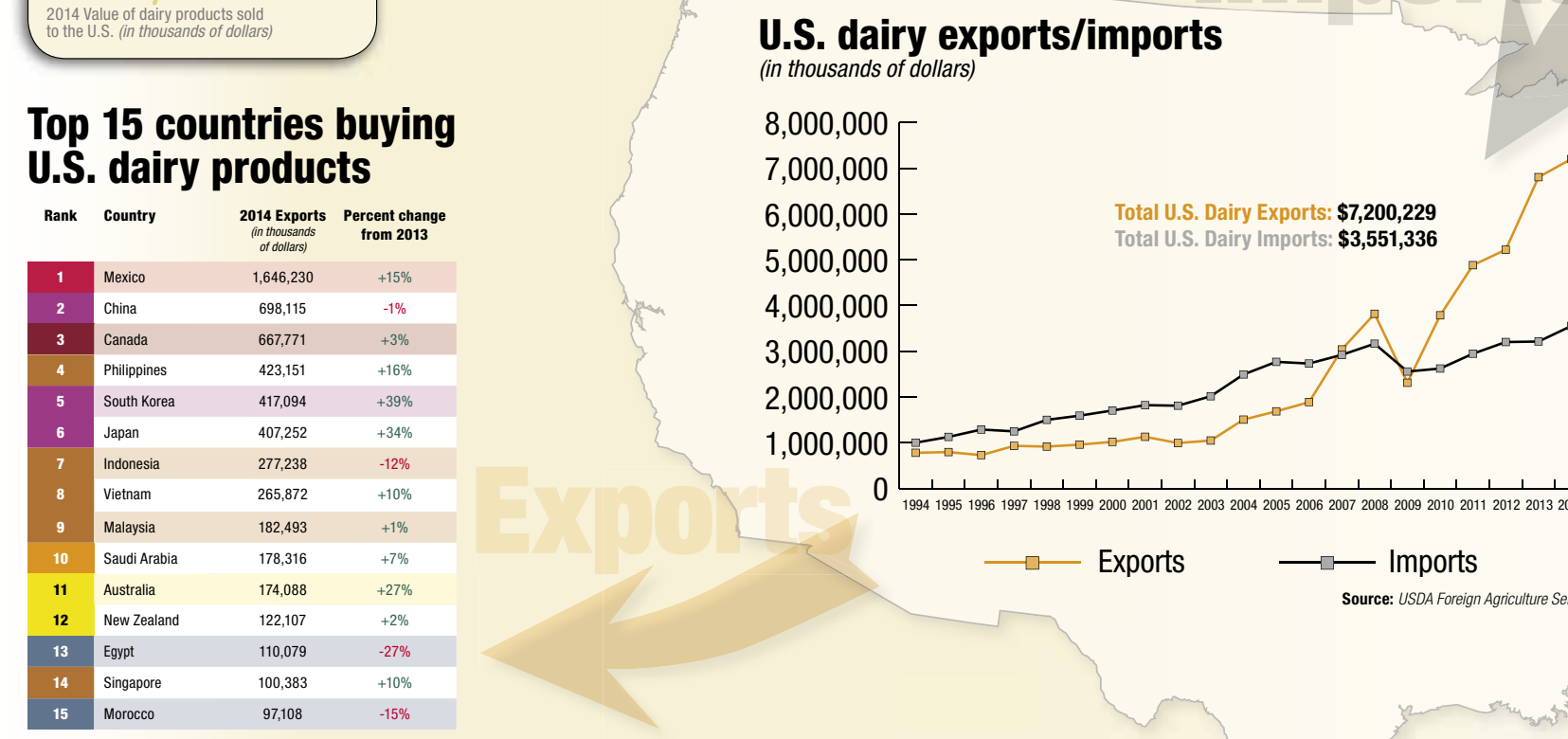
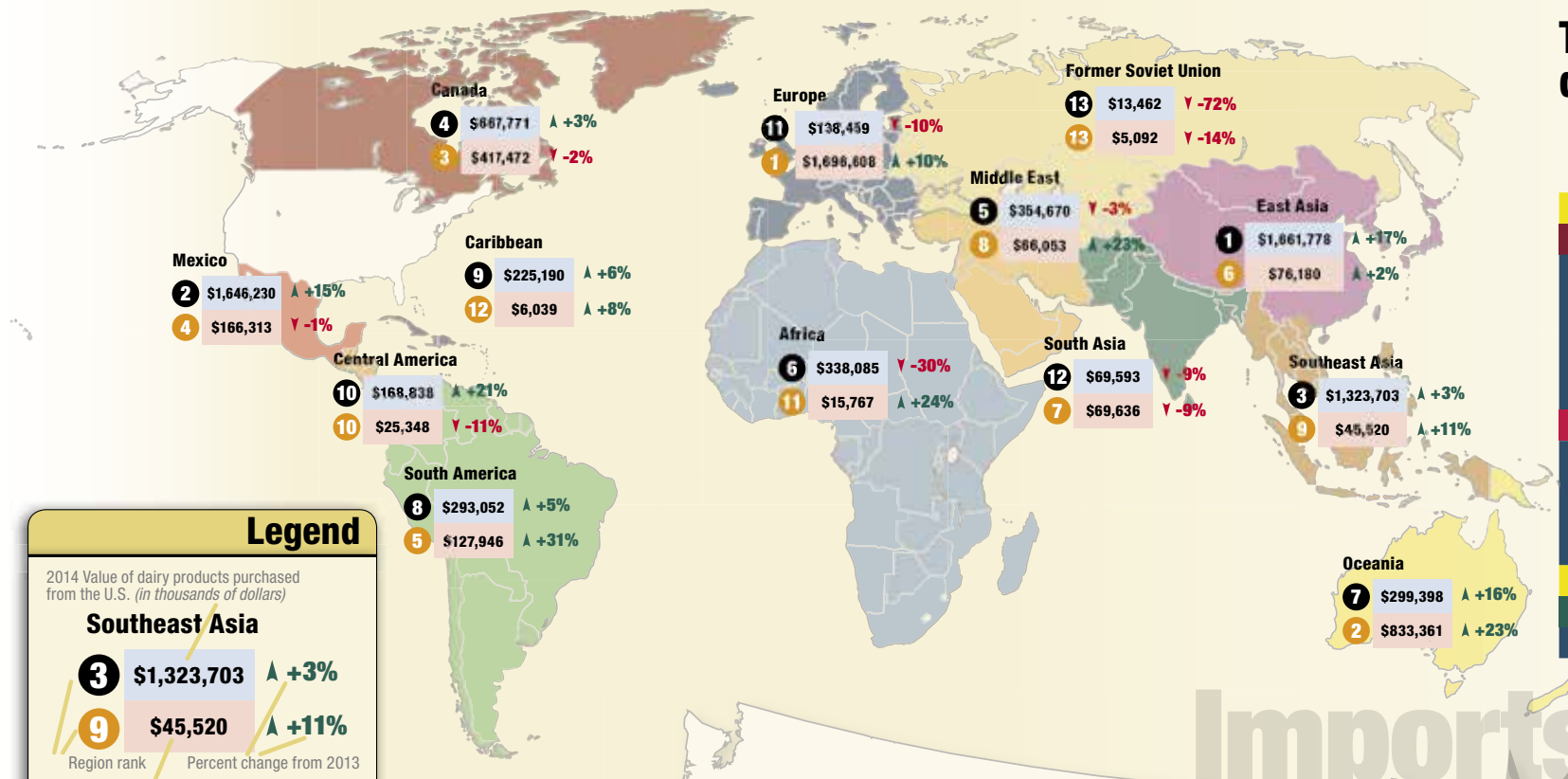


2014 U.S. & International dairy trade



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The Strip, Dip & Scrub Glove

Milkings per Day	# of cows milking	Savings per month on \$4.00 pre dip	Savings per month on \$5.00 post dip	Total Savings per month	Total Savings per year
2X	100	\$64	\$128	\$192	\$2,304
	1,000	\$640	\$1,028	\$1,668	\$20,016
	5,000	\$3,200	\$5,140	\$19,200	\$131,040

If you are **NOT** using the T150 Pro Foamer, this is how much money you are losing!

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Top 15 countries selling dairy products to the U.S.

Rank	Country	2014 Imports (in thousands of tons)	Percent change from 2013
1	New Zealand	763,422	+28%
2	Canada	417,472	-2%
3	Italy	332,418	-1%
4	France	249,362	+7%
5	Netherlands	198,577	+28%
6	Denmark	178,496	+6%
7	Ireland	166,963	+32%
8	Mexico	166,313	-1%
9	Spain	100,261	+21%
10	Germany	99,258	-11%
11	Switzerland	95,288	-2%
12	United Kingdom	81,958	+23%
13	Australia	69,749	-15%
14	India	69,055	-5%
15	Norway	55,835	+43%

Milk production for selected countries

Milk production rank	Country	Total milk production (in million metric tons)	Percent change from 2013-2014	Cows in milk (in million head)	Percent change from 2013-2014	Milk production per cow (liters/cow)	Percent change from 2013-2014	Gallons of milk produced per capita per month	Percent change from 2013-2014	Domestic fluid milk consumption as % of country's total milk production			
1	European Union	323,414,820	+4.7%	2	23500	+1.6%	5	13,762	+3.0%	4	6.2	+4.8%	23%
2	United States	206,198,443	+2.5%	4	9256	+0.4%	2	22,277	+2.1%	3	6.2	+1.5%	31%
3	India	133,378,300	+5.2%	1	50500	+4.7%	15	2,641	+0.5%	12	1.0	+0.5%	94%
4	China	79,365,600	+5.0%	5	8710	+8.9%	11	9,112	-3.8%	14	0.6	+4.4%	42%
5	Brazil	73,523,410	+3.0%	3	20680	+1.1%	14	3,555	+1.9%	9	3.5	+1.5%	37%
6	Russia	65,917,540	-2.1%	6	8050	-6.9%	12	8,189	+5.2%	8	4.4	-3.8%	33%
7	New Zealand	47,932,413	+7.6%	8	5092	+1.7%	10	9,413	+5.8%	1	101.8	+6.4%	2.3%
8	Mexico	25,225,033	+1.7%	7	6350	NC	13	3,972	+1.7%	10	2.0	-0.5%	37%
9	Argentina	25,141,258	-1.0%	10	2000	-8.8%	8	12,571	+8.6%	5	5.6	-7.9%	18%
10	Ukraine	24,691,520	+0.1%	9	2545	-0.4%	9	9,702	+0.5%	6	5.6	+6.0%	50%
11	Australia	21,384,630	+3.2%	11	1700	+4.9%	7	12,579	-1.7%	2	8.7	+1.6%	27%
12	Canada	18,538,481	-0.4%	12	955	-0.5%	4	19,412	+0.1%	7	5.0	-1.5%	35%
13	Japan	16,126,649	-2.6%	13	773	-2.9%	3	20,862	+2.5%	11	1.2	-2.4%	54%
14	South Korea	4,570,136	-1.0%	14	204	-2.4%	1	22,403	+1.5%	13	0.9	-3.1%	76%
15	Taiwan	784,996	-3.1%	15	60	+1.7%	6	12,750	-4.7%	15	0.3	-3.3%	103%
16	Philippines	44,092	+5.3%	16	18	+20.0%	16	2,450	-12.3%	16	0.004	+3.3%	310%
Total of selected countries		1,086,217,312	+3.3%	140,393	+2.1%	7,995	+1.2%	2.4	+2.2%	38%			

Did You Know . . .

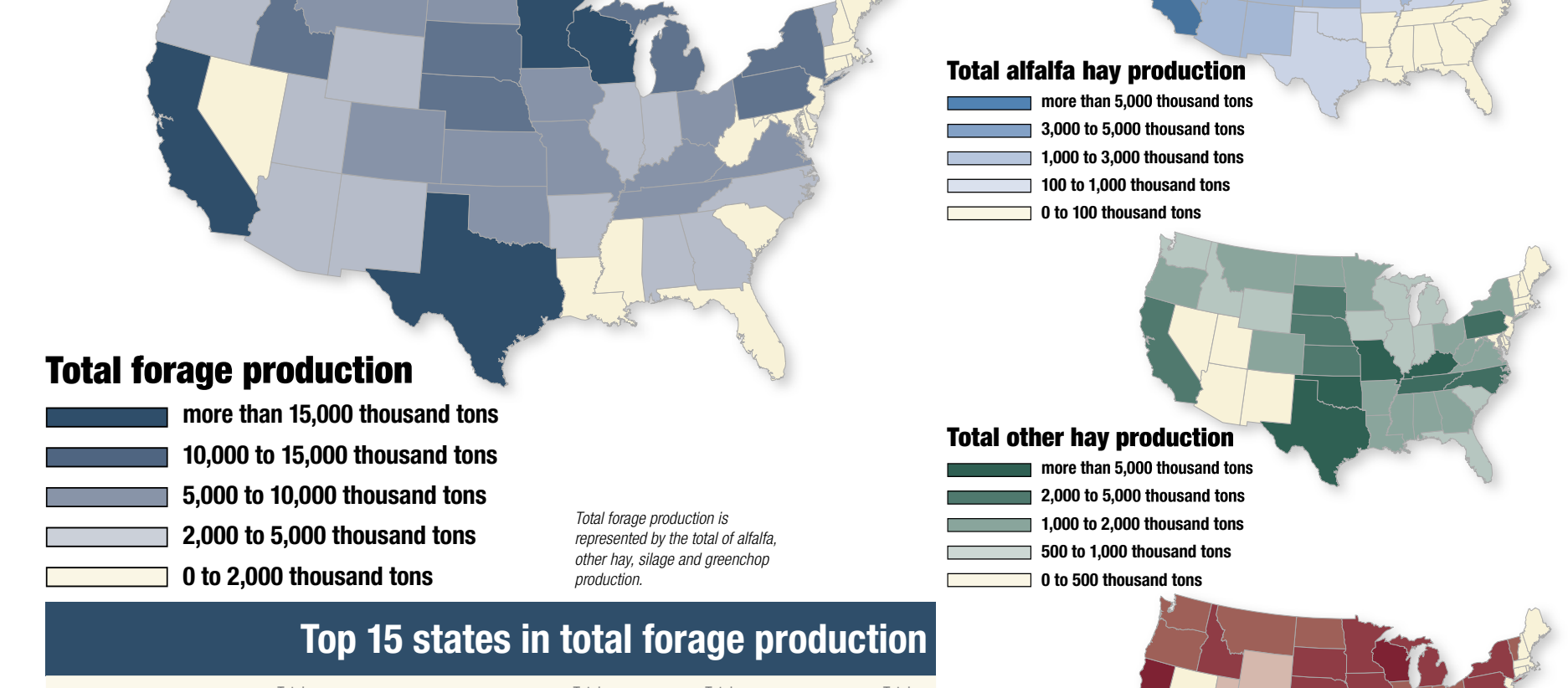
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2014 U.S. forage statistics



Total forage production

more than 15,000 thousand tons
10,000 to 15,000 thousand tons
5,000 to 10,000 thousand tons
2,000 to 5,000 thousand tons
0 to 2,000 thousand tons

Total forage production is represented by the total of alfalfa, other hay, silage and greenchop production.

Total forage production by state

State ranking-production	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	29,351	4,125	31	741	1	15,725	1	8,760	
2	California	18,848	1	5,688	16	1,700	2	10,920	8	540
3	Texas	16,415	27	616	1	11,130	11	4,620	18	49
4	Minnesota	15,628	8	3,190	22	1,296	3	9,000	4	2,142
5	Pennsylvania	13,386	22	980	11	2,205	4	8,200	5	2,001
6	New York	13,144	25	754	15	1,944	5	8,100	2	2,346
7	South Dakota	12,988	2	4,370	10	2,295	8	6,200	15	123
8	Idaho	12,381	3	4,251	34	630	6	6,580	6	920
9	Nebraska	11,681	7	3,403	7	2,625	10	5,460	13	193
10	Michigan	11,366	15	1,856	32	714	7	6,560	3	2,236
11	Iowa	9,875	9	2,916	30	759	8	6,200	7	806
12	North Dakota	8,795	6	3,465	13	1,995	13	3,335	0	0
13	Missouri	8,640	26	700	2	6,400	23	1,440	16	100
14	Kansas	7,386	11	2,280	6	2,720	18	2,100	11	286
15	Ohio	7,039	19	1,085	18	1,625	12	3,895	9	434
Top 15 Totals		196,923	39,679	38,779	98,335	29,936				
U.S. total		289,658	61,446	78,352	128,048	21,812				

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2014 U.S. dairy statistics

Good prices help Western dairies re-emerge, recover

Progressive Dairyman Editor Walt Cooley

World
Dairy export sales continued to increase year-over-year for the fifth consecutive year. The first half of the year, U.S. products were competitive and moved quickly on the world stage, but as prices fell throughout the year, sales slowed down. Yet the annual average of milk solids exported was down only a tenth of a percent from 2013's record high of 15.5 percent.

Nation
The number of cows in milk continued to climb throughout 2014 with the U.S. herd adding 70,000 cows throughout the year to end near 9.28 million cows. Average milk production per cow was 22,258 pounds, up 2 percent over the previous year and the largest year-over-year increase since 2010. The increase in cow numbers and per-cow production pushed total milk production 2.4 percent higher than 2013, the largest year-over-year increase since 2006. The number of licensed dairies leaving the industry slowed below the five-year average, as a little more than 1,600 operations exited the dairy business.

Region
Total milk production increased the most in 2014 in the Northwest and Southwest. Both regions showed annual increases of more than 3 percent. Annual average cow numbers in the West were up 44,000 compared to the previous year. Per-cow production was also up in both the Northwest (+2.3 percent) and Southwest (+3.1 percent). The two regions combined to produce 64 percent of new milk production in 2014. Annual average cow numbers in the East were down by 19,000 head, but total production was still up in large part due to a 2.4 percent increase in average per-cow production. In the Midwest, modest gains in cattle numbers (+9,000 cows) and per-cow production

U.S. dairy industry 13-year overview

Year	Total milk production (in million 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	64,500	140
2006	181,782	9,137	19,895	62,070	147
2007	185,654	9,189	20,204	59,130	155
2008	189,982	9,215	20,395	57,127	163
2009	189,334	9,303	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	201,231	9,224	21,816	46,975	196
2014	206,046	9,257	22,258	45,344	204

Milk per cow (lbs of milk)

Number of licensed herds

Dairy receipts as a % of state's total farm receipts

Top 5	Top 10	Top 10
New Mexico 25,093	Wisconsin 10,290	Vermont 66%
Colorado 24,951	Pennsylvania 7,370	New York 50%
Michigan 24,638	New York 4,950	Wisconsin 45%
Arizona 24,347	Minnesota 3,605	New Mexico 40%
Idaho 24,127	Ohio 2,810	Idaho 31%
Arkansas 13,714	Michigan 1,950	New Hampshire 30%
Alabama 13,625	California 1,485	Pennsylvania 30%
Louisiana 13,600	Iowa 1,370	Michigan 22%
Hawaii 13,581	Indiana 1,265	Utah 21%
Alaska 11,667	Missouri 1,230	Arizona 20%

Improved milk and feed price conditions helped the West in general, and two states in particular regained their former national rankings in total production. Idaho climbed back up to the No. 3 position in total milk production after losing that spot for a year to New York, a state it ran down with more than a decade of growth and finally surpassed for the first time in 2010. In 2014, Idaho put back half of the total milk production it previously had between itself and the Empire State when it was last the No. 3 state in 2012. The annual production gap at the end of 2014 was just 140 million pounds, the average annual production of about 6,300 New York cows. Arizona became the No. 12 milk-producing state again after losing ground to Iowa in 2013. The state's milk production per cow, which had increased for three consecutive years, fell 1.4 percent in 2013. In 2014, production rebounded 3.1 percent to gain back all of the 2013 per-cow production losses and then some. The state realized a total milk production increase of 4.7 percent as its milk cow herd also expanded (+3,000).

There were no other changes in rank among the top 25 milk-producing states. However, several states showed they were clearly in growth mode, even if their rankings did not change. Texas, Colorado and Kansas each showed significant positive gains in 2014 in total production, milk per cow and total cows in milk. Texas' total growth in milk production (+700 million pounds) was second only to California. Interestingly, Pennsylvania was the only state in the country to add to its total number of licensed herds. That's the second year in a row for such a feat. **PD**

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* Lofton et al. "Palmitic and stearic acid metabolism in lactating dairy cows." Journal of Dairy Science Vol. 97 No. 8 (2014): 1-14.

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