

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2009
California Holstein 3X Milking

Dairy ID Number	Averages		1	2	3	4	5	6
	South Valley	3X Milking						
Feed Costs								
a. Dry Roughage	\$32.87	\$34.80	\$42.27	\$64.90	\$24.65	\$25.10	\$47.84	\$31.52
b. Wet Feed & Wet Roughage	\$25.55	\$26.64	\$21.60	\$28.94	\$28.45	\$26.07	\$30.67	\$25.43
c. Concentrates	\$73.83	\$74.51	\$77.79	\$71.39	\$100.09	\$55.30	\$74.70	\$109.98
d. Minerals & Supplements	\$6.90	\$8.68	\$11.45	\$2.93	\$9.87	\$8.80	\$13.35	\$0.85
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$139.16	\$144.64	\$153.12	\$168.17	\$163.06	\$115.26	\$166.56	\$167.77
Total Feed Costs (\$/cwt.)	\$7.98	\$7.36	\$8.10	\$8.27	\$7.28	\$7.38	\$7.37	\$7.83
Total Hired Labor	\$26.64	\$30.22	\$45.59	\$42.70	\$42.49	\$22.76	\$27.65	\$23.87
Total Hired Labor Costs (\$/cwt.)	\$1.53	\$1.54	\$2.41	\$2.10	\$1.90	\$1.46	\$1.22	\$1.11
Herd Replacement	\$26.66	\$27.57	\$26.80	\$30.74	\$25.94	\$25.05	\$27.17	\$28.92
Less: Calf Income (\$/Cow/Month)	\$8.25	\$8.14	\$5.92	\$6.19	\$7.55	\$6.95	\$10.19	\$6.14
Total Herd Replacement	\$18.41	\$19.42	\$20.88	\$24.55	\$18.39	\$18.10	\$16.98	\$22.78
Total Replacement Costs (\$/cwt.)	\$1.06	\$0.99	\$1.11	\$1.21	\$0.82	\$1.16	\$0.75	\$1.06
Total Operating Costs	\$49.51	\$51.80	\$78.79	\$57.26	\$47.32	\$44.13	\$72.33	\$42.43
Total Operating Costs (\$/cwt.)	\$2.84	\$2.63	\$4.17	\$2.82	\$2.11	\$2.83	\$3.20	\$1.98
Total Milk Marketing Costs	\$8.90	\$9.80	\$9.95	\$12.03	\$15.18	\$8.06	\$10.86	\$10.99
Total Milk Marketing Costs (\$/cwt.)	\$0.51	\$0.50	\$0.53	\$0.59	\$0.68	\$0.52	\$0.48	\$0.51
Total Cost (\$/Cow/Month)	\$242.62	\$255.88	\$308.33	\$304.71	\$286.43	\$208.30	\$294.39	\$267.85
Total Cost (\$/cwt)	\$13.91	\$13.01	\$16.32	\$14.99	\$12.78	\$13.34	\$13.03	\$12.50
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	17.45	19.66	18.89	20.33	22.41	15.62	22.59	21.42
b. Lbs Milk Sold/milk cow/day	66.68	74.92	76.29	75.29	82.84	59.88	84.42	80.21
c. Gross Milk Receipts (\$/cwt)	\$14.11	\$13.83	\$15.13	\$14.04	\$14.62	\$14.42	\$14.13	\$13.74
d. Mailbox Price (\$/cwt)	\$13.80	\$13.47	\$14.89	\$13.45	\$14.29	\$14.10	\$15.79	\$13.29
f. Fat Test %	3.76%	3.61%	3.77%	3.49%	3.59%	3.66%	3.77%	3.64%
g. SNF Test %	8.91%	8.84%	8.82%	8.77%	8.94%	8.88%	8.82%	8.93%
Related Data								
a. Percent Dry Cows	15%	14%	19%	12%	12%	15%	13%	13%
b. Yearly Cull Rate	38%	36%	32%	44%	35%	42%	37%	38%
c. Avg. Value (/Drop Bull Calf)	\$22.38	\$22.66	\$25.00	\$20.00	\$20.00	\$25.00	\$10.00	\$25.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$150.39	\$150.04	\$156.49	\$186.00	\$130.00	\$130.00	\$172.26	\$152.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$220.17	\$225.89	\$265.29	\$202.55	\$220.61	\$195.24	\$239.29	\$235.60
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.78	28.67	26.37	25.51	35.94	25.17	26.89	34.76
g. Milkers (\$/hr with benefits & taxes)	\$12.94	\$13.25	\$15.23	\$16.13	\$13.20	\$10.26	\$15.21	\$10.54
h. Total Labor (\$/hr)	\$13.98	\$14.09	\$14.57	\$17.72	\$14.20	\$10.81	\$14.63	\$10.53
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.97	\$5.15	\$5.86	\$5.53	\$5.70	\$4.23	\$5.89	\$5.97
j. Milk Cow Feed Costs (\$/cwt.)	\$7.45	\$6.87	\$7.68	\$7.35	\$6.88	\$7.07	\$6.98	\$7.44

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Dairy ID Number	7	8	9	10	11	12	13	14	15
Feed Costs									
a. Dry Roughage	\$19.80	\$30.78	\$32.68	\$36.25	\$41.08	\$32.69	\$31.84	\$41.14	\$31.55
b. Wet Feed & Wet Roughage	\$44.24	\$26.98	\$28.13	\$31.79	\$30.41	\$34.15	\$27.45	\$21.10	\$28.99
c. Concentrates	\$69.07	\$73.65	\$67.74	\$78.25	\$84.09	\$80.11	\$90.31	\$64.36	\$57.73
d. Minerals & Supplements	\$43.29	\$0.30	\$10.85	\$10.48	\$9.14	\$10.03	\$0.70	\$12.17	\$7.52
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$176.40	\$131.71	\$139.40	\$156.77	\$164.72	\$156.98	\$150.30	\$138.77	\$125.79
Total Feed Costs (\$/cwt.)	\$8.26	\$7.74	\$7.69	\$6.98	\$7.85	\$7.43	\$7.84	\$7.45	\$7.01
Total Hired Labor	\$33.44	\$23.50	\$39.27	\$31.01	\$28.64	\$28.48	\$29.39	\$32.51	\$24.72
Total Hired Labor Costs (\$/cwt.)	\$1.57	\$1.38	\$2.17	\$1.38	\$1.37	\$1.35	\$1.53	\$1.74	\$1.38
Herd Replacement	\$19.42	\$30.02	\$20.93	\$24.98	\$34.11	\$21.37	\$29.31	\$28.25	\$30.08
Less: Calf Income (\$/Cow/Month)	\$6.79	\$10.02	\$10.00	\$5.79	\$7.02	\$8.37	\$7.82	\$7.90	\$9.98
Total Herd Replacement	\$12.63	\$20.01	\$10.94	\$19.19	\$27.09	\$13.00	\$21.49	\$20.35	\$20.10
Total Replacement Costs (\$/cwt.)	\$0.59	\$1.18	\$0.60	\$0.85	\$1.29	\$0.62	\$1.12	\$1.09	\$1.12
Total Operating Costs	\$66.25	\$48.28	\$48.28	\$61.24	\$49.56	\$62.18	\$57.63	\$49.33	\$40.03
Total Operating Costs (\$/cwt.)	\$3.10	\$2.84	\$2.66	\$2.73	\$2.36	\$2.94	\$3.01	\$2.65	\$2.23
Total Milk Marketing Costs	\$10.75	\$8.45	\$10.87	\$10.29	\$9.49	\$9.73	\$9.63	\$9.45	\$9.12
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.50	\$0.60	\$0.46	\$0.45	\$0.46	\$0.50	\$0.51	\$0.51
Total Cost (\$/Cow/Month)	\$299.47	\$231.94	\$248.77	\$278.50	\$279.50	\$270.36	\$268.44	\$250.41	\$219.77
Total Cost (\$/cwt)	\$14.03	\$13.64	\$13.73	\$12.39	\$13.32	\$12.80	\$14.00	\$13.44	\$12.24
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	21.35	17.01	18.12	22.47	20.98	21.13	19.17	18.63	17.95
b. Lbs Milk Sold/milk cow/day	82.77	64.45	73.57	85.18	76.96	80.51	71.85	71.34	68.64
c. Gross Milk Receipts (\$/cwt)	\$13.34	\$13.59	\$13.44	\$13.55	\$14.30	\$14.99	\$13.61	\$14.54	\$13.87
d. Mailbox Price (\$/cwt)	\$12.74	\$13.13	\$12.89	\$13.36	\$14.05	\$14.73	\$12.99	\$14.04	\$13.43
f. Fat Test %	3.44%	3.57%	3.58%	3.64%	3.78%	3.61%	3.60%	3.66%	3.67%
g. SNF Test %	8.69%	8.84%	8.84%	8.88%	8.94%	8.94%	8.88%	8.80%	8.75%
Related Data									
a. Percent Dry Cows	16%	14%	20%	14%	11%	14%	13%	15%	15%
b. Yearly Cull Rate	23%	40%	28%	35%	38%	29%	36%	38%	41%
c. Avg. Value (/Drop Bull Calf)	\$16.00	\$25.00	\$25.00	\$23.07	\$22.00	\$21.46	\$20.00	\$20.00	\$25.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$135.00	\$145.00	\$150.00	\$144.05	\$150.00	\$143.17	\$155.00	\$163.32	\$150.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$290.80	\$223.93	\$204.67	\$220.08	\$232.27	\$243.29	\$245.45	\$221.12	\$190.07
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.20	24.51	29.96	29.12	27.67	27.02	27.09	25.91	25.39
g. Milkers (\$/hr with benefits & taxes)	\$11.64	\$11.50	\$11.67	\$16.74	\$14.04	\$16.07	\$12.04	\$12.12	\$11.98
h. Total Labor (\$/hr)	\$13.79	\$12.78	\$12.75	\$16.45	\$14.98	\$16.05	\$13.02	\$14.13	\$12.83
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.34	\$4.68	\$4.95	\$5.60	\$5.55	\$5.63	\$5.33	\$4.97	\$4.51
j. Milk Cow Feed Costs (\$/cwt.)	\$7.66	\$7.26	\$6.73	\$6.57	\$7.21	\$6.99	\$7.42	\$6.96	\$6.57

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Dairy ID Number	16	17	18	19	20
Feed Costs					
a. Dry Roughage	\$39.92	\$25.36	\$46.34	\$32.15	\$31.87
b. Wet Feed & Wet Roughage	\$17.71	\$30.65	\$27.65	\$26.62	\$19.89
c. Concentrates	\$80.65	\$95.57	\$57.57	\$68.21	\$69.24
d. Minerals & Supplements	\$16.46	\$0.73	\$7.50	\$7.90	\$8.10
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$154.74	\$152.31	\$139.06	\$134.88	\$129.10
Total Feed Costs (\$/cwt.)	\$7.73	\$7.57	\$7.22	\$7.29	\$6.48
Total Hired Labor	\$34.74	\$23.14	\$36.07	\$36.75	\$22.70
Total Hired Labor Costs (\$/cwt.)	\$1.74	\$1.15	\$1.87	\$1.99	\$1.14
Herd Replacement	\$34.27	\$26.41	\$27.44	\$25.77	\$27.57
Less: Calf Income (\$/Cow/Month)	\$9.97	\$9.42	\$8.33	\$8.42	\$6.26
Total Herd Replacement	\$24.29	\$16.98	\$19.12	\$17.35	\$21.30
Total Replacement Costs (\$/cwt.)	\$1.21	\$0.84	\$0.99	\$0.94	\$1.07
Total Operating Costs	\$71.51	\$46.31	\$47.21	\$48.66	\$44.43
Total Operating Costs (\$/cwt.)	\$3.57	\$2.30	\$2.45	\$2.63	\$2.23
Total Milk Marketing Costs	\$9.94	\$9.91	\$9.73	\$9.25	\$9.46
Total Milk Marketing Costs (\$/cwt.)	\$0.50	\$0.49	\$0.50	\$0.50	\$0.47
Total Cost (\$/Cow/Month)	\$295.23	\$248.65	\$251.19	\$246.88	\$226.99
Total Cost (\$/cwt)	\$14.76	\$12.35	\$13.03	\$13.35	\$11.39
Milk Production Data					
a. Milk Sold/Total Cow/Month/ (cwt.)	20.01	20.13	19.27	18.49	19.92
b. Lbs Milk Sold/milk cow/day	76.36	77.68	73.71	72.70	73.77
c. Gross Milk Receipts (\$/cwt)	\$14.41	\$13.47	\$13.27	\$13.41	\$13.66
d. Mailbox Price (\$/cwt)	\$14.08	\$13.04	\$12.72	\$12.92	\$13.38
f. Fat Test %	3.69%	3.63%	3.43%	3.55%	3.61%
g. SNF Test %	8.92%	8.75%	8.78%	8.90%	8.80%
Related Data					
a. Percent Dry Cows	15%	15%	15%	17%	12%
b. Yearly Cull Rate	45%	42%	35%	35%	33%
c. Avg. Value (/Drop Bull Calf)	\$25.26	\$31.65	\$20.00	\$25.00	\$16.54
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$145.13	\$140.00	\$160.00	\$150.00	\$147.43
e. Grain, Mnrls & Splmnts (\$/ton)	\$242.62	\$229.88	\$208.67	\$196.47	\$209.70
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.83	31.57	23.60	29.63	26.86
g. Milkers (\$/hr with benefits & taxes)	\$16.19	\$12.76	\$12.50	\$10.98	\$16.71
h. Total Labor (\$/hr)	\$17.04	\$14.19	\$13.74	\$11.73	\$16.98
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.60	\$5.46	\$4.93	\$4.85	\$4.56
j. Milk Cow Feed Costs (\$/cwt.)	\$7.34	\$7.04	\$6.68	\$6.67	\$6.18