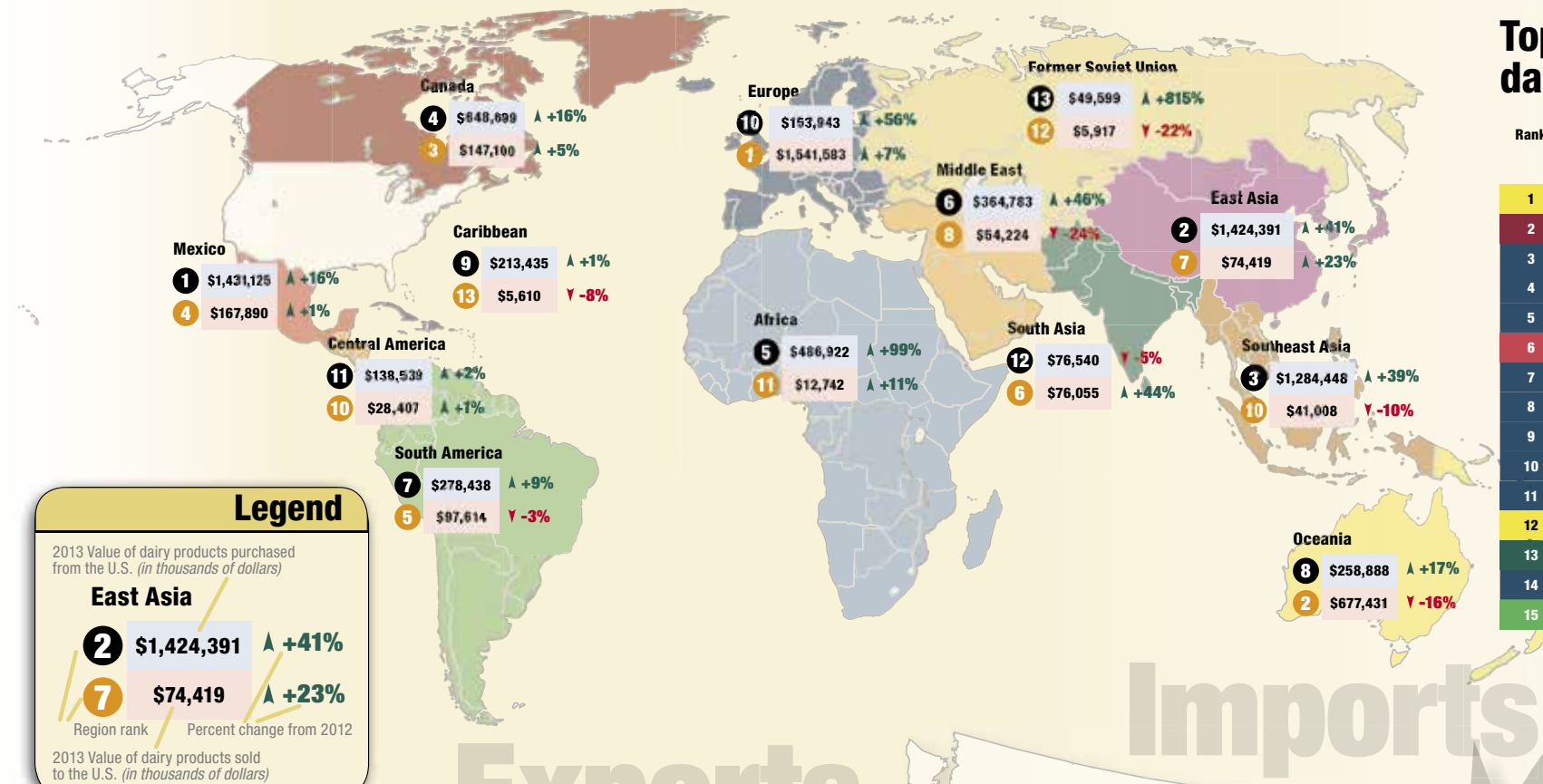


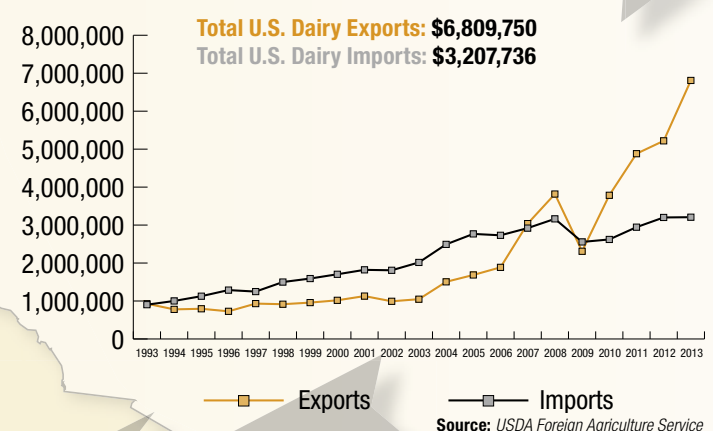
2013 U.S. & International dairy trade



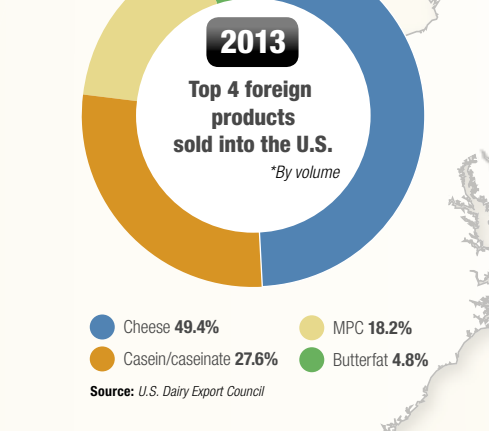
Top 15 countries buying U.S. dairy products

Rank	Country	2013 Exports (in thousands of dollars)	Percent change from 2012
1	Mexico	1,431,125	+16%
2	China	706,915	+70%
3	Canada	648,699	+16%
4	Philippines	394,245	+15%
5	Indonesia	316,368	+66%
6	Japan	303,982	+7%
7	Korea, South	301,033	+34%
8	Vietnam	239,886	+72%
9	Malaysia	181,395	+36%
10	Saudi Arabia	166,590	+31%
11	Egypt	152,597	+107%
12	Australia	136,577	+29%
13	Algeria	133,297	+440%
14	New Zealand	119,292	+6%
15	Morocco	116,675	+61%

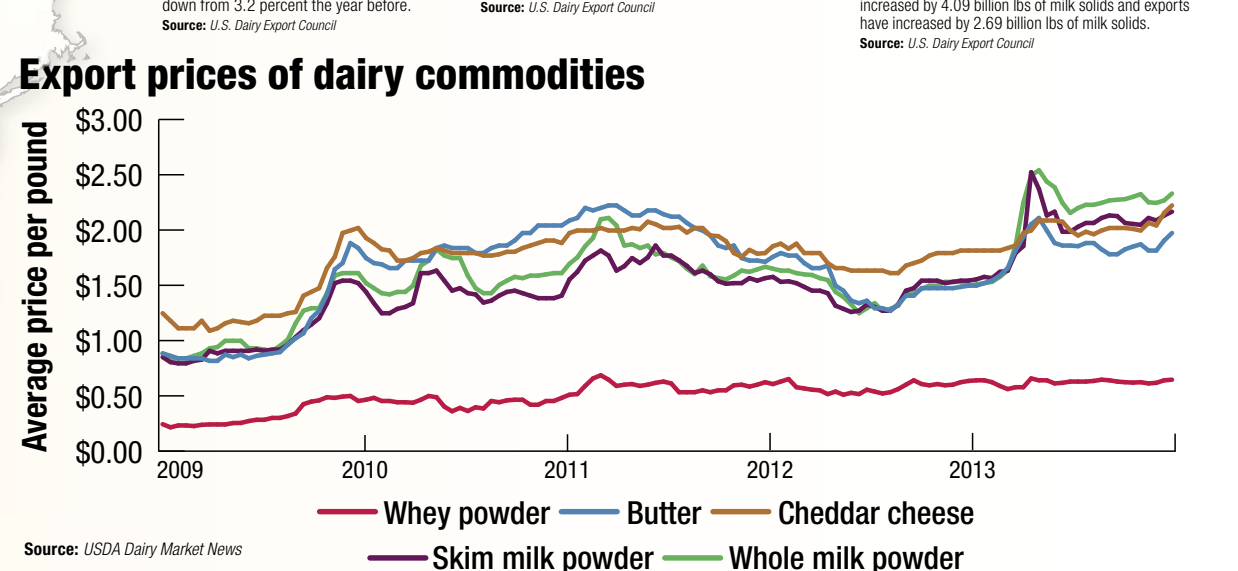
U.S. dairy exports/imports (in thousands of dollars)



Top 4 foreign products sold into the U.S.



Export prices of dairy commodities

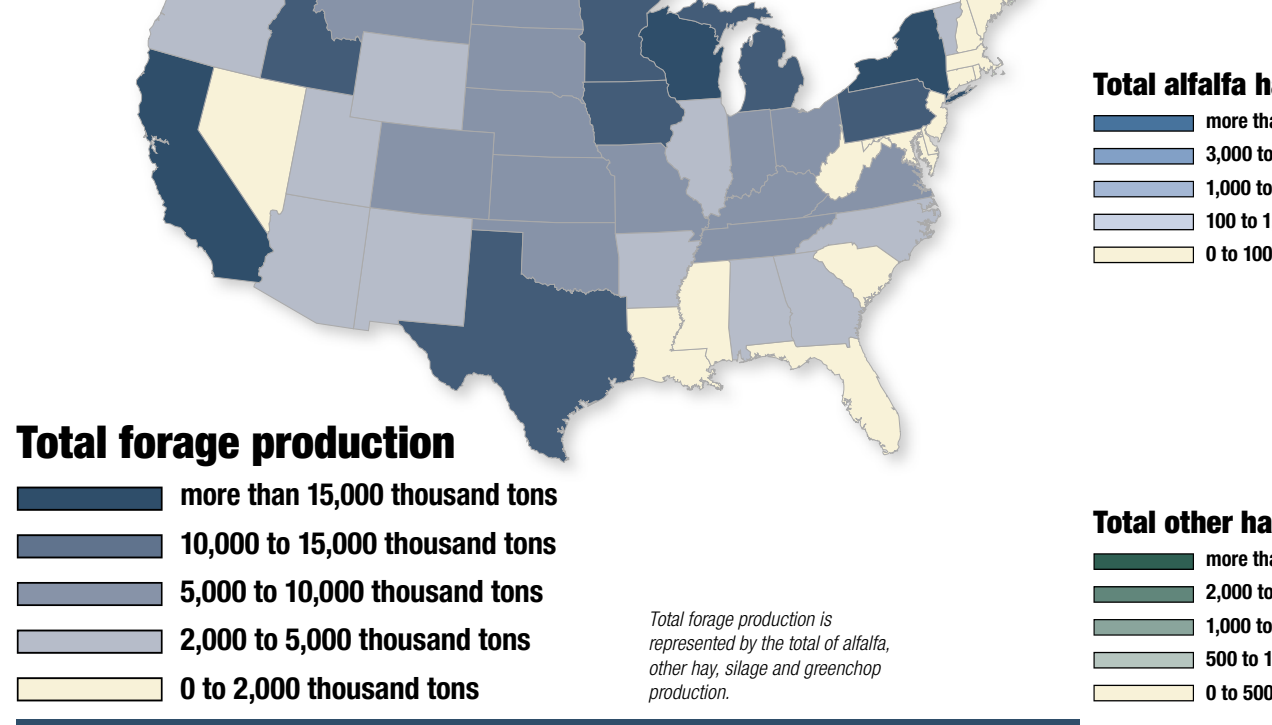


Milk production for selected countries

Milk production rank	Country	Total milk production (in million metric tons)	Percent change from 2012-2013	Cows in milk (in million head)	Percent change from 2012-2013	Milk production per cow (liters/cow)	Percent change from 2012-2013	Gallons of milk produced per capita per month	Percent change from 2012-2013	Domestic dairy milk consumption as % of country's total milk production			
1	European Union	306,659,860	+0.1%	2	23,052	NC	5	5.9	-0.9%	24%			
2	United States	201,597,442	+0.7%	4	8,220	-0.1%	2	21,865	+0.8%	4	6.2	+0.1%	32%
3	India	126,764,500	+3.6%	1	48,250	+4.0%	15	2,627	-0.4%	12	1.0	+1.1%	95%
4	China	76,058,700	+5.8%	6	8,380	+4.8%	10	9,076	+1.0%	14	0.5	+5.3%	42%
5	Brazil	71,384,948	+2.8%	3	20,450	+2.8%	14	3,491	+0.1%	9	3.4	-0.8%	37%
6	Russia	69,224,440	-1.6%	5	8,515	-1.0%	12	8,130	-0.6%	8	4.7	-1.8%	34%
7	New Zealand	43,382,119	-4.3%	8	5,043	+0.5%	11	8,602	-4.8%	1	93.2	-5.5%	1.5%
8	Argentina	26,005,462	+1.0%	10	2,193	NC	8	11,858	+1.0%	3	6.3	+1.0%	18%
9	Mexico	24,845,842	NC	7	6,300	-0.8%	13	3,944	+0.8%	10	2.0	-1.3%	37%
10	Switzerland	24,603,336	-0.7%	9	2,554	-1.1%	9	9,633	-1.8%	6	5.2	+1.0%	51%
11	Australia	21,098,022	-2.5%	11	1,650	NC	6	12,787	-2.5%	2	8.7	-4.4%	26%
12	Canada	18,816,261	-0.9%	12	961	+0.1%	4	19,580	-1.0%	7	5.2	-1.7%	35%
13	Japan	16,666,776	-0.9%	13	796	-1.8%	3	20,886	+0.8%	11	1.3	-0.8%	52%
14	South Korea	4,746,504	+2.0%	14	213	+1.9%	1	22,284	+0.1%	13	0.9	+1.6%	75%
15	Taiwan	782,792	-0.6%	15	61	+3.4%	7	12,505	-3.8%	15	0.3	-0.8%	99%
16	Philippines	41,887	+5.6%	16	17	+13.3%	16	2,464	-6.9%	16	0.004	-1.7%	30%
Total of selected countries		1,822,658,891	+0.8%		137,657	+1.9%		7,502	-1.1%		2.3	-0.5%	38%

*Data available for 2013 market year which in some cases may differ from calendar year data.

2013 U.S. forage statistics



Top 15 forage states

State ranking	State	Total forage production (in thousand tons)	Total alfalfa production (in thousand tons)	Total other hay production (in thousand tons)	Total corn silage production (in thousand tons)	Total greenchop production (in thousand tons)				
1	Wisconsin	26,530	6	2860	27	900	1	16170	6,600	
2	California	22,426	1	6120	16	1836	2	10998	3	3,472
3	New York	15,614	25	770	10	2160	3	8500	2	4,184
4	Texas	13,620	27	630	1	8250	10	3800	9	940
5	Pennsylvania	13,491	21	986	14	1932	4	7790	4	2,783
6	Minnesota	12,161	7	2470	21	1425	6	6270	6	1,996
7	Idaho	11,877	2	4256	31	720	8	5850	8	1,051
8	Iowa	11,536	9	2409	26	968	5	7410	10	749
9	Michigan	10,591	14	1891	35	627	7	5950	5	2,123
10	South Dakota	9,925	4	3780	12	2125	11	3640	14	380
11	Missouri	9,545	22	945	2	7030	26	1120	13	450
12	Nebraska	9,353	8	2415	9	2520	9	4160	15	258
13	Kansas	8,723	13	1925	4	4620	18	1950	16	228
14	Kentucky	7,620	26	660	3	5280	20	1680	0	0
15	North Dakota	6,770	5	3240	15	1850	20	1680	0	0
Top 15 Totals		189,782	35,357	42,243	86,968	25,214				
U.S. total		281,810	57,581	78,365	117,851	28,013				

Source: Crop Production 2013 Summary Report, USDA, NASS; statistical ties are represented by the same numerical ranking.

Milk production continues to relocate

Progressive Dairyman Editor Walt Cooley

Strong U.S. dairy exports and the relocation of milk production were the major story lines of 2013. The U.S. had its strongest sales year ever in value and percentage of total U.S. milk production exported.

Meanwhile, the end of the year saw the most reshuffling of positions among the Top 25 milk-producing states of any in the last few years, with nine states swapping spots. The majority of the country's new milk production continued to come from the Midwest and East Coast, a trend that began developing in 2012.

World
Dairy export sales soared in 2013. The percentage of U.S. milk solids leaving the country reached 15.5 percent, a new all-time high. Export sales to 28 of the top 35 countries trading with the U.S. were at their highest levels since 1970. Overall, export sales grew 30 percent over those in 2012, and dairy imports declined less than 1 percent.

Nation
The U.S. dairy cow population remained mostly the same in 2013, down just 12,000 cows from 2012. The number of dairy farms exiting the industry accelerated at the rate of 4.7 percent per year, above the five-year average. Average production per cow increased by 102 pounds, totaling 21,822 pounds of milk harvested per cow in 2013. Overall, milk production grew conservatively at only 0.3 percent more than the previous year.

Region
The Southwest was the only region in the U.S. to produce less milk than the previous year, and it was significantly less, more than 1 percent lower than 2012. Most of the decline came in cow productivity, as the number of milk cows in the Southwest declined by 9,000 head. However, the Midwest region more than made up for this decline. Continuing the previous year's trend, the Midwest produced more than 50 percent of the U.S.'s new milk in 2013. The increased production was the result of more cows (+14,000) and increased productivity (+1 percent). In total, the eastern half of the country produced 94 percent of the country's new milk in 2013.

States
While New York advanced its milk production (+2.1 percent), Idaho's industry slid backward (-9 percent). New York retook the No. 3 milk-producing state from the Gem State in 2013. For the past three years, Idaho had held that spot. Easing of regulations and demand for new milk for Greek yogurt production contributed to the state's increased milk flow.

Michigan continued to increase its milk production (+1.9 percent). For the past 10 years, the state has been in the top five states for milk production growth. As a result, Minnesota slipped to No. 8 in total milk production, despite growing production over that from 2012 (+7 percent).

Iowa moved up one spot to No. 12 with milk growth (+2.1 percent) from both higher cow numbers and per-cow production in 2013.

Arizona dropped one spot to No. 13, as milk production was off (-0.5 percent) due to lower-than-usual milk production per cow.

Utah climbed to No. 20 in milk production (+1.1 percent), despite growth in South Dakota (+2.2 percent), which slipped a spot to become the No. 21 dairy-producing state. Illinois dropped two spots to No. 22 (-1.9 percent) with declines in both cow populations and per-cow production. **PD**

U.S. dairy industry 12-year overview

Year	Total milk production (in millions of lbs)	Number of cows (in thousands)	Milk per cow (lbs per year)	Licensed dairy herds	Average herd size
2002	170,063	9,139	18,608	74,110	123
2003	170,394	9,083	18,760	70,375	129
2004	170,832	9,010	18,960	66,830	135
2005	176,931	9,050	19,550	64,540	140
2006	181,782	9,137	19,895	62,070	147
2007	185,654	9,189	20,204	59,130	155
2008	189,982	9,315	20,395	57,127	163
2009	189,334	9,203	20,573	54,942	168
2010	192,848	9,119	21,148	53,132	172
2011	196,164	9,194	21,336	51,291	179
2012	200,537	9,233	21,720	49,281	187
2013	201,218	9,221	21,822	46,960	196

Milk per cow

Top 5	Number of licensed herds	Dairy receipts as a % of state's total farm receipts
New Mexico 24,944	Wisconsin 10,860	Vermont 72%
Colorado 24,248	Pennsylvania 7,200	New York 48%
Michigan 24,116	New York 5,030	Wisconsin 43%
Washington 23,820	Minnesota 2,865	New Mexico 35%
Arizona 23,626	Ohio 3,930	Idaho 32%
Alabama 13,333	Michigan 2,030	Pennsylvania 30%
Mississippi 13,214	California 1,515	New Hampshire 29%
Louisiana 12,875	Iowa 1,425	Utah 20%
Arkansas 11,667	Indiana 1,315	Michigan 20%
Alaska 10,667	Missouri 1,290	Arizona 20%

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	5,000	\$3,200	\$5,140	\$10,920	\$131,040

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2013 U.S. dairy statistics

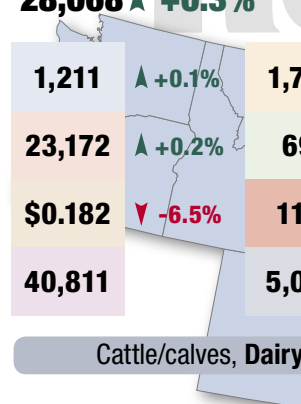
All states

State rank	State	Total milk production (in millions of lbs)	Percentage increase/decrease in total milk from 2012-2013	Number of cows (in thousands)	Percentage increase/decrease in number of cows from 2012-2013	Milk per cow (lbs per year)	Percentage increase/decrease in milk per cow from 2012-2013	Number of licensed dairy herds	Change in licensed herds from 2012-2013	Average herd size	Change in avg. herd size from 2012-2013
1	California	41,256	-1.3%	1,780	-0.1%	23,178	-1.2%	1,515	-90	1,175	+65
2	Wisconsin	27,572	+1.3%	1,271	+0.1%	21,693	+1.2%	10,860	-630	117	+7
3	New York	13,469	+2.1%	610	NC	22,080	+2.1%	5,030	-120	121	+3
4	Idaho	13,431	-0.9%	573	-1.2%	23,440	+0.3%	550	-15	1,042	+15
5	Pennsylvania	10,565	+0.8%	533	-0.6%	19,822	+1.4%	7,200	74	74	-1
6	Texas	9,610	+0.1%	437	+0.2%	21,984	-0.1%	460	-40	950	+78
7	Michigan	9,140	+1.9%	380	+1.3%	24,116	+0.6%	2,030	-100	187	+11
8	Minnesota	9,140	+0.7%	464	-0.2%	19,698	+1.0%	3,865	-260	120	+7
9	New Mexico	8,057	-1.1%	323	-2.1%	24,944	+1.0%	140	NC	2,307	-50
10	Washington	6,336	+1.6%	266	+1.5%	23,820	+0.1%	480	NC	554	+8
11	Ohio	5,448	+1.7%	270	NC	20,178	+1.7%	2,930	-130	92	+4
12	Iowa	4,806	+2.1%	208	+1.5%	22,144	+0.6%	1,425	-155	146	+16
13	Arizona	4,489	-0.4%	190	+1.1%	23,626	-0.5%	110	NC	1,727	+18
14	Indiana	3,830	+2.2%	176	+0.6%	21,761	+1.7%	1,315	-255	134	+22
15	Colorado	3,322	+3.4%	137	+2.2%	24,248	+1.1%	130	NC	1,054	+23
16	Kansas	2,932	+7.3%	134	+6.3%	21,881	+0.9%	325	-15	412	+42
17	Vermont	2,806	+1.4%	134	+0.8%	19,448	+0.7%	930	-40	144	+7
18	Oregon	2,514	+0.04%	123	NC	20,439	+0.04%	260	-10	473	+18
19	Florida	2,383	+1.8%	123	NC	19,374	+1.8%	130	NC	946	NC
20	Utah	2,036	+0.1%	92	+1.1%	22,130	-0.9%	220	-10	418	+23
21	South Dakota	2,023	+2.8%	94	+2.2%	21,521	+0.6%	300	-25	313	+30
22	Illinois	1,879	-1.9%	97	-1.0%	19,371	-0.9%	745	-15	130	+1
23	Virginia	1,742	+0.9%	95	-1.0%	18,337	+1.9%	640	-40	148	+7
24	Georgia	1,560	+2.0%	80	NC	19,500	+2.0%	240	-10	333	+13
25	Missouri	1,349	-4.1%	92	-2.1%	14,663	-2.0%	1,290	-140	71	+6
26	Nebraska	1,165	-1.8%	54	-3.6%	21,574	+1.9%	200	-10	270	+3
27	Kentucky	1,076	-3.9%	71	-4.1%	15,155	+0.1%	780	-60	91	+3
28	Maryland	972	-0.7%	50	-2.0%	19,440	+1.3%	470	-30	106	+4
29	North Carolina	935	-0.5%	46	NC	20,326	-0.5%	250	-20	184	+14
30	Oklahoma	790	-6.9%	45	-6.3%	17,556	-0.7%	180	-20	250	+10
31	Tennessee	767	-4.7%	48	-4.0%	15,979	-0.8%	390	-30	123	+4
32	Nevada	644	-3.3%	29	NC	22,207	-3.3%	20	NC	1,450	NC
33	Maine	606	-1.1%	31	-6.1%	19,548	+5.2%	300	-10	103	-3
34	Connecticut	371	+3.6%	18	NC	20,611	+3.6%	130	NC	138	NC
35	North Dakota	342	-1.4%	18	NC	19,000	-1.4%	110	-20	164	+25
36	Montana	298	-0.3%	14	NC	21,286	-0.3%	70	NC	200	NC
37	New Hampshire	271	-1.5%	13	-7.1%	20,846	+6.1%	120	NC	108	-8
38	South Carolina	264	-4.3%	16	NC	16,500	-4.3%	75	-5	213	+13
39	Massachusetts	230	+5.0%	13	+8.3%	17,692	-3.1%	155	NC	84	+6
40	Louisiana	206	-7.2%	16	-5.9%	12,875	-1.4%	130	-10	123	+2
41	Mississippi	185	-7.0%	14	NC	13,214	-7.0%	100	-10	140	+13
42	West Virginia	152	-3.8%	10	NC	15,200	-3.8%	80	-15	125	+20
43	Wyoming	128	+3.5%	6	NC	21,367	+3.5%	20	NC	300	NC
44	New Jersey	127	-2.3%	7	NC	18,143	-2.3%	70	-10	100	+13
45	Alabama	120	-9.1%	9	-10.0%	13,333	+1.0%	45	-5	200	NC
46	Arkansas	105	-2.1%	9	-10.0%	11,667	-12.3%	85	-15	106	+6
47	Delaware	93.7	-0.1%	4.8	-2.0%	19,521	+2.0%	40	-10	120	+22
48	Hawaii	29.5	+3.9%	2.2	+10.0%	13,409	-5.6%	2	NC	1,100	+100
49	Rhode Island	17.1	-6.6%	0.9	-10.0%	19,000	+3.8%	15	NC	60	-7
50	Alaska	3.2	-43.9%	0.3	-25.0%	10,667	-25.1%	3	-1	100	NC
U.S. total		201,218	+0.3%	9,221	-0.1%	21,822	+0.5%	46,960	-2,321	196	+9

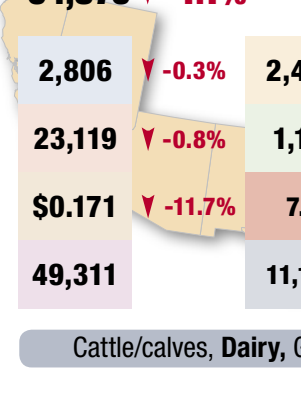
Source: February 2013 Milk Production Report, USDA
Statistical ties are represented by the same numerical ranking.

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Northwest



Southwest

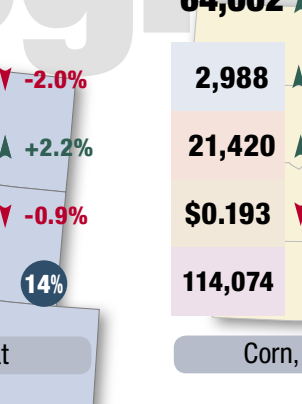


10-year growth

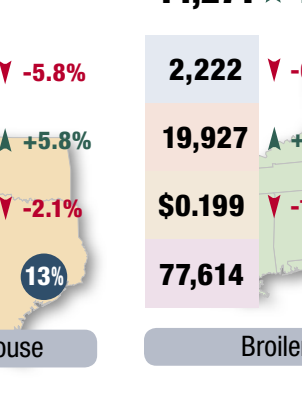
Additional milk production from 2004 to 2013 (millions of lbs of milk)

State	Production (Millions of lbs)
Wisconsin	5,487
California	4,791
Idaho	4,338
Texas	3,601
Michigan	2,834
New York	1,819
New Mexico	1,320
Colorado	1,138
Minnesota	1,038
Washington	920
Ohio	888
Arizona	843
Indiana	803
Iowa	755
Kansas	716
Wisconsin	5,487
California	4,791
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Texas	3,601
Michigan	2,834
New York	1,819
New Mexico	1,320
Colorado	1,138
Minnesota	1,038
Washington	920
Ohio	888
Arizona	843
Indiana	803
Iowa	755
Kansas	716

Midwest



East Coast



3-year growth

Additional milk production from 2010 to 2013 (millions of lbs of milk)

State	Production (Millions of lbs)
Wisconsin	1,537
California	871
Michigan	831
Texas	782
New York	756
Idaho	652
Colorado	506
Kansas	436
Washington	435
Indiana	414
Arizona	340
Florida	256
Iowa	254
Utah	217
Ohio	178
Wisconsin	1,537
California	871
Michigan	831
Texas	782
New York	756
Idaho	652
Colorado	506
Kansas	436
Washington	435
Indiana	414
Arizona	340
Florida	256
Iowa	254
Utah	217
Ohio	178

Bottom 5

Louisiana	-273
Kentucky	-76
Tennessee	-83
Missouri	-96
Oklahoma	-169
Pennsylvania	-172

Top 15

Wisconsin	5,487
California	4,791
Idaho	4,338
Texas	3,601
Michigan	2,834
New York	1,819
New Mexico	1,320
Colorado	1,138
Minnesota	1,038
Washington	920
Ohio	888
Arizona	843
Indiana	803
Iowa	755
Kansas	716

Top 10

Wisconsin	348
New York	279
Kansas	200
Michigan	173
Colorado	109
Washington	102
Iowa	94
Ohio	93
Wisconsin	348
New York	279
Kansas	200
Michigan	173
Colorado	109
Washington	102
Iowa	94
Ohio	93

Bottom 10

Nevada	-22
Arkansas	-28
Illinois	-36
Tennessee	-38
Kentucky	-44
Missouri	-57
Oklahoma	-59
New Mexico	-92
Idaho	-127
California	-545

United States

201,218 ▲ +0.3%

9,221 ▼ -0.1% 46,960 ▼ -4.7%

21,822 ▲ +0.5% 196 ▲ +4.9%

\$0.185 6.2

281,810 \$37,004 (9%)

Corn, Cattle/calves, Soybeans

Legend

- State ranking - total milk production
- State ranking - number of cows
- State ranking - milk lbs per cow
- State ranking - 2012 Value of milk per lb.
- State ranking - all forage production
- All forage production (in thousands of tons)
- State ranking - average herd size
- Average herd size
- State ranking - GMPM
- Gallons of milk per person per month (GMPM)
- 2012 dairy receipts as a percentage of state's total farm receipts
- 2012 dairy receipts annual total (in millions of dollars)
- State's top 3 farm commodities

Wisconsin

27,572 ▲ +1.3%

2,1270 10,860

15 21,693 38 117

27 \$0.194 2 46.5

1 26,530 43% 5,229

Dairy, Corn, Cattle/calves

Northwest 28,068 ▲ +0.3%

Midwest 64,002 ▲ +1.4%

Southwest 64,876 ▼ -1.1%

East Coast 44,271 ▲ +0.9%

United States 201,218 ▲ +0.3%

Northwest 13.9% **Southwest** 32.2% **Midwest** 31.8% **East Coast** 22.0%

2013 Total milk production by region

2013 New milk production by region*

Top 50 dairy counties (monthly totals in lbs from May 2013)

Source: May 2013 California & Federal Milk Marketing Data, USDA
*Estimated May 2013 milk production for dairy counties
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 deposited due to price.