



Westway
FEED PRODUCTS



Feeding Costs

The cost of the feeding -
Not the cost of the feed



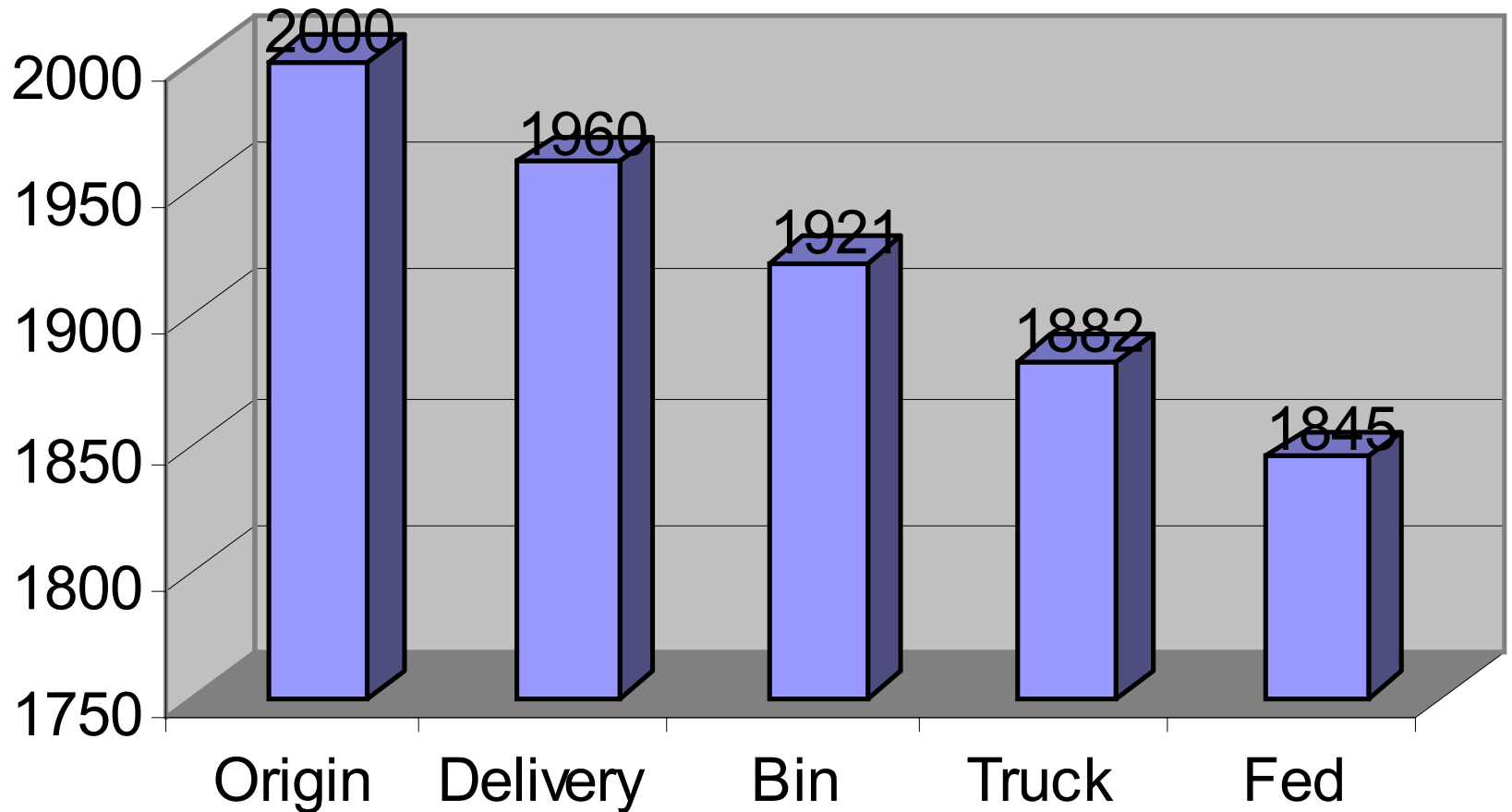
Cost of 2% Handling Shrink

	<u>Weight</u>	<u>% Loss</u>	<u>\$100 Feed Cost</u>
At Supplier	2000 lb	0	\$100.00
To your bulk bin	1960	2.00	\$102.04
To your Truck	1921	3.96	\$104.12
To the Cattle	1882	5.88	\$106.25

2% Handling loss



Pounds Left of a Ton Purchased



Handling and Shrink - What's the Point?

- With Liquid Feed You Don't have:
 - Fines
 - Wind Loss
 - Sorting
 - Bags
 - Feed Trampled into Ground
 - Multiple Handling
 - Excessive Shrink



Dr. Dale Blasi

of Kansas State University - 1998 AFIA Liquid Feed
Symposium - “Economics of Free Choice vs Hand
Feeding”

“Many people fail to appreciate
the requirements and costs of
labor for a properly managed
cowherd.”

Cost Factors -

Free Choice vs. Hand Feeding

- Labor - \$9.00/hour
 - Competing with 8-5 jobs in robust economy
 - Liability
 - Aging operators (58% > 55 yrs)
- Equipment
 - Feed storage and handling
 - Truck cost (\$0.36/mile)



Feeding Cost / Hd / Feeding

	# Head / Feeding	
Miles	50	100
2	\$ 0.14	\$ 0.09
5	\$ 0.18	\$ 0.11
10	\$ 0.24	\$ 0.14
15	\$ 0.31	\$ 0.17
20	\$ 0.38	\$ 0.21

\$9.00/hour + \$0.36/mile for truck - based on "Economics of Free Choice vs Hand Feeding" by Dr. Dale Blasi, Kansas State University at 1998 Liquid Feed Symposium



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of Kansas State University - 1998 AFIA Liquid Feed
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Feeding”

“Careful evaluation of the ‘hidden costs’ associated with supplementation programs will ensure that the selection of supplements is based on sound economic, biological benefits, and more than just conventional wisdom.”

Feeding Costs - What's the Point?

- With Liquids you don't have:
 - A worn out pickup truck
 - Cattle without supplement
 - Time to do something else
 - Hired help to feed when you can't
 - Some cattle getting most of the feed

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