



# Sho-MO Dairy Heifer Growers Association

Newsletter

Spring 2013

## Heifer Price Update

Check the Heifers web page (<http://dairy.missouri.edu/heifers/>) on the Missouri Dairy 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 April 11, 2013		Price per Head
Springer heifers bred (7 to 9 months) (Supreme and Approved)		\$1,000 to \$1,400
Crossbreds (Supreme and Approved)		\$950 to \$1,200
Heifers bred (4 to 6 months) (Supreme and Approved)		\$1,010 to \$1,310
Crossbreds (Supreme and Approved)		\$1,020
Heifers bred (1 to 3 months) (Supreme and Approved)		\$920 to \$1,150
Crossbreds (Supreme and Approved)		N/A
Open heifers (500 to 700 lbs) (Approved)		\$475 to \$610
Crossbreds (Approved)		\$400 to \$560
SOURCE: MO Dept of Ag-USDA Mkt News Service ( <a href="http://www.ams.usda.gov/mnreports/jc_ls130.txt">http://www.ams.usda.gov/mnreports/jc_ls130.txt</a> )		

Springfield, Missouri on March 26, 2013		Price per Head
Springer heifers bred (7 to 9 months) (Supreme and Approved)		\$1,050 to \$1,440
Crossbreds (Approved)		\$975 to \$1,325
Heifers bred (3 to 6 months) (Supreme and Approved)		\$1,100 to \$1,240
Crossbreds (Approved)		\$975 to \$1,050
Heifers bred (1 to 3 months) (Supreme and Approved)		\$920 to \$1,080
Crossbreds (Approved)		N/A
Open heifers (500 to 700 lbs) (Approved)		\$490 to \$620
Crossbreds (Approved)		\$470 to \$580
SOURCE: MO Dept of Ag-USDA Mkt News Service ( <a href="http://www.ams.usda.gov/mnreports/jc_ls131.txt">http://www.ams.usda.gov/mnreports/jc_ls131.txt</a> )		

U.S. vs. Missouri Replacement Cow Prices							
Dollars Per Head	3rd Q. 2011	4th Q. 2011	1st Q. 2012	2nd Q. 2012	3rd Q. 2012	4th Q. 2012	1st Q. 2013
U.S.	\$1,480	\$1,480	\$1,460	\$1,440	\$1,420	\$1,390	\$1,370
Missouri	\$1,290	\$1,270	\$1,200	\$1,300	\$1,200	\$1,100	\$1,200
SOURCE: USDA Agricultural Prices Report ( <a href="http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1002">http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1002</a> )							

# Co-Product Feed Price Update

Check the Co-products web page (<http://agebb.missouri.edu/dairy/byprod/bpmenu.asp>) on the Missouri Dairy Resource Guide for the latest feed prices in Missouri and around the country. Here is information on the latest price listings as of April 18, 2013.

## Brewers Grain, Pressed (73% mstr)

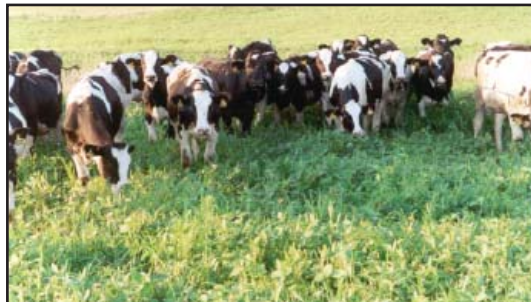
Company Name/Location	Phone #	Notes	Price/Ton
Commodities Specialists --St. Louis, MO	800-767-4092	Del 50 mi, 32% CP, 0.83 NEL, 9.1% FAT	Out
Commodities Specialists --St. Louis, MO	800-767-4092	Del 100 mi	Out
Commodities Specialists --St. Louis, MO	800-767-4092	Del 200 mi	Out
Commodities Specialists --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 \$207 High Aflatoxin, \$230 Low Aflatoxin	\$218.50
Roquette America -- Keokuk, IA	800-553-7080	FOB Keokuk, IA	\$195
Livestock Nutrition Center -- Chickasha, OK	405-224-9696	FOB Chickasha, OK	\$250
NutraAg, LLC -- Versailles, MO	573-378-2800	Mixing and Delivery of Products Avail.	\$235
NEMO Feed, LLC. --Baring, MO	660-892-4537	FOB Baring, MO	\$220
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	All products FOB Warrensburg	\$270
Fairview Mills, Inc. --Anderson, MO	417-214-0974	FOB Joplin, MO	\$216
High Plains Commodities --Greenwood, MO	816-744-8804	FOB Springfield, MO	\$225
Key Ingredients --Plymouth, MN	763-476-5957	FOB S MO \$198-\$210	\$204

## Cottonseed, Whole

Company Name/Location	Phone #	Notes	Price/Ton
Lackawanna Products --Clarence, NY	716-633-1940	FOB Memphis, TN	\$280
Matthews Cotton Co. --Sikeston, MO	573-471-3790	FOB Matthews, MO	Out
Riley Cotton Co. --New Madrid, MO	573-748-5574	FOB New Madrid	Out
Stoddard County Cotton -- Bernie, MO	573-293-4621	FOB Bernie, MO	\$285
Gavilon 5 -- Omaha, NE	402-889-4389	FOB Kennett, MO	\$270



# 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	\$250
MGP Ingredients --Atchison, KS	913-360-5253	FOB Atchison, KS	\$235
Bartlett and Company --Kansas City, MO	800-801-7279	FOB Malta Bend, MO	\$242
NutraAg, LLC --Versailles, MO	573-378-2800	FOB Versailles, MO	\$305
NEMO Feed, LLC --Baring, MO	660-892-4537	FOB Baring, MO	\$265
Poet Nutrition --Sioux Falls, SD	888-327-8799	FOB Laddonia, MO	\$230
Weigand Feed & Grain --Warrensburg, MO	660-909-3882		\$350
Ray-Carroll County Grain Growers -- Richmond, MO	800-722-4407	FOB Carrollton, MO	\$235
Gavilon 2 -- Omaha, NE	402-889-4384	FOB MO (will quote dlvd)	\$245
New Balance Commodities --Nodaway, IA	712-785-3766	FOB MO	\$245
Trade Comm --Rick Hill, MO	660-679-7830	FOB Rich Hill, MO	\$260

## 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	\$260
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$275
ADM --Quincy, IL	800-448-7692		\$245
NutraAg, LLC --Versailles, MO	573-378-2800		\$286
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.	\$255
Agri Trading --Hutchinson, MN	800-328-5189	FOB St. Joseph	\$242
Trade Comm --Rich Hill, MO	660-679-7830	FOB Rich Hill, MO	\$220
Gavilon 5 -- Omaha, NE	402-889-4389	FOB St. Joseph	\$235
Bunge North America 2 --Cairo, IL	618-734-4141 x226	FOB Cairo, IL	Out
Gavilon 5 -- Omaha, NE	402-889-4389	FOB Emporia, KS	\$235
ADM Processing Deerfield -- Deerfield, MO	417-927-3400 x13104	FOB Deerfield, MO May \$265	\$270

## 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	\$260
ADM --Lincoln, NE	866-268-6196	FOB Arkansas City, KS	\$225
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 FEB	\$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.

# Milk Price Update

According to the Bob Cropp's Dairy Outlook ([http://lacrosse.uwex.edu/files/2010/10/Dairy-Situation-and-Outlook-3\\_19\\_13.pdf](http://lacrosse.uwex.edu/files/2010/10/Dairy-Situation-and-Outlook-3_19_13.pdf)),

“Despite widespread drought last year and high feed prices milk production continues to run above year ago levels, but up just slightly. USDA’s release of February’s milk production when adjusted for leap year showed production compared to a year earlier up just 0.1% for the 23 reporting states and estimated to be even for the U.S.”

“With milk production running above a year ago dairy product production is also higher. January production compared to a year ago shows butter up 2.6%, cheddar cheese up 2.9% and total cheese up 2.4%. Exports have been lighter and domestic buyers have not been aggressive resulting in increased stocks. January 31st stocks compared to a year ago shows butter up 21.3% (increased 35% since the end of December), American cheese up just 0.2% and total cheese up 1.2%. Stocks of nonfat dry milk were up 57.2% and dry whey stocks up 17.5%.”

“I still feel the probability of Class III reaching and holding at \$19 plus by summer and fall as current futures show is quite high. But, as mentioned before the crop conditions and resulting feed prices this summer and fall will be critical to milk production and final milk prices the last half of the year.”

## Milk Futures on the Chicago Mercantile Exchange

4-16-2013	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan 14	Feb
Class III Futures	\$17.64	\$19.01	\$19.47	\$19.37	\$19.33	\$19.25	\$19.05	\$18.80	\$18.43	\$18.00	\$17.62
Class IV Futures	\$18.30	\$18.95	\$20.30	\$20.37	\$20.30	\$20.34	\$20.04	\$19.79	\$19.48	\$18.55	\$18.55

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

## Current USDA Milk Price Forecasts

4-16-2013	1st Q 2013	2nd Q 2013	3rd Q 2013	4th Q 2013
Class III Price	\$17.44	\$17.60 to \$18.00	\$18.30 to \$19.00	\$18.10 to \$19.10
Class IV Price	\$17.71	\$18.05 to \$18.55	\$18.50 to \$19.30	\$18.15 to \$19.25

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://dairy.missouri.edu/mkt/>) on the Missouri Dairy Resource Guide.



# Missouri Weekly Hay Summary

Jefferson City, MO Thu Apr 18, 2013 MO Dept of Ag-USDA Market News

Missouri Weekly Hay Summary Week ending 04/19/2013

The April 14 Crop Progress and Condition report shows most of the state to be nearly two weeks behind on corn planting, and with rain across much of the state each day since that report, many are speculating it could be as much a two more weeks before work is underway. That would create a longer setback in planting than seen in several years. That same report shows pasture conditions 32 percent very poor and poor with 52 percent seen as adequate. Little change is expected in the hay market until pasture conditions improve and first cuttings can begin. Hay supply is light, demand is light and prices are steady. The 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 quality Alfalfa (RFV 170-185) 225.00-300.00

Good quality Alfalfa (RFV 150-170) 195.00-255.00

Fair quality Alfalfa (RFV 130-150) 125.00-180.00

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 55.00-75.00 per large round bale

Wheat straw 3.00-5.00 per small square bale

Source: MO Dept of Ag-USDA Market News Service, Jefferson City, MO

Sarah Wilkinson, Market Reporter, 573-751-5618

24 Hour Recorded Report 1-573-522-9244

[www.ams.usda.gov/mnreports/JC\\_GR310.txt](http://www.ams.usda.gov/mnreports/JC_GR310.txt)

# Missouri Dairy Heifer Budget - April 2013

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 2013. This downloadable Excel spreadsheet of the Contract Grower Cost Estimator Tool is available at: <http://dairy.missouri.edu/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	\$119.34	111	\$1.08
6 to 12 months	\$216.12	171	\$1.26
12 to 24 months	\$661.03	350	\$1.89
<b>Total (Arrival to 24 months)</b>	<b>\$996.49</b>	<b>632</b>	<b>\$1.58</b>

## 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	\$21.62
4. Feed	\$996.49
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	\$80.60
16. Planned profit margin	\$100.00

TOTAL COST PER HEIFER RAISED \$/head (includes purchase cost)	\$1,718
TOTAL COST PER HEIFER RAISED \$/day (excludes purchase cost)	\$2.32
TOTAL COST PER HEIFER RAISED \$/lb gain (excludes purchase cost)	\$1.31

Funding for this project provided by the Missouri Dairy Growth Council

## Missouri Dairy Grazing Conference

Mark **October 23-25, 2013** on your calendar for the Missouri Dairy Grazing Conference. This year's conference will be a great opportunity for dairy graziers to network with other producers and industry professionals. See emerging research and how different systems are performing and evolving to deal with challenges such as drought and changing cost structures.

Featuring:

- Farm tours and demonstrations.
- A trade show featuring the latest in grazing technology.
- Networking opportunities. In 2011, approximately 275 people attended from a total of 24 U.S. states and three countries.
- Presentations from farmers, university specialists and allied industry.
- Current agenda can be found at <http://dairy.missouri.edu/grazing/conference/agenda.pdf>.

To learn more at the Missouri Dairy Grazing Conference, visit us at:  
<http://dairy.missouri.edu/grazing/conference/>

## Economic Contribution of the Missouri Dairy Product Manufacturing Industry

A study was completed by the Commercial Agriculture Program with University of Missouri Extension to assess the economic contribution of Missouri's dairy product manufacturing industries to the state's economy. Missouri's past history as a major milk producing state endowed the state with a diverse dairy product manufacturing sector that is a major employer.

As of 2011, Missouri's dairy product manufacturing industries directly employed 5,515 workers. Average wages of \$46,850 per worker created a total state payroll of \$258 million. Missouri's dairy manufacturing plants produced an estimated \$4.4 billion worth of dairy products.

The total economic contribution of the dairy product manufacturing industries upon Missouri's economy was developed using estimated revenue and economic modeling software to capture all of the multiplier effects. In 2011, Missouri's dairy product manufacturing industry revenues translated into statewide total economic output worth \$7.7 billion. Including all the direct, indirect, and induced jobs stimulated by Missouri's dairy product manufacturing industries, a total of 23,297 jobs were supported. These jobs provided \$1.2 billion in labor income to Missourians in 2011. Missouri's gross domestic product (GDP) was \$2.0 billion larger due to the value added by Missouri's dairy product manufacturing industries.

Complete copy of the report can be obtained at:  
<http://dairy.missouri.edu/dairylinks/DairyMfgEconImpact.pdf>



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