

During these times of extremely high grain prices it's critical that you get the right feed to the right cows. Cutting back feed on all the cows may be cutting into the milk production on your top cows who are making your best profits.

Below are some typical income and feed costs on cows milking 40, 60, 80 and 100 lbs. of milk per day. As you can see, the 80 and 100 lbs. cows have a **higher feed cost, eat more expensive feed**, and yet these are the cows that will produce the most income over feed cost - and it's <u>income</u> that pays the bills.

| 40 lbs. of | Milk | Per | Day | 60 lbs. of | f Milk | Per | Day |
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| | ibs. Fed | Cost/Ton | Cost/Day | | <u>lbs. Fed</u> | Cost/Ton | Cost/Day |
| Alfalfa Hay | 16 ibs. | \$150 | \$1.20 | Alfalfa Hay | 12 lbs. | \$150 | \$.90 |
| Corn Silage | 40 ibs. | \$35 | .70 | Corn Silage | 40 lbs. | \$35 | .70 |
| Pennfield #72516 | | | | Pennfield #72516 | | | |
| Valu-Tech 16% Flake | 8 lbs. | \$2 31 | .92 | Valu-Tech 16% Flake | 20 lbs. | \$231 | 2.31 |
| | TOTAL COS | ST PER DA | Y \$2.82 | | TOTAL CO | OST PER D | AY \$3.91 |
| 40 Li | BS. MILK @ \$ | 12.95* CW | /T \$ 5.18 | 60 L | BS. MILK @ | \$12.95* C | WT \$7.77 |
| income over pei | ED & FORAG | . \$2 | .36 | INCOME OVER FEI | ED 8 FORA | GE \$3 | 8.86 |
| | | | PER DAY | | | | PER DAY |
| At a state of the second state is a second state of the second sta | | | | | | | |
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| | | | | | | | <u>[</u> 4 |
| 80 lbs. of | Milk | Per | Day | 100 lbs. o | f Milk | k Per | Day |
| 80 lbs. of | | | Day Cost/Day | 100 lbs. o | | Cost/Ton | Day Cost/Day |
| | | | - | 100 lbs. o Alfalfa Hay | | | |
| Alfaifa Hay Corn Silage | ibs. Fed | Cost/Ton | Cost/Day | | ibs. Fed | Cost/Ton | Cost/Day |
| Alfaifa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake | <u>ibs. Fed</u> 12 ibs. | <u>Cost/Ton</u> \$150 | Cost/Day \$.90 | Alfalfa Hay Corn Silage | <u>lbs. Fed</u> 12 lbs. | <u>Cost/Ton</u> \$150 | <u>Cost/Dav</u> \$.90 .70 2.43 |
| Alfalfa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake Pennfield #52020 | <u>ibs, Fed</u> 12 lbs. 40 lbs. | <u>Cost/Ton</u> \$150 \$35 | <u>Cost/Day</u> \$.90 .70 | Alfalfa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake | <u>ibs. Fed</u> 12 lbs. 40 lbs. 21 lbs. 14 lbs. | Cost/Ton \$150 \$35 \$231 \$302 | <u>Cost/Day</u> \$.90 .70 2.43 |
| Alfalfa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake Pennfield #52020 | <u>ibs. Fed</u> 12 ibs. 40 ibs. 18 ibs. | <u>Cost/Ton</u> \$150 \$35 \$231 \$302 | <u>Cost/Day</u> \$.90 .70 2.08 1.51 | Alfalfa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake Pennfield #52020 | <u>ibs. Fed</u> 12 lbs. 40 lbs. 21 lbs. 14 lbs. | <u>Cost/Ton</u> \$150 \$35 \$231 | <u>Cost/Day</u> \$.90 .70 2.43 |
| Alfaifa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake Pennfield #52020 Target 21% Top-Dress | <u>ibs, Fed</u> 12 lbs. 40 lbs. 18 lbs. 10 lbs. | Cost/Ton \$150 \$35 \$231 \$302 T PER DAY | <u>Cost/Day</u> \$.90 .70 2.08 <u>1.51</u> (\$5.19 | Alfalfa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake Pennfield #52020 Target 21% Top-Dress | <u>ibs. Fed</u> 12 lbs. 40 lbs. 21 lbs. 14 lbs. | <u>Cost/Ton</u> \$150 \$35 \$231 \$302 ST PER DA | <u>Cost/Day</u> \$.90 .70 2.43 <u>2.11</u> Y \$6.14 |
| Alfaifa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake Pennfield #52020 Target 21% Top-Dress | <u>ibs, Fed</u> 12 lbs. 40 lbs. 18 lbs. 10 lbs. TOTAL COS S. MILK @ \$1 | Cost/Ton \$150 \$35 \$231 \$302 T PER DAY 12.95* CW | <u>Cost/Day</u> \$.90 .70 2.08 <u>1.51</u> (\$5.19 | Alfalfa Hay Corn Silage Pennfield #72516 Valu-Tech 16% Flake Pennfield #52020 Target 21% Top-Dress | ibs. Fed 12 lbs. 40 lbs. 21 lbs. 14 lbs. TOTAL CO S. MILK @ 5 | Cost/Ton \$150 \$35 \$231 \$302 ST PER DA \$12.95* CW | <u>Cost/Day</u> \$.90 .70 2.43 <u>2.11</u> Y \$6.14 |

Areas To Increase Profitability

) Use 2 feed program for milk cows. Fresh cows must have 3.) Milk in the tank pays the bills - see your banker and bu

- a high energy, nutrient dense feed designed for peak performance, and lower producing cows are fed a least cost ration.
- 2.) Increase forage feeding to <u>lower producing cows</u> this will reduce the amount of purchased feed needed to balance their feeding program.
- some fresh cows to see you through the summer months.
- 4.) Cuil the lower 10% of your herd and use the proceeds to buy fresh cows.
- 5.) Sell off 50% of the heifers that are not due to freshen in the next 3-4 months. Heifers to freshen in 1997 won't do you much good if you are forced to sell out in the summer of 1996.

*Milk price is actual April 1996 Order #4 net received at farm after all deducts, includes quality premiums and MACMMA. Pennfield Feed prices are for the week of April 29, and includes 8 ton volume discount and 2 1/2% cash discount.



Round The Clock Service - 24 Hours Per Day pennfield feeds

Office 1-800/732-0467 Orders 1-800-995-0333 Quality -- Value -- Service