



# Sho-MO Dairy Heifer Growers Association

Newsletter

January 2015

## 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<br>on January 8, 2015  |  | Price per Head     |
|--|--|--------------------|
| Springer heifers bred (7 to 9 months) (Supreme and Approved)   |  | \$1,750 to \$1,850 |
| Crossbreds (Supreme)   |  | N/A                |
| Heifers bred (4 to 6 months) (Supreme and Approved)  |  | Scarce             |
| Crossbreds (Approved)  |  | N/A                |
| Heifers bred (1 to 3 months) (Approved)  |  | \$1,400 to \$1,600 |
| Crossbreds (Approved)  |  | N/A                |
| Open heifers (500 to 700 lbs) (Approved)   |  | \$795              |
| Crossbreds (Approved)  |  | \$710              |
| SOURCE: MO Dept of Ag-USDA Mkt News Service<br>( <a href="http://www.ams.usda.gov/mnreports/jc_ls130.txt">http://www.ams.usda.gov/mnreports/jc_ls130.txt</a> ) |  |                    |

| Springfield, Missouri<br>on December 16, 2014  |  | Price per Head     |
|--|--|--------------------|
| Springer heifers bred (7 to 9 months) (Supreme and Approved)   |  | \$1,650 to \$2,425 |
| Crossbreds (Approved)  |  | \$1,500 to \$1,525 |
| Heifers bred (3 to 6 months) (Supreme and Approved)  |  | \$1,600 to \$2,135 |
| Crossbreds (Approved)  |  | \$1,575            |
| Heifers bred (1 to 3 months) (Approved)  |  | \$1,400 to \$1,660 |
| Crossbreds (Supreme)   |  | \$1,700            |
| Open heifers (500 to 700 lbs) (Approved)   |  | \$750 to \$1,000   |
| Crossbreds (Approved)  |  | \$680 to \$840     |
| SOURCE: MO Dept of Ag-USDA Mkt News Service<br>( <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   | 2nd Q. 2013 | 3rd Q. 2013 | 4th Q. 2013 | 1st Q. 2014 | 2nd Q. 2014 | 3rd Q. 2014 | 4th Q. 2014 |
| U.S.   | N/A         | N/A         | \$1,400     | \$1,440     | \$1,810     | \$1,970     | \$2,120     |
| Missouri   | N/A         | N/A         | \$1,200     | \$1,280     | N/A         | N/A         | N/A         |
| SOURCE: USDA Agricultural Prices Report<br>( <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 January 15, 2015.

## Brewers Grain, Pressed (73% mstr)

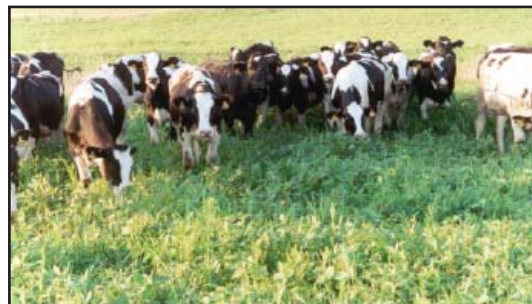
| Company Name/Location                   | Phone #      | Notes                                     | Price/Ton |
|---|--------------|---|-----------|
| Commodities Specialists --St. Louis, MO | 800-767-4092 | FOB St. Louis, 32% CP, 0.83 NEL, 9.1% FAT | \$59      |
| Commodities Specialists --St. Louis, MO | 800-767-4092 | Del 50 mi                                 | \$61      |
| Commodities Specialists --St. Louis, MO | 800-767-4092 | Del 100 mi                                | \$63      |
| Commodities Specialists --St. Louis, MO | 800-767-4092 | Del 200 mi                                | \$73      |

## Corn Gluten Feed, Pelleted

| Company Name/Location                              | Phone #      | Notes                                  | Price/Ton |
|--|--------------|--|-----------|
| Lackawanna Products --Clarence, NY                 | 716-633-1940 | FOB Springfield, MO                    | \$165     |
| Roquette America -- Keokuk, IA                     | 800-553-7080 | FOB Keokuk, IA                         | \$175     |
| NutraAg, LLC -- Versailles, MO                     | 573-378-2800 | Mixing and Delivery of Products Avail. | \$205     |
| NEMO Feed, LLC. --Baring, MO                       | 660-892-4537 | FOB Baring, MO                         | \$195     |
| Weigand Feed & Grain --Warrensburg, MO             | 660-909-3882 | FOB Warrensburg Semi loads only        | \$170     |
| Key Ingredients, Inc. -- Plymouth, MN              | 763-476-5957 | FOB S MO (\$170-185)                   | \$177.50  |
| Wilbur-Ellis Co Feed Division -- Valley Center, KS | 417-214-0974 | FOB Joplin, MO                         | \$175     |

## Cottonseed, Whole

| Company Name/Location                              | Phone #      | Notes           | Price/Ton |
|--|--------------|-----------------|-----------|
| Lackawanna Products --Clarence, NY                 | 716-633-1940 | FOB TN area     | \$275     |
| Riley Cotton Co. --New Madrid, MO                  | 573-748-5574 | FOB New Madrid  | Out       |
| Stoddard County Cotton -- Bernie, MO               | 573-293-4621 | FOB Bernie, MO  | \$290     |
| Gavilon 5 -- Omaha, NE                             | 402-889-4389 | FOB Kennett, MO | \$270     |
| Wilbur-Ellis Co Feed Division -- Valley Center, KS | 417-214-0974 | FOB Joplin, MO  | \$315     |



# 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 Pellets \$185 | \$210     |
| MGP Ingredients --Atchison, KS                      | 913-360-5253 | FOB Atchison, KS                  | \$180     |
| Bartlett and Company --Kansas City, MO              | 800-801-7279 | FOB Malta Bend, MO                | \$190     |
| NutraAg, LLC --Versailles, MO                       | 573-378-2800 | FOB Versailles, MO                | \$235     |
| NEMO Feed, LLC --Baring, MO                         | 660-892-4537 | FOB Baring, MO                    | \$205     |
| Poet Nutrition --Sioux Falls, SD                    | 888-327-8799 | FOB Macon, MO                     | \$192     |
| Poet Nutrition --Sioux Falls, SD                    | 888-327-8799 | FOB Laddonia, MO                  | \$192     |
| Weigand Feed & Grain --Warrensburg, MO              | 660-909-3882 | FOB Warrenton - Semi loads only   | \$160     |
| Ray-Carroll County Grain Growers --<br>Richmond, MO | 800-722-4407 | FOB Carrollton, MO                | \$190     |
| Gavilon 2 -- Omaha, NE                              | 402-889-4384 | FOB MO (will quote dlvd)          | \$175     |
| New Balance Commodities --Nodaway, IA               | 712-785-3766 | FOB MO                            | \$175     |
| Trade Comm --Rich Hill, MO                          | 660-679-7830 | FOB Rich Hill, MO                 | \$205     |

## Soy Hulls, Pelleted

| Company Name/Location                     | Phone #             | Notes   | Price/Ton |
|---|---------------------|---|-----------|
| ADM -- Decatur, IL                        | 800-447-2302 x5949  | FOB Decatur, IL   | \$125     |
| Lackawanna Products --Clarence, NY        | 716-633-1940        | FOB Springfield, MO   | \$175     |
| ADM --Quincy, IL                          | 800-448-7692        |   | \$140     |
| NutraAg, LLC --Versailles, MO             | 573-378-2800        |   | \$175     |
| Weigand Feed & Grain --Warrensburg, MO    | 660-909-3882        | FOB Warrensburg. Semi loads only.<br>Delivery available on byproducts | \$180     |
| NEMO Feed, LLC --Baring, MO               | 660-892-4537        | Byprods + add mineral pacs, del avail.                                | \$165     |
| Agri Trading --Hutchinson, MN             | 800-328-5189 x14    | FOB St. Joseph  | \$120     |
| Kent Nutrition Group -- Muscatine, IA     | 866-647-1212 x3     | FOB Kansas City   | \$130     |
| Gavilon 5 -- Omaha, NE                    | 402-889-4389        | FOB St. Joseph  | \$135     |
| Bunge North America 2 --Cairo, IL         | 618-734-4141 x226   | FOB Cairo, IL   | \$140     |
| Gavilon 5 -- Omaha, NE                    | 402-889-4389        | FOB Emporia, KS   | \$145     |
| ADM Processing Deerfield -- Deerfield, MO | 417-927-3400 x13104 | FOB Deerfield, MO   | \$150     |

## Wheat Midds, Pelleted

| Company Name/Location                    | Phone #      | Notes                  | Price/Ton |
|--|--------------|------------------------|-----------|
| ADM --Lincoln, NE                        | 866-268-6196 | FOB Arkansas City, KS  | \$175     |
| CyberAgFeed Co, Inc. --N Kansas City, MO | 800-892-5859 | FOB St. Louis, MO bulk | \$160     |

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 December Dairy Outlook ([http://future.aae.wisc.edu/outlook/cropp\\_dec\\_14.pdf](http://future.aae.wisc.edu/outlook/cropp_dec_14.pdf)), "Milk prices for 2015 have been lowered from earlier forecasts. Milk prices are forecasted lower for two reasons—lower dairy exports and a higher level of milk production."

"The strengthening of the U.S. dollar is also impacting exports. U.S. dairy exports were setting new records accounting for 17.7% of U.S. milk production back in March. But, with falling world prices exports started to slow. Butter exports through April were more than double the year before, but by May they fell below year ago levels. Nonfat dry milk exports fell below year ago levels by August and cheese by October. October exports compared to a year ago were down 82% for butter, 3% for cheese, 25% for nonfat dry milk and 9% for dry whey. October exports had fallen to 14.4% of U.S. milk production."

"The December Class III price will be near \$17.75 compared to the peak of \$24.60 back in September and \$21.94 in November. But, as we move into 2015 increased milk production and lower exports means milk prices will fall further. By January the Class III price could be down to about \$16.30 and falling to the \$15's February through August before showing some strength and peaking in the high 16's in October or November. Some forecasters have the Class III price falling below \$15 this spring which is not without a possibility."

### Milk Futures on the Chicago Mercantile Exchange

| 1-15-2015         | Jan     | Feb     | Mar     | Apr     | May     | June    | July    | Aug     | Sept    | Oct     | Nov     |
|-------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Class III Futures | \$16.02 | \$14.48 | \$14.10 | \$13.78 | \$14.07 | \$14.65 | \$15.44 | \$15.87 | \$16.15 | \$16.20 | \$16.06 |
| Class IV Futures  | \$13.51 | \$13.59 | \$13.54 | \$13.61 | \$13.85 | \$14.46 | \$15.02 | \$15.41 | \$15.80 | \$16.03 | \$16.10 |

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

### Current USDA Milk Price Forecasts

| 12-16-2014      | 1st Q 2015         | 2nd Q 2015         | 3rd Q 2015         | 4th Q 2015         |
|-----------------|--------------------|--------------------|--------------------|--------------------|
| Class III Price | \$16.35 to \$16.85 | \$15.90 to \$16.70 | \$16.90 to \$17.90 | \$17.10 to \$18.10 |
| Class IV Price  | \$15.85 to \$16.45 | \$15.55 to \$16.45 | \$16.90 to \$18.00 | \$17.50 to \$18.60 |

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 01/16/2015

Producers got a break from the extreme cold as temperatures became more normal this week with a nice warm up forecast for the weekend which could be enough for a break in ice chopping. A few areas saw some scattered winter precipitation at different times of the last week but all in all the winter has been pretty void of any real snows. There continues to be a few new hay listings every week as well as a few scattered sales overall market activity remains slow. The supply of hay is moderate to heavy and demand is light. 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 price listed as round bales based generally on 5x6 bales with weights of approximately 1200-1500 lbs).

Supreme quality Alfalfa (RFV <185) 180.00-200.00  
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

Tony Hancock, Market Reporter, 573-751-5618  
24 Hour Recorded Report 1-573-522-9244  
Website: [www.ams.usda.gov/mnreports/JC\\_GR310.txt](http://www.ams.usda.gov/mnreports/JC_GR310.txt)

# Sho-MO Dairy Heifer Growers Assn. Annual Meeting

**When:** Friday, January 23rd at 3:00 pm.

**Where:** Ramada Oasis and Convention Center  
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 2015
7. Old business
8. New business
9. 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

Paul Heins, Director, (660) 584-7862

# 2015 Heart of America Dairy Expo

January 22-24, 2015  
Ramada Oasis and Convention Center  
Springfield, Missouri

## **Schedule of Events**

### **Thursday, January 22, 2015**

- 6:00 pm Grand Opening Trade Show Reception
- 7:30 pm Early Bird Seminar: "Dealing with 2015 Dairy Downturn" Ryan Yonkman, Rice Dairy

### **Friday, January 23, 2015**

- 8:00 am Registration/Check-in, Trade Show Open, Coffee, Milk & Pastries
- 9:25 Expo Welcome - Larry Purdom, Conference Chairman
- 9:30 "Stop, Look and Listen: More than Just Getting the Chores Done" Tom Lorenzen, Alltech
- 10:10 "2=5: Treating Mastitis Effectively with Fewer Antibiotic Doses" Dr. Brent Cousin, DVM, DACT, Boehringer-Ingelheim
- 10:50 Refreshment Break
- 11:20 "How to Reduce Costly Calf Hood Disease Through Immune Support" Dan Tracy, DVM, Technical Services Veterinarian, Multimin USA
- Noon Pork Chop Luncheon
- 1:30 p.m. "Evaluating Your Risk Management Options", Producer Panel Moderated by Joe Horner, University of Missouri. Panelists: Eric Hoffman, Trenton, Mo.; Anita Rokey, Sabetha, Ks.
- 2:10 "A Path Forward: The Potential of Dairy's Future in the Midwest"
- 2:50 President's Ice Cream Social and Visit with Exhibitors,
- 3:00 Sho-Mo Dairy Heifer Growers Annual Meeting
- 3:15 Missouri Dairy Association 30th Annual Meeting with Policy Development Session
- 4:30 Missouri Dairy Association Annual Meeting Adjourns
- 5:00 Missouri Guernsey Breeders Association (MGBA) Committee Meetings
- 5:00 Missouri Holstein Association (MHA) Committee Meetings
- 6:30 Missouri Holstein Association dinner in trade show area
- 7:00 MHA 2015 All-Missouri & Jr. All-Missouri Award Presentation and 2015 Cow of the Year
- 7:00 MGBA Board Meeting
- 7:30 MHA State Convention Cattle Sale

### **Saturday, January 24, 2015**

- 7:00 a.m. Registration/Check-in, Trade Show
- 9:00 Missouri Junior Guernsey Breeders Meeting (MGBA Annual Meeting immediately following)
- 9:00 Missouri Holstein Association Board Meeting
- 9:00 Missouri Holstein Princess/Little Miss Interviews
- 10:00 Missouri Brown Swiss Association Annual Meeting
- 10:00 Missouri Holstein Association (MHA) Annual Meeting
- 10:00 Missouri Junior Holstein Association Annual Meeting
- 10:00 Missouri Jersey Cattle Club Board Meeting
- 10:30 Midwest Milking Shorthorn Annual Meeting
- Noon Trade Show closes
- Noon Luncheon
- 1:00 p.m. MHA Annual Meeting and Missouri Holstein Junion Association will reconvene (if necessary)
- 1:00 Missouri Ayrshire Association Meeting



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