

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2012
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7
Feed Costs	SC Average							
a. Dry Roughage	\$72.87	\$70.47	\$56.90	\$59.83	\$20.52	\$56.36	\$58.88	\$76.01
b. Wet Feed & Wet Roughage	\$32.76	\$37.32	\$37.91	\$56.07	\$75.52	\$55.14	\$35.46	\$25.41
c. Concentrates	\$102.04	\$120.16	\$95.13	\$126.83	\$115.81	\$132.47	\$108.76	\$83.23
d. Minerals & Supplements	\$3.89	\$5.50	\$7.54	\$7.36	\$22.77	\$0.00	\$15.57	\$1.40
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$211.55	\$233.44	\$197.47	\$250.09	\$234.63	\$243.97	\$218.67	\$186.04
Total Feed Costs (\$/cwt.)	\$10.60	\$10.76	\$10.79	\$11.80	\$10.52	\$11.80	\$10.42	\$10.60
Total Hired Labor	\$28.47	\$39.92	\$26.17	\$26.77	\$35.30	\$23.46	\$30.38	\$31.48
Total Hired Labor Costs (\$/cwt.)	\$1.43	\$1.84	\$1.43	\$1.26	\$1.58	\$1.13	\$1.45	\$1.79
Total Herd Replacement	\$21.26	\$22.59	\$23.87	\$24.66	\$25.74	\$20.95	\$20.60	\$19.63
Total Replacement Costs (\$/cwt.)	\$1.07	\$1.04	\$1.30	\$1.16	\$1.15	\$1.01	\$0.98	\$1.12
Total Operating Costs	\$45.49	\$45.97	\$43.35	\$42.83	\$47.29	\$38.22	\$45.89	\$48.27
Total Operating Costs (\$/cwt.)	\$2.28	\$2.12	\$2.37	\$2.02	\$2.12	\$1.85	\$2.19	\$2.75
Total Milk Marketing Costs	\$13.30	\$13.71	\$9.64	\$13.14	\$11.33	\$12.79	\$10.65	\$10.96
Total Milk Marketing Costs (\$/cwt.)	\$0.67	\$0.63	\$0.53	\$0.62	\$0.51	\$0.62	\$0.51	\$0.62
Total Cost (\$/Cow/Month)	\$320.07	\$355.62	\$300.50	\$357.49	\$354.29	\$339.39	\$326.19	\$296.39
Total Cost (\$/cwt)	\$16.04	\$16.39	\$16.41	\$16.86	\$15.88	\$16.41	\$15.54	\$16.89
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	19.96	21.69	18.31	21.20	22.31	20.68	20.99	17.55
b. Lbs Milk Sold/milk cow/day	74.21	83.11	67.28	79.05	83.32	77.72	77.21	62.07
c. Gross Milk Receipts (\$/cwt)	\$14.89	\$14.66	\$14.57	\$15.51	\$14.24	\$15.21	\$13.78	\$14.72
d. Mailbox Price (\$/cwt)	\$14.43	\$14.02	\$14.02	\$14.84	\$13.97	\$14.54	\$13.61	\$14.12
f. Income Over Feed Cost (\$/cwt)	\$3.83	\$3.26	\$3.23	\$3.04	\$3.45	\$2.75	\$3.19	\$3.52
g. Fat Test %	3.41%	3.47%	3.62%	3.60%	3.48%	3.53%	3.41%	3.46%
h. SNF Test %	8.79%	8.71%	8.83%	8.81%	8.76%	8.78%	8.45%	8.80%
Related Data								
a. Percent Dry Cows	11%	14%	10%	12%	12%	12%	10%	7%
b. Yearly Cull Rate	38%	33%	32%	40%	46%	37%	38%	34%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.20	\$0.27	\$0.28	\$0.16	\$0.19	\$0.18	\$0.26	\$0.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$277.42	\$282.00	\$281.69	\$275.00	\$285.00	\$275.00	\$275.00	\$266.68
e. Grain, Mnrls & Splmnts (\$/ton)	\$297.15	\$310.24	\$292.02	\$286.13	\$319.84	\$286.26	\$297.90	\$281.09
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	26.51	29.05	25.31	34.27	31.15	34.11	30.54	21.30
g. Milkers (\$/hr with benefits & taxes)	\$15.86	\$20.10	\$12.20	\$17.98	\$12.20	\$16.96	\$13.05	\$23.86
h. Total Labor (\$/hr)	\$16.39	\$21.16	\$12.75	\$17.96	\$13.50	\$17.96	\$13.43	\$23.01
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.35	\$8.04	\$6.84	\$8.50	\$8.28	\$8.38	\$7.71	\$6.32
j. Milk Cow Feed Costs (\$/cwt.)	\$9.90	\$9.67	\$10.17	\$10.75	\$9.93	\$10.78	\$9.99	\$10.18

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Dairy ID Number	8	9	10	11	12
Feed Costs					
a. Dry Roughage	\$78.55	\$44.30	\$108.08	\$52.25	\$75.67
b. Wet Feed & Wet Roughage	\$38.62	\$25.95	\$0.74	\$38.97	\$37.99
c. Concentrates	\$81.30	\$124.62	\$93.45	\$117.86	\$87.59
d. Minerals & Supplements	\$5.31	\$7.68	\$3.21	\$0.69	\$2.64
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$203.78	\$202.54	\$205.47	\$209.76	\$203.89
Total Feed Costs (\$/cwt.)	\$10.36	\$10.34	\$11.43	\$11.72	\$9.53
Total Hired Labor	\$26.26	\$26.67	\$23.97	\$18.05	\$31.99
Total Hired Labor Costs (\$/cwt.)	\$1.33	\$1.36	\$1.33	\$1.01	\$1.49
Total Herd Replacement	\$12.89	\$23.17	\$13.65	\$22.44	\$27.98
Total Replacement Costs (\$/cwt.)	\$0.66	\$1.18	\$0.76	\$1.25	\$1.31
Total Operating Costs	\$34.87	\$51.46	\$39.99	\$23.46	\$52.91
Total Operating Costs (\$/cwt.)	\$1.77	\$2.63	\$2.22	\$1.31	\$2.47
Total Milk Marketing Costs	\$16.09	\$13.26	\$11.01	\$9.33	\$14.55
Total Milk Marketing Costs (\$/cwt.)	\$0.82	\$0.68	\$0.61	\$0.52	\$0.68
Total Cost (\$/Cow/Month)	\$293.88	\$317.10	\$294.10	\$283.05	\$331.32
Total Cost (\$/cwt)	\$14.94	\$16.18	\$16.36	\$15.82	\$15.48
Milk Production Data					
a. Milk Sold/Total Cow/Month/ (cwt.)	19.67	19.59	17.98	17.89	21.40
b. Lbs Milk Sold/milk cow/day	76.15	74.24	68.84	70.05	76.84
c. Gross Milk Receipts (\$/cwt)	\$13.78	\$15.62	\$14.15	\$14.51	\$15.16
d. Mailbox Price (\$/cwt)	\$13.37	\$14.96	\$13.95	\$13.91	\$14.88
f. Income Over Feed Cost (\$/cwt)	\$3.01	\$4.63	\$2.52	\$2.19	\$5.35
g. Fat Test %	3.25%	3.72%	3.40%	3.48%	3.19%
h. SNF Test %	8.77%	8.94%	8.76%	8.84%	8.75%
Related Data					
a. Percent Dry Cows	15%	13%	14%	16%	8%
b. Yearly Cull Rate	28%	40%	32%	30%	49%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.20	\$0.19	\$0.23	\$0.23	\$0.19
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$272.93	\$301.00	\$269.52	\$285.00	\$285.33
e. Grain, Mnrls & Splmnts (\$/ton)	\$290.62	\$306.61	\$323.69	\$328.20	\$292.42
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	22.63	32.11	22.88	27.61	21.57
g. Milkers (\$/hr with benefits & taxes)	\$11.53	\$16.98	\$14.81	\$15.94	\$14.41
h. Total Labor (\$/hr)	\$11.72	\$19.99	\$15.18	\$14.09	\$14.54
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.13	\$7.26	\$7.27	\$7.62	\$7.07
j. Milk Cow Feed Costs (\$/cwt.)	\$9.36	\$9.78	\$10.56	\$10.88	\$9.20