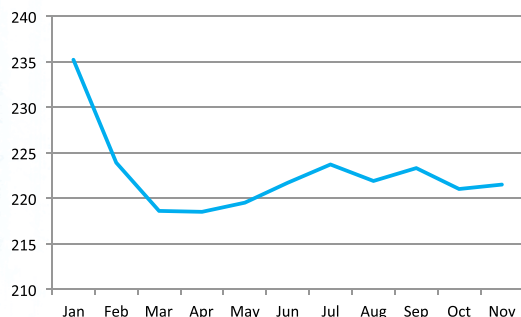


5 facts about milk

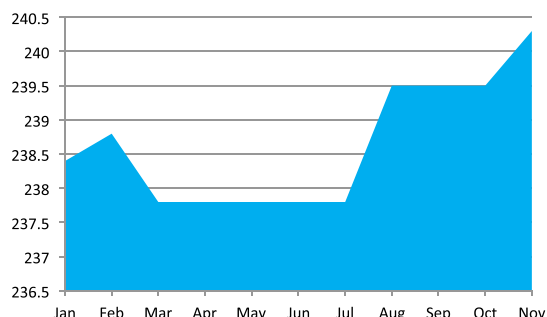
Consumers are turning away from fat-free milk to versions with higher fat content. Still, Americans are drinking less than they ever have. The cost of putting milk in bottles has dropped, but equipment prices are rising.

Producer prices for fluid milk settle down



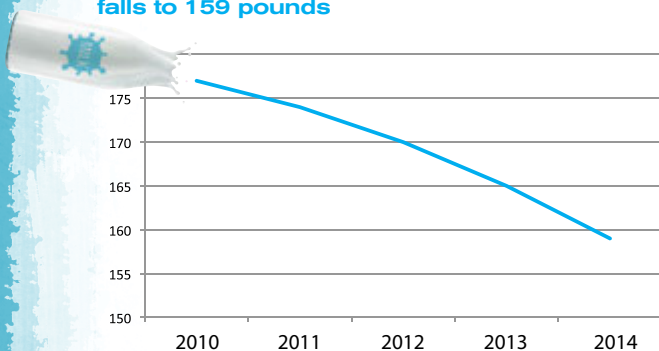
2015 Producer Price Index for manufacturing of fluid milk and related products (excluding UHT) Source: U.S. Bureau of Labor Statistics

Dairy equipment prices begin to rise



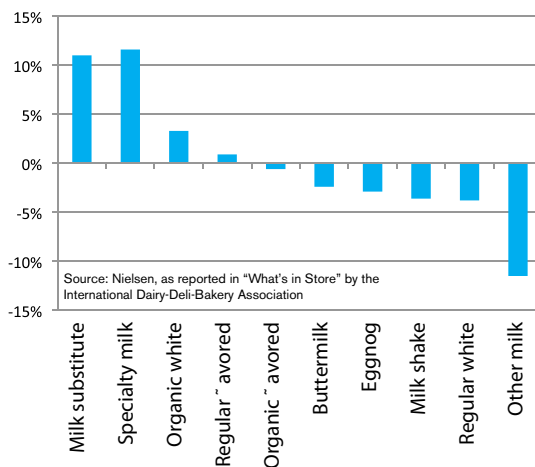
2015 Producer Price Index of dairy and milk products plant machinery and equipment (1161-0111) Source: U.S. Bureau of Labor Statistics

Annual per capita milk consumption falls to 159 pounds



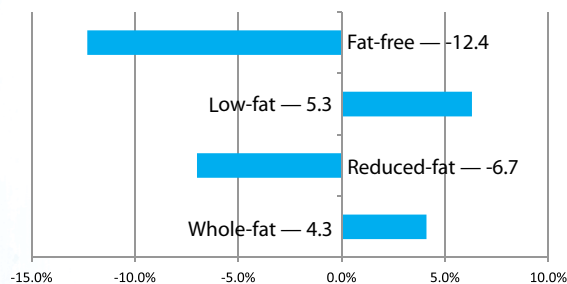
One gallon = 8.6 pounds Source: USDA National Agricultural Statistics Service

Annual change in unit sales of specialty milks, milk substitutes lead category



Source: Nielsen, as reported in "What's in Store" by the International Dairy-Deli-Bakery Association

Dairies fatten up on sales of low-fat, whole-fat milk



Year-to-year change in volume, through Nov. 29, 2015 Source: IRI, Chicago



Anderson Erickson Dairy photo by Vito Palmisano