

# Does High Production Come With Too High A Price?

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Lancaster Farming Staff

LEBANON (Lebanon Co.) — At a late-winter meeting sponsored by the agriculture group of Fulton and Lebanon Valley Farmers Bank, area producers gathered for the 24th annual luncheon seminar.

The Lebanon Valley Expo Center hosted the seminar, which drew more than 450 producers and industry representatives.

Jeffrey D. Brose, DVM, technical service specialist, Monsanto Dairy Business, discussed "Banking on Higher Milk Production" to start the seminar.

"Is high milk production really more profitable?" asked Brose. "What is the cost of high production? It has a cost in stress."

Even with these considerations, Brose said, higher production does help the farm's bottom line.

Brose asked dairy producers to think about their profit margin. "Is the milk that you sell equal? Does it all have the same profit margin?"

"As you improve your production level, the profit margin gets greater for that next pound of milk. As we do something to improve your milk production, expenses are greater but hopefully there is more

profit margin," he said.

Higher production allows a producer to spread fixed costs — getting more milk from the same amount of cows by improving cow comfort or giving more feed.

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From left stands Ken Bailey, associate professor of dairy markets and policy, Penn State; Lou Moore, professor of ag economics, Penn State; Mike Firestine, senior vice president ag loan officer, Fulton Bank; and Jeffrey Brose, Monsanto Dairy Business.

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