

**CDFA - DAIRY MARKETING BRANCH  
FEEDBACK - Quarter 3, 2010**

**Crossbred**

Dairy ID Number	Averages	1	2	3	4	5	6
<b>Feed Costs</b>	<b>Crossbred</b>						
a. Dry Roughage	\$21.26	\$29.87	\$36.84	\$11.47	\$37.44	\$11.31	\$13.32
b. Wet Feed & Wet Roughage	\$32.12	\$25.61	\$30.72	\$26.47	\$26.88	\$44.87	\$30.75
c. Concentrates	\$76.28	\$43.54	\$92.71	\$69.57	\$55.84	\$93.53	\$86.95
d. Minerals & Supplements	\$11.78	\$12.17	\$1.25	\$28.01	\$14.71	\$8.87	\$7.29
e. Pasture	\$3.44	\$2.38	\$0.00	\$21.95	\$0.00	\$0.00	\$2.22
<b>Total Feed Costs</b>	<b>\$144.89</b>	<b>\$113.57</b>	<b>\$161.53</b>	<b>\$157.46</b>	<b>\$134.87</b>	<b>\$158.57</b>	<b>\$140.54</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$7.86</b>	<b>\$6.66</b>	<b>\$8.33</b>	<b>\$9.18</b>	<b>\$7.24</b>	<b>\$8.10</b>	<b>\$7.81</b>
<b>Total Hired Labor</b>	<b>\$30.43</b>	<b>\$35.10</b>	<b>\$32.02</b>	<b>\$19.84</b>	<b>\$32.59</b>	<b>\$27.79</b>	<b>\$33.77</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$1.65</b>	<b>\$2.06</b>	<b>\$1.65</b>	<b>\$1.16</b>	<b>\$1.75</b>	<b>\$1.42</b>	<b>\$1.88</b>
<b>Herd Replacement</b>	<b>\$19.71</b>	<b>\$15.58</b>	<b>\$27.23</b>	<b>\$23.33</b>	<b>\$16.77</b>	<b>\$20.71</b>	<b>\$18.80</b>
<b>Less: Calf Income (\$/Cow/Month)</b>	<b>\$6.44</b>	<b>\$6.31</b>	<b>\$4.11</b>	<b>\$5.39</b>	<b>\$7.12</b>	<b>\$6.36</b>	<b>\$7.09</b>
<b>Total Herd Replacement</b>	<b>\$13.27</b>	<b>\$9.28</b>	<b>\$23.11</b>	<b>\$17.94</b>	<b>\$9.64</b>	<b>\$14.34</b>	<b>\$11.71</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$0.72</b>	<b>\$0.54</b>	<b>\$1.19</b>	<b>\$1.05</b>	<b>\$0.52</b>	<b>\$0.73</b>	<b>\$0.65</b>
<b>Total Operating Costs</b>	<b>\$48.57</b>	<b>\$43.62</b>	<b>\$58.02</b>	<b>\$54.78</b>	<b>\$46.92</b>	<b>\$53.28</b>	<b>\$41.98</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$2.63</b>	<b>\$2.56</b>	<b>\$2.99</b>	<b>\$3.19</b>	<b>\$2.52</b>	<b>\$2.72</b>	<b>\$2.33</b>
<b>Total Milk Marketing Costs</b>	<b>\$10.98</b>	<b>\$9.79</b>	<b>\$13.26</b>	<b>\$15.67</b>	<b>\$9.99</b>	<b>\$9.72</b>	<b>\$10.46</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.60</b>	<b>\$0.57</b>	<b>\$0.68</b>	<b>\$0.91</b>	<b>\$0.54</b>	<b>\$0.50</b>	<b>\$0.58</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$248.13</b>	<b>\$211.36</b>	<b>\$287.95</b>	<b>\$265.70</b>	<b>\$234.01</b>	<b>\$263.70</b>	<b>\$238.45</b>
<b>Total Cost (\$/cwt)</b>	<b>\$13.46</b>	<b>\$12.39</b>	<b>\$14.85</b>	<b>\$15.48</b>	<b>\$12.56</b>	<b>\$13.47</b>	<b>\$13.25</b>
<b>Milk Production Data</b>							
a. Milk Sold/Total Cow/Month/ (cwt.)	18.43	17.06	19.39	17.16	18.63	19.58	18.00
b. Lbs Milk Sold/milk cow/day	69.89	62.66	75.50	64.87	70.67	74.44	68.26
c. Gross Milk Receipts (\$/cwt)	\$15.86	\$16.12	\$15.85	\$16.26	\$15.69	\$15.56	\$16.03
d. Mailbox Price (\$/cwt)	\$15.49	\$15.83	\$15.26	\$15.52	\$15.42	\$15.17	\$15.82
f. Fat Test %	3.72%	3.82%	3.67%	3.68%	3.72%	3.73%	3.71%
g. SNF Test %	8.90%	8.95%	8.83%	8.85%	8.92%	8.83%	8.96%
<b>Related Data</b>							
a. Percent Dry Cows	14%	11%	16%	14%	14%	14%	14%
b. Yearly Cull Rate	36%	23%	38%	39%	29%	42%	40%
c. Avg. Value (/Drop Bull Calf)	\$65.20	\$63.08	\$70.00	\$63.26	\$62.73	\$62.54	\$70.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$166.60	\$163.08	\$147.40	\$159.08	\$175.56	\$0.00	\$176.43
e. Grain, Mnrls & Splmnts (\$/ton)	\$237.97	\$169.07	\$267.18	\$297.46	\$189.60	\$260.86	\$243.01
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	28.12	23.69	26.55	24.59	27.46	28.76	28.98
g. Milkers (\$/hr with benefits & taxes)	\$14.84	\$17.52	\$14.88	\$16.63	\$13.46	\$11.22	\$17.37
h. Total Labor (\$/hr)	\$15.95	\$18.29	\$13.69	\$16.42	\$15.64	\$13.77	\$18.20
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.24	\$3.99	\$5.81	\$6.40	\$4.70	\$5.65	\$5.06
j. Milk Cow Feed Costs (\$/cwt.)	\$7.50	\$6.37	\$7.70	\$9.86	\$6.64	\$7.59	\$7.41

**CDFA - DAIRY MARKETING BRANCH  
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**Mixed**

Dairy ID Number	Averages	7	8	9	10
<b>Feed Costs</b>	<b>Mixed</b>				
a. Dry Roughage	\$36.07	\$24.99	\$34.49	\$35.83	\$60.77
b. Wet Feed & Wet Roughage	\$21.44	\$19.48	\$26.32	\$25.40	\$0.00
c. Concentrates	\$60.82	\$63.80	\$58.93	\$58.65	\$66.68
d. Minerals & Supplements	\$5.60	\$3.05	\$5.92	\$8.80	\$2.30
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	<b>\$123.93</b>	<b>\$111.32</b>	<b>\$125.66</b>	<b>\$128.67</b>	<b>\$129.76</b>
<b>Total Feed Costs (\$/cwt.)</b>	<b>\$8.06</b>	<b>\$8.00</b>	<b>\$7.86</b>	<b>\$8.21</b>	<b>\$8.59</b>
<b>Total Hired Labor</b>	<b>\$21.60</b>	<b>\$19.84</b>	<b>\$26.01</b>	<b>\$10.14</b>	<b>\$32.87</b>
<b>Total Hired Labor Costs (\$/cwt.)</b>	<b>\$1.41</b>	<b>\$1.43</b>	<b>\$1.63</b>	<b>\$0.65</b>	<b>\$2.18</b>
<b>Herd Replacement</b>	<b>\$25.33</b>	<b>\$42.29</b>	<b>\$22.71</b>	<b>\$19.66</b>	<b>\$17.08</b>
<b>Less: Calf Income (\$/Cow/Month)</b>	<b>\$4.99</b>	<b>\$4.94</b>	<b>\$5.12</b>	<b>\$5.99</b>	<b>\$2.62</b>
<b>Total Herd Replacement</b>	<b>\$20.34</b>	<b>\$37.35</b>	<b>\$17.60</b>	<b>\$13.67</b>	<b>\$14.46</b>
<b>Total Replacement Costs (\$/cwt.)</b>	<b>\$1.32</b>	<b>\$2.68</b>	<b>\$1.10</b>	<b>\$0.87</b>	<b>\$0.96</b>
<b>Total Operating Costs</b>	<b>\$42.96</b>	<b>\$36.86</b>	<b>\$46.31</b>	<b>\$45.54</b>	<b>\$36.60</b>
<b>Total Operating Costs (\$/cwt.)</b>	<b>\$2.80</b>	<b>\$2.65</b>	<b>\$2.90</b>	<b>\$2.90</b>	<b>\$2.42</b>
<b>Total Milk Marketing Costs</b>	<b>\$8.68</b>	<b>\$11.61</b>	<b>\$7.74</b>	<b>\$8.27</b>	<b>\$7.72</b>
<b>Total Milk Marketing Costs (\$/cwt.)</b>	<b>\$0.56</b>	<b>\$0.83</b>	<b>\$0.48</b>	<b>\$0.53</b>	<b>\$0.51</b>
<b>Total Cost (\$/Cow/Month)</b>	<b>\$217.51</b>	<b>\$216.98</b>	<b>\$223.32</b>	<b>\$206.30</b>	<b>\$221.41</b>
<b>Total Cost (\$/cwt)</b>	<b>\$14.15</b>	<b>\$15.60</b>	<b>\$13.97</b>	<b>\$13.16</b>	<b>\$14.66</b>
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	15.37	13.91	15.98	15.68	15.10
b. Lbs Milk Sold/milk cow/day	58.07	51.13	60.84	61.57	54.10
c. Gross Milk Receipts (\$/cwt)	\$16.03	\$15.74	\$16.66	\$15.19	\$16.00
d. Mailbox Price (\$/cwt)	\$15.65	\$14.75	\$16.49	\$14.72	\$15.99
f. Fat Test %	3.87%	3.77%	4.15%	3.53%	3.69%
g. SNF Test %	9.04%	8.86%	9.20%	8.88%	9.07%
<b>Related Data</b>					
a. Percent Dry Cows	14%	11%	14%	17%	9%
b. Yearly Cull Rate	44%	73%	38%	36%	34%
c. Avg. Value (/Drop Bull Calf)	\$37.98	\$56.06	\$27.41	\$52.10	\$10.22
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$159.11	\$148.32	\$151.93	\$165.00	\$175.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$215.71	\$214.90	\$198.86	\$236.88	\$211.98
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	23.60	22.78	24.08	22.37	23.14
g. Milkers (\$/hr with benefits & taxes)	\$11.91	\$11.66	\$11.14	\$13.81	\$11.92
h. Total Labor (\$/hr)	\$13.13	\$11.60	\$13.85	\$13.81	\$12.67
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.42	\$3.92	\$4.50	\$4.75	\$4.43
j. Milk Cow Feed Costs (\$/cwt.)	\$7.62	\$7.66	\$7.39	\$7.71	\$8.18