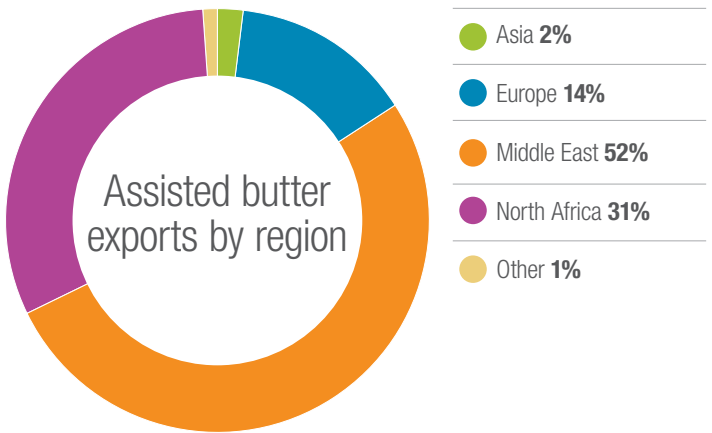


Cooperatives Working Together (CWT) was designed by America's dairy farmers to benefit all of America's dairy farmers. It is a voluntary, producer-funded program developed by National Milk Producers Federation (NMPF) to strengthen and stabilize producer prices. Participating producers contribute four cents per hundredweight of milk produced to fund the program. For membership information go to www.cwt.coop



394 requests for export assistance were received in the third quarter. CWT will provide assistance to 137 export sales of cheddar, Gouda and Monterey Jack cheese totaling 35.1 million pounds and for 70 butter export sales totaling 19.9 million pounds.



CWT export activity heavy in third quarter 2013



118,403 cows

Measured on a milkfat basis, the 2013 CWT-assisted export sales are the equivalent of 2.569 billion pounds of milk or the average annual milk production from 118,403 U.S. dairy cows. That number exceeds USDA's estimated increase 2013 milk marketings by 1.169 billion pounds.

The Cooperatives Working Together (CWT) 2013 export assistance program received nearly 400 requests from members seeking assistance to compete in world markets. Total pounds of dairy products and the milk equivalent of those exports grew significantly in the third quarter.

Through the first nine months of 2013 CWT will assist with 102 million pounds of cheese export sales and butter export sales totaling 72 million pounds. Compared to the first nine months of 2012, 2013 assisted cheese sales are up 8.5% and assisted butter sales are up 27.5%.

The 101.6 million pounds of cheddar, Monterey Jack and Gouda cheese CWT is helping members export is going to six different regions. Asia is taking the largest percentage (41.7%), followed by the Middle East (32.6%) and North Africa. The vast majority of this cheese will be

delivered in 2013.

The Middle East (51.6%) and North Africa (31.2%) are the primary destinations for CWT-assisted butter exports, with Europe (14.1%) in third place. Much of the butter destined for Europe is going to Turkey. **PD**

2013's export-assisted cheese sales (in blue)

All cheese varieties **18%***
102 million pounds

American-type Cheeses **59%***

Percentage of total U.S. exports within each product category

*Estimate through July 2013

2013's export-assisted butter sales

Butter **35%***
72 million pounds

Percentage of total U.S. butter exports

WORLD MARKETS

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