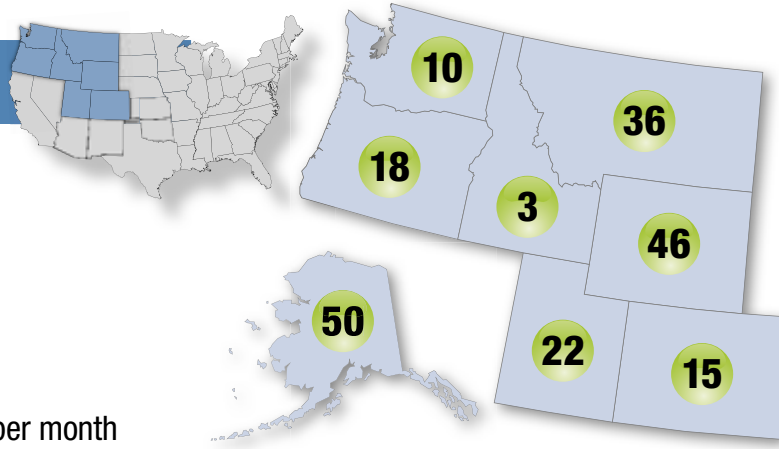


2011 U.S. regional dairy statistics

NORTHWEST

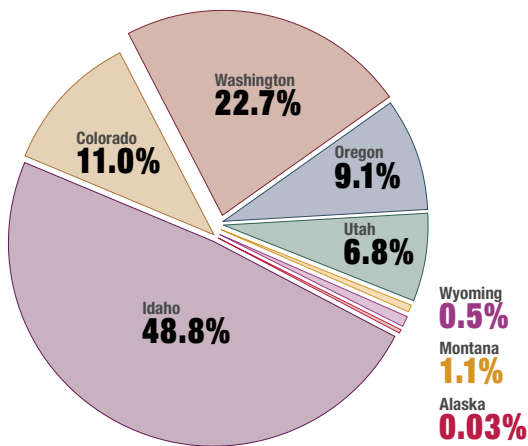
- 27.2 billion lbs. of milk
- 1.19 million dairy cows
- 22,731 lbs. of milk per cow
- 1,769 licensed dairy herds
- 676-cow average herd size
- \$3,502 in value of milk per cow
- 11.7 gallons of milk per person per month



State rank in U.S. milk production

State ranking – U.S. milk production	State	Total milk production (in millions of lbs.)	Percentage increase/decrease in total milk from 2010-2011	Number of cows (in thousands)	Percentage increase/decrease in number of cows from 2010-2011	Milk per cow (lbs. per year)	Percentage increase/decrease in milk per cow from 2010-2011	Number of licensed dairy herds	Change in licensed herds from 2010-2011	Average herd size	Change in avg. herd size from 2010-2011	Total gallons of milk per person per month
3	Idaho	13,256	+3.7%	578	+2.5%	22,934	+1.2%	575	-10	1,005	+41	81.1
10	Washington	6,169	+4.5%	260	+3.6%	23,727	+0.9%	460	NC	565	+20	8.8
15	Colorado	2,999	+6.5%	128	+7.6%	23,430	-1.0%	130	NC	985	+69	5.7
18	Oregon	2,479	+3.3%	121	+2.5%	20,488	+0.8%	270	NC	448	+11	6.2
22	Utah	1,854	+1.9%	88	+3.5%	21,068	-1.6%	240	NC	367	+13	6.4
36	Montana	288	-0.4%	14	NC	20,571	-0.3%	70	NC	200	NC	2.8
46	Wyoming	123	+2.2%	6	NC	20,517	+2.2%	20	NC	300	NC	2.1
50	Alaska	7	-2.8%	0.5	-16.7%	13,800	+16.6%	4	-1	125	+5	0.1
Total regional numbers		27,175	+4.0%	1,196	+3.3%	22,731	+0.7%	1,769	-11	676	+26	11.7
Total U.S. numbers		196,245	+1.8%	9,194	+0.8%	21,345	+0.9%	51,481	-1,651	179	+7	6.1

Source: February 2012 Milk Production Report, USDA



Northwest region's milk production

Percentages may not add up to 100% due to rounding.

Top 10 dairy counties

State	County	May 2011 (in lbs.)	May 2010 (in lbs.)	Change (annual)
ID	Gooding*	273,432,530	249,342,671	+9.7%
WA	Yakima	217,213,163	207,171,464	+4.8%
ID	Twin Falls*	168,618,598	154,645,130	+9.0%
ID	Jerome*	146,169,866	144,083,925	+1.4%
ID	Cassia*	134,682,544	128,714,444	+4.6%
CO	Weld	130,323,627	111,315,762	+17.1%
WA	Whatcom	91,994,102	88,445,873	+4.0%
OR	Morrow	70,189,680	57,207,680	+22.7%
ID	Canyon*	64,523,609	71,145,488	-9.3%
CO	Morgan	63,696,865	61,061,924	+4.3%

Source: May 2011 Federal Milk Marketing Data, USDA

Note: This data represents only one month of federally marketed milk production. It may not accurately reflect a county's annual milk production and does not account for milk depooled due to price.
*Estimated May 2011 milk production for Idaho counties, United Dairywomen of Idaho

Top 10 ag commodities

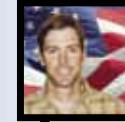
Rank	Commodity	Percent of all commodity receipts	2010 value of receipts (in thousands of dollars)	Northwest region produces this percentage of U.S. total
1	Cattle/calves	25.4%	7,254,961	14.1%
2	Dairy	14.3%	4,077,110	13.0%
3	Wheat	11.1%	3,172,433	29.2%
4	Hay	6.1%	1,726,902	32.0%
5	Potatoes	5.5%	1,569,214	51.4%
6	Greenhouse	5.4%	1,549,332	9.9%
7	Apples	5.3%	1,520,952	67.4%
8	Corn	2.9%	827,454	1.8%
9	Hogs	1.7%	493,961	2.8%
10	Onions	1.7%	488,058	40.6%
Regional total			\$28,530,587	9.1%

Total ag receipts by state

State	All commodities (in thousands of dollars)	Crops (in thousands of dollars)	Livestock and products (in thousands of dollars)
Washington	\$7,448,370	\$5,460,314	\$1,988,056
Colorado	\$6,017,543	\$2,268,308	\$3,749,235
Idaho	\$5,732,711	\$2,498,424	\$3,234,287
Oregon	\$3,750,186	\$2,702,116	\$1,048,070
Montana	\$3,049,592	\$1,782,485	\$1,267,107
Utah	\$1,329,421	\$359,816	\$969,605
Wyoming	\$1,172,012	\$282,163	\$889,849
Alaska	\$30,752	\$23,635	\$7,117
Region total	\$28,530,587	\$15,377,261	\$13,153,326
U.S. total	\$314,352,697	\$141,444,079	\$172,908,618

Source: Ag receipt data is for 2010. Economic Research Service/USDA, revised August 31, 2011

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"We recently switched to the T150 Pro Foamer and cut dip usage by 75% over our current level. It is really easy to use and the foam provides the best coverage we've seen!"

Chad Turner Desert Hills Dairy, Yerington, NV (Milking 5,000 cows)



"The cows are cleaner and our prep time is faster. We also use substantially less dip now than we used to."

Steve Gerratt Midway Dairy, Declo, ID (Milking 3,500 cows)



"Before we put in the T150 Pro Foamer six months ago, we were spraying. The spray only covered one side of the teats. The T150 has given us 100% coverage and has cut our dip usage by more than 50%. Our SCC counts have stayed (around 130,000)."

Kimball Holt Holt Dairy, Newcastle, UT (Milking 3,300 cows)



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