

Durability & Innovation

Highly effcient SD and HD mixers from Penta TMR

Tornado auger produces exceptionally consistent mix

and excellent cleanout!

Dairies bounce back in 2011

The U.S. dairy industry continued to rebound in 2011, although some areas of the country have recovered more quickly since

In 2011, U.S. dairy export growth returned to an expansion trajectory last seen in 2008. For the fourth time in the last five years, the U.S. had a positive dairy trade surplus in 2011 **States** based on value of products sold at \$1.9 billion, the county's largest-ever sales figure.

U.S. dairy producers continued a decade of annual year-over-year increases in per-cow production in 2011, with the average U.S. cow declining in every milk production statistical producing 21,345 pounds of milk. The number category, including total milk production, milk of milking cows grew by 75,000 in 2011. the expanded since 2008. However, those cows were milked increasingly on larger farms, as the rate of consolidation continued on its normal path with 3.1 percent of the country's dairy producers exiting the industry last year.

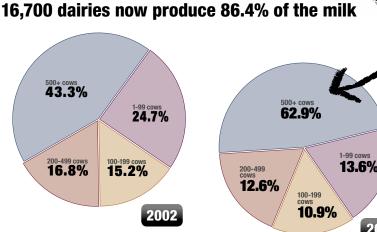
the nation in new milk production last year. The Northwest region also saw significant growth, although only about half as much as

milk production over 2011. Per-cow production in the Southwest increased 1.9 percent, more than double the national average of .9 percent. Overall, the Western dairy herd grew by 88,000 cows: the Eastern herd scaled back by 14.000 accounted for 95 percent of all dairies exiting the industry in 2011.

Throughout 2011, it was clear that Texas milk production had exploded and the state's dairy industry was on the move. The state passed Minnesota to solidly become the No. 6 milk-producing state in the country. Minnesota production per cow and cows in milk.

the Top 25 milk-producing states. The Arizona dairy herd population recovered to pre-2009 levels, boosting total milk production by 6.2 the No. 12 milk-producing spot it previously held before 2009 from lowa.

Slow-and-steady growth in the number of Nearly all of the country's new milk in 2011 milk cows in Kansas finally pushed the state was produced in the West. The Southwest led into the No. 16 spot, surpassing Vermont, which declined on an annual basis in number production in Georgia pushed the state into the No. 24 spot, as Missouri continued its slow



-2,003 41,127 8,700 3,950 3,350

53,132 -1,810 37,232 8,600 3,950 3,350

2011 51,481 -1,651 34,781 9,300 4,000 3,400

For the first time in recent history. in milk production, as California's San Joaquin County edged into the Top 10 past Lancaster County, Pennsylvania, which

43.3%

16.8% 100-199 cows 15.2%

2010. The Top 100 milk-producing counties accounted for 57.2 percent of total U.S.

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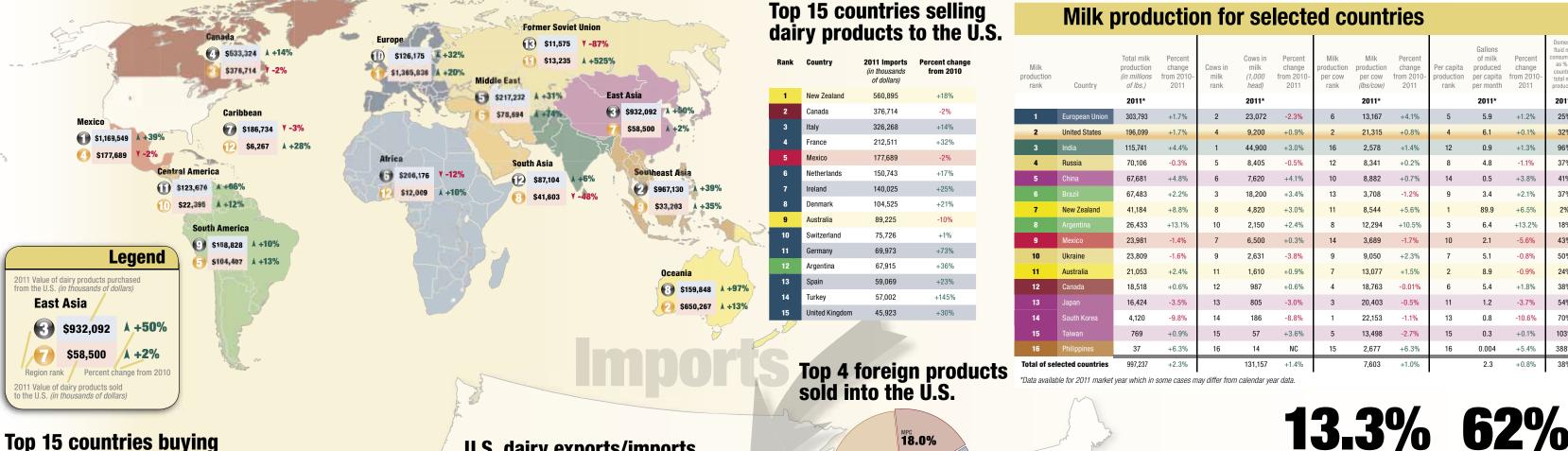




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2011 U.S. & International dairy trade





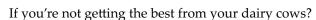


remained 2.9 percent in 2011, the lowest figure

Export prices of dairy commodities — Skim milk powder — Whole milk powder



WHO CARES...



It wasn't long ago that low milk prices forced you to make difficult decisions about your herd. Now that the industry is recovering, it is time to reconsider what will maximize your herd's potential.

The Alltech Dairy Advantage is designed to give your herd the best chance for success by focusing on challenges impacting modern dairy production and profitability.

So remember when it comes to caring about your herd...

Altech®DOES!





- Thorough, consistent TMR regardless of batch size!
- Save time, labor, fuel & feed!

SEEING IS BELIEVING!







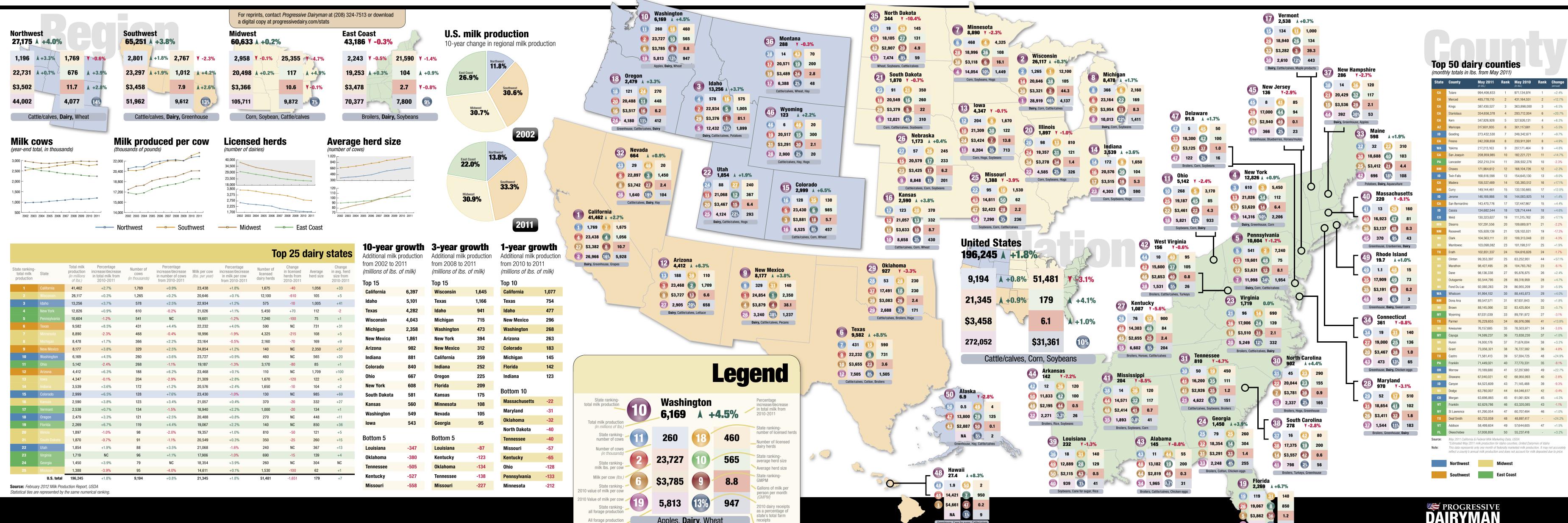
2011 U.S. dairy statistics











All information is from 2011, unless otherwise noted

DAIRYMAN

www.progressivedairy.com