FrontLine®
MARKETING INFORMATION FOR
TODAY'S FEED PROFESSIONAL

If milk prices fall, is there still a place for calf milk replacers?

Or, do good management practices still make sense?

In most businesses, a profit is shown in the end by doing many "small" things consistently which each are profitable on their own. Few businesses make just one huge decision which realizes the business owner's entire profit for the year.

So it is with dairying - each dairy producer makes many relatively small decisions throughout the year which individually have a small impact on his total profitability, but collectively are the reason for either celebration or retrenching as the checkbook is balanced. Many good livestock management practices require a cash investment in order to realize the corresponding profit from that decision. Doing the things which have a positive return make sense in any dairy climate. For example, each of the following management practices will return a healthy profit margin if practiced consistently:

- Culling - both calves and cows
- Using DHIA testing - including SCC
- Teat dipping
- Feed testing and ration balancing
- Vaccination & herd health programs
- Calving heifers routinely at 24-26 months
- Not raising too many replacement heifers
- Artificial insemination - 100%
- Routine deworming
- Mastitis control programs
- Maximizing & improving forage quality
- Using calf milk replacer to replace saleable whole milk

High quality milk replacers will still save producers 20-40% over feeding saleable whole milk, despite the current furor over "low milk prices" at the farm.

To calculate the exact savings, use the following worksheet:

Whole milk selling price/cwt. $___________

X 4

*Value of 400 lbs. whole milk $___________
(50 lbs. solids)

Milk Products
The Milk Replacer Source™
FOR MORE INFORMATION, CALL OR WRITE MILK PRODUCTS, LLC
P.O. Box 150, Chilton, Wisconsin 53014, (920) 849-2348, Fax (920) 849-9014 www.milkproductsinc.com

Cost of 50 lbs. of milk replacer $__________

Savings from using milk replacer $________
(per calf)

*Whole milk is approximately 12.5% solids.
400 lbs. of milk X 12.5% equals 50 lbs. of solids.

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