



Sho-MO Dairy Heifer Growers Association

Newsletter

Spring 2010

Heifer Price Update

Check the Heifers web page (<http://agebb.missouri.edu/dairy/heifers/index.htm>) on the Missouri Dairymen's Resource Guide for the latest heifer prices in Missouri and around the country. Below is information on the latest monthly Missouri dairy sales.

| Norwood, Missouri on March 11, 2010 | | Price per Head |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--------------------|
| Springer heifers bred (7 to 9 months) (Supreme and Approved) | | \$1,050 to \$1,410 |
| Crossbreds (Supreme and Approved) | | N/A |
| Bred heifers (Approved and Medium) | | \$850 to \$1,050 |
| Crossbreds (Supreme and Approved) | | N/A |
| Open heifers (500 to 700 lbs) (Approved and Medium) | | \$600 to \$850 |
| Crossbreds (Supreme and Approved) | | N/A |
| SOURCE: MO Dept of Ag-USDA Mkt News Service (http://www.ams.usda.gov/mnreports/jc_ls130.txt) | | |

| Springfield, Missouri on March 23, 2010 | | Price per Head |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|--|------------------|
| Springer heifers bred (7 to 9 months) (Supreme and Approved) | | \$900 to \$1,200 |
| Crossbreds (Approved) | | \$810 to \$925 |
| Heifers bred (3 to 6 months) (Supreme and Approved) | | \$825 to \$1,260 |
| Crossbreds (Approved) | | \$670 to \$910 |
| Heifers bred (1 to 3 months) (Supreme and Approved) | | Scarce |
| Crossbreds (Supreme and Approved) | | N/A |
| Open heifers (500 to 700 lbs) (Medium and Approved) | | \$560 to \$710 |
| Crossbreds (Medium and Approved) | | \$325 to \$510 |
| SOURCE: MO Dept of Ag-USDA Mkt News Service (http://www.ams.usda.gov/mnreports/jc_ls131.txt) | | |

| U.S. vs. Missouri Replacement Cow Prices | | | | | | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Dollars Per Head | 3rd Q. 2008 | 4th Q. 2008 | 1st Q. 2009 | 2nd Q. 2009 | 3rd Q. 2009 | 4th Q. 2009 | 1st Q. 2010 |
| U.S. | \$1,990 | \$1,920 | \$1,630 | \$1,390 | \$1,280 | \$1,240 | \$1,340 |
| Missouri | \$1,820 | \$1,670 | \$1,470 | \$1,250 | \$1,200 | \$1,070 | \$1,080 |
| SOURCE: USDA Agricultural Prices Report (http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1002) | | | | | | | |

Co-Product Feed Price Update

Check the Co-products web page (<http://agebb.missouri.edu/dairy/byprod/bpmenu.asp>) on the Missouri Dairymen's Resource Guide for the latest feed prices in Missouri and around the country. Here is information on the latest price listings as of April 8, 2010.

Brewers Grain, Pressed (73% mstr)

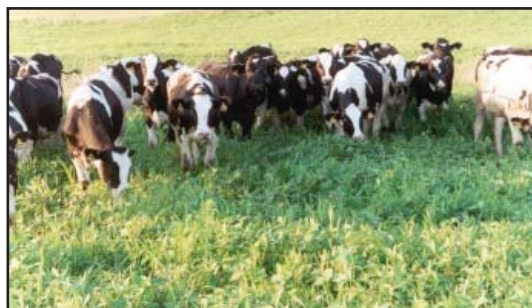
| Company Name/Location | Phone # | Notes | Price/Ton |
|-----------------------------------------|--------------|---------------------------------------|-----------|
| Commodities Specialists --St. Louis, MO | 800-767-4092 | del 50 mi, 32% CP, 0.83 NEL, 9.1% FAT | \$38.50 |
| Commodities Specialists --St. Louis, MO | 800-767-4092 | del 100 mi | \$41.75 |
| Commodities Specialists --St. Louis, MO | 800-767-4092 | del 200 mi | \$50.00 |
| Commodities Specialists --St. Louis, MO | 800-767-4092 | del 300 mi | \$55.00 |

Corn Gluten Feed, Pelleted

| Company Name/Location | Phone # | Notes | Price/Ton |
|---------------------------------------------|--------------|-------------------------------------------|-----------|
| Cargill --Blair, NE | 888-296-8652 | FOB Memphis, TN | Out |
| Grain Processing Corp. --Muscatine, IA | 563-264-4275 | | \$83 |
| Lackawanna Products --Clarence, NY | 716-633-1940 | FOB Springfield, MO | \$104 |
| Rehagen Bros. Trucking -- Freeburg, MO | 573-455-2474 | FOB Decatur, IL | \$78 |
| Roquette America -- Keokuk, IA | 800-553-7080 | FOB Keokuk, IA | \$85 |
| Livestock Nutrition Center -- Chickasha, OK | 405-224-9696 | | \$135 |
| NutraAg, LLC. --Versailles, MO | 573-378-2800 | Mixing and delivery of products available | \$125 |
| NEMO Feed, LLC. --Baring, MO | 660-892-4537 | FOB Baring, MO | \$120 |
| Fairview Mill, Inc. --Anderson, MO | 417-214-0974 | Delvd SW MO | \$114 |
| High Plains Commodities --Greenwood, MO | 816-744-8804 | Delvd Southern MO | \$107 |
| Key Ingredients --Plymouth, MN | 763-476-5957 | S MO \$99 - \$104 | \$101.50 |

Cottonseed, Whole

| Company Name/Location | Phone # | Notes | Price/Ton |
|------------------------------------------|--------------|------------------------------------|-----------|
| Lackawanna Products --Clarence, NY | 716-633-1940 | FOB Memphis, TN | \$200 |
| Matthews Cotton Co. --Sikeston, MO | 573-471-3790 | FOB Sikeston, MO | \$200 |
| Riley Cotton Co. --New Madrid, MO | 573-748-5574 | FOB New Madrid | \$195 |
| Stoddard County Cotton -- Bernie, MO | 573-293-4621 | FOB Bernie, MO | \$205 |
| Gavilon 5 -- Omaha, NE | 402-889-4389 | FOB Kennett MO | Call |
| Highlands Brokerage -- Overland Park, KS | 866-431-7333 | FOB Bootheel, Call for delvd price | \$200 |



Co-Product Feed Price Update (continued)

Distillers Grain, Dried

| Company Name/Location | Phone # | Notes | Price/Ton |
|-----------------------------------------------------|--------------|--------------------------|-----------|
| Lackawanna Products --Clarence, NY | 716-633-1940 | FOB Springfield, MO | \$112 |
| MGP Ingredients --Atchison, KS | 913-360-5253 | FOB Atchison, KS | \$100 |
| Bartlett and Company --Kansas City, MO | 800-801-7279 | FOB Malta Bend, MO | \$110 |
| NutraAg, LLC --Versailles, MO | 573-378-2800 | FOB Versailles, MO | \$152 |
| NEMO Feed, LLC --Baring, MO | 660-892-4537 | FOB Baring, MO | \$130 |
| Poet Nutrition --Sioux Falls, SD | 888-327-8799 | FOB Macon, MO | \$119 |
| Poet Nutrition --Sioux Falls, SD | 888-327-8799 | FOB Laddonia, MO | \$119 |
| Fairview Mills, Inc --Anderson, MO | 417-214-0974 | Delvd SW MO | \$125 |
| Weigand Feed & Grain --Warrensburg, MO | 660-909-3882 | | \$150 |
| Ray-Carroll County Grain Growers -- Richmond, MO | 800-722-4407 | FOB Carrollton, MO | \$112 |
| Gavilon 2 -- Omaha, NE | 402-889-4384 | FOB MO (will quote dlvd) | \$110 |

Soy Hulls, Pelleted

| Company Name/Location | Phone # | Notes | Price/Ton |
|---------------------------------------------|--------------------|----------------------------------------|-----------|
| ADM -- Decatur, IL | 800-447-2302 x5949 | FOB Decatur, IL | \$95 |
| Livestock Nutrition Center -- Chickasha, OK | 405-224-9696 | FOB Chickasha, OK | \$128 |
| Lackawanna Products --Clarence, NY | 716-633-1940 | FOB Springfield, MO | \$100 |
| ADM --Quincy, IL | 800-448-7692 | | \$80 |
| NutraAg, LLC --Versailles, MO | 573-378-2800 | | \$125 |
| Weigand Feed & Grain --Warrensburg, MO | 660-909-3882 | Delivery Available on By-Products | \$120 |
| NEMO Feed, LLC --Baring, MO | 660-892-4537 | byprods + add mineral pacs, del avail. | \$110 |
| Fairview Mills, Inc. --Anderson, MO | 417-214-0974 | FOB SW MO | \$106 |
| High Plains Commodities--Greenwood, MO | 816-744-8804 | FOB Kansas City | \$100 |
| Agri Trading --Hutchinson, MN | 800-328-5189 ex 7 | FOB St. Joseph | \$90 |
| Bunge North America 2 --Cairo, IL | 618-734-4141 x226 | FOB Cairo, IL | \$95 |
| Bunge North America 3 --Emporia, KS | 620-342-7270 | FOB Emporia, KS | \$85 |

Wheat Midds, Pelleted

| Company Name/Location | Phone # | Notes | Price/Ton |
|---------------------------------------------|--------------|---------------------------------------|-----------|
| Livestock Nutrition Center -- Chickasha, OK | 405-224-9696 | Ability to blend 2 or more byproducts | \$137 |
| ADM --Lincoln, NE | 866-268-6196 | FOB Kansas City | \$92 |
| ADM --Lincoln, NE | 866-268-6196 | FOB Arkansas City, KS | \$92 |
| Weigand Feed & Grain --Warrensburg, MO | 660-909-3882 | Can blend two or more by-products | \$125 |
| CyberAgFeed Co, Inc. --N Kansas City, MO | 800-892-5859 | Bulk; St. Louis area | \$88 |
| NutraAg, LLC. --Versailles, MO | 573-378-2800 | | \$129 |
| Agland Marketing, Inc. --Overland Park, KS | 913-897-9799 | Dlvd to BN points in MO | \$130 |

The co-product feed prices is a bulletin produced by the faculty and staff from the University of Missouri Division of Animal Sciences and Commercial Agriculture Program. Prices of feeds are as of the day quoted and are subject to change. When contacting companies inquire as to availability, minimum size loads, and method of payment.

DISCLAIMER: The University of Missouri and University of Missouri Extension are not responsible for quality, availability or changes in prices of feedstuffs listed. For additional information contact: Dairy Extension, Division of Animal Sciences, S-134 Animal Science Center, University of Missouri, 573-882-3459

Milk Price Update

According to the Robert Cropp's Dairy Outlook (http://future.aae.wisc.edu/outlook/cropp_mar_10.pdf), "The Class III price declined to \$14.50 for January, \$14.28 for February, but will drop below \$13.00 for March. Class III futures remain below \$13.00 until June and only peak at \$15.23 for September. Markets appear to have reacted negatively to the following factors: 1) Milk cow numbers, which declined month-to-month all of 2009, increased by 3,000 head in January, 2) January 1st cattle inventory showed dairy replacement numbers 2% higher than a year ago with a high ratio of 49.7 replacements per 100 milk cows, 3) Since the beginning of the year dairy cow slaughter has below a year ago (lower January numbers partially due to slaughter of CWT cows in 2009), 4) January 31st American Cheese Stocks up 1.8% from December and up 11.6% from a year ago, 5) Some softening of world product prices, 6) Continued softness in restaurant traffic which is not positive for cheese and butter sales, 7) After a strong recovery in nonfat dry milk/skim milk powder exports last quarter of 2009, January exports were down 41% from a year ago, and 8) In January USDA was projecting a second consecutive decline in milk production with 2010's production down about a 0.7%; but, in March USDA revised their projection to a slight increase in milk production.

As of now the Class III price for 2010 may average around \$14.45 and the All Milk Price around \$16.20. While these average are an improvement over the 2009 averages of \$11.36 for Class III and \$12.81 for All Milk Price, dairy producers need better prices to build back lost equity. The probability appears higher for final average prices for 2010 to turn out higher than what is now projected than turning out lower."

| Milk Futures on the Chicago Mercantile Exchange | | | | | | | | | | | |
|-------------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 4-7-2010 | Apr | May | Jun | July | Aug | Sept | Oct | Nov | Dec | Jan 11 | Feb |
| Class III Futures | \$12.85 | \$13.82 | \$14.32 | \$14.75 | \$15.06 | \$15.24 | \$15.10 | \$14.90 | \$14.71 | \$14.55 | \$14.52 |
| Class IV Futures | \$13.45 | \$13.73 | \$14.50 | \$14.65 | \$14.69 | \$14.99 | \$14.89 | \$15.10 | \$14.64 | \$14.19 | \$14.15 |
| Butter Futures | \$1.48 | \$1.53 | \$1.55 | \$1.55 | \$1.56 | \$1.59 | \$1.58 | \$1.60 | \$1.61 | \$1.62 | \$1.60 |

Source: Chicago Mercantile Exchange (<http://www.cmegroup.com/>)

| Current USDA Milk Price Forecasts | | | | |
|-----------------------------------|--------------------|--------------------|--------------------|--------------------|
| 3-19-2010 | 1st Q 2010 | 2nd Q 2010 | 3rd Q 2010 | 4th Q 2010 |
| Class III Price | \$13.83 to \$14.03 | \$13.60 to \$14.10 | \$14.45 to \$15.25 | \$14.87 to \$15.87 |
| Class IV Price | \$13.17 to \$13.47 | \$13.25 to \$13.85 | \$13.95 to \$14.85 | \$14.21 to \$15.31 |

SOURCE: USDA, ERS, Livestock, Dairy & Poultry Outlook
<http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1350>

Historical Missouri milk prices may be found on the Milk Prices and Marketing page (<http://agebb.missouri.edu/dairy/mkt/>) on the Missouri Dairymen's Resource Guide.



Missouri Weekly Hay Summary

Jefferson City, MO Thu Apr 08, 2010 MO Dept of Ag-USDA Market News

Missouri Weekly Hay Summary - Week ending 04/09/2010

Hay acres harvested is expected to see about a 6% increase over last year for a total of 4.10 million acres. Much of that is expected to be grass type hay as there wasn't that large of an increase in last fall alfalfa planting numbers. Farmers are still spreading fertilizer and with the warm temperatures should keep an eye on alfalfa fields for weevils. Wet soils have prevented nearly all corn planting so far this spring although some areas are now starting to get some ground covered and anhydrous cut in. Still far too early to get overly excited about that fact however, due to the speed that farmers are able to cover acres once conditions do become right. The supply of hay is light, demand moderate, and prices steady. Missouri Department of Agriculture has a hay directory available for both buyers and sellers. To be listed, or for a directory, visit, <http://mda.mo.gov/abd/haydirectory> (All prices f.o.b. and per ton unless specified and on most recent reported sales prices listed as round bales based generally on 5x6 bales with weights of approximately 1200-1500 lbs)

Supreme quality Alfalfa (RFV>185) 150.00-185.00
Premium quality Alfalfa (RFV170-180) 140.00-175.00
Fair to Good quality Alfalfa (RFV130-170) large round bales 75.00-140.00 Small, Large squares 90.00-150.00 Good quality mixed Alfalfa and grass small square bales 3.50-5.00 per bale; 30.00-60.00 per large round bale.

Good to Premium quality Prairie hay mostly small squares 80.00-125.00
Fair to good quality Prairie hay mostly large round bales 35.00-75.00

Good to Premium quality Brome 90.00-150.00; Good quality Brome 50.00-120.00
Fair quality Brome some mixed with grass 30.00-50.00 per large round bale

Good to Premium Mixed Grass hay 60.00-120.00
Good quality Mixed Grass hay 40.00-80.00
Fair to Good quality Mixed Grass hay 15.00-40.00 per large round bale

Fair to Good quality Bluestem 40.00 per large round bale

Fair to Good quality Bermuda grass 70.00-100.00 per ton

Good quality Timothy Hay 3.50-5.00 per small square bale

Wheat straw 2.00-4.00 per small square bale

Source: MO Dept of Ag-USDA Market News Service
(<http://agebb.missouri.edu/mkt/bull14c.htm>)

The Missouri Hay Directory is a free publication designed to help farmers buy and sell hay. The directory lists more than 200 hay producers, telephone numbers, amount and type. The web address is <http://mda.mo.gov/abd/haydirectory.php>. In addition, the website lists hay for sale in surrounding states.

Missouri Dairy Heifer Budget - April 2010

The dairy heifer budget on page 6 is our updated example of the cost of producing Holstein dairy heifers for a 750 head contract dairy heifer grower who buys the heifers at 200 pounds and takes them to 24 months of age. Costs have been updated as of April 2010. This downloadable excel spreadsheet of the Contract Grower Cost Estimator Tool is available at: <http://agebb.missouri.edu/dairy/heifers/>. This sheet can be customized for other breeds.

Feed Costs:

| Total Feed Costs for Replacement Heifer | Feed Costs | Days on Feed | Per Day |
|-----------------------------------------|-----------------|--------------|---------------|
| Arrival to 6 months | \$64.17 | 111 | \$0.58 |
| 6 to 12 months | \$150.62 | 171 | \$0.88 |
| 12 to 24 months | \$472.22 | 350 | \$1.35 |
| Total (Arrival to 24 months) | \$687.01 | 632 | \$1.09 |

Cost Estimate:

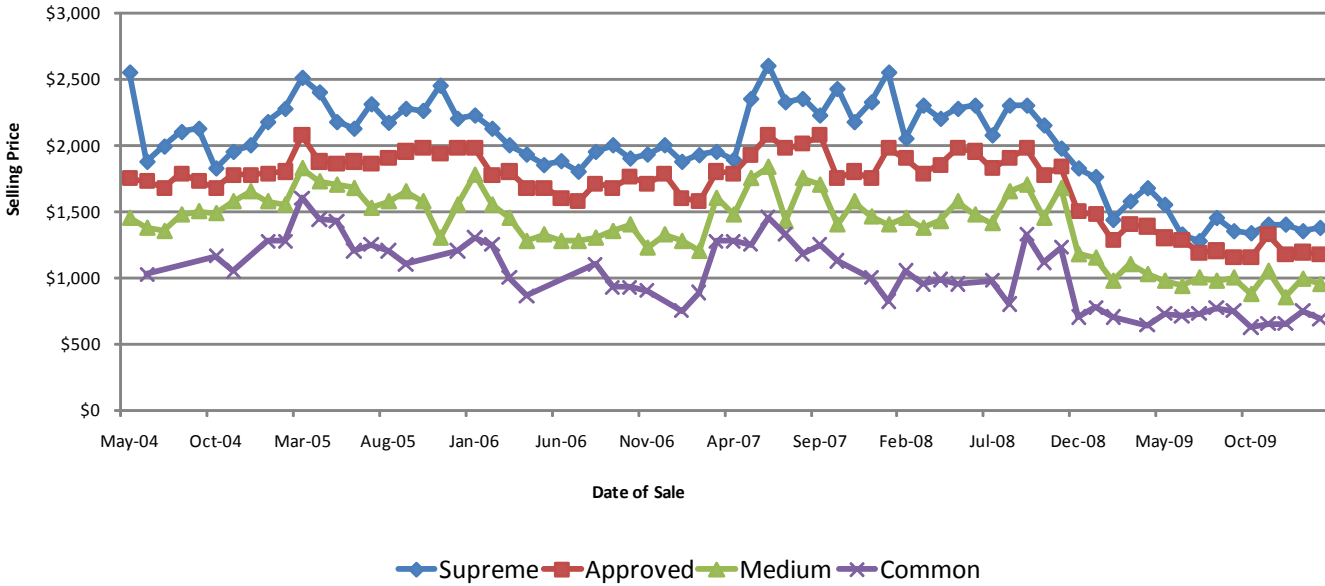
| Jack & Jill Heifer Ranch | |
|------------------------------------------------------------------|----------|
| Buy at 200 pounds -- Sell at 24 months | |
| Cost Estimate | |
| COSTS PER HEIFER: | |
| 1. Initial cost of heifer | \$250.00 |
| 2. Net cost of culls | \$48.75 |
| 3. Death loss | \$20.89 |
| 4. Feed | \$687.01 |
| 5. Labor | \$80.00 |
| 6. Veterinary, drugs, and supplies | \$23.65 |
| 7. Breeding costs for A.I. services | \$36.65 |
| 8. Transportation and marketing costs | \$16.82 |
| 9. Utilities, fuel, and oil | \$18.72 |
| 10. Building and equipment repairs | \$5.44 |
| 11. Miscellaneous and other expenses | \$14.95 |
| 12. Depreciation on buildings and equipment | \$17.32 |
| 13. Interest on buildings and equipment | \$9.38 |
| 14. Insurance and taxes on buildings and equipment | \$1.16 |
| 15. Interest on heifer and operating capital | \$95.80 |
| 16. Planned profit margin | \$100.00 |
| | |
| TOTAL COST PER HEIFER RAISED \$/head (includes purchase cost) | \$1,427 |
| TOTAL COST PER HEIFER RAISED \$/day (excludes purchase cost) | \$1.86 |
| TOTAL COST PER HEIFER RAISED \$/lb gain (excludes purchase cost) | \$1.05 |

Funding for this project provided by the Missouri Dairy Growth Council

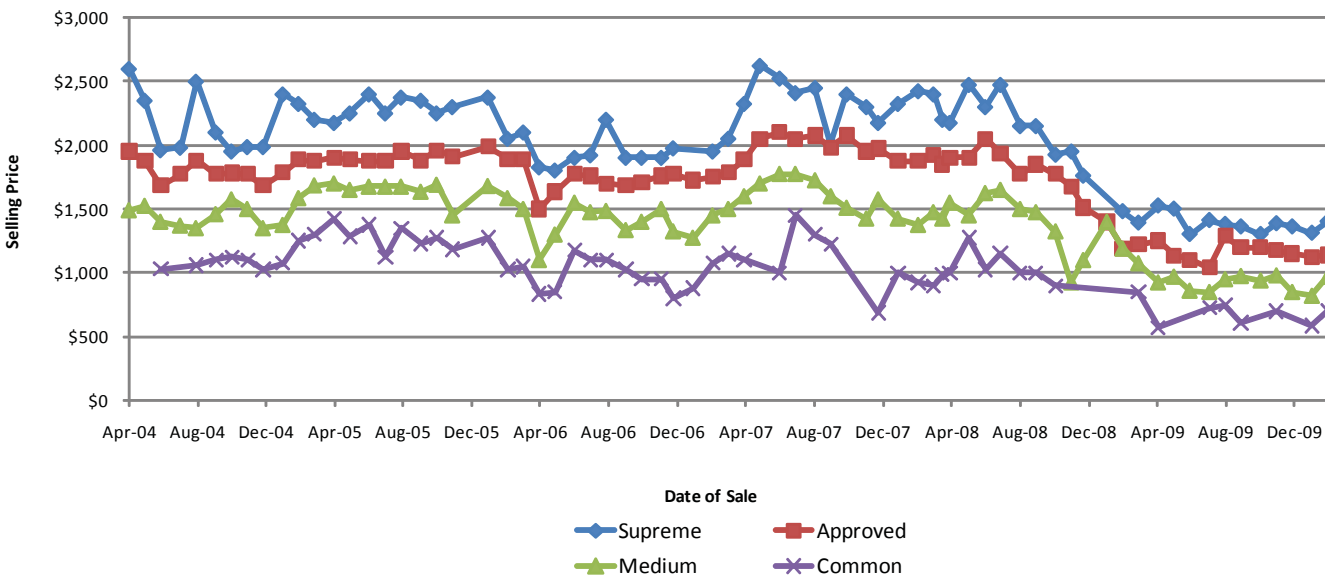
Historical Missouri Dairy Heifer Sale Spreadsheets

Located on the Heifers page (<http://agebb.missouri.edu/dairy/heifers/>) on the Missouri Dairymen's Resource Guide, there are two dairy sales in Missouri (Springfield and Norwood) listed as downloadable spreadsheets that have historical heifer sale information. There are also graphs in each spreadsheet that demonstrate trends of each sale. Below are graphs for Norwood and Springfield sales since 2004.

**Norwood Dairy Sale
Holstein Springer 7-9 Months Bred - High Prices**



**Springfield Dairy Sale
Holstein Springer 7-9 Months Bred - High Prices**





Sho-MO Dairy Heifer Growers Association
University of Missouri Extension
223 Mumford Hall
Columbia, MO 65211

RETURN SERVICE REQUESTED

Sho-MO
Dairy Heifer
Growers



Sho-Mo Dairy Heifer Growers Association was organized to represent the Missouri's professional dairy heifer growers and to provide its membership with learning experiences that would benefit them to produce consistent, quality dairy heifers.

The Sho-Mo Dairy Heifer Growers Association publishes a quarterly newsletter that contains the latest issues that affect dairy heifer growers. If you have any questions about the newsletter or membership, please let me know

Denis Turner, President
(417) 741-7512

Sho-MO Web site: <http://www.mocattle.org/shomodairy.htm>