

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 4, 2012**  
**Southern California**

Dairy ID Number	Averages	1	2	3	4	5	6	7
<b>Feed Costs</b>	<b>SC Average</b>							
a. Dry Roughage	\$65.97	\$70.13	\$69.11	\$60.12	\$71.25	\$61.63	\$51.99	\$70.01
b. Wet Feed & Wet Roughage	\$34.84	\$34.33	\$43.11	\$49.69	\$22.83	\$55.18	\$83.81	\$27.89
c. Concentrates	\$117.49	\$156.90	\$83.00	\$124.64	\$92.47	\$136.54	\$98.17	\$73.95
d. Minerals & Supplements	\$3.72	\$5.30	\$7.19	\$4.47	\$5.68	\$0.00	\$14.65	\$0.00
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$222.01	\$266.66	\$202.41	\$238.92	\$192.23	\$253.34	\$248.62	\$171.85
<b>Total Feed Costs (\$/cwt)</b>	\$11.94	\$11.38	\$13.35	\$12.34	\$11.07	\$12.86	\$12.78	\$12.52
<b>Total Hired Labor</b>	\$28.85	\$40.69	\$28.65	\$25.46	\$28.93	\$21.47	\$34.67	\$31.14
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.55	\$1.74	\$1.89	\$1.31	\$1.67	\$1.09	\$1.78	\$2.27
<b>Total Herd Replacement</b>	\$22.32	\$23.10	\$21.52	\$19.47	\$8.07	\$19.57	\$22.84	\$17.35
<b>Total Replacement Costs (\$/cwt)</b>	\$1.20	\$0.99	\$1.42	\$1.01	\$0.46	\$0.99	\$1.17	\$1.26
<b>Total Operating Costs</b>	\$47.46	\$46.23	\$41.17	\$55.70	\$38.45	\$42.64	\$50.29	\$38.46
<b>Total Operating Costs (\$/cwt)</b>	\$2.55	\$1.97	\$2.72	\$2.88	\$2.21	\$2.16	\$2.58	\$2.80
<b>Total Milk Marketing Costs</b>	\$12.62	\$15.07	\$8.25	\$12.25	\$14.30	\$12.40	\$10.07	\$8.84
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.68	\$0.64	\$0.54	\$0.63	\$0.82	\$0.63	\$0.52	\$0.64
<b>Total Cost (\$/Cow/Month)</b>	\$333.26	\$391.75	\$302.00	\$351.80	\$281.99	\$349.42	\$366.49	\$267.63
<b>Total Cost (\$/cwt)</b>	\$17.92	\$16.72	\$19.93	\$18.17	\$16.24	\$17.74	\$18.83	\$19.50
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt)	18.59	23.43	15.16	19.37	17.37	19.70	19.46	13.72
b. Lbs Milk Sold/milk cow/day	71.63	86.56	56.55	76.14	69.39	76.14	73.31	52.72
c. Gross Milk Receipts (\$/cwt)	\$20.02	\$18.86	\$19.49	\$20.33	\$18.48	\$20.03	\$18.74	\$19.90
d. Mailbox Price (\$/cwt)	\$19.50	\$18.25	\$18.99	\$19.68	\$18.02	\$19.35	\$18.50	\$19.21
f. Income Over Feed Cost (\$/cwt)	\$7.56	\$6.86	\$5.64	\$7.34	\$6.95	\$6.49	\$5.72	\$6.69
g. Fat Test %	3.67%	3.44%	3.87%	3.76%	3.57%	3.71%	3.60%	3.87%
h. SNF Test %	8.91%	8.81%	8.91%	8.91%	8.79%	8.84%	8.82%	8.82%
<b>Related Data</b>								
a. Percent Dry Cows	15%	12%	13%	17%	18%	16%	13%	15%
b. Yearly Cull Rate	41%	39%	34%	40%	32%	35%	45%	33%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.12	\$0.07	\$0.16	\$0.11	\$0.13	\$0.13	\$0.16	\$0.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$254.18	\$295.00	\$285.00	\$278.14	\$215.70	\$275.00	\$274.54	\$240.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$326.65	\$345.74	\$348.00	\$282.97	\$334.11	\$295.66	\$340.28	\$338.60
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.44	33.51	18.84	35.19	22.78	34.90	24.09	16.78
g. Milkers (\$/hr with benefits & taxes)	\$15.92	\$19.70	\$12.43	\$16.64	\$11.85	\$17.57	\$14.39	\$23.79
h. Total Labor (\$/hr)	\$16.06	\$20.83	\$12.93	\$16.61	\$11.67	\$18.08	\$15.75	\$22.59
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.93	\$9.34	\$7.03	\$8.61	\$6.92	\$8.90	\$8.77	\$6.08
j. Milk Cow Feed Costs (\$/cwt)	\$11.07	\$10.79	\$12.44	\$11.31	\$9.97	\$11.69	\$11.96	\$11.53

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Dairy ID Number	8	9	10
<b>Feed Costs</b>			
a. Dry Roughage	\$65.99	\$57.23	\$69.71
b. Wet Feed & Wet Roughage	\$57.85	\$22.84	\$36.34
c. Concentrates	\$100.67	\$144.82	\$112.67
d. Minerals & Supplements	\$7.67	\$7.89	\$3.11
e. Pasture	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$232.18	\$232.78	\$221.82
<b>Total Feed Costs (\$/cwt)</b>	\$12.00	\$12.52	\$11.41
<b>Total Hired Labor</b>	\$30.25	\$28.07	\$29.92
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.56	\$1.51	\$1.54
<b>Total Herd Replacement</b>	\$23.13	\$21.49	\$32.58
<b>Total Replacement Costs (\$/cwt)</b>	\$1.20	\$1.16	\$1.68
<b>Total Operating Costs</b>	\$46.86	\$50.76	\$52.67
<b>Total Operating Costs (\$/cwt)</b>	\$2.42	\$2.73	\$2.71
<b>Total Milk Marketing Costs</b>	\$9.76	\$12.78	\$13.12
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.50	\$0.69	\$0.67
<b>Total Cost (\$/Cow/Month)</b>	\$342.17	\$345.88	\$350.11
<b>Total Cost (\$/cwt)</b>	\$17.69	\$18.61	\$18.01
<b>Milk Production Data</b>			
a. Milk Sold/Total Cow/Month/ (cwt)	19.34	18.59	19.44
b. Lbs Milk Sold/milk cow/day	72.06	70.12	74.83
c. Gross Milk Receipts (\$/cwt)	\$18.95	\$20.55	\$20.52
d. Mailbox Price (\$/cwt)	\$18.84	\$19.86	\$20.25
f. Income Over Feed Cost (\$/cwt)	\$6.84	\$7.34	\$8.84
g. Fat Test %	3.71%	3.89%	3.56%
h. SNF Test %	8.87%	9.02%	8.96%
<b>Related Data</b>			
a. Percent Dry Cows	12%	14%	15%
b. Yearly Cull Rate	37%	40%	51%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.14	\$0.09	\$0.12
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$263.46	\$267.93	\$249.79
e. Grain, Mnrls & Splmnts (\$/ton)	\$366.31	\$342.77	\$346.22
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	21.52	32.95	25.48
g. Milkers (\$/hr with benefits & taxes)	\$12.38	\$15.68	\$14.29
h. Total Labor (\$/hr)	\$13.30	\$16.59	\$14.62
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.05	\$8.26	\$8.02
j. Milk Cow Feed Costs (\$/cwt)	\$11.17	\$11.78	\$10.72