

Dairy Farmers of America, Inc.

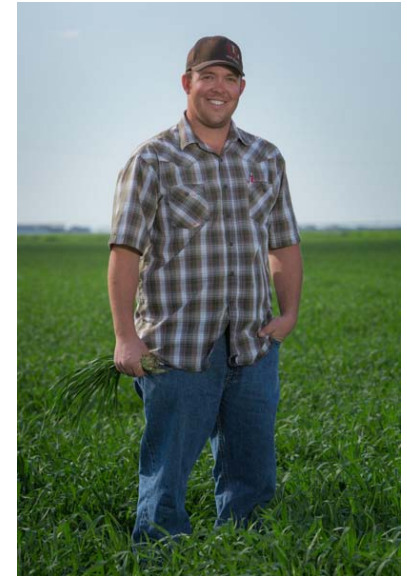
06/07/2017

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DFA overview

- **A farmer-owned cooperative**
- **Member farms**
 - Nearly 9,000 member farms and more than 13,000 members
- **Manufacturing facilities**
 - 40+ facilities
- **Diversified manufacturer of dairy products, food components and ingredients and a leader in formulating and packaging shelf-stable dairy products**

https://www.youtube.com/watch?v=gzp6kHZOwlk&index=69&list=UUy9Gm1jFYDAqUcP1dI2_-iA



More Cooperative.



DFA's mission

Dairy Farmers of America is a milk marketing cooperative and dairy foods processor dedicated to

**delivering
value**

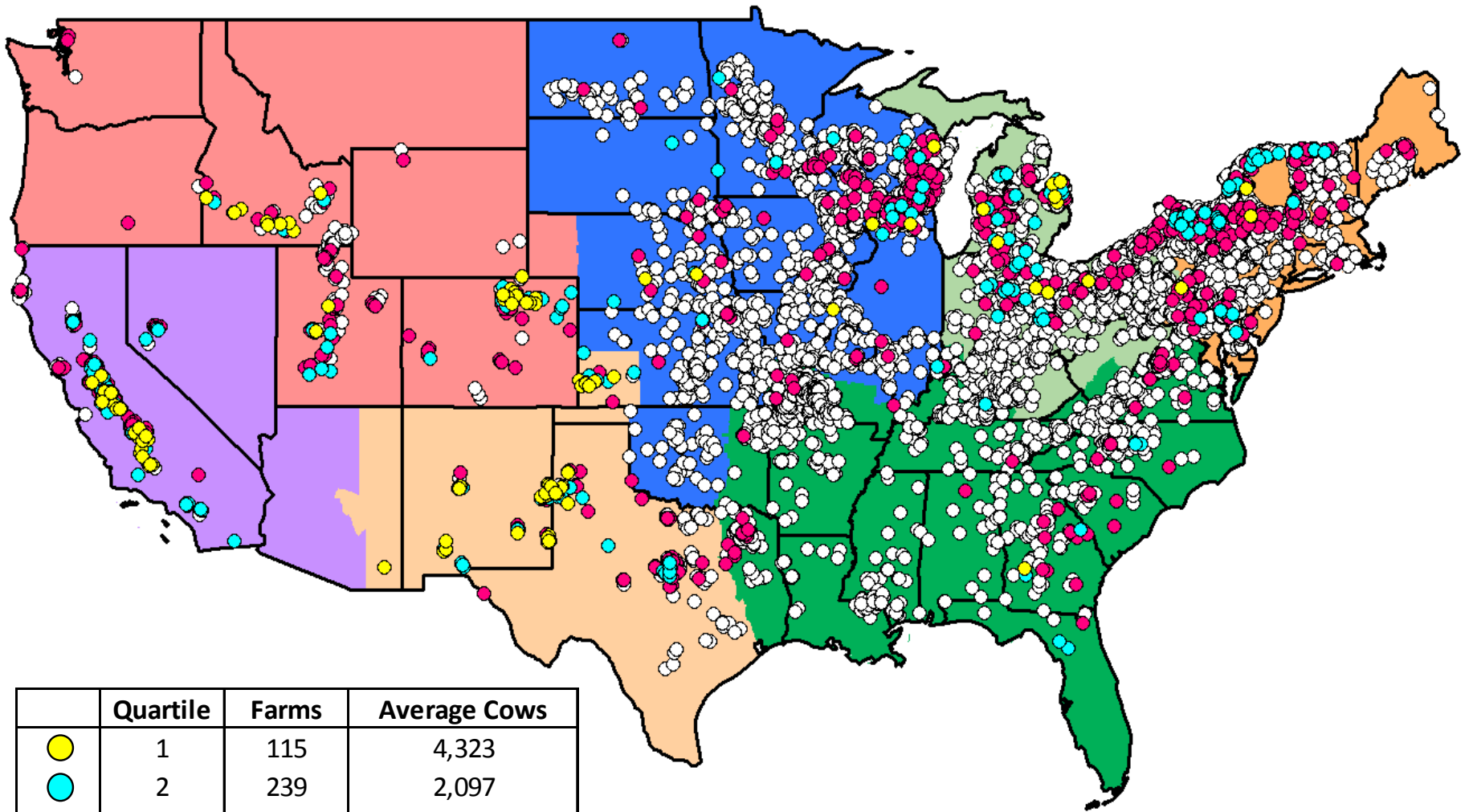
to members through secure markets, competitive pricing and strong participation throughout the entire dairy chain



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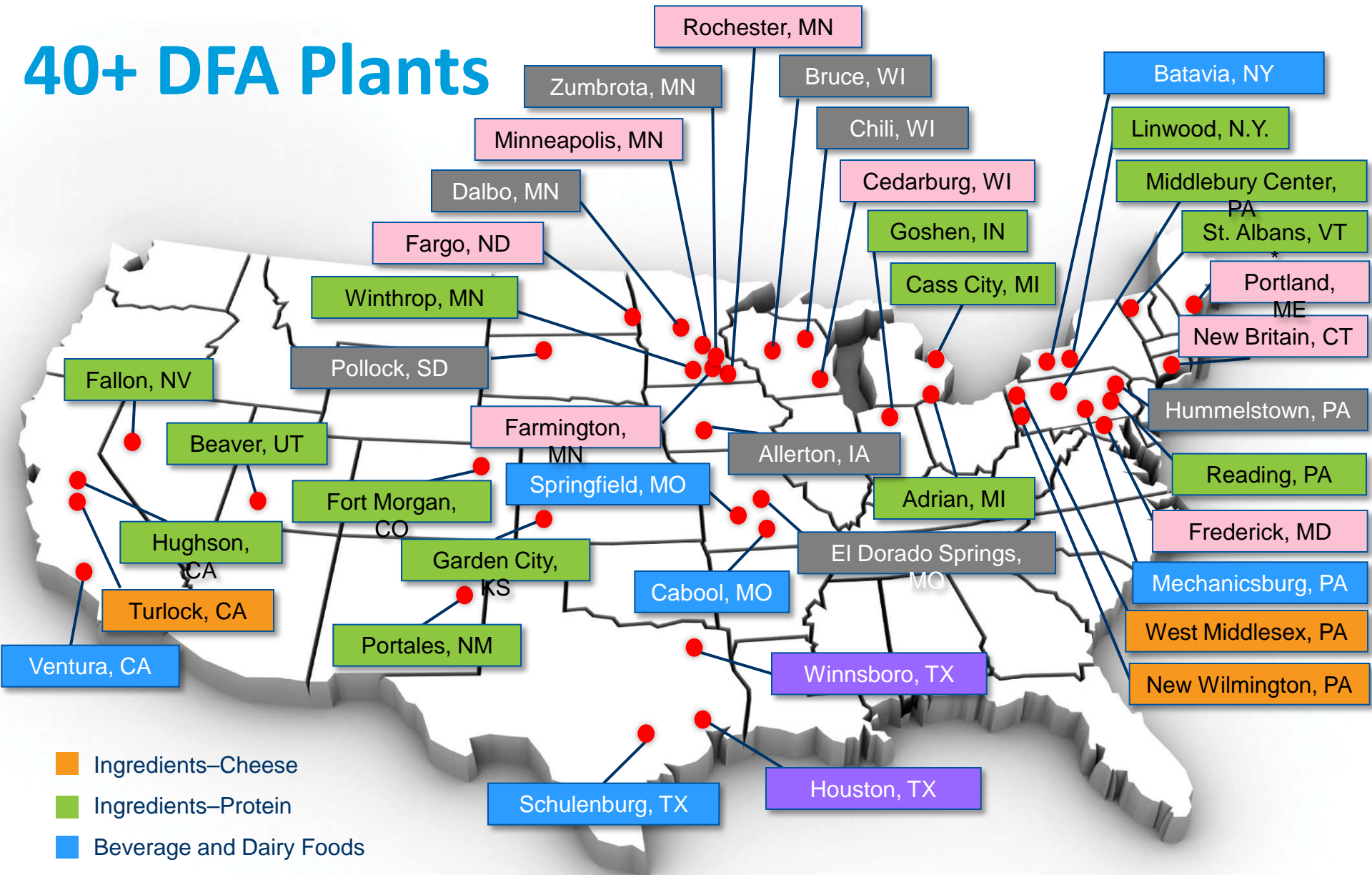


Quartile 1,2,3 & 4



	Quartile	Farms	Average Cows
●	1	115	4,323
●	2	239	2,097
●	3	691	724
○	4	7,593	66

40+ DFA Plants



- Ingredients–Cheese
- Ingredients–Protein
- Beverage and Dairy Foods
- Consumer Brands
- Fluid Milk and Ice Cream
- DairyConcepts

*While not a wholly owned DFA plant, DFA's ingredients business is responsible for the sales and marketing of this plant's products

DFA Ocean Export Ocean Supply Flow

- Fallon, NV to Oakland (via truck) to Asia and South America
40% (723 FEUs)
- New Wilmington, PA to Cleveland (via truck) to Newark/Newark/Norfolk (via rail) to Asia and South America
30% (536 FEUs)
- Goshen, IN to Chicago (via truck) to Oakland (via rail) to Asia
12% (211 FEUs)
- Fort Morgan, CO to Denver (via truck) to USWC (via rail) to Asia and South America
6% (111 FEUs)
- Portales, NM to Dallas (via truck) to LA/Long Beach or Houston (via rail) to Asia, Middle East, and Latin America
6% (109 FEUs)
- Hughson, CA to Oakland (via truck) to Asia
5% (94 FEUs)
- Middlebury Center, PA, Reading, PA & Winnsboro, TX
less than 1% (16 FEUs)



DFA's Opportunities/Issues



- **Growing Populations outside the USA**
 - Who is going to feed the people?
- **Establishing/Maintaining & Improving the Supply Chain**
 - US Dairy needs to remain reliable and price-competitive
- **Where are the global dairy competitors?**
 - New Zealand
 - Europe
- **What are the issues for US dairy exporters ?**
 - Ocean Container Weight
 - Load Consistency from Plant to Plant
- **Spot-quote opportunities**
 - Need to receive timely quotes (within 24 hours) to participate
- **Timely qualifications for DFA plants**
- **Promoting US Dairy within emerging markets**
 - As countries gain a higher standard of living, they want to improve the quality of their food consumption

What's Your Story?

More Cooperative.



Thank you

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