustard - we have been experimenting with yellow mustard as a short-term early season cover crop to clean up weed and soil disease problems. What a difference this has made when grown before a crop of dry beans – probably many veggies would benefit!

'Admiral' or 'Montech' Yellow grain field peas – early maturing high yielding yellow peas, works best with support of early oats or spring barley for high grain yield and quality. Can be successful as forage if there is sufficient moisture.

'4010' Purple Forage Peas – amazing large leafy plants that produce excellent quality and quantity of highly palatable forage, purple peas, best when grown with a small grain like triticale for support.

Medium Red Clover – Many organic farmers frost seed all their small grains with a red clover cover crop. This provides good ground cover after the small grain is harvested with generous organic matter and nitrogen production. Clover is also a valuable pasture and hay species. **Organic 'vns' red clover** is well suited for cover crop underseeding, while **"Manitoba" clover** is an improved longer lasting grazing clover variety with excellent forage quality and yield, excellent disease resistance, and very good winter survival.

We also have other clover types, such as **Rivendell white clover** – a grazing white clover similar to Alice with improved winter hardiness and disease resistance. **Alsike, crimson** and **yellow blossom sweet** as organic seed, and **Dutch white, ladino, mammoth and berseem** as conventional untreated seed. For vegetable row-middles, we recommend Dutch white which is non-competitive and stands up to traffic.

Hairy Vetch – normally planted in the fall, this biennial legume produces large amounts of organic matter and nitrogen early in the season, often used as a cover/green manure crop, often companion cropped with rye for overwinter cover, can become a serious weed problem, especially on farms producing wheat and other small grains.

Viking 200 BMR Sorghum Sudangrass (BMR 6)– an exceptional warm-season forage, producing large quantities of highly palatable and digestible forage. Can be chopped, grazed or round-baled. Plant June - July for late summer/fall use. Works well in mixtures with small grains and peas. We plan to have organic BMR SS back this year, finally!

'Climax' Timothy – a high quality, high-sugar grass for hay or pasture, works best with alfalfa or clover. Very winter hardy, tolerant of wet soils, but not very drought tolerant. Best for hay. If grazed, use care to prevent overgrazing.

RECOMMENDED SEEDING RATES

<i>Crop</i>	<i>wt/bu</i>	<i>Seeding Rate/A</i>	<i>Seeding Depth</i>
Oats	32 lb/bu	75 - 100 lb/A (2-3 bu)	1-2"
Spring Wheat	60 lb/bu	120 - 160 lb/A	1 - 2"
Spring Barley	48 lb/bu	116 - 164 lb/A (2.5 - 3 bu/A)	1-2"
Spring Triticale	56 lb/bu	100-125 lb/A (75 lb/A with peas)	1-2"
Buckwheat	50 lb/bu	40 - 60 lb/A	0.5 - 1.5"
Hull-less oats	50 lb/bu	80 - 96 lb/A	1-2.5"
Triticale/Pea	52 lb/bu	120 - 150 lb/A total (75 lb each)	1 - 2.5"
Field peas	60 lb/bu	75 lb/A if grown with small grain 150 lb/A if grown alone	1-2"
Hybrid Corn	56 lb/bu	25000-30000 seeds/A (3 acres/bag)	1.5-2.5"
Open Pollinated corn	56 lb/bu	18000-22000seeds/A (3 acres/bag)	1.5-2.5"
Soybeans	60 lb/bu	50-90 lb/A depending on seed size	1-2"
Medium Red Clover	60 lb/bu	8 - 15 lb/A	frost seed - 0.5"
Alfalfa	60 lb/bu	12 - 20 lb/A	0.25 - 0.5"
Timothy	45 lb/bu	2 - 8 lb/A	0.25 - 0.5"
Alice white clover	60 lb/bu	2 - 5 lb/A	frost seed - 0.5"
BMR Sorghum Sudangrass	45 lb/bu	25 - 35 lb/A	1 - 1.5"
Orchardgrass, Fescue	30 lb/bu	4 - 12 lb/A	1 - 1.5"
Bromegrass, Ryegrass	30 lb/bu	4 - 12 lb/A	1 - 1.5"
Festilolium	30 lb/bu	4-12 lb/A	1 - 1.5"
Reeds Canarygrass	52 lb/bu	6 - 12 lb/A	0.5 - 1"
Birdsfoot Trefoil	60 lb/bu	4 - 10 lb/A	0.25 - 0.50"
White Clover	60 lb/bu	2 - 8 lb/A	0.25 - 0.50"
Hairy Vetch	60 lb/bu	20 - 40 lb/A	0.25 - 0.50"
Mustard (cover crop)	60 lb/bu	7 - 15 lb/A	frost seed -0.75"
Pasture/Hay Mix	6-10#/A with alfalfa or clover		

SHIPPING OPTIONS - we offer the following seed shipping options:

You pick it up – always the cheapest, but please always call 24 hours in advance so we can have your order ready for you!

Teals Express – a really great family-owned trucking company out of Watertown, they ship pallets throughout the northeast. Most places will cost around \$150/pallet (up to 2500 lb per pallet) for farm delivery (fork lift unload assumed)

YRC, Rist or FedEx – for pallet (LTL) delivery outside the Northeast, rates vary with location. Call for a quote.

UPS – delivery in 2 days, only cost effective for 6 bags or less. The UPS charge is usually about \$25/bag.

Wilson Transport – a great family company out of Arcade doing a pallet delivery route from the I-81 corridor west to past Buffalo. The delivery cost is \$40/up to 1000# or \$80/T. There is a first time charge of \$25 for all initial deliveries.

Our feed truck – we can sometimes deliver bags of seed to your farm or a farm near you when we make feed deliveries. Active feed customers take priority if space is limited. The delivery cost is \$1.50/ 50 lb bag.



Managing Organic Corn

We generally recommend choosing varieties that will reach 'black layer' (physiological maturity) at least one to two weeks before the first killing frost in your area. Full season hybrids usually will yield better than short season hybrids, so the longest season hybrid you can 'get away with' will often give the greatest yield. But, if a hybrid is 'too long', the grain will have higher moisture and lower quality at harvest, with a higher cost of drying and an increased risk of frost, pest and mycotoxin damage.

In New York, most organic farmers choose 85-95 day hybrids, though there are areas where 96-105 day corn varieties do very well. We need to wait to plant until the soil is reliably above 50 degrees, because otherwise our untreated seed will germinate slowly, making it more susceptible to insects and diseases. Longer season corn varieties will usually shine in hot, dry years or under drought conditions, since they are more drought and heat-tolerant with a stronger root system. Short season hybrids perform in the cool, wet years.

Please keep in mind that yield potential is really less than half genetic. The highest ratings in the world will not compensate for yield loss due to weed pressure, inadequate soil fertility, seedbed prep, seed depth control, or soil condition/drainage problems, insufficient crop rotation, machinery issues, or waiting to harvest too long after physiological maturity. It has been proven that more yield is lost from a poorly adjusted corn planter than at any other point in the season, but a poorly adjusted combine takes a close second! Putting extra effort into variety selection will likely be disappointing unless a similar level of care is put into all those more demanding good-farming agronomic practices.

Managing Organic Small Grains - Small grains respond strongly to soil fertility and soil condition. Most small grains will do best in well-drained, fertile soils with a pH of at least 6.0. Barley needs a higher pH. A more fertile soil with adequate calcium will definitely give better yields for all small grains, particularly barley. If possible, spread compost, lime and gypsum in the fall. Barley prefers high fertility and dry soil, while oats can tolerate lower fertility.

Oats and rye respond well to manure or compost applications, but putting on too much nitrogen may cause lodging. Fall planted grains need generous amounts of P and K for good fall tillering and winter survival. As soil cools, phosphorus becomes less available making high P levels more important than with summer planted crops. When soil test levels of P and K

are low, poultry litter or compost can be spread before planting to prevent deficiencies. When K is very low, spreading some additional potassium fertilizers may be needed to improve winter survival and prevent lodging.

Most small grains should be drilled to a depth of 1-1.5 inches, but rye should never be planted deeper than 1 inch. The optimal seeding rate for oats is 3 - 4 bu/A, while barley, wheat and triticale do best at 2.5-3 bu/A. For oats and barley to be used for forage, seeding rate can be reduced by 50%. With spring-planted small grains, the best strategy is to plant as early as soil temperatures and moisture allow. This will allow the plants to be strong enough to resist insects and diseases later in the season.

In New York, a yield decrease of about one bu/acre can be expected if oats, spring spelt and spring barley are planted after April 15. A yield decrease of about 1/2 bu/A can be expected if spring wheat is planted after April 15. Make sure to harvest your small grains at physiological maturity. If you wait longer, weeds are likely to interfere with harvest and grain quality.

Managing Annual Forages - this year, a very cool wet spring has diminished both the quality and quantity of our hay and pasture supply. Fortunately, on our farm, we plant BMR sorghum-sudangrass and millet in June for Aug - Oct harvest. These are warm-season grasses that do well under the hot dry conditions that cause many of our cool-season pasture and hay species to go dormant. We now have planted triticale and Austrian winter peas in Sept-Oct for top quality delicious May forage harvest, and rye for roll-down cover crop to plant soybeans into next spring.

The BMR-6 gene in Viking 200 makes a sweeter, finer, more digestible and more palatable forage than the BMR-12 gene found in many other varieties. Annual forages can give us that edge, both in quantity and ability to respond to changing conditions and demand.

Spring Planting - spring triticale/forage peas, oats/forage peas,

Early-mid Summer Planting - BMR sorghum sudangrass, open-pollinated corn for forage, Japanese millet, cowpeas, Italian ryegrass, soybeans, buckwheat - or mixtures of several of these!

Late Summer Planting - oats/turnips, oats/forage peas, forage brassicas like kale, turnips, and mustard

Fall Planting (for next spring) - winter triticale or winter barley/Austrian winter peas

A WAGON-LOAD OF IMPORTANT INTERESTING STUFF -

- 1. We schedule our feed trucks each week by Monday noon.** We really must receive your order between 9 – 12 AM on the Monday of the week you need feed. This helps us assemble geographically logical trucks, so the feed can be delivered when everyone needs it, especially during the winter when 'weather' may be a factor.
- 2. For Western New York farmers receiving deliveries with Wilson Transport.** We MUST receive your order by no later than Wednesday noon for shipments going out on Thursday. For the eastern NY Wilson deliveries, we must receive your order by no later than Monday 10 AM.
- 3. For walk in bagged feed customers.** If you are picking up more than 10 bags of a single type of feed, please call your order in at least 24 hours in advance to ensure we have enough in stock for you and other walk-in customers.
4. We have a great group of bagged feed/seed/supplement dealers around the Northeast. These include –
 - central NY - **Kingbird Farm/Mike & Karma Glos**, Berkshire, NY
 - Lakestone Family Farm /Denis Lepel**, Shortsville/Canandaigua, NY
 - western NY – **Roo Haven Farm / Margaret Bruegel**, Forestville, NY
 - Flint & Steel Farm /Angela Ingraham**, Naples, NY
 - eastern NY - **Van Hornesville Co-op**, Van Hornesville, NY
 - Canal Street Hardware**, Oxford, NY
 - northern PA- **Mike Tice/Tice Feeds**, Mainesburg, PA
 - Rockwell Feeds**, Canton, PA
- 5. We will be looking for you at the following winter conferences -**
 - NOFA-NY Winter Conference, January 19 - 21 in Saratoga Springs, NY** – a jam-packed great Conference with talks on many topics relating to organic farming, food, processing, policy and lifestyle - please stop by the Lakeview table to visit and get your new Lakeview hat! Mary-Howell Martens will also be on the panel discussing how to address organic fraud on Saturday morning.
 - PASA Annual Conference, Feb 7-10, State College, PA** – probably our favorite conference for visiting with friends. Please stop by the Lakeview trade-show table to visit and get your new Lakeview hat!
 - New York Certified Organic Meetings at NYS Ag Expt Station, Geneva, NY**
 - 1. CROP ROTATION/GRAIN PRODUCTION! - Tuesday, January 9, 10 AM – 2 PM**
Panels of experienced organic grain farmers discussing crop rotation, weed control, cost of production & much more
 - 2. FORAGE, PASTURE and COWS!- Tuesday, February 13, 10 AM – 2 PM**
Tom Kilcer and Dr. Heather Darby will be back by popular demand to discuss their newest work on forage & grazing
 - 3. It is CAPITAL ! Different ways to start a farm - Tuesday, March 13, 10 AM – 2 PM**
Representatives from several investment capital firms helping New York aspiring farmers buy land and get started
6. Have you seen our **new and improved Lakeview Organic Grain website** at www.lakevieworganicgrain.com ? Totally renovated, streamlined, with beautiful pictures of New York organic farms, lots of articles and useful agronomic information, current newsletters and other information. We also have a dynamic **Lakeview Facebook page** with beautiful pictures, field videos and seasonally-appropriate reflections, updated almost daily.
- 7. As Winter comes . . .**

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, clutter 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.

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 must 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 pictures to document the problem areas and we will discuss with you how things can be improved before the next delivery. If there are bags to carry into your barn, especially if the weather is bad or if there is a distance to go, our drivers really appreciate a cheerful helping hand!

RESILIENCE IN A CHANGING ORGANIC MARKET

This is a topic of much discussion among organic dairy farmers in particular, but for all organic farmers as we watch prices drop, milk companies impose quotas and price reductions, customers find additional choices, and as the organic market enters in a period of uncertainty and change.

Some businesses seem only profitable when times are flush, but others are resilient, able to adjust and adapt when things change. How do we make our farms more resilient, more able to roll-'n-smile with these new punches?

It generally comes down to how closely we watch, manage and monitor, and how closely we keep tabs on our cost of production: the cost of inputs vs. income? Should we cull the cows that are inefficient, taking too long to breed, frequently run higher cell counts or other low grade 'stuff', can't achieve/maintain adequate body condition? Do we know which cows improve our components and which cows drag them down? Are we focused on enhancing 'cow comfort'?

If we are growing our own grain and forage plus milking cows, are we able to manage all 3 'enterprises' to the same level of excellence, or do they compete against each other? Might it make better financial sense to 'outsource' areas that we have difficulty managing so we can apply more excellence to where we get a better return?

When the weather makes optimal field operation timing difficult, do we have the equipment, knowledge and ability to jump when we can, and quickly make rational informed changes when needed? Do we actually monitor soil test levels or do we purchase fertilizer 'just because'? Have we considered double-cropping to get 2 marketable crops in one season?

Are there other markets we can develop to increase diversity on our farms, without putting the rest of the operation at risk? Can we co-graze pasture with different animal species to increase income, customers and soil fertility? Have we thought about growing additional crops, to increase both our rotational and market repertoire? Have we considered using annual cover crops as forages, to achieve increased soil improvement AND extend our grazing season?

A healthy soil, filled with a balanced and active diversity of healthy, well-fed microbes will hold more water in dry years, promote better drainage in wet years, hold soil in place to resist erosion, prevent rampant root disease, resist compaction, sequester carbon from the air, and provide nutrients to sustain healthy crops under a variety of climatic conditions. Resilience begins with a healthy soil!

From All of Us at Lakeview Organic Grain (a dusty, hard-working dependable bunch, indeed!)



l-r – Mary-Howell Martens, Jason Aultman, Jack Aumick, Valerie Webster, Stewart Breeds,
Jason Weston, Alex Breeds, Jake Hand, Jeff O'Brien. Missing – Sheila Foster, Ed Tears, Klaas Martens.

We thank you for your continued business, friendship, support and confidence!

We hope this holiday season finds you surrounded by family, friends, healthy productive animals, barns filled with good hay, delicious food, love and happiness!

We hope that this has been a good and productive year for you because the success of your farm is important to us. Please always feel free to stop by, give us a call (315-531-1038), or drop us an email (mh@lakevieworganicgrain.com), visit our Facebook page or website.

We always love to hear from you.

Please let us know how we can better serve your needs!