

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2012
Southern California

Dairy ID Number	Averages	1	2	3	4	5	6	7
Feed Costs	SC Average							
a. Dry Roughage	\$58.53	\$71.19	\$60.54	\$59.58	\$58.85	\$49.59	\$52.19	\$78.30
b. Wet Feed & Wet Roughage	\$41.89	\$36.19	\$32.02	\$50.90	\$53.36	\$60.32	\$42.56	\$24.53
c. Concentrates	\$120.14	\$148.52	\$86.56	\$127.71	\$136.49	\$119.58	\$122.33	\$79.41
d. Minerals & Supplements	\$4.16	\$5.00	\$7.08	\$7.08	\$0.00	\$18.67	\$17.65	\$1.39
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$224.73	\$260.90	\$186.20	\$245.28	\$248.69	\$248.17	\$234.74	\$183.64
Total Feed Costs (\$/cwt.)	\$11.67	\$11.31	\$12.35	\$12.41	\$12.82	\$12.34	\$12.13	\$12.18
Total Hired Labor	\$28.94	\$38.97	\$26.44	\$27.22	\$23.57	\$34.17	\$27.99	\$30.77
Total Hired Labor Costs (\$/cwt.)	\$1.50	\$1.69	\$1.75	\$1.38	\$1.21	\$1.70	\$1.45	\$2.04
Total Herd Replacement	\$22.42	\$22.73	\$22.05	\$21.07	\$19.89	\$23.80	\$22.16	\$18.21
Total Replacement Costs (\$/cwt.)	\$1.16	\$0.99	\$1.46	\$1.07	\$1.03	\$1.18	\$1.15	\$1.21
Total Operating Costs	\$48.43	\$42.90	\$46.15	\$50.37	\$39.11	\$47.62	\$47.89	\$39.40
Total Operating Costs (\$/cwt.)	\$2.51	\$1.86	\$3.06	\$2.55	\$2.02	\$2.37	\$2.47	\$2.61
Total Milk Marketing Costs	\$13.10	\$14.82	\$8.01	\$12.49	\$12.22	\$10.38	\$9.94	\$9.67
Total Milk Marketing Costs (\$/cwt.)	\$0.68	\$0.64	\$0.53	\$0.63	\$0.63	\$0.52	\$0.51	\$0.64
Total Cost (\$/Cow/Month)	\$337.62	\$380.33	\$288.85	\$356.43	\$343.47	\$364.14	\$342.72	\$281.69
Total Cost (\$/cwt)	\$17.53	\$16.49	\$19.15	\$18.04	\$17.70	\$18.11	\$17.71	\$18.68
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	19.26	23.06	15.08	19.76	19.40	20.11	19.35	15.08
b. Lbs Milk Sold/milk cow/day	71.58	84.09	55.45	75.44	75.63	74.79	71.54	56.11
c. Gross Milk Receipts (\$/cwt)	\$16.69	\$16.06	\$16.29	\$17.44	\$17.16	\$16.10	\$16.07	\$16.68
d. Mailbox Price (\$/cwt)	\$16.18	\$15.46	\$15.81	\$16.82	\$16.52	\$15.87	\$15.92	\$16.01
f. Income Over Feed Cost (\$/cwt)	\$4.51	\$4.15	\$3.46	\$4.41	\$3.70	\$3.53	\$3.79	\$3.84
g. Fat Test %	3.48%	3.36%	3.67%	3.68%	3.60%	3.59%	3.61%	3.58%
h. SNF Test %	8.78%	8.63%	8.68%	8.75%	8.67%	8.70%	8.69%	8.77%
Related Data								
a. Percent Dry Cows	12%	11%	11%	15%	16%	12%	12%	12%
b. Yearly Cull Rate	41%	36%	31%	39%	35%	43%	36%	33%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.12	\$0.11	\$0.14	\$0.14	\$0.11	\$0.19	\$0.14
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$261.43	\$295.00	\$285.00	\$275.00	\$275.00	\$274.07	\$265.25	\$238.18
e. Grain, Mnrls & Splmnts (\$/ton)	\$328.02	\$336.30	\$322.68	\$284.24	\$288.08	\$344.60	\$337.88	\$340.58
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.94	31.83	20.94	35.52	36.19	28.92	30.22	17.61
g. Milkers (\$/hr with benefits & taxes)	\$15.90	\$19.02	\$11.86	\$17.97	\$16.94	\$12.15	\$12.94	\$23.79
h. Total Labor (\$/hr)	\$16.33	\$20.38	\$12.50	\$17.95	\$17.94	\$13.53	\$13.57	\$22.78
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.84	\$8.86	\$6.42	\$8.62	\$8.88	\$8.72	\$8.17	\$6.40
j. Milk Cow Feed Costs (\$/cwt.)	\$10.96	\$10.54	\$11.57	\$11.43	\$11.75	\$11.65	\$11.42	\$11.40

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Dairy ID Number	8	9	10
Feed Costs			
a. Dry Roughage	\$66.24	\$47.93	\$49.18
b. Wet Feed & Wet Roughage	\$32.76	\$26.93	\$55.64
c. Concentrates	\$92.61	\$154.92	\$114.73
d. Minerals & Supplements	\$5.86	\$8.11	\$2.91
e. Pasture	\$0.00	\$0.00	\$0.00
Total Feed Costs	\$197.48	\$237.89	\$222.45
Total Feed Costs (\$/cwt.)	\$11.22	\$12.68	\$10.56
Total Hired Labor	\$26.14	\$23.94	\$32.89
Total Hired Labor Costs (\$/cwt.)	\$1.49	\$1.28	\$1.56
Total Herd Replacement	\$8.86	\$22.86	\$31.61
Total Replacement Costs (\$/cwt.)	\$0.50	\$1.22	\$1.50
Total Operating Costs	\$38.11	\$53.98	\$58.36
Total Operating Costs (\$/cwt.)	\$2.16	\$2.88	\$2.77
Total Milk Marketing Costs	\$14.25	\$12.89	\$14.38
Total Milk Marketing Costs (\$/cwt.)	\$0.81	\$0.69	\$0.68
Total Cost (\$/Cow/Month)	\$284.85	\$351.56	\$359.69
Total Cost (\$/cwt)	\$16.18	\$18.74	\$17.08
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	17.60	18.76	21.07
b. Lbs Milk Sold/milk cow/day	67.55	70.59	74.80
c. Gross Milk Receipts (\$/cwt)	\$15.42	\$17.40	\$16.54
d. Mailbox Price (\$/cwt)	\$14.96	\$16.71	\$16.26
f. Income Over Feed Cost (\$/cwt)	\$3.75	\$4.03	\$5.70
g. Fat Test %	3.35%	3.68%	3.33%
h. SNF Test %	8.66%	8.85%	8.89%
Related Data			
a. Percent Dry Cows	15%	13%	8%
b. Yearly Cull Rate	30%	39%	54%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.15	\$0.09	\$0.09
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$239.12	\$295.72	\$256.39
e. Grain, Mnrls & Splmnts (\$/ton)	\$339.69	\$355.24	\$349.76
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	21.70	33.88	23.82
g. Milkers (\$/hr with benefits & taxes)	\$11.05	\$17.25	\$14.31
h. Total Labor (\$/hr)	\$10.95	\$19.12	\$14.79
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.93	\$8.47	\$7.62
j. Milk Cow Feed Costs (\$/cwt.)	\$10.27	\$12.01	\$10.19