



Sho-MO Dairy Heifer Growers Association

Newsletter

Fall 2011

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.

Norwood, Missouri on October 13, 2011		Price per Head
Springer heifers bred (7 to 9 months) (Supreme and Approved)		\$1,100 to \$1,625
Crossbreds (Medium)		\$800 to \$875
Heifers bred (4 to 6 months) (Supreme and Approved)		\$1,100 to \$1,500
Crossbreds (Medium)		\$600 to \$900
Heifers bred (1 to 4 months) (Supreme and Approved)		\$910 to \$1,210
Crossbreds (Approved)		N/A
Open heifers (500 to 700 lbs) (Approved)		\$640 to \$785
Crossbreds (Medium)		\$350 to \$600
SOURCE: MO Dept of Ag-USDA Mkt News Service (http://www.ams.usda.gov/mnreports/jc_ls130.txt)		

Springfield, Missouri on September 27, 2011		Price per Head
Springer heifers bred (7 to 9 months) (Supreme and Approved)		\$950 to \$1,475
Crossbreds (Supreme and Approved)		\$900 to \$1,200
Heifers bred (3 to 6 months) (Supreme and Approved)		\$900 to \$1,360
Crossbreds (Approved)		\$870 to \$1,090
Heifers bred (1 to 3 months) (Approved)		\$800 to \$1,130
Crossbreds (Approved)		\$800 to \$850
Open heifers (500 to 700 lbs) (Approved)		\$640 to \$950
Crossbreds (Approved)		\$510 to \$600
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	1st Q. 2010	2nd Q. 2010	3rd Q. 2010	4th Q. 2010	1st Q. 2011	2nd Q. 2011	3rd Q. 2011
U.S.	\$1,340	\$1,330	\$1,320	\$1,330	\$1,300	\$1,420	\$1,480
Missouri	\$1,080	\$1,150	\$1,150	\$1,190	\$1,130	\$1,280	\$1,290
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 October 20, 2011.

Brewers Grain, Pressed (73% mstr)

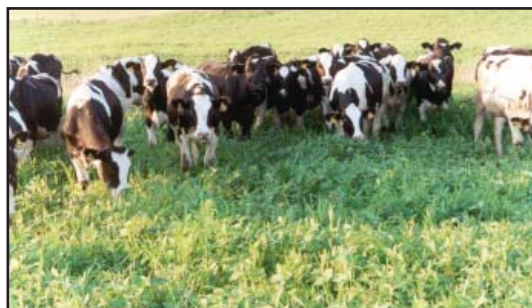
Company Name/Location	Phone #	Notes	Price/Ton
Commodities Specialists --St. Louis, MO	800-767-4092	Del 50 mi, 32% CP, 0.83 NEL, 9.1% FAT	Out
Commodities Specialists --St. Louis, MO	800-767-4092	Del 100 mi (probably out until Jan. 1)	Out
Commodities Specialists --St. Louis, MO	800-767-4092	Del 200 mi	Out
Commodities Specialists --St. Louis, MO	800-767-4092	Del 300 mi	Out

Corn Gluten Feed, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$210
Roquette America -- Keokuk, IA	800-553-7080	FOB Keokuk, IA	\$210
Livestock Nutrition Center -- Chickasha, OK	405-224-9696		\$265
NutraAg, LLC -- Versailles, MO	573-378-2800	Mixing and Delivery of Products Avail.	\$229
NEMO Feed, LLC. --Baring, MO	660-892-4537	FOB Baring, MO	\$210
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	All products FOB Warrensburg	\$230
Fairview Mills, Inc. --Anderson, MO	417-214-0974	Delvd SW MO	\$235
High Plains Commodities --Greenwood, MO	816-744-8804	Delvd Southern MO	\$250
Key Ingredients --Plymouth, MN	763-476-5957	Delvd S MO \$196-212	\$204

Cottonseed, Whole

Company Name/Location	Phone #	Notes	Price/Ton
Lackawanna Products --Clarence, NY	716-633-1940	FOB Memphis, TN	\$290
Matthews Cotton Co. --Sikeston, MO	573-471-3790	Start ginning this weekend	\$285
Riley Cotton Co. --New Madrid, MO	573-748-5574	FOB New Madrid	Out
Stoddard County Cotton -- Bernie, MO	573-293-4621	FOB Bernie, MO	\$295
Gavilon 5 -- Omaha, NE	402-889-4389	FOB Bernie, MO	\$280



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	\$220
MGP Ingredients --Atchison, KS	913-360-5253	FOB Atchison, KS	\$203
Bartlett and Company --Kansas City, MO	800-801-7279	FOB Malta Bend, MO	\$215
NutraAg, LLC --Versailles, MO	573-378-2800	FOB Versailles, MO	\$234
NEMO Feed, LLC --Baring, MO	660-892-4537	FOB Baring, MO	\$230
Poet Nutrition --Sioux Falls, SD	888-327-8799 ext 12217	FOB Macon, MO	\$210
Poet Nutrition --Sioux Falls, SD	888-327-8799 ext 12217	FOB Laddonia, MO	\$210
Fairview Mills, Inc. --Anderson, MO	417-214-0974	Dlvd. SW MO	\$235
Weigand Feed & Grain --Warrensburg, MO	660-909-3882		\$230
Ray-Carroll County Grain Growers --Richmond, MO	800-722-4407	FOB Carrollton, MO	\$220
Gavilon 2 -- Omaha, NE	402-889-4384	FOB MO (will quote dlvd)	\$215
New Balance Commodities --Nodaway, IA	641-203-1201	FOB MO	\$225

Soy Hulls, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
ADM -- Decatur, IL	800-447-2302 x5949	FOB Decatur, IL	\$285
Livestock Nutrition Center -- Chickasha, OK	405-224-9696	FOB Chickasha, OK	\$305
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$250
ADM --Quincy, IL	800-448-7692		\$270
NutraAg, LLC --Versailles, MO	573-378-2800		\$296
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	Delivery Available on By-Products	\$230
NEMO Feed, LLC --Baring, MO	660-892-4537	Byprods + add mineral pacs, del avail.	\$285
High Plains Commodities --Greenwood, MO	816-744-8804	FOB Kansas City	Call
Agri Trading --Hutchinson, MN	800-328-5189	FOB St. Joseph	Out
Gavilon 5 -- Omaha, NE	402-889-4389	FOB St. Joseph	\$245
Bunge North America 2 --Cairo, IL	618-734-4141 x226	FOB Cairo, IL	\$210
Gavilon 5--Omaha, NE	402-889-4389	FOB Emporia, KS	\$240

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	\$275
ADM --Lincoln, NE	866-268-6196	FOB Arkansas City, KS	\$220
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	Can blend two or more by-products	\$310
CyberAgFeed Co, Inc. --N Kansas City, MO	800-892-5859	Bulk; St. Louis area Oct	\$235
Ingredient Supply Corp --Kansas City, MO	816-221-2223	FOB KC MO	\$240

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_oct_11.pdf), "With milk production increasing relatively strong for both August and September and softness in both U.S. dairy sales and dairy exports dairy product prices have weakened which means lower farm milk prices. USDA estimated August milk production 2.1% higher than a year ago with some slow down for September production, up 1.7%. The September increase was due to 1.0% more milk cows than a year ago but just 0.7% more milk per cow.

A growth in milk production well under 2% would help to support higher milk prices. USDA estimates milk production to end up 1.6% higher for 2011 with another 1.3% increase in 2012. If Class III prices do drop well below \$17 this winter, with high feed prices increased herd culling, less herd expansions and increased exiting of dairy producers can be anticipated. This would slow increases in milk production and support higher milk prices. The increase in cow numbers, which increased month-to-month beginning October of last year through August of this year may have already stopped. The estimated 9.209 million head for September was the same as August. High feed prices will also dampen increases in milk per cow. Unless dairy exports decline significantly, and this is not anticipated, there is a good probability milk prices could strengthen and be higher than what Class III futures are now showing by the second and third quarters of 2012. But, the \$20 Class III prices experienced this year are not likely in 2012."

Milk Futures on the Chicago Mercantile Exchange

10-24-2011	Oct	Nov	Dec	Jan 12	Feb	Mar	Apr	May	June	July	Aug
Class III Futures	\$18.00	\$17.87	\$17.25	\$16.66	\$16.26	\$16.23	\$16.16	\$16.09	\$16.27	\$16.57	\$16.75
Class IV Futures	\$18.35	\$18.20	\$17.39	\$17.00	\$17.05	\$17.00	\$17.05	\$17.05	\$17.09	\$17.00	\$17.00
Butter Futures	\$1.78	\$1.84	\$1.75	\$1.73	\$1.73	\$1.75	\$1.78	\$1.78	\$1.80	\$1.82	\$1.83

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

Current USDA Milk Price Forecasts

10-18-2011	4th Q 2011	1st Q 2012	2nd Q 2012	3rd Q 2012
Class III Price	\$17.85 to \$18.25	\$16.50 to \$17.20	\$15.55 to \$16.55	\$16.50 to \$17.50
Class IV Price	\$17.85 to \$18.35	\$16.55 to \$17.35	\$16.20 to \$17.30	\$16.35 to \$17.45

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 Oct 20, 2011 MO Dept of Ag-USDA Market News

Missouri Weekly Hay Summary Week ending 10/21/11

With the abrupt cold snap enveloping the state, livestock producers are counting hay bales and the number of days until April. The cold weather may not be here to stay this week, but we are on winter's doorstep and worry about feed supply is settling into coffee shop conversations on a regular basis. While loads of hay are seen traveling Missouri highways, most of it did not originate here and is bound for destinations far more devastated than even our most devoid regions. Hay demand is light. Supply is moderate. Prices are steady to firm. 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 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) 150.00-190.00
Premium quality Alfalfa (RFV170-180) 130.00-170.00
Fair to Good quality Alfalfa (RFV130-170) 80.00-120.00
Good quality mixed Alfalfa and grass 40.00-80.00

Good to Premium quality Prairie hay 80.00-120.00
Fair to good quality Prairie hay 40.00-80.00

Good to Premium quality Brome 100.00-150.00
Good quality Brome 80.00-120.00
Fair quality Brome mixed with grass 35.00-75.00

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 25.00-50.00 per large round bale

Good quality Bermuda grass 80.00-120.00

Premium to Supreme Quality Timothy 4.00-8.00 per small square bale
Good quality Timothy Hay 3.00-6.00 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>)

Missouri Dairy Heifer Budget - Oct. 2011

The dairy heifer budget on pages 6 and 7 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 October 2011. 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.

Total Feed Costs for Replacement Heifer	Feed Costs	Days on Feed	Per Day
Arrival to 6 months	\$93.66	111	\$0.84
6 to 12 months	\$222.12	171	\$1.30
12 to 24 months	\$652.92	350	\$1.87
Total (Arrival to 24 months)	\$968.70	632	\$1.53

Feed Requirements for Raising a Dairy Replacement Heifer (birth to 6 months)					Expected ADG for Period		1.8
	Prewaning ration Birth to 2 months		Transition ration 2 to 3 months		Early growing ration 3 to 6 months		
Beginning/ending weight	200	200	200	235	235	400	
Expected days on this ration (per stage)		0		20		91	
Enter Feed Item	Lbs Per Day	Dollars	Lbs Per Day	Dollars	Lbs Per Day	Dollars	
Calf grower (16%)	5.0	\$0.00	5.0	\$15.91	3.0	\$43.43	
Calf starter (18%)		\$0.00		\$0.00		\$0.00	
Calf grower (16%)		\$0.00		\$0.00	0.0	\$0.00	
Alfalfa hay		\$0.00	1.5	\$2.72	3.0	\$24.77	
Grass hay		\$0.00		\$0.00	0.0	\$0.00	
Pasture (dry matter)		\$0.00		\$0.00	2.5	\$6.83	
FEED COST PER PERIOD		\$0.00		\$18.63		\$75.03	
FEED COST PER DAY PER PERIOD		\$0.00		\$0.93		\$0.82	
TOTAL FEED COSTS (Birth to 6 months)		\$93.66					

Feed Requirements for Raising Replacement Heifer (6 to 12 months)					Expected ADG for Period		1.9
	Pre-breeding Ration Winter feeding		Pre-breeding Ration Spring & Fall		Pre-breeding Ration Mid-summer		
Beginning/ending weight	400	725	400	725	400	725	
Expected days on this ration (per season)		60		65		46	
Enter Feed Item	Lbs Per Day	Dollars	Lbs Per Day	Dollars	Lbs Per Day	Dollars	
Soyhulls	5.0	\$37.88	2.5	\$20.52	3.5	\$20.33	
Feed Mix #3	3.0	\$20.70	0.0	\$0.00	0.0	\$0.00	
Feed Mix #1	0.0	\$0.00	2.5	\$20.41	3.5	\$20.23	
Grass hay	8.0	\$24.48		\$0.00		\$0.00	
Mineral vitamin premix w/ ionophore	0.3	\$7.20	0.3	\$7.80	0.3	\$5.52	
Pasture (dry matter)	2.0	\$3.60	11.5	\$22.43	8.0	\$11.04	
FEED COST PER PERIOD		\$93.86		\$71.15		\$57.11	
FEED COST PER DAY PER PERIOD		\$1.56		\$1.09		\$1.24	
TOTAL FEED COSTS (6 to 12 months)		\$222.12					

Missouri Dairy Heifer Budget (cont.)

Feed Requirements for Raising Replacement Heifer (12 to 24 months)				Expected ADG for Period		1.7
	Post Breeding Ration Winter feeding		Post Breeding Ration Spring & Fall		Post Breeding Ration Mid-summer	
Beginning/ending weight	725	1,320	725	1,320	725	1,320
Expected days on this ration (per season)		110		120		120
Enter Feed Item	Lbs Per Day	Dollars	Lbs Per Day	Dollars	Lbs Per Day	Dollars
Corn gluten feed	5.0	\$59.72		\$0.00	3.0	\$39.09
Feed Mix #3	3.0	\$37.96	2.0	\$27.60	1.0	\$13.80
Soyhulls	2.0	\$27.78	3.0	\$45.45	5.0	\$75.75
Grass hay	18.0	\$100.98		\$0.00	0.0	\$0.00
Mineral vitamin premix w/ ionophore	0.5	\$22.00	0.5	\$24.00	0.5	\$24.00
Pasture (dry matter)	0.0	\$0.00	24.0	\$86.40	19.0	\$68.40
FEED COST PER PERIOD		\$248.43		\$183.45		\$221.04
FEED COST PER DAY PER PERIOD		\$2.26		\$1.53		\$1.84
TOTAL FEED COSTS (12 to 24 months)		\$652.92				

Fall 2011

Page 7

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	\$21.55
4. Feed	\$968.70
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	\$6.21
14. Insurance and taxes on buildings and equipment	\$1.16
15. Interest on heifer and operating capital	\$79.28
16. Planned profit margin	\$100.00

TOTAL COST PER HEIFER RAISED \$/head (includes purchase cost) \$1,689

TOTAL COST PER HEIFER RAISED \$/day (excludes purchase cost) \$2.28

TOTAL COST PER HEIFER RAISED \$/lb gain (excludes purchase cost) \$1.28

Funding for this project provided by the Missouri Dairy Growth Council



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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 at <http://www.mocattle.org/missouridairyheifersassociation.aspx>