



Sho-MO Dairy Heifer Growers Association

Newsletter

Summer 2012

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 July 12, 2012		Price per Head
Springer heifers bred (7 to 9 months) (Supreme and Approved)		\$900 to \$1,190
Crossbreds (Approved)		\$650 to \$725
Heifers bred (4 to 6 months) (Supreme and Approved)		\$625 to \$1,020
Crossbreds (Supreme and Approved)		N/A
Heifers bred (1 to 3 months) (Supreme and Approved)		\$585 to \$1,000
Crossbreds (Supreme and Approved)		\$435 to \$710
Open heifers (500 to 700 lbs) (Approved and Medium)		\$430 to \$600
Crossbreds (Approved and Medium)		\$350 to \$410
SOURCE: MO Dept of Ag-USDA Mkt News Service (http://www.ams.usda.gov/mnreports/jc_ls130.txt)		

Springfield, Missouri on July 24, 2012		Price per Head
Springer heifers bred (7 to 9 months) (Supreme and Approved)		\$1,070 to \$1,220
Crossbreds (Medium)		N/A
Heifers bred (3 to 6 months) (Approved)		\$910 to \$1,110
Crossbreds (Approved)		\$680 to \$825
Heifers bred (1 to 3 months) (Approved)		\$730 to \$950
Crossbreds (Approved)		N/A
Open heifers (500 to 700 lbs) (Medium and Approved)		\$460 to \$755
Crossbreds (Approved)		\$370 to \$495
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. 2011	2nd Q. 2011	3rd Q. 2011	4th Q. 2011	1st Q. 2012	2nd Q. 2012	3rd Q. 2012
U.S.	\$1,300	\$1,420	\$1,480	\$1,480	\$1,460	\$1,440	\$1,420
Missouri	\$1,130	\$1,280	\$1,290	\$1,270	\$1,200	\$1,300	\$1,200
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 August 2, 2012.

Brewers Grain, Pressed (73% mstr)

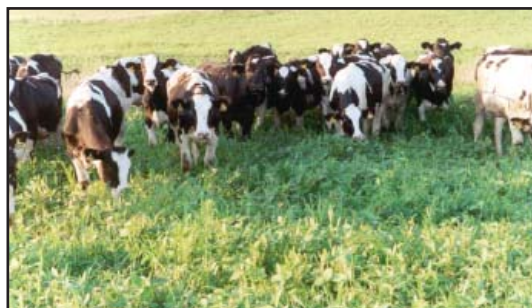
Company Name/Location	Phone #	Notes	Price/Ton
Commodities Specialists --St. Louis, MO	800-767-4092	Del 50 mi, 32% CP, 0.83 NEL, 9.1% FAT	Out
Commodities Specialists --St. Louis, MO	800-767-4092	Del 100 mi	Out
Commodities Specialists --St. Louis, MO	800-767-4092	Del 200 mi	Out
Commodities Specialists --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 Limited Availability	\$305
Roquette America -- Keokuk, IA	800-553-7080	FOB Keokuk, IA	Out
Livestock Nutrition Center -- Chickasha, OK	405-224-9696	FOB Chickasha, OK	\$313
NutraAg, LLC -- Versailles, MO	573-378-2800	Mixing and Delivery of Products Avail.	\$284
NEMO Feed, LLC. --Baring, MO	660-892-4537	FOB Baring, MO	\$280
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	All products FOB Warrensburg	\$270
Fairview Mills, Inc. --Anderson, MO	417-214-0974	FOB Joplin, MO \$280 Sept	Out
High Plains Commodities --Greenwood, MO	816-744-8804	FOB Springfield	Call
Key Ingredients --Plymouth, MN	763-476-5957	FOB S MO \$295-305	\$300

Cottonseed, Whole

Company Name/Location	Phone #	Notes	Price/Ton
Lackawanna Products --Clarence, NY	716-633-1940	FOB Memphis, TN	\$295
Matthews Cotton Co. --Sikeston, MO	573-471-3790	FOB Matthews, MO Jul-Aug	\$290
Riley Cotton Co. --New Madrid, MO	573-748-5574	FOB New Madrid	Out
Stoddard County Cotton -- Bernie, MO	573-293-4621	FOB Bernie, MO	\$300
Gavilon 5 -- Omaha, NE	402-889-4389	FOB Kennett, MO	\$305



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 Limited Avail.	\$330
MGP Ingredients --Atchison, KS	913-360-5253	FOB Atchison, KS	\$310
Bartlett and Company --Kansas City, MO	800-801-7279	FOB Malta Bend, MO	\$315
NutraAg, LLC --Versailles, MO	573-378-2800	FOB Versailles, MO	\$338
NEMO Feed, LLC --Baring, MO	660-892-4537	FOB Baring, MO	\$310
Poet Nutrition --Sioux Falls, SD	888-327-8799	FOB Macon, MO	\$305
Poet Nutrition --Sioux Falls, SD	888-327-8799	FOB Laddonia, MO	\$305
Weigand Feed & Grain --Warrensburg, MO	660-909-3882		\$350
Ray-Carroll County Grain Growers -- Richmond, MO	800-722-4407	FOB Carrollton, MO	\$295
Gavilon 2 -- Omaha, NE	816-584-2316	FOB MO (will quote dlvd)	Out
New Balance Commodities --Nodaway, IA	641-203-1201	FOB MO	\$305

Soy Hulls, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
ADM -- Decatur, IL	800-447-2302 x5949	FOB Decatur, IL	\$350
Livestock Nutrition Center -- Chickasha, OK	405-224-9696	FOB Chickasha, OK	\$320
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO Limited Avail.	\$335
ADM --Quincy, IL	800-448-7692	Aug \$340	\$350
NutraAg, LLC --Versailles, MO	573-378-2800		\$365
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	Delivery Available on By-Products	\$250
NEMO Feed, LLC --Baring, MO	660-892-4537	Byprods + add mineral pacs, del avail.	\$365
Agri Trading --Hutchinson, MN	800-328-5189	FOB St. Joseph	\$335
Trade Comm --Rich Hill, MO	660-679-7830	FOB Rich Hill, MO	\$320
Gavilon 5 -- Omaha, NE	402-889-4389	FOB St. Joseph	\$320
Bunge North America 2 --Cairo, IL	618-734-4141 x226	FOB Cairo, IL	\$250
Gavilon 5 -- Omaha, NE	402-889-4389	FOB Emporia, KS	\$330

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	\$335
ADM --Lincoln, NE	866-268-6196	FOB Arkansas City, KS	\$350
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	Can blend two or more by-products	Out
CyberAgFeed Co, Inc. --N Kansas City, MO	800-892-5859	FOB St. Louis, MO bulk	\$315

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.

Milk Price Update

According to the Bob Cropp's Dairy Outlook (http://future.aae.wisc.edu/outlook/cropp_jul_12.pdf), "The milk price outlook beyond July and for the first half of 2013 is much higher than what was projected earlier. The final feed supply situation and feed prices for this fall and winter will be major factors determining how high milk prices will go. Class III futures have the August Class III at \$17.72, increasing to \$18.75 by September and staying well above \$18 through May of 2013. Class IV futures are \$15.75 for August, above \$16 for September through December and then staying at \$15.50 or higher through May of 2013. Could prices go even higher? The answer is yes, but higher prices could dampen both domestic sales and dairy exports that could hold down higher prices. Record dairy exports accounting for 13% of milk production on a total solids basis last year was a major factor for the Class III price reaching a record \$21.67 in August of last year. So exports will remain a major factor as to whether \$20 plus Class III prices could happen later this year and into 2013."

Milk Futures on the Chicago Mercantile Exchange

8-1-2012	Aug	Sept	Oct	Nov	Dec	Jan 13	Feb	Mar	Apr	May	June
Class III Futures	\$17.13	\$18.49	\$18.89	\$18.96	\$18.87	\$18.58	\$18.21	\$18.15	\$18.10	\$18.07	\$18.10
Class IV Futures	\$15.65	\$16.65	\$16.80	\$17.15	\$17.25	\$16.40	\$16.40	\$16.40	\$15.80	\$15.80	\$15.80
Butter Futures	\$1.64	\$1.66	\$1.66	\$1.68	\$1.68	\$1.69	\$1.69	\$1.70	\$1.70	\$1.70	\$1.70

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

Current USDA Milk Price Forecasts

7-17-2012	3rd Q 2012	4th Q 2012	1st Q 2013	2nd Q 2013
Class III Price	\$16.35 to \$16.75	\$15.90 to \$16.60	\$15.25 to \$16.25	\$16.25 to \$17.25
Class IV Price	\$13.90 to \$14.40	\$14.60 to \$15.40	\$14.65 to \$15.75	\$15.40 to \$16.50

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 Aug 02, 2012 MO Dept of Ag-USDA Market News

Missouri Weekly Hay Summary Week ending 08/03/12

While livestock producers continue to look for available hay, many have now also begun to seek alternative feeds. Everything from food factory waste to whatever can be rolled up off of failed crops is being considered. Demand for all types of hay remains very good, supplies are very light and prices are higher. 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)

Premium Alfalfa (RFV 170-185) 175.00-275.00

Fair to Good quality Alfalfa (RFV 130-170) 160.00-225.00

Good quality Mixed Grass hay 100.00-190.00

Fair to Good quality Mixed Grass hay 100.00-145.00

Fair quality Mixed Grass hay 55.00-95.00 per large round bale

Good quality Bromegrass 150.00-225.00

Fair quality Bromegrass 125.00-160.00

Wheat straw 2.00-6.00 per small square bale, 25.00-35.00 large round

Corn Stalks 60.00-100.00 per ton

CRP Hay 60.00-80.00 per ton

Soybean Bales 125.00-170.00 per ton

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

Craigslist

Craigslist has rapidly become a way for farmers to buy and sell hay, silage, corn stalks or other alternative feeds during this drought. The website is located at <http://www.craigslist.org>. If you are not used to using Craigslist, search for “hay” or “silage” in your area.

Drought Stressed Corn Silage

Making Silage from Drought-Damaged Corn (located at <http://ipm.missouri.edu/IPCM/2012/7/Making-Silage-from-Drought-Damaged-Corn/>) is an updated publication from MU's agronomy department. Nebraska guide, "The Use and Pricing of Drought-Stressed Corn," (found at <http://www.ianrpubs.unl.edu/e-public/pages/publicationD.jsp?publicationId=1048>) listed several popular rules of thumb for pricing corn silage.

The chart below is a quick pricing guide for standing corn silage, which captures the highly variable grain yields and volatile prices for this year's crop. The chart lists a seller's minimum price and a buyer's maximum price creating a range for negotiation. However, producers are encouraged to use a worksheet to estimate the value of silage in their particular situation, such as: MU - Estimating Silage Value to the Crop Producer (<http://extension.missouri.edu/p/G4591>) or Iowa State Extension Corn Silage Pricer (<http://www.extension.iastate.edu/agdm/crops/xls/a1-65cornsilagepricer.xls>)

Value of Standing Corn Silage under Different Yield and Corn Prices							
Corn Price: \$/bu at grain harvest time, net of discounts							
		\$6.50		\$7.00		\$7.50	
Corn Yield bu/acre	Seller's minimum Price	Buyer's maximum price	Seller's minimum Price	Buyer's maximum price	Seller's minimum Price	Buyer's maximum price	
10	\$ 18.71	\$ 21.60	\$ 20.43	\$ 23.32	\$ 22.16	\$ 25.05	
20	\$ 23.31	\$ 35.41	\$ 24.98	\$ 37.07	\$ 26.65	\$ 38.74	
30	\$ 25.39	\$ 39.94	\$ 27.10	\$ 41.65	\$ 28.80	\$ 43.35	
40	\$ 26.13	\$ 42.18	\$ 27.83	\$ 43.87	\$ 29.52	\$ 45.57	
50	\$ 26.71	\$ 43.56	\$ 28.41	\$ 45.26	\$ 30.11	\$ 46.96	
60	\$ 27.10	\$ 44.49	\$ 28.80	\$ 46.19	\$ 30.51	\$ 47.90	
70	\$ 27.27	\$ 45.11	\$ 28.97	\$ 46.81	\$ 30.67	\$ 48.50	
80	\$ 27.49	\$ 45.61	\$ 29.19	\$ 47.31	\$ 30.90	\$ 49.01	
90	\$ 27.59	\$ 45.96	\$ 29.28	\$ 47.66	\$ 30.98	\$ 49.36	
100	\$ 27.73	\$ 46.28	\$ 29.43	\$ 47.98	\$ 31.13	\$ 49.68	
110	\$ 27.85	\$ 46.54	\$ 29.55	\$ 48.25	\$ 31.25	\$ 49.95	
120	\$ 27.89	\$ 46.73	\$ 29.59	\$ 48.43	\$ 31.29	\$ 50.13	
Corn Price: \$/bu at grain harvest time, net of discounts							
		\$8.00		\$8.50		\$9.00	
Corn Yield bu/acre	Seller's minimum Price	Buyer's maximum price	Seller's minimum Price	Buyer's maximum price	Seller's minimum Price	Buyer's maximum price	
10	\$ 23.88	\$ 26.77	\$ 25.60	\$ 28.49	\$ 27.33	\$ 30.22	
20	\$ 28.31	\$ 40.41	\$ 29.98	\$ 42.07	\$ 31.65	\$ 43.74	
30	\$ 30.51	\$ 45.06	\$ 32.31	\$ 46.76	\$ 33.91	\$ 48.46	
40	\$ 31.22	\$ 47.26	\$ 32.91	\$ 48.96	\$ 34.61	\$ 50.65	
50	\$ 31.81	\$ 48.66	\$ 33.51	\$ 50.36	\$ 35.21	\$ 52.06	
60	\$ 32.21	\$ 49.60	\$ 33.91	\$ 51.31	\$ 35.62	\$ 53.01	
70	\$ 32.37	\$ 50.20	\$ 34.07	\$ 51.90	\$ 35.77	\$ 53.60	
80	\$ 32.60	\$ 50.72	\$ 34.30	\$ 52.42	\$ 36.00	\$ 54.12	
90	\$ 32.68	\$ 51.06	\$ 34.38	\$ 52.76	\$ 36.08	\$ 54.45	
100	\$ 32.83	\$ 51.38	\$ 34.53	\$ 53.08	\$ 36.23	\$ 54.79	
110	\$ 32.96	\$ 51.65	\$ 34.66	\$ 53.35	\$ 36.36	\$ 55.06	
120	\$ 32.99	\$ 51.83	\$ 34.69	\$ 53.53	\$ 36.39	\$ 55.23	

Drought Damaged Soybean for Hay or Silage

By Rob Kallenbach, MU Plant Science Extension

Given the dry weather across much of Missouri, many farmers are considering harvesting drought-damaged soybean for hay or silage. Soybean is a good alternative or emergency source of livestock feed if managed correctly. A few tips on how to handle soybean for forage are offered below.

Ideally, soybean hay or silage should be harvested when 50% of the pods have immature beans. Under severe drought conditions, the pods may never develop or develop erratically. Fortunately, soybean makes decent quality hay or silage at any stage before the beans fully develop. Quality of soybean hay is quite variable but typically contains 16 to 19% crude protein and 50 to 55% TDN if harvested when 50% of the pods have immature beans. Once leaf-drop starts, forage quality drops rapidly and soybean probably should not be harvested for forage after this point.

A common problem with soybean hay is that the immature beans dry slowly in the pods and often mold inside the hay. Crimping the hay with a mower conditioner will make the drying more even, but the pods are still the slowest drying part of the plant. Waiting to bale until the pods dry fully reduces this problem, although more leaves will be lost. Chopping soybean for traditional silage or making them into baleage (bale silage) will minimize this problem. If making soybean into silage, the ideal moisture content for storage is 55%.

Another problem with soybean hay is that it does not weather well when stored outside. Large round bales of soybean hay left unprotected from the rain deteriorate much more rapidly than grass hay. It is common to lose 50% of the forage to weathering if the hay is left unprotected. Storing soybean hay in a well-drained and covered stack or in a barn is imperative. Net wrap helps keep the bales in better shape for feeding than does twine.

Often, soybean hay is stemmy and may be refused by livestock. Typically, 10-20% of soybean hay is wasted during feeding due to the coarse stems. If soybean is harvested for silage, or if soybean hay is chopped in a tub grinder, cattle will eat almost all of it. However, the stem contains high levels of fiber and low amounts of digestible nutrients. It may be more economical to simply feed more hay and let the cows leave the stems.

A word of caution: soybean treated with many herbicides can NOT be used for livestock feed. If in doubt, READ THE LABEL! A recent ICPM newsletter article by Kevin Bradley outlines the label restrictions for many commonly used herbicides <http://ipm.missouri.edu/IPCM/2012/7/Considering-Your-Grazing-Haying-and-Silage-Options-for-Herbicide-treated-Corn-and-Soybean/>

Cost of Drought Stressed Soybeans as Baleage

Need help estimating the cost of drought stressed soybeans as baleage? Download this University of Missouri spreadsheet (<http://agebb.missouri.edu/dairy/feed/DroughtStressedSoybeansasBaleage.xlsx>) which will help you understand the key factors in making this assessment. Costs are given on a bale, ton, and dry matter basis.



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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>