



# FOCUS



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## Average Farm Feed Costs For Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's this week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania. Remember these are averages so you will need to adjust your figures

up or down according to your location and the quality of your crop.

Corn, No. 2y - 3.03 bu. 5.42 cwt.  
Wheat, No. 2 - 3.37 bu. 5.63 cwt.  
Barley, No. 3 - 2.36 bu. 5.04 cwt.  
Oats, No. 2 - 1.64 bu. 5.12 cwt.  
Soybeans, No. 1 - 6.50 bu. 10.85 cwt.  
Ear Corn 85.30 ton 4.27 cwt.  
Alfalfa Hay - 108.75 ton 5.44 cwt.  
Mixed Hay - 108.75 ton 5.44 cwt.  
Timothy Hay - 108.75 ton 5.44 cwt.

## How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — These data are calculated using information pulled from Pennsylvania DHIA's mainframe computer each week. It is a one-week summary representing approximately one-fourth of the herds on test, as they are tested monthly.

These data are valuable from a business management standpoint and can be used for comparing your operations to the averages from about one-fourth of the herds across the state.

DHIA Averages for all herds processed between 5/07/94 and 5/14/94

Number of Herds Processed	1,026
Number of Cows Processed	62,000
Number of Cows Per Herd	60.4
Milk Per Cow (Lbs)	18,517
%-Fat	3.68
Fat Per Cow (Lbs)	682
%-Protein	3.19
Protein Per Cow (Lbs)	592
Average Days in Milk Per Cow	319
*Value for CWT Milk(\$)	13.13
*Value for CWT Grain(\$)	7.98
*Value for CWT Hay(\$)	4.22
*Value for CWT Silage(\$)	1.52
*Value for Pasture Per Day(\$)	.29
*Value for Milk Per Cow Per Year(\$)	2,432
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,278
B: Hay	2,241
C: Silage	15,450
D: Day Pasture	58
*Feed Cost Per Cow Per Year(\$)	
A: Grain	581
B: Hay	94
C: Silage	235
D: Pasture	17
*Total Feed Cost Per Cow Per Year(\$)	928
*Income Over Feed Costs Per Year(\$)	1,503
*Grain to Milk Ratio	1:2.5
*Feed Cost Per CWT Milk(\$)	5.01
Avg Level For 919 SCC Herds	363,081

\*Member-generated figures

# JUNE

IS

# DAIRY

# MONTH

ITHACA, N.Y. — The next time you reach for a glass of milk or slice of cheese, think of it as a vote of confidence in one of the country's most enduring industries and its prominent role in the nation's economy.

Retail sales of dairy products accounted for more than 10 percent of all foods last year and amounted to more than \$64 billion. Sales of fluid milk alone amounted to more than \$28 billion.

The farm income from those dairy products amounted to more than \$20 billion, not including the value of beef sales from dairy cows sent to slaughter.

These expenditures help support a dairy industry work force that includes about 128,000 dairy farmers and 65,000 fluid milk industry employees.

The trickle-down effect of these dairy farms translates into employment and economic activity in local communities and generates \$3 to \$4 for the local economy for every dairy farm dollar earned, according to Olin Forker, an economist at Cornell University in Ithaca, New York.

In 38 states, dairy products rank among the top five farm commodities in terms of cash receipts. Dairy was the leading commodity in California, Wisconsin, New York, Minnesota, and Pennsylvania, followed by Michigan, Vermont, and New Hampshire. In three of those states — Vermont, Wisconsin, and New York — dairy products account for more than half of the total agricultural cash receipts. Dairy was the num-

ber two or number three commodity in another 20 states.

**Dairy Production Heads West**  
While milk and other dairy products remain as wholesome and tasty as ever, the dairy industry itself is undergoing big production changes that affect the economics of dairying.

Most milk today is being produced west of the Mississippi, a region that claims fewer, but much larger, dairy farms. While the average dairy herd is 60 cows, in the West it is nearly 250. Even though California has overtaken Wisconsin as the largest milk producing state, the fastest-growing dairy states include New Mexico, Arizona, Washington, and Idaho.

Recent changes in the dairy industry are forcing more dairy farmers to rethink how they will market their milk in the future. Government purchases of dairy products will be less than two percent of all dairy products produced this year so more than ever is

going into the commercial market. Also changing is how dairy farmers are paid for their milk. While dairy farmers used to be paid one price for most of their milk, today they are paid according to the individual components of the milk, including proteins, nonfat solids, and butterfat. On average, only 20 percent of their income comes from butterfat, compared to nearly 40 percent several years ago.

Industry analysts foresee the day when milk processors will not automatically buy all the milk a dairy farmer produces. All purchases will be made on a contract basis, and only for certain components of the milk, they say.

That, coupled with reduced government purchases of dairy surpluses, will mean that the supply of milk will be kept more in line with changes in consumer demand. For consumers, that means more of the dairy products you want — when you want it.

## Bupp Completes Course

LANCASTER (Lancaster Co.) — John Wayne Bupp, Lancaster, has completed the basic course in auctioneering offered by the Mendenhall School of Auctioneering in High Point, N.C., and has been awarded a diploma.

The program is designed to educate and train people interested in auctioneering to become successful auctioneers. Included are courses in real estate, livestock, automobiles, antiques, business liquidations, auction galleries,

construction and farm equipment, clerking, cashing, advertising, law, bid-calling, and more. The faculty includes 16 nationally recognized auctioneers and business leaders.

Four classes, each lasting two weeks, are conducted each year. Each class consists of more than 100 hours of professional training. Auctions are conducted where the public is invited and the students do the actual auctioneering.

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