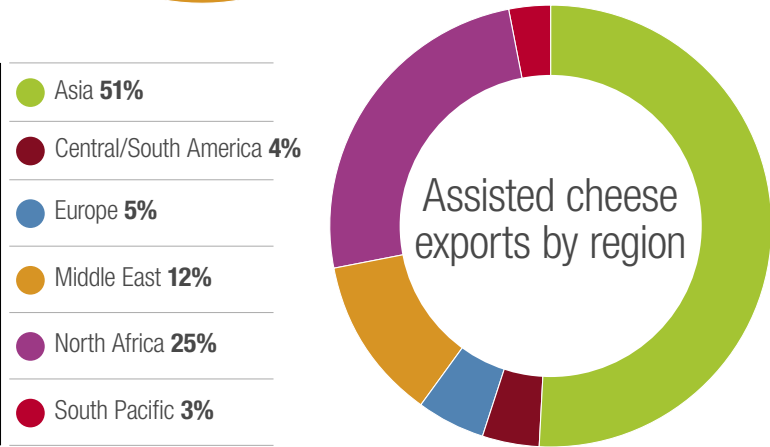
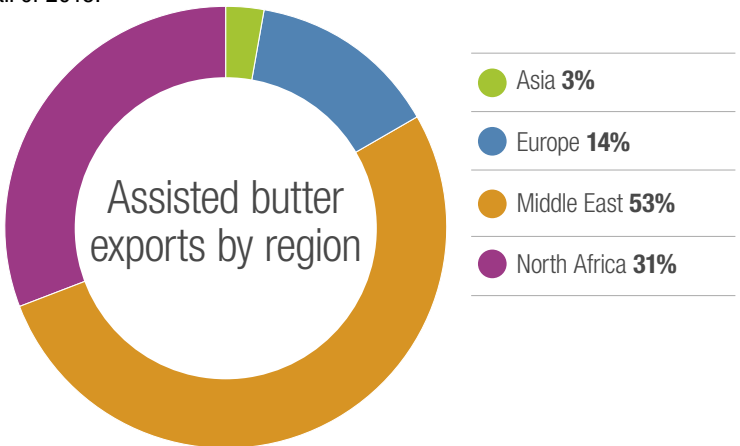


Cooperatives Working Together (CWT) was designed by America's dairy farmers to benefit all of America's dairy farmers. It is a voluntary, producer-funded program developed by National Milk Producers Federation (NMPF) to strengthen and stabilize producer prices. Participating producers contribute four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



 **156,704 cows**

On a milkfat basis, the 2013 CWT-assisted export sales will use the equivalent of 3.4 billion pounds of milk, or the average annual milk production from 156,704 cows. That number is more than double the increase in milk marketings USDA has projected for all of 2013.



**Banner year for export assistance**

Cooperatives Working Together (CWT) had its biggest year ever in 2013 with American-type cheese assisted export sales topping 120 million pounds, butter exports approaching 100 million pounds and product going to 40 countries on six continents.

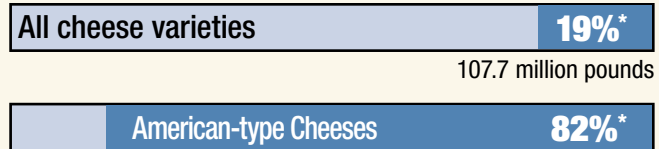
Assisted cheese sales rose 5.4 million pounds (4.4 percent) over 2012 to 127.934 million pounds. The majority of cheese that CWT assisted members in selling was cheddar, much of it white cheddar as that is what foreign markets want. The percentage of CWT-assisted cheese export sales that were Gouda reached 5 percent in 2013, up from just under 2 percent in 2012. Monterey Jack CWT-assisted cheese exports reached

19 percent in 2013, up from 13 percent in 2012.

CWT focused on assisting American-type cheese sales as they most directly impact dairy farmers' milk price. The majority of cheese sales were to Asia with Japan the largest buyer of CWT-assisted sales. North Africa accounted for 25 percent of sales with the lion's share being sold in Egypt.

CWT-assisted butter sales at 97.183 million pounds were up 16.1 million pounds (22 percent) from the assisted sales level reached in 2012. The Middle East accounted for 53 percent of the 2013 CWT-assisted butter sales with Saudi Arabia taking 40 percent of the sales in the Middle East followed by Iran at 21 percent. **PD**

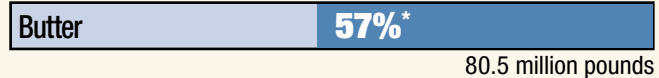
**2013's export-assisted cheese sales (in blue)**



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

\*Estimate through Oct. 2013

**2013's export-assisted butter sales**



Percentage of total U.S. butter exports

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