

NATIONAL DAIRY MARKET NEWS AT A GLANCE**CME GROUP CASH MARKETS (2/13)**

BUTTER: Grade AA closed at \$1.7200. The weekly average for Grade AA is \$1.7260 (-.0815).

CHEESE: Barrels closed at \$1.4850 and 40# blocks at \$1.5300. The weekly average for barrels is \$1.4815 (-.0060) and blocks, \$1.5320 (-.0030).

BUTTER HIGHLIGHTS: Butter prices are moving lower this week. Demand is uneven with print orders picking up, while bulk orders slow. Export demand has also weakened. Production is steady in the Central, moving higher in the West and strong in the East. Stocks are mixed as manufacturers are apprehensive about building at current pricing. Bulk butter is available in the West, with pricing at 4.5 cents under to 2 cents over market. Bulk butter prices range from 4 cents under to market in the East and the Central is offering 6 cents over to market. This week, a cooperative export assistance program accepted requests for 1.2 million pounds of butter. Friday at the CME Group, Grade AA butter closed at \$1.7200, down \$.0750 from a week ago.

CHEESE HIGHLIGHTS: Cheese production is trending higher, with the market steadier. Current pricing is conducive to building inventories, both aging and retail. Cheese demand is fair to good from regular accounts and orders are being filled. Milk supplies are seasonally increasing and some milk in the West was discounted to move. Present cheese production levels and sales seem comfortable to most manufacturers. Retail orders for foreign cheese have slowed, which is typical for this time of year. Cheesemakers have concerns looking forward, as to forecasted milk supplies and their ability to handle the milk flow. Friday in CME Group trading, barrels closed at \$1.4850, up 1/4 cent from last Friday and 40# blocks closed at \$1.5300, down 1/2 cent from last Friday.

FLUID MILK: Milk production at the farm level is steady to seasonally increasing across the West, Northwest, Midwest, and East. California production remains strong. Weather remains a transportation concern in the Northeast, contributing to a rise in Class I sales. Class I sales are steady throughout the East and Midwest and seasonally active to mixed in the West, with lower sales reported in Arizona. Processors' milk intakes are heavy. Farmers are taking note of lower class and component prices.

DRY PRODUCTS: Prices for low/medium heat nonfat dry milk in the East and West are higher as both index and spot load bases

increased. Demand is affected by price, but still remains active. The trade is noting the active number of NDM sales at the CME Group. High heat prices are mixed in the West, with increasing sales in the East, but slower sales reported in the Central region. Dry buttermilk prices are unchanged in the East and Central region, but lower in the West. Dry whole milk prices are mixed. Pricing for dry whey is unchanged to lower. Production is steady to higher. Demand is light to moderately increasing. Whey protein concentrate 34% prices are mixed in an unsteady market due to price disparities with the EU. The lactose market is sluggish with prices shifting lower. Casein prices are unchanged in light sales activity.

ORGANIC DAIRY MARKET NEWS (DMN): AMS reports total organic milk products sales for December 2014, 210 million pounds, were up 5.7% from December 2013 and up 9.2% for 2014 compared with 2013. Organic whole milk sales for December 2014, 67 million pounds, were up 23.2% compared with December 2013 and up 20.3% for 2014 compared with 2013. Organic reduced fat milk sales for December, 58 million pounds, were -9.5% below December 2013 sales but up 10.1% for 2014 compared with 2013. The U.S. weighted average advertised price of organic milk half gallons is \$3.56, down 33 cents. One year ago the price was \$3.59. The U.S. weighted average price of organic Greek 32 ounce yogurt, \$6.53, is up \$2.31 cents from last week. One year ago there were no ads for 32 ounce organic Greek yogurt. Ads for 4-6 ounce organic Greek yogurt have an average price of \$0.99, 10 cents below last week and 4 cents below one year ago. National organic dairy processors observe that the organic milk supply remains tight with little expectation of improvement over the winter months due to most organic dairy producers relying on stored feed.

NATIONAL RETAIL REPORT-DAIRY (DMN): Ad volumes were mixed this week with increases for butter, 8 ounce block cheese, 8 ounce shredded cheese, ice cream and 4-6 ounce yogurt, while ad volumes for cottage cheese, cream cheese and sour cream declined. The national average advertised price for 1# butter, \$3.62, is up 59 cents from the prior week and up 65 cents from one year ago. Cottage cheese in 16 ounce containers has an average price of \$2.24, down 8 cents from one week ago, but 26 cents higher from one year ago. Cream cheese 8 ounce has an average price of \$2.19, up 36 cents from one week ago and up 75 cents from one year ago. Ice cream in 48-64

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NATIONAL RETAIL REPORT-DAIRY

CME GROUP CASH TRADING

COMMODITY	MONDAY FEB 09	TUESDAY FEB 10	WEDNESDAY FEB 11	THURSDAY FEB 12	FRIDAY FEB 13	WEEKLY CHANGE*	WEEKLY AVERAGE#
CHEESE BARRELS	\$1.4825 (N.C.)	\$1.4800 (-.0025)	\$1.4800 (N.C.)	\$1.4800 (N.C.)	\$1.4850 (+.0050)	++ (+.0025)	++ \$1.4815 (-.0060)
40# BLOCKS	\$1.5350 (N.C.)	\$1.5350 (N.C.)	\$1.5300 (-.0050)	\$1.5300 (N.C.)	\$1.5300 (N.C.)	++ (-.0050)	++ \$1.5320 (-.0030)
NONFAT DRY MILK GRADE A	\$1.0950 (-.0050)	\$1.0925 (-.0025)	\$1.1250 (+.0325)	\$1.1375 (+.0125)	\$1.1500 (+.0125)	++ (+.0500)	++ \$1.1200 (+.0645)
BUTTER GRADE AA	\$1.7450 (-.0500)	\$1.7450 (N.C.)	\$1.7100 (-.0350)	\$1.7100 (N.C.)	\$1.7200 (+.0100)	++ (-.0750)	++ \$1.7260 (-.0815)

CHEESE: carload = 40,000 lbs., BUTTER: carlot = 40,000-43,000 lbs. *Sum of daily changes. # Weekly averages are simple averages of the daily closing prices for the calendar week.
Computed by Dairy Market News for informational purposes. This data is available on the Internet at WWW.AMS.USDA.GOV/DAIRYMARKETNEWS.

NATIONAL DAIRY MARKET NEWS AT A GLANCE

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ounce containers has an average price of \$3.23, up 22 cents from one week ago and up 14 cents from one year ago. Greek 4-6 ounce yogurt ad volume was the highest ad volume of all other categories and sizes of yogurt. The average price of 4-6 ounce Greek yogurt, 97 cents, is down 1 cent from last week and 2 cents lower from one year ago. Ads for 4-6 ounce yogurt have an average price of 50 cents, unchanged from last week, but 2 cents lower from one year ago. The U.S. average price for 8 ounce cheese blocks, \$2.36, is 11 cents lower than one week ago, but 6 cents higher than a year ago, while 8 ounce shredded cheese at \$2.47 is down 5 cents from one week ago, but up 29 cents one year ago. The organic versus conventional half gallon milk price spread is \$1.64, down \$0.33 from last week. The price spread is the difference between the national weighted average conventional milk price for half gallons, \$1.92, unchanged, and the average for organic half gallon milk, \$3.56, down from \$3.89.

DECEMBER MILK SALES (FMO & CDFA): During December 4.4 billion pounds of packaged fluid milk products is estimated to have been sold in the United States. This was 1.2% lower than December 2013. Estimated sales of total conventional fluid milk products decreased 1.5% from December 2013, but estimated sales of total organic fluid milk products increased 5.7% from a year earlier.

FEBRUARY MILK SUPPLY AND DEMAND ESTIMATES (WAOB): The milk production forecast for 2015 is lowered from last month as slower growth in output per cow more than offsets faster herd expansion. USDA's Cattle report estimated dairy replacement heifers expected to calve during 2015 were up about 1 percent from a year ago, while the number of milk cows on January 1, 2015, was 1 percent above 2014 and the highest since 2009. Fat-basis exports for 2015 are unchanged from last month. Skim-solids exports are higher mostly on greater shipments of whey. Fat-basis imports are higher on expectations of greater cheese imports during 2015. For 2014, production, output per cow, trade, price and stock estimates are adjusted based on published data through December. Product price forecasts for butter and whey are higher, supported by strong demand and price strength to date. The nonfat dry milk (NDM) price is lower as strong competition in export markets is expected to persist during the first half of 2015. The cheese price is unchanged, but the range is narrowed. The Class III price is raised on higher whey prices. The Class IV price is down as a lower NDM price more than offsets a higher butter price. The all milk price is lowered to \$17.40 to \$18.10 per cwt.

CME GROUP

MONDAY, FEBRUARY 9, 2015

CHEESE -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

NONFAT DRY MILK -- SALES: 9 CARS GRADE A: 3 @ \$1.1000, 2 @ \$1.0975, 1 @ \$1.1000, 1 @ \$1.0975, 2 @ \$1.0950; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

BUTTER -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$1.7450

TUESDAY, FEBRUARY 10, 2015

CHEESE -- SALES: 1 CAR BARRELS @ \$1.4800; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.4925

NONFAT DRY MILK -- SALES: 7 CARS GRADE A: 4 @ \$1.0900, 3 @ \$1.0925; LAST BID UNFILLED: 1 CAR GRADE A @ \$1.0925; LAST OFFER UNCOVERED: 3 CARS GRADE A @ \$1.0950

BUTTER -- SALES: 1 CAR GRADE AA @ \$1.7450; LAST BID UNFILLED: 1 CAR GRADE AA @ \$1.7350; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$1.7500

WEDNESDAY, FEBRUARY 11, 2015

CHEESE -- SALES: 1 CAR BARRELS @ \$1.4800; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR 40# BLOCKS @ \$1.5300

NONFAT DRY MILK -- SALES: 17 CARS GRADE A: 1 @ \$1.0925, 1 @ \$1.0950, 2 @ \$1.0975, 3 @ \$1.1000, 1 @ \$1.1050, 1 @ \$1.1025, 3 @ \$1.1100, 1 @ \$1.1150, 3 @ \$1.1200, 1 @ \$1.1250; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

BUTTER -- SALES: 16 CARS GRADE AA: 8 @ \$1.7150, 2 @ \$1.7100, 1 @ \$1.7050, 2 @ \$1.7100, 1 @ \$1.7025, 1 @ \$1.7000, 1 @ \$1.7100; LAST BID UNFILLED: 2 CARS GRADE AA @ \$1.7000; LAST OFFER UNCOVERED: NONE

THURSDAY, FEBRUARY 12, 2015

CHEESE -- SALES: NONE; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.4800; 1 CAR 40# BLOCKS @ \$1.5100; LAST OFFER UNCOVERED: NONE

NONFAT DRY MILK -- SALES: 9 CARS GRADE A: 2 @ \$1.1350, 1 @ \$1.1400, 4 @ \$1.1450, 1 @ \$1.1350, 1 @ \$1.1375; LAST BID UNFILLED: 1 CAR GRADE A @ \$1.1300; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$1.1375

BUTTER -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 2 CARS GRADE AA @ \$1.7150

FRIDAY, FEBRUARY 13, 2015

CHEESE -- SALES: NONE; LAST BID UNFILLED: 2 CARS BARRELS @ \$1.4850; 2 CARS 40# BLOCKS @ \$1.5300; LAST OFFER UNCOVERED: NONE

NONFAT DRY MILK -- SALES: 2 CARS GRADE A @ \$1.1500; LAST BID UNFILLED: 2 CARS GRADE A @ \$1.1400; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$1.1600

BUTTER -- SALES: 19 CARS GRADE AA: 6 @ \$1.7100, 4 @ \$1.7150, 1 @ \$1.7125, 1 @ \$1.7100, 2 @ \$1.7125, 1 @ \$1.7150, 1 @ \$1.7200, 1 @ \$1.7175, 2 @ \$1.7200; LAST BID UNFILLED: 1 CAR GRADE AA @ \$1.7200; LAST OFFER UNCOVERED: NONE

BUTTER MARKETS**NORTHEAST**

Butter production across the Northeast region is strong in an unsettled market. Heavy cream supplies and uneven demand lends favorably to churning at some plants. Buyers are showing some caution with butter purchases. Domestic market demand for butter is fairly light. Global interest is limited. Inventories are increasing, although there are apprehensions about building inventory in the current market. Contacts note foreign market demand for Q3 is fair to good. The current bulk butter prices for domestic sales are flat to 4 cents under the CME Group market, with various time frames and averages used. Tuesday's CME Group cash trading saw Grade AA butter close at \$1.7450, down \$0.0450 from a week ago. According to the DMN *National Retail Report-Dairy*, for February 6-12, the U.S. national weighted average advertised price for 1-pound butter was \$3.03, a \$0.29 decline compared to a week ago. The price in the Northeast was \$3.16, \$0.12 lower compared to a week ago. The Southeast price was \$2.50, a decrease of \$0.49 compared to a week ago. The Foreign Agricultural Service (FAS) reports that December 2014 U.S. exports of butter and milkfat totaled 8.6 million pounds, a 61% drop from a year ago.

CENTRAL

Butter prices are lower through midweek. Demand is weak but picking up. As some retail orders are starting to increase, inventories have cleared out. Some manufacturers are building inventories. Cream is available. Bulk butter prices range from market to 6 cents over the market, with various time frames and averages used. According to the DMN *National Retail Report- Dairy*, the national weighted average advertised price of a pound of butter was \$3.03, down \$.29 from last week, but up \$.06 from year ago. In the Midwest, the weighted average price was \$2.00. This week, a cooperative export assistance program accepted requests for 1.2 million pounds of butter. On Wednesday at the CME, butter closed at \$1.7100, \$.1400 lower than last Wednesday.

WEST

The butter market and pricing are retreating through midweek, giving back recent gains made over the past two weeks. Buying interest is uneven. Some buyers are seeking coverage, while others are concerned that the market is overstated. Retail print orders are good ahead of the Easter/Passover needs. Bulk butter demand is mostly light. Cream supplies are available and leading to more churning. Demand into export channels has slowed as U.S. prices increase. Bulk butter pricing is 4.5 cents under to 2 cents over based on the CME Group with various time frames and averages used. Butter production is steady to higher. Additional milk and cream is moving to butter. Other butter producers are trying to balance output by not taking in outside cream. Butter holdings are light to moderate. The DMN *National Retail Report-Dairy* ads for the week of February 6-12, shows the U.S. weighted average advertised retail price for a one pound pack of butter at \$3.03, down \$.29 from last week but \$.06 higher than a year ago. Butter ad prices averaged \$3.98 in the Southwest and \$2.66 in the Northwest. Butter prices at the CME Group on Wednesday closed at \$1.7100, down \$.1400 from a week ago.

NATIONAL DAIRY PRODUCTS SALES REPORT
 U.S. AVERAGES AND TOTAL POUNDS

<u>WEEK ENDING</u>	<u>BUTTER</u>	<u>CHEESE 40# BLOCKS</u>	<u>CHEESE BARRELS 38% MOISTURE</u>	<u>DRY WHEY</u>	<u>NDM</u>
February 7, 2015	1.6287 5,833,260	1.5398 11,316,780	1.5179 10,173,876	.5599 5,683,872	1.0194 19,256,143

Further data and revisions may be found on the internet at: <http://www.ams.usda.gov/AMSV1.0/DairyProductMandatoryReporting>

CHEESE MARKETS

NORTHEAST

Cheese production is trending at seasonal levels while output varies in areas of the region. Some plants are running full schedules. Other cheese operations are balancing production to sales, as orders ease. Inventories are increasing as milk supply volumes encourage production. Competitive global prices are convincing some buyers to balk on domestic purchases, leading to growing inventories. Foodservice demand typically trends lower at this juncture, however, those rates are being added to as wholesale supply needs are restrained due to existing wintery weather conditions. The market tone is uncertain. The Northeast wholesale cheese prices are mixed this week as cheddar and muenster increased \$0.0350; process is up \$0.0075. Grade A Swiss prices declined \$0.2125 with adjustments based on Class III component prices. According to the DMN *National Retail Report-Dairy*, for February 6-12, the national weighted average advertised price for 8 oz. cheese blocks in the Northeast is \$2.35; 12 cents less than the national average and 27 cent less than a week ago. The Southeast 8 oz. block cheese price was \$2.38, 25 cents less than last week. The Foreign Agricultural Service (FAS) reports that December 2014 U.S. cheese and curd exports totaled 60.6 million pounds, a 12% drop from a year ago.

WHOLESALE SELLING PRICES: DELIVERED,
DOLLARS PER POUND (1000 - 5000 POUNDS MIXED LOTS)

Cheddar 40# Block	:	1.9325-2.2175
Process 5# Sliced	:	1.7125-2.1925
Muenster	:	1.9525-2.3125
Grade A Swiss Cuts 10 - 14#	:	3.8925-4.2150

MIDWEST

Cheese pricing is viewed by many buyers as conducive to building inventory levels. In cheese plants, this week is much like last week, with very strong production and most plants operating at or near capacity. Regular buyers are able to cover orders from their regular sellers. While some plants have lower sales due to buyers pacing purchases to fill current needs, even with weekly averages having increased the last two weeks, that is not the mainstream situation. More plants report good sales to buyers who are interested in holding more inventories. Ongoing inventory growth has two dimensions, retail inventory and aging programs for cheddar and parmesan. Abstract concerns remain and are discussed as to export challenges and currency exchange issues looking forward several months. But for the present, production levels and cheese sales seem comfortable to most manufacturers. The *National Retail Report - Dairy* (DMN) found that for February 6-12, Midwest ads for 8 ounce shredded cheese have a weighted average advertised price of \$2.34, 18 cents lower than the national average, \$2.52. One year ago the national average price was \$2.18. The Midwest price range is \$1.99 to \$2.50. For 8 ounce blocks, the Midwest average price is \$2.17, 30 cents lower than the national average price, \$2.47. One year ago the national average price was \$2.30. The Midwest price range is \$1.66 to \$2.50. Wisconsin wholesale prices for 1,000 to 5,000 pound mixed lots of process cheese increased \$.0075, Swiss decreased \$.2125 and the remaining varieties increased \$.0350. In CME Group cheese trading, barrels closed Wednesday this week at \$1.4800, down 1/2 cent from Wednesday last week and blocks closed at \$1.5300, also down 1/2 cents.

WISCONSIN WHOLESALE SELLING PRICES: DELIVERED,
DOLLARS PER POUND (1000 - 5000 POUNDS MIXED LOTS)

Process American 5# Loaf	:	1.5950-1.9550
Brick And/Or Muenster 5#	:	1.9125-2.3375
Cheddar 40# Block	:	1.6175-2.0350
Monterey Jack 10#	:	1.8875-2.0925
Blue 5#	:	2.1800-3.1675
Mozzarella 5 - 6# (Low Moisture, Part Skim)	:	1.7575-2.6525
Grade A Swiss Cuts 6 - 9#	:	3.4100-3.5275

WEST

The cheese market is tending to be steadier this week. Pricing has been in a tight range. Cheese production is trending higher with increasing milk supplies in the West. Last week, milk was tighter for some processors than expected with a stronger pull from several plants and other utilization. This week, milk is longer and, in instances, being discounted to move. Cheese producers are fairly comfortable with current output levels, but are more unsettled with forecasted milk supplies and their ability to handle the spring milk flow. Mozzarella output is steady to higher. Inventories are indicated to be building. Swiss cheese prices are trending lower, reflecting pricing points of two months ago. Demand is fair to good from regular accounts. Buying interest is good into aging programs. Stocks are generally in good balance. Western wholesale prices moved higher for process and natural varieties; but adjustments to Swiss tracked lower, reflecting recent months' cheese price declines. The DMN *National Retail Report-Dairy* for the week of February 6-12 shows the U.S. weighted average advertised retail price for an 8 ounce pack of natural shredded cheese is \$2.52, down \$.04 from last week but \$.34 higher than a year ago. Packs averaged \$2.73 in the Southwest and \$2.76 in the Northwest. On Wednesday at the CME, barrels closed at \$1.4800, down \$.0050 from last Wednesday and blocks at \$1.5300, down \$.0050.

WHOLESALE SELLING PRICES: DELIVERED, DOLLARS PER POUND
(1000 - 5000 POUNDS MIXED LOTS)

Process 5# Loaf	:	1.6150-1.8725
Cheddar 40# Block	:	1.6650-2.1100
Cheddar 10# Cuts	:	1.8450-2.0650
Monterey Jack 10#	:	1.8550-2.0150
Grade A Swiss Cuts 6 - 9#	:	3.4700-3.9000

2014 U.S. Cheese and Curd Exports, (USDA-FAS)

	(Million Lb.)	% Change From 1 Year Ago
December	60.6	- 12
Total Jan.-Dec.	812.9	+ 17
1 Mexico	182.1	unchanged
2 South Korea	156.7	+ 44
3 Japan	123.5	+ 80
4 Australia	39.3	+ 47
5 Saudi Arabia	34.3	+ 31

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CHEESE MARKETS

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FOREIGN

Domestic foreign type cheese prices moved higher this week, reflecting the increase of the CME Group's weekly average block price. Domestic Swiss cheese prices moved significantly lower following the decline in Class/Component prices last week. Imported cheese prices were unchanged. Retail orders have slowed compared to recent weeks, which is typical for this time of year. The strong U.S. dollar, compared to the euro, continues to make European cheeses very price competitive with many U.S. cheese varieties.

WHOLESALE SELLING PRICES: FOB DISTRIBUTORS DOCK
DOLLARS PER POUND (1000 - 5000 POUNDS, MIXED LOTS)

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	2.6400-5.3800	2.0725-3.5600*
Gorgonzola	3.6900-6.4900	2.5800-3.2775*
Parmesan (Italy)	-0-	3.4625-5.5525*
Provolone (Italy)	-0-	2.1150-2.3675*
Romano (Cows Milk)	-0-	3.2625-5.4125*
Sardo Romano (Argentine)	2.8500-4.4900	-0-
Reggianito (Argentine)	3.2900-4.7500	-0-
Jarlsberg-(Brand)	2.9500-6.2500	-0-
Swiss Cuts Switzerland	-0-	3.9900-4.3125*
Swiss Cuts Finnish	2.6700-2.9300	-0-

* = Price change.

WEEKLY COLD STORAGE HOLDINGS - SELECTED STORAGE CENTERS
IN THOUSAND POUNDS - INCLUDING GOVERNMENT STOCKS

	BUTTER	CHEESE
02/09/15	7,024	99,268
02/01/15	6,652	100,879
CHANGE	372	-1,611
% CHANGE	6	-2

FLUID MILK AND CREAM

EAST

SPOT SHIPMENTS OF GRADE A MILK INTO OR OUT OF FLORIDA & SOUTHEASTERN STATES

	THIS WEEK		LAST WEEK		LAST YEAR	
	IN	OUT	IN	OUT	IN	OUT
FLORIDA	0	60	0	0	0	80
SOUTHEAST STATES	0	0	0	0	0	0

In the Northeast region, winter storm Marcus dropped heavy snowfall from upstate New York into New England. Problematic conditions are significantly disrupting milk pick-ups and deliveries and expected to continue toward the end of the week as more snow is probable. An additional 20 to 30 inches are predicted, along with an Arctic blast forecasted to bring the coldest weather this winter. Class I sales rose. However, milk flow to bottling has been held up in some instances, as haulers are cautious of road conditions, and succumbing to fatigue as the winter storms carry on. Milk production at the farm level is steady. Manufacturing milk supplies are heavy. Farm level milk output in the Mid-Atlantic region is climbing seasonally. Processors' milk intakes are heavy. Some plants are managing supplies through discounted transactions. Class I demand is at seasonal levels. Southeast milk production continues to show upside. Sales to bottling are down. Milk production in Florida continues to increase. Classes I sales are steady. Bottling orders are mixed, with some plants adding to orders as others are seeing cuts. The state saw significant milk fluctuations from imports to surpluses over the past month. This week, milk shipments totaled 60 export loads, compared to a balanced market last week. **Cream multiples for all Classes range 1.10-1.23**, unchanged from the previous week. Cream remains heavy. Sellers are discounting loads, as bottling demand increases available supplies to the market. Sales are in general slow, although there are noted pockets of demand in areas of the region. Some sellers are concerned as Passover and Easter transactions have yet to take off. Cream volumes clearing to ice cream are seeing some increase. **Condensed skim** supplies are ample. The market is somewhat quiet, as contractual transactions primarily drive activity. Heavy volumes are clearing to the drying process. Surplus condensed supplies are building in the Northeast part of the region while a dryer is offline. Some sellers noted they are confident, while considering current condensed skim supply levels, due to good demand in the nonfat dry milk market. According to the DMN National Retail Report-Dairy, for February 6-12, the U.S. weighted average price for a gallon of milk was \$2.99, a \$0.41 decrease compared to one week ago.

FLUID CREAM AND CONDENSED SKIM PRICES IN TANKLOT QUANTITIES

SPOT PRICES OF CLASS II CREAM, DOLLARS PER LB. BUTTERFAT:
 F.O.B. producing plants: Northeast - 1.9882-2.2232
 F.O.B. producing plants: Upper Midwest - 1.9883-2.2413

PRICES OF CONDENSED SKIM, DOLLARS PER LB. SOLIDS,
 F.O.B. PRODUCING PLANTS:
 Northeast - Class II - includes monthly formula prices - .95-1.08
 Northeast - Class III - spot prices - 1.00-1.25

MID -WEST

Milk production is still climbing. Some plants in the North are noting milk intakes up 3 to 5% from year ago levels. With the sudden drop in milk price, some farmers in the Midwest have supplemented cash flow by buying more cows, adding to production. Class I demand is steady. Reports show that ice cream manufacturers are starting production earlier than expected this year. Class II demand is steady. Spot sales are ranging from class to \$1.00 under. Manufacturers are reporting cream is available. **Cream multiples moved lower this week, ranging from 1.10 to 1.24.** According to DMN National Retail Report- Dairy, the national weighted average advertised price for the week of February 6 through February 12 for a gallon of milk was \$2.99 compared to \$2.87 a year ago and \$3.40 a week ago. In the Midwest, the advertised price for a gallon of milk was \$2.87.

WEST

CALIFORNIA milk production remains strong, with noticeable increases from week to week. Milk sales into Class 1 are seasonally active with some manufacturers planning for another egg nog run closer to the spring holidays. In-state manufacturing sites are readily handling all milk supplies. Some loads are moving within the state to accommodate regularly scheduled maintenance projects. Rain fell across the Central and Northern areas, but that precipitation did not extend to the Southern region of the state. As the new crop season approaches, water availability for irrigation purposes remains a top concern. In ARIZONA, milk production is steady to higher. Processors report they are also handling outside loads as manufacturing milk stair steps across the southwest to ease processing pressure throughout the region. Cream demand is steady into contract accounts, with light interest for FOB spot loads. Churns are operating intermittently. Alfalfa harvesting is taking place in a majority of the state, with the crop rated fair to excellent. Milk production in NEW MEXICO continues its gradual upward trend. Processors are also working to clear milk from plants in a few neighboring states due to minor operational problems. Class I and II sales are lower overall, sending higher milk volumes into manufacturing. Dairy operations generally have adequate feed inputs for the near term, but some shortages on forages are noted. Cream supplies are generally higher throughout the Western region as manufacturing milk supplies inch upward. Sales into regional ice cream/frozen dessert accounts are more active this week, taking some of the pressure off of churns. Some Western sellers cleared cream into the Central region to assure timely processing. The multiples range widened, covering .98 to 1.27, depending on location and end use. At the CME Group, Grade AA butter closed Wednesday at \$1.7100, down \$.1400 compared to a week earlier. PACIFIC NORTHWEST: Milk production continues to build higher across much of Washington state and Oregon. There are some areas that received moderate to heavy rains, which did not impact the milking herds to any appreciable extent. The moisture is welcome for the upcoming cropping season and for pasture growth. Processing plants are running on steady to higher schedules. Milk output is building in Utah and Idaho as conditions remain favorable for milk production. Spring-like weather in Idaho is welcomed and cows are responding well. Feed availability and pricing are good for producers. The lower milk prices are being noted. Plants are running on heavy to extended schedules and loads are being shipped out of state to find some processing relief.

NONFAT DRY MILK, BUTTERMILK & WHOLE MILK

Prices represent carlot/trucklot quantities for domestic and export sales packaged in 25 kg. or 50 lb. bags, or totes, spray process, dollars per pound.

NONFAT DRY MILK - CENTRAL AND EAST

CENTRAL: Prices are higher. The market tone is strengthening. Supplies are strong and stocks are building due to extra milk production. Export demand has decreased. Due to the slowdowns in the West ports, there have been some loads diverted to Mexico and Canada. The CME was very active this week. HIGH HEAT sales are slow. There are producers that are not making high heat right now. Wednesday at the CME Group, Grade A NDM closed at \$1.1250, up \$.0700 from last Wednesday.

EAST: Prices for low/medium nonfat dry milk firmed as f.o.b. spot sales and sales based on price indices moved higher. In general, uncertainty is indicative of the nonfat dry milk market. Price movements and unclear inventory levels are bewildering for some market participants. Low heat nonfat dry milk production is steady, at high output rates. Processors' dryer schedules are accommodating heavy condensed skim supplies. Still, surplus condensed volumes are growing for some plants, as winter storm conditions complicate balancing. Manufacturers' inventories are growing. Demand is active, with some end-users noted as looking for product. Spot market trades are light to fair. Contracts are being fulfilled. High heat nonfat dry milk prices increased as indices advanced. Production is intermittent, as available condensed skim supplies necessitate increased low/medium heat nonfat dryer processing. High heat interest is moderate. Inventories are adequate. The market undertone is firm.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A
 LOW/MEDIUM HEAT: .9100 - 1.1500 MOSTLY: 1.0325 - 1.0700
 HIGH HEAT: 1.1050 - 1.2050

NONFAT DRY MILK - WEST

Nonfat dry milk low/medium heat prices are higher as both index and spot load bases increased. Demand remains tempered by price, but buyers are engaging in the market more regularly. Market participants are somewhat skeptical that the supply side of the NDM low/medium heat market supports a rapid increase in prices. Buyers with contracts based on weekly average CME Group Grade A prices note the pace of weekly average price changes with concern. At the CME Group last week, 54 loads sold, and the weekly average price gained about 2.5 cents. This week through Wednesday, prices increased by 2.5 cents, with 33 total carload sales. Production is ongoing, and plant operators note increasing manufacturing milk availability. Nonfat low/medium heat inventories vary, with tight supplies from a few manufacturers through February. Other manufacturers indicate stocks are building steadily and prompting some additional planning on how best to handle those stocks. High heat prices are mixed on a lightly traded market. Buyers are in and out of the market on a weekly basis and buying on a just in time basis. Production is mainly based on fulfilling contracts, so manufacturers are tucking in runs of high heat NDM as needed around low/medium heat drying schedules. Inventories are manageable.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A
 LOW/MEDIUM HEAT: .9500 - 1.1300 MOSTLY: 1.0000 - 1.0500
 HIGH HEAT: 1.0075 - 1.1850

U.S. NDM Exports, H.S. Code 0402100000 (FAS)		
	2014 Exports (Million Lb.)	% Change From 1 Year Ago
December Total	75.3	- 23
TOTAL, JAN - DEC	1,203.6	- 2
1 Mexico	448.1	+ 11
2 Philippines	156.8	+ 23
3 China	105.2	- 21
4 Indonesia	99.8	- 19
5 Vietnam	76.5	- 7

DRY BUTTERMILK - CENTRAL AND EAST

CENTRAL: Prices are steady. Sales are slow and demand is down for dry buttermilk. Production is steady to lower. Ice cream manufacturers are reportedly starting production earlier than expected this year. Reports show that buttermilk supplies are mixed.

EAST: Dry buttermilk prices are unchanged. Cream supplies are readily available in the region resulting in steady to increasing dry buttermilk production. Supplies are building incrementally as buyers wait to see the extent of price movements, while assessing existing and future needs, before making major purchases. Domestic market demand is fair, with expectations that the interest of end-users will soon increase usage. Likewise, some expect dry buttermilk to rival nonfat dry milk prices, thereby increasing demand. Spot market activity is light. Supplies are exchanging primarily through contracts. The market undertone is steady to weak.

F.O.B. CENTRAL/EAST: .7200 - 1.0000

DRY BUTTERMILK - WEST

Western dry buttermilk prices are mostly lower. FOB spot sale activity was more active as manufacturers found outlets to manage inventories. Buyers indicate that while dry buttermilk is not being offered out regularly as FOB spot loads from some producers, there are loads to be had within a few phone calls. Interest is light to improving. Sales into ice cream/frozen desserts are increasing as some ice cream manufacturers are increasing production due to advantageous input pricing. Demand from the bakery section is seasonal, but an increase in demand is anticipated before the spring holidays. Dry buttermilk production is active throughout the Western region following cream loads clearing to the churns. Dry buttermilk stocks are steady to building. Some manufacturers are considering various options for managing dry buttermilk stocks.

F.O.B. WEST: .7825 - .9850 MOSTLY: .8500 - .9150

CONTINUED ON PAGE 5A

NONFAT DRY MILK, BUTTERMILK & WHOLE MILK

Prices represent carlot/trucklot quantities for domestic and export sales packaged in 25 kg. or 50 lb. bags, or totes, spray process, dollars per pound.

CONTINUED FROM PAGE 5

DRY WHOLE MILK - NATIONAL

Dry whole milk prices shifted lower and higher on an active FOB spot market. Loads traded hands within every region. Some manufacturers are interested in clearing holdings, especially those packaged in the prior year. While the confectionary industry has holiday production runs scheduled, many from that sector are fulfilling dry whole milk needs through international sources. Domestic production is intermittent at most facilities.

F.O.B. PRODUCING PLANT: 1.2500 - 1.5200

CALIFORNIA MANUFACTURING PLANTS - NDM

WEEK ENDING	PRICE	TOTAL SALES
February 6	\$1.0397	7,864,339
January 30	\$.9676	19,829,109

Prices are weighted averages for Extra Grade and Grade A Nonfat Dry Milk, f.o.b. California manufacturing plants. Prices for both periods were influenced by effects of long-term contract sales. Total sales (pounds) include sales to CCC. Compiled by Dairy Marketing Branch, California Department of Food and Agriculture.

WHEY, WPC 34%, LACTOSE & CASEIN

Prices represent carlot/trucklot quantities for domestic and export sales packaged in 25 kg. or 50 lb. bags, or totes, spray process, dollars per pound.

DRY WHEY - CENTRAL

Central dry whey mostly prices are down, but the range remains steady. Manufacturers are filling supply contracts and spot demand is picking up. End users are getting offers but most buyers are either only purchasing for current needs or are using inventories on hand as they take a wait-and-see approach on pricing. Some manufacturers are reporting that the port slowdowns in the West are affecting demand, both domestic and international. ANIMAL FEED WHEY prices are steady. The market tone is weaker with manufacturers meeting contract obligations. Production is lower.

F.O.B. CENTRAL: .4000 - .6275 MOSTLY: .4500 - .5100
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .3000 - .5050

DRY WHEY - NORTHEAST

Eastern dry whey prices remain weak. Dry whey production is steady to increasing. Contract purchases are easily filled, as stocks expand. Buyers are purchasing dry whey around immediate needs and are cautious concerning future acquisitions at current prices. Domestic demand is light.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .4300 - .6075

DRY WHEY - WEST

Pricing for western dry whey is slightly lower on the range and mostly price series. The market undertone remains weak. Demand is light and uneven. Export demand remains a struggle with the port delays unclear as to length and severity. Whey production is steady to higher with added cheese production in the region. Manufacturers' offerings range from lighter for those in better balances to higher when compared to recent weeks. Dry whey stocks are light to moderate.

NONHYGROSCOPIC: .3800 - .6000 MOSTLY: .4200 - .4800

U.S. Dry Whey Exports, H.S. Code 0404104000(FAS)

	2014 Exports (Million Lb.)	% Change From 1 Year Ago
December Total	36.1	- 9
TOTAL, JAN - DEC	507.4	- 3
1 China	165.1	- 3
2 Mexico	65.4	+ 44
3 Canada	44.0	- 6
4 Japan	33.4	- 14
5 Malaysia	29.5	+ 16

WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST

Prices for whey protein concentrate 34% are mixed. The market tone is unsteady. Interest in spot FOB loads is variable, with occasionally higher interest for additional volumes from buyers in the Far East reported by some producers. Conversely, other producers indicate the disparity between US and EU pricing has driven away some Far East buyers. Those buyers are now shopping at EU outlets for WPC 34%, and leaving US producers with unexpectedly limited selling opportunities. Producers at some locations are grappling with building inventories. Production of WPC 34% is steady as milk intakes are active into cheese/WPC 34% operations. There are some fluid whey loads available to boost production, with moderate interest.

F.O.B. EXTRA GRADE 34% PROTEIN: .9000 - 1.2800 MOSTLY: .9900 - 1.2250

U.S. WPC ≤ 80% Exports, H.S. Code 0404100500(FAS)

	2014 Exports (Million Lb.)	% Change From 1 Year Ago
December Total	20.6	- 8
TOTAL, JAN - DEC	225.0	- 11
1 China	82.4	- 1
2 Canada	38.5	+ 11
3 Mexico	36.7	- 38
4 Indonesia	9.4	+ 49
5 Singapore	9.0	+ 53

LACTOSE - CENTRAL AND WEST

Prices on the lactose range are lower and higher, and prices on the mostly shifted lower. The market is sluggish. Interest for FOB spot loads surface from time to time, and that interest relies heavily on pricing. Manufacturers report sales into their usual international trading partners have slowed substantially. However, lactose production is steady to higher as cooperatives have seasonally greater milk volumes to clear through cheese operations, and independent cheese manufacturers indicate cheese sales remain active and require continuous cheese output. Both situations contribute to generally higher lactose production rates. Lactose inventories are steady to building at plants as some end users have switched to hand to mouth purchasing.

Including spot sales and up to 3 month contracts.

F.O.B. EDIBLE, NON PHARMACEUTICAL .1600 - .4700 MOSTLY: .2300 - .3500

U.S. Lactose Exports, H.S. Code 1702110000(FAS)

	2014 Exports (Million Lb.)	% Change From 1 Year Ago
December Total	45.6	+ 28
TOTAL, JAN - DEC	478.6	- 1
1 New Zealand	80.2	+ 17
2 China	77.1	- 8
3 Mexico	53.4	- 18
4 Japan	45.3	+ 20
5 Indonesia	29.7	+ 12

CASEIN - NATIONAL

Prices for both rennet and acid casein are unchanged. Trading is primarily through contracts with light spot sales activity. More than adequate global supplies are having an impact on Q2 negotiations with prospective buyers seeking price concessions. The continuing weak euro, compared to the U.S. dollar, adds to the competitiveness of European casein. The market undertone is weak.

SPOT SALES AND UP TO 3 MONTH CONTRACTS. PRICES ARE F.O.B., U.S. WAREHOUSE FOR EDIBLE NONRESTRICTED AND VARY ACCORDING TO MESH SIZE AND QUALITY.

RENNET: 3.6500 - 4.0000
ACID: 3.7000 - 4.4000

U.S. Dairy Cow Slaughter (1000 head) under Federal Inspection

	2015 WEEKLY	2015	2014 WEEKLY	2014
<u>WEEK ENDING</u>	<u>DAIRY COWS</u>	<u>CUMULATIVE DAIRY COWS</u>	<u>DAIRY COWS</u>	<u>CUMULATIVE DAIRY COWS</u>
01/24/2015	65.5	243.7	60.5	240.4

WEBSITE: http://www.ams.usda.gov/mnreports/sj_ls714.txt

SOURCE: The slaughter data are gathered and tabulated in a cooperative effort by the Agricultural Marketing Service, The Food Safety and Inspection Service, and the National Agricultural Statistics Service, all of USDA.

CLASS III MILK PRICES (3.5% BF)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2010	14.50	14.28	12.78	12.92	13.38	13.62	13.74	15.18	16.26	16.94	15.44	13.83
2011	13.48	17.00	19.40	16.87	16.52	19.11	21.39	21.67	19.07	18.03	19.07	18.77
2012	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
2013	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
2014	21.15	23.35	23.33	24.31	22.57	21.36	21.60	22.25	24.60	23.82	21.94	17.82

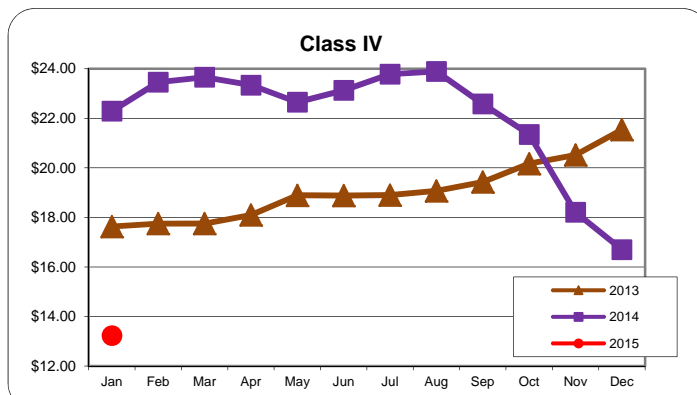
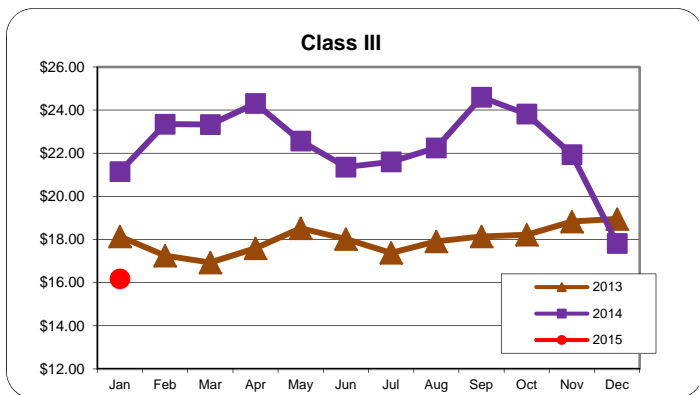
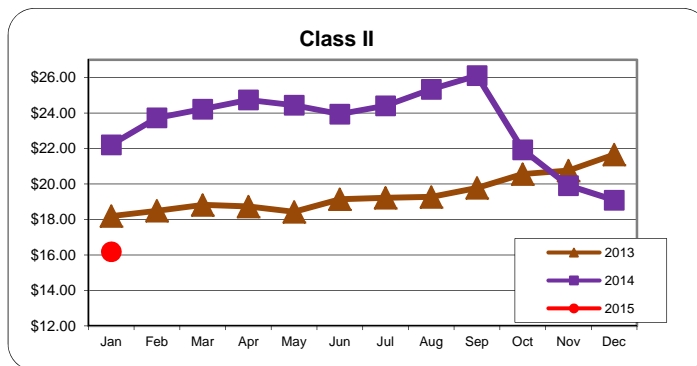
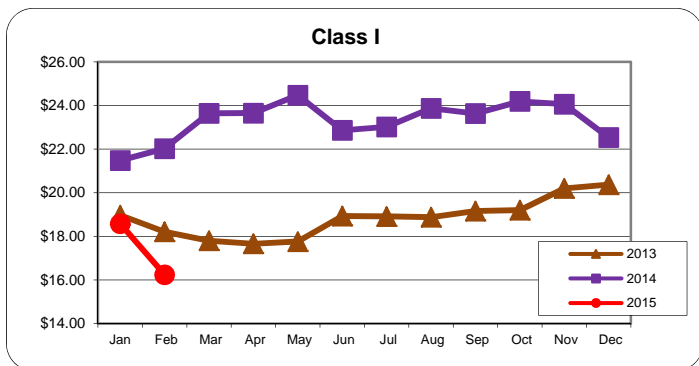
CLASS IV MILK PRICES (3.5%)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2010	13.85	12.90	12.92	13.73	15.29	15.45	15.75	15.61	16.76	17.15	16.68	15.03
2011	16.42	18.40	19.41	19.78	20.29	21.05	20.33	20.14	19.53	18.41	17.87	16.87
2012	16.56	15.92	15.35	14.80	13.55	13.24	14.45	15.76	17.41	18.54	18.66	17.83
2013	17.63	17.75	17.75	18.10	18.89	18.88	18.90	19.07	19.43	20.17	20.52	21.54
2014	22.29	23.46	23.66	23.34	22.65	23.13	23.78	23.89	22.58	21.35	18.21	16.70

FEDERAL MILK ORDER CLASS PRICES FOR 2015 (3.5%)

[illegible]

1/ Specific order differentials to be added to this base price can be found by going to: www.ams.usda.gov/DairyMarketingStatistics; then select "Prices"; and then select "Principal Pricing Points."



ORGANIC DAIRY MARKET NEWS

Information gathered February 02 - 13, 2015

ORGANIC DAIRY FLUID OVERVIEW

Milk Product Sales. AMS reports total organic milk products sales for December 2014, 210 million pounds, were up 5.7% from December 2013 and up 9.2% for 2014 compared with 2013.

Organic whole milk sales for December 2014, 67 million pounds, were up 23.2% compared with December 2013 and up 20.3% for 2014 compared with 2013.

Organic reduced fat milk sales for December, 58 million pounds, were -9.5% below December 2013 sales but up 10.1% for 2014 compared with 2013.

ESTIMATED TOTAL U.S. SALES OF FLUID MILK PRODUCTS, DECEMBER 2014, WITH COMPARISONS 1/

Product Name	Sales		Change from: 2/	
	Dec.	Y-T-D	Prev Yr.	Y-T-D
	Mil. Lbs.		Percent	

ORGANIC PRODUCTION PRACTICE

Whole Milk	67	742	23.2	20.3
Reduced Fat Milk (2%)	58	728	-9.5	10.1
Low Fat Milk (1%)	40	472	2.6	4.3
Fat-Free Milk (Skim)	32	402	-7.9	-4.9
Flavored Fat-Reduced Milk	13	125	106.1	17.3
Other Fluid Milk Products	0	4	----	----
Total Fat-Reduced Milk 3/	143	1,728	-0.7	5.1
Tot. Organic Milk Products	210	2,474	5.7	9.2

1/ These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas and California, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order and California data. 2/ Percent changes, as well as sales volumes, unless otherwise noted, are shown on an unadjusted basis; 3/ Both conventional and organic fat-reduced milk categories are total of reduced fat, lowfat, skim, and flavored fat reduced milk. 4/ Sales volumes and percent changes have been adjusted for calendar composition.

Organic Dairy News. Organic Milk Supply. National organic dairy processors observe that the organic milk supply remains tight with little expectation of improvement over the winter months due to most organic dairy producers relying on stored feed.

The tight supply is evident in some retail dairy coolers where grocers once again report shortages of organic milk. Reports of shortages come in the Midwest from independent natural food stores as well as regional supermarket chains. Continuing increases in consumer demand for fluid organic milk are cited. However, an often overlooked factor is the growth in sales of new organic dairy products and food products using organic dairy components. Examples include a national fast food chain offering organic milk in coffee products and various types of easy to prepare foods sold in supermarkets, which feature organic dairy components.

While much of the recent discussion about what can be done to increase organic dairy production focuses on organic processor pay prices, processors observe that some of the newer entrants into manufacturing food utilizing organic dairy products are more focused on sourcing organic milk from the existing pool than helping processors with efforts to encourage expansion of the organic milk pool.

As producers are aware, there is a cost in money and lead time to become a certified organic dairy producer. While the national data shown above details the national increase in organic milk sales during 2014, there are regional variations in production levels, sales

and demand from processors.

Organizations speaking for organic producers lament the lack of available data showing movements of organic milk between states and regions. Availability of such data is believed to be a factor that would encourage entrance of new organic producers in the larger organic milk deficit areas, as well as providing additional assurance to agricultural lenders when prospective new organic producers seek financing.

An additional factor that organic milk processors cite that would help encourage more transitioning into organic dairy production, would be more visible and tangible commitments from food manufacturers who use organic dairy components, as to anticipated purchasing needs moving forward.

Organic Grassmilk Certification. An organic dairy certifier in the Northeast is planning to offer certification for producers of grass fed organic milk. This development is consistent with a substantial increase in efforts by processors to contract with organic dairy producers for grass fed milk, especially in the Northeast and Mid-Atlantic states.

California Organic Pastures. The effects of heavy rains in Northern California last week are being assessed in terms of whether there will be an easing of drought conditions moving into spring. Typically, Sonoma County organic dairy producers have sufficient pasture growth by this time of year to begin to pasture graze organic cows. So far, conditions have not reached what is normal for this time of year, leaving many organic dairy producers to continue relying on stored feed. Humboldt County organic dairy producers are hoping sufficient rain occurs for normal Spring grazing to occur, allowing them to reduce using contracted feed and silage to feed cows.

Slaughter Auction of Organic Cows. At an auction in Oregon late last week, organic cows sold for slaughter continued to bring a premium over conventional cows. The top ten organic cows auctioned brought an average price of \$1.5171 a pound, compared with a \$1.0857 average for the top ten conventional cows. The current top 10 organic price average is down from \$1.9033 while the top 10 conventional price is down from \$1.1184. The top 50 organic cows brought \$1.3539 versus \$1.0483 for the top 100 conventional cows.

ORGANIC DAIRY RETAIL OVERVIEW

NATIONALLY ADVERTISED PRICE COMPARISON

Organic Dairy Overview. Organic dairy ad numbers are lower than any period of 2014 and lower than the three organic report periods of this year. Current organic dairy ad numbers are about 40% of the level one year ago and organic milk ads are about 37% of the level one year ago.

Paradoxically ad numbers for organic milk gallons are at a 2015 high, an organic milk category that has not stood out for advertising volume intensity. Ads also appeared for organic yogurt, but not for any other organic dairy product. The last time only organic milk and yogurt ads were found was July 2014.

Organic milk supplies continue to be tight, with some brands having notices on store coolers about tight supplies.

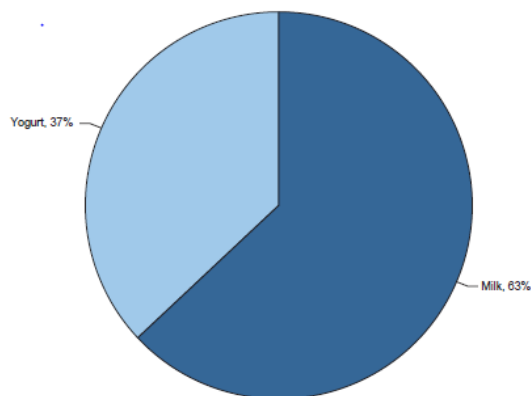
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ORGANIC DAIRY MARKET NEWS

Information gathered February 02 - 13, 2015

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Organic milk accounted for 63% of organic dairy ads and organic yogurt 37%.



Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads with prices valid from February 13 to February 19, 2015, identifying weekly “specials” and containing organic dairy content. Surveyed ads reflect advertised “specials” and not the range of non-advertised supermarket cooler prices.

Complete results of this weekly survey providing additional graphs, tables, and regional delineation, follow at the end of Dairy Market News, or can be accessed at: <http://www.ams.usda.gov/AMSV1.0/DairyRetailReport>

Organic Milk Half Gallons. The U.S. weighted average advertised price of organic milk half gallons is \$3.56, down 33 cents. One year ago the price was \$3.59. While this is an average of all prices nationwide, no ads for organic milk half gallons ran in the Southeast, Midwest, Southwest, Northwest, or South Central regions.

All ads are in the Northeast, at prices from \$3.49 to \$3.59.

Organic Milk Gallons. The U.S. weighted average advertised price of organic milk gallons is \$6.14, up \$1.13. One year ago the price was \$5.09.

Prices range from \$5.29 in the Northwest to \$6.99 in the Southwest.

Organic Yogurt. The U.S. weighted average price of organic Greek 32 ounce yogurt, \$6.53, is up \$2.31 cents from last week. One year ago there were no ads for 32 ounce organic Greek yogurt.

Ads for 4-6 ounce organic Greek yogurt have an average price of \$0.99, 10 cents below last week and 4 cents below one year ago.

ORGANIC GRAIN AND FEEDSTUFF MARKETS:

Prices are trending higher for organic corn but are mostly steady to slightly lower on all other reported grains. Spot market activity has been mostly moderate for all organic, with organic corn and soybeans moving the best. Demand for organic corn, organic soybeans and organic wheat is moderate to good, for organic hay and organic straw moderate to good, and for all other organic grains light to moderate. There are concerns involving feed quality issues as well as the recent extreme winter weather across the Midwest which has caused some transportation issues.

Additional livestock and grain market news information is available at: www.ams.usda.gov/LSMarketNews

DECEMBER MILK SALES

During December 4.4 billion pounds of packaged fluid milk products is estimated to have been sold in the United States. This was 1.2 percent lower than December 2013. Estimated sales of total conventional fluid milk products decreased 1.5 percent from December 2013 and estimated sales of total organic fluid milk products increased 5.7 percent from a year earlier. Additional data can be found at <http://www.ams.usda.gov/AMSV1.0/FluidMilkSalesDataMonthlyandYeartoDate>.

ESTIMATED TOTAL U.S. SALES OF FLUID MILK PRODUCTS, DECEMBER 2014, WITH COMPARISONS 1/

Product Name	Sales		Change from: 2/	
	December	Year to Date	Previous Year	Year to Date
	<i>million pounds</i>		<i>Percent</i>	
Conventional Production Practice				
Whole Milk	1,188	13,227	1.6	-0.5
Flavored Whole Milk	50	538	0.5	-5.8
Reduced Fat Milk (2%)	1,429	16,970	-6.2	-3.6
Low Fat Milk (1%)	608	6,753	8.7	-2.4
Fat-Free Milk (Skim)	481	5,874	-9.4	-11.4
Flavored Fat-Reduced Milk	296	3,633	4.4	-2.5
Buttermilk	47	489	10.0	-1.9
Other Fluid Milk Products	55	159	-----	-----
Total Fat-Reduced Milk 3/	2,815	33,230	-2.9	-4.7
Total Conventional Milk Products	4,155	47,643	-1.5	-3.6
Organic Production Practice				
Whole Milk	67	742	23.2	20.3
Reduced Fat Milk (2%)	58	728	-9.5	10.1
Low Fat Milk (1%)	40	472	2.6	4.3
Fat-Free Milk (Skim)	32	402	-7.9	-4.9
Flavored Fat-Reduced Milk	13	125	106.1	17.3
Other Fluid Milk Products	0	4	-----	-----
Total Fat-Reduced Milk 3/	143	1,728	-0.7	5.1
Total Organic Milk Products	210	2,474	5.7	9.2
Total Fluid Milk Products	4,365	50,118	-1.2	-3.0
Total Fluid Milk Products Adjusted 4/	*	*	*	*

* Total Fluid Milk Products Adjusted for Calendar Composition will not be published until the release of “*An Overview of Calendar Composition of Fluid Milk Sales*.” 1/ These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas and California, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order and California data. 2/ Percent changes, as well as sales volumes, unless otherwise noted, are shown on an unadjusted basis. 3/ Both conventional and organic fat-reduced milk categories are total of reduced fat, lowfat, skim and flavored fat-reduced milk. 4/ Sales volumes and percent changes have been adjusted for calendar composition. Report contact: Daniel Manzoni, Daniel.manzoni@ams.usda.gov or 202-720-2352

PACKAGED SALES OF TOTAL FLUID MILK PRODUCTS IN FEDERAL MILK ORDERS AND CALIFORNIA, DECEMBER 2014, WITH COMPARISONS 1/

Marketing Area	Order Number	Sales		Change from: 2/	
		December	Year to Date	Previous Year	Year to Date
		<i>million pounds</i>		<i>percent</i>	
Northeast	001	764	8,505	-1.1	-4.1
Appalachian	005	283	3,261	0.7	-3.4
Florida	006	237	2,724	-0.4	-2.6
Southeast	007	394	4,584	0.8	-1.3
Upper Midwest	030	338	3884	-1.1	-2.6
Central	032	373	4,257	-1.6	-3.9
Mideast	033	486	5,518	-0.3	-3.1
Pacific Northwest	124	174	2,007	-3.4	-4.1
Southwest	126	369	4,401	-3.4	-2.2
Arizona	131	95	1,099	-5.2	-3.1
California	---	504	5,868	-1.4	-3.7
All Orders (Total)		3,512	40,241	-1.1	-2.9
All Areas (Total)		4,016	46,109	-1.2	-3.0

1/ These figures are representative of the consumption of total fluid milk products in the respective area; see 4/ above for the products included. 2/ Percent changes, as well as sales volumes, are shown on an unadjusted basis.

Source: U.S. Department of Agriculture. California Department of Food and Agriculture. Milk Stabilization Branch. *California Dairy Information Bulletin*, December 2014.

February Milk Supply and Demand Estimates

The milk production forecast for 2015 is lowered from last month as slower growth in output per cow more than offsets faster herd expansion. USDA's *Cattle* report estimated dairy replacement heifers expected to calve during 2015 were up about 1 percent from a year ago, while the number of milk cows on January 1, 2015, was 1 percent above 2014 and the highest since 2009. Fat-basis exports for 2015 are unchanged from last month. Skim-solids exports are higher mostly on greater shipments of whey. Fat-basis imports are higher on expectations of greater cheese imports during 2015. For 2014, production, output per cow, trade, price and stock estimates are adjusted based on published data through December. Product price forecasts for butter and whey are higher, supported by strong demand and price strength to date. The nonfat dry milk (NDM) price is lower as strong competition in export markets is expected to persist during the first half of 2015. The cheese price is unchanged, but the range is narrowed. The Class III price is raised on higher whey prices. The Class IV price is down as a lower NDM price more than offsets a higher butter price. The all milk price is lowered to \$17.40 to \$18.10 per cwt.

U.S. Milk Supply and Use					
Commodity	2013	2014 Estimated		2015 Projected	
		Jan	Feb	Jan	Feb
Milk	(billion pounds)				
Production	201.2	206.0	206.0	211.7	211.5
Farm Use	1.0	1.0	1.0	1.0	1.0
Fat Basis Supply					
Beginning Commercial Stocks	12.2	11.2	11.2	11.3	11.0
Marketings	200.2	205.0	205.0	210.7	210.5
Imports	3.7	4.2	4.3	3.8	4.0
Total Commercial Supply	216.2	220.4	220.5	225.8	225.5
Fat Basis Use					
Commercial Exports	12.4	12.3	12.5	11.1	11.1
Ending Commercial Stocks	11.2	11.3	11.0	11.9	11.7
CCC Donations	0.0	0.0	0.0	0.0	0.0
Domestic Commercial Use	192.6	196.8	197.0	202.9	202.7
Skim-Solid Basis Supply					
Beginning Commercial Stocks	12.4	11.6	11.6	13.1	13.1
Marketings	200.2	205.0	205.0	210.7	210.5
Imports	5.3	5.6	5.6	5.5	5.5
Total Commercial Supply	217.9	222.3	222.2	229.3	229.1
Skim-Solids Basis Use					
Commercial Exports	38.5	39.1	39.2	37.6	38.0
Ending Commercial Stocks	11.6	13.1	13.1	12.9	13.2
CCC Donations	0.0	0.0	0.0	0.0	0.0
Domestic Commercial Use	167.7	170.1	169.9	178.8	177.9

NOTE: Totals may not add due to rounding.

Continued on page 11

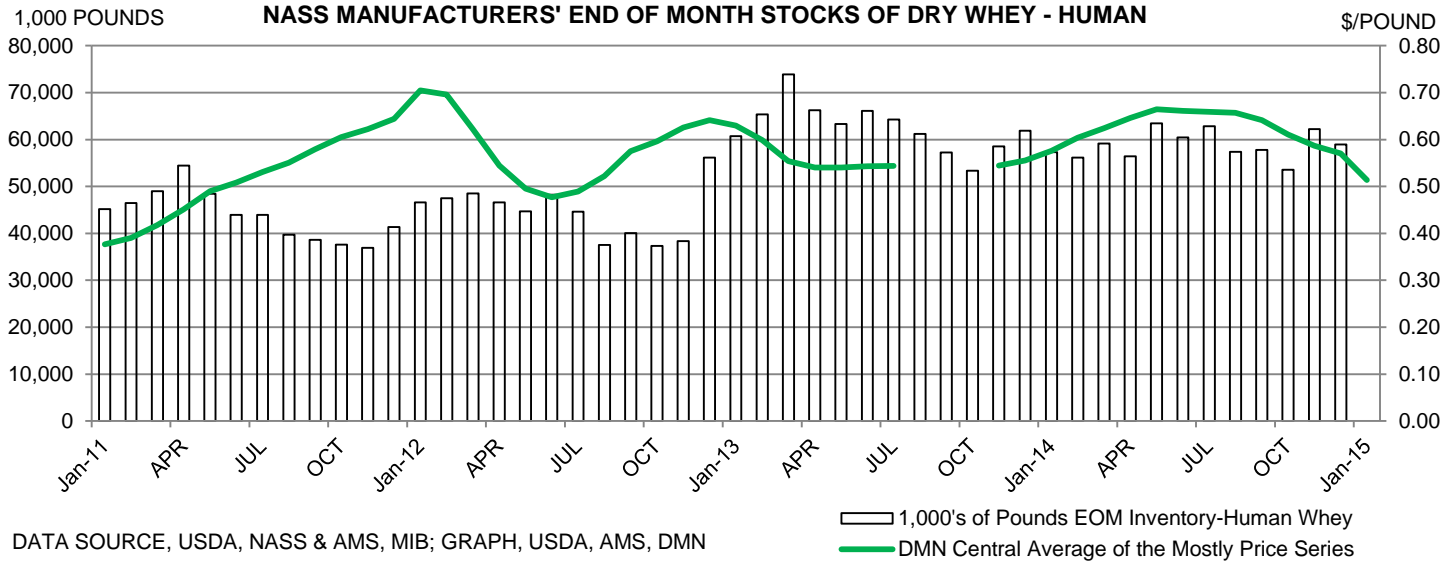
February Milk Supply and Demand Estimates-cont'd

U.S. Dairy Prices						
Commodity	2013	2014 Estimated		2015 Projected		
		Jan	Feb	Jan	Feb	
Product Prices ^{1/}	(dollars per pound)					
	Cheese	1.7683	2.1551	2.1551	1.590-1.670	1.595-1.665
	Butter	1.5451	2.1361	2.1361	1.600-1.710	1.655-1.755
	Nonfat Dry Milk	1.7066	1.7682	1.7682	1.270-1.330	1.185-1.245
	Dry Whey	0.5902	0.6538	0.6538	0.550-0.580	0.560-0.590
Milk Prices ^{2/}	(dollars per cwt)					
	Class III	17.99	22.34	22.34	16.20-17.00	16.30-17.00
	Class IV	19.05	22.09	22.09	15.60-16.50	15.10-15.90
	All Milk ^{3/}	20.05	23.97	23.98	17.75-18.55	17.40-18.10
	Quarterly					
	2014 IV	2015 I ^{4/}	2015 II ^{4/}	2015 III ^{4/}	2015 IV ^{4/}	
Milk Production	(billion pounds)					
	50.9	52.6	54.3	52.3	52.3	
	(dollars per cwt)					
	All Milk Price ^{2/ 3/}	22.77	17.10-17.40	16.50-17.10	17.40-18.30	18.50-19.50
	Class III Price ^{2/}	21.19	17.65-17.95	17.00-17.60	17.40-18.30	17.30-18.30
Class IV Price ^{2/}	18.75	18.00-18.40	18.30-19.00	18.85-19.85	19.15-20.25	

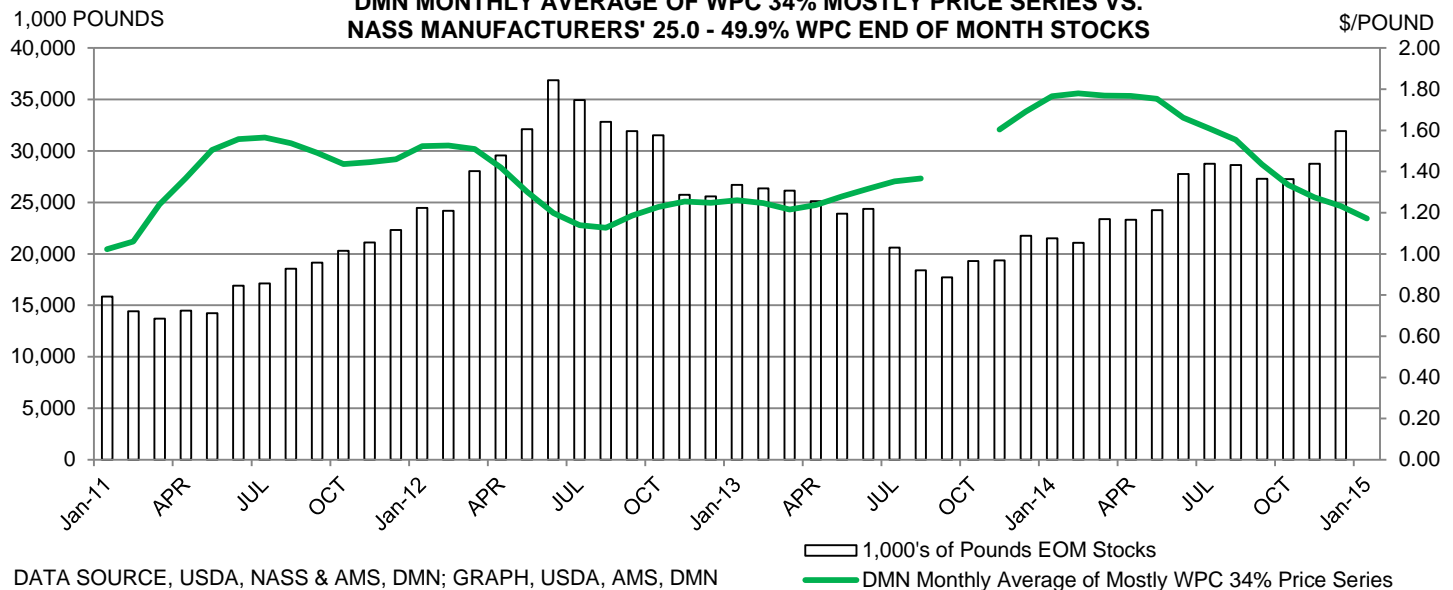
^{1/} Simple average of monthly prices calculated from AMS weekly average dairy product prices for class price computations. Details may be found by going to <http://www.ams.usda.gov/DairyMarketStatistics>; then select "Prices;" then select "Description." ^{2/} Annual and quarterly Class III and Class IV prices are the simple average of monthly minimum Federal order milk prices paid by regulated plants for milk used in the respective classes. All milk price is the simple average of monthly prices received by farmers for milk at average test. ^{3/} Does not reflect any deductions from producers as authorized by legislation. ^{4/} Projection.

Source: U.S. Department of Agriculture. World Agricultural Outlook Board. *World Agricultural Supply and Demand Estimates*, WASDE-538, February 10, 2015. Approved by the Interagency Commodity Estimates Committee [members for Dairy are: Shayle Shagam, Chairperson, WAOB; Uthra Raghunathan, AMS; Paul Kiendl, FAS; Roger Hoskin, ERS; and Milton Madison, FSA].

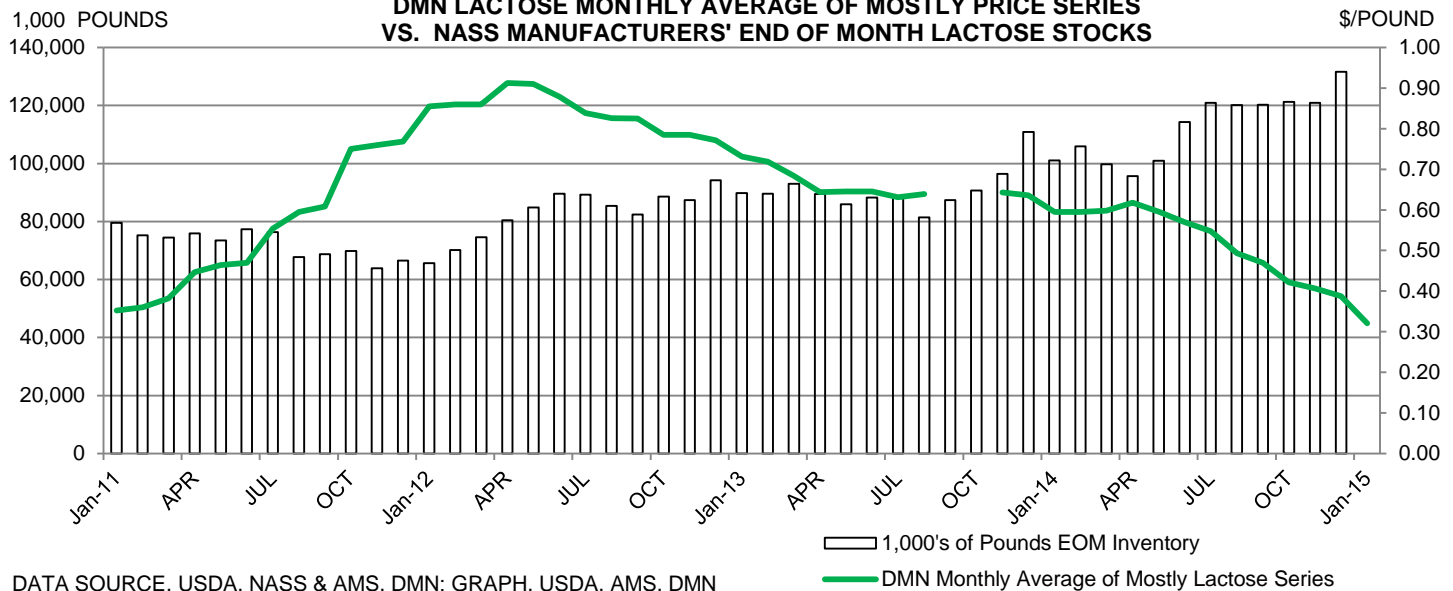
**DMN MONTHLY AVERAGE OF CENTRAL DRY WHEY MOSTLY PRICE SERIES VS.
NASS MANUFACTURERS' END OF MONTH STOCKS OF DRY WHEY - HUMAN**



**DMN MONTHLY AVERAGE OF WPC 34% MOSTLY PRICE SERIES VS.
NASS MANUFACTURERS' 25.0 - 49.9% WPC END OF MONTH STOCKS**

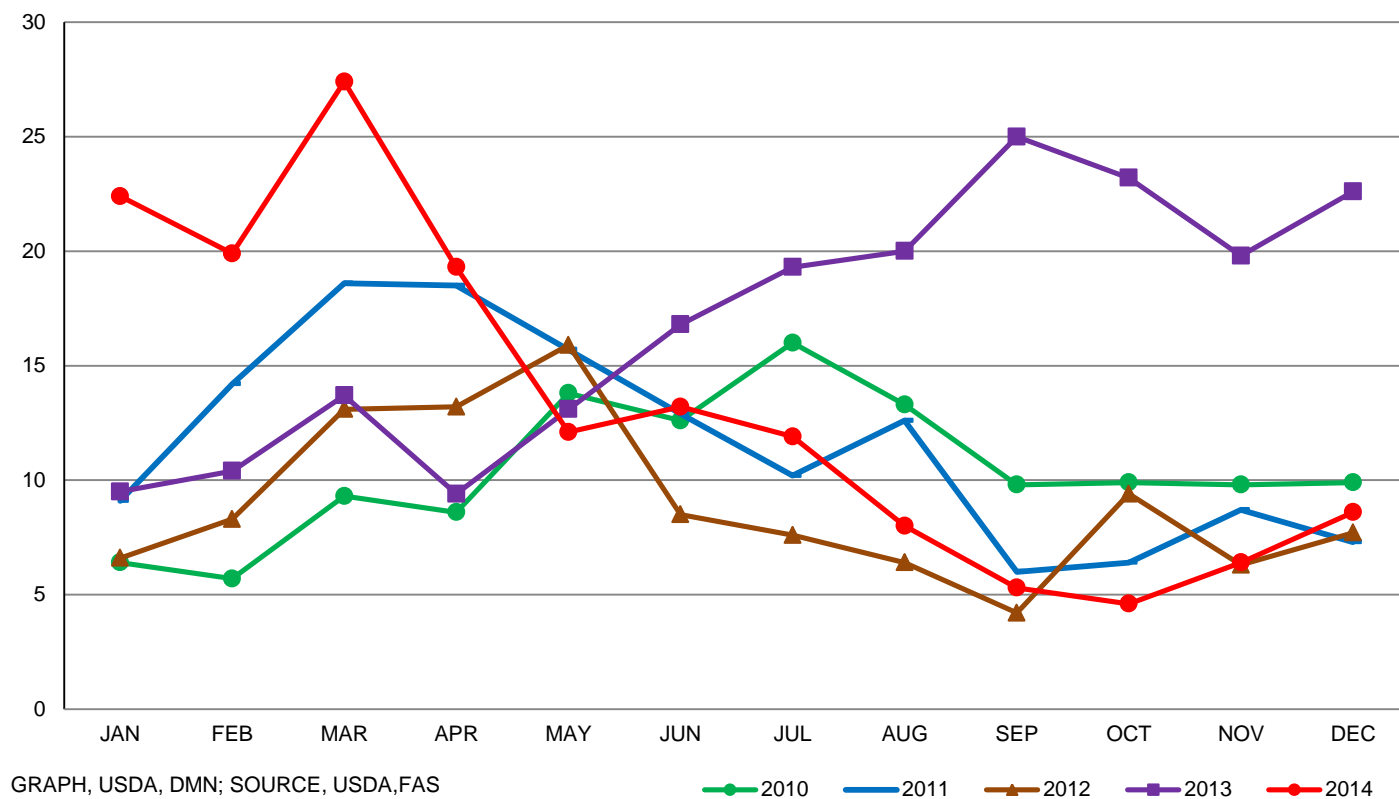


**DMN LACTOSE MONTHLY AVERAGE OF MOSTLY PRICE SERIES
VS. NASS MANUFACTURERS' END OF MONTH LACTOSE STOCKS**

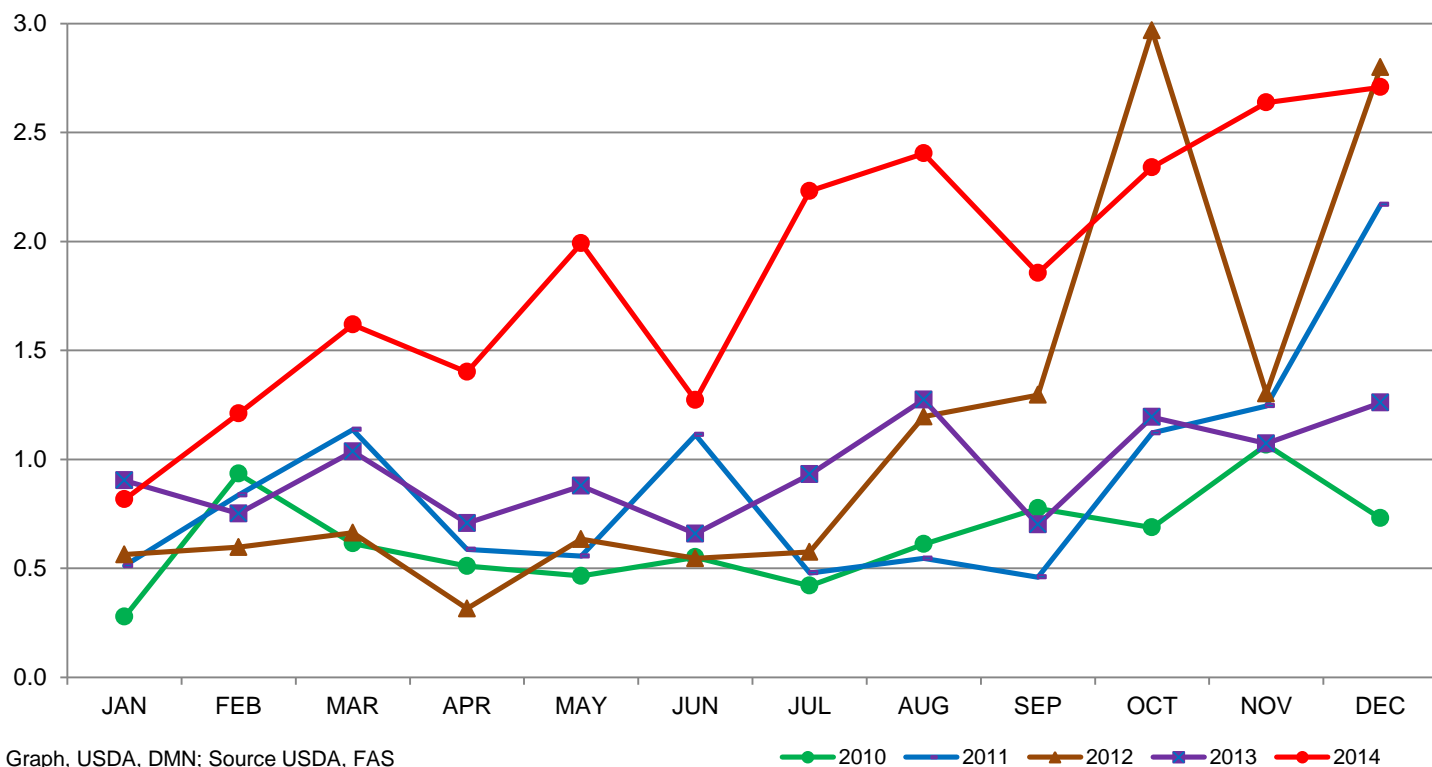


MILLION POUNDS

U.S. BUTTER AND MILKFAT EXPORTS

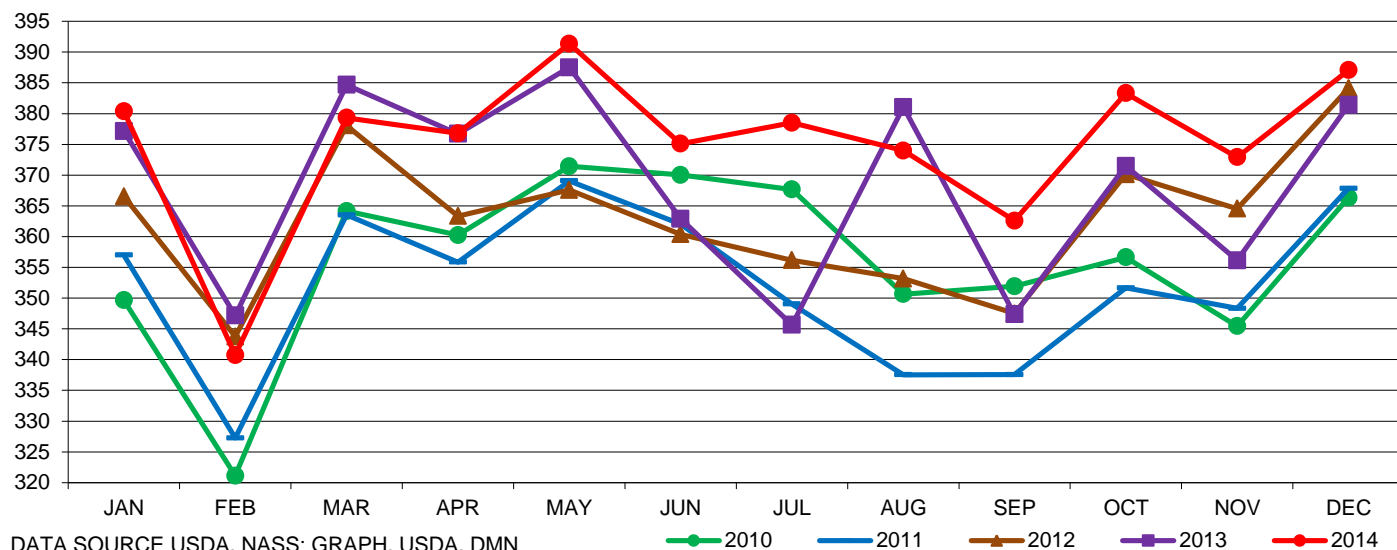
TOTAL U.S. BUTTER IMPORTS,
HIGH TIER AND QUOTA VOLUMES COMBINED

MILLION POUNDS



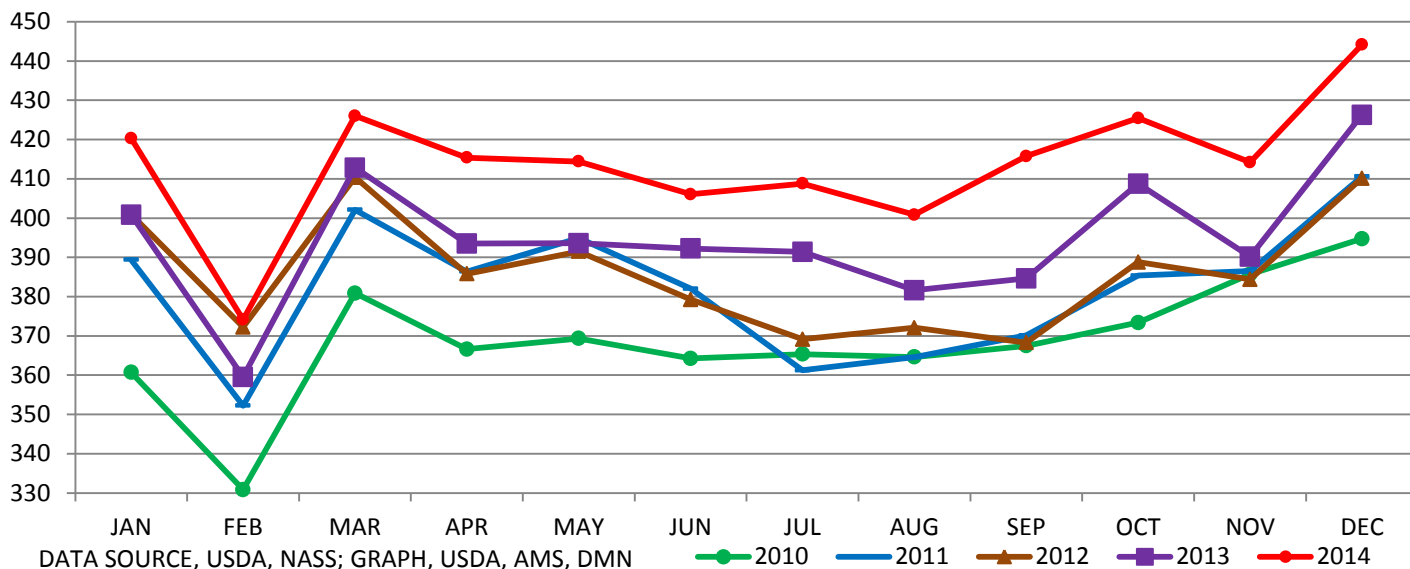
MILLION POUNDS

U.S. TOTAL AMERICAN CHEESE PRODUCTION



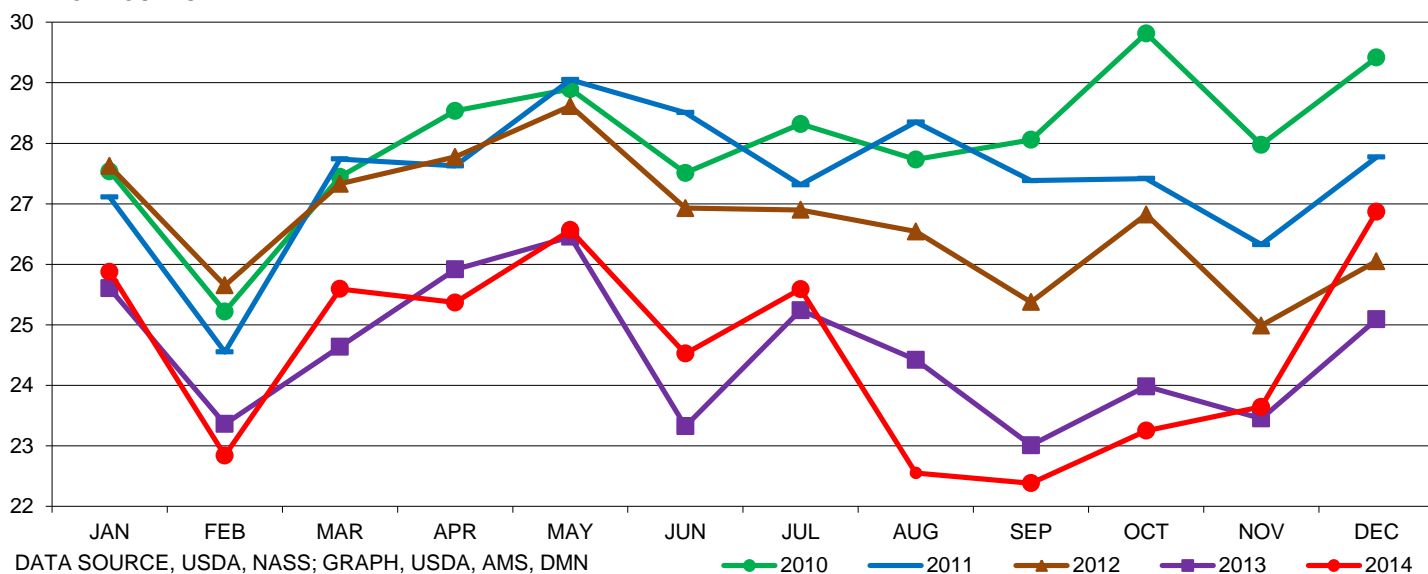
MILLION POUNDS

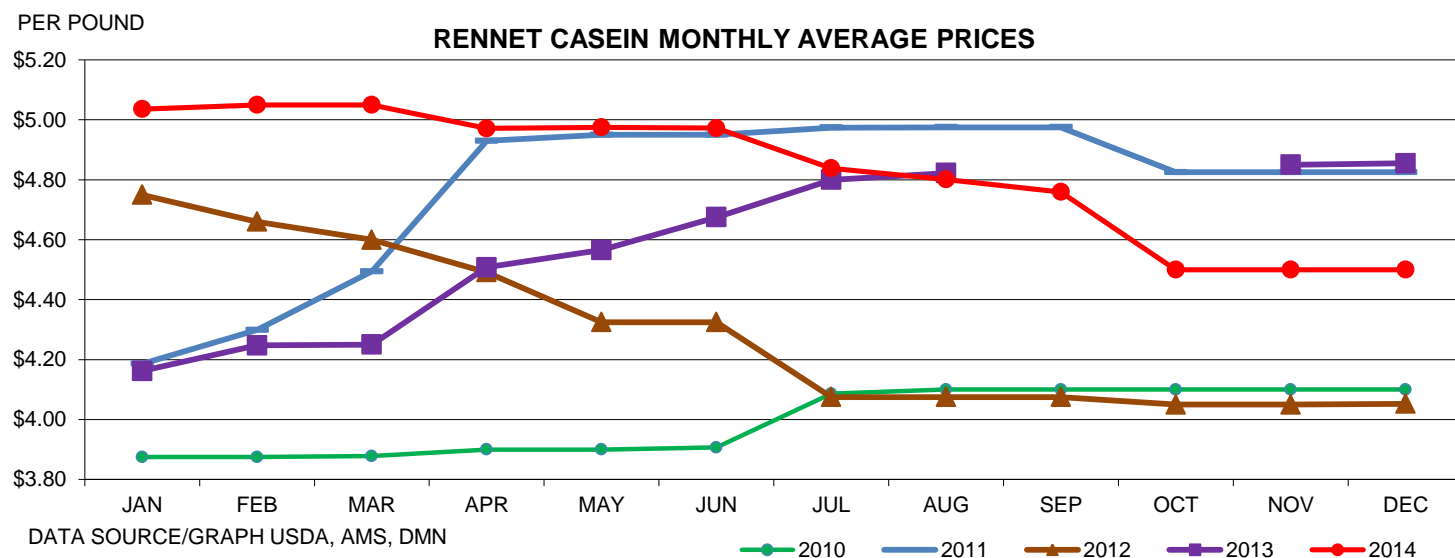
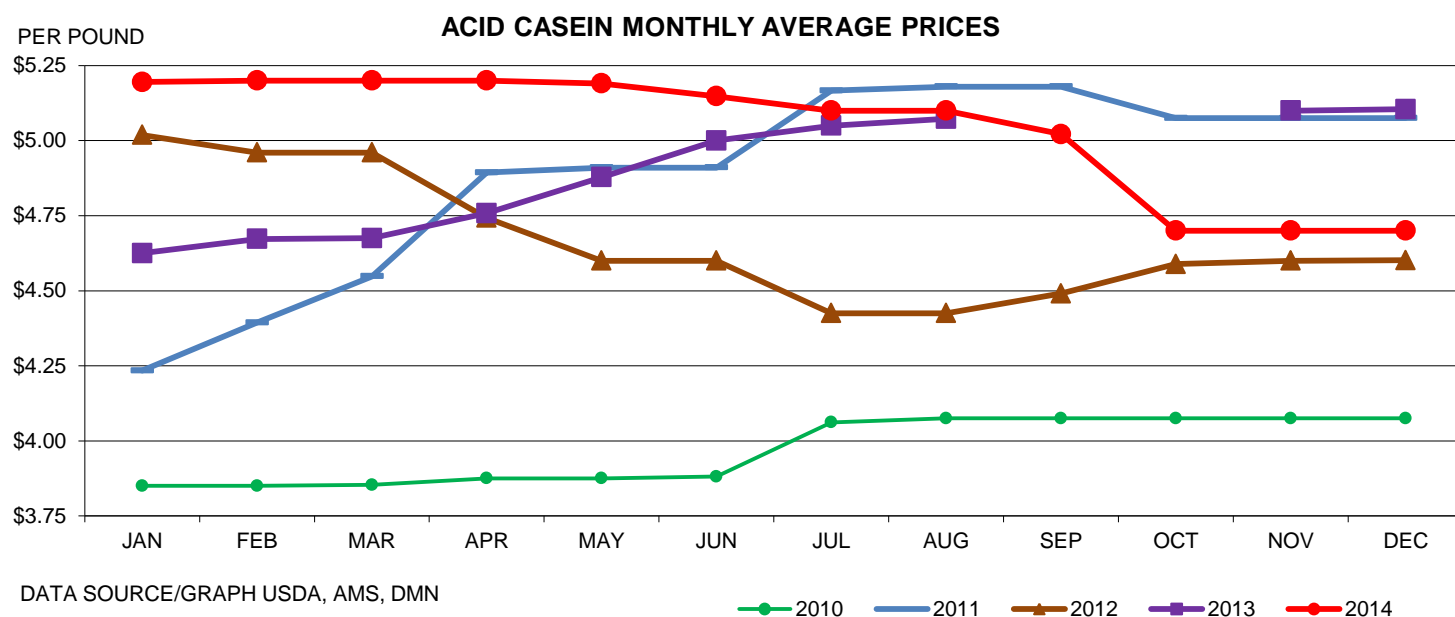
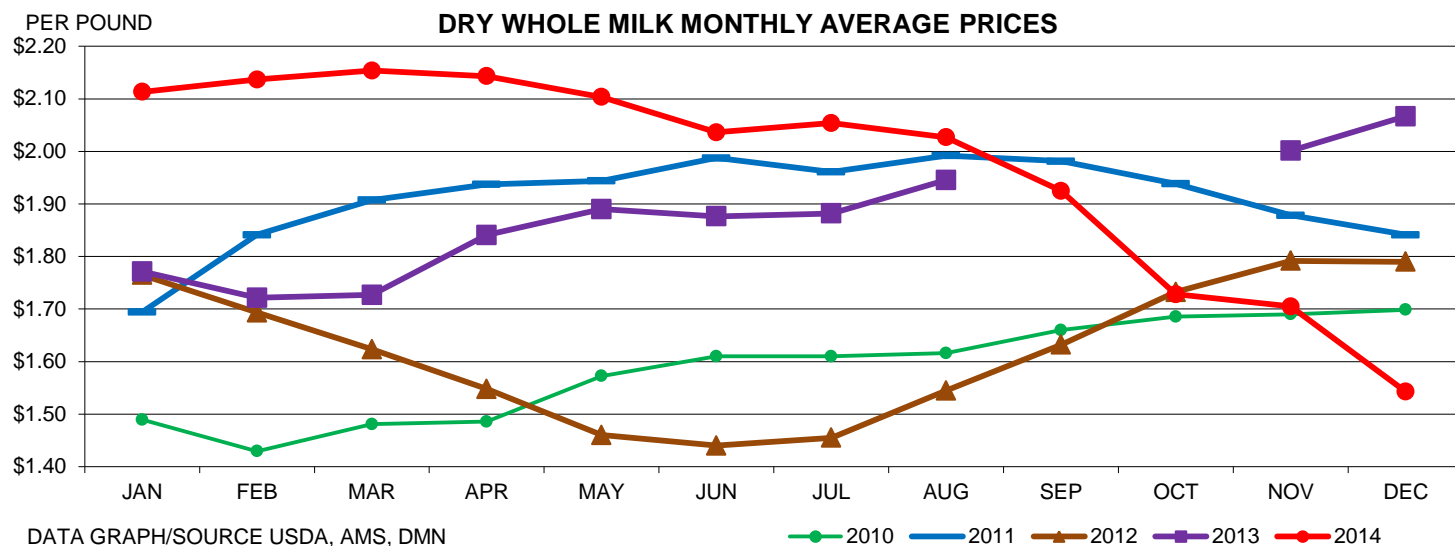
U.S. TOTAL ITALIAN-TYPE CHEESE PRODUCTION



MILLION POUNDS

U.S. SWISS CHEESE PRODUCTION







Dairy Market News Branch

Agricultural
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National Retail Report - Dairy

Websites: <http://www.marketnews.usda.gov/mnp/da-home> and <http://www.ams.usda.gov/mnreports/dybretail.pdf>

Volume 82- Number 6

Issued Weekly

Friday, February 13, 2015

Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 02/13/2015 to 02/19/2015

Ad volumes were mixed this week with increases for butter, 8 ounce block cheese, 8 ounce shredded cheese, ice cream and 4-6 ounce yogurt, while ad volumes for cottage cheese, cream cheese and sour cream declined.

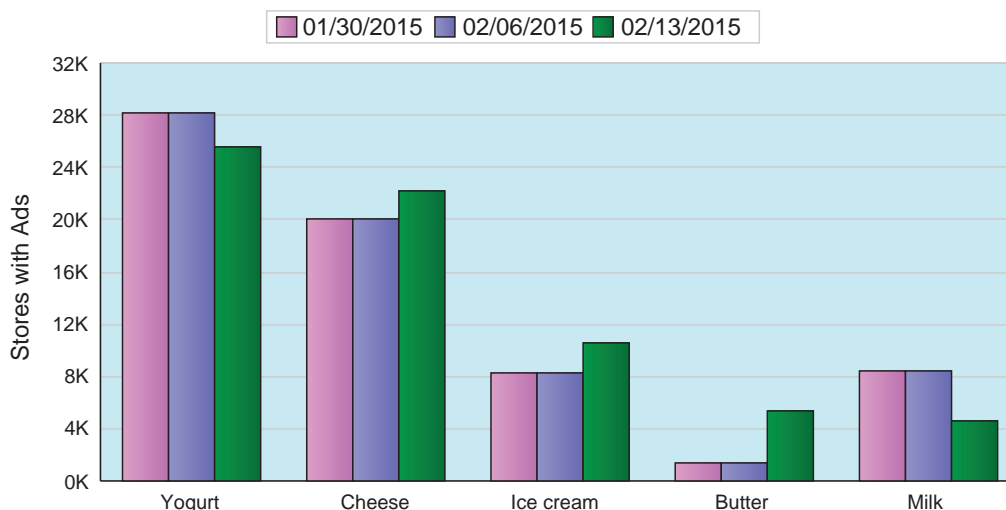
The national average advertised price for 1# butter, \$3.62, is up 59 cents from the prior week and up 65 cents from one year ago. Cottage cheese in 16 ounce containers has an average price of \$2.24, down 8 cents from one week ago, but 26 cents higher from one year ago. Cream cheese 8 ounce has an average price of \$2.19, up 36 cents from one week ago and up 75 cents from one year ago. Ice cream in 48-64 ounce containers has an average price of \$3.23, up 22 cents from one week ago and up 14 cents from one year ago.

Greek 4-6 ounce yogurt ad volume was the highest ad volume of all other categories and sizes of yogurt. The average price of 4-6 ounce Greek yogurt, 97 cents, is down 1 cent from last week and 2 cents lower from one year ago. Ads for 4-6 ounce yogurt have an average price of 50 cents, unchanged from last week, but 2 cents lower from one year ago.

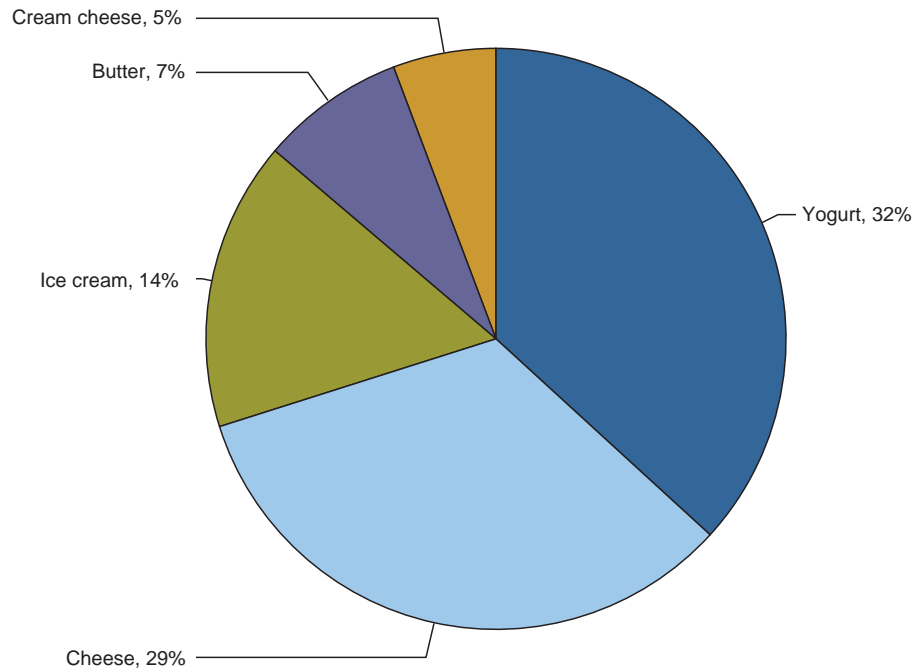
The U.S. average price for 8 ounce cheese blocks, \$2.36, is 11 cents lower than one week ago, but 6 cents higher than a year ago, while 8 ounce shredded cheese at \$2.47 is down 5 cents from one week ago, but up 29 cents one year ago.

The organic versus conventional half gallon milk price spread is \$1.64, down \$0.33 from last week. The price spread is the difference between the national weighted average conventional milk price for half gallons, \$1.92, unchanged, and the average for organic half gallon milk, \$3.56, down from \$3.89.

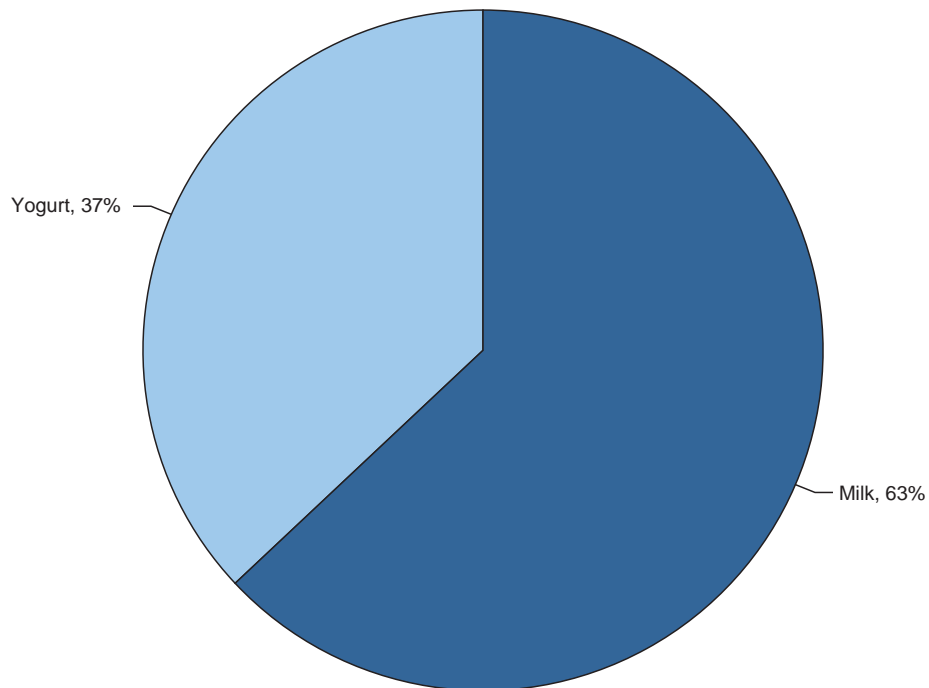
Top 5 Commodities Featured



Top 5 Percentage of Total Conventional Ads



Top 5 Percentage of Total Organic Ads





NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	5337	3.62	1261	3.03	5330	2.97
Cheese	Natural Varieties	8 oz block	6986	2.36	5989	2.47	9782	2.30
Cheese	Natural Varieties	1 # block	1340	3.81	1923	4.52	1044	3.64
Cheese	Natural Varieties	2 # block	1295	8.07	384	7.26	2302	6.30
Cheese	Natural Varieties	8 oz shred	11188	2.47	8453	2.52	11153	2.18
Cheese	Natural Varieties	1 # shred	1460	3.98	1506	3.50	1296	4.60
Cottage cheese		16 oz	1654	2.24	3096	2.32	2599	1.98
Cream cheese		8 oz	4168	2.19	4635	1.83	8584	1.44
Flavored milk	All fat tests	half gallon	200	2.63	383	2.14	123	2.99
Flavored milk	All fat tests	gallon	357	3.99	810	4.28	548	3.90
Ice cream		48-64oz	10584	3.22	8333	3.01	12009	3.09
Milk	All fat tests	half gallon	396	1.92	1185	1.92	579	1.69
Milk	All fat tests	gallon	2368	3.44	3940	2.99	793	2.87
Sour cream		16 oz	1927	1.72	5061	1.63	9065	1.59
Yogurt	Greek	4-6 oz	12436	.97	16299	.98	10003	.99
Yogurt	Greek	32 oz	1015	5.19	1858	4.31	112	4.99
Yogurt	Yogurt	4-6 oz	10550	.50	7574	.50	6021	.52
Yogurt	Yogurt	32 oz	549	2.41	1745	2.02	1221	2.32

REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.50-4.99	1398	3.69	2.50-4.99	1277	4.48	1.77-3.00	859	2.54
Cheese	Natural Varieties	8 oz block	1.67-3.00	2004	2.43	1.67-3.00	1391	2.28	1.69-2.99	1147	2.35
Cheese	Natural Varieties	1 # block	3.99-4.99	274	4.49	3.79-4.99	332	4.13			
Cheese	Natural Varieties	8 oz shred	1.99-3.00	2085	2.54	1.99-3.00	2355	2.43	1.69-2.50	1523	2.19
Cheese	Natural Varieties	1 # shred	2.99-4.50	180	3.90	3.79	388	3.79	3.79	247	3.79
Cottage cheese		16 oz	1.79-2.69	565	2.12	1.78-2.29	279	1.93	1.99-2.29	401	2.16
Cream cheese		8 oz	1.79-2.99	1087	2.41	1.50-2.29	298	1.72	2.00-2.49	393	2.22
Flavored milk	All fat tests	half gallon							2.39-2.79	200	2.63
Ice cream		48-64oz	2.49-4.99	3201	2.97	2.49-3.99	3284	3.32	2.50-4.87	1532	3.18
Milk	All fat tests	half gallon				1.00	120	1.00	2.48	69	2.48
Milk	All fat tests	gallon	2.50-4.49	587	3.41	2.59-2.99	418	2.79			
Sour cream		16 oz	0.99-2.29	1074	1.72	1.79	84	1.79	1.33-1.69	294	1.57
Yogurt	Greek	4-6 oz	0.90-1.00	2840	.99	1.00	3943	1.00	0.75-1.00	1389	.86
Yogurt	Greek	32 oz	3.99-4.49	144	4.28	3.98-4.49	279	4.13	6.49	208	6.49
Yogurt	Yogurt	4-6 oz	0.40-0.60	1759	.53	0.49-0.60	4738	.50	0.50-0.60	1429	.51
Yogurt	Yogurt	32 oz	2.49-3.50	209	2.84						

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	3.50	474	3.50	2.50-3.99	1164	3.51	2.99-3.50	165	3.18
Cheese	Natural Varieties	8 oz block	1.49-2.50	958	2.32	1.99-2.50	1131	2.37	2.49-2.50	355	2.50
Cheese	Natural Varieties	1 # block	2.99-3.99	309	3.31	2.99-3.79	290	3.24	2.99-4.99	135	4.01
Cheese	Natural Varieties	2 # block	7.99	235	7.99	7.99-8.99	771	8.31	7.49	289	7.49
Cheese	Natural Varieties	8 oz shred	1.49-3.50	1629	2.47	1.99-2.99	2753	2.49	2.49-3.99	843	2.82
Cheese	Natural Varieties	1 # shred	2.99-3.79	288	3.21	4.99	357	4.99			
Cottage cheese		16 oz				2.49-3.49	304	2.94	1.99	105	1.99
Cream cheese		8 oz	1.49-1.99	388	1.80	1.99-2.99	1445	2.23	1.99-2.58	557	2.19
Flavored milk	All fat tests	gallon				3.99	357	3.99			
Ice cream		48-64oz	2.99-4.99	698	4.11	2.88-3.99	1321	3.10	2.99-3.99	548	3.44
Milk	All fat tests	half gallon	1.99-2.79	207	2.28						
Milk	All fat tests	gallon				2.89-5.00	1074	3.61	3.79	289	3.79
Sour cream		16 oz	1.79-1.88	279	1.81				1.59-2.00	196	1.82
Yogurt	Greek	4-6 oz	0.75-1.00	1429	.90	0.90-1.00	1872	.97	0.95-1.25	963	1.01
Yogurt	Greek	32 oz	6.49	210	6.49				3.69-5.79	174	4.52
Yogurt	Yogurt	4-6 oz	0.39-0.50	1028	.48	0.39-0.50	1098	.48	0.40-0.60	498	.50
Yogurt	Yogurt	32 oz	1.69-2.50	223	1.95	2.50	117	2.50			

NATIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #			137	5.49	165	4.49
Cheese	Natural Varieties	8 oz block			900	3.99		
Cheese	Natural Varieties	8 oz shred			935	3.96		
Cream cheese		8 oz			59	3.19		
Milk	All fat tests	half gallon	305	3.56	2134	3.89	2681	3.59
Milk	All fat tests	gallon	1509	6.14	563	5.01	508	5.09
Milk	All fat tests	8 oz UHT			604	1.00	342	.97
Sour cream		16 oz			59	4.49	703	1.99
Yogurt	Greek	4-6 oz	63	.99	194	1.09	990	1.03
Yogurt	Greek	32 oz	928	6.53	538	4.22		
Yogurt	Yogurt	4-6 oz	61	.99			506	.61



REGIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon	3.49-3.59	305	3.56						
Yogurt	Greek	32 oz				6.49	184	6.49	6.49	387	6.49

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	gallon	5.79-6.19	235	6.00	5.99-6.99	985	6.42	5.29	289	5.29
Yogurt	Greek	4-6 oz	0.99	63	.99						
Yogurt	Greek	32 oz	6.49	78	6.49	6.49	210	6.49	6.99	69	6.99
Yogurt	Yogurt	4-6 oz							0.99	61	.99

REGIONAL DEFINITIONS

As used in this report, regions include the following states:

NORTHEAST U.S.	Connecticut, Delaware, Massachusetts, Maryland, Maine, New Hampshire, New jersey, New York, Pennsylvania, Rhode Island and Vermont
SOUTHEAST U.S.	Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia
MIDWEST U.S.	Iowa, Illinois, Indiana, Kentucky, Michigan, Minnesota, North Dakota, Nebraska, Ohio, South Dakota and Wisconsin
SOUTH CENTRAL U.S.	Arkansas, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas
SOUTHWEST U.S.	Arizona, California, Nevada and Utah
NORTHWEST U.S.	Idaho, Montana, Oregon, Washington, and Wyoming
NATIONAL	Continental United States

DAIRY MARKET NEWS

GENERAL NUMBER

(608) 278-4200

Elizabeth Frederick
(608) 278-4150
Elizabeth.Frederick@AMS.USDA.GOV

EAST

Daniel Johnson
(608) 278-4156
Daniel.Johnson@AMS.USDA.GOV

CENTRAL

Tara Herbst
(608) 278-4154
Tara.Herbst@AMS.USDA.GOV

SOUTHWEST

Janet Linder
(608) 278-4157
Janet.Linder@AMS.USDA.GOV

NORTHWEST/MOUNTAIN

Butch Speth
(608) 278-4152
Butch.Speth@AMS.USDA.GOV

NATIONAL SUPERVISOR

Butch Speth
(608) 278-4152
Butch.Speth@AMS.USDA.GOV

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DATE: 02/13/2015

INTERNATIONAL

Rick Whipp
(608) 278-4151
Rick.Whipp@AMS.USDA.GOV

ORGANIC

Eric Graf
(608) 278-4153
Eric.Graf@AMS.USDA.GOV

INTERNET ADDRESS

www.ams.usda.gov/DairyMarketNews

MARKET NEWS PORTAL

www.marketnews.usda.gov/mnp/da-home

RECORDED INFORMATION SYSTEM

(608) 278-4142

FAX

(608) 278-4141

USDA, Dairy Market News
2920 Marketplace Drive, STE 202
Fitchburg, WI 53719-5337