

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2013**  
**California Holstein 3X Milking**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	CV Holsteins 2X Milking	California 3X Milking							
<b>Feed Costs</b>									
a. Dry Roughage	\$49.50	\$46.95	\$50.20	\$39.36	\$8.00	\$56.07	\$55.85	\$62.55	\$31.81
b. Wet Feed & Wet Roughage	\$47.31	\$52.13	\$52.38	\$42.69	\$103.30	\$65.55	\$51.30	\$55.21	\$61.45
c. Concentrates	\$106.35	\$109.00	\$122.50	\$105.85	\$92.07	\$89.03	\$96.21	\$122.46	\$88.65
d. Minerals & Supplements	\$6.79	\$11.76	\$2.16	\$4.49	\$23.43	\$10.63	\$19.31	\$12.42	\$6.25
e. Pasture	\$0.08	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$210.04	\$219.84	\$227.23	\$192.40	\$226.81	\$221.29	\$222.68	\$252.64	\$188.17
<b>Total Feed Costs (\$/cwt.)</b>	\$11.09	\$10.26	\$10.32	\$10.19	\$11.32	\$9.93	\$10.17	\$11.12	\$10.34
<b>Total Hired Labor</b>	\$29.11	\$32.69	\$36.06	\$27.36	\$30.52	\$41.76	\$32.27	\$32.42	\$35.34
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$1.54	\$1.53	\$1.64	\$1.45	\$1.52	\$1.87	\$1.47	\$1.43	\$1.94
<b>Total Herd Replacement</b>	\$18.93	\$21.60	\$12.85	\$13.45	\$22.07	\$22.15	\$20.90	\$16.68	\$10.80
<b>Total Replacement Costs (\$/cwt.)</b>	\$1.00	\$1.01	\$0.58	\$0.71	\$1.10	\$0.99	\$0.95	\$0.73	\$0.59
<b>Total Operating Costs</b>	\$52.33	\$59.28	\$95.91	\$63.70	\$57.78	\$74.64	\$57.65	\$80.84	\$51.62
<b>Total Operating Costs (\$/cwt.)</b>	\$2.76	\$2.77	\$4.36	\$3.37	\$2.88	\$3.35	\$2.63	\$3.56	\$2.84
<b>Total Milk Marketing Costs</b>	\$10.36	\$11.10	\$12.43	\$10.61	\$10.86	\$11.20	\$11.40	\$10.38	\$10.19
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.55	\$0.52	\$0.56	\$0.56	\$0.54	\$0.50	\$0.52	\$0.46	\$0.56
<b>Total Cost (\$/Cow/Month)</b>	\$320.78	\$344.51	\$384.48	\$307.52	\$348.05	\$371.04	\$344.91	\$392.96	\$296.12
<b>Total Cost (\$/cwt)</b>	\$16.93	\$16.09	\$17.47	\$16.29	\$17.37	\$16.65	\$15.75	\$17.30	\$16.27
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	18.94	21.42	22.01	18.88	20.04	22.28	21.90	22.71	18.20
b. Lbs Milk Sold/milk cow/day	71.48	80.75	88.03	72.05	75.62	87.21	82.56	84.60	70.07
c. Gross Milk Receipts (\$/cwt)	\$20.15	\$19.80	\$20.50	\$20.78	\$19.65	\$19.64	\$19.81	\$20.11	\$20.49
d. Mailbox Price (\$/cwt)	\$19.93	\$19.39	\$20.18	\$20.37	\$19.31	\$19.34	\$19.49	\$19.95	\$19.78
f. Income Over Feed Cost (\$/cwt)	\$8.84	\$9.12	\$9.86	\$10.18	\$8.00	\$9.40	\$9.33	\$8.82	\$9.44
g. Fat Test %	3.80%	3.68%	3.63%	3.67%	3.61%	3.79%	3.74%	3.86%	3.65%
h. SNF Test %	9.01%	8.91%	8.82%	9.15%	8.83%	8.94%	8.83%	8.98%	8.91%
<b>Related Data</b>									
a. Percent Dry Cows	14%	14%	18%	15%	14%	17%	13%	12%	15%
b. Yearly Cull Rate	42%	43%	49%	44%	44%	35%	43%	41%	27%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.27	\$0.24	\$0.16	\$0.44	\$0.17	\$0.28	\$0.21	\$0.23	\$0.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$264.44	\$262.40	\$270.00	\$255.00	\$0.00	\$242.77	\$272.85	\$280.96	\$255.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$309.11	\$312.92	\$315.86	\$271.56	\$471.68	\$313.84	\$307.04	\$324.61	\$269.05
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.92	29.86	30.82	30.75	17.05	23.64	27.83	30.42	27.17
g. Milkers (\$/hr with benefits & taxes)	\$15.18	\$14.58	\$19.81	\$10.08	\$12.50	\$19.01	\$13.83	\$18.20	\$14.74
h. Total Labor (\$/hr)	\$16.02	\$15.49	\$16.69	\$11.06	\$13.75	\$19.76	\$15.23	\$17.07	\$15.02
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.46	\$7.79	\$8.46	\$6.98	\$7.90	\$7.68	\$7.94	\$8.95	\$6.87
j. Milk Cow Feed Costs (\$/cwt.)	\$10.44	\$9.64	\$9.61	\$9.69	\$10.45	\$8.80	\$9.62	\$10.57	\$9.81

**CDFA - DAIRY MARKETING BRANCH**  
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**California Holstein 3X Milking**

Dairy ID Number	8	9	10	11	12	13	14	15	16
<b>Feed Costs</b>									
a. Dry Roughage	\$50.21	\$41.46	\$42.80	\$52.94	\$29.64	\$49.58	\$42.80	\$36.94	\$46.11
b. Wet Feed & Wet Roughage	\$58.98	\$36.39	\$76.59	\$51.73	\$47.63	\$43.68	\$52.28	\$45.99	\$45.93
c. Concentrates	\$109.11	\$104.09	\$98.22	\$105.98	\$165.16	\$102.01	\$101.60	\$155.30	\$124.67
d. Minerals & Supplements	\$14.56	\$6.31	\$6.06	\$17.24	\$16.88	\$8.67	\$0.27	\$5.98	\$4.95
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$232.86</b>	<b>\$188.25</b>	<b>\$223.67</b>	<b>\$227.88</b>	<b>\$259.31</b>	<b>\$203.94</b>	<b>\$196.95</b>	<b>\$244.20</b>	<b>\$221.65</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$10.53</b>	<b>\$8.64</b>	<b>\$9.36</b>	<b>\$9.74</b>	<b>\$12.59</b>	<b>\$9.80</b>	<b>\$10.69</b>	<b>\$11.83</b>	<b>\$10.93</b>
<b>Total Hired Labor</b>	<b>\$43.28</b>	<b>\$35.26</b>	<b>\$34.67</b>	<b>\$33.38</b>	<b>\$26.12</b>	<b>\$27.76</b>	<b>\$17.61</b>	<b>\$27.93</b>	<b>\$31.64</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$1.96</b>	<b>\$1.62</b>	<b>\$1.45</b>	<b>\$1.43</b>	<b>\$1.27</b>	<b>\$1.33</b>	<b>\$0.96</b>	<b>\$1.35</b>	<b>\$1.56</b>
<b>Total Herd Replacement</b>	<b>\$23.41</b>	<b>\$31.13</b>	<b>\$18.10</b>	<b>\$17.35</b>	<b>\$17.43</b>	<b>\$27.46</b>	<b>\$33.53</b>	<b>\$17.54</b>	<b>\$18.20</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$1.06</b>	<b>\$1.43</b>	<b>\$0.76</b>	<b>\$0.74</b>	<b>\$0.85</b>	<b>\$1.32</b>	<b>\$1.82</b>	<b>\$0.85</b>	<b>\$0.90</b>
<b>Total Operating Costs</b>	<b>\$51.09</b>	<b>\$67.50</b>	<b>\$64.36</b>	<b>\$66.07</b>	<b>\$49.43</b>	<b>\$38.14</b>	<b>\$61.26</b>	<b>\$45.92</b>	<b>\$65.57</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$2.31</b>	<b>\$3.10</b>	<b>\$2.69</b>	<b>\$2.82</b>	<b>\$2.40</b>	<b>\$1.83</b>	<b>\$3.33</b>	<b>\$2.22</b>	<b>\$3.23</b>
<b>Total Milk Marketing Costs</b>	<b>\$11.15</b>	<b>\$9.72</b>	<b>\$11.99</b>	<b>\$12.23</b>	<b>\$3.84</b>	<b>\$11.14</b>	<b>\$9.56</b>	<b>\$11.23</b>	<b>\$10.66</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.50</b>	<b>\$0.45</b>	<b>\$0.50</b>	<b>\$0.52</b>	<b>\$0.19</b>	<b>\$0.54</b>	<b>\$0.52</b>	<b>\$0.54</b>	<b>\$0.53</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$361.80</b>	<b>\$331.86</b>	<b>\$352.79</b>	<b>\$356.90</b>	<b>\$356.13</b>	<b>\$308.44</b>	<b>\$318.91</b>	<b>\$346.82</b>	<b>\$347.72</b>
<b>Total Cost (\$/cwt)</b>	<b>\$16.35</b>	<b>\$15.23</b>	<b>\$14.77</b>	<b>\$15.25</b>	<b>\$17.29</b>	<b>\$14.82</b>	<b>\$17.32</b>	<b>\$16.80</b>	<b>\$17.15</b>
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt.)	22.12	21.79	23.89	23.40	20.60	20.81	18.42	20.65	20.28
b. Lbs Milk Sold/milk cow/day	83.72	79.17	89.33	90.72	78.85	77.59	66.77	78.69	79.29
c. Gross Milk Receipts (\$/cwt)	\$20.42	\$20.08	\$19.80	\$19.81	\$19.75	\$19.67	\$19.72	\$19.74	\$19.24
d. Mailbox Price (\$/cwt)	\$20.11	\$19.97	\$19.69	\$19.68	\$19.94	\$19.12	\$19.34	\$19.38	\$18.84
f. Income Over Feed Cost (\$/cwt)	\$9.59	\$11.34	\$10.33	\$9.94	\$7.35	\$9.32	\$8.65	\$7.55	\$7.91
g. Fat Test %	3.80%	3.71%	3.75%	3.66%	3.76%	3.71%	3.79%	3.78%	3.46%
h. SNF Test %	8.97%	8.94%	8.89%	8.91%	8.83%	8.93%	8.99%	9.03%	8.98%
<b>Related Data</b>									
a. Percent Dry Cows	14%	10%	13%	16%	15%	13%	10%	14%	17%
b. Yearly Cull Rate	37%	57%	37%	37%	33%	48%	68%	44%	32%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.27	\$0.21	\$0.21	\$0.28	\$0.21	\$0.29	\$0.18	\$0.29	\$0.28
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$248.36	\$260.00	\$239.00	\$250.00	\$280.00	\$291.31	\$285.00	\$258.00	\$265.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$327.16	\$297.71	\$301.05	\$304.07	\$357.86	\$277.10	\$303.44	\$354.08	\$304.39
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.55	26.19	24.70	30.03	35.46	29.44	23.95	34.70	32.51
g. Milkers (\$/hr with benefits & taxes)	\$21.34	\$14.69	\$20.04	\$21.20	\$16.01	\$12.18	\$10.88	\$12.11	\$10.89
h. Total Labor (\$/hr)	\$23.94	\$16.00	\$20.63	\$21.22	\$15.77	\$13.07	\$11.38	\$12.67	\$13.21
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.28	\$6.55	\$7.86	\$8.18	\$8.97	\$7.24	\$6.88	\$9.26	\$7.91
j. Milk Cow Feed Costs (\$/cwt.)	\$9.89	\$8.27	\$8.80	\$9.02	\$11.37	\$9.33	\$10.30	\$11.77	\$9.98

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2013**  
**California Holstein 3X Milking**

Dairy ID Number	17	18	19	20	21	22
<b>Feed Costs</b>						
a. Dry Roughage	\$48.72	\$30.49	\$52.29	\$43.28	\$60.73	\$61.97
b. Wet Feed & Wet Roughage	\$51.44	\$59.76	\$40.86	\$41.07	\$47.01	\$48.98
c. Concentrates	\$100.83	\$120.17	\$110.62	\$133.72	\$113.46	\$92.99
d. Minerals & Supplements	\$30.91	\$9.86	\$17.41	\$0.95	\$13.40	\$4.67
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$231.90</b>	<b>\$220.28</b>	<b>\$221.18</b>	<b>\$219.02</b>	<b>\$234.61</b>	<b>\$208.61</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$11.23</b>	<b>\$10.67</b>	<b>\$10.50</b>	<b>\$9.35</b>	<b>\$10.86</b>	<b>\$9.97</b>
<b>Total Hired Labor</b>	<b>\$43.41</b>	<b>\$38.73</b>	<b>\$20.58</b>	<b>\$25.03</b>	<b>\$35.83</b>	<b>\$33.02</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$2.10</b>	<b>\$1.88</b>	<b>\$0.98</b>	<b>\$1.07</b>	<b>\$1.66</b>	<b>\$1.58</b>
<b>Total Herd Replacement</b>	<b>\$15.10</b>	<b>\$24.85</b>	<b>\$19.49</b>	<b>\$19.80</b>	<b>\$24.41</b>	<b>\$19.09</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$0.73</b>	<b>\$1.20</b>	<b>\$0.93</b>	<b>\$0.85</b>	<b>\$1.13</b>	<b>\$0.91</b>
<b>Total Operating Costs</b>	<b>\$63.65</b>	<b>\$46.24</b>	<b>\$46.63</b>	<b>\$70.35</b>	<b>\$74.56</b>	<b>\$65.44</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$3.08</b>	<b>\$2.24</b>	<b>\$2.21</b>	<b>\$3.00</b>	<b>\$3.45</b>	<b>\$3.13</b>
<b>Total Milk Marketing Costs</b>	<b>\$11.20</b>	<b>\$11.00</b>	<b>\$11.24</b>	<b>\$12.52</b>	<b>\$11.11</b>	<b>\$14.62</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.54</b>	<b>\$0.53</b>	<b>\$0.53</b>	<b>\$0.53</b>	<b>\$0.51</b>	<b>\$0.70</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$365.26</b>	<b>\$341.11</b>	<b>\$319.12</b>	<b>\$346.72</b>	<b>\$380.51</b>	<b>\$340.78</b>
<b>Total Cost (\$/cwt)</b>	<b>\$17.69</b>	<b>\$16.52</b>	<b>\$15.15</b>	<b>\$14.81</b>	<b>\$17.62</b>	<b>\$16.29</b>
<b>Milk Production Data</b>						
a. Milk Sold/Total Cow/Month/ (cwt.)	20.65	20.65	21.07	23.42	21.59	20.92
b. Lbs Milk Sold/milk cow/day	81.31	78.80	79.47	88.74	79.76	76.84
c. Gross Milk Receipts (\$/cwt)	\$19.29	\$19.21	\$19.58	\$19.21	\$19.90	\$20.65
d. Mailbox Price (\$/cwt)	\$18.60	\$18.35	\$19.10	\$18.25	\$19.26	\$20.35
f. Income Over Feed Cost (\$/cwt)	\$7.37	\$7.68	\$8.60	\$8.90	\$8.39	\$10.38
g. Fat Test %	3.72%	3.62%	3.77%	3.54%	3.61%	3.40%
h. SNF Test %	8.87%	8.93%	9.00%	8.96%	8.88%	8.88%
<b>Related Data</b>						
a. Percent Dry Cows	17%	15%	14%	14%	12%	11%
b. Yearly Cull Rate	35%	57%	35%	37%	53%	40%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.18	\$0.27	\$0.27	\$0.27	\$0.24	\$0.23
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$265.00	\$256.03	\$273.88	\$271.29	\$258.00	\$255.21
e. Grain, Mnrls & Splmnts (\$/ton)	\$310.81	\$285.89	\$283.16	\$294.98	\$316.47	\$292.29
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	32.13	34.11	33.21	33.83	29.31	24.02
g. Milkers (\$/hr with benefits & taxes)	\$11.60	\$12.85	\$13.35	\$12.09	\$16.56	\$14.63
h. Total Labor (\$/hr)	\$13.83	\$13.09	\$13.36	\$13.24	\$17.87	\$15.15
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.41	\$7.84	\$7.85	\$7.76	\$8.27	\$7.24
j. Milk Cow Feed Costs (\$/cwt.)	\$10.34	\$9.94	\$9.88	\$8.74	\$10.37	\$9.42