



*Dairy is 20% of store profit  
from only 3% of store space.*

— Willard Bishop 2015 Grocery SuperStudy™

- Each buyer spends **\$365** every year
- **99.6%** of households buy dairy products

— IRI Worldwide 2018 Insights



## How Dairy Drives Profit

Give your shoppers the dairy foods they've trusted for generations. Give them award-winning products and sustainable practices. When you partner with Hiland Dairy, you're supporting the hundreds of local dairy farmer-owners who supply Hiland's fresh, wholesome milk.

Locally Made.  
Naturally Delicious.™

### Going Above and Beyond for Our Partners and Customers

Hiland Dairy provides desirable, high-quality products at a competitive price. To achieve this, we:

- 1. Strive to be better than we have to be.** We meet or exceed our high standards for performance and quality control. We never settle for less than the very best.
- 2. Do what is right.** We treat our greatest asset, our people, with dignity and respect. We give competitive compensation packages and ongoing training to our talented employees.
- 3. Commit to sustainability.** Hiland Dairy is farmer-owned, which ensures that our milk and dairy products are produced responsibly and sustainably. From conserving water and energy to caring for animals, we're committed to minimizing waste and environmental impact.

### Award-Winning Dairy

Being part of the Dairy Farmers of America's (DFA) Gold Standard Dairy Program means we continually evaluate and improve on-farm practices related to animal care and milk quality. As a proud member of Quality Checkd, our products undergo rigorous quality control tests — resulting in many product quality and production awards.



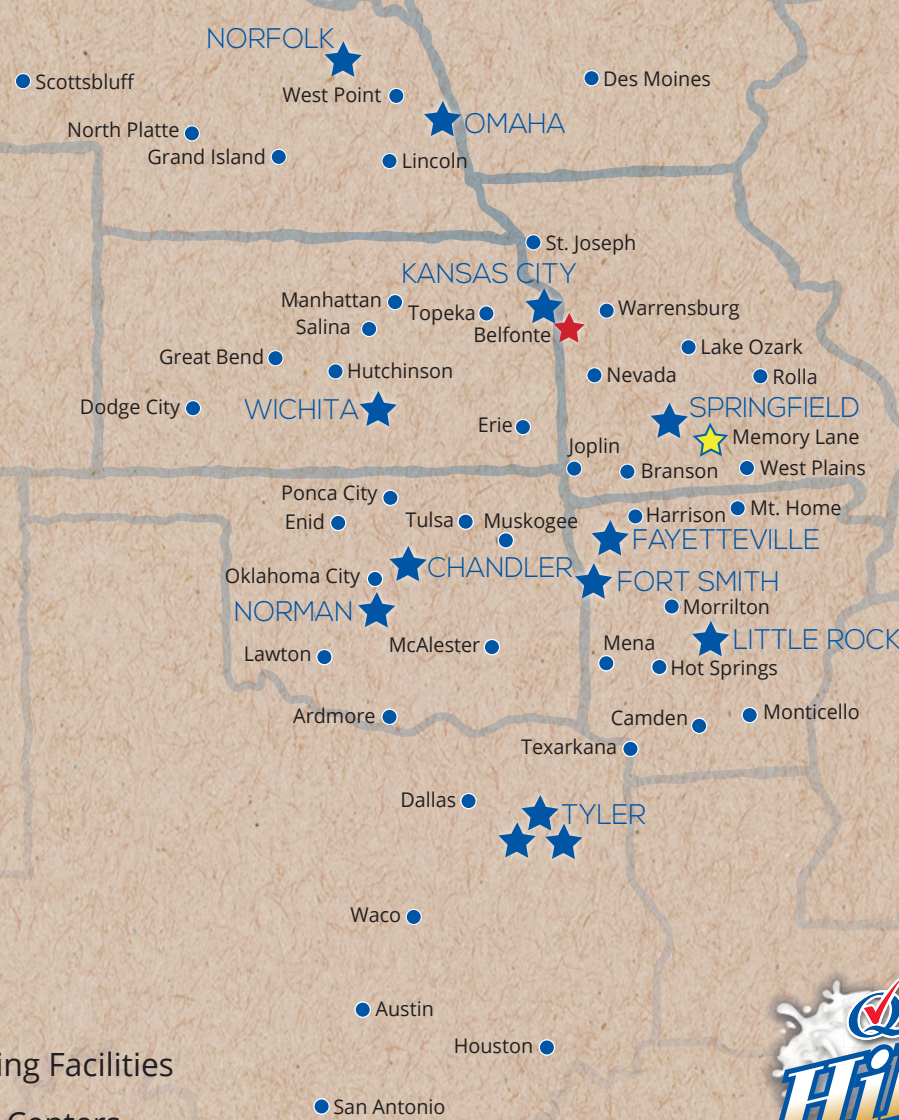
Simply put — dairy is our passion.



To learn about becoming a Hiland Dairy partner, please contact **800-366-6455**  
or visit [hilanddairy.com/retailers](http://hilanddairy.com/retailers).

# Local Means Fresh

Hiland's dairy products are made with farm-fresh milk and packaged at local facilities. With 15 processing plants and 49 distribution centers across seven states, Hiland meets your customers' demand for ultimate freshness.



- ★ Manufacturing Facilities
- Distribution Centers
- ★ Belfonte
- ★ Memory Lane



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