Heifer Price Update

Check the Heifers web page (http://agebb.missouri.edu/dairy/heifers/) 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.

<table>
<thead>
<tr>
<th>Norwood, Missouri on December 9, 2010</th>
<th>Price per Head</th>
</tr>
</thead>
<tbody>
<tr>
<td>Springer heifers bred (7 to 9 months) (Supreme and Approved)</td>
<td>$950 to $1,400</td>
</tr>
<tr>
<td>Crossbreds (Supreme and Approved)</td>
<td>$825 to $1,100</td>
</tr>
<tr>
<td>Heifers (4 to 6 months) (Supreme and Approved)</td>
<td>$800 to $1,300</td>
</tr>
<tr>
<td>Crossbreds (Supreme and Approved)</td>
<td>$700 to $925</td>
</tr>
<tr>
<td>Heifers bred (1 to 3 months) (Supreme and Approved)</td>
<td>$700 to $1,090</td>
</tr>
<tr>
<td>Crossbreds (Approved)</td>
<td>$530 to $625</td>
</tr>
<tr>
<td>Open heifers (500 to 700 lbs) (Approved)</td>
<td>$440 to $570</td>
</tr>
<tr>
<td>Crossbreds (Approved)</td>
<td>$400 to $460</td>
</tr>
</tbody>
</table>


<table>
<thead>
<tr>
<th>Springfield, Missouri on December 21, 2010</th>
<th>Price per Head</th>
</tr>
</thead>
<tbody>
<tr>
<td>Springer heifers bred (7 to 9 months) (Supreme and Approved)</td>
<td>$830 to $1,050</td>
</tr>
<tr>
<td>Crossbreds (Supreme and Approved)</td>
<td>$800 to $1,000</td>
</tr>
<tr>
<td>Heifers bred (3 to 6 months) (Supreme and Approved)</td>
<td>$820 to $1,050</td>
</tr>
<tr>
<td>Crossbreds (Supreme and Approved)</td>
<td>$820 to $1,050</td>
</tr>
<tr>
<td>Heifers bred (1 to 3 months) (Supreme and Approved)</td>
<td>$860 to $980</td>
</tr>
<tr>
<td>Crossbreds (Approved)</td>
<td>$870</td>
</tr>
<tr>
<td>Open heifers (500 to 700 lbs) (Approved)</td>
<td>$540 to $700</td>
</tr>
<tr>
<td>Crossbreds (Approved)</td>
<td>$400 to $590</td>
</tr>
</tbody>
</table>


<table>
<thead>
<tr>
<th>U.S. vs. Missouri Replacement Cow Prices</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.</td>
</tr>
<tr>
<td>Missouri</td>
</tr>
</tbody>
</table>

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 January 6, 2011.

### Brewers Grain, Pressed (73% mstr)

<table>
<thead>
<tr>
<th>Company Name/Location</th>
<th>Phone #</th>
<th>Notes</th>
<th>Price/Ton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commodity Specialists, St. Louis, MO</td>
<td>800-767-4092</td>
<td>Del 50 mi, 32% CP, 0.83 NEL, 9.1% FAT</td>
<td>Out</td>
</tr>
<tr>
<td>Commodity Specialists, St. Louis, MO</td>
<td>800-767-4092</td>
<td>Del 100 mi</td>
<td>Out</td>
</tr>
<tr>
<td>Commodity Specialists, St. Louis, MO</td>
<td>800-767-4092</td>
<td>Del 200 mi</td>
<td>Out</td>
</tr>
<tr>
<td>Commodity Specialists, St. Louis, MO</td>
<td>800-767-4092</td>
<td>Del 300 mi</td>
<td>Out</td>
</tr>
</tbody>
</table>

### Corn Gluten Feed, Pelleted

<table>
<thead>
<tr>
<th>Company Name/Location</th>
<th>Phone #</th>
<th>Notes</th>
<th>Price/Ton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lackawanna Products, Clarence, NY</td>
<td>716-633-1940</td>
<td>FOB Springfield, MO</td>
<td>$175</td>
</tr>
<tr>
<td>Rehagen Bros. Trucking, Freeburg, MO</td>
<td>573-455-2474</td>
<td>FOB Decatur, IL</td>
<td>$140</td>
</tr>
<tr>
<td>Roquette America, Keokuk, IA</td>
<td>800-553-7080</td>
<td>FOB Keokuk, IA</td>
<td>Out</td>
</tr>
<tr>
<td>Livestock Nutrition Center, Chickasha, OK</td>
<td>405-224-9696</td>
<td></td>
<td>$181</td>
</tr>
<tr>
<td>NEMO Feed, L.L.C, Baring, MO</td>
<td>660-892-4537</td>
<td>FOB Baring, MO</td>
<td>$180</td>
</tr>
<tr>
<td>Weigand Feed &amp; Grain, Warrensburg, MO</td>
<td>660-909-3882</td>
<td>FOB Decatur, MO All products FOB Warrensburg</td>
<td>$165</td>
</tr>
<tr>
<td>High Plains Commodities, Greenwood, MO</td>
<td>816-744-8804</td>
<td>Delvd Southern MO</td>
<td>$190</td>
</tr>
<tr>
<td>Key Ingredients, Plymouth, MN</td>
<td>763-476-5957</td>
<td>Delvd. S MO $164-172</td>
<td>$168</td>
</tr>
<tr>
<td>Fairview Mills, Inc, Anderson, MO</td>
<td>417-214-0947</td>
<td>Delvd. SW MO</td>
<td>$178</td>
</tr>
</tbody>
</table>

### Cottonseed, Whole

<table>
<thead>
<tr>
<th>Company Name/Location</th>
<th>Phone #</th>
<th>Notes</th>
<th>Price/Ton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lackawanna Products, Clarence, NY</td>
<td>716-633-1940</td>
<td>FOB Memphis, TN</td>
<td>$233</td>
</tr>
<tr>
<td>Riley Cotton Co., New Madrid, MO</td>
<td>573-748-5574</td>
<td>FOB New Madrid</td>
<td>Out</td>
</tr>
<tr>
<td>Stoddard County Cotton, Bernie, MO</td>
<td>573-293-4621</td>
<td>FOB Bernie, MO</td>
<td>$230</td>
</tr>
<tr>
<td>Gavilon 5, Omaha, NE</td>
<td>402-889-4389</td>
<td>FOB Kennett, MO</td>
<td>$230</td>
</tr>
<tr>
<td>Highlands Brokerage, Overland Park, KS</td>
<td>866-431-7333</td>
<td>FOB Bootheel, Call for delvd price</td>
<td>$235</td>
</tr>
</tbody>
</table>
## Distillers Grain, Dried

<table>
<thead>
<tr>
<th>Company Name/Location</th>
<th>Phone #</th>
<th>Notes</th>
<th>Price/Ton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lackawanna Products --Clarence, NY</td>
<td>716-633-1940</td>
<td>FOB Springfield, MO</td>
<td>$195</td>
</tr>
<tr>
<td>MGP Ingredients --Atchison, KS</td>
<td>913-360-5253</td>
<td>FOB Atchison, KS</td>
<td>$185</td>
</tr>
<tr>
<td>Bartlett and Company --Kansas City, MO</td>
<td>800-801-7279</td>
<td>FOB Malta Bend, MO</td>
<td>$183</td>
</tr>
<tr>
<td>NEMO Feed, LLC --Baring, MO</td>
<td>660-892-4537</td>
<td>FOB Baring, MO</td>
<td>$185</td>
</tr>
<tr>
<td>Poet Nutrition --Sioux Falls, SD</td>
<td>888-327-8799</td>
<td>FOB Maco, MO</td>
<td>$185</td>
</tr>
<tr>
<td>Poet Nutrition --Sioux Falls, SD</td>
<td>888-327-8799</td>
<td>FOB Laddonia, MO</td>
<td>$190</td>
</tr>
<tr>
<td>Weigand Feed &amp; Grain --Warrensburg, MO</td>
<td>660-909-3882</td>
<td></td>
<td>$180</td>
</tr>
<tr>
<td>Ray-Carroll County Grain Growers --Richmond, MO</td>
<td>800-722-4407</td>
<td>FOB Carrollton, MO</td>
<td>$180</td>
</tr>
<tr>
<td>Livestock Nutrition Center -- Chickasha, OK</td>
<td>405-224-9696</td>
<td>FOB Chickasha, OK</td>
<td>$183</td>
</tr>
<tr>
<td>Lackawanna Products --Clarence, NY</td>
<td>716-633-1940</td>
<td>FOB Springfield, MO</td>
<td>$180</td>
</tr>
<tr>
<td>ADM --Quincy, IL</td>
<td>800-448-7692</td>
<td></td>
<td>$150</td>
</tr>
<tr>
<td>Weigand Feed &amp; Grain --Warrensburg, MO</td>
<td>660-909-3882</td>
<td>Delivery Available on By-Products</td>
<td>$165</td>
</tr>
<tr>
<td>NEMO Feed, LLC --Baring, MO</td>
<td>660-892-4537</td>
<td>Byprods + add mineral pacs, del avail.</td>
<td>$185</td>
</tr>
<tr>
<td>Fairview Mills, Inc. --Anderson, MO</td>
<td>417-214-0947</td>
<td>Delvd. SW MO</td>
<td>$196</td>
</tr>
<tr>
<td>J. D. Heiskell --Elkhorn, NE</td>
<td>402-289-6751</td>
<td>Delvd. SW MO</td>
<td>$210</td>
</tr>
</tbody>
</table>

## Soy Hulls, Pelleted

<table>
<thead>
<tr>
<th>Company Name/Location</th>
<th>Phone #</th>
<th>Notes</th>
<th>Price/Ton</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADM -- Decatur, IL</td>
<td>800-447-2302 x5949</td>
<td>FOB Decatur, IL</td>
<td>$373</td>
</tr>
<tr>
<td>Livestock Nutrition Center -- Chickasha, OK</td>
<td>405-224-9696</td>
<td>FOB Chickasha, OK</td>
<td>$183</td>
</tr>
<tr>
<td>Lackawanna Products --Clarence, NY</td>
<td>716-633-1940</td>
<td>FOB Springfield, MO</td>
<td>$180</td>
</tr>
<tr>
<td>ADM --Quincy, IL</td>
<td>800-448-7692</td>
<td></td>
<td>$150</td>
</tr>
<tr>
<td>Weigand Feed &amp; Grain --Warrensburg, MO</td>
<td>660-909-3882</td>
<td>Delivery Available on By-Products</td>
<td>$165</td>
</tr>
<tr>
<td>NEMO Feed, LLC --Baring, MO</td>
<td>660-892-4537</td>
<td>Byprods + add mineral pacs, del avail.</td>
<td>$185</td>
</tr>
<tr>
<td>Fairview Mills, Inc. --Anderson, MO</td>
<td>417-214-0947</td>
<td>Delvd. SW MO</td>
<td>$196</td>
</tr>
<tr>
<td>Agri Trading --Hutchinson, MN</td>
<td>800-328-5189</td>
<td>FOB St. Joseph Feb</td>
<td>$163</td>
</tr>
<tr>
<td>Bunge North America 2 --Cairo, IL</td>
<td>618-734-4141 x226</td>
<td>FOB Cairo, IL</td>
<td>$150</td>
</tr>
<tr>
<td>Gavilon 5--Omaha, NE</td>
<td>402-889-4389</td>
<td>FOB Emporia, KS</td>
<td>$168</td>
</tr>
</tbody>
</table>

## Wheat Midds, Pelleted

<table>
<thead>
<tr>
<th>Company Name/Location</th>
<th>Phone #</th>
<th>Notes</th>
<th>Price/Ton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Livestock Nutrition Center -- Chickasha, OK</td>
<td>405-224-9696</td>
<td>Ability to blend 2 or more byproducts</td>
<td>$205</td>
</tr>
<tr>
<td>ADM --Lincoln, NE</td>
<td>866-268-6196</td>
<td>FOB Kansas City</td>
<td>$200</td>
</tr>
<tr>
<td>ADM --Lincoln, NE</td>
<td>866-268-6196</td>
<td>FOB Arkansas City, KS</td>
<td>$200</td>
</tr>
<tr>
<td>Weigand Feed &amp; Grain --Warrensburg, MO</td>
<td>660-909-3882</td>
<td>Can blend two or more by-products</td>
<td>$200</td>
</tr>
<tr>
<td>CyberAgFeed Co, Inc. --N Kansas City, MO</td>
<td>800-892-5859</td>
<td>Bulk; St. Louis area</td>
<td>$195</td>
</tr>
<tr>
<td>Amland Marketing, Inc. --Overland Park, KS</td>
<td>913-897-9799</td>
<td>Delvd to BN points in MO</td>
<td>$215</td>
</tr>
</tbody>
</table>

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_dec_10.pdf), “While dairy futures now show rather depressed Class III prices for the first half of the year and only modest recovery for the second half, prices could show much better improvement the second half. The lower milk prices during the first half along with much higher feed costs will result in unfavorable returns over feed costs. This will likely result in heavier culling from the dairy herd and a reduction in the increase in milk per cow. The inability to catch up on all expenses incurred and lost equity incurred during 2009 will likely increase exiting from dairying. The slow down in milk production, some anticipated improvement in domestic sales as well as lower but still good exports all point to a stronger price recovery second half of 2011.”

<table>
<thead>
<tr>
<th>Milk Futures on the Chicago Mercantile Exchange</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-5-2011</td>
</tr>
<tr>
<td>----------</td>
</tr>
<tr>
<td>Class III Futures</td>
</tr>
<tr>
<td>Class IV Futures</td>
</tr>
<tr>
<td>Butter Futures</td>
</tr>
</tbody>
</table>

SOURCE: Chicago Mercantile Exchange (http://www.cmegroup.com/)

<table>
<thead>
<tr>
<th>Current USDA Milk Price Forecasts</th>
</tr>
</thead>
<tbody>
<tr>
<td>12-20-2010</td>
</tr>
<tr>
<td>----------</td>
</tr>
<tr>
<td>Class III Price</td>
</tr>
<tr>
<td>Class IV Price</td>
</tr>
</tbody>
</table>


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.
With the progression of the feeding season hay movement and interest has picked up. Truckers keeping plenty busy moving hay between winter storms. Some areas of the state due to lack of production during the past dry summer are trucking in a large part if not all of their feeding needs. Hay prices are steady to firm. The cost of getting hay to the farm is once again adding up as fuel prices rise. Supply statewide is moderate but as the case has been over the last few years hay that hits the upper parts of the quality scale is hard if not impossible to come by. Hay demand is moderate. 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/ or for current listings of hay http://agebb.missouri.edu/haylst/ (All prices fob. 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) 150.00-170.00
Premium quality Alfalfa (RFV170-180) 140.00-160.00
Fair to Good quality Alfalfa (RFV130-170) large round bales 75.00-120.00
Small, Large squares 90.00-140.00
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 80.00-120.00
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 60.00-120.00
Fair quality Brome some mixed with grass 25.00-50.00 per large round bale

Good to Premium Mixed Grass hay 60.00-100.00
Good quality Mixed Grass hay 40.00-70.00
Fair to Good quality Mixed Grass hay 20.00-40.00 per large round bale

Good quality Bermuda grass 80.00-120.00 per ton

Premium to Supreme Quality Timothy 5.00-6.50 per small square bale
Good quality Timothy Hay 3.50-5.00 per small square bale

Wheat straw 2.00-5.00 per small square bale

Source: MO Dept of Ag-USDA Market News Service
(http://agebb.missouri.edu/mkt/bull14c.htm)
Sho-MO Dairy Heifer Growers Assn. Annual Meeting

When: Friday, January 28th, 2011, 2:15 pm.
Where: University Plaza Hotel
        Springfield, Missouri

Proposed Agenda

1. Call to order
2. Minutes of previous meeting
3. Financial report
4. Market activity
5. Update on membership
6. Educational activities for 2011
8. Old business
9. New business
10. Officer election

Current Board of Directors

Denis Turner, President, (417) 741-7512
David Martin, Vice President, (417) 428-3202
Harold Storck, Secretary/Treasurer, (417) 532-4933
Tom Lahmeyer, (573) 437-2837
Missouri Dairy Calendar

- Missouri Dairy Forum - January 28-29, 2011
  University Plaza Hotel, Springfield, Missouri

- Missouri Dairy Profit Seminars - February 14-18, 2011
  Sedalia, Mt. Vernon, Lebanon, Union and Jackson

- Southwest Missouri Spring Forage Conference - February 22, 2011
  Springfield, Missouri

- Monett Dairy Day - February 24, 2011
  Monett, Missouri

- Dairy Calf and Heifer Assn. Conference - April 5-6, 2011
  Lake Geneva, Wisconsin

- Missouri Dairy Grazing Conference - July 6-8, 2011
  Joplin, Missouri

Source: http://agebb.missouri.edu/dairy/calendar/

Historical Missouri Dairy Sale Prices

Heifers page (http://agebb.missouri.edu/dairy/heifers/) has downloadable spreadsheets for Norwood and Springfield dairy sales. Below is a graph for the Springfield sale on holstein springers (7-9 months bred).
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