



Sho-MO Dairy Heifer Growers Association

Newsletter

April 2014

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 10, 2014		Price per Head
Springer heifers bred (7 to 9 months) (Supreme and Approved)		\$1,400 to \$2,350
Crossbreds (Supreme and Approved)		\$1,225 to \$1,540
Heifers bred (4 to 6 months) (Supreme)		\$1,185 to \$1,975
Crossbreds (Medium)		N/A
Heifers bred (1 to 3 months) (Approved)		\$1,175 to \$1,375
Crossbreds (Approved)		\$1,110 to \$1,400
Open heifers (500 to 700 lbs) (Approved and Medium)		\$590 to \$1,120
Crossbreds (Approved and Medium)		\$500 to \$825
SOURCE: MO Dept of Ag-USDA Mkt News Service (http://www.ams.usda.gov/mnreports/jc_ls130.txt)		

Springfield, Missouri on March 25, 2014		Price per Head
Springer heifers bred (7 to 9 months) (Supreme and Approved)		\$1,700 to \$2,110
Crossbreds (Medium)		\$1,025 to \$1,350
Heifers bred (3 to 6 months) (Supreme and Approved)		\$1,355 to \$1,890
Crossbreds (Approved)		\$1,500 to \$1,725
Heifers bred (1 to 3 months) (Supreme and Approved)		\$1,360 to \$1,600
Crossbreds (Medium)		N/A
Open heifers (500 to 700 lbs) (Approved)		\$760 to \$950
Crossbreds (Approved)		N/A
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. 2012	4th Q. 2012	1st Q. 2013	2nd Q. 2013	3rd Q. 2013	4th Q. 2013	1st Q. 2014
U.S.	\$1,420	\$1,390	\$1,370	N/A	N/A	\$1,400	\$1,440
Missouri	\$1,200	\$1,100	\$1,200	N/A	N/A	\$1,200	\$1,280
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 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 10, 2014.

Brewers Grain, Pressed (73% mstr)			
Company Name/Location	Phone #	Notes	Price/Ton
Commodities Specialists --St. Louis, MO	800-767-4092	FOB St. Louis, 32% CP, 0.83 NEL, 9.1% FAT	\$64
Commodities Specialists --St. Louis, MO	800-767-4092	Del 50 mi	\$65
Commodities Specialists --St. Louis, MO	800-767-4092	Del 100 mi	\$67
Commodities Specialists --St. Louis, MO	800-767-4092	Del 200 mi	\$76

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	\$205
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.	\$255
NEMO Feed, LLC. --Baring, MO	660-892-4537	FOB Baring, MO	\$225
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	All products FOB Warrensburg	\$225
Key Ingredients, Inc. -- Plymouth, MN	763-476-5957	FOB S MO (\$205-210)	\$207.50
Wilbur-Ellis Co Feed Division -- Valley Center, KS	417-214-0974	FOB Joplin, MO	\$218

Cottonseed, Whole			
Company Name/Location	Phone #	Notes	Price/Ton
Lackawanna Products --Clarence, NY	716-633-1940	FOB Memphis, TN	\$430
Riley Cotton Co. --New Madrid, MO	573-748-5574	FOB New Madrid	Out
Stoddard County Cotton -- Bernie, MO	573-293-4621	FOB Bernie, MO	\$450
Gavilon 5 -- Omaha, NE	402-889-4389	FOB Kennett, MO	\$435



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	\$255
MGP Ingredients --Atchison, KS	913-360-5253	FOB Atchison, KS	\$240
Bartlett and Company --Kansas City, MO	800-801-7279	FOB Malta Bend, MO	\$250
NutraAg, LLC --Versailles, MO	573-378-2800	FOB Versailles, MO	\$280
NEMO Feed, LLC --Baring, MO	660-892-4537	FOB Baring, MO	\$265
Poet Nutrition --Sioux Falls, SD	888-327-8799	FOB Macon, MO	\$260
Poet Nutrition --Sioux Falls, SD	888-327-8799	FOB Laddonia, MO	\$260
Weigand Feed & Grain --Warrensburg, MO	660-909-3882		\$270
Ray-Carroll County Grain Growers -- Richmond, MO	800-722-4407	FOB Carrollton, MO	\$252
Gavilon 2 -- Omaha, NE	402-889-4384	FOB MO (will quote dlvd)	\$235
New Balance Commodities --Nodaway, IA	712-785-3766	FOB MO	\$240
Trade Comm --Rich Hill, MO	660-679-7830	FOB Rich Hill, MO	\$265

Soy Hulls, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
ADM -- Decatur, IL	800-447-2302 x5949	FOB Decatur, IL	\$200
Livestock Nutrition Center -- Chickasha, OK	405-224-9696	FOB Chickasha, OK	\$245
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO (\$225-230)	\$227.50
ADM --Quincy, IL	800-448-7692		\$200
NutraAg, LLC --Versailles, MO	573-378-2800		\$237
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	Delivery available on byproducts	\$200
NEMO Feed, LLC --Baring, MO	660-892-4537	Byprods + add mineral pacs, del avail.	\$215
Agri Trading --Hutchinson, MN	800-328-5189 x14	FOB St. Joseph	\$210
Trade Comm --Rich Hill, MO	660-679-7830	FOB Rich Hill, MO	\$190
Gavilon 5 -- Omaha, NE	402-889-4389	FOB St. Joseph	\$205
Bunge North America 2 --Cairo, IL	618-734-4141 x226	FOB Cairo, IL	Out
Gavilon 5 -- Omaha, NE	402-889-4389	FOB Emporia, KS	\$205
ADM Processing Deerfield -- Deerfield, MO	417-927-3400 x13104	FOB Deerfield, MO Nov-Mar \$190	\$225

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	\$233
ADM --Lincoln, NE	866-268-6196	FOB Arkansas City, KS	\$185
CyberAgFeed Co, Inc. --N Kansas City, MO	800-892-5859	FOB St. Louis, MO bulk	\$165

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 Bob Cropp's March Dairy Outlook (http://future.aae.wisc.edu/outlook/cropp_mar_14.pdf), "The February Class III price was a record \$23.35 and will be near that for March. The February Class IV price was a record \$23.46 and will be near \$23.60 for March. The February average U.S. All Milk Price was a record \$24.70 and will average near \$25 for March."

"Domestic sales and exports have tightened stocks of dairy products. The latest stock report is for January 31st stocks. Compared to a year ago butter stocks were 33% lower, American cheese stocks and total cheese stocks were both 2% lower. Nonfat dry milk stocks were 25% lower and dry whey stocks 8% lower."

"California's milk production continues to improve after production declining 1.3% last year. Compared to a year earlier California's milk production was up 4.4% in January and 5.3% in February. California has added milk cows and improved milk per cow. The severe drought is not impacting milk production at this time."

"Milk production is also improving in the major exporting countries of the EU-28, New Zealand, and Argentina with Australia the exception. So more dairy products will be available for export. But, with current world stocks of dairy products rather tight and world demand remains strong led by China it will take some time to rebuild stocks. U.S. exports may slow the last half of the year but yet total 13% to 14% of U.S. milk production on a total solids basis for the year."

"So we can expect milk prices to average lower for the second half of the year, but no sharp decline in milk prices is anticipated. The Class III price which now is over \$23 is likely to be in the \$20 to \$19 range by early summer and end the year near \$18. If this holds the Class III price for the year will average well over \$19 compared the average of \$17.99 last year. The U.S. All Milk Price will average over \$21 compared to \$20.01 last year. Current Class III futures are at levels that would support prices even a little higher than this."

Milk Futures on the Chicago Mercantile Exchange

4-11-2014	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan 15	Feb
Class III Futures	\$24.02	\$21.50	\$20.05	\$19.55	\$19.45	\$19.41	\$19.04	\$18.71	\$18.35	\$18.17	\$18.07
Class IV Futures	\$23.40	\$21.71	\$20.76	\$20.30	\$20.00	\$20.00	\$19.70	\$19.54	\$19.15	\$18.40	\$18.00

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

Current USDA Milk Price Forecasts

3-14-2014	1st Q 2014	2nd Q 2014	3rd Q 2014	4th Q 2014
Class III Price	\$22.20 to \$22.40	\$19.70 to \$20.20	\$17.55 to \$18.35	\$16.30 to \$17.30
Class IV Price	\$22.80 to \$23.10	\$21.20 to \$21.80	\$19.35 to \$20.25	\$18.05 to \$19.15

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 MO Dept of Ag-USDA Market News

Missouri Weekly Hay Summary Week ending 4/11/2014

Green is the color of the week, while field work is the theme.

The state is buzzing with activity, but the hay market is not. Few sales were made in the last week. Hay supply is heavy, demand is light, and prices are weak. 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 price listed as round bales based generally on 5x6 bales with weights of approximately 1200-1500 lbs).

Premium quality Alfalfa (RFV 170-180) 150.00-190.00

Good quality Alfalfa (RFV 150-170) 120.00-160.00

Fair quality Alfalfa (RFV 130-150) 100.00-120.00

Good quality Mixed Grass hay 75.00-95.00

Fair to Good quality Mixed Grass hay 40.00-65.00

Fair quality Mixed Grass hay 20.00-35.00 per large round bale

Fair to Good quality Bromegrass 50.00-70.00

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

Website: www.ams.usda.gov/mnreports/JC_GR310.txt

Missouri Dairy Heifer Budget - April 2014

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 2014. 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	\$122.67	111	\$1.11
6 to 12 months	\$207.91	171	\$1.22
12 to 24 months	\$634.05	350	\$1.81
Total (Arrival to 24 months)	\$964.63	632	\$1.53

Jack & Jill Heifer Ranch
Buy at 200 pounds -- Sell at 24 months
Cost Estimate

COSTS PER HEIFER:

1. Initial cost of heifer	\$400.00
2. Net cost of culls	\$51.00
3. Death loss	\$23.45
4. Feed	\$964.63
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	\$93.37
16. Planned profit margin	\$100.00
TOTAL COST PER HEIFER RAISED \$/head (includes purchase cost)	\$1,853
TOTAL COST PER HEIFER RAISED \$/day (excludes purchase cost)	\$2.30
TOTAL COST PER HEIFER RAISED \$/lb gain (excludes purchase cost)	\$1.30

Funding for this project provided by the Missouri Dairy Growth Council

Sign-Up Date for Disaster Assistance Programs

(COLUMBIA, Mo.), April 7, 2014 - U.S. Department of Agriculture (USDA) Farm Service Agency (FSA) Administrator Juan M. Garcia announced today that farmers and ranchers can sign-up for disaster assistance programs, reestablished and strengthened by the 2014 Farm Bill, beginning Tuesday, April 15, 2014.

“President Obama and Secretary Vilsack made it a priority to begin enrollment for these programs,” said Garcia. “For farmers and ranchers who have been awaiting disaster assistance, help is on the way.”

The Livestock Indemnity Program (LIP) and the Livestock Forage Disaster Program (LFP) will provide payments to eligible producers for livestock deaths and grazing losses that have occurred since the expiration of the livestock disaster assistance programs in 2011, and including calendar years 2012, 2013, and 2014.

Enrollment also begins on April 15 for producers with losses covered by the Emergency Assistance for Livestock, Honeybees, and Farm-Raised Fish Program (ELAP) and the Tree Assistance Program (TAP) in 2011, when the programs expired, through 2014.

“Missouri’s producers have encountered several extreme weather conditions over the past few years, from a historic drought, to flooding, to extreme cold and snow,” said Mark Cadle, state executive director for Missouri FSA. “These programs will help our producers recover from these disasters and help sustain Missouri’s livestock industry.”

LIP provides compensation to eligible livestock producers who have suffered livestock death losses in excess of normal mortality due to adverse weather and attacks by animals reintroduced into the wild by the federal government or protected by federal law. LFP provides compensation to eligible livestock producers who have suffered grazing losses due to drought or fire. ELAP provides emergency assistance to eligible producers of livestock, honeybees and farm-raised fish who have losses due to disease, adverse weather, or other conditions, such as wildfires. TAP provides financial assistance to qualifying orchardists and nursery tree growers to replant or rehabilitate eligible trees, bushes and vines damaged by natural disasters.

“To expedite applications, all producers who experienced losses are encouraged to bring records documenting those losses to their local FSA county office,” said Cadle.

Producers also are encouraged to contact their county office ahead of time to schedule an appointment.

For more information, producers are encouraged to review the 2014 Farm Bill Fact Sheet, check out the LIP, LFP, ELAP and TAP fact sheets online at www.fsa.usda.gov or visit any USDA Service Center.

News Releas Contact: Rod Bealer (573) 876-0930, rod.bealer@mo.usda.gov or Dana Rogge (573) 876-0934, dana.rogge@mo.usda.gov

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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