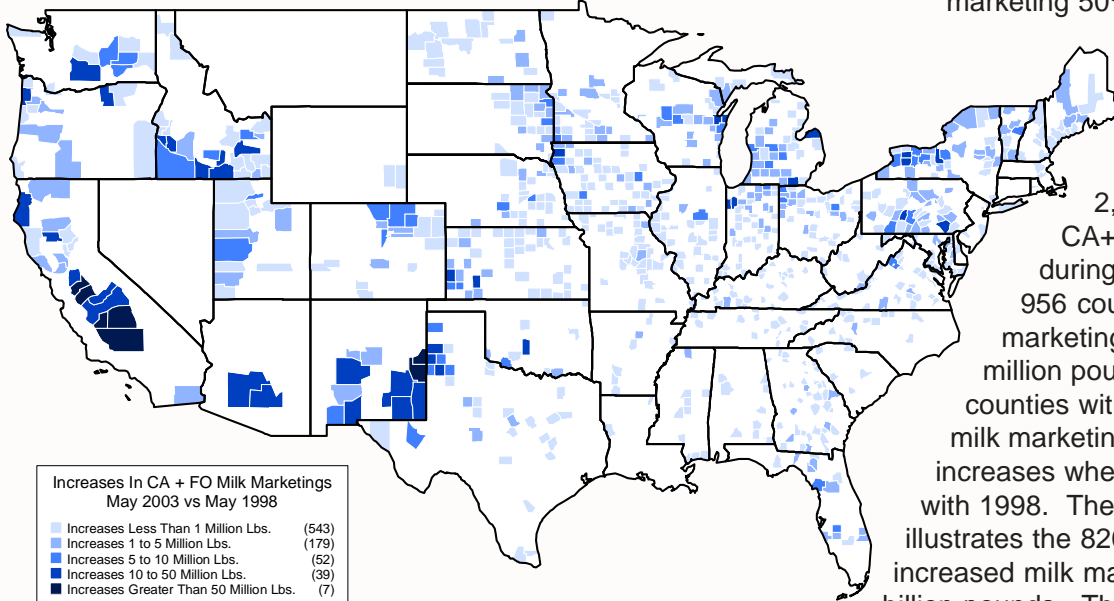


MARKETING SERVICE

B U L L E T I N

Accelerated Concentration In Top Dairy Counties

820 Counties Increased Marketings

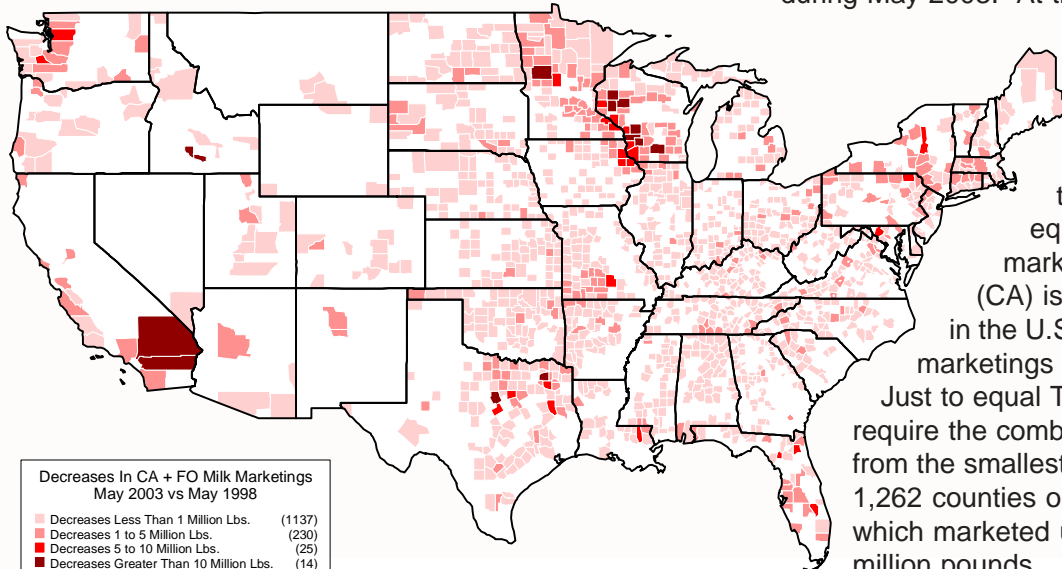


Increased concentration in the origin of milk marketings continues with 74 counties marketing 50% of the total California & Federal order milk during May 2003 -- down from 85 counties in May 1998. There were 2,030 counties with CA+FO milk marketings during May 2003, of which 956 counties (47.1%) had marketings of less than one million pounds. There were more counties with decreased FO+CA milk marketings than counties with increases when comparing May 2003 with 1998. The adjacent map illustrates the 820 counties with increased milk marketings totaling 2.403 billion pounds. There were 46 counties which increased marketings in excess of

10 million pounds. The lower map depicts the 1,406 counties with decreased marketings totaling 1.211 billion pounds. Total CA+FO net milk marketings increased 1.193 billion pounds (9.3%) during this period.

Areas with substantial growth in milk marketings continue to influence the dairy industry. During May 2003, California milk marketings included in this analysis totaled 3.061 billion pounds. The magnitude of marketings from 30 California counties dwarfs a majority of all other counties combined. Ranking all the counties with FO+CA milk marketings in ascending order would require marketings from 1,734 counties to equal California. These 1,734 counties (85.4% of the 2,030 total) are not all what some would consider small. It includes

1,406 Counties Decreased Marketings



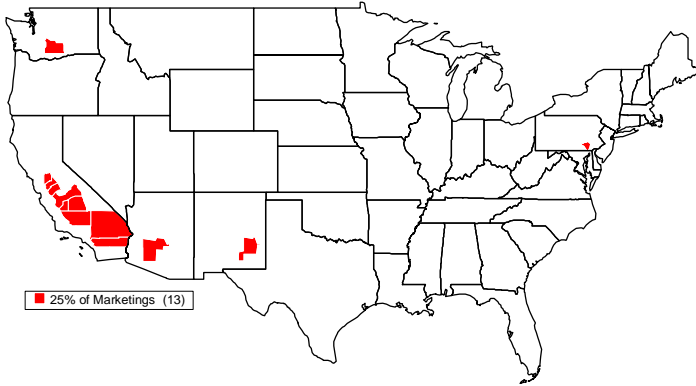
counties marketing up to 9.7 million pounds during May 2003. At the national average milk production, this would include counties with approximately 6,000 dairy cows. A map on the back page illustrates the counties required to equal California milk marketings. Tulare County (CA) is the largest dairy county in the U.S. with May 2003 marketings of 801.3 million pounds. Just to equal Tulare County would require the combined milk marketings from the smallest 1,262 counties or all counties which marketed under 2.220 million pounds.

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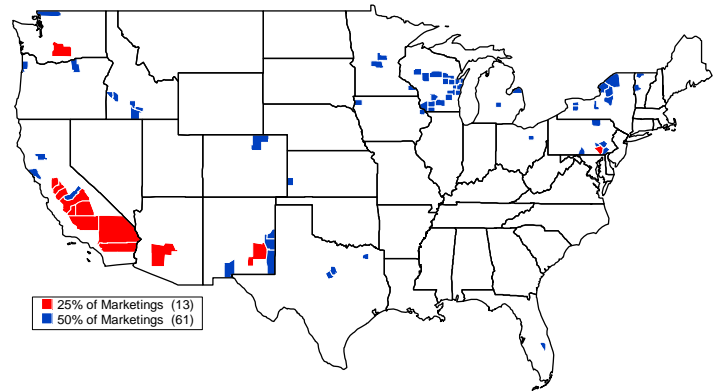
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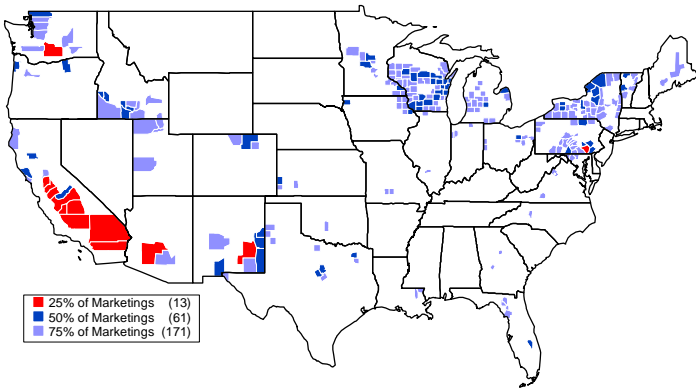
13 Counties Marketed 25% Of All
CA + Federal Order Milk During May 2003



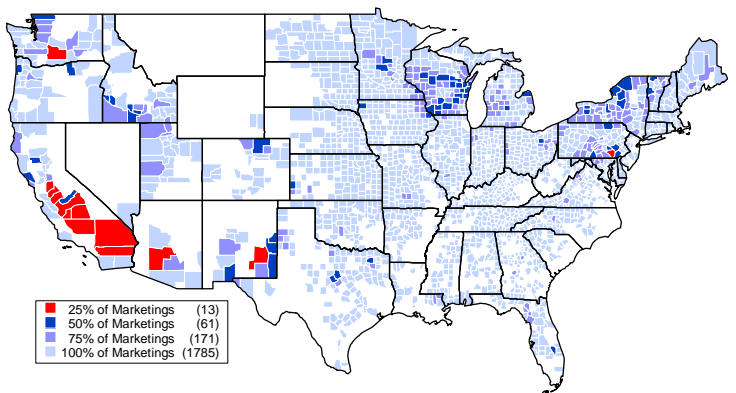
74 Counties Marketed 50% Of All
CA + Federal Order Milk During May 2003



245 Counties Marketed 75% Of All
CA + Federal Order Milk During May 2003



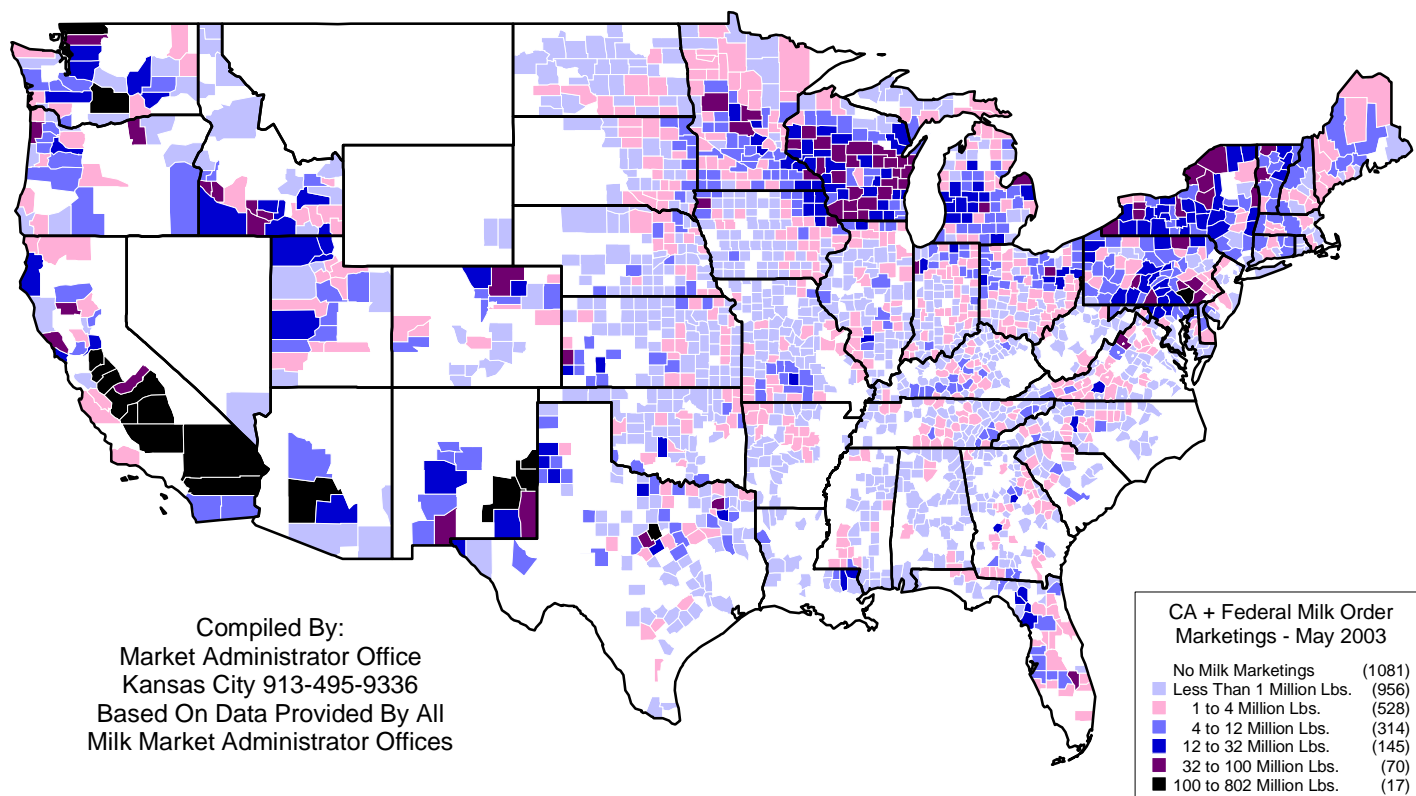
2,030 Counties Marketed 100% Of All
CA + Federal Order Milk During May 2003



13 Counties Marketed 25% Of The CA + Federal Order Milk During May 2003

	<u>May '98 Mktgs</u>	<u>May '03 Mktgs</u>	<u>Percent Change</u>	<u>May 2003 As % Of 5/03 Total</u>
Tulare, CA	534,049,926	801,299,755	+50.04	5.72
Merced, CA	301,647,714	423,868,468	+40.52	3.03
Stanislaus, CA	244,405,991	310,868,432	+27.19	2.22
San Bernardino, CA	291,664,015	281,374,131	-3.53	2.01
Kings, CA	190,532,766	254,588,342	+33.62	1.82
Maricopa, AZ	222,415,917	249,786,979	+12.31	1.78
Lancaster, PA	171,041,729	194,456,854	+13.69	1.39
San Joaquin, CA	154,430,491	185,181,552	+19.91	1.32
Kern, CA	83,056,476	172,627,329	+107.84	1.23
Fresno, CA	137,546,596	165,772,391	+20.52	1.18
Chaves, NM	131,957,592	157,411,950	+19.29	1.12
Yakima, WA	118,695,264	149,492,991	+25.95	1.07
Riverside, CA	209,880,373	147,536,546	-29.70	1.05
13-County Total	2,791,324,850	3,494,265,720	+25.18	24.94
CA + FO Total	12,815,965,025	14,008,852,615	+9.31	

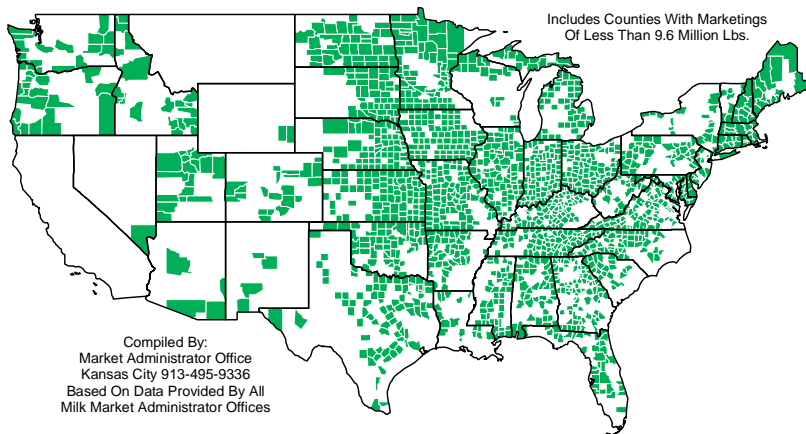
CA + Federal Order Milk Marketings By County - May 2003



Color copies of these maps are available from the Central federal order website at www.fmmacentral.com under "news & publications - marketing service bulletin."

	Statistical Uniform Price		Producer Price Differential		Class I Utilization	
	8/2003	7/2003	8/2003	7/2003	8/2003	7/2003
Pacific Northwest	11.66	10.93	-2.14	-0.85	40.64	41.91
Western	12.10	11.44	-1.70	-0.34	50.39	52.59
Arizona-Las Vegas	12.94	11.53	-----	-----	34.73	34.00
Central	12.52	11.49	-1.28	-0.29	59.75	49.23
Southwest	12.93	12.01	-0.87	0.23	61.04	54.61
Upper Midwest	12.22	11.37	-1.58	-0.41	50.64	49.67
Southeast	13.54	12.47	-----	-----	79.17	66.33
Mideast	12.60	11.68	-1.20	-0.10	53.82	51.26
Appalachian	13.52	12.49	-----	-----	78.22	77.05
Northeast	13.72	12.46	-0.08	0.68	44.86	41.93
Florida	14.53	13.46	-----	-----	87.78	86.67

Ranking Counties In Ascending Order -- May 2003
Requires 1,734 Counties To Equal California Milk Marketings



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