

NATIONAL DAIRY MARKET NEWS AT A GLANCE**CME GROUP CASH MARKETS (2/20)**

**BUTTER:** Grade AA closed at \$1.7225. The weekly average for Grade AA is \$1.7213 (-.0047).

**CHEESE:** Barrels closed at \$1.4850 and 40# blocks at \$1.5450. The weekly average for barrels is \$1.4850 (+.0035) and blocks, \$1.5413 (+.0093).

**BUTTER HIGHLIGHTS:** Butter prices are stable. The market tone is steady to unsettled, depending on the region, as market participants take a wait-and-see approach on pricing. Inventories are building for print butter. Bulk butter buyers report having sufficient supplies on hand. Retail demand has started to pick up as the spring holidays near. Due to higher milk volumes, churns have been running at or near capacity. Bulk butter is available in the West, with pricing at market. Bulk butter prices range from 4 cents over 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 2.9 million pounds of butter. Friday at the CME Group, Grade AA butter closed at \$1.7225, up \$.0025 from a week ago.

**CHEESE HIGHLIGHTS:** Cheese markets are in a stable period, with little price movement through the week. Prices near the \$1.5000 level are resulting in building inventory for retail sales and cheddar aging. There is strong current buying interest and activity for both purposes. Milk supplies are good, with some surplus milk available in the Midwest and Idaho. This is leading to full manufacturing schedules in many cheese plants. A number of plants with capacity to manufacture various dairy commodities are directing milk into cheese vats as the top profitability preference. European exports have seen increased activity in recent weeks. European contacts report supplies of hard cheese varieties are tight and aging programs are being rebuilt. Friday in CME Group trading, barrels closed at \$1.4850, unchanged from last Friday and 40# blocks closed at \$1.5450, up 1 1/2 cents from last Friday.

**FLUID MILK:** Farm milk production trends across the southern tier of states are increasing from week to week as warmer weather patterns settle into those areas. Across the northern tier, the Northwest states are also showing upward trends in milk production. Dairy producers in the North Central and Northeast areas report steady milk production, unfazed by recent subzero temperatures. Bottler demand is very strong in the Northeast and Mid-Atlantic areas, spurred by consumer demand ahead of recent winter storms. Most other areas also

report a decent uptick in fluid milk demand for the week, especially where stores are offering gallon or half-gallon weekly feature items. Fieldwork has begun in many Southern states. Weather is determining progress toward planting. Northern states are a few weeks away from turning any soil.

**DRY PRODUCTS:** Dry dairy product markets are mixed. Nonfat dry milk markets are firm, despite building inventories, and prices moved up. Production is trending higher in most regions. Conversely, dry buttermilk markets are mixed, with the Central/East and West ranges narrowing along with the Western mostly. Production is active with some plant operators reporting seasonally increasing farm milk volumes are translating to more dry buttermilk powder. Dry whole milk prices gained support as international prices took a sizeable step higher. The dry whey market is weak as production is active, stocks are building, and the usual outlet of exporting to the Far East is currently at a standstill. Although work has resumed at Western ports, the backlog of ships to be unloaded and reloaded translates to further delays in serving offshore customers. The lactose and WPC 34% markets are also under pressure from the export backlog. Loads are staged at warehouses near ports, but there is no clear expectation of when those loads will be on their way. Both the lactose and WPC 34% markets are weak. Production is active for both commodities.

**INTERNATIONAL DAIRY MARKET NEWS (DMN):**  
**WESTERN AND EASTERN EUROPE: WESTERN OVERVIEW:** Seasonal increases in milk production are weaker in some of the major milk producing regions of Western Europe. The likelihood of levee payments for exceeding quota levels is the cause for the weaker trend. This change in milk production has resulted in the expectation of tighter supplies for butter, SMP, and WMP. Price increases for most dairy commodities in Oceania lend support to the firm market undertones in most European dairy markets. The weaker euro exchange rate continues to be a plus for export sales.

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**CME GROUP CASH TRADING**

COMMODITY	MONDAY FEB 16	TUESDAY FEB 17	WEDNESDAY FEB 18	THURSDAY FEB 19	FRIDAY FEB 20	WEEKLY CHANGE*	WEEKLY AVERAGE#
CHEESE BARRELS	CME	\$1.4850 (N.C.)	\$1.4850 (N.C.)	\$1.4850 (N.C.)	\$1.4850 (N.C.)	:(N.C.)	:\$1.4850 :(+.0035)
40# BLOCKS	CLOSED	\$1.5400 (+.0100)	\$1.5400 (N.C.)	\$1.5400 (N.C.)	\$1.5450 (+.0050)	:(+.0150)	:\$1.5413 :(+.0093)
NONFAT DRY MILK GRADE A	NO	\$1.1700 (+.0200)	\$1.2000 (+.0300)	\$1.1500 (-.0500)	\$1.1100 (-.0400)	:(-.0400)	:\$1.1575 :(+.0375)
BUTTER GRADE AA	TRADING	\$1.7200 (N.C.)	\$1.7200 (N.C.)	\$1.7225 (+.0025)	\$1.7225 (N.C.)	:(+.0025)	:\$1.7213 :(-.0047)

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**CONTINUED FROM PAGE 1**

**EASTERN OVERVIEW:** Eastern European milk production is increasing, but at a slower rate in some countries. In 2014, Poland, Romania and the Baltic states saw some of the largest year over year percentage increases throughout Europe. Poland produced over 10 million MT of milk in 2014. This was the highest level of production since 1990. Current production increases are weakening in Poland, Estonia and Latvia as producers in those countries near quota levels and the possibility of levee payments. Lower milk prices paid to producers have also contributed to the weaker production trend in those countries. **OCEANIA OVERVIEW:** Australian milk production is near the seasonal low point. Some estimates of current milk production volumes have Australia just above year ago levels. The hay market saw light trading and steady prices. A number of cooperatives updated their farmgate milk prices with most cooperatives holding steady, while a few shifted marginally lower. Cooler weather conditions across Southern Australia has extended pasture utilization and delayed forage purchases for some producers. A small but increasing number of Australian dairy companies are seizing the opportunity to export fresh pasteurized milk to China. Australia reports dairy product exports for the July-December period totaling 370.4 thousand MT, up 1.8% from a year ago. Various dairy product export changes compared to the same period last year are: butter, -21.3%; butter oil, +0.9%; cheddar, -12.7%; SMP, +33.8%; WMP, -33.1% and whey products -4.6%. The total value of exports for the July-December period was down 11.7%. The expectation of reduced dairy commodity supplies out of **New Zealand** is the predominate force supporting higher prices in the dairy markets this reporting period. The New Zealand government has officially declared the South Island as being in a state of drought. The official declaration opens the way for governmental assistance to those producers in the affected areas. Conditions on the North Island are not as dry, but milk production continues to decline. Dairy commodity supplies are adequate to cover current commitments, but manufacturers are keeping a close eye on production levels and stocks to prevent being over committed. December milk production as reported by DCANZ was 2.809 million MT, up 3.3% from December 2013 and 8.2% higher than the level two years ago. December milksolids reflected a 4.6% increase compared to December 2013. At the February 17 GDT event #134, average prices ranged from 1.1% higher to 16.8% higher from the prior event across categories. The all contracts price averages (US\$ per MT) and percent changes from the previous average are: anhydrous milk fat, \$4,314 +6.4%; butter, \$3,823 +1.1%; buttermilk powder, \$2,674 +1.9%; cheddar cheese, \$3,054 +16.8%; lactose, n.a.; rennet casein, \$8,897 +1.2%; skim milk powder, \$2,744 +5.7%; sweet whey powder, n.a.; and whole milk powder, \$3,272 +13.7%.

**NATIONAL RETAIL REPORT-DAIRY (DMN):** National ad volumes for conventional dairy products are up 7% from last week while ads for organic dairy products are up 61%. Ad numbers for 16 oz. sour cream are up by 262%, 16 oz. cottage cheese ads increased 77%, and 1 # butter ads increased 29%. The national average advertised price for sour cream 16 ounce was \$1.66, down 6 cents from one week ago but up 4 cents from one year ago. Cottage cheese in 16 ounce containers has an average price of \$1.84, down 40 cents from one week ago and 20 cents lower than one year ago. Finally, 1# butter, with an average price of \$3.18, is down 44 cents from the prior week but up 61 cents from one year ago. Greek 4-6 ounce yogurt ad volume is the highest ad volume of all other categories and sizes of yogurt. The average price of 4-6 ounce Greek yogurt, \$1.00, is up 3 cents from

last week and up 6 cents from one year ago. Ads for 4-6 ounce yogurt have an average price of 51 cents, up 1 cent from last week and from one year ago. The U.S. average price for 8 ounce cheese blocks, \$2.64, is 28 cents higher than one week ago, and 32 cents higher than a year ago, while 8 ounce shredded cheese at \$2.46 is down 1 cent from one week ago, but up 6 cents from one year ago. The organic - conventional half gallon milk price spread is \$1.70, up \$0.06 from last week. The price spread is the difference between the national weighted average conventional milk price for half gallons, \$2.01, up 9 cents, and the average for organic half gallon milk, \$3.71, up from \$3.56.

**RETAIL PRICES:** The Retail Prices report has been reinstated to the Dairy Program's website. Reports are available monthly, as well as prior years (for 2012 - 2014). <http://www.ams.usda.gov/AMSV1.0/RetailPrices>

**OCTOBER MAILBOX PRICES (AMS & CDFA):** In November 2014, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$22.46 per cwt, down \$2.42 from the October 2014 average, BUT up \$0.81 per cwt from the November 2013 average. The component tests of producer milk in November 2014 were: butterfat, 3.86%; protein, 3.21%; and other solids, 5.73%. When compared to the previous month, the November Mailbox prices decreased in all Federal milk order reporting areas with a simple average decrease of \$2.13/cwt. Minnesota experienced the greatest decrease of \$4.22/cwt. Mailbox prices in November 2014 ranged from \$26.43 in Florida to \$20.80 in New Mexico.

**MARCH FEDERAL ORDER ADVANCE PRICES (FMMO):** Under the Federal milk order pricing system, the base Class I price for March 2015 is \$15.56 per cwt. This price is derived from the advanced Class III skim milk pricing factor of \$9.59 and the advanced butterfat pricing factor of \$1.8008. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price. The base Class I price decreased \$0.68 per cwt when compared to the previous month of February 2015. For selected consumer products, the price changes are: whole milk (3.25% milk fat), -\$0.71 per cwt, -\$0.061 per gallon; reduced fat milk (2%), -\$0.89 per cwt, -\$0.077 per gallon; fat-free (skim milk), -\$1.10 per cwt, -\$0.095 per gallon. The advanced Class IV skim milk pricing factor is \$7.61. Thus, the Class II skim milk price for March 2015 is \$8.31 per cwt, and the Class II nonfat solids price is \$0.9233. The two-week product price averages for March 2015 are: butter \$1.6585, nonfat dry milk \$1.0213, cheese \$1.5408 and dry whey \$0.5415.

## CME GROUP

MONDAY, FEBRUARY 16, 2015

CME CLOSED NO TRADING

TUESDAY, FEBRUARY 17, 2015

CHEESE -- SALES: 2 CARS BARRELS @ \$1.4850; 1 CAR 40# BLOCKS @ \$1.5400; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.4850; 1 CAR 40# BLOCKS @ \$1.5300; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE A @ \$1.1700; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$1.1800  
 BUTTER -- SALES: 2 CARS GRADE AA @ \$1.7200; LAST BID UNFILLED: 10 CARS GRADE AA @ \$1.7200; LAST OFFER UNCOVERED: NONE

WEDNESDAY, FEBRUARY 18, 2015

CHEESE -- SALES: NONE; LAST BID UNFILLED: 3 CARS BARRELS @ \$1.4850; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.4950  
 NONFAT DRY MILK -- SALES: 3 CARS GRADE A @ \$1.2000; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 2 CARS GRADE A @ \$1.2100  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

THURSDAY, FEBRUARY 19, 2015

CHEESE -- SALES: 1 CAR BARRELS @ \$1.4850; 1 CAR 40# BLOCKS @ \$1.5400; LAST BID UNFILLED: 2 CARS BARRELS @ \$1.4850; 2 CARS 40# BLOCKS @ \$1.5400; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: 12 CARS GRADE A: 11 @ \$1.1475, 1 @ \$1.1500; LAST BID UNFILLED: 1 CAR GRADE A @ \$1.1500; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$1.1700  
 BUTTER -- SALES: 1 CAR GRADE AA @ \$1.7225; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

FRIDAY, FEBRUARY 20, 2015

CHEESE -- SALES: 1 CAR 40# BLOCKS @ \$1.5450; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.4850; 1 CAR 40# BLOCKS @ \$1.5400; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: 9 CARS GRADE A @ \$1.1100; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 4 CARS GRADE A @ \$1.1100  
 BUTTER -- SALES: 9 CARS GRADE AA: 1 @ \$1.7250, 1 @ \$1.7250, 1 @ \$1.7225, 4 @ \$1.7200, 2 @ \$1.7225; LAST BID UNFILLED: 2 CARS GRADE AA @ \$1.7200; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$1.7500

## BUTTER MARKETS

## NORTHEAST

Surplus cream is readily available in the Northeast. Churns are actively producing butter, with plants running at/near capacity. Inventory levels are mixed. Demand is fair to good, with domestic interest mounting as orders emerge for holiday needs. Both bulk butter and print butter are being made. Bulk buyers are noted as having sufficient supply on-hand, while waiting for new needs or a price drop. Kosher butter production, for Passover, is expected to begin next week for some manufacturing operations. The current bulk butter prices for domestic sales are reported flat to 4 cents over the market of the CME Group, with various time frames and averages used. The market undertone remains unsettled. Market participants, in some instances, are inclined to limit buyer/seller activity while waiting to best make a trading decision. Tuesday's CME Group cash trading saw Grade AA butter close at \$1.7200, down \$0.0250 from a week ago. According to the *DMN National Retail Report-Dairy*, for February 13-19, the national weighted average advertised price for 1-pound butter is \$3.62, a \$0.59 increase compared to a week ago. The price in the Northeast is \$3.69, \$0.53 higher compared to a week ago. The Southeast price is \$4.48, an increase of \$1.98 compared to a week ago.

## CENTRAL

Midwest butter prices are steady through midweek. Retail sales were slower in January but have been moving up. Market tone is steady. Many butter churn operators are churning heavily, taking advantage of plentiful cream supplies and the favorable pricing. Some butter manufacturers are focused on rebuilding stocks. Bulk butter continues to be 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 weighted average advertised price for a 1 lb. package of butter in the Midwest

cents higher than a year ago. This week, a cooperative export assistance program accepted requests for 2.9 million pounds of butter. The Grade AA butter price at the CME Group closed unchanged Wednesday at \$1.7200, a 1 cent increase from last Wednesday.

## WEST

Prices this week have been relatively stable. Bulk butter pricing is even with CME Group pricing with various time frames and averages used. Last week 36 carlots of butter were sold in CME Group trading. Some manufacturers are churning available internal cream this week, not selling or buying any cream for churning on spot markets. Print orders for retail sales are good ahead of the Easter/Passover season, a time when butter demand has a spike. Butter production is steady this week. The *DMN National Retail Report-Dairy* ads for the week of February 13-19, shows the U.S. weighted average advertised retail price for a one pound pack of butter at \$3.62, up \$.59 from last week and \$.65 higher than a year ago. Butter ad prices averaged \$3.51 in the Southwest and \$3.18 in the Northwest. Butter prices at the CME Group on Wednesday closed at \$1.7200, up \$.0100 from a week ago and unchanged this week so far.

## 2015 U.S. Butter Imports (USDA-FAS)

	(Million Lb.)	% Change From 1 Year Ago	% of Yearly Quota
Jan. Quota Imports	1.6	+ 163	11
Jan. - Jan. High Tier	1.0	+4074	N.A.
Quota Imports	1.6	+ 163	11

### NATIONAL DAIRY PRODUCTS SALES REPORT

#### U.S. AVERAGES AND TOTAL POUNDS

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
February 14, 2015	1.6976 4,323,194	1.5258 12,083,432	1.5251 9,930,522	.5270 7,444,949	1.0230 22,232,140

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

## CHEESE MARKETS

## NORTHEAST

Cheese operations are maintaining active production schedules. In general, stocks are on the rise, as seasonal milk increases and limited export interest spawns growth. Nominal interest in the cultured cheese varieties is noted by some processor. Cheddar is clearing into aging programs at a moderate rate. Spot prices have remained fairly stable over the past week, with limited fluctuation. Demand is light. The market undertone varies. Some manufacturers are assertively growing inventory levels; conversely, a few cheese makers are maintaining production schedules where output meets current requests for product. The Northeast wholesale cheese prices retreated this week as cheddar and muenster moved lower \$0.0050; process fell \$0.0025. Grade A Swiss cheese prices are unchanged. According to the DMN *National Retail Report-Dairy*, for February 13-19, the national weighted average advertised price for 8 oz. cheese blocks in the Northeast is \$2.43; 7 cents more than the national average and 8 cent higher than a week ago. The Southeast 8 oz. block cheese price is \$2.28; 10 cents less than a week ago.

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

Cheddar 40# Block	:	1.9300-2.2150
Process 5# Sliced	:	1.7075-2.1875
Muenster	:	1.9500-2.3100
Grade A Swiss Cuts 10 - 14#	:	3.8925-4.2150

## MIDWEST

Many commercial cheese buyers continue to have an active interest in building inventory levels at current cheese prices. Dairy manufacturers with multiple dairy product manufacturing options in their plants generally favor diverting milk into cheese making over other dairy products at the present time for profitability reasons. Relatively stable cheese prices are helping sustain manufacturer margins related to what is paid for milk compared with cheese sales prices. Moreover, with surplus milk in the Midwest selling at below Class prices, cheese manufacturing is at very heavy levels in most plants. Some smaller cheese plants are experiencing slower sales, but not so with larger volume commercial buyers for retail sale and aging programs, cheddar in particular. The *National Retail Report - Dairy* (DMN) found that February 13 to 19 Midwest ads for 8 ounce shredded cheese have a weighted average advertised price of \$2.19, 28 cents lower than the national average, \$2.47. One year ago the national average price was \$2.18. The Midwest price range is \$1.69 to \$2.50. For 8 ounce blocks, the Midwest average price is \$2.35, 1 cents lower than the national average price, \$2.36. One year ago the national average price was \$2.30. The Midwest price range is \$1.69 to \$2.99. Wisconsin wholesale prices for 1,000 to 5,000 pound mixed lots of process cheese decreased \$.0050, Swiss is unchanged and the remaining varieties decreased \$.0025. In CME Group cheese trading, barrels closed Wednesday this week at \$1.4850, up 1/2 cent from Wednesday last week and blocks closed at \$1.5400, up 1 cent.

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

Process American 5# Loaf	:	1.5900-1.9500
Brick And/Or Muenster 5#	:	1.9100-2.3350
Cheddar 40# Block	:	1.6150-2.0325
Monterey Jack 10#	:	1.8850-2.0900
Blue 5#	:	2.1775-3.1650
Mozzarella 5 - 6# (Low Moisture, Part Skim)	:	1.7550-2.6500
Grade A Swiss Cuts 6 - 9#	:	3.4100-3.5275

## WEST

Cheese sales for western manufacturers are good, both name brands and store brands. Production schedules are running full with cheese typically being the favored dairy product for manufacturers with multiple product manufacturing options in plants. Exports are not a significant factor in sales. Manufacturers of cheese have all of the milk they want. At current prices, there is noticeable interest among buyers in building inventory levels for retail sale as well as for cheddar and provolone aging programs. A number of manufacturers do not expect any significant divergence from current price levels in coming weeks. The DMN *National Retail Report-Dairy* for the week of February 13 - 19 shows the U.S. weighted average advertised retail price for an 8 ounce pack of natural shredded cheese is \$2.47, down \$.05 from last week but \$.29 higher than a year ago. Packs averaged \$2.37 in the Southwest and \$2.50 in the Northwest. Western wholesale prices for Process 5# Loaf declined \$.0050, Grade A Swiss Cuts 6-9# are unchanged and the remaining varieties declined \$.0025. In CME Group cheese trading, barrels closed Wednesday this week at \$1.4850, up 1/2 cent from Wednesday last week and blocks closed at \$1.5400, up 1 cent.

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

Process 5# Loaf	:	1.6100-1.8675
Cheddar 40# Block	:	1.6625-2.1075
Cheddar 10# Cuts	:	1.8425-2.0625
Monterey Jack 10#	:	1.8525-2.0125
Grade A Swiss Cuts 6 - 9#	:	3.4700-3.9000

## FOREIGN

Prices for domestic foreign type cheese moved marginally lower this week. Imported and Swiss cheese prices were unchanged. Domestic foreign type cheese supplies are more than adequate. Retail demand remains about normal for this time of year, with some increases noted in the Northeast as numerous winter storms prompted retail runs on dairy products. European exports have seen increased activity in recent weeks. European contacts report supplies of hard cheese varieties are tight and aging programs are being rebuilt.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	: 2.6400-5.3800	: 2.0700-3.5575*
Gorgonzola	: 3.6900-6.4900	: 2.5775-3.2750*
Parmesan (Italy)	: -0-	: 3.4600-5.5500*
Provolone (Italy)	: -0-	: 2.1125-2.3650*
Romano (Cows Milk)	: -0-	: 3.2600-5.4100*
Sardo Romano (Argentina)	: 2.8500-4.4900	: -0-
Reggianito (Argentina)	: 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
02/16/15	7,241	98,171
02/01/15	6,652	100,879
CHANGE	589	-2,708
% CHANGE	9	-3

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## CHEESE MARKETS

## CONTINUED FROM PAGE 3

## 2015 U.S. Cheese Imports (USDA-FAS)

	(Million Lb.)	% Change From 1 Year Ago	% of Yearly
Quota			
Jan. Quota Imports	11.0	+ 21	4
Jan. - Jan.			
High Tier	1.9	-12	N.A.
Quota Imports	11.0	+ 21	4

## FLUID MILK AND CREAM

## EAST

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

	THIS WEEK		LAST WEEK		LAST YEAR	
	IN	OUT	IN	OUT	IN	OUT
FLORIDA	0	24	0	60	0	70
SOUTHEAST STATES	0	0	0	0	0	0

Winter storms continue to wallop parts of the Northeast. Contacts are reporting that no major disruptions are occurring at manufacturing plants outside of areas heavily hit by the storm. Manufacturing milk supplies are readily available at most operations. Class I demand is good. Milk production in the Mid-Atlantic is steady. Manufacturers note that milk supplies remain heavy. Milk sales to third parties are up, as supplies clear to Class I and Class II operations. Winter storm Octavia, which consists of both snow and ice, has crippled multiple milk distribution routes in the Southeast. Handlers are reporting a number of cases where roads are impossible to travel, therefore delays are occurring. Milk production is steady. Milk shipments to manufacturing are light, as bottlers request additional loads. Class I sales are up, with advancing consumer purchases. Milk from Florida's farms has increased slightly. Export shipments for the week totaled 24 loads. Class I sales have increased, with added loads clearing to bottling. The state is undergoing a swing in temperatures, ranging from highs in the 70s to lows in the 20s. Cream supplies are readily available. Sale transactions are difficult in some instances, with loads being turned away. **Cream multiples for all Classes range 1.09-1.23.** Most trading is taking place at the low end of the range with little movement occurring at the top. Cream cheese output is mostly steady. However, kosher orders for Passover are expected to increase overall production rates in the near term. Demand for **condensed skim** is sluggish. Supplies are readily available. Class IV processing of condensed skim is very active in most manufacturing channels. Supplies to Class II, ice cream, production is mostly through contracts. According to the *DMN National Retail Report-Dairy*, for February 13-19, the U.S. weighted average price for a gallon of milk was \$3.44; a \$0.45 increase 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 - 1.8813-2.1229  
 F.O.B. producing plants: Upper Midwest - 2.0367-2.1748

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 remaining steady at above year ago levels. With the drop in milk price, some farmers have supplemented cash flow by buying more cows, adding to production levels. Milk loads are selling for Class and heading to cheese plants. Cream demand is up. There are ample supplies and favorable pricing. Winter storms in the east part of the region led to delays in trucking. Class I demand is lower as bottling demand has weakened. Class II demand is mixed. Reports show that ice cream manufacturers are making and storing product in anticipation of warmer temperatures. Some manufacturers are reporting cream is available. Reports indicate that the field work in the southern part of the Central region has started, but due to unseasonal colder weather, progress has been put on hold which could lead to delays in planting. The northern part is dealing with snow and colder than normal temperatures. **Cream multiples moved higher this week, ranging from 1.18 to 1.26.** According to DMN National Retail Report- Dairy, the national weighted average advertised price for the week of February 13 through February 19 for a gallon of milk was \$3.44 compared to \$2.87 a year ago and \$2.99 a week ago. In the Midwest, there were no advertisements for a gallon of milk. The advertised price for a half gallon of milk was \$2.48 and the national average price was \$1.92.

## WEST

In CALIFORNIA, milk intakes continue to increase steadily. A warming trend in daytime temperatures is adding to cow comfort. Fluid milk sales are unchanged into most accounts. Manufacturers are handling intakes with processing room to spare. Some milk loads are transferring between plants to meet contract commitments and also to help industry counterparts handle intakes without a loss to dairy producers. The most recent cow slaughter report shows dairy cow slaughter numbers are higher compared to one year ago in Region 9, which includes Arizona and California. Milk production in ARIZONA continues to trend higher from week to week, and is also higher compared to one year ago. Processors indicate plants are running close to full as some cheese operations take needed downtime for maintenance. Those increases into Class IV are being balanced to a certain extent by a welcome decrease in out of state milk intakes. Bottler sales are steady to higher to support features at grocery stores. NEW MEXICO milk production is sustaining seasonal growth, although the rate of increase is tapering off. Bottlers' orders stepped higher in the first half of the week. Sales into Class II manufacturers are steady for the week. Processors mentioned outside milk loads coming into New Mexico are lower. Dairy producers report finding affordable feed inputs, especially corn, is an ongoing challenge. Competing interests in the cream market were actively seeking out loads in the market this week, but some areas are finding it more difficult to clear cream due to timing and transportation availability. Manufacturers of ice cream, frozen desserts, whipped cream, and cream cheese all sought cream in the Western market to fuel increased production. Ice cream and mix manufacturers note an increase in orders from restaurants offering seasonal specialty ice cream and shake flavors. Western cream loads are crossing state borders and also clearing into the Central region to active interest.

CONTINUED ON PAGE 4A

## FLUID MILK AND CREAM

## CONTINUED FROM PAGE 4

The range for cream multiples narrowed compared to last week, 1.00 to 1.25. At the CME Group, Grade AA butter closed Wednesday at \$1.7200, down \$.0100 compared to a week earlier. The milk supply in Washington state and Oregon is described as decent and sufficient for production needs, but is not trending as high as had been expected. Very nice weather could boost production soon. From Seattle to Spokane, temperatures have reached the 60s by day, staying cool at night. There were sprinkles early this week with sunny conditions as the week advanced. In Western Washington the desert is turning green and reservoirs are full. Milk production in Utah and Idaho continues to be strong and increasing, helped by nice early Spring weather. Producers have ample feed available at decent prices.

## NONFAT DRY MILK, BUTTERMILK &amp; 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:** Nonfat dry milk prices are up. The market tone is strengthening. Supplies are strong and stocks are building due to seasonally higher milk production. Some end users are disappointed that they did not buy when the market was lower and now are reluctant to buy. The futures market is higher so some manufacturers are looking for prices above the current market. Demand is increasing. Production continues to be steady. HIGH HEAT prices have increased. Sales are slow. Most producers are not making high heat right now. Some buyers are looking to buy starting in March. Wednesday at the CME Group, Grade A NDM closed at \$1.2000, up \$.0750 from last Wednesday.

**EAST:** Prices for nonfat dry milk are trending higher throughout all pricing series. Condensed skim supplies are readily available, with limited volumes clearing beyond contractual commitments. Consequently, low/medium nonfat dry milk production schedules are very active at most plants. Producers' offerings are presented but buyers with passable inventory are refraining from making additional purchases, as prices move above expected levels. In general, end-user demand remains relatively weak as broker procurements, outside of contracts, represent the majority of sales. Some market participants are pondering current price direction in relation to inventory growth and level of global demand. The market, while unsettled, is firming. High heat nonfat production, while light, follows made to order or irregular manufacturing schedules. Offerings are limited in the spot market. High heat nonfat is being supported by the low/medium heat nonfat dry milk prices. The market undertone continues to firm.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A  
LOW/MEDIUM HEAT: 1.0500 - 1.2000 MOSTLY: 1.0700 - 1.1300  
HIGH HEAT: 1.1500 - 1.2700

## NONFAT DRY MILK - WEST

Prices for Western low/medium heat nonfat dry milk are higher following changes in index bases. Buyers expressed some concerns about the sizeable weekly increases on contract prices taking place now, especially in light of the current active production trends. Contacts offered some insightful comments on the recent weeks of price movement, theorizing that the dearth of Western NDM low/medium heat FOB offers could be overcome if/as prices moved higher. Sales at the CME Group totaled 98 during the last two weeks, during which time the Grade A NDM price rose 8 cents. This week, prices have gained 5 cents through Wednesday's trading on light trading. Milk production is heading higher in most areas in the Western region and increasing volumes are clearing into NDM at most locations, however, some plant operators are diverting milk volumes to cheese production. High heat nonfat dry milk prices are higher. Interest is steady into contract accounts but light for FOB spot offers. Sales are generally in one to two load quantities. Production is limited.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A  
LOW/MEDIUM HEAT: 1.0200 - 1.2000 MOSTLY: 1.0500 - 1.1200  
HIGH HEAT: 1.0900 - 1.2500

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Prices are mixed. The bottom of the range moved up while the top moved down. Sales are slow for dry buttermilk. Demand is lower, but usually picks up this time of year. Ice cream manufacturers are reportedly starting production earlier than expected this year. Production is steady to higher. Reports show that buttermilk supplies are mixed. Some buyers are having trouble finding product in the Central region.

**EAST:** Eastern dry buttermilk prices are mixed, as spot prices adjusted the range series. Available cream supplies continue to support heavy regional churning and dry buttermilk production. Current production is moving mostly through contracts and increasing inventories. Both condensed buttermilk and buttermilk powder usage is trending higher into ice cream production. Overall, demand is light to fair at anticipated levels. The market undertone varies.

F.O.B. CENTRAL/EAST: .7700 - .9700

## DRY BUTTERMILK - WEST

Western dry buttermilk prices are unchanged to higher on the range, but unchanged to lower on the mostly. The market tone is mixed. Buyer interest is light to moderate outside of contracts, and interest in finalizing contracts for dry buttermilk is limited. However, FOB spot sales for multiple loads cleared during the week, showing buyers and sellers are finding the right prices to make sales happen. Diversion of some cream volumes to ice cream, aerated cream, and cream cheese have lessened cream clearing to some churns, however, butter production is maintaining a steady pace as milk intakes creep higher. Dryer schedules are actively clearing buttermilk. Manufacturers' dry buttermilk inventories are steady to building.

F.O.B. WEST: .8000 - .9850 MOSTLY: .8500 - .9000

## DRY WHOLE MILK - NATIONAL

Prices for dry whole milk are higher. Some interest has returned for US dry whole milk as the international market shows steady price increases. The most recent GDT auction results marked an increase of 13.7% on the average price of whole milk powder from New Zealand. Dry whole milk production is steady to increasing at a few locations, based on outstanding orders. Inventories are variable, depending on plant abilities to run additional powder products.

F.O.B. PRODUCING PLANT: 1.2700 - 1.6000

## CALIFORNIA MANUFACTURING PLANTS - NDM

WEEK ENDING	PRICE	TOTAL SALES
February 13	\$1.0112	10,750,181
February 6	\$1.0397	7,864,339

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 prices are steady to lower. The bottom of the range remained steady and the top of the range moved lower and the mostly moved lower. Buyers and sellers believe that pricing will go lower. Manufacturers are filling supply contracts and buyers are taking loads on time. Spot demand is lower this week. End users are getting offers but most 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 international demand. ANIMAL FEED WHEY prices are steady. The market tone is weaker with manufacturers meeting contract obligations. Production is lower.

F.O.B. CENTRAL: .4000 - .6175 MOSTLY: .4300 - .5000  
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .3000 - .5000

**DRY WHEY - NORTHEAST**

Northeast dry whey prices are steady to lower as the market continues to soften. Indices adjusted prices at the top of the range. Heavy milk supplies are clearing to cheese vats and providing the wherewithal to maintain dry whey output levels in the region. Some manufacturing whey streams are being channeled to higher protein products. Stocks are moderate.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .4300 - .5900

**DRY WHEY - WEST**

The undertone for Western whey markets is weak and uncertain. Spot sales and resale transactions are occurring at prices lower than some contract pricing, with some resales occurring at prices above manufacturer spot sale prices. Many whey manufacturers had previously targeted export markets for substantial volumes of output. This week the impact of slowdowns at Western ports intensified even for manufacturers who had been able to maintain some export volumes, with all export ports having being closed to them over the holiday weekend through Tuesday this week. Even with some terminals re-opening, there is a backlog of ships waiting to unload or load. This is leading to cancellation of pending export contracts by some foreign customers, leaving increasing volumes of whey characterized as being "landlocked", with an uncertain future. While there is hope that the whey will continue into export when it can be loaded and ship out, some whey manufacturers have learned that some of their traditional foreign customers are now looking to sources outside the U.S. for whey. That casts additional uncertainty onto the whey awaiting export. Containers for moving or holding whey are in short supply as is warehouse space. With cheese production in the region continuing at a high rate, there is increasing uncertainty as to whey markets looking forward, especially if the export terminals remain closed. The situation with Western ports has escalated from a matter of interest to a matter of genuine concern.

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

**WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST**

Whey protein concentrate 34% prices are unchanged to lower on the range and mostly price series. The market tone is weak. The lag in shipping loads off the west coast continues to frustrate domestic sellers and international buyers. Those delays, coupled with a strong US dollar, have buyers looking to EU suppliers for near term needs. WPC 34% production schedules vary from steady to higher as some whey stream volumes are diverted away from higher protein end products and into WPC 34% and/or dry whey. WPC 34% inventories are steady to building.

F.O.B. EXTRA GRADE 34% PROTEIN: .9000 - 1.2600 MOSTLY: .9500 - 1.2250

**LACTOSE - CENTRAL AND WEST**

Lactose prices narrowed on the range and declined on both ends of the mostly. The market is weak. Demand is light outside of contracts and running into headwinds as some international interests turn to EU suppliers, because of US shipping delays off the west coast. Manufacturers serving as approved suppliers do have steady sales to some buyers, and those sales are helping manage inventories. In addition, some confectioners are using lactose as an input for chocolate production for the spring holidays. Conversations about Q2 are slow. Lactose production is active, following the trend of cheese manufacturing. Inventories are generally building.

Including spot sales and up to 3 month contracts.

F.O.B. EDIBLE, NON PHARMACEUTICAL .1900 - .4300 MOSTLY: .2100 - .3450

**CASEIN - NATIONAL**

Pricing for both casein types is unchanged. The market tone is in transition with the change and adjustments in buyer perceptions of dairy production and product supplies coming from Oceania and Europe. There is more confidence with the future availability of rennet casein than with acid casein. Some buyers are submitting acid casein orders and locking in supplies for Q2 and beyond. At the February 17 GDT event 134, the average price for rennet casein for all contract periods increased 1.2% to \$8,897/MT, or just over \$4.03 per pound.

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>
01/31/2015	64.7	308.4	53.9	294.3

WEBSITE: [http://www.ams.usda.gov/mnreports/sj\\_ls714.txt](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

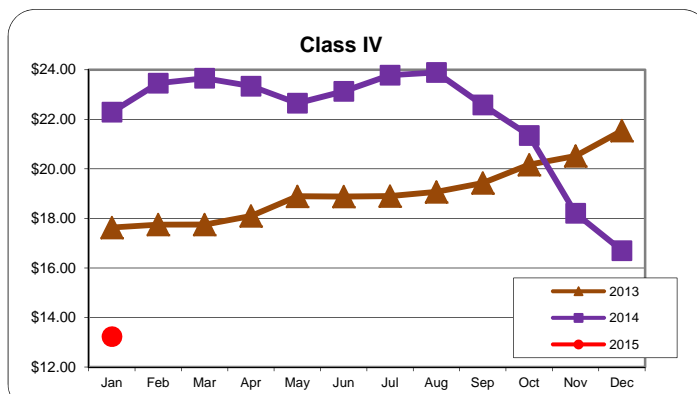
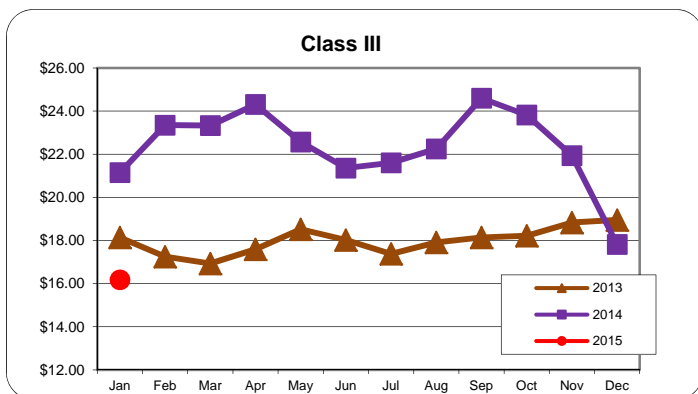
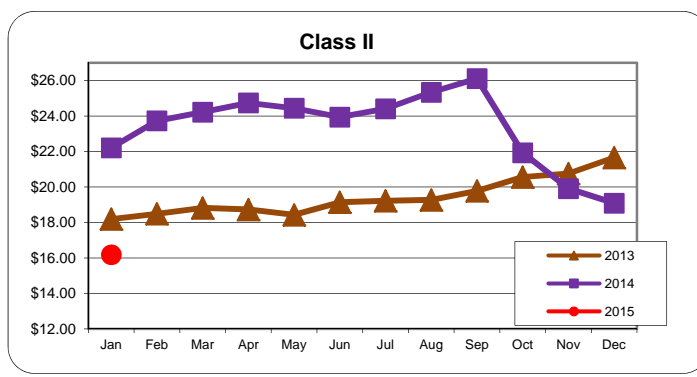
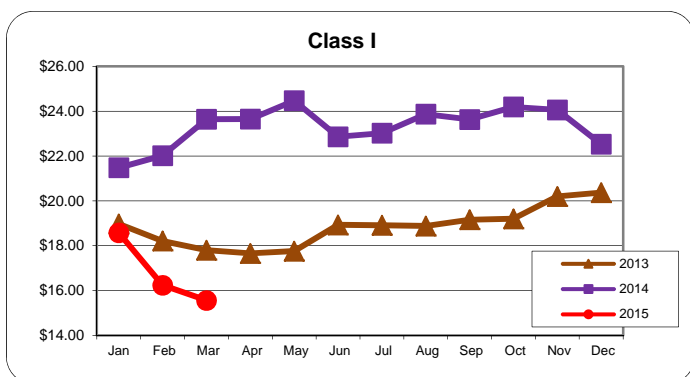
CLASS IV MILK PRICES (3.5%)

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](http://www.ams.usda.gov/DairyMarketingStatistics); then select "Prices"; and then select "Principal Pricing Points."



## INTERNATIONAL DAIRY MARKET NEWS - EUROPE

Information gathered February 9- 20, 2015

Prices are U.S. \$/MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

**WESTERN OVERVIEW:** Seasonal increases in milk production are weaker in some of the major milk producing regions of Western Europe. The likelihood of levee payments for exceeding quota levels is the cause for the weaker trend. This change in milk production has resulted in the expectation of tighter supplies for butter, SMP, and WMP. Price increases for most dairy commodities in Oceania lend support to the firm market undertones in most European dairy markets. The weaker euro exchange rate continues to be a plus for export sales.

**BUTTER/BUTTEROIL:** Prices moved significantly higher on both ends of the range. Demand for butter is active on the domestic market. Easter falls early this year, April 5, and domestic buyers are submitting or will submit their holiday orders soon. Some buyers are concerned that supplies will be tight for the upcoming holiday as milk volumes are running consistently weaker in many areas. The sharp increase in prices has slowed export interest with many buyers delaying purchases to assess market conditions. Some potential buyers are seeking longer term agreements beyond April, but agreeing on price with sellers will be a difficulty in the upcoming negotiations. PSA stock levels through February 8 amounted to 35,565 MT. The Netherlands and Ireland make up 68.8% of the supplies held in PSA. Butteroil prices are mostly above Oceania prices and limit new buyer interest. Current production is focused on covering domestic and export commitments.

82% BUTTERFAT:	3,525 - 3,975
99% BUTTERFAT:	4,100 - 4,625

**SKIM MILK POWDER (SMP):** Prices moved higher this reporting period as the perception of the global supply situation has declined. Export demand is mixed with some buyers willing to hold off purchases for a better understanding of market conditions. Other buyers are interested in securing contracts for Q2 and further out. Freshly made SMP is bringing a price premium for orders requiring date specific requirements. The development of weaker milk production volumes in various regions in the EU and the resulting slowdown in drying schedules lends support to the market's firm undertone. PSA stock levels through February 8 amounted to 20,531 MT with Germany accounting for 48.9% of the volume in storage.

1.25% BUTTERFAT:	2,325 - 2,675
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**WHOLE MILK POWDER (WMP):** Prices moved significantly higher reflecting the strength of cream and butter prices and also due to the increases in the Oceania WMP market. The stronger market has caused some manufacturers to consider

expanding production schedules. A majority of the market activity deals with domestic transactions. Export interest is steady and focused on repeat customers.

26% BUTTERFAT:	2,800 - 3,200
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**SWEET WHEY POWDER:** Prices moved marginally lower this reporting period. Export demand is steady with recent weeks, but experiencing increased competition from other global sources. Whey concentrate volumes are increasing as additional milk is being channeled to cheese production as cheese makers rebuild supplies and aging programs. What effect the increased whey concentrate volumes will have on sweet dry whey production is undetermined. General consensus among contacts is that most of the additional volumes will go to whey protein concentrate production, rather than sweet dry whey.

NONHYGROSCOPIC:	975 - 1,200
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**EASTERN OVERVIEW:** Eastern European milk production is increasing, but at a slower rate in some countries. In 2014, Poland, Romania and the Baltic states saw some of the largest year over year percentage increases throughout Europe. Poland produced over 10 million MT of milk in 2014. This was the highest level of production since 1990. Current production increases are weakening in Poland, Estonia and Latvia as producers in those countries near quota levels and the possibility of levee payments. Lower milk prices paid to producers have also contributed to the weaker production trend in those countries.

**Exchange rates for selected foreign currencies:  
February 16, 2015**

.1152 Argentina Peso	.0084 Japan Yen
.7774 Australian Dollar	.0670 Mexican Peso
.8021 Canadian Dollar	.7502 New Zealand Dollar
1.1356 Euro	.2718 Poland Zloty
.0161 India Rupee	

To compare the value of 1 US Dollar to Mexican Pesos:  
(1/.0670) = 14.9254 Mexican Pesos. Source: "Wall Street Journal"

## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered February 9 - 20, 2015

Prices are U.S. \$/MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

**AUSTRALIAN** milk production is near the seasonal low point. Some estimates of current milk production volumes have Australia just above year ago levels. The hay market saw light trading and steady prices. A number of cooperatives updated their farmgate milk prices with most cooperatives holding steady, while a few shifted marginally lower. Cooler weather conditions across Southern Australia has extended pasture utilization and delayed forage purchases for some producers. A small but increasing number of Australian dairy companies are seizing the opportunity to export fresh pasteurized milk to China. Australia reports dairy product exports for the July-December period totaling 370.4 thousand MT, up 1.8% from a year ago. Various dairy product export changes compared to the same period last year are: butter, -21.3%; butter oil, +0.9%; cheddar, -12.7%; SMP, +33.8%; WMP, -33.1% and whey products -4.6%. The total value of exports for the July-December period was down 11.7%. The expectation of reduced dairy commodity supplies out of **NEW ZEALAND** is the predominate force supporting higher prices in the dairy markets this reporting period. The New Zealand government has officially declared the South Island as being in a state of drought. The official declaration opens the way for governmental assistance to those producers in the affected areas. Conditions on the North Island are not as dry, but milk production continues to decline. Dairy commodity supplies are adequate to cover current commitments, but manufacturers are keeping a close eye on production levels and stocks to prevent being over committed. December milk production as reported by DCANZ was 2.809 million MT, up 3.3% from December 2013 and 8.2% higher than the level two years ago. December milksolids reflected a 4.6% increase compared to December 2013. At the February 17 GDT event #134, average prices ranged from 1.1% higher to 16.8% higher from the prior event across categories. The all contracts price averages (US\$ per MT) and percent changes from the previous average are: anhydrous milk fat, \$4,314 +6.4%; butter, \$3,823 +1.1%; buttermilk powder, \$2,674 +1.9%; cheddar cheese, \$3,054 +16.8%; lactose, n.a.; rennet casein, \$8,897 +1.2%; skim milk powder, \$2,744 +5.7%; sweet whey powder, n.a.; and whole milk powder, \$3,272 +13.7%.

**BUTTER:** Prices for butter moved substantially higher over market concerns regarding the possibility of reduced supplies. Demand for butter has increased as buyers are anxious to purchase ahead of possible future price increases. Available export supplies out of Oceania are primarily out of New Zealand. Australian supplies are tight with some manufacturers having committed stocks through Q2 and a few marginally oversold. Butteroil production remains restricted, due to good demand for cream and cream based products. Some increased demand is being noted as butter prices have climbed to a level where buyers from some countries find it more economical to purchase butteroil. At the February 17 GDT event #134, NZ butter averaged \$3,795/MT for April contracts, -1.6% from the prior event. Butter for all regions and contracting periods averaged \$3,823/MT,

+1.1%. New Zealand AMF prices averaged \$4,281/MT for April contracts, +6.3% from the prior event. For all contracting periods, the AMF price average was \$4,314/MT, +6.4%.

82% BUTTERFAT: 3,600 - 4,100

**SKIM MILK POWDER (SMP):** Skim milk prices moved higher this period. Demand has increased with buyer concerns over the possibility of reduced supplies coming out of Oceania. Some buyers are attempting to lock in purchases prior to possible future price increases. U.S. West Coast port disruptions have added to demand interest with some buyers looking for spot sales to cover delivery delays. Supplies in Oceania are more than adequate to cover current commitments. At the February 17 GDT event 134, SMP for all regions and contracting periods averaged \$2,744 per MT, +5.7%. For trading in contract period 2, April, prices averaged \$2,550 for NZ sourced medium heat product, up \$95 from the prior event.

1.25% BUTTERFAT: 2,500 - 2,900

**CHEDDAR CHEESE:** Cheddar prices held steady this reporting period. Fairly tight supplies in Australia are limiting volumes available for export with domestic prices above export levels. Supplies are available in New Zealand. Cheddar has seen some production increases in recent weeks, due to favorable returns. The weaker currencies in Australian and New Zealand supports the market's firm undertone.

39% MAXIMUM MOISTURE: 3,400 - 4,000

**WHOLE MILK POWDER (WMP):** Prices firmed significantly again this period as most buyers perceive supplies tightening in New Zealand. Demand has increased as buyers are attempting to secure loads ahead of possible future price increases. Demand from China is consistent with levels experienced over the last number of weeks. Whole milk powder supplies are more readily available from New Zealand rather than Australia. At the February 17 GDT event 134, the WMP pricing index, across all contracting periods, averaged \$3,272 per MT, up 13.7% compared to the prior event. For contract periods 2 and 3, April and May, NZ regular WMP averaged \$3,210 and \$3,230 per MT.

26% BUTTERFAT: 2,900 - 3,500

## INTERNATIONAL DAIRY MARKET NEWS

US\$/MT	Global/Dairy Trading (gDT) Event 134 Recap - February 17, 2015													
	Contract 1		Contract 2		Contract 3		Contract 4		Contract 5		Contract 6		All Contracts	
	Mar-15		Apr-15		May-15		Jun-15		Jul-15		Aug-15			
Anhydrous Milk Fat	n.a.		\$4,281	6.3%	\$4,326	6.4%	\$4,335	6.5%	\$4,359	7.0%	\$4,388	5.5%	\$4,314	6.4%
Butter	n.a.		\$3,795	-1.6%	\$3,826	1.2%	\$3,835	5.4%	\$3,940	5.2%	n.a.		\$3,823	1.1%
Buttermilk Powder	n.a.		\$2,675	2.9%	\$2,670	-0.6%	n.a.		n.a.		n.a.		\$2,674	1.9%
Cheddar	n.a.		\$2,997	16.3%	\$3,064	16.0%	\$3,111	18.0%	n.a.		n.a.		\$3,054	16.8%
Lactose	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.	
Rennet Casein	n.a.		\$8,902	0.1%	\$8,902	1.1%	\$8,884	2.8%	n.a.		n.a.		\$8,897	1.2%
Skim Milk Powder	n.a.		\$2,719	6.0%	\$2,761	5.5%	\$2,706	5.0%	\$2,848	6.9%	\$2,842	6.0%	\$2,744	5.7%
Sweet Whey Powder	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.	
Whole Milk Powder	n.a.		\$3,242	13.0%	\$3,262	13.9%	\$3,244	12.1%	\$3,342	15.3%	\$3,412	18.0%	\$3,272	13.7%

Average price US\$/MT and % change in indices from previous event.

US\$/Pound	Global/Dairy Trading (gDT) Event 134 Recap - February 17, 2015												
	Contract 1		Contract 2		Contract 3		Contract 4		Contract 5		Contract 6		All Contracts
	Mar-15		Apr-15		May-15		Jun-15		Jul-15		Aug-15		
Anhydrous Milk Fat	n.a.	\$1.9418	6.3%	\$1.9623	6.4%	\$1.9663	6.5%	\$1.9772	7.0%	\$1.9904	5.5%	\$1.9568	6.4%
Butter	n.a.	\$1.7214	-1.6%	\$1.7355	1.2%	\$1.7395	5.4%	\$1.7872	5.2%	n.a.		\$1.7341	1.1%
Buttermilk Powder	n.a.	\$1.2134	2.9%	\$1.2111	-0.6%	n.a.		n.a.		n.a.		\$1.2129	1.9%
Cheddar	n.a.	\$1.3594	16.3%	\$1.3898	16.0%	\$1.4111	18.0%	n.a.		n.a.		\$1.3853	16.8%
Lactose	n.a.	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.	
Rennet Casein	n.a.	\$4.0379	0.1%	\$4.0379	1.1%	\$4.0298	2.8%	n.a.		n.a.		\$4.0357	1.2%
Skim Milk Powder	n.a.	\$1.2333	6.0%	\$1.2524	5.5%	\$1.2274	5.0%	\$1.2918	6.9%	\$1.2891	6.0%	\$1.2447	5.7%
Sweet Whey Powder	n.a.	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.	
Whole Milk Powder	n.a.	\$1.4706	13.0%	\$1.4796	13.9%	\$1.4715	12.1%	\$1.5159	15.3%	\$1.5477	18.0%	\$1.4842	13.7%

Average price US\$/pound and % change from previous event.



**CME GROUP, INC FUTURES**  
Selected settling prices, (open interest)

Month	02/05	02/06	02/09	02/10	02/11	02/12	02/13	02/16	02/17	02/18
<b>CLASS III MILK FUTURES</b> (Pit-Traded) (\$/cwt)										
FEB 15	15.77 (5900)	15.88 (6068)	15.78 (5977)	15.75 (5905)	15.75 (5876)	15.80 (5746)	15.73 (5659)	NO TRADING	15.74 (5600)	15.74 (5593)
MAR 15	15.76 (5729)	16.00 (5761)	15.51 (5887)	15.11 (5956)	15.11 (5957)	15.57 (5984)	15.52 (5988)		16.13 (6019)	16.10 (5921)
APR 15	15.65 (5120)	15.91 (5234)	15.46 (5296)	15.00 (5423)	15.02 (5449)	15.43 (5429)	15.20 (5457)		15.79 (5485)	15.94 (5474)
MAY 15	15.77 (4658)	15.93 (4725)	15.49 (4805)	15.22 (4912)	15.30 (4938)	15.71 (4954)	15.44 (4964)		15.96 (4988)	16.15 (5001)
JUN 15	16.06 (4447)	16.25 (4542)	15.90 (4712)	15.63 (4717)	15.74 (4732)	16.10 (4728)	15.97 (4742)		16.53 (4782)	16.71 (4782)
JUL 15	16.58 (3470)	16.75 (3504)	16.45 (3547)	16.31 (3672)	16.45 (3665)	16.67 (3645)	16.67 (3633)		17.12 (3646)	17.25 (3655)
AUG 15	16.96 (3011)	17.10 (3008)	16.95 (3041)	16.86 (3059)	16.99 (3064)	17.16 (3061)	17.16 (3059)		17.54 (3086)	17.67 (3084)
SEP 15	17.09 (2871)	17.16 (2868)	17.09 (2888)	16.96 (2881)	17.05 (2883)	17.14 (2883)	17.22 (2891)		17.59 (2914)	17.72 (2938)
OCT 15	17.20 (2591)	17.28 (2589)	17.21 (2589)	17.15 (2598)	17.21 (2602)	17.27 (2604)	17.31 (2605)		17.59 (2647)	17.66 (2647)
NOV 15	16.98 (2445)	17.07 (2450)	17.05 (2459)	16.98 (2458)	17.04 (2461)	17.09 (2462)	17.16 (2473)		17.33 (2470)	17.45 (2478)
<b>CLASS IV MILK FUTURES</b> (Pit-Traded) (\$/cwt)										
FEB 15	14.75 (300)	14.69 (295)	14.45 (295)	14.45 (294)	14.45 (294)	14.25 (296)	14.25 (296)	NO TRADING	14.25 (296)	14.27 (296)
MAR 15	15.55 (358)	15.35 (354)	15.05 (355)	15.05 (355)	15.11 (355)	15.11 (355)	15.15 (355)		15.50 (355)	15.85 (367)
APR 15	16.11 (337)	16.11 (337)	15.65 (338)	15.65 (337)	15.81 (342)	15.91 (343)	16.01 (342)		16.23 (342)	16.43 (350)
<b>CASH SETTLED BUTTER FUTURES</b> (Electronic-Traded) (¢/lb)										
FEB 15	181.50 (853)	175.55 (851)	173.03 (843)	175.55 (844)	173.50 (844)	171.00 (845)	170.25 (848)	NO TRADING	170.50 (848)	171.00 (848)
MAR 15	186.00 (905)	178.00 (906)	175.00 (904)	177.93 (893)	176.50 (889)	175.28 (889)	175.70 (889)		180.70 (887)	180.00 (889)
APR 15	185.75 (705)	181.25 (708)	177.53 (735)	180.95 (692)	179.00 (703)	179.00 (701)	179.65 (712)		181.50 (712)	182.38 (711)
<b>NONFAT DRY MILK FUTURES</b> (Pit-Traded) (¢/lb)										
FEB 15	105.50 (658)	106.75 (656)	106.00 (656)	106.00 (652)	107.00 (656)	107.00 (660)	107.03 (660)	NO TRADING	107.50 (660)	107.60 (662)
MAR 15	113.00 (699)	115.20 (686)	112.80 (686)	112.80 (688)	114.55 (687)	114.75 (687)	117.00 (689)		117.10 (689)	121.10 (691)
APR 15	120.50 (623)	123.00 (627)	120.00 (630)	119.00 (638)	121.50 (641)	122.25 (637)	123.00 (648)		124.03 (649)	127.00 (669)
<b>WHEY</b> (Electronic-Traded) (¢/lb)										
FEB 15	54.08 (798)	54.75 (776)	55.00 (769)	54.75 (752)	54.50 (747)	54.33 (721)	54.65 (705)	NO TRADING	54.65 (701)	54.65 (701)
MAR 15	47.43 (893)	48.50 (891)	47.00 (894)	48.00 (900)	47.68 (895)	49.00 (891)	49.00 (889)		50.00 (878)	49.50 (883)
APR 15	43.75 (811)	45.75 (812)	44.50 (814)	45.00 (821)	44.00 (818)	45.00 (813)	45.40 (812)		45.58 (817)	45.58 (816)
<b>CHEESE CSC</b> (Electronic-Traded) (\$/lb)										
FEB 15	1.55 (4340)	1.56 (4276)	1.55 (4289)	1.55 (4294)	1.55 (4299)	1.56 (4361)	1.55 (4367)	NO TRADING	1.56 (4380)	1.55 (4369)
MAR 15	1.59 (4599)	1.61 (4610)	1.58 (4661)	1.52 (4579)	1.53 (4686)	1.57 (4727)	1.57 (4748)		1.62 (4757)	1.61 (4759)
APR 15	1.60 (4132)	1.62 (4137)	1.59 (4155)	1.53 (4161)	1.54 (4177)	1.57 (4169)	1.56 (4164)		1.60 (4170)	1.62 (4148)
MAY 15	1.63 (3856)	1.63 (3864)	1.61 (3873)	1.58 (3923)	1.58 (3947)	1.62 (3949)	1.59 (3952)		1.63 (3948)	1.65 (3949)
JUN 15	1.67 (3783)	1.68 (3784)	1.66 (3801)	1.64 (3802)	1.65 (3807)	1.67 (3807)	1.66 (3809)		1.71 (3814)	1.72 (3801)
JUL 15	1.72 (2870)	1.73 (2869)	1.72 (2882)	1.71 (2916)	1.72 (2916)	1.73 (2919)	1.73 (2922)		1.75 (2912)	1.77 (2905)

Source: <http://www.cmegroup.com/market-data/daily-bulletin.html>

### MAILBOX MILK PRICES FOR SELECTED REPORTING AREAS IN FEDERAL MILK ORDERS AND CALIFORNIA, NOVEMBER 2014, WITH COMPARISONS

In November 2014, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$22.46 per cwt, down \$2.42 from the October 2014 average, but up \$0.81 per cwt from the November 2013 average. The component tests of producer milk in November 2014 were: butterfat, 3.86%; protein, 3.21%; and other solids, 5.73%. When compared to the previous month, the November Mailbox prices decreased in all Federal milk order reporting areas with a simple average decrease of \$2.13/cwt. Minnesota experienced the greatest decrease of \$4.22/cwt. Mailbox prices in November 2014 ranged from \$26.43 in Florida to \$20.80 in New Mexico.

Reporting Area <u>1/</u>	Mailbox Milk Price <u>2/</u>		
	November 2013	October 2014	November 2014
	Dollars per hundredweight		
New England States <u>3/</u>	23.14	25.80	24.06
New York	22.11	24.85	23.00
Eastern Pennsylvania <u>4/</u>	22.21	24.85	22.99
Appalachian States <u>5/</u>	23.14	26.11	24.58
Southeast States <u>6/</u>	23.50	26.79	25.11
Southern Missouri <u>7/</u>	22.45	26.44	24.69
Florida	24.57	28.10	26.43
Western Pennsylvania <u>8/</u>	22.05	25.24	22.99
Ohio	22.06	24.88	23.00
Indiana	21.47	24.31	22.42
Michigan	21.24	23.69	22.04
Wisconsin	21.50	25.76	21.82
Minnesota	21.39	25.91	21.69
Iowa	21.87	25.55	23.10
Illinois	21.98	26.00	23.28
Corn Belt States <u>9/</u>	20.92	23.88	22.21
Western Texas <u>10/</u>	20.70	23.65	21.87
New Mexico	19.61	22.59	20.80
Northwest States <u>11/</u>	21.45	24.04	21.81
All Federal Order Areas <u>12/</u>	21.65	24.88	22.46
California <u>13/</u>	19.94	22.66	20.26

1/ Areas for which prices are reported for at least 75% of the milk marketed under Federal milk orders. 2/ Net pay prices received by dairy farmers for milk. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are weighted averages of the prices reported for all orders receiving milk from the reporting area and are reported at the average butterfat tests. Prices include, for the most part, the assessment under the Cooperatives Working Together (CWT) program. 3/ Includes Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont. 4/ Includes all counties to the east of those listed in 8/. 5/ Includes Kentucky, North Carolina, South Carolina, Tennessee, and Virginia. 6/ Includes Alabama, Arkansas, Georgia, Louisiana, and Mississippi. 7/ Includes the counties Vernon, Cedar, Polk, Dallas, Laclede, Texas, Dent, Crawford, Washington, St. Francois, and Perry, and all those to the south of these. 8/ The counties of Warren, Elk, Clearfield, Indiana, Westmoreland, and Fayette, and all those counties to the west of these. 9/ Includes Kansas, Nebraska, and the Missouri counties to the north of those listed in 7/. 10/ Includes all counties to the west of Fanin, Hunt, Van Zandt, Henderson, Houston, Cherokee, Nacogdoches, and Shelby. 11/ Includes Oregon and Washington. 12/ Weighted average of prices for all selected reporting areas. 13/ Calculated by California Department of Food and Agriculture, and published at <http://cdfa.ca.gov/dairy/uploader/docs/MailBox%20Data%202014.pdf>  
Report Contact: Lorie Warren, [lorie.warren@ams.usda.gov](mailto:lorie.warren@ams.usda.gov) or 202-720-4405

## FEDERAL MILK ORDER ADVANCE PRICES, MARCH

**Base Class I Price:** Under the Federal milk order pricing system, the base Class I price for March 2015 is \$15.56 per cwt. This price is derived from the advanced Class III skim milk pricing factor of \$9.59 and the advanced butterfat pricing factor of \$1.8008. A Class I differential for each order's principal pricing point (county) is added to the base price to determine the Class I Price

**Comparison to Previous Month:** The base Class I price decreased \$0.68 per cwt when compared to the previous month of February 2015. For selected consumer products, the price changes are: whole milk (3.25% milk fat), -\$0.71 per cwt, -\$0.061 per gallon; reduced fat milk (2%), -\$0.89 per cwt, -\$0.077 per gallon; fat-free (skim milk), -\$1.10 per cwt, -\$0.095 per gallon.

**Class II Price Information:** The advanced Class IV skim milk pricing factor is \$7.61. Thus, the Class II skim milk price for March 2015 is \$8.31 per cwt, and the Class II nonfat solids price is \$0.9233.

**Product Price Averages:** The two-week product price averages for March 2015 are: butter \$1.6585, nonfat dry milk \$1.0213, cheese \$1.5408 and dry whey \$0.5415.

FEDERAL MILK ORDER CLASS I PRICE INFORMATION <sup>1/ 2/</sup>				
Federal Milk Order Marketing Area <sup>3/</sup>	Order Number	March 2015		
		Class I Price (3.5%)	Class I Skim Milk Price	Class I Butterfat Price
		<u>\$ per cwt.</u>	<u>\$ per cwt.</u>	<u>\$ per pound</u>
Northeast (Boston) <sup>4/</sup>	001	19.49	14.01	1.7044
Appalachian (Charlotte) <sup>5/</sup>	005	19.64	14.16	1.7059
Florida (Tampa) <sup>6/</sup>	006	21.64	16.16	1.7259
Southeast (Atlanta) <sup>7/</sup>	007	20.04	14.56	1.7099
Upper Midwest (Chicago) <sup>8/</sup>	030	18.04	12.56	1.6899
Central (Kansas City) <sup>9/</sup>	032	18.24	12.76	1.6919
Mideast (Cleveland) <sup>10/</sup>	033	18.24	12.76	1.6919
Pacific Northwest (Seattle) <sup>11/</sup>	124	18.14	12.66	1.6909
Southwest (Dallas) <sup>12/</sup>	126	19.24	13.76	1.7019
Arizona (Phoenix)	131	18.59	13.11	1.6954
All-Market Average		19.13	13.65	1.7008

<sup>1/</sup> To convert the Class I price per 100 pounds to the Class I price per gallon, divide by 11.63 - the approximate number of gallons in 100 pounds of milk.

<sup>2/</sup> Note: The mandatory \$0.20 per cwt. processor assessment under the Fluid Milk Promotion Order is not included in the Class I prices shown on this table.

<sup>3/</sup> Names in parentheses are the major city in the principal pricing point of the markets.

<sup>4/</sup> Class I prices at other cities are: New York City, minus \$0.10; Philadelphia, minus \$0.20; Baltimore, minus \$0.25, and Washington, DC, minus \$0.25.

<sup>5/</sup> Class I prices at other cities are: Knoxville, minus \$0.20 and Louisville, minus \$1.10.

<sup>6/</sup> Class I prices at other cities are: Orlando, same; Miami, plus \$0.60; and Jacksonville, minus \$0.40.

<sup>7/</sup> Class I prices at other cities are: New Orleans, same; Memphis, minus \$0.90; Nashville, minus \$0.90; and Springfield, MO, minus \$1.40.

<sup>8/</sup> Class I prices at other cities are: Milwaukee, minus \$0.05; and Minneapolis, minus \$0.10.

<sup>9/</sup> Class I prices at other cities are: Des Moines, minus \$0.20; Omaha, minus \$0.15; Oklahoma City, plus \$0.60; St. Louis, same; and Denver, plus \$0.55.

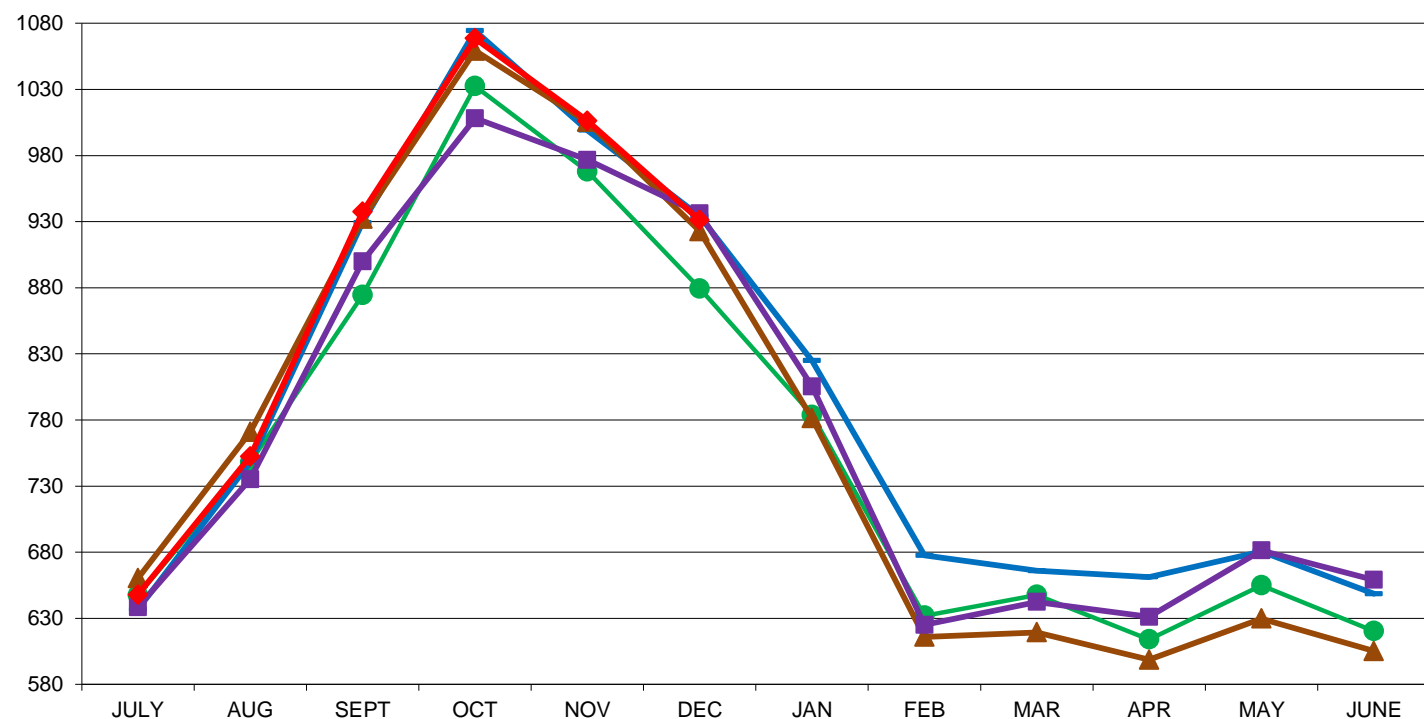
<sup>10/</sup> Class I prices at other cities are: Indianapolis, same; Cincinnati, plus \$0.20; Pittsburgh, plus \$0.10; and Detroit, minus \$0.20.

<sup>11/</sup> Class I prices at other cities are: Portland, same; and Spokane, same.

<sup>12/</sup> Class I prices at other cities are: Houston, plus \$0.60; San Antonio, plus \$0.45; Albuquerque, minus \$0.65; and El Paso, minus \$0.75.

MILLION LITRES

## MONTHLY AUSTRALIAN MILK PRODUCTION

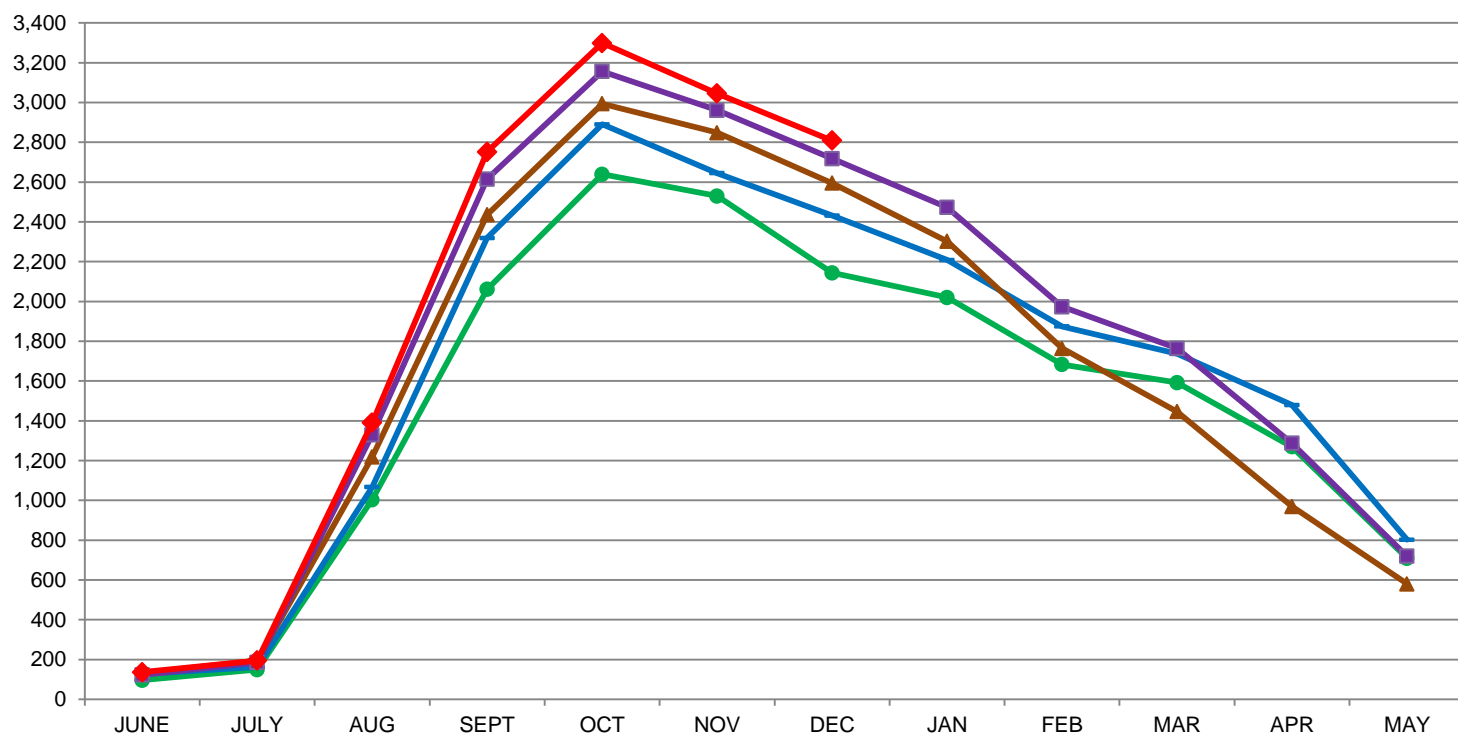


DATA SOURCE, DAIRY AUSTRALIA LTD.; GRAPH, USDA, AMS, DMN

—●— 2010-11
 —■— 2011-12
 —▲— 2012-13
 —■— 2013-14
 —◆— 2014-15

## MONTHLY NEW ZEALAND MILK PRODUCTION

1,000 MT

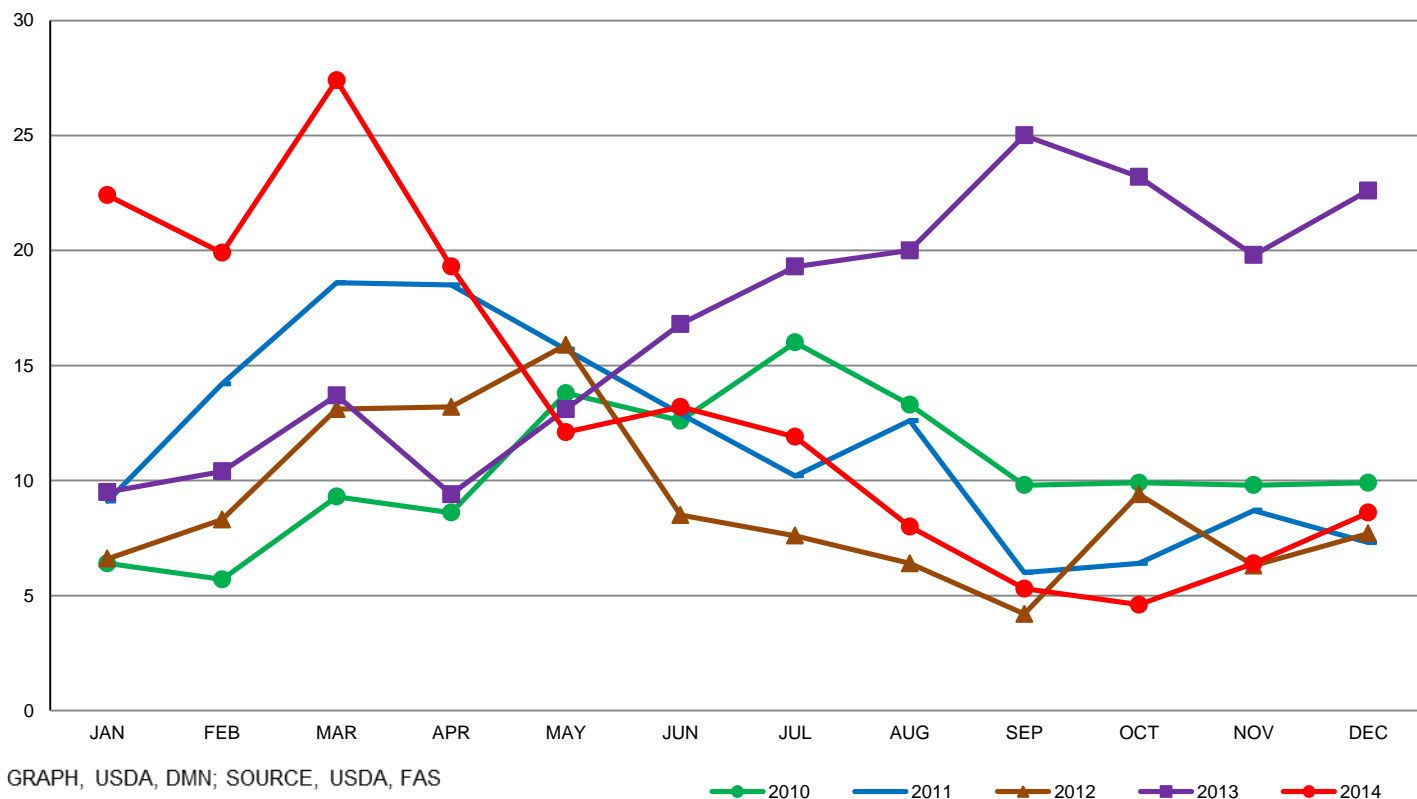


DATA SOURCE, DCANZ; GRAPH, USDA, AMS, DMN

—●— 2010-11
 —■— 2011-12
 —▲— 2012-13
 —■— 2013-14
 —◆— 2014-15

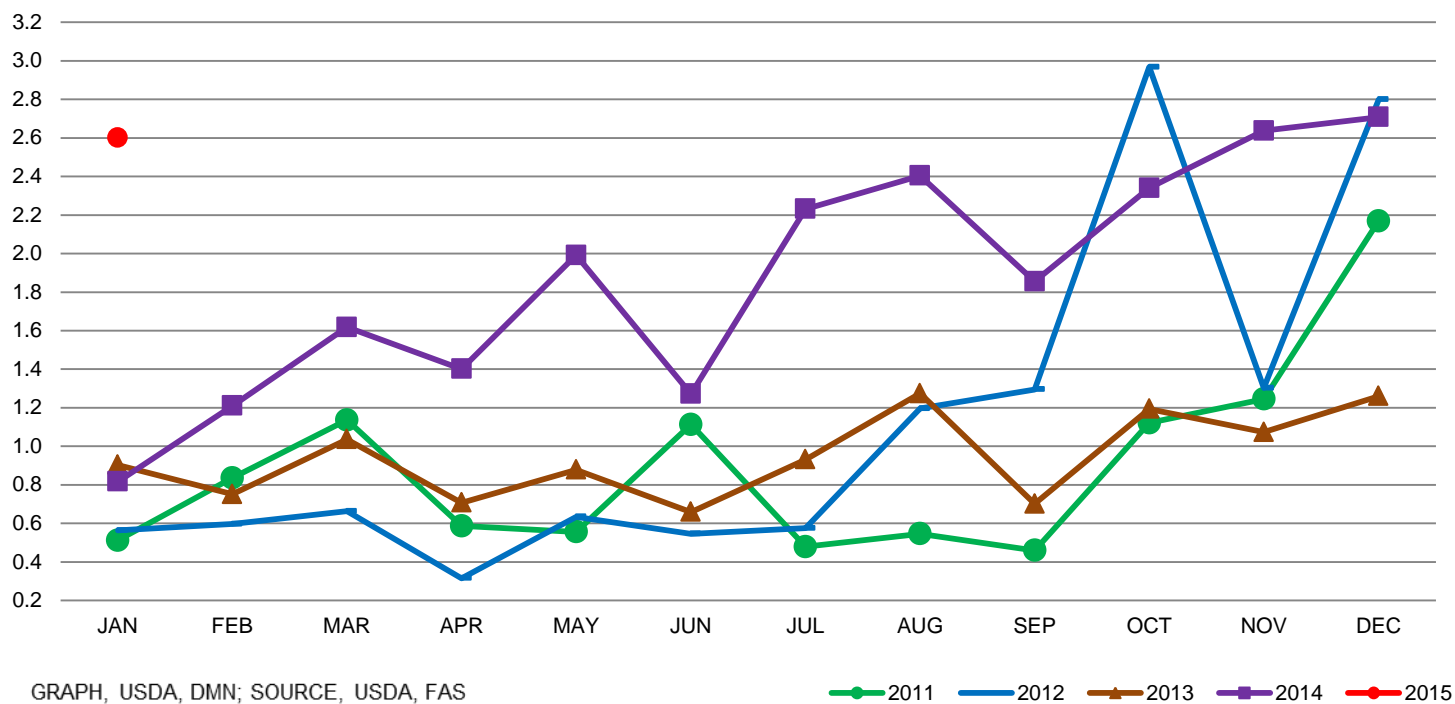
## U.S. BUTTER AND MILKFAT EXPORTS

MILLION POUNDS



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

MILLION POUNDS







## Dairy Market News Branch

Agricultural  
Marketing  
Service

# 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 7

Issued Weekly

Friday, February 20, 2015

### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 02/20/2015 to 02/26/2015

National ad volumes for conventional dairy products are up 7% from last week while ads for organic dairy products are up 61%. Ad numbers for 16 oz. sour cream are up by 262%, 16 oz. cottage cheese ads increased 77%, and 1 # butter ads increased 29%.

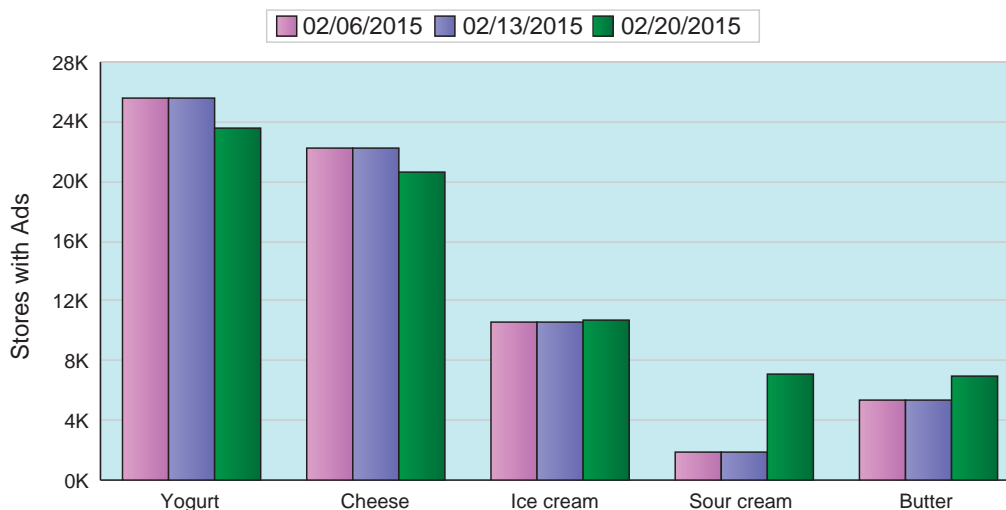
The national average advertised price for sour cream 16 ounce was \$1.66, down 6 cents from one week ago but up 4 cents from one year ago. Cottage cheese in 16 ounce containers has an average price of \$1.84, down 40 cents from one week ago and 20 cents lower than one year ago. Finally, 1# butter, with an average price of \$3.18, is down 44 cents from the prior week but up 61 cents from one year ago.

Greek 4-6 ounce yogurt ad volume is the highest ad volume of all other categories and sizes of yogurt. The average price of 4-6 ounce Greek yogurt, \$1.00, is up 3 cents from last week and up 6 cents from one year ago. Ads for 4-6 ounce yogurt have an average price of 51 cents, up 1 cent from last week and from one year ago.

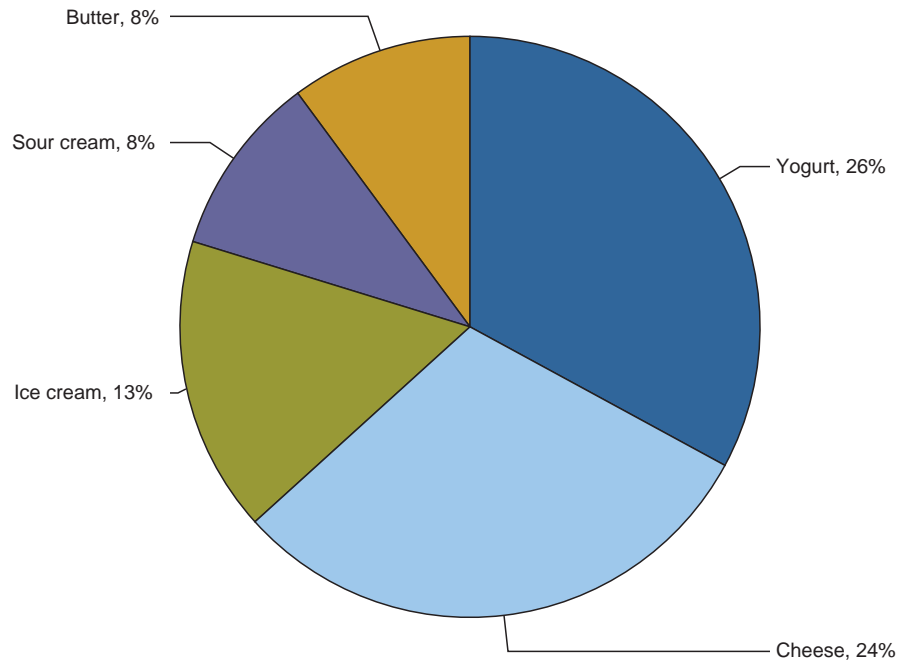
The U.S. average price for 8 ounce cheese blocks, \$2.64, is 28 cents higher than one week ago, and 32 cents higher than a year ago, while 8 ounce shredded cheese at \$2.46 is down 1 cent from one week ago, but up 6 cents from one year ago.

The organic - conventional half gallon milk price spread is \$1.70, up \$0.06 from last week. The price spread is the difference between the national weighted average conventional milk price for half gallons, \$2.01, up 9 cents, and the average for organic half gallon milk, \$3.71, up from \$3.56.

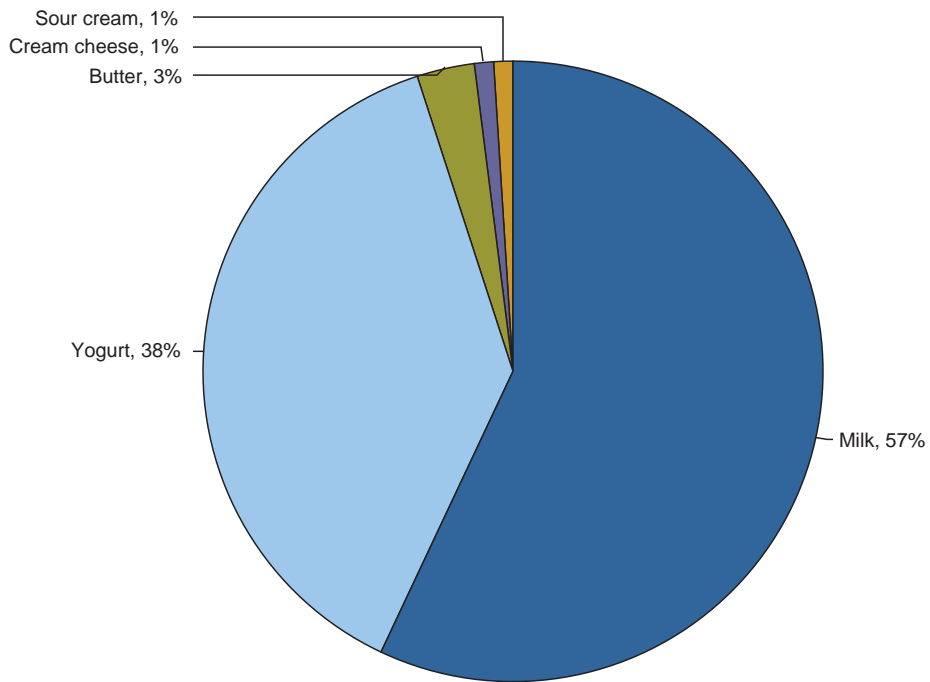
Top 5 Commodities Featured



### 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 #	6892	3.18	5337	3.62	4043	2.57
Cheese	Natural Varieties	8 oz block	5840	2.64	6986	2.36	5115	2.32
Cheese	Natural Varieties	1 # block	1888	4.13	1340	3.81	2126	3.68
Cheese	Natural Varieties	2 # block	1557	7.86	1295	8.07	1627	6.77
Cheese	Natural Varieties	8 oz shred	9954	2.46	11188	2.47	8005	2.40
Cheese	Natural Varieties	1 # shred	1445	3.91	1460	3.98	1201	3.91
Cottage cheese		16 oz	2934	1.84	1654	2.24	2804	2.04
Cream cheese		8 oz	4192	1.94	4168	2.19	3669	1.22
Flavored milk	All fat tests	half gallon	278	2.50	200	2.63	857	2.63
Flavored milk	All fat tests	gallon	769	2.69	357	3.99	50	3.99
Ice cream		48-64oz	10658	3.28	10584	3.22	11176	3.13
Milk	All fat tests	half gallon	1132	2.01	396	1.92	243	1.98
Milk	All fat tests	gallon	2963	2.71	2368	3.44	623	2.99
Sour cream		16 oz	6978	1.66	1927	1.72	4612	1.62
Yogurt	Greek	4-6 oz	12410	1.00	12436	.97	13811	.94
Yogurt	Greek	32 oz	1876	4.70	1015	5.19	1171	4.84
Yogurt	Yogurt	4-6 oz	6831	.51	10550	.50	5591	.50
Yogurt	Yogurt	32 oz	617	2.28	549	2.41	1113	3.12

## 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 #	2.00-3.99	1292	2.91	2.99-3.50	2154	3.25	2.99-3.99	844	3.20
Cheese	Natural Varieties	8 oz block	1.88-3.99	2290	2.54	2.00-3.99	2052	2.88	2.50	81	2.50
Cheese	Natural Varieties	1 # block	4.49-4.98	355	4.68	3.79	508	3.79	4.49	116	4.49
Cheese	Natural Varieties	8 oz shred	1.88-3.00	2256	2.38	2.00-3.00	2472	2.57	1.99-2.50	1137	2.28
Cheese	Natural Varieties	1 # shred	4.49	100	4.49	3.79	274	3.79	3.79-4.49	720	3.93
Cottage cheese		16 oz	1.66-3.00	942	2.30	1.00-2.29	572	1.44	1.00-2.29	715	1.99
Cream cheese		8 oz	1.25-2.50	1622	1.90	1.25-2.39	1575	1.92	1.33-2.00	417	1.63
Flavored milk	All fat tests	half gallon	2.50	209	2.50				2.50	69	2.50
Flavored milk	All fat tests	gallon							3.00-3.99	418	3.28
Ice cream		48-64oz	1.50-3.99	3811	2.93	2.50-5.50	2199	3.29	1.69-3.99	1315	3.08
Milk	All fat tests	half gallon	2.50	209	2.50				1.00-2.09	603	1.47
Milk	All fat tests	gallon	3.49	62	3.49	2.59	90	2.59	2.50-3.99	286	3.14
Sour cream		16 oz	1.29-2.19	1584	1.79	1.00-2.19	3373	1.70	1.00-1.89	757	1.26
Yogurt	Greek	4-6 oz	0.88-1.25	2610	1.03	1.00	3185	1.00	0.75-1.25	1954	1.00
Yogurt	Greek	32 oz	3.99-4.49	366	4.41				4.29-6.49	242	5.41
Yogurt	Yogurt	4-6 oz	0.45-0.60	1855	.53	0.45-0.60	2758	.50	0.50-0.60	950	.51

Wtd Avg - Simple weighted average



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
Yogurt	Yogurt	32 oz	1.89-2.99	255	2.36	1.89	61	1.89	2.00	122	2.00

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 #	2.99-3.00	641	2.99	2.50-3.98	1255	3.37	2.99-3.50	706	3.27
Cheese	Natural Varieties	8 oz block	1.99-2.50	643	2.40	1.99-2.99	639	2.46	2.49-2.99	135	2.75
Cheese	Natural Varieties	1 # block	3.79	210	3.79	3.79	210	3.79	2.99-4.99	489	4.30
Cheese	Natural Varieties	2 # block	7.99-8.99	559	8.28	6.99-8.99	604	7.80	6.99-7.49	394	7.36
Cheese	Natural Varieties	8 oz shred	1.29-3.00	1891	2.30	1.99-3.00	1298	2.51	2.49-3.99	900	2.84
Cheese	Natural Varieties	1 # shred	3.79	351	3.79						
Cottage cheese		16 oz	1.00	210	1.00	1.00-2.50	269	1.52	1.25-1.99	226	1.59
Cream cheese		8 oz	1.69	74	1.69	2.50-2.99	200	2.84	1.49-2.50	304	2.18
Flavored milk	All fat tests	gallon	1.99	351	1.99						
Ice cream		48-64oz	2.99-5.99	963	3.96	2.99-4.99	1553	3.70	3.34-3.99	817	3.68
Milk	All fat tests	half gallon	1.79	74	1.79	2.99	246	2.99			
Milk	All fat tests	gallon	1.99-3.99	1033	2.68	1.99-3.99	1251	2.58	2.89	241	2.89
Sour cream		16 oz	1.00-1.99	566	1.45	1.00-2.79	406	1.95	1.25-1.89	292	1.55
Yogurt	Greek	4-6 oz	0.80-1.25	2125	.99	0.88-1.00	1347	.99	1.00	1189	1.00
Yogurt	Greek	32 oz	2.50-4.99	490	4.27	4.99	604	4.99	3.69-5.79	174	4.52
Yogurt	Yogurt	4-6 oz	0.29-0.69	384	.51	0.50-0.69	296	.58	0.50	588	.50
Yogurt	Yogurt	32 oz	2.50	118	2.50				2.50	61	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 #	118	4.99				
Cream cheese		8 oz	59	3.19				
Milk	All fat tests	half gallon	2405	3.71	305	3.56	849	3.80
Milk	All fat tests	gallon	221	6.98	1509	6.14	530	5.30
Sour cream		16 oz	59	4.49				
Yogurt	Greek	4-6 oz	1152	1.23	63	.99	1340	1.00
Yogurt	Greek	32 oz	528	6.56	928	6.53		
Yogurt	Yogurt	4-6 oz	59	.60	61	.99	609	.58

Wtd Avg - Simple weighted average



## 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
Cream cheese		8 oz	3.19	59	3.19						
Milk	All fat tests	half gallon							2.99-3.29	358	3.07
Milk	All fat tests	gallon	6.99	84	6.99						
Sour cream		16 oz	4.49	59	4.49						
Yogurt	Greek	4-6 oz	0.99-1.34	196	1.23						
Yogurt	Greek	32 oz				6.49	234	6.49	6.49	225	6.49
Yogurt	Yogurt	4-6 oz	0.60	59	.60						

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 #	4.99	118	4.99						
Milk	All fat tests	half gallon	2.99-3.99	445	3.33	2.79-4.99	951	4.14	2.99-4.49	651	3.68
Milk	All fat tests	gallon				6.98	137	6.98			
Yogurt	Greek	4-6 oz	0.99-1.25	177	1.16	1.25	490	1.25	1.25	289	1.25
Yogurt	Greek	32 oz							6.99	69	6.99

### 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

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