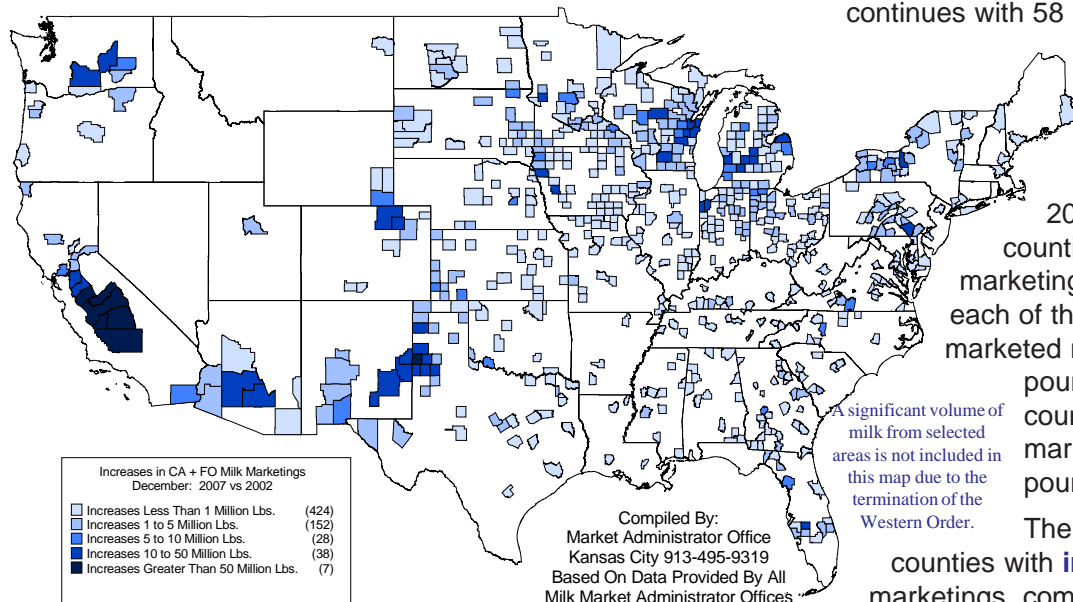


# MARKETING SERVICE

B U L L E T I N

## California & Federal Order Marketings by County

### 649 Counties Increased Marketings



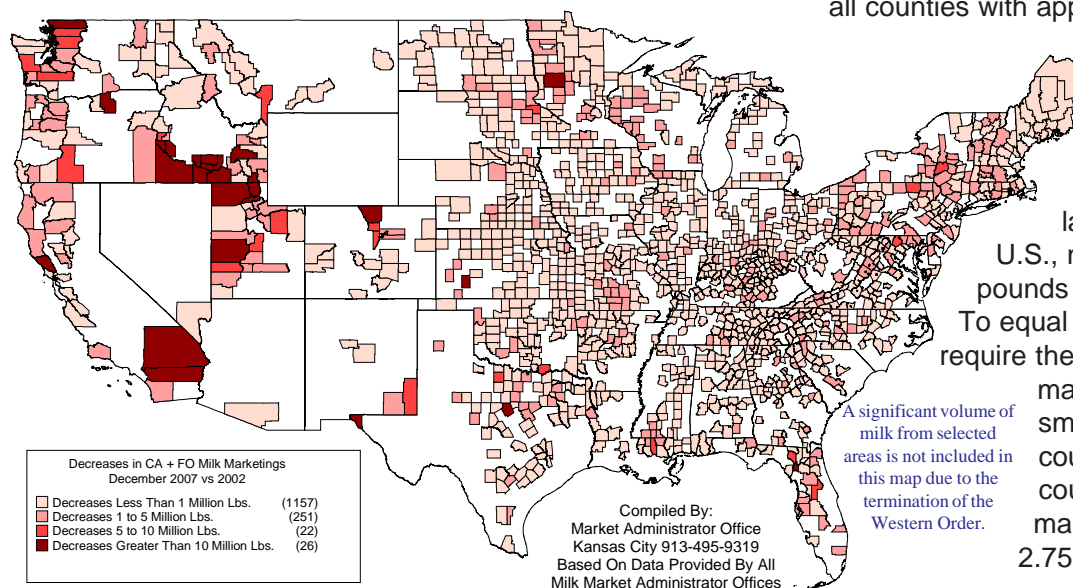
Concentration in the origin of milk marketings continues with 58 counties marketing 50% of the total California & Federal order (CA+FO) milk during December 2007. This is down from 75 counties in December 2002. A total of 1,889 counties had CA+FO milk marketings in December 2007, and each of the 58 largest counties marketed more than 41 million pounds. Conversely, 945 counties (50.0% of the total) marketed less than one million pounds each.

The top map depicts 649 counties with **increased** CA+FO milk marketings, comparing December 2007 with

2002. Marketings from these counties totaled 9.775 billion pounds, with 45 counties increasing marketings by more than 10 million pounds. The map below depicts 1,456 counties with **decreased** marketings - these counties marketed 3.860 billion pounds in December 2007. Milk from all 1,889 counties with CA+FO order marketings totaled 13.635 billion pounds, which represents an **increase** of 0.289 billion pounds (+2.2%) compared with December 2002.

California milk marketings totaled 3.363 billion pounds, or 24.7% of the CA+FO December 2007 total. The magnitude of milk from 15 California counties with the most marketings dwarfs a majority of all other counties combined. Ranking all the counties with CA+FO milk marketings in ascending order would require marketings from 1,687 counties (89.3% of the 1,889 total) to equal the amount from the top 15 California counties (3.315 billion pounds). Not all of these 1,687 counties would be considered small in terms of milk marketings, since

### 1,456 Counties Decreased Marketings



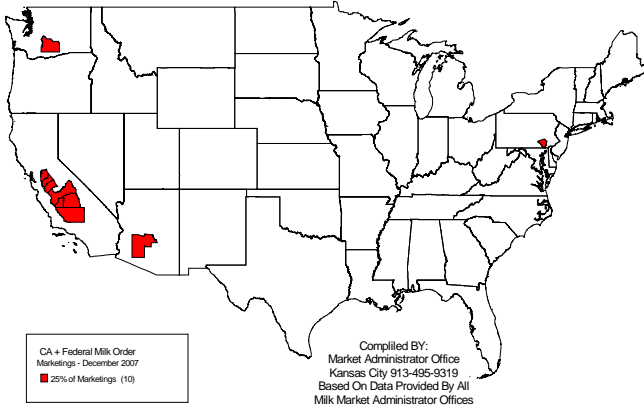
counties up to 13.5 million pounds would be included in this grouping. This would include all counties with approximately 7,993 or fewer dairy cows, assuming production of 20,267 pounds per cow (2007 national average).

Tulare County (CA), the largest dairy county in the U.S., marketed 879.4 million pounds of milk in December 2007. To equal Tulare County's total would require the combined milk marketings from the smallest 1,287 counties, or all counties with marketings up to 2.756 million pounds.

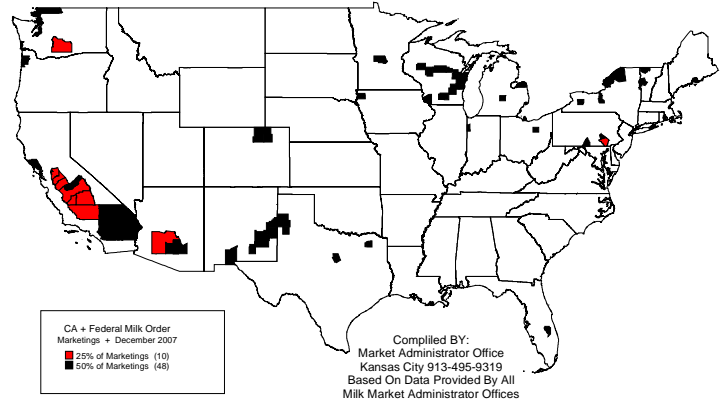


J  
U  
N  
E  
  
2  
0  
0  
8

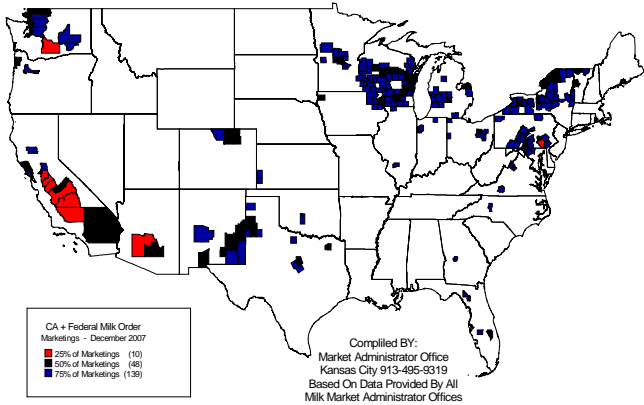
10 Counties Marketed 25% of All  
CA + Federal Order Milk During December 2007



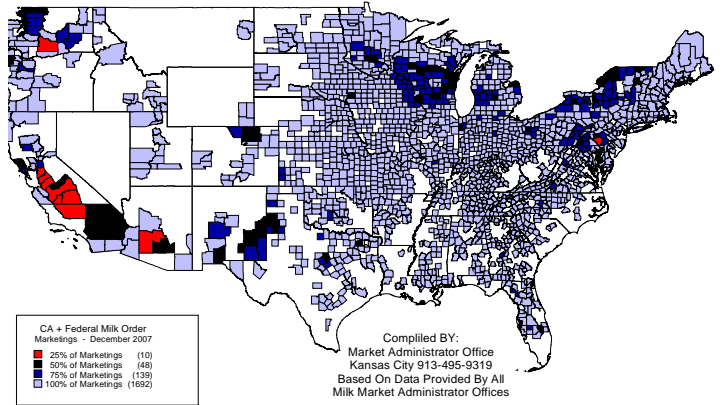
58 Counties Marketed 50% of All  
CA + Federal Order Milk During December 2007



197 Counties Marketed 75% of All  
CA + Federal Order Milk During December 2007



1,889 Counties Marketed 100% of All  
CA + Federal Order Milk During December 2007

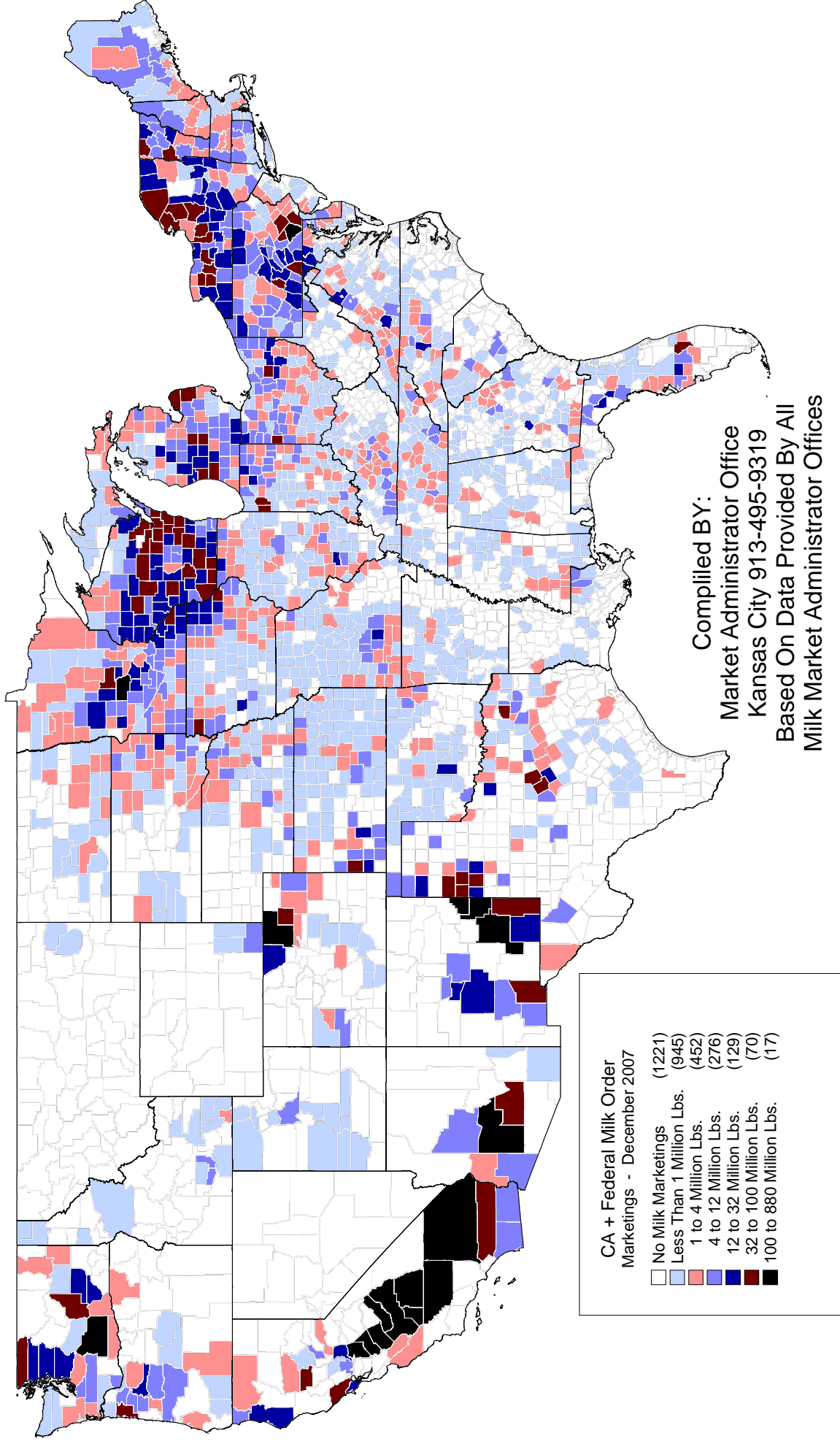


### Ten Counties Marketed 25% Of The CA + Federal Order Milk During December 2007

	<u>Dec '07 Mktgs</u>	<u>Dec '02 Mktgs</u>	<u>Percent Change</u>	<u>Dec 2007 As % Of 12/07 Total</u>
Tulare, CA	879,436,485	762,254,245	+15.37	6.45
Merced, CA	468,638,363	395,100,477	+18.61	3.44
Kings, CA	334,375,319	240,439,893	+39.07	2.45
Stanislaus, CA	332,582,073	294,289,329	+13.01	2.44
Kern, CA	325,784,250	157,997,370	+106.20	2.39
Maricopa, AZ	252,067,983	238,338,682	+5.76	1.85
Fresno, CA	230,821,452	155,878,908	+48.08	1.69
San Joaquin, CA	210,463,067	177,412,771	+18.63	1.54
Lancaster, PA	196,823,482	180,566,396	+9.00	1.44
Yakima, WA	186,972,374	140,080,818	+33.47	1.37
<b>10-County Total</b>	<b>3,417,964,848</b>	<b>2,742,358,889</b>	<b>+24.64</b>	<b>25.07</b>
<b>CA + FO Total</b>	<b>13,634,950,541</b>	<b>13,345,683,700</b>	<b>+2.17</b>	

# CA + Federal Order Milk Marketings By County

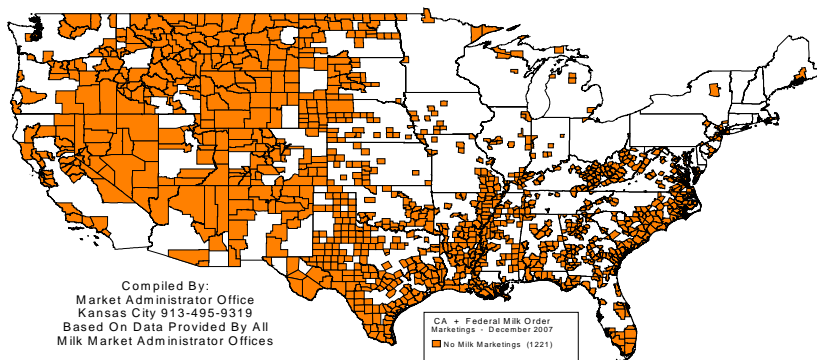
## December 2007



Color copies of these maps are available from the Central federal order website at [www.fmmcentral.com](http://www.fmmcentral.com) under "news & publications - marketing service bulletin."

	Statistical Uniform Price		Producer Price Differential		Class I Utilization	
	May '08	Apr '08	May '08	Apr '08	May '08	Apr '08
Northeast	18.18	18.55	0.00	1.79	42.92	40.08
Appalachian	19.11	20.21	-----	-----	70.18	70.94
Florida	21.38	21.50	-----	-----	84.25	81.14
Southeast	19.60	19.97	-----	-----	64.74	63.77
Upper Midwest	17.99	17.23	-0.19	0.47	20.33	14.78
<b>Central</b>	<b>17.08</b>	<b>17.48</b>	<b>-1.10</b>	<b>0.72</b>	<b>42.77</b>	<b>34.34</b>
Mideast	17.53	17.77	-0.65	1.01	45.96	37.16
Pacific Northwest	16.83	16.95	-1.35	0.19	35.71	29.57
Southwest	17.88	18.18	-0.30	1.42	51.11	32.66
Arizona	17.20	17.28	-----	-----	30.65	31.56

Counties With "NO" CA + Federal Order Milk Marketings  
December 2007



The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or a part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD).

To file a complaint of discrimination write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, S.W., Washington, D.C. 20250-9410 or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.



**United States  
Department of  
Agriculture**

**FEDERAL MILK MARKET ADMINISTRATOR**  
P.O. BOX 14650  
SHAWNEE MISSION, KANSAS 66285-4650

Website: [www.fmmacentral.com](http://www.fmmacentral.com)  
E-mail: [market.administrator@fmmacentral.com](mailto:market.administrator@fmmacentral.com)  
Phone: 913-495-9300

FIRST CLASS  
U.S. POSTAGE  
PAID  
SHAWNEE MISSION, KS  
PERMIT NO. 377

**FIRST CLASS**