

ROASTED BEANS & MINERALS

VERSUS

PENNFIELD 38% CONCENTRATE

COMPARE - COST PER COW PER DAY

The Nutritional Requirements Are Based On A 1400 Lb.
Milking Cow Producing 80 Lbs. Of Milk
With a 3.75% Butterfat.

Roasted Beans & Mineral

	<u>Crude Protein</u>	<u>Energy (NE_L)</u>	<u>Cost Per Unit</u>	<u>Cost Per Day</u>
12 lbs. Alfalfa Hay	2.0 lbs.	6.5 lbs.	\$ 100/Ton	\$.60
40 lbs. Corn Silage	1.1 lbs.	9.4 lbs.	\$ 22/Ton	\$.44
* 5 lbs. Roasted Soybeans	1.9 lbs.	4.4 lbs.	\$5.64/Bu.	\$.47
3½ lbs. 48% Soybean Meal	1.6 lbs.	2.6 lbs.	\$ 222/Ton	\$.39
*21 lbs. Ear Corn	1.6 lbs.	14.7 lbs.	\$ 56/Ton	\$.59
7½ oz. Vitamin-Mineral Premix	—	—	\$23.50/50 Lb. Bag	\$.22
Total Per Day	8.2 lbs.	37.6 lbs.		*2.71

Pennfield 38% Concentrate

	<u>Crude Protein</u>	<u>Energy (NE_L)</u>	<u>Cost Per Unit</u>	<u>Cost Per Day</u>
12 lbs. Alfalfa Hay	2.0 lbs.	6.5 lbs.	\$100/Ton	\$.60
40 lbs. Corn Silage	1.1 lbs.	9.4 lbs.	\$ 22/Ton	\$.44
9 lbs. #538-38% Conc.	3.4 lbs.	6.3 lbs.	\$234/Ton	\$ 1.05
*22 lbs. Ear Corn	1.7 lbs.	15.4 lbs.	\$ 56/Ton	\$.62
Total Per Day	8.2 lbs.	37.6 lbs.		*2.71

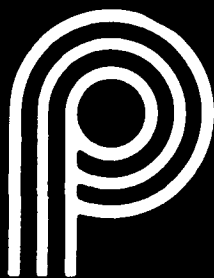
* Ingredient Cost

Soybeans	*5.04/Bushel = *168 Ton
Roasting	.60/Bushel = * 20 Ton
Ear Corn	*56/Ton = Shell Corn *1.96 Bushel

*PENNFIELD 38% IS AN ALL NATURAL PROTEIN SUPPLEMENT WHICH CONTAINS ALL THE NECESSARY VITAMINS AND MINERALS. PRICES ARE EFFECTIVE 9/8/86 AND INCLUDES 8 TON VOLUME DISCOUNT AND CASH DISCOUNT OF 2½% DUE 15TH OF FOLLOWING MONTH

AREAS TO LOOK AT TO IMPROVE PROFITABILITY

1. **Know your actual costs-** a good farm records system that separates crops from dairy will show you actual crop costs/profits and milk sales costs/profits.
2. **Don't keep extra heifers-** it costs approximately \$300 per year to feed each heifer. Milking x 60% gives you total number of heifers birth to fresh. Example 50 milk cows x 60% = 30 heifers total.
3. **Work on a better growing program** for the generally neglected yearling heifer. Bigger "spring of rib" heifers will eat more forage and give a bigger milk check during their first lactation. Heifers need to average 15,000-16,000 lbs. of milk for their first lactation.
4. **Use 2- feed system** for milk cows. Fresh cows get high density feed for peak lactation, and tail enders are fed least cost ration.
5. **Grow better quality forages-** this will reduce amount of feed needed to balance forage program.
6. **Reduce overhead-** rented, ground and poorly utilized equipment can be costly. It generally pays to grow your forages, but look at using custom services for silo filling.
7. **Analyze your crop operations-** with surpluses in wheat, corn, and soybeans the profitability in these crops is slim, and probably non-existent on small acreage. Remember, the dairy cow is a ruminant that can be fed forages and grain by-products.



PA 1-800-732-0467

MD, DE & NJ 1-800-233-0202

pennfield feeds

Quality - Performance - Service