



Sho-MO Dairy Heifer Growers Association

Newsletter

Winter 2008

Heifer Price Update

Check the Heifers web page (<http://agebb.missouri.edu/dairy/heifers/index.htm>) on the Missouri Dairyman's Resource Guide for the latest heifer prices in Missouri and around the country. Here is information on the latest monthly Missouri dairy sales.

Norwood, Missouri on December 13, 2007		Price per Head
Springer heifers bred 7 to 9 months		\$1,500 to \$2,325
Crossbreds		N/A
Heifers bred 3 to 6 months		\$1,300 to \$2,000
Crossbreds		\$1,200 to \$1,875
Shortbred heifers		\$1,200 to \$1,750
Crossbreds		N/A
Open heifers (500 to 700 lbs)		\$975 to \$1,400
Crossbreds		\$1,000
SOURCE: MO Dept of Ag-USDA Mkt News Service (http://www.ams.usda.gov/mnreports/JC_LS130.txt)		

Springfield, Missouri on December 18, 2007		Price per Head
Springer heifers bred 7 to 9 months		\$1,620 to \$2,175
Crossbreds		N/A
Heifers bred 3 to 6 months		\$1,325 to \$1,975
Crossbreds		\$1,525
Shortbred heifers		\$1,200 to \$1,500
Crossbreds		N/A
Open heifers (500 to 700 lbs)		\$1,000 to \$1,170
Crossbreds		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	1st Q. 2006	2nd Q. 2006	3rd Q. 2006	4th Q. 2006	1st Q. 2007	2nd Q. 2007	3rd Q. 2007
U.S.	\$1,840	\$1,770	\$1,680	\$1,660	\$1,730	\$1,730	\$2,020
Missouri	\$1,660	\$1,700	\$1,600	\$1,460	\$1,550	\$1,550	\$1,830
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 Jan. 10, 2008.

Brewers Grain, Pressed (70% 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	\$41
Commodities Specialists --St. Louis, MO	800-767-4092	del 100 mi	\$44
Commodities Specialists --St. Louis, MO	800-767-4092	del 200 mi	\$54

Corn Gluten Feed, Pelleted			
Company Name/Location	Phone #	Notes	Price/Ton
Cargill --Blair, NE	888-296-8652	FOB Memphis, TN Apr-Sept \$115	Call
Grain Processing Corp. --Muscatine, IA	563-264-4275		\$153
Key Ingredients, Inc. --Plymouth, MN	763-476-5957	FOB various IA plants	\$135
Labudde Group --Grafton, WI	800-776-3610	FOB Chicago, IL	\$150
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$162
Rehagen Bros. Trucking -- Freeburg, MO	573-455-2526	FOB Decatur, IL	\$138
Roquette America -- Keokuk, IA	800-553-7080	FOB Keokuk, IA	\$160
Livestock Nutrition Center, Inc. -- Fletcher, OK	580-549-6642		\$195
NutraAg, LLC. --Versailles, MO	573-378-2800	Mixing and delivery of products available	\$175
NEMO Feed, LLC. --Baring, MO	660-892-4537	FOB Baring, MO	\$165
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	All products FOB Warrensburg	\$165
Midwest Ingredients, Inc -- Princeville, IL	417-682-6469	Delv Springfield MO	Call

Cottonseed, Whole			
Company Name/Location	Phone #	Notes	Price/Ton
Lackawanna Products --Clarence, NY	716-633-1940	FOB Memphis, TN	\$265
Matthews Cotton Co. --Sikeston, MO	573-471-3790	FOB Sikeston, MO	\$235
Rehagen Bros. Trucking -- Freeburg, MO	573-455-2526	FOB Bernie, MO	Out
Riley Cotton Co. --New Madrid, MO	573-748-5574	FOB New Madrid, MO Fall 2007	\$194
Stoddard County Cotton -- Bernie, MO	573-293-4621	FOB Bernie, MO	\$235
ConAgra Trade Group 5 -- Omaha, NE	402-595-4740	FOB MO Bootheel	\$257



Co-Product Feed Price Update (continued)

Distillers Grain, Dried

Company Name/Location	Phone #	Notes	Price/Ton
Commodities Spec. Co --Minneapolis, MN	800-769-1066	25% CP, 10% CF, FOB MN	\$155
Commodities Spec. Co --Minneapolis, MN	800-769-1066	FOB IA	\$170
Commodities Spec. Co --Minneapolis, MN	800-769-1066	FOB SD	\$165
Grain Processing Corp. --Muscatine, IA	563-264-4275	(bulk), 20 ton min	\$195
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$195
MGP Ingredients --Atchison, KS	800-255-0302 x5253	FOB Pekin, IL	\$165
MGP Ingredients --Atchison, KS	800-255-0302 x5253	FOB Atchison, KS; \$170 for less than full load	\$165
Bartlett and Company --Kansas City, MO	800-801-7279	FOB Malta Bend, MO	\$172
NutraAg, LLC --Versailles, MO	573-378-2800	FOB Versailles, MO	\$194
NEMO Feed, LLC --Baring, MO	660-892-4537	FOB Baring, MO	\$175
Poet Nutrition --Souix Falls, SD	888-327-8799	FOB Macon, MO	\$162
Poet Nutrition --Souix Falls, SD	888-327-8799	FOB Laddonia, MO	\$162
ConAgra Trade Group 2 --Omaha, NE	402-595-4384	FOB IA (will quote dlvd)	\$165
Midwest Ingredients, Inc. --Princeville, IL	417-682-6469	Delv Springfield, MO	\$194
The Scoular Company --Russell, KS	800-487-1474	FOB Russell KS	\$200
Commodities Spec. Co. --Minneapolis, MN	800-769-1066	FOB ND	\$165

Soy Hulls, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
ADM --Taylorville, IL	800-447-2302 x5949	FOB Decatur, IL	\$165
ADM --Des Moines, IA	800-552-3816		\$140
CyberAg Feed Co, Inc. --N Kansas City, MO	800-892-5859	Bulk; Var IL ship pts (SellerOption)	\$150
Livestock Nutrition Center, Inc. --Fletcher, OK	580-549-6642	FOB Fletcher, OK	\$180
Lackawanna Products --Clarence, NY	716-633-1940	FOB Springfield, MO	\$165
Quincy Soybeans --Quincy, IL	800-448-7692		\$140
Consolidated Grain and Barge --Mount Vernon, IN	812-833-3213	FOB Mt. Vernon, IN	\$145
NutraAg, LLC --Versailles, MO	573-378-2800		\$159
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	Delivery available on byproducts	\$150
Midwest Ingredients, Inc. --Princeville, IL	417-682-6469	Delv. Springfield, MO	\$168

Wheat Midds, Pelleted

Company Name/Location	Phone #	Notes	Price/Ton
ADM Milling-Minneapolis--Minneapolis, MN	866-268-6196	FOB Mpls, MN weekend load available	\$132
Livestock Nutrition Center, Inc. -- Fletcher, OK	580-549-6642	We have ability to blend two or more byproducts	\$195
ADM --Lincoln, NE	866-268-6196	FOB Kansas City	\$165
ADM --Lincoln, NE	866-268-6196	FOB Arkansas City, KS	\$168
Weigand Feed & Grain --Warrensburg, MO	660-909-3882	We have ability to blend two or more byproducts	\$160
CyberAg Feed Co., Inc. -- N Kansas City, MO	800-892-5859	bulk, St. Louis area	\$147.50

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 Bob Cropp's Dairy Outlook (http://future.aae.wisc.edu/outlook/cropp_dec_07.pdf), "The average U.S. All Milk Price for 2007 will set a record at about \$19.15, surpassing the previous record of \$16.05 set back in 2004 and more than \$6.00 higher than the \$12.90 average of last year. But, the probability is certain for lower milk prices in 2008. The questions is how much lower? Dairy producers will respond to the past higher milk prices by expanding cow numbers, at least for the first half of the year. But, high feed prices and normal dairy cow slaughter are likely to dampen increases in herd expansion and total milk production. The milkfeed- price ratio will fall bellow the favorable 3.0 ratio as we move into 2008. High wholesale and retail prices slowed the growth in domestic commercial disappearance of milk and dairy products the last half of 2007 and will likely continue to do so going into 2008. But, anticipated good dairy exports will add to the domestic disappearance. As of now I could see Class III prices averaging about \$16.30 for the 1st quarter of 2008, \$15.00 for the 2nd quarter, \$16.35 for the third quarter and \$15.70 for the fourth quarter with an average for the year of about \$15.85. Thus, 2008 milk prices may average about \$2.00 lower than 2007, but yet be well above recent 5-year averages. Of course changes in milk production, domestic commercial sales or exports can result in prices quite different from this."

2007 Milk Futures on the Chicago Mercantile Exchange

1-09-08	Jan 08	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov
Class III Futures	\$19.48	\$17.87	\$17.13	\$16.53	\$16.33	\$16.46	\$16.55	\$16.64	\$16.77	\$16.33	\$16.20
Class IV Futures	\$17.80	\$17.25	\$16.95	\$16.70	\$16.25	\$16.35	\$16.70	\$16.60	\$17.00	\$17.26	\$17.18
Butter Futures	\$1.22	\$1.25	\$1.28	\$1.31	\$1.35	\$1.37	\$1.39	\$1.41	\$1.43	\$1.45	\$1.45

Source: CME Daily Dairy Report (<http://www.dailydairyreport.com/>)

Current USDA Milk Price Forecasts

12-19-07	4th Q 2007	1st Q 2008	2nd Q 2008	3rd Q 2008
Class III Price	\$19.39 to \$19.59	\$18.58 to \$19.08	\$16.34 to \$17.14	\$14.76 to \$15.76
Class IV Price	\$20.30 to \$20.60	\$18.63 to \$19.23	\$17.48 to \$18.38	\$16.73 to \$17.83

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/index.htm>) on the Missouri Dairymen's Resource Guide web site.

Missouri Weekly Hay Summary

Jefferson City, MO Thu Jan 10, 2008 MO Dept of Ag-USDA Market News
Missouri Weekly Hay Summary - Week ending 1/11/2008

Record high temperatures, severe storms, flooding, tornados and snow were some of the words used in Missouri's weather this week. Hay movement remains slow as those having to buy hay are just purchasing what they have to get by for a while longer. As mentioned last week many new offerings coming to the market each day. The general feeling is that as long as there's not a foot of snow that comes and stays on the ground for a couple months the supply should carry farmers through this feeding year, but of course given the recent weather no one is celebrating yet. Hay supply is moderate to light, demand moderate, and prices steady to weak. The Missouri Department of Agriculture has a hay hotline available for both buyers and sellers. To be listed, or for a directory, call 1-800-877-4HAY (4429). (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) 160.00-190.00
Premium quality Alfalfa (RFV170-180) 140.00-175.00
Fair to Good quality Alfalfa (RFV130-170) large round bales 80.00-140.00
Small, big squares 90.00-160.00
Good quality mixed Alfalfa and grass small square bales 3.50-6.50 per bale
40.00-75.00 per large round bale

Good to Premium quality Prairie hay mostly small squares 80.00-125.00
Fair to good quality Prairie hay mostly large round bales 40.00-75.00

Good to Premium quality Brome large squares 80.00-130.00
Good quality Brome 60.00-120.00
Fair quality Brome some mixed with grass 30.00-50.00 per large round bale

Good quality Timothy Hay 3.00-4.50 per small square bale
Good quality Mixed Grass hay 60.00-100.00
Fair to Good quality Mixed Grass hay 30.00-50.00 per large round bale

Fair to Good quality bluestem 40.00 per large round bale
Fair to Good quality Bermuda grass 50.00-65.00 per large round bale
70.00-80.00 per ton

Wheat hay 50.00-70.00
Wheat straw 2.00-3.50 per small square bale

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

The Missouri Hay Directory is a free publication designed to help farmers buy and sell hay. The directory lists more than 200 hay producers, telephone numbers, amount and type. The web address is <http://www.mda.mo.gov/Market/haydirectory.htm>. In addition, the website lists hay for sale in surrounding states.

Sho-Mo Dairy Heifer Growers Assn. 2008 Annual Meeting

When: Friday, January 25th, 2008, 2:15 pm.
Where: The Resort at Point Arrowhead
(formerly Holiday Inn SunSpree)
Lake Ozark, Missouri

Proposed Agenda

1. Call to order
2. Minutes of previous meeting
3. Financial report
4. Market Activity
5. Update on Membership
6. Presentation on using Contract Grower Cost Estimator Tool
7. Ideas for educational activities for 2008
8. Old Business
9. New Business
10. 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
Tom Lahmeyer, (573) 437-2837

University of Missouri Contact

Joe Horner
University of Missouri
223 Mumford Hall
Columbia, MO 65211
(573) 882-9339

The home page for the Sho-Mo Dairy Heifer Growers Association is located at
<http://mocattle.org/Sho-Mo/index.htm>



Contract Grower Cost Estimator Tool

This spreadsheet tool allows the growers to estimate the cost of raising batches of heifers under different feed scenarios, different arrival weight, and different contract specifications. The tool is built specific to the way dairy heifers are raised in Missouri. This allows the user to easily change a list of commodity feed prices and re-estimate the cost of raising heifers in terms of per head raised, per pound of gain, or per day.

The tool also allows the grower to specify the expected rate of gain and the amount of days on summer, fall, winter, and spring rations. This tool allows producers to take seasonality into account when estimating costs. Also Missouri now has many crossbred dairy heifers. While the optimal rate of gain on Holstein heifers may be 1.8 pounds per day of average dairy gain, the rate on Jersey heifers may be 1.3 pounds while crossbred heifers may optimally gain anywhere from 1.3 to 1.8 depending upon their genetics. This tool allows the grower to easily make changes and price his or her services. The spreadsheet is available on the Missouri Dairyman's Resource Guide at <http://agebb.missouri.edu/dairy/heifers/index.htm>.

Example of Cost Estimate

Jack & Jill Heifer Ranch Big Cheese Dairy May 07 Bid Cost Estimate

COSTS PER HEIFER:

1. Initial cost of heifer	\$750.00
2. Net cost of culls	\$76.00
3. Death loss	\$29.65
4. Feed	\$577.13
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	\$9.38
14. Insurance and taxes on buildings and equipment	\$1.16
15. Interest on heifer and operating capital	\$157.45
16. Planned profit margin	\$150.00
TOTAL COST PER HEIFER RAISED \$/head (includes purchase cost)	\$1,964
TOTAL COST PER HEIFER RAISED \$/day (excludes purchase cost)	\$1.92
TOTAL COST PER HEIFER RAISED \$/lb gain (excludes purchase cost)	\$1.08

Funding for this project provided by the Missouri Dairy Growth Council



Sho-MO Dairy Heifer Growers Association
223 Mumford Hall
Columbia, MO 65211

RETURN SERVICE REQUESTED



Sho-Mo Dairy Heifer Growers Association was organized to represent 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.

To continue to receive this newsletter, please renew your membership in the Sho-Mo Dairy Heifer Growers Association.

Simply mail a check for \$15 to cover the annual dues to: Sho-MO Dairy Heifer Growers Assn; 223 Mumford Hall; Columbia, MO 65211.

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