

COMPARE YOUR FEED COSTS WITH PENNFIELD COMPLETE FEEDS



CASH GRAIN MARKET WEEK OF MAY 2, 1988

Whole Soybeans **\$6.95** Bu. at the farm 48% Soybean Meal **\$251.00** Per Ton Shelled Corn **\$2.48** Bu.
Roasting **.60** Bu. Grain Bank

Here is what it costs to make your own 16% grind and mix ration

Ingredients	Cost/Unit	Total Cost	Crude Protein
250 lbs. 48% Soybean Meal	\$251.00/Ton	\$31.38	120 lbs.
265 lbs. Roasted Soybeans	\$ 7.55/per bu.	\$33.35	98 lbs.
1325 lbs. Ear Corn	\$ 84.00/Ton	\$55.65	102 lbs.
100 lbs. Molasses	\$ 7.50/100 lbs.	\$ 7.50	3 lbs.
60 lbs. Vitamin-Mineral Premix	\$ 26.33/50 lb. bag	\$31.60	-0-
Grinding & Mixing	\$ 10.50/Hammermill Mix	\$ 8.75	-0-
2000 lbs.	TOTAL COST PER TON:	\$168.23	323 lbs. = 16.1%

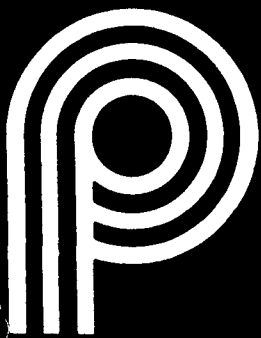
Ingredients	Cost/Unit	Total Cost	Crude Protein
460 lbs. 48% Soybean Meal	\$251.00/Ton	\$57.73	220 lbs.
1380 lbs. Ear Corn	\$ 84.00/Ton	\$57.96	100 lbs.
100 lbs. Molasses	\$ 7.50/100 lbs.	\$ 7.50	3 lbs.
60 lbs. Vitamin-Mineral Premix	\$ 26.33/50 lb. bag	\$31.60	-0-
Grinding & Mixing	\$ 10.50/Hammermill Mix	\$ 8.75	-0-
2000 lbs.	TOTAL COST PER TON:	\$163.54	323 lbs. = 16.1%

AREAS TO LOOK AT TO IMPROVE PROFITABILITY

- 1. Use 2-feed system** for milk cows. Fresh cows get high density feed for peak lactation, and tail enders are fed least cost ration.
- 2. Grow better quality forages-** this will reduce amount of feed needed to balance forage program.
- 3. Don't keep extra heifers-** it costs approximately \$300 per year to feed each heifer. Milking cows x 60% gives you total number of heifers birth to fresh. Example 50 milk cows x 60% = 30 heifers total.
- 4. 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.
- 5. 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.
- 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.

#50814 14% Golden Flake	#51300 16% Dairy Pellet	#50800 16% Golden Flake	#51900 20% Dairy Pellet	#53300 Pellet 32% Dairy Conc.	#52700 27% Maximum Density Beans-Beet Pulp Conc.
\$155.41 Net/Ton	\$157.41 Net/Ton	\$160.49 Net/Ton	\$177.89 Net/Ton	\$250.97 Net/Ton	\$269.06 Net/Ton

Includes 8 ton volume discount and cash discount of 2% due 15th following month.
Prices effective May 9, 1988 and subject to change with grain markets. Deduct additional \$3.00 per ton if paid in 10 days.



PA 1-800-732-0467 MD, DE & NJ 1-800-233-0202

pennfield feeds

Quality - Service - Value