



DFA is a dairy marketing cooperative

Founded January 1, 1998, DFA grew from a consolidation forged by four regional dairy marketing cooperatives. Together, DFA's dairy producer members market and process more than 47 billion pounds of milk annually supplying fluid and manufacturing customers (and its own plants) with quality raw milk, dairy products and food components.

Headquartered in Kansas City, Mo.

DFA has members in 45 states, coast-to-coast and border-to-border. DFA products are sold in every state and move into many international markets.

DFA is a major food company

Processing plants in the DFA system produce a wide variety of dairy products including: American and Italian cheeses, cultured dairy products, coffee creamers, butter, in-can sterilized infant and adult nutrition products; dehydrated products; nonfat dry milk; dried whey products; ground, shredded and diced cheeses; long shelf-life dairy products; and cheese sauces.

DFA joint ventures serve fluid milk and dairy product markets

Joint ventures include: Hiland Dairy Foods Co., Roberts Dairy Co., Wilcox Dairy Farms, Suiza Dairy Group, Valley Rich Dairy, Ideal American Dairy, Heritage Foods, Sinton Dairy Foods Co., Turner Holding, Dairy Fresh of Louisiana, Melody Farms, and Western Quality Foods, all involved in fluid milk bottling and distribution. The Greenwood Valley Cheese Co., Main Street Ingredients, Keller Creamery, and Dairiconcepts provide dairy food products for wholesale and retail markets.

DFA is a product innovator

With its state-of-the-art Technology Center in Springfield, Mo., DFA offers product innovation and research and development services to its customers. The facilities include research and development laboratories, a small-scale pilot plant that allows scientists to perform all current plant processes, "customer-friendly" offices for client use, and a sensory lab for consumer testing of new products.

DFA product development adds value to milk

Sport Shake®, Healthy Pleasures® and a freeze-thaw stable sour cream are three products developed by DFA food scientists. Each year, DFA technologists create and test hundreds of new dehydrated ingredients for the snack and food industries, as well as line extensions for cultured and shelf-stable products. Through ongoing research on cheese, DFA seeks ways to increase plant efficiency and cheese yield.

DFA is working to build dairy exports

DFA already ships cream, cheese and other dairy products into international markets where DFA is aggressively developing new markets. Areas of the world where DFA is making sales and establishing sales relationships include: Mexico, Europe, Central and South America, Asia, the Pacific Rim, the Middle East and several other areas.

DFA is a progressive dairy marketing cooperative

Emphasis on quality and service, as well as an ability to adapt to a rapidly changing industry, has helped DFA maintain its leadership position.

DFA leadership

Herman Brubaker, a dairy farmer from West Alexandria, Ohio, is the chair of DFA's board of directors and chairman of Dairy Management Inc. Gary Hanman is the president and chief executive officer of DFA. Prior to DFA, Gary spent 23 years as chief executive officer of Mid-America Dairymen Inc.