

DOMESTIC DAIRY SEMEN SALES (1)
UNITS OF SEMEN

| BREED | 1995 | 1994 | %+/- |
|-------------------|-------------------|-------------------|--------------|
| HOLSTEIN | 11,930,092 | 11,794,964 | 1.15% |
| JERSEY | 595,487 | 549,899 | 8.29% |
| BROWN SWISS | 118,424 | 114,528 | 3.40% |
| GUERNSEY | 91,916 | 96,186 | -4.44% |
| AYRSHIRE | 35,422 | 38,659 | -8.37% |
| MILKING SHORTHORN | 15,765 | 14,017 | 12.47% |
| OTHER DAIRY | 86 | 270 | -68.15% |
| TOTAL | <u>12,787,192</u> | <u>12,608,523</u> | <u>1.42%</u> |

CUSTOM FROZEN DAIRY SEMEN (1)
UNITS OF SEMEN

| BREED | 1995 | 1994 | %+/- |
|-------------------|----------------|----------------|---------------|
| HOLSTEIN | 611,091 | 621,189 | -1.63% |
| BROWN SWISS | 68,546 | 53,709 | 27.62% |
| JERSEY | 25,890 | 50,572 | -48.81% |
| GUERNSEY | 4,510 | 928 | 385.99% |
| MILKING SHORTHORN | 2,599 | 3,873 | -32.89% |
| AYRSHIRE | 1,254 | 6,518 | -80.76% |
| OTHER DAIRY | 0 | 0 | 0.00% |
| TOTAL | <u>713,890</u> | <u>736,789</u> | <u>-3.11%</u> |

DAIRY SEMEN EXPORT SALES (1)
UNITS OF SEMEN

| BREED | 1995 | 1994 | %+/- |
|-------------|------------------|------------------|---------------|
| HOLSTEIN | 7,416,403 | 6,347,951 | 16.83% |
| JERSEY | 421,820 | 292,976 | 43.98% |
| BROWN SWISS | 277,259 | 263,935 | 5.05% |
| GUERNSEY | 18,986 | 23,804 | -20.24% |
| AYRSHIRE | 14,185 | 13,280 | 6.81% |
| OTHER DAIRY | 585 | 925 | -36.76% |
| TOTAL | <u>8,149,238</u> | <u>6,942,871</u> | <u>17.38%</u> |

DAIRY SEMEN EXPORT SALES (2)
UNITS OF SEMEN

| REGION | 1995 | 1994 | %+/- |
|---------------------|------------------|------------------|---------------|
| SOUTH AMERICA | 2,495,693 | 1,834,510 | 36.04% |
| EUROPEAN UNION | 2,210,350 | 2,017,252 | 9.57% |
| OCEANIA | 932,195 | 689,545 | 35.19% |
| NORTH AMERICA | 886,059 | 1,006,387 | -11.96% |
| ASIA | 471,873 | 548,511 | -13.97% |
| EASTERN EUROPE | 362,716 | 245,500 | 47.75% |
| MIDDLE EAST | 265,286 | 183,039 | 44.93% |
| AFRICA | 215,187 | 199,048 | 8.11% |
| CENTRAL AMERICA | 147,203 | 148,366 | -0.78% |
| OTHER WESTERN EUROP | 105,535 | 110,892 | -4.83% |
| CARRIBEAN | 24,575 | 31,303 | -21.49% |
| TOTAL | <u>8,116,672</u> | <u>7,014,353</u> | <u>15.72%</u> |

DAIRY SEMEN EXPORT SALES (2)
DOLLAR VALUE

| REGION | 1995 | 1994 | %+/- |
|---------------------|---------------------|---------------------|--------------|
| EUROPEAN UNION | \$27,894,024 | \$27,437,504 | 1.66% |
| SOUTH AMERICA | 10,026,289 | 7,192,206 | 39.40% |
| OCEANIA | 5,941,577 | 4,933,714 | 20.43% |
| NORTH AMERICA | 4,746,096 | 6,317,738 | -24.88% |
| ASIA | 3,855,882 | 3,621,917 | 6.46% |
| EASTERN EUROPE | 2,778,857 | 1,457,192 | 90.70% |
| AFRICA | 2,257,200 | 1,830,599 | 23.30% |
| MIDDLE EAST | 1,741,210 | 1,250,991 | 39.19% |
| OTHER WESTERN EUROP | 1,283,123 | 1,130,000 | 13.55% |
| CENTRAL AMERICA | 689,558 | 680,713 | 1.30% |
| CARRIBEAN | 116,509 | 127,631 | -8.71% |
| TOTAL | <u>\$61,330,325</u> | <u>\$55,980,205</u> | <u>9.56%</u> |

DOMESTIC BEEF SEMEN SALES (1)
UNITS OF SEMEN

| BREED | 1995 | 1994 | %+/- |
|-----------------|---------|-----------|---------|
| ANGUS | 597,654 | 696,993 | -14.25% |
| SIMMENTAL | 102,598 | 118,884 | -13.70% |
| POLLED HEREFORD | 81,601 | 93,035 | -12.29% |
| RED ANGUS | 51,689 | 53,809 | -3.94% |
| LIMOUSIN | 30,902 | 35,415 | -12.74% |
| CHAROLAIS | 26,274 | 28,935 | -9.20% |
| BRAHMAN | 24,171 | 33,841 | -28.57% |
| GELBVIEW | 17,991 | 22,875 | -21.35% |
| HEREFORD | 8,938 | 14,824 | -39.71% |
| MAINE ANJOU | 7,701 | 7,041 | 9.37% |
| CHIANINA | 7,312 | 9,016 | -18.90% |
| NELLORE | 6,831 | 7,803 | -12.46% |
| PIEDMONTESE | 3,170 | 3,705 | -14.44% |
| BEEFMASTER | 2,867 | 3,474 | -17.47% |
| SHORTHORN | 2,754 | 3,339 | -17.52% |
| SALERS | 2,730 | 4,837 | -43.56% |
| BELGIAN BLUE | 2,382 | 3,714 | -35.86% |
| AMERICAN BREED | 2,266 | 0 | |
| BRANGUS | 2,238 | 2,823 | -20.72% |
| BRAHMAN (RED) | 1,670 | 1,634 | 2.20% |
| TEXAS LONGHORN | 1,653 | 1,496 | 10.49% |
| GELBRAY | 1,651 | 0 | |
| CHI-MAINE | 1,516 | 1,619 | -6.36% |
| GYR | 1,413 | 154 | 817.53% |
| AMERIFAX | 1,160 | 0 | |
| TARENDAISE | 1,027 | 1,277 | -19.58% |
| OTHER BEEF (a) | 4,972 | 5,992 | -17.02% |
| TOTAL | 997,131 | 1,156,535 | -13.78% |

(a) Other Beef includes: Ankina, Blonde D'Aquit., Braford, Brahmental/Simbrah, Braunvieh, ChiAngus, Devon, South Devon, Dexter, Dutch Belted, Galloway, Murray Grey, Pinzgauer, Romagnola, Red Poll, Santa Gertrudis, Scotch Shorthorn Misc. Beef.

BEEF SEMEN EXPORT SALES (1)
UNITS OF SEMEN

| BREED | 1995 | 1994 | %+/- |
|--------------------|---------|---------|---------|
| ANGUS | 126,436 | 118,935 | 6.31% |
| RED ANGUS | 105,320 | 128,865 | -18.27% |
| SIMMENTAL | 76,825 | 105,953 | -27.49% |
| POLLED HEREFORD | 61,701 | 77,307 | -20.19% |
| BRAHMAN | 30,179 | 56,486 | -46.57% |
| LIMOUSIN | 28,385 | 34,109 | -16.78% |
| CHAROLAIS | 14,416 | 23,912 | -39.71% |
| BRAUNVIEH | 7,539 | 3,085 | 144.38% |
| BRANGUS | 6,490 | 4,513 | 43.81% |
| HEREFORD | 6,374 | 4,844 | 31.59% |
| GELBVIEH | 5,137 | 8,936 | -42.51% |
| BRAHMAN (RED) | 4,490 | 4,061 | 10.56% |
| GYR | 3,013 | 2,995 | 0.60% |
| BEEFMASTER | 2,595 | 2,751 | -5.67% |
| PIEDMONTESE | 1,772 | 3,910 | -54.68% |
| BELGIAN BLUE | 1,475 | 1,714 | -13.94% |
| SALERS | 1,278 | 1,118 | 14.31% |
| SHORTHORN (SCOTCH) | 1,087 | 1,352 | -19.60% |
| OTHER BEEF (b) | 5,564 | 11,566 | -51.89% |
| TOTAL | 490,076 | 596,412 | -17.83% |

(b) Other Beef includes: Amerifax, Blonde D'Aquit., Braford, Brahmental-Simbrah, Chianina, South Devon, Dutch Belted, Maine Anjou, Nellore, Romagnola, Santa Gertrudis, Senapol, Shorthorn, Tarentaise, Waygu, Misc. Beef.

CUSTOM FROZEN BEEF SEMEN (1)
UNITS OF SEMEN

| BREED | 1995 | 1994 | %+/- |
|--------------------|------------------|------------------|----------------|
| ANGUS | 469,137 | 484,100 | -3.09% |
| MAINE ANJOU | 146,210 | 95,008 | 53.89% |
| LIMOUSIN | 138,792 | 149,426 | -7.12% |
| SIMMENTAL | 112,269 | 143,249 | -21.63% |
| WAGYU | 103,536 | 38,416 | 169.51% |
| RED ANGUS | 103,512 | 89,895 | 15.15% |
| HEREFORD | 80,612 | 133,065 | -39.42% |
| BRANGUS | 79,092 | 86,171 | -8.22% |
| BEEFMASTER | 72,055 | 88,471 | -18.56% |
| POLLED HEREFORD | 62,131 | 55,312 | 12.33% |
| GELBVIEH | 60,675 | 96,865 | -37.36% |
| BRAUNVIEH | 58,067 | 26,664 | 117.77% |
| CHAROLAIS | 57,910 | 80,766 | -28.30% |
| CHIANINA | 26,400 | 24,293 | 8.67% |
| SALERS | 26,067 | 61,484 | -57.60% |
| CHI-ANGUS | 25,268 | 20,444 | 23.60% |
| BRAHMAN | 24,198 | 55,141 | -56.12% |
| DUTCH BELTED | 21,115 | 9,488 | 122.54% |
| SHORTHORN (SCOTCH) | 19,989 | 22,274 | -10.26% |
| RED BRANGUS | 14,755 | 9,137 | 61.49% |
| CHI-MAINE | 14,748 | 14,566 | 1.25% |
| TEXAS LONGHORN | 13,656 | 15,125 | -9.71% |
| SHORTHORN | 13,131 | 22,091 | -40.56% |
| SANTA GERTRUDIS | 13,050 | 10,828 | 20.52% |
| BRAHMENTAL/SIMBRAH | 12,686 | 14,188 | -10.59% |
| SOUTH DEVON | 9,999 | 25,261 | -60.42% |
| BELGIAN BLUE | 9,914 | 10,047 | -1.32% |
| PIEDMONTESE | 8,648 | 9,447 | -8.46% |
| BEEFALO | 7,320 | 2,674 | 173.75% |
| OTHER BEEF (c) | 77,179 | 222,503 | -65.31% |
| TOTAL | <u>1,882,121</u> | <u>2,116,399</u> | <u>-11.07%</u> |

(c) Other Beef includes: Amerifax, Barzona, Blonde D'Aquit., Beef Friesian, Braford Brahmousin, Buelingo, Devon, Dexter, Galloway, Gelbray, Murray Grey, Nellore, Normande, Pinzgauer, Romagnola, Red Poll, Scotch Highland, Tarantaise, White P Crossbreed and Misc. Beef.

BEEF SEMEN EXPORT SALES (2)
UNITS OF SEMEN

| REGION | 1995 | 1994 | %+/- |
|---------------------|----------------|----------------|----------------|
| SOUTH AMERICA | 339,321 | 410,136 | -17.27% |
| NORTH AMERICA | 60,670 | 75,412 | -19.55% |
| OCEANIA | 40,997 | 31,075 | 31.93% |
| CENTRAL AMERICA | 28,585 | 34,434 | -16.99% |
| EASTERN EUROPE | 11,474 | 13,535 | -15.23% |
| AFRICA | 3,516 | 3,680 | -4.46% |
| ASIA | 3,290 | 22,069 | -85.09% |
| CARRIBEAN | 3,066 | 3,630 | -15.54% |
| OTHER WESTERN EUROP | 2,400 | 1,080 | 122.22% |
| EUROPEAN UNION | 1,327 | 2,238 | -40.71% |
| MIDDLE EAST | 540 | 470 | 14.89% |
| TOTAL | <u>495,186</u> | <u>597,759</u> | <u>-17.16%</u> |

BEEF SEMEN EXPORT SALES (2)
DOLLAR VALUE

| REGION | 1995 | 1994 | %+/- |
|---------------------|--------------------|--------------------|----------------|
| SOUTH AMERICA | \$850,287 | \$1,043,084 | -18.48% |
| NORTH AMERICA | 348,790 | 403,109 | -13.48% |
| OCEANIA | 348,112 | 277,697 | 25.36% |
| CENTRAL AMERICA | 106,985 | 149,862 | -28.61% |
| AFRICA | 45,008 | 50,598 | -11.05% |
| OTHER WESTERN EUROP | 34,500 | 12,950 | 166.41% |
| EASTERN EUROPE | 29,736 | 39,367 | -24.46% |
| ASIA | 17,478 | 108,717 | -83.92% |
| CARIBBEAN | 15,836 | 15,488 | 2.25% |
| MIDDLE EAST | 5,755 | 3,055 | 88.38% |
| EUROPEAN UNION | 5,754 | 19,112 | -69.89% |
| TOTAL | <u>\$1,808,241</u> | <u>\$2,123,039</u> | <u>-14.83%</u> |

IV46

(1) BASED ON QUARTERLY REPORTS OF SEMEN SOLD AND CUSTOM F

(2) BASED ON QUARTERLY SURVEY OF SEMEN SOLD FOR EXPORT