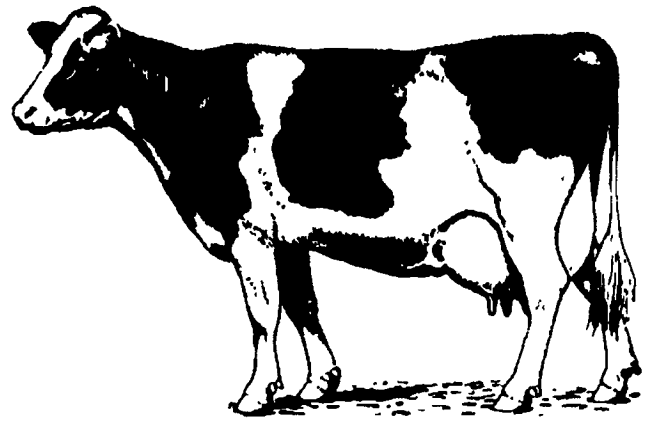


YOUR TOP COWS ARE PAYING YOUR BILLS



During these challenging times in the dairy business 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 income that pays the bills.

40 lbs. of Milk Per Day

	lbs. Fed	Cost/Ton	Cost/Day
Alfalfa Hay	6½ lbs.	\$180	\$.59
Corn Silage	56 lbs.	\$35	.98
Pennfield #72520			
Valu-Tech 20% Flake	11½ lbs.	\$216	1.24
TOTAL COST PER DAY			\$2.81
40 LBS. MILK @ \$11.60* CWT			\$4.64

INCOME OVER FEED & FORAGE

\$1.83
PER DAY

60 lbs. of Milk Per Day

	lbs. Fed	Cost/Ton	Cost/Day
Alfalfa Hay	6½ lbs.	\$180	\$.59
Corn Silage	55 lbs.	\$35	.96
Pennfield #72520			
Valu-Tech 20% Flake	20 lbs.	\$216	2.16
TOTAL COST PER DAY			\$3.17
60 LBS. MILK @ \$11.60* CWT			\$6.96

INCOME OVER FEED & FORAGE

\$3.79
PER DAY

80 lbs. of Milk Per Day

	lbs. Fed	Cost/Ton	Cost/Day
Alfalfa Hay	6½ lbs.	\$180	\$.59
Corn Silage	55 lbs.	\$35	.96
Pennfield #72520			
Valu-Tech 20% Flake	15 lbs.	\$216	1.62
Pennfield #52222			
LTD 22% Top-Dress	11 lbs.	\$286	1.57
TOTAL COST PER DAY			\$4.74
80 LBS. MILK @ \$11.60* CWT			\$9.28

INCOME OVER FEED & FORAGE

\$4.54
PER DAY

100 lbs. of Milk Per Day

	lbs. Fed	Cost/Ton	Cost/Day
Alfalfa Hay	6½ lbs.	\$180	\$.59
Corn Silage	55 lbs.	\$35	.98
Pennfield #72520			
Valu-Tech 20% Flake	15 lbs.	\$216	1.62
Pennfield #52222			
LTD 22% Top-Dress	18 lbs.	\$286	2.57
TOTAL COST PER DAY			\$5.76
100 LBS. MILK @ \$11.60* CWT			\$11.60

INCOME OVER FEED & FORAGE

\$5.84
PER DAY

Areas To Increase Profitability

- Use 2 feed program for milk cows. Fresh cows must have a high energy, nutrient dense feed designed for peak performance, and lower producing cows are fed a least cost ration.
- Milk in the tank pays the bills - see your banker and buy some fresh cows to see you through the summer months.
- Cull the lower 10% of your herd and use the proceeds to buy fresh cows.
- The above examples are run on a "best cost program" designed to meet the nutrient needs of a 1350 body weight Holstein. Alfalfa hay at \$180 ton was offered up to 15 lbs per day, however it is more cost effective to feed more Corn Silage and purchase protein from grain sources.
- Identify the "weak link" in your current milk production program. Take steps to correct it.

*Milk price is actual July 1997 Order #4 net received at farm after all deducts, includes quality premiums and MACMMA. Pennfield Feed prices are for the week of August 25, 1997 and includes 8 ton volume discount and 2 1/2% cash discount.



Round The Clock Service - 24 Hours Per Day

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