

NATIONAL DAIRY MARKET NEWS AT A GLANCE**CME GROUP CASH MARKETS (04/22)**

**BUTTER:** Grade AA closed at \$2.0300. The weekly average for Grade AA is \$2.0500 (-.0380).

**CHEESE:** Barrels closed at \$1.4250 and 40# blocks at \$1.4225. The weekly average for barrels is \$1.4280 (+.0060) and blocks, \$1.4280 (+.0030).

**NONFAT DRY MILK:** Grade A closed at \$.7500. The weekly average for Grade A is \$.7445 (+.0330).

**BUTTER HIGHLIGHTS:** Cream supplies for churning are readily available throughout the country. A few butter makers are buying the occasional load of spot cream to round out production. Churn operators report butter production is ongoing. Processing of print butter is active. However, most manufacturers are focusing production on bulk butter. Inventories are generally building into cold storage ahead of Q3 and Q4 customer needs. In the Central region, orders from retailers and food service perked up on a mixed market. In the West region consumer demand is stable, but has yet to decline much from the spring holidays. Bulk butter prices range 3 cents under the market to 9 cents above, based on the CME Group with various time frames and averages used. The Grade AA butter price at the CME Group on Friday closed at \$2.0300, down 4 cents from a week ago.

**CHEESE HIGHLIGHTS:** High levels of milk intakes are keeping cheese plants across the nation very active. Industry contacts in the Northeast report unbalanced demand and increasing cheddar stocks. However, building inventories don't seem to be stirring up much concern as domestic interest in retail and food service remains steady. Midwest cheese producers are running full schedules, causing storage facilities to fill quickly. Several industry contacts in the Central region report being content with cheese sales as products continue to move, although there are a few cheese producers who are having some difficulties moving cheese. Western manufacturers are moving cheese and in some cases, are even clearing some of their inventories. Regional contacts report that some second tier companies have sought out cheese to rebuild their stocks. This has temporarily helped relieve some inventory pressure in the Western region. In CME Group trading Friday, barrels closed at \$1.4250, up \$.0150 from last Friday and blocks closed at \$1.4225, down \$.0050 from last Friday.

**FLUID MILK:** Milk production across the country is steady to higher as spring weather prevails. Northeast manufacturers are managing farm level milk flow and report bottling at steady seasonal

levels. Southeast milk production is at the peak of spring flush. There is an increase in bottling orders throughout the area. Milk supplies in the Central region are steady to higher. However, as the temperature continues to rise in the South Central area, milk increases are slowing. Bottling demand is unchanged in the Central region. California milk production is fractionally higher. Bottling sales are mixed. Farm level milk outputs are slowing in Arizona due to heat stress from rising temperatures. Bottled milk orders are steady. Some processors continue to clear milk intakes from the Central region.

**DRY PRODUCTS:** Prices are steady to higher in the low/medium nonfat dry milk market this week. The market tone is unsettled and industry contacts in the Central region report lackluster interest outside of contracts. Prices for high heat are steady to higher in a quiet market. Dry buttermilk prices are lower in a weakening market. Inventories are steady to building and the market undertone is weak for dry whole milk. Demand for whey is softening but production is steady to higher in reaction to active cheese making. Sales are mixed and inventories are building. Prices are higher this week for WPC 34%. Inventories are committed and tight but demand is quiet outside of contracts. Whey protein concentrate 34% is offering a few outlets of opportunity to ask for prices at the top end of the price range. Weak NDM prices are causing some price pressures on WPC 34% as well. Lactose prices moved higher and demand is good. Inventories are committed and relatively tight. Some processors are pushing for spot prices above the mostly price series. Casein markets strengthened this week as production and buyer interest both picked up.

**ORGANIC DAIRY MARKET NEWS (DMN):** AMS reports total organic milk products sales for February 2016, 213 million pounds, were up 7.3% from February last year and up 5.6% January and February compared with the same two months of 2015. This represents the highest volumes of organic milk sales during February any of the years for which AMS has reported data, 2010-2016. Total organic milk sales for January and February also represent the highest volumes for those two months of any year 2010-2016. Total organic whole milk products sales for February 2016, 68 million pounds, were up 18.8% compared with February last year and up 16.0% January and February compared with the same two months of 2015. The U.S. weighted average advertised price of organic milk half gallons is

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NATIONAL RETAIL REPORT-DAIRY

**CME GROUP CASH TRADING**

| COMMODITY                  | MONDAY<br>APR 18     | TUESDAY<br>APR 19   | WEDNESDAY<br>APR 20  | THURSDAY<br>APR 21   | FRIDAY<br>APR 22     | ::<br>WEEKLY<br>CHANGE* | ::<br>WEEKLY<br>AVERAGE#   |
|----------------------------|----------------------|---------------------|----------------------|----------------------|----------------------|-------------------------|----------------------------|
| CHEESE<br>BARRELS          | \$1.4200<br>(+.0100) | \$1.4200<br>(N.C.)  | \$1.4500<br>(+.0300) | \$1.4250<br>(-.0250) | \$1.4250<br>(N.C.)   | ::<br>(+.0150)          | ::<br>\$1.4280<br>(+.0060) |
| 40# BLOCKS                 | \$1.4275<br>(N.C.)   | \$1.4275<br>(N.C.)  | \$1.4400<br>(+.0125) | \$1.4225<br>(-.0175) | \$1.4225<br>(N.C.)   | ::<br>(-.0050)          | ::<br>\$1.4280<br>(+.0030) |
| NONFAT DRY MILK<br>GRADE A | \$.7350<br>(+.0100)  | \$.7400<br>(+.0050) | \$.7475<br>(+.0075)  | \$.7500<br>(+.0025)  | \$.7500<br>(N.C.)    | ::<br>(+.0250)          | ::<br>\$.7445<br>(+.0330)  |
| BUTTER<br>GRADE AA         | \$2.0700<br>(N.C.)   | \$2.0700<br>(N.C.)  | \$2.0400<br>(-.0300) | \$2.0400<br>(N.C.)   | \$2.0300<br>(-.0100) | ::<br>(-.0400)          | ::<br>\$2.0500<br>(-.0380) |

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 international purposes. This data is available on the Internet at [WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY](http://WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY)

NATIONAL DAIRY MARKET NEWS AT A GLANCE**-CONTINUED FROM PAGE 1-**

\$4.13, up 8 cents from last week and up 38 cents from a year ago. Organic milk gallons have a U.S. weighted average advertised price of \$5.44, 77 cents below one year ago, but 47 cents above last week. The U.S. weighted average price of 8 ounce organic cheese blocks is \$3.29, down 69 cents from a year ago. The U.S. weighted average price of 8 ounce organic cheese shreds is \$3.49, down 51 cents from a year ago. Organic sour cream 16 ounces have a weighted average advertised price of \$3.07, up \$1.08 from last week.

**MAY FEDERAL MILK ORDER ADVANCE CLASS PRICES (FMMO):** Under the Federal milk order pricing system, the base Class I price for May 2016 is \$13.70 per cwt. This price is derived from the advanced Class III skim milk pricing factor of \$6.12 and the advanced butterfat pricing factor of \$2.2255. 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 \$0.04 per cwt when compared to the previous month of April 2016. For selected consumer products, the price changes are: whole milk (3.25% milk fat), -\$0.05 per cwt, -\$0.004 per gallon; reduced fat milk (2%), -\$0.07 per cwt, -\$0.006 per gallon; fat-free (skim milk), -\$0.09 per cwt, -\$0.008 per gallon. The advanced Class IV skim milk pricing factor is \$5.01. Thus, the Class II skim milk price for May 2016 is \$5.71 per cwt, and the Class II nonfat solids price is \$0.6344. The two-week product price averages for May 2016 are: butter \$2.0092, nonfat dry milk \$0.7298, cheese \$1.5119 and dry whey \$0.2465.

**MARCH MILK PRODUCTION (NASS):** Milk production in the 23 major states during March totaled 170.2 billion pounds, up 1.8 percent from March 2015. Production per cow in the 23 major states averaged 1,993 pounds for March, 31 pounds above March 2015. This is the highest production per cow for the month of March since the 23 states series began in 2003. The number of milk cows on farms in the 23 major states was 8.64 million head, 19,000 head more than March 2015, and 9,000 head more than February 2016.

**JANUARY MAILBOX PRICES (FMMO & CDFA):** In January 2016, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$15.95 per cwt, down \$1.18 per cwt from the December 2015 average and down \$1.76 per cwt from the January 2015 average. The component tests of producer milk in January 2016 were: butterfat, 3.88%; protein, 3.20%; and other solids, 5.73%. When compared to the previous month, the January Mailbox prices decreased in 18 Federal milk order reporting areas and remained unchanged for the Eastern Pennsylvania reporting area. The Southern Missouri area experienced the greatest decrease of \$2.00 per cwt. Averaged over all Federal milk reporting areas, the January 2016 Mailbox price decreased an average of \$1.28 per cwt. Mailbox prices in January 2016 ranged from \$17.95 in Florida to \$14.19 in New Mexico.

**MARCH FEDERAL MILK ORDER MARKETING AND UTILIZATION SUMMARY (FMMO):** Handler reports of receipts and utilization under the Federal milk order system for March 2016 have been filed and tabulated. Combined totals for the 10 consolidated orders are being released. During March, more than 12.1 billion pounds of milk were received from Federally pooled producers. This volume of milk is 13.1 percent higher than the March 2015 volume. Regulated handlers pooled 3.539 billion pounds of producer milk as Class I products, up 1.0 percent when compared to the previous year. Class I utilization increased in 6 of the 10 Federal Milk Order Marketing areas. The all-market average Class utilization percentages were: Class I = 29%, Class II = 14%, Class III = 43%, and Class IV = 14%. The weighted average statistical uniform price was \$14.40 per cwt, down \$0.32 from last month and \$1.68 from last year.

**NATIONAL RETAIL REPORT-DAIRY (DMN):** This week total conventional dairy ad numbers decreased 2%, but organic dairy ad numbers increased 92%. Conventional and organic 32 ounce containers of yogurt had substantial rises in ad numbers registering at over a 200% increase for both products. However, 48-64 oz. containers of conventional ice cream and 4-6 oz. containers of conventional Greek yogurt were the most heavily advertised times in the dairy case. One pound packages of conventional butter had a 28% increase in ad numbers and a \$.32 increase in price this week. The average price for conventional yogurt in 4-6 ounce packages is \$.55, up \$.02 from last week. The average price of 4-6 ounce conventional Greek yogurt is \$.95, up \$.03 from last week. Conventional yogurt ad numbers are down 16% from last week. The average price for organic yogurt in 4-6 ounce packages is \$1.05. Organic yogurt ads are up 222% from last week. The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.32, down \$.01 from last week; 8 ounce shred cheese averaged \$2.37, down \$.13 from last week. Ads for 8 ounce organic shred cheese averaged \$3.49 and 8 ounce organic cheese blocks averaged \$3.29. Organic one pound shred cheese was advertised at an average price of \$7.49. The price spread between organic and conventional half gallon milk is \$2.66. The price spread is the difference between national weighted average prices for organic, \$4.13, and conventional, \$1.47. Conventional milk ad numbers increased 34% from last week while organic milk ad numbers decreased 26%.

**CME GROUP**

MONDAY, APRIL 18, 2016

CHEESE -- SALES: NONE; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.4200; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: 3 CARS GRADE A: 1 @ \$0.7400, 1 @ \$0.7375, 1 @ \$0.7350; LAST BID UNFILLED: 1 CAR GRADE A @ \$0.7000; LAST OFFER UNCOVERED: 2  
 CARS GRADE A @ \$0.7400  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.0675; LAST OFFER UNCOVERED: NONE

TUESDAY, APRIL 19, 2016

CHEESE -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: 2 CARS GRADE A @ \$0.7400; LAST OFFER UNCOVERED: 4 CARS GRADE A @ \$0.7600  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.0700; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.0975

WEDNESDAY, APRIL 20, 2016

CHEESE -- SALES: 4 CARS BARRELS: 1 @ \$1.4400, 3 @ \$1.4500; 1 CAR 40# BLOCKS @ \$1.4400; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.4500; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.4700  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE A @ \$0.7475; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.7700  
 BUTTER -- SALES: 1 CAR GRADE AA @ \$2.0400; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.0400; LAST OFFER UNCOVERED: NONE

THURSDAY, APRIL 21, 2016

CHEESE -- SALES: 11 CARS BARRELS: 7 @ \$1.4500, 2 @ \$1.4450, 2 @ \$1.4400; 3 CARS 40# BLOCKS: 1 @ \$1.4425, 1 @ \$1.4400, 1 @ \$1.4250; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.4250; 3 CARS 40# BLOCKS @ \$1.4225  
 NONFAT DRY MILK -- SALES: 1 CAR GRADE A @ \$0.7500; LAST BID UNFILLED: 1 CAR GRADE A @ \$0.7450; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.7550  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.0500

FRIDAY, APRIL 22, 2016

CHEESE -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.4250; 2 CARS 40# BLOCKS @ \$1.4225  
 NONFAT DRY MILK -- SALES: 2 CARS GRADE A @ \$0.7500; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 2 CARS GRADE A @ \$0.7600  
 BUTTER -- SALES: 1 CAR GRADE AA @ \$2.0300; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.0200; LAST OFFER UNCOVERED: 3 CARS GRADE AA @ \$2.0500

**BUTTER MARKETS****NORTHEAST**

Cream for churning is readily available and keeping regional butter making at an overall high production level. The abundance of cream in the region limits channels for clearing surplus cream, as most cream-based processors already possess adequate supplies. Contacts suggest although producers' butter inventories vary, most are growing in general. Also noted, output may represent holdings allocated to Q3 and Q4 customer needs. With butter prices hovering above the year ago price, the general belief of the market is butter prices will, at some point, retreat. Bulk butter prices range 5 to 7 cents over the CME Group price, relative to various time frames and averages. According to the *DMN National Retail Report-Dairy*, for April 15-21, 2016 the U.S. weighted average advertised price for 1-pound butter is \$2.99, down 27 cents from last year and down 6 cents from last week. The Northeast butter price is \$3.50, a 58 cents increase from last week. The Grade AA butter price, at the CME Group, closed Tuesday at \$2.0700, unchanged from a week ago.

**CENTRAL**

With cream readily available within the Central region, churn operators report butter production is ongoing. Print and bulk lines are active. Retail orders perked up ahead of the remaining spring holidays and as consumer outlets re-evaluate butter holdings. Orders from food service increased as resort-based and traditional restaurants gear up for the vacation season. Some manufacturers indicate they've been unable to add to their inventories lately due to the uptick in print orders. Although cream is plentiful now, butter producers continue to plan ahead for late summer coverage when cream is usually less available. The *DMN National Retail Report-Dairy* for April 15-21 noted the national weighted average advertised price for a 1 pound package of butter was \$2.99, \$0.06 below one week ago, and \$0.27 below one year ago. The weighted

average prices in the Midwest and South Central regions are \$2.76 and \$2.50, respectively. The market tone is mixed. Some participants indicate large end users recently supported the market with active buying for Q3 coverage. However, that coverage is complete and current interest is lighter. Wednesday at the CME Group, Grade AA butter closed at \$2.0400, down three cents from last Wednesday. This week, bulk butter prices range from market to 9 cents over, with various time frames and averages used.

**WEST**

Western butter churns remain active and a few butter makers are buying the occasional load of spot cream to round out production. Most manufacturers are focused on making bulk butter, while also making some print butter to stay current with regular customer needs. Overall, there has been little change in the pace of butter production. Consumer demand is stable and has yet to decline much from the spring holidays. A few industry contacts suggest customers within the baking industry are drawing a little more butter than past years. Inventories are steady to building. The *DMN National Retail Report-Dairy* for the week of April 15-21 found that the U.S. weighted average advertised price of 1 pound butter is \$2.99, down \$.06 from last week. The U.S. weighted average price was \$3.26 one year ago. In the Southwest, the weighted average advertised price of 1 pound butter is \$3.17, with a range of \$2.99-\$3.50. In the Northwest, the weighted average advertised price of 1 pound butter is \$2.81, with a range of \$2.50-\$2.99. Bulk butter pricing in the West this week is 3 cents under market to 2 cents above, based on the CME Group with various time frames and averages used. The Grade AA butter price at the CME Group on Wednesday closed at \$2.0400, down \$.0300 from a week ago.

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**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<br/>38% MOISTURE</u> | <u>DRY WHEY</u>    | <u>NDM</u>          |
|--------------------|---------------------|--------------------------|--|--------------------|---------------------|
| April 16, 2016     | 2,0514<br>5,450,493 | 1,4951<br>13,523,825     | 1,4853<br>11,439,298                   | 2,432<br>7,197,426 | .7246<br>23,772,112 |

Further data and revisions may be found on the internet at: <http://www.ams.usda.gov/rules-regulations/mmr/dmr>

**2016 U.S. Butter Imports (USDA-FAS)**

|                  | 2016 Imports<br>(Million Lb.) | % Change From<br>1 Year Ago | % of<br>Yearly Quota |
|------------------|-------------------------------|-----------------------------|----------------------|
| March Quota      | 1.6                           | - 42.8                      | 10.6                 |
| TOTAL, JAN – MAR |                               |                             |                      |
| High Tier        | 9.8                           | + 377.6                     | ...                  |
| Quota            | 4.3                           | - 27.4                      | 28.1                 |

## CHEESE MARKETS

## NORTHEAST

Cheese production requirements continue to drop available processing room to minimal at some Northeast cheese manufacturing plants. Plant milk intakes are at seasonal high levels. Demand is unbalanced as cheddar stocks build. Industry contacts suggest this is not causing major concern, as they are comfortable with current inventory levels. Domestic interest from retail and food service remains steady to lower, subsequent to post-holiday declines. Northeast wholesale cheese prices continue to demonstrate weakness as cheddar and muenster declined \$0.0100. In addition, process cheese saw a \$0.0125 decline. The Grade A Swiss price is steady. According to the *DMN National Retail Report -Dairy*, for April 15-21 2016, the Northeast weighted average advertised price for 8 oz. cheese blocks was \$2.26, 7 cents below the national average and 9 cents lower than the previous week. The Southeast 8 oz. block cheese price was \$2.42, down 40 cents from the previous week. Tuesday's CME Group daily cash prices saw barrels close at \$1.4200, down \$0.0150 from a week ago; blocks closed at \$1.4275, up \$0.0025 from a week ago.

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

|                             |   |               |
|-----------------------------|---|---------------|
| Cheddar 40# Block           | : | 1.8300-2.1150 |
| Process 5# Sliced           | : | 1.6225-2.1025 |
| Muenster                    | : | 1.8500-2.2000 |
| Grade A Swiss Cuts 10 - 14# | : | 2.9750-3.2975 |

## MIDWEST

Central cheese production continues to be very active. Many plant operators report running full schedules to match the seasonally high levels of milk intakes. This is resulting in storage facilities filling up quickly. Although many central producers feel sales are keeping up with the high production and products continue to move, a small number of manufacturers have reported difficulties moving cheese. Buyers are still making purchases, but seem to be less enthusiastic about the purchase. A few plant expansion projects are experiencing setbacks and will not be finished by projected deadlines. As a result, these manufacturers are pushing back some milk supply contracts made for the upcoming months. The *DMN National Retail Report-Dairy* shows that April 15-21 Midwest ads for 8 ounce shred cheese have a weighted average advertised price of \$2.42, 8 cents lower than the national average. Midwest prices range from \$1.98-\$2.99. One year ago, the national price was \$2.30. For 8 ounce blocks, the Midwest average price is \$2.24, 9 cents below the national average price. Midwest ads are priced from \$1.79-\$2.99. Last year, the national price was \$2.22. This week, a cooperative export assistance program accepted requests for 668,001 million pounds of cheese. So far this year, the program has accepted requests to sell 14,643 million pounds of cheese. In the Midwest, wholesale prices are down \$.0125 for process, and down \$.0100 for cheddar block, cuts, and Monterey Jack. Swiss cut wholesale prices are unchanged this week. In CME Group trading Wednesday, barrels closed at \$1.45, up \$.0225 from last Wednesday and blocks closed at \$1.44, up \$.0125.

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

|   |   |               |
|---|---|---------------|
| Process American 5# Loaf                    | : | 1.5150-1.8750 |
| Brick And/Or Muenster 5#                    | : | 1.8000-2.2250 |
| Cheddar 40# Block                           | : | 1.5275-1.9225 |
| Monterey Jack 10#                           | : | 1.7750-1.9800 |
| Blue 5#                                     | : | 2.0675-3.0550 |
| Mozzarella 5 - 6# (Low Moisture, Part Skim) | : | 1.6000-2.5400 |
| Grade A Swiss Cuts 6 - 9#                   | : | 2.4925-2.6100 |

## WEST

Western cheese production remains active with plenty of milk for processing. Although export opportunities are somewhat limited and imports are ahead of last year's volumes, domestic retail and food service demand remain relatively strong. A few industry contacts suggest manufacturers have been able to moderate or even clear some of their cheese inventory recently. Some second tier companies have sought out cheese to rebuild their stocks a little. End users say there is still no problem getting cheese from cheese makers, but some manufacturers' inventories are a little lighter. The recent interest from end users may have helped temporarily ease some of the inventory pressures. The *DMN National Retail Report-Dairy* for the week of April 15-21 shows the U.S. weighted average advertised retail price for an 8 ounce pack of natural shredded cheese is \$2.50, up \$.23 from last week, and up \$.20 from a year ago. Packs average \$2.57 in the Southwest and \$2.71 in the Northwest. For 8 ounce blocks, the U.S. price is \$2.33, down \$.09 from last week, but up \$.11 from a year ago. Blocks average \$2.40 in the Southwest and \$3.00 in the Northwest this week. In the West, wholesale prices are down \$.0125 for process, and down \$.0100 for cheddar block, cuts, and Monterey Jack. Swiss cut wholesale prices are unchanged this week. This week, a cooperative export assistance program accepted requests for 668,001 pounds (303 metric tons) of cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 14.643 million pounds of cheese in export markets. In CME Group trading Wednesday, barrels closed at \$1.4500, up \$.0225 from a week ago and blocks closed at \$1.4400, up \$.0125.

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

|                           |   |               |
|---------------------------|---|---------------|
| Process 5# Loaf           | : | 1.5300-1.7875 |
| Cheddar 40# Block         | : | 1.5325-1.9775 |
| Cheddar 10# Cuts          | : | 1.7125-1.9325 |
| Monterey Jack 10#         | : | 1.7225-1.8825 |
| Grade A Swiss Cuts 6 - 9# | : | 2.5525-2.9825 |

## FOREIGN

January-February 2016 cheese exports, as a percentage of the same period of 2015 among leading cheese exporters, reveals the U.S. as the only country among those cited, declining in export volume. Listed in descending cheese export volume, GTA reports percentage changes as: EU-28 +13%; New Zealand +30%; United States -13%; Belarus +25%; Australia +12%; Argentina +22%. U.S. cheese pricing being typically higher than other nations during early 2016 is a big factor. The European Commission's *Dairy Products Dashboard* lists U.S. cheddar cheese prices per ton as of early March as being higher than EU prices, which are higher than New Zealand or Australia prices. In the U.S., wholesale domestic blue, gorgonzola, parmesan and Romano cheese prices decreased \$0.0100 following lower weekly average CME Group block prices, while the remaining prices are unchanged.

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## CHEESE MARKETS

## CONTINUED FROM PAGE 3

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

| VARIETY                  | NEW YORK        |                  |
|--------------------------|-----------------|------------------|
|                          | IMPORTED        | DOMESTIC         |
| Blue                     | : 2.6400-5.2300 | : 1.9950-3.4825* |
| Gorgonzola               | : 3.6900-5.7400 | : 2.5025-3.2200* |
| Parmesan (Italy)         | : -0-           | : 3.3850-5.4750* |
| Romano (Cows Milk)       | : -0-           | : 3.1850-5.3350* |
| Sardo Romano (Argentine) | : 2.8500-4.7800 | : -0-            |
| Reggianito (Argentine)   | : 3.2900-4.7800 | : -0-            |
| Jarlsberg-(Brand)        | : 2.9500-6.4500 | : -0-            |
| Swiss Cuts Switzerland   | : -0-           | : 3.0125-3.3350  |
| 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 |
|----------|--------|----------|
|          |        | :        |
| 04/18/16 | 26,180 | : 93,513 |
| 04/01/16 | 25,316 | : 94,825 |
| CHANGE   | 864    | : -1,312 |
| % CHANGE | 3      | : -1     |

## 2016 U.S. Cheese Imports (USDA-FAS)

|                  | 2016 Imports<br>(Million Lb.) | % Change From<br>1 Year Ago | % of<br>Yearly Quota |
|------------------|-------------------------------|-----------------------------|----------------------|
| March Quota      | 20.9                          | + 15.6                      | 7.0                  |
| TOTAL, Jan - MAR |                               |                             |                      |
| High Tier        | 10.9                          | + 32.7                      | ...                  |
| Quota            | 59.3                          | + 35.8                      | 19.8                 |



## 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         | 130 | 0         | 130 | 0         | 100 |
| SOUTHEAST STATES | 0         | 0   | 0         | 0   | 0         | 0   |

Manufacturing milk supplies in the Northeast and Mid-Atlantic regions are seeing increases from upticks in farm milk output. Milk flows to bottling are mostly steady at seasonal levels. Balancing plant managers report active but comfortable production schedules to handle milk receipts. Milk production in the Southeast exemplifies the peak of the flush. A surge in Class I sales added to bottling orders throughout the area. In turn, manufacturers saw some pullback on milk intake volumes. With school soon to close for summer break, current fluid demand is somewhat a relief for milk handlers and manufacturing. Milk production in Florida is level. Class I sales are steady to lower. Spot export milk totaled 130 truckloads this week, unchanged from the previous week. According to the *DMN National Retail Report-Dairy*, for April 15-21, 2016, the U.S. weighted average advertised price for a gallon of milk was \$2.41, down 1 cent from last week and down 44 cents from a year ago. Condensed skim remains plentiful. As some brokers look for homes for Eastern condensed skim, loads are moving into the West region. Lower milk intakes for some Mid-Atlantic balancing facilities, this week, reduced condensed skim supplies allowing for maintenance downtime. Conversely, loads clearing to drying strain dryer capacity at a few other plants. Eastern **cream** sales have **multiples** ranging **1.00-1.20**. The lower limits typically represent regional cream transactions in the Midwest spot market. Some market participants are puzzled by the ample availability of cream in the region. Active Q1 output by a few ice cream producers possibly factors into current cream availability, along with higher components contributing, as noted by one source. Suppliers currently report seeing slight, unanticipated, swings in cream sales to hard ice cream production from week to week. The CME Group, Grade AA butter price closed at \$2.0400 on Wednesday, down 3 cents from a 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 - 2.0880-2.5056

F.O.B. producing plants: Upper Midwest - 2.4221-2.5891

PRICES OF CONDENSED SKIM, DOLLARS PER LB. SOLIDS, F.O.B. PRODUCING PLANTS:

Northeast - Class II - includes monthly formula prices - .20-.80

Northeast - Class III - spot prices - .20-.73

## MIDWEST

Manufacturing milk supplies in the northern and southern areas of the Central region are steady to higher. South Central area weekly milk production increases are slowing as the weather warms up. In the North Central area, milk increases are still surpassing gains of a week ago. Overall bottling demand is unchanged from retail outlets, club stores, restaurants and educational institutions. Class II interest in condensed skim is steady to higher. This week, multiples for Class II cream are steady to higher, 1.16 to 1.24. Spot milk load availability is steady to higher. Some cheese plant operators with

expansion projects underway indicate there will be delays in fully utilizing the expanded production capacity. This is leading to some push back in milk volumes that were originally destined to fill that capacity. Spot load pricing ranges from \$5.00 to \$3.00 under Class. The *DMN National Retail Report-Dairy* for April 15-21 noted the national weighted average advertised price for one gallon of milk was \$2.41, down \$0.01 from a week ago, and \$0.44 lower than a year ago. The weighted average regional prices in the Midwest and South Central regions were \$2.46 and \$2.53, respectively. The *NASS Milk Production* report noted March 2016 milk production in the 23 selected states was 17.2 billion pounds, 1.8% above a year ago. Milk cows in the 23 selected states totaled 8.64 million head, 19,000 head more than a year ago. The following table shows Central states included in the report and the monthly milk production changes compared to a year ago:

## March 2016 Milk Production, (USDA-NASS)

|              | (Million Lb.) | % Change From<br>1 Year Ago |
|--------------|---------------|-----------------------------|
| Illinois     | 173           | + 3.0                       |
| Indiana      | 358           | + 4.4                       |
| Iowa         | 418           | + 0.7                       |
| Kansas       | 287           | + 1.1                       |
| Michigan     | 924           | + 7.7                       |
| Minnesota    | 833           | + 2.8                       |
| Ohio         | 471           | + 0.6                       |
| South Dakota | 214           | + 10.9                      |
| Texas        | 911           | + 2.0                       |
| Wisconsin    | 2,560         | + 5.3                       |

Operators made progress in fieldwork in the North Central area, with oats and corn being planted. Winter wheat fields are showing new growth. In the far South Central, winter wheat began heading.

## WEST

Farm level milk output is slightly higher in California. Current weather is conducive to cows' comfort. Sales into bottling are mixed this week. Orders from retailers and food service are up. However, requests from most educational institutions are down as pipelines are filled. Condensed skim volumes moving into Class 2 processing plants are steady to higher; some volumes are coming from the East. Milk production in Arizona is heading slowly down as production has peaked during the past few weeks. Daytime temperatures averaging 92 degrees are increasing heat stress in dairy cows. Bottled milk orders from grocery stores, restaurants and educational institutions are steady. Condensed skim volumes moving into NDM manufacturing are slightly lower. Some local processors continue clearing milk intakes from the Central region. Cotton seed planting is active throughout the state. Milk pooled on the Arizona Order 131 totaled 464.0 million pounds in March 2016. Class I utilization accounted for about 24.3% of producer milk. The uniform price was \$13.84, \$0.46 below last month and \$1.49 below one year ago. In New Mexico, comfortable temperatures for dairy herds continue aiding milk yields. Class I sales are flat this week. Sales into Class II are up as demands from ice cream and frozen dessert processors are seasonally inching up. Some manufacturing plants are having maintenance/repair work done on their dryers.

-CONTINUED ON PAGE 4A-

## FLUID MILK AND CREAM

## -CONTINUED FROM PAGE 4-

Consequently, condensed skim intakes moving into NDM production are lower. Fair to good quality alfalfa hay continues growing across the state. According to the DMN *National Retail Report-Dairy* for the week of April 15-21, the national weighted average advertised price for one gallon of milk is \$2.41, \$2.34 in the Southwest and \$1.89 in the Northwest. In the Pacific Northwest, steady bottling and active dairy product manufacturing continue to balance fairly well with available milk. Processors say milk intakes are at or near seasonal highs. Milk production in Idaho and Utah is slowly climbing as warmer weather takes hold. Typical spring flush is a little later in the season. Although some industry contacts suggest there may be an early flush this year, it has yet to come into being. Processors say milk intakes are steady and sufficient for most of their needs. Water reservoir volumes are close to normal levels, indicating water should be readily available for early season irrigation needs. Milk pooled on Pacific Northwest Order 124 totaled 598.7 million pounds in March 2016. Class I utilization accounted for about 28.0% of producer milk. The uniform price was \$13.67, \$0.41 below last month and \$1.33 below one year ago. Cream supplies are plentiful in the West region. Most cream is clearing into bulk butter production. In addition, demands from ice cream/frozen dessert manufacturers are on the raise as the summer season approaches. This week, multiples for all classes are mixed, ranging from 1.03 to 1.23. The NASS *Milk Production* report noted March 2016 milk production in the 23 selected states was 17.2 billion pounds, 1.8% above a year ago. Milk cows in the 23 selected states totaled 8.64 million head, 19,000 head more than a year ago. The following table shows Western states included in the report and the monthly milk production changes compared to a year ago:

**March 2016 Milk Production, (USDA-NASS)**

|            | (Million Lb.) | % Change From<br>1 Year Ago |
|------------|---------------|-----------------------------|
| Arizona    | 456           | + 3.2                       |
| California | 3,610         | - 2.4                       |
| Colorado   | 327           | + 2.8                       |
| Idaho      | 1,215         | + 2.4                       |
| New Mexico | 666           | - 2.9                       |
| Oregon     | 225           | + 0.9                       |
| Utah       | 188           | - 1.6                       |
| Washington | 572           | + 0.5                       |



## 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:** In the Central region, low/medium heat nonfat dry milk prices are unchanged to higher. The Global Dairy Trade (GDT) reported higher prices for three contract periods (one contract period was unchanged and there were lower prices in two contract periods), and the CME Group Grade A NDM trading notched some gains by midweek. Interest, though, is generally lackluster outside of contracts as buyers are able to compare offers from multiple sources, both f.o.b. and resale. Offers of slightly aged NDM are also popping up from various resellers. Market participants indicate while bulk buyers may be ready to take on inventories at these historically low prices, many other end users feel they can comfortably wait for lower prices. Manufacturers are taking multiple tacks to keep up with milk intakes. For some, clearing condensed skim volumes into low heat NDM is the route generating the best use of time and facilities. A few plant operators are using production of other powders as a way to clear condensed skim and butterfat. Prices for high heat NDM are unchanged on a quiet market. Bakery accounts have fulfilled much of their needs ahead of the holidays to meet consumer demand. High heat NDM production is lower as some plant managers want to maintain the highest level of condensed skim throughput on an hourly basis. This means high heat production is being pushed further into dryer schedules for the month.

**EAST:** Prices for low/medium heat nonfat dry milk are steady to higher in the mostly series. Some market participants feel demand for NDM may increase in the short term, as buyers attempt to stay ahead of a potential price increase driven by futures pricing. Production of low/medium nonfat dry milk is very active, following seasonal milk outputs that are at/near the peak. Market participants are not very confident of the overall market picture, which centers on both strong domestic milk supplies and nonfat dry milk production. Stocks are adequate to strong. The market undertone is mixed. Eastern high heat nonfat dry milk prices are steady to higher. Production runs are intermittent to meet near-term customer needs. At the CME Group, Grade A NDM closed Wednesday at \$0.7425, up \$0.0325 from last Wednesday's close.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A  
LOW/MEDIUM HEAT: .7100 - .8250 MOSTLY: .7300 - .7600  
HIGH HEAT: .8800 - 1.0200

## NONFAT DRY MILK - WEST

Prices for low/medium heat nonfat dry milk (NDM) are mixed. Variable contract prices are following upward movements of various indices. However, f.o.b. spot load prices are steady. At this point the market undertone is unsettled. Some buyers/end users are taking a wait and see attitude anticipating lower prices in the near future. Low/medium heat demand for cheese fortification is active. However, interest from the bakery sector is sluggish. Sales activity in the spot market is slightly lower this week. Production has been somewhat irregular as some processors are having maintenance/repair work done on their dryers. Inventories continue to be mixed. Prices for high heat nonfat dry milk are steady. Sales in the f.o.b. spot market are light as most sales are based on contractual needs. Production is sporadic. Inventories vary from plant to plant.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A  
LOW/MEDIUM HEAT: .6800 - .7850 MOSTLY: .7150 - .7475  
HIGH HEAT: .8200 - 1.0725

## CALIFORNIA MANUFACTURING PLANTS - NDM

| WEEK ENDING | PRICE   | TOTAL SALES |
|-------------|---------|-------------|
| April 15    | \$.7328 | 14,494,199  |
| April 8     | \$.7404 | 8,093,869   |

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. Compiled by Dairy Marketing Branch, California Department of Food and Agriculture.

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Central dry buttermilk prices are lower as various indices adjust lower and manufacturers offer lower spot prices to manage inventories. Production is steady as cream clearing into butter is active. Class II end users are channeling condensed buttermilk directly into some production facilities. This is decreasing the volumes clearing through some regional dryers. Inventories are steady to building. For some manufacturers who use dry buttermilk internally, inventories are growing along projected trend lines.

**EAST:** Prices for Eastern dry buttermilk are lower on f.o.b. spot sales. This week, production of dry buttermilk is mostly steady, with slight declines in output for manufacturers performing maintenance activities. Trading is light and limited mostly to contract purchases with a few spot sales transacted periodically. Producers appear comfortable with expanding inventories; warmer ensuing weather will encourage stronger demand as ice cream production improves seasonally. Meanwhile, buyers are searching the market for competitive offerings for hand-to-mouth dry buttermilk needs. The market undertone is weak.

F.O.B. CENTRAL/EAST: .7000 - .8050

## DRY BUTTERMILK - WEST

Prices for dry buttermilk are lower on the range and steady to sharply lower on the mostly series. The market undertone is weaker. Supply is above current buyers' needs. Demand from many bakers is gradually declining. Spot sales in the f.o.b. market have been light throughout the week. Production is ongoing in line with the butter production in the West. Inventories are heavy in many processing plants.

F.O.B. WEST: .6700 - .7900 MOSTLY: .6900 - .7400

## DRY WHOLE MILK - NATIONAL

Dry whole milk prices are mixed. Some spot sales pulled up the bottom price of the range, while other spot sales pushed down the top. The market undertone is weak. Some manufacturers are offering moderate supplies at discount prices, but buyers are hesitant to buy at this moment. Dry whole milk production is irregular, mostly dictated by contractual needs. Inventories are steady to building.

F.O.B. PRODUCING PLANT: 1.2800 - 1.3300

**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**

A weak undertone prevails this week in the Central region whey market. Several industry contacts report offers from manufacturers and resellers alike in reaction to ongoing high levels of cheese making. Manufacturers' inventories continue to build as some feel no urgency to move fresh powder at a lower price. A handful of whey producers feel demand for whey is softening and are having a hard time moving whey at their desired price level. However, other industry participants report sales continuing at usual market overages, leaving the demand for whey in the Central region scattered. A small number of industry contacts report combatting considerably lower prices in the international whey market as well as rising pressure from western whey producers. Prices for animal feed whey are steady to lower in a quiet market. Feed blenders' interest is light to moderate.

F.O.B. CENTRAL: .1800 - .2800 MOSTLY: .2100 - .2600  
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .1250 - .2200

**DRY WHEY - NORTHEAST**

Prices for Northeastern dry whey are steady to lower, as adjustments occurred based on market indices. Production is steady to higher, as cheese plants are operating full schedules due to heavy milk supplies. Domestic demand remains lackluster. Some end-users are reluctant to commit to large volumes of dry whey at this point. The market is weak.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .2200 - .2800

**DRY WHEY - WEST**

Western whey prices moved slightly lower at the top end of the mostly price series, but were otherwise unchanged. Production is generally steady. The market tone for dry whey is weak and industry contacts say domestic spot sales are slow. Inventories have grown somewhat. A few manufacturers are actively pursuing export markets in an effort to manage inventories.

NONHYGROSCOPIC: .2200 - .2800 MOSTLY: .2300 - .2500

**WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST**

Whey protein concentrate 34% prices moved higher at the bottom of both the range and mostly price series this week. Inventories are committed and tight. Demand is a little quiet outside of contracts. Industry contacts say most of their sales for highly desired WPC34% are contracted. In some cases, manufacturers are able to be picky on how to offer remaining stocks. There are a few pockets of opportunities for WPC34% that allow processors to ask for prices at the top end of the price range. A few price-sensitive buyers are substituting nonfat dry milk for WPC34% for some applications. The awareness of weak NDM prices is also placing pressure on WPC34% prices.

F.O.B. EXTRA GRADE 34% PROTEIN: .5600 - .7300 MOSTLY: .5650 - .6500

**LACTOSE - CENTRAL AND WEST**

Lactose prices moved higher at the top end of the mostly price series. Industry contacts say inventories are committed and relatively tight. In addition, demand is good from infant formula markets. Because of this, some manufacturers say they can be a little picky on which lactose sales they accept, especially for higher mesh lactose and lactose moving into upper end markets. In some cases, processors are pushing for spot prices beyond the mostly price series. The market tone for lactose is mixed. Although tight inventories, good demand in some markets, and recent gDT events suggest firming, some industry contacts suggest there are downward pressures as well. Lower end markets seem to be running into price pressures from substitutes, such as whey permeate, and there is a psychological barrier some buyers have when comparing the prices of lactose and dry whey.

Including spot sales and up to 3 month contracts.  
F.O.B. EDIBLE, NON PHARMACEUTICAL .1800 - .3550 MOSTLY: .2100 - .2750

**CASEIN - NATIONAL**

Casein markets strengthened this week. Both rennet and casein prices advanced at the lower end of the price range as buyer interest picked up. This week's GDT Event 162 resulted in rennet casein prices increasing for contracts 1, 2, and 3. The greatest price increase was for the near term May contract, to a greater degree than for June or July contracts. Casein production is also notching up, taking advantage of spring milk production volumes.

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: 2.2500 - 2.9000  
ACID: 2.4000 - 2.9500

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

| WEEK ENDING | 2016 WEEKLY<br>DAIRY COWS | 2016<br>CUMULATIVE DAIRY COWS | 2015 WEEKLY<br>DAIRY COWS | 2015<br>CUMULATIVE DAIRY COWS |
|-------------|---------------------------|-------------------------------|---------------------------|-------------------------------|
| 04/02/2016  | 51.3                      | 3,742.7                       | 56.8                      | 3,653.7                       |

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)**

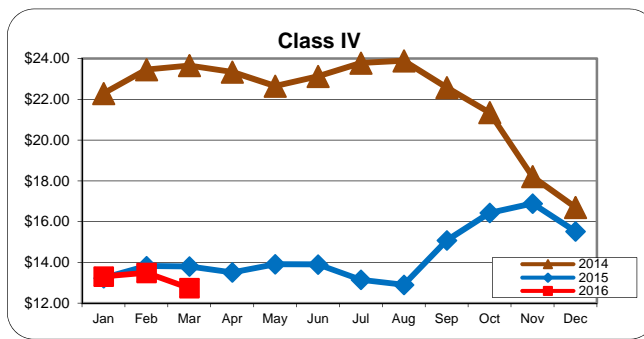
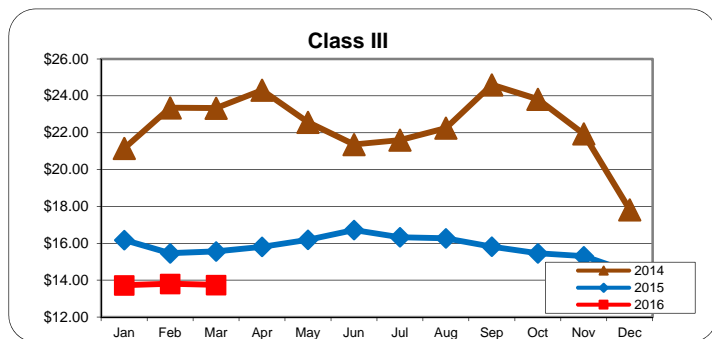
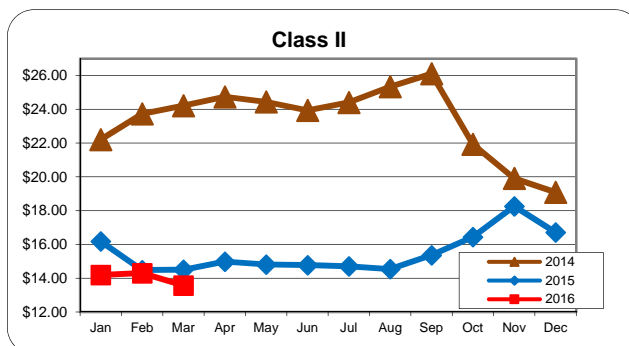
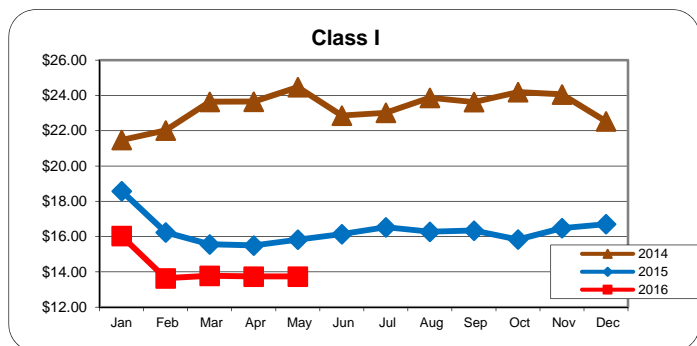
| YEAR | JAN   | FEB   | MAR   | APR   | MAY   | JUN   | JUL   | AUG   | SEP   | OCT   | NOV   | DEC   |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 2011 | 13.48 | 17.00 | 19.40 | 16.87 | 16.52 | 19.11 | 21.39 | 21.67 | 19.07 | 18.03 | 19.07 | 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 |
| 2015 | 16.18 | 15.46 | 15.56 | 15.81 | 16.19 | 16.72 | 16.33 | 16.27 | 15.82 | 15.46 | 15.30 | 14.44 |

**CLASS IV MILK PRICES (3.5%)**

| YEAR | JAN   | FEB   | MAR   | APR   | MAY   | JUN   | JUL   | AUG   | SEP   | OCT   | NOV   | DEC   |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 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 |
| 2015 | 13.23 | 13.82 | 13.80 | 13.51 | 13.91 | 13.90 | 13.15 | 12.90 | 15.08 | 16.43 | 16.89 | 15.52 |

**FEDERAL MILK ORDER CLASS PRICES FOR 2016 (3.5%)**

| CLASS | JAN   | FEB   | MAR   | APR   | MAY   | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|-------|-------|-------|-------|-------|-------|-----|-----|-----|-----|-----|-----|-----|
| I 1/  | 16.04 | 13.64 | 13.78 | 13.74 | 13.70 |     |     |     |     |     |     |     |
| II    | 14.19 | 14.30 | 13.57 |       |       |     |     |     |     |     |     |     |
| III   | 13.72 | 13.80 | 13.74 |       |       |     |     |     |     |     |     |     |
| IV    | 13.31 | 13.49 | 12.74 |       |       |     |     |     |     |     |     |     |

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."

## ORGANIC DAIRY MARKET NEWS

Information gathered April 11 - 22, 2016

## ORGANIC DAIRY FLUID OVERVIEW

**Milk Product Sales.** AMS reports total organic milk products sales for February 2016, 213 million pounds, were up 7.3% from February last year and up 5.6% January and February compared with the same two months of 2015. This represents the highest volumes of organic milk sales during February, of the years for which AMS has reported data, 2010-2016. Total organic milk sales for January and February also represent the highest volumes for those two months of any year 2010-2016.

Total organic whole milk products sales for February 2016, 68 million pounds, were up 18.8% compared with February last year and up 16.0% January and February compared with the same two months of 2015.

## ESTIMATED TOTAL U.S. SALES OF FLUID MILK PRODUCTS, FEBRUARY 2016, WITH COMPARISONS 1/

| Product Name                | Sales     |       | Change from: 2/ |       |
|-----------------------------|-----------|-------|-----------------|-------|
|                             | FEB       | Y-T-D | Prev Yr. Y-T-D  |       |
|                             | Mil. Lbs. |       | Percent         |       |
| ORGANIC PRODUCTION PRACTICE |           |       |                 |       |
| Whole Milk                  | 75        | 152   | 18.8            | 16.0  |
| Reduced Fat Milk (2%)       | 68        | 136   | 12.5            | 12.8  |
| Low Fat Milk (1%)           | 35        | 73    | -3.5            | -2.5  |
| Fat-Free Milk (Skim)        | 28        | 56    | -5.0            | -8.9  |
| Flavored Fat-Reduced Milk   | 7         | 14    | -22.9           | -31.6 |
| Other Fluid Milk Products   | 0         | 0     | --              | --    |
| Total Fat-Reduced Milk 3/   | 138       | 279   | 2.0             | 0.7   |
| Tot. Organic Milk Products  | 213       | 431   | 7.3             | 5.6   |

\*Total Fluid Milk Products Adjusted for Calendar Composition will not be published until 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/ Organic fat-reduced milk categories are total of reduced fat, low-fat, skim, and flavored fat reduced milk.

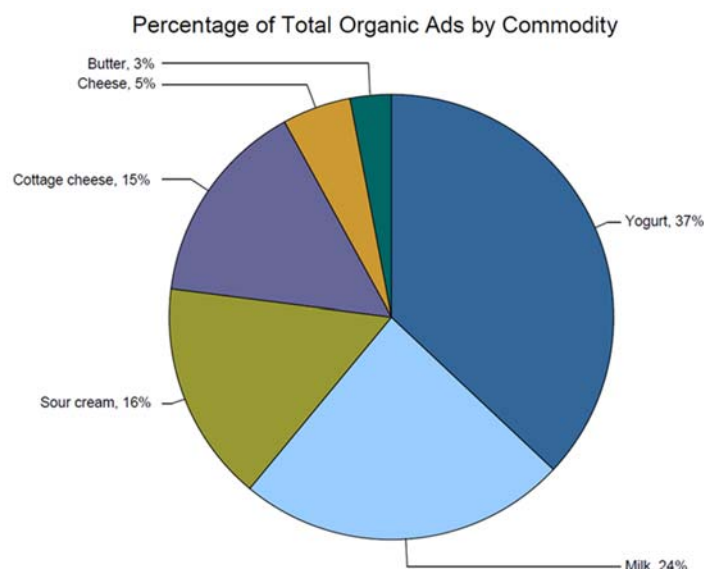
**Organic Dairy Powder Pricing.** Reports were received this week that pallet loads of organic dry whole milk sold in the U.S. for \$5.3000 per pound. With conventional dry whole milk selling for \$1.2800-\$1.3300 (carload/trucklot volumes), the organic premium in this instance is \$3.9700-\$4.0200. Organic nonfat dry milk continued selling slightly above \$4.0000 per pound in the West. With conventional nonfat dry milk in the West selling between \$.7100 and \$.8250 per pound, the organic premium is at least \$3.2900-\$3.1750.

**Organic Milk Producer Pay Price Premium Over Conventional Milk.** A national organic dairy brand which has made contracted organic milk pay prices public, sets prices separately for each of 14 regions based on geography and/or whether the organic milk is 100% grass-fed or not. The processor's 12 month average mailbox price nationally, currently prevailing, is \$36.60, derived from the 14 regional prices which range from a low of \$34.10 in the Midwest, and Colorado for organic milk, to a high of \$40.35 in New England for organic grass-fed milk. In contrast, the most recently released monthly conventional milk mailbox price for January 2016 for all federal milk order areas was \$15.93. That was determined from area reports where the low was New Mexico at \$14.19 and the high was \$17.95 for Florida. California, not included in the federal milk order system, had a January 2016 mailbox milk price of \$15.68. Thus, the national average organic milk mailbox price premium is \$20.65 for January, the difference between the 12

month average national organic mailbox price and the January national conventional milk mailbox price.

## ORGANIC DAIRY RETAIL OVERVIEW

**Organic Dairy Overview.** This week, organic yogurt accounts for 37% of organic dairy ads, organic milk 24%, organic sour cream 16%, organic cottage cheese 15%, organic cheese 5%, and organic butter was 3%. Total organic ads increased 92% compared to the previous report week. Organic yogurt ads improved 222%, with the highest number of ads in the Northeast. Organic sour cream ads were almost 14 times greater than last week and exhibited the highest volume of ads for all organic dairy commodities surveyed.



Data source/graph USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads with prices valid from April 22-28, 2016 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/market-news/retail-dairy-market-news>

**Organic Milk Half Gallons.** The U.S. weighted average advertised price of organic milk half gallons is \$4.13, up 8 cents from last week and up 38 cents from a year ago. Ads appeared in the Northeast, Southeast, Midwest, and Southwest regions.

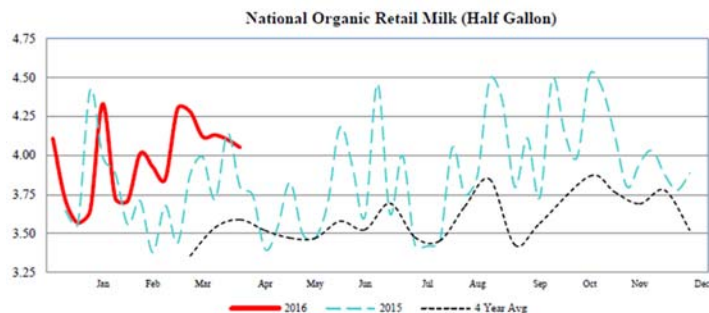
CONTINUED ON PAGE -8A-



## ORGANIC DAIRY MARKET NEWS

Information gathered April 11 - 22, 2016

CONTINUED FROM PAGE -8-



Data source/graph USDA/AMS/Dairy Market News

**Organic Milk Gallons.** The U.S. weighted average advertised price of organic milk gallons is \$5.44, 77 cents below one year ago, but 47 cents above last week. Ads appeared in the Northeast, South Central, and Alaska regions.

**Organic Milk 8 Ounce UHT.** The U.S. weighted average advertised price of organic 8 ounce UHT milk is \$1.00, unchanged from both a year ago and last week. Ads appeared in the Southeast and Midwest regions.

**8 Ounce Block Organic Cheese.** The U.S. weighted average price of 8 ounce organic cheese blocks is \$3.29, down 69 cents from a year ago. Ads appeared only in the region Midwest region.

**8 Ounce Shred Organic Cheese.** The U.S. weighted average price of 8 ounce organic cheese shreds is \$3.49, down 51 cents from a year ago. Ads appeared only in the South Central region.

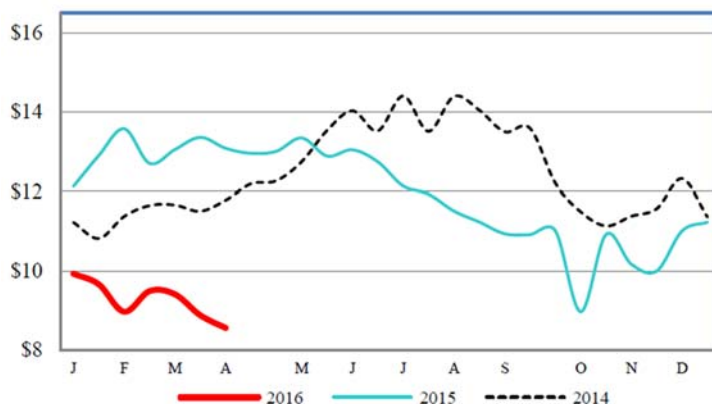
**32 Ounce Organic Yogurt.** The U.S. weighted average price of 32 ounce organic yogurt is \$2.76, up 26 cents from a year ago and up 27 cents from last week. Ads appeared in the Northeast, Southeast, Midwest and Southwest regions.

**4-6 Ounce Organic Greek Yogurt.** The U.S. weighted average price of 4-6 ounce organic Greek yogurt is \$1.15, down 6 cents from a year ago and down 10 cents from last week. Ads appeared in the Northeast and Southwest regions.

**16 ounce Organic Sour Cream.** The U.S. weighted average price of 16 ounce organic sour cream is \$3.07, up \$1.08 from last week.

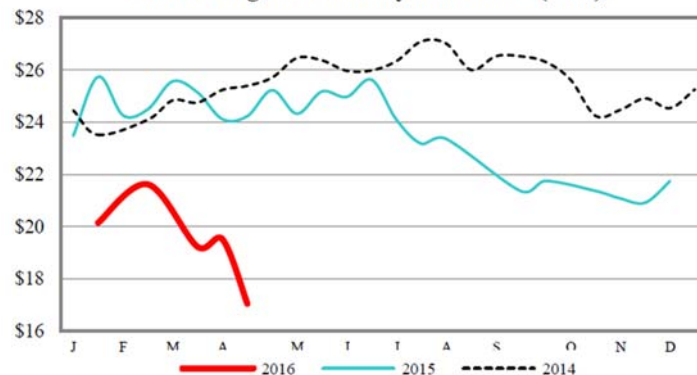
**Organic Grain.** Organic grain trades are limited with light demand. Forward contract activity is moderate for 2016 organic corn, with delivery periods from harvest to the end of the 2nd quarter 2017. Organic corn pricing per bushel is \$8.00 to \$9.75 delivered, mostly \$8.75 to \$9.25. Trading for food grade corn is inactive. Feed grade soybeans traded slightly lower on limited trades. Trade activity involving soybean meal was too limited to trend, but steady undertones were noted. Trade activity for roasted soybeans and soybean oil was also too limited to trend as was trade activity for oats and barley. HRW wheat traded steady to slightly lower. Organic import volumes are impacting the spot market on feed grade corn and food grade soybeans.

## National Organic Feed Corn Prices (\$/bu)



Data source/graph USDA Livestock, Poultry &amp; Grain Market News

## National Organic Feed Soybean Prices (\$/bu)



Data source/graph USDA Livestock, Poultry &amp; Grain Market News

Additional livestock and grain market news information is available at: [www.ams.usda.gov/LSMarketNews](http://www.ams.usda.gov/LSMarketNews)

## FEDERAL MILK ORDER ADVANCE CLASS PRICES, MAY

**Base Class I Price:** Under the Federal milk order pricing system, the base Class I price for May 2016 is \$13.70 per cwt. This price is derived from the advanced Class III skim milk pricing factor of \$6.12 and the advanced butterfat pricing factor of \$2.2255. A Class I differential for each order's principle 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 \$0.04 per cwt when compared to the previous month of April 2016. For selected consumer products, the price changes are: whole milk (3.25% milk fat), -\$0.05 per cwt, -\$0.004 per gallon; reduced fat milk (2%), -\$0.07 per cwt, -\$0.006 per gallon; fat-free (skim milk), -\$0.09 per cwt, -\$0.008 per gallon.

**Class II Price Information:** The advanced Class IV skim milk pricing factor is \$5.01. Thus, the Class II skim milk price for May 2016 is \$5.71 per cwt, and the Class II nonfat solids price is \$0.6344.

**Product Price Averages:** The two-week product price averages for May 2016 are: butter \$2.0092, nonfat dry milk \$0.7298, cheese \$1.5119 and dry whey \$0.2465.

| FEDERAL MILK ORDER CLASS I PRICE INFORMATION <sup>1 2</sup> |              |                            |                               |                               |
|---|--------------|----------------------------|-------------------------------|-------------------------------|
| Federal Milk Order<br>Marketing Area <sup>3</sup>           | Order Number | May 2016                   |                               |                               |
|   |              | Class I<br>Price<br>(3.5%) | Class I<br>Skim Milk<br>Price | Class I<br>Butterfat<br>Price |
|   |              | <i>\$ per cwt</i>          | <i>\$ per cwt</i>             | <i>\$ per pound</i>           |
| Northeast (Boston) <sup>4</sup>                             | 001          | 16.95                      | 9.37                          | 2.2580                        |
| Appalachian (Charlotte) <sup>5</sup>                        | 005          | 17.10                      | 9.52                          | 2.2595                        |
| Florida (Tampa) <sup>6</sup>                                | 006          | 19.10                      | 11.52                         | 2.2795                        |
| Southeast (Atlanta) <sup>7</sup>                            | 007          | 17.50                      | 9.92                          | 2.2635                        |
| Upper Midwest (Chicago) <sup>8</sup>                        | 030          | 15.50                      | 7.92                          | 2.2435                        |
| Central (Kansas City) <sup>9</sup>                          | 032          | 15.70                      | 8.12                          | 2.2455                        |
| Mideast (Cleveland) <sup>10</sup>                           | 033          | 15.70                      | 8.12                          | 2.2455                        |
| Pacific Northwest (Seattle) <sup>11</sup>                   | 124          | 15.60                      | 8.02                          | 2.2445                        |
| Southwest (Dallas) <sup>12</sup>                            | 126          | 16.70                      | 9.12                          | 2.2555                        |
| Arizona (Phoenix)   | 131          | 16.05                      | 8.47                          | 2.2490                        |
| All-Market Average  |              | 16.59                      | 9.01                          | 2.2544                        |

<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.



## March Milk Production

Milk production in the 23 major States during March totaled 17.2 billion pounds, up 1.8 percent from March 2015. February revised production at 15.8 billion pounds, was up 4.6 percent from February 2015. The February revision represented an increase of 4 million pounds or less than 0.1 percent from last month's preliminary production estimate. Adjusting February production for the additional day due to leap year causes February revised production to be up 1.0 percent on a per day basis. Production per cow in the 23 major States averaged 1,993 pounds for March, 31 pounds above March 2015. This is the highest production per cow for the month of March since the 23 State series began in 2003. The number of milk cows on farms in the 23 major States was 8.64 million head, 19,000 head more than March 2015, and 9,000 head more than February 2016. Milk production in the United States during the January - March quarter totaled 53.0 billion pounds, up 2.1 percent from the January - March quarter last year. The average number of milk cows in the United States during the quarter was 9.32 million head, 5,000 head less than the October - December 2015 quarter, but 7,000 head more than the same period last year.

| State               | Milk Cows <sup>1,2</sup> |       |           |         | Milk Production <sup>1,3</sup> |                          |           |                          |
|---------------------|--------------------------|-------|-----------|---------|--------------------------------|--------------------------|-----------|--------------------------|
|                     | Mar                      |       | Jan - Mar |         | Mar                            |                          | Jan - Mar |                          |
|                     | 2015                     | 2016  | 2015      | 2016    | 2016                           | Percent change from 2015 | 2016      | Percent change from 2015 |
|                     | <i>(thousands)</i>       |       |           |         | <i>(million lbs)</i>           |                          |           |                          |
| AL                  | --                       | --    | 8.0       | 7.0     | --                             | --                       | 28.0      | -3.4                     |
| AK                  | --                       | --    | 0.3       | 0.3     | --                             | --                       | 0.8       | -11.1                    |
| AZ                  | 195                      | 199   | 195.0     | 197.0   | 456                            | 3.2                      | 1,286.0   | 3.2                      |
| AR                  | --                       | --    | 7.0       | 6.5     | --                             | --                       | 22.0      | -12.0                    |
| CA                  | 1,779                    | 1,774 | 1,779.0   | 1,774.0 | 3,610                          | -2.4                     | 10,343.0  | -1.6                     |
| CO                  | 145                      | 148   | 145.0     | 148.0   | 327                            | 2.8                      | 950.0     | 3.9                      |
| CT                  | --                       | --    | 19.0      | 19.0    | --                             | --                       | 103.0     | 5.1                      |
| DE                  | --                       | --    | 5.0       | 5.0     | --                             | --                       | 26.0      | --                       |
| FL                  | 125                      | 125   | 124.0     | 126.0   | 231                            | -5.7                     | 675.0     | -3.4                     |
| GA                  | --                       | --    | 81.0      | 85.0    | --                             | --                       | 499.0     | 6.6                      |
| HI                  | --                       | --    | 2.2       | 2.4     | --                             | --                       | 8.3       | -5.7                     |
| ID                  | 583                      | 591   | 581.0     | 589.0   | 1,215                          | 2.4                      | 3,519.0   | 3.7                      |
| IL                  | 95                       | 94    | 95.0      | 94.0    | 173                            | 3.0                      | 493.0     | 2.1                      |
| IN                  | 181                      | 184   | 181.0     | 184.0   | 358                            | 4.4                      | 1,044.0   | 5.0                      |
| IA                  | 211                      | 209   | 211.0     | 209.0   | 418                            | 0.7                      | 1,225.0   | 1.2                      |
| KS                  | 144                      | 144   | 143.0     | 143.0   | 287                            | 1.1                      | 820.0     | 2.1                      |
| KY                  | --                       | --    | 63.0      | 59.0    | --                             | --                       | 278.0     | -0.7                     |
| LA                  | --                       | --    | 14.0      | 13.0    | --                             | --                       | 54.0      | -6.9                     |
| ME                  | --                       | --    | 30.0      | 30.0    | --                             | --                       | 155.0     | 7.6                      |
| MD                  | --                       | --    | 49.0      | 48.0    | --                             | --                       | 250.0     | 0.8                      |
| MA                  | --                       | --    | 12.0      | 11.5    | --                             | --                       | 54.0      | --                       |
| MI                  | 403                      | 416   | 403.0     | 414.0   | 924                            | 7.7                      | 2,675.0   | 8.3                      |
| MN                  | 460                      | 460   | 460.0     | 460.0   | 833                            | 2.8                      | 2,420.0   | 3.2                      |
| MS                  | --                       | --    | 12.0      | 10.0    | --                             | --                       | 42.0      | -20.8                    |
| MO                  | --                       | --    | 89.0      | 88.0    | --                             | --                       | 356.0     | 3.2                      |
| MT                  | --                       | --    | 14.0      | 14.0    | --                             | --                       | 74.0      | --                       |
| NE                  | --                       | --    | 55.0      | 59.0    | --                             | --                       | 344.0     | 9.2                      |
| NV                  | --                       | --    | 28.0      | 29.0    | --                             | --                       | 161.0     | 1.9                      |
| NH                  | --                       | --    | 14.0      | 13.5    | --                             | --                       | 72.0      | 2.9                      |
| NJ                  | --                       | --    | 7.0       | 6.5     | --                             | --                       | 31.0      | -6.1                     |
| NM                  | 323                      | 311   | 323.0     | 311.0   | 666                            | -2.9                     | 1,846.0   | -5.9                     |
| NY                  | 617                      | 620   | 616.0     | 620.0   | 1,240                          | 5.5                      | 3,599.0   | 5.7                      |
| NC                  | --                       | --    | 47.0      | 47.0    | --                             | --                       | 258.0     | 1.6                      |
| ND                  | --                       | --    | 16.0      | 16.0    | --                             | --                       | 83.0      | 3.8                      |
| OH                  | 268                      | 266   | 268.0     | 266.0   | 471                            | 0.6                      | 1,362.0   | 0.3                      |
| OK                  | --                       | --    | 40.0      | 37.0    | --                             | --                       | 183.0     | -2.7                     |
| OR                  | 125                      | 126   | 125.0     | 126.0   | 225                            | 0.9                      | 650.0     | 3.3                      |
| PA                  | 530                      | 530   | 530.0     | 530.0   | 954                            | 1.7                      | 2,743.0   | 1.8                      |
| RI                  | --                       | --    | 0.9       | 0.8     | --                             | --                       | 3.6       | -12.2                    |
| SC                  | --                       | --    | 15.0      | 15.0    | --                             | --                       | 70.0      | -2.8                     |
| SD                  | 102                      | 113   | 101.0     | 113.0   | 214                            | 10.9                     | 626.0     | 13.2                     |
| TN                  | --                       | --    | 46.0      | 44.0    | --                             | --                       | 187.0     | -4.6                     |
| TX                  | 464                      | 458   | 467.0     | 456.0   | 911                            | 2.0                      | 2,572.0   | -1.2                     |
| UT                  | 96                       | 95    | 96.0      | 95.0    | 188                            | -1.6                     | 544.0     | -1.1                     |
| VT                  | 132                      | 131   | 132.0     | 131.0   | 233                            | 2.6                      | 679.0     | 3.3                      |
| VA                  | 92                       | 91    | 93.0      | 91.0    | 154                            | -0.6                     | 446.0     | -0.4                     |
| WA                  | 277                      | 277   | 277.0     | 277.0   | 572                            | 0.5                      | 1,659.0   | 1.7                      |
| WV                  | --                       | --    | 9.0       | 9.0     | --                             | --                       | 36.0      | --                       |
| WI                  | 1,276                    | 1,280 | 1,275.0   | 1,280.0 | 2,560                          | 5.3                      | 7,449.0   | 6.0                      |
| WY                  | --                       | --    | 6.0       | 6.0     | --                             | --                       | 34.4      | 7.5                      |
| 23 State Total      | 8,623                    | 8,642 | --        | --      | 17,220                         | 1.8                      | --        | --                       |
| U.S. <sup>4,5</sup> |                          |       | 9,309.0   | 9,316.0 |                                |                          | 53,038.0  | 2.1                      |

<sup>1</sup> Preliminary. <sup>2</sup> Includes dry cows, excludes heifers not yet fresh. <sup>3</sup> Excludes milk sucked by calves. <sup>4</sup> Includes states for which individual monthly estimates are not available.

<sup>5</sup> Milk cows will not add due to rounding. **Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. *Milk Production*, (April 2016).

## Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders and California, January 2016, With Comparisons

In January 2016, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$15.95 per cwt, down \$1.18 per cwt from the December 2015 average and down \$1.76 per cwt from the January 2015 average. The component tests of producer milk in January 2016 were: butterfat, 3.88%; protein, 3.20%; and other solids, 5.73%. When compared to the previous month, the January Mailbox prices decreased in 18 Federal milk order reporting areas and remained unchanged for the Eastern Pennsylvania reporting area. The Southern Missouri area experienced the greatest decrease of \$2.00 per cwt. Averaged over all Federal milk reporting areas, the January 2016 Mailbox price decreased an average of \$1.28 per cwt. Mailbox prices in January 2016 ranged from \$17.95 in Florida to \$14.19 in New Mexico.

| Reporting Area <sup>1</sup>           | Mailbox Milk Price <sup>2</sup>    |               |              |
|---------------------------------------|------------------------------------|---------------|--------------|
|                                       | January 2015                       | December 2015 | January 2016 |
|                                       | <i>(dollars per hundredweight)</i> |               |              |
| New England States <sup>3</sup>       | 19.33                              | 19.05         | 17.35        |
| New York                              | 18.01                              | 17.73         | 15.93        |
| Eastern Pennsylvania <sup>4</sup>     | 17.85                              | 17.91         | 17.91        |
| Appalachian States <sup>5</sup>       | 19.09                              | 18.56         | 16.90        |
| Southeast States <sup>6</sup>         | 19.81                              | 18.45         | 16.83        |
| Southern Missouri <sup>7</sup>        | 18.39                              | 18.75         | 16.75        |
| Florida                               | 21.33                              | 19.35         | 17.95        |
| Western Pennsylvania <sup>8</sup>     | 17.98                              | 17.87         | 16.55        |
| Ohio                                  | 18.19                              | 17.35         | 15.97        |
| Indiana                               | 17.31                              | 16.98         | 15.58        |
| Michigan                              | 16.89                              | 16.08         | 14.69        |
| Wisconsin                             | 18.18                              | 17.26         | 16.09        |
| Minnesota                             | 18.03                              | 17.00         | 16.25        |
| Iowa                                  | 17.58                              | 17.17         | 15.84        |
| Illinois                              | 17.74                              | 17.46         | 16.16        |
| Corn Belt States <sup>9</sup>         | 16.55                              | 16.27         | 15.03        |
| Western Texas <sup>10</sup>           | 16.38                              | 16.07         | 15.08        |
| New Mexico                            | 15.19                              | 14.96         | 14.19        |
| Northwest States <sup>11</sup>        | 16.79                              | 16.44         | 15.25        |
| All Federal Order Areas <sup>12</sup> | 17.71                              | 17.13         | 15.95        |
| California <sup>13</sup>              | 15.11                              | 15.19         | 15.68        |

<sup>1</sup> Areas for which prices are reported for at least 75% of the milk marketed under Federal milk orders.

<sup>2</sup> 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.

<sup>3</sup> Includes Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont.

<sup>4</sup> Includes all counties to the east of those listed in <sup>8</sup>.

<sup>5</sup> Includes Kentucky, North Carolina, South Carolina, Tennessee, and Virginia.

<sup>6</sup> Includes Alabama, Arkansas, Georgia, Louisiana, and Mississippi.

<sup>7</sup> Includes the counties Vernon, Cedar, Polk, Dallas, Laclede, Texas, Dent, Crawford, Washington, St. Francois, and Perry, and all those to the south of these.

<sup>8</sup> The counties of Warren, Elk, Clearfield, Indiana, Westmoreland, and Fayette, and all those counties to the west of these.

<sup>9</sup> Includes Kansas, Nebraska, and the Missouri counties to the north of those listed in <sup>7</sup>.

<sup>10</sup> Includes all counties to the west of Fanin, Hunt, Van Zandt, Henderson, Houston, Cherokee, Nacogdoches, and Shelby.

<sup>11</sup> Includes Oregon and Washington.

<sup>12</sup> Weighted average of prices for all selected reporting areas.

<sup>13</sup> Calculated by California Department of Food and Agriculture, and published at

<http://cdfa.ca.gov/dairy/uploader/docs/MailBox%20Data%202014.pdf>

Report Contact: Randal Stoker, [randal.stoker@usda.gov](mailto:randal.stoker@usda.gov) or 202-690-1932

## Federal Milk Order Marketing and Utilization Summary, March 2016

**Highlights.** Handler reports of receipts and utilization under the Federal milk order system for March 2016 have been filed and tabulated. Combined totals for the 10 consolidated orders are being released. During March, more than 12.1 billion pounds of milk were received from Federally pooled producers. This volume of milk is 13.1 percent higher than the March 2015 volume. Regulated handlers pooled 3.539 billion pounds of producer milk as Class I products, up 1.0 percent when compared to the previous year. Class I utilization increased in 6 of the 10 Federal Milk Order Marketing areas. The all-market average Class utilization percentages were: Class I = 29%, Class II = 14%, Class III = 43%, and Class IV = 14%. The weighted average statistical uniform price was \$14.40 per cwt, down \$0.32 from last month and \$1.68 from last year.

### Price and Pool Statistics for Federal Milk Order Marketing Areas for the Month of March 2015

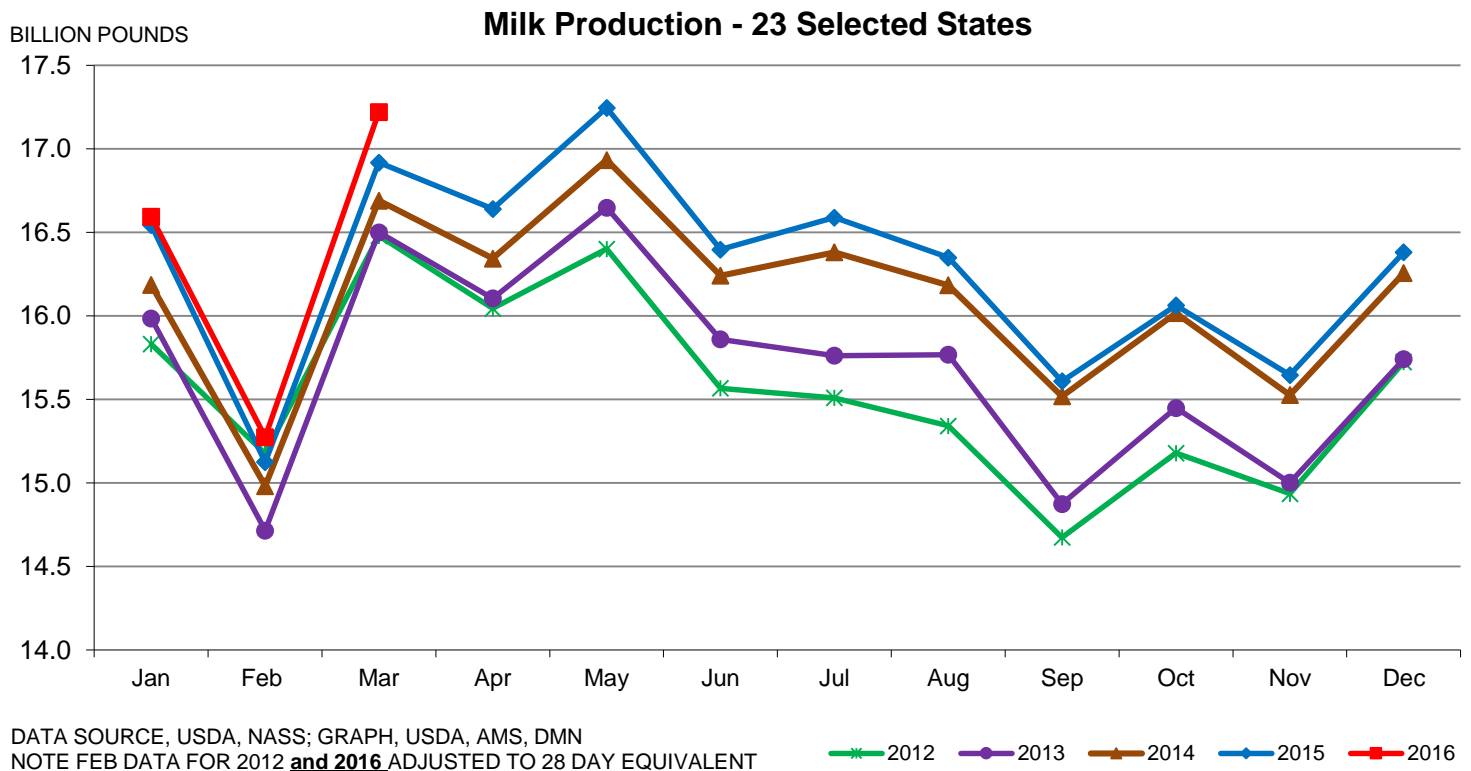
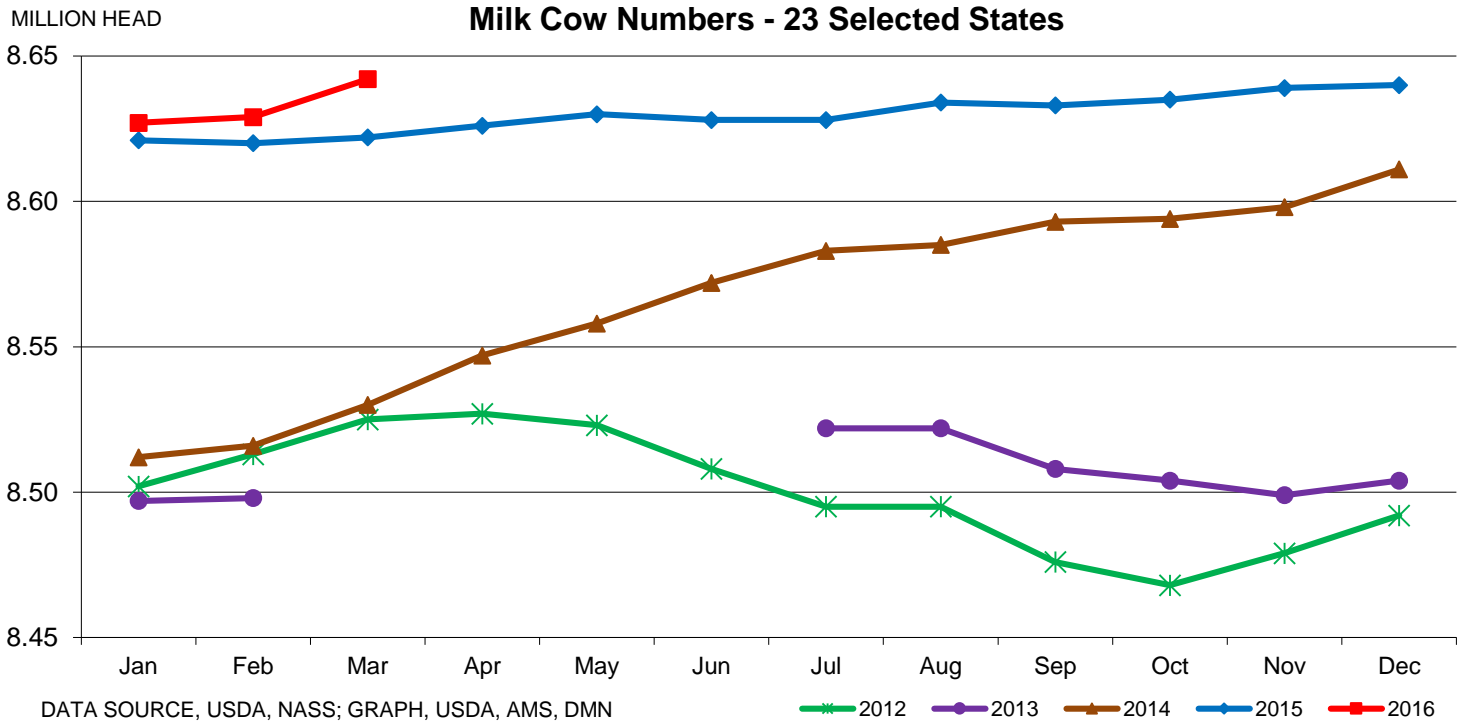
| Federal Milk Order Marketing Area <sup>1</sup> | Order Number | Receipts of Producer Milk |                        | Utilization of Producer Milk in Class I |                        | Utilization of Producer Milk in All Classes <sup>3</sup> |          |           |          | Uniform Price <sup>2</sup> |
|--|--------------|---------------------------|------------------------|---|------------------------|--|----------|-----------|----------|----------------------------|
|  |              | Total                     | Change from Prev. Year | Total                                   | Change from Prev. Year | Class I  | Class II | Class III | Class IV |                            |
|  |              | <i>(million lbs)</i>      | <i>(percent)</i>       | <i>(million lbs)</i>                    | <i>(percent)</i>       | <i>(percent)<sup>3</sup></i>                             |          |           |          | <i>(\$ per cwt)</i>        |
| Northeast (Boston)                             | 001          | 2,305.0                   | 2.9                    | 761.9                                   | -1.0                   | 33   | 25       | 24        | 18       | 14.81                      |
| Appalachian (Charlotte)                        | 005          | 496.0                     | 0.2                    | 333.5                                   | 3.0                    | 67   | 16       | 5         | 12       | 15.87                      |
| Florida (Tampa)                                | 006          | 241.6                     | -0.3                   | 203.9                                   | 1.7                    | 84   | 11       | 2         | 2        | 18.06                      |
| Southeast (Atlanta)                            | 007          | 508.1                     | 7.3                    | 333.4                                   | -0.8                   | 66   | 14       | 12        | 9        | 16.22                      |
| Upper Midwest (Chicago)                        | 030          | 3,126.8                   | 18.3                   | 295.3                                   | -1.4                   | 9  | 6        | 80        | 5        | 13.84                      |
| Central (Kansas City)                          | 032          | 1,350.5                   | 6.3                    | 419.6                                   | 4.1                    | 31   | 12       | 43        | 14       | 13.87                      |
| Mideast (Cleveland)                            | 033          | 1,766.1                   | 13.2                   | 543.2                                   | 2.8                    | 31   | 21       | 32        | 16       | 13.97                      |
| Pacific Northwest (Seattle)                    | 124          | 598.7                     | 19.8                   | 167.7                                   | 2.3                    | 28   | 8        | 28        | 36       | 13.67                      |
| Southwest (Dallas)                             | 126          | 1,273.3                   | 48.0                   | 368.3                                   | 1.0                    | 29   | 8        | 50        | 13       | 14.72                      |
| Arizona (Phoenix)                              | 131          | 464.0                     | 6.7                    | 112.6                                   | -1.0                   | 24   | 11       | 26        | 39       | 13.84                      |
| All Market Average or Total                    |              | 12,130.1                  | 13.1                   | 3,539.3                                 | 1.0                    | 29   | 14       | 43        | 14       | 14.40                      |

<sup>1</sup> Names in parentheses are the major city in the principal pricing point of the market.

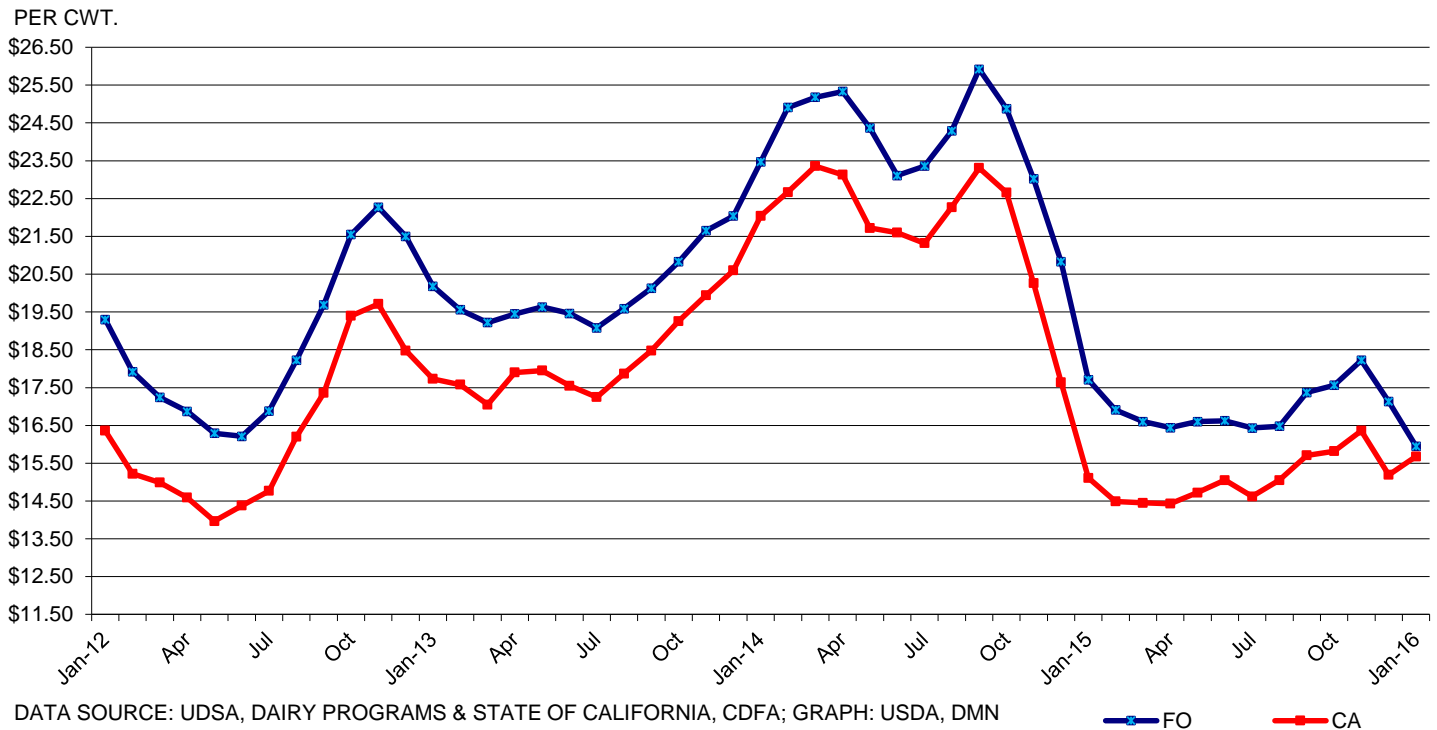
<sup>2</sup> Statistical uniform price for component pricing orders (Class III price plus producer price differential). For other orders, uniform skim milk price times 0.965 plus

<sup>3</sup> Totals may not add to 100 percent due to rounding.

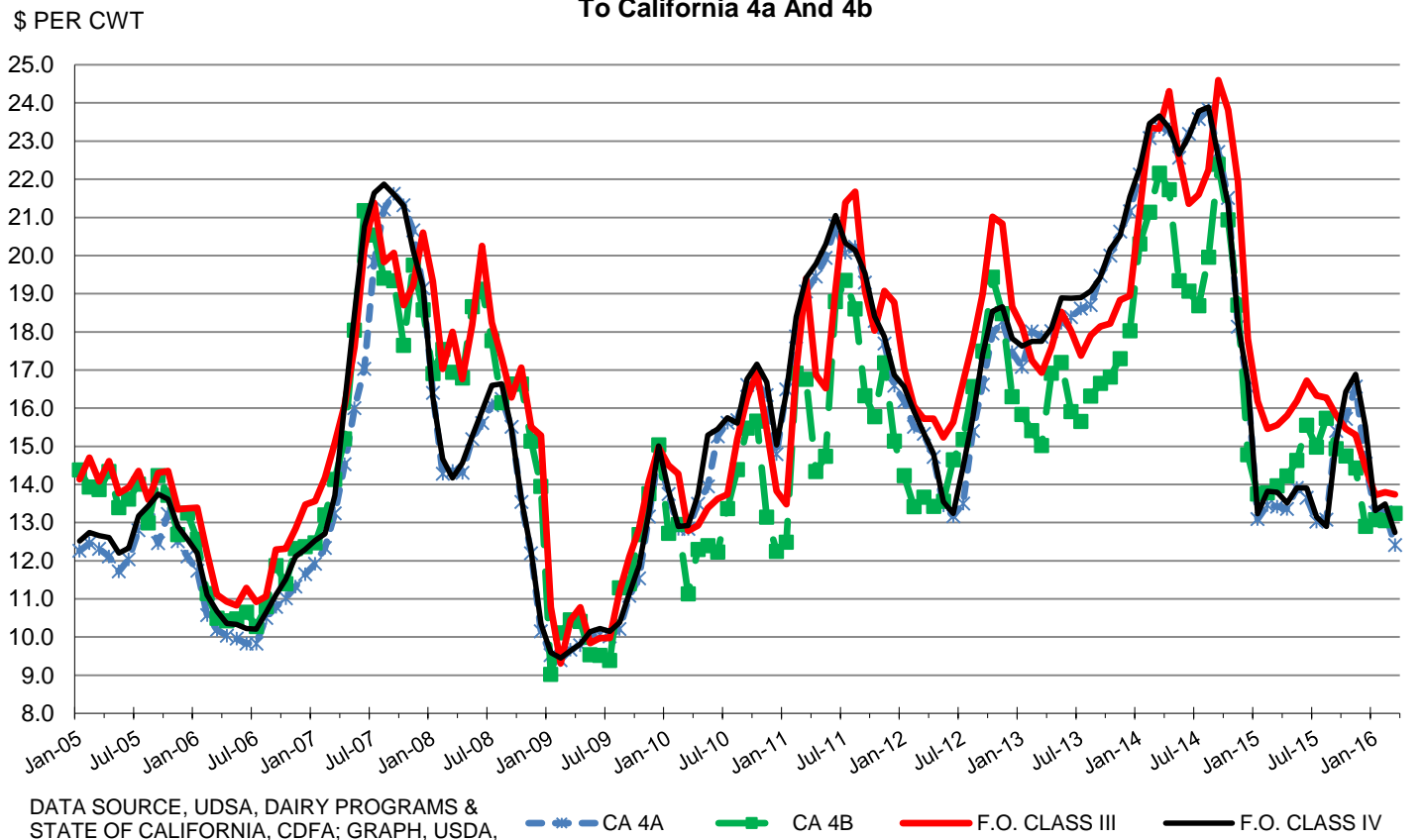
Report Contact: Randal Stoker, [randal.stoker@usda.gov](mailto:randal.stoker@usda.gov) or 202-690-1932.



### Monthly Mailbox Price Average for Federal Orders And California



### Federal Order Class III and IV Prices Compared To California 4a And 4b





## 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 83- Number 16

Issued Weekly

Friday, April 22, 2016

### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 04/22/2016 to 04/28/2016

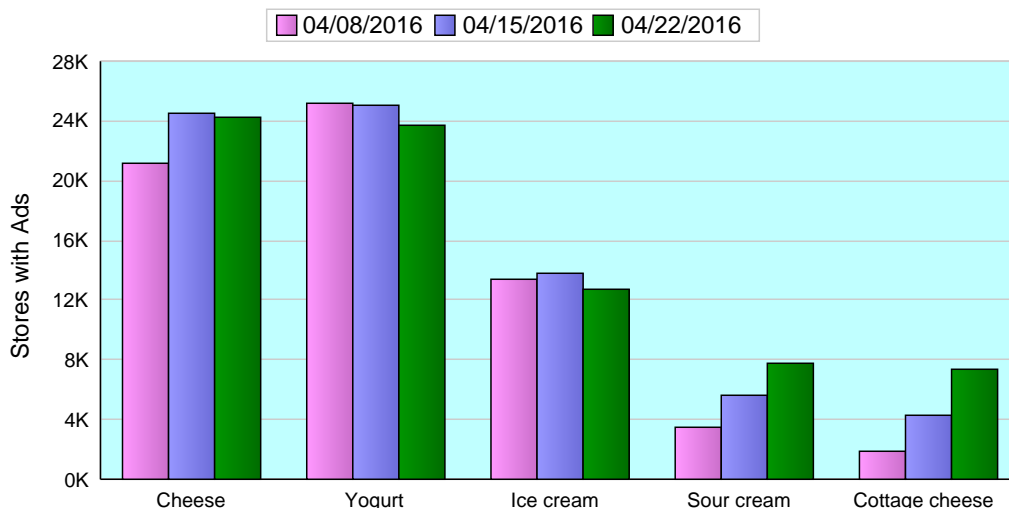
This week total conventional dairy ad numbers decreased 2%, but organic dairy ad numbers increased 92%. Conventional and organic 32 ounce containers of yogurt had substantial rises in ad numbers registering at over a 200% increase for both products. However, 48-64 oz. containers of conventional ice cream and 4-6 oz. containers of conventional Greek yogurt were the most heavily advertised times in the dairy case. One pound packages of conventional butter had a 28% increase in ad numbers and a \$.32 increase in price this week.

The average price for conventional yogurt in 4-6 ounce packages is \$.55, up \$.02 from last week. The average price of 4-6 ounce conventional Greek yogurt is \$.95, up \$.03 from last week. Conventional yogurt ad numbers are down 16% from last week. The average price for organic yogurt in 4-6 ounce packages is \$1.05. Organic yogurt ads are up 222% from last week.

The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.32, down \$.01 from last week; 8 ounce shred cheese averaged \$2.37, down \$.13 from last week. Ads for 8 ounce organic shred cheese averaged \$3.49 and 8 ounce organic cheese blocks averaged \$3.29. Organic one pound shred cheese was advertised at an average price of \$7.49.

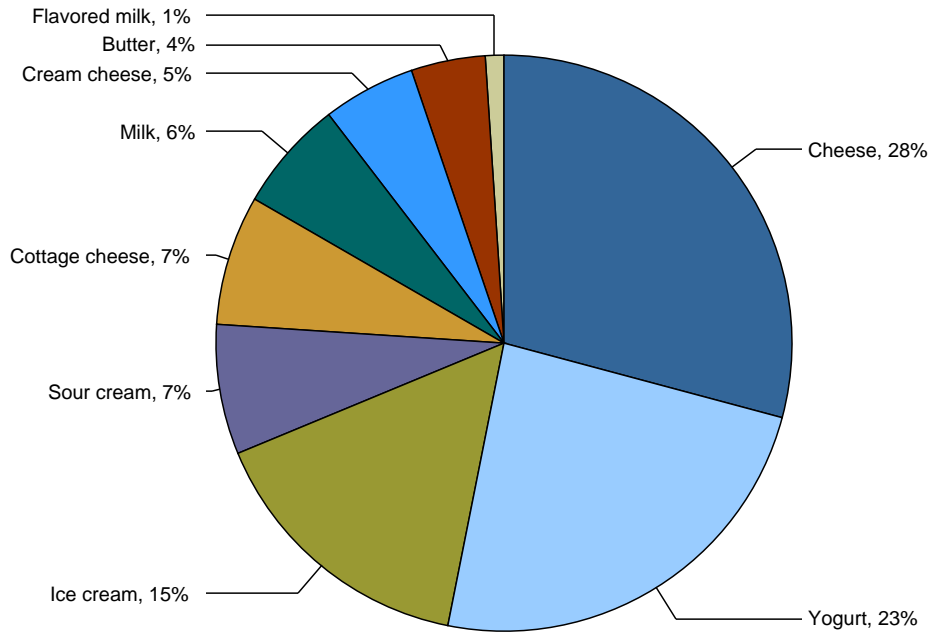
The price spread between organic and conventional half gallon milk is \$2.66. The price spread is the difference between national weighted average prices for organic, \$4.13, and conventional, \$1.47. Conventional milk ad numbers increased 34% from last week while organic milk ad numbers decreased 26%.

Top 5 Commodities Featured

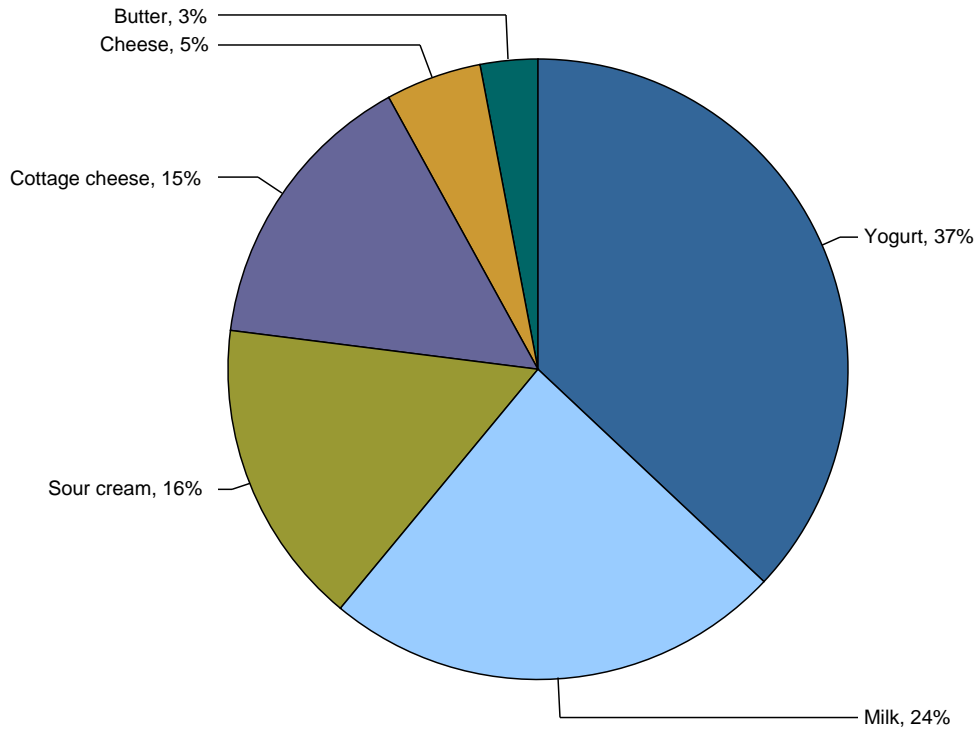




Percentage of Total Conventional Ads by Commodity



Percentage of Total Organic Ads by Commodity



## 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 #         | 3105            | 3.31          | 2420            | 2.99          | 4553            | 2.86          |
| Cheese         | Natural Varieties | 8 oz block  | 9053            | 2.32          | 9972            | 2.33          | 6975            | 2.38          |
| Cheese         | Natural Varieties | 1 # block   | 1148            | 4.14          | 2074            | 3.64          | 4008            | 4.51          |
| Cheese         | Natural Varieties | 2 # block   | 421             | 6.16          | 649             | 5.82          | 380             | 7.04          |
| Cheese         | Natural Varieties | 8 oz shred  | 12449           | 2.37          | 9518            | 2.50          | 10043           | 2.54          |
| Cheese         | Natural Varieties | 1 # shred   | 678             | 4.27          | 2275            | 3.59          | 3448            | 4.01          |
| Cottage cheese |                   | 16 oz       | 5955            | 1.89          | 4004            | 1.90          | 3776            | 2.10          |
| Cream cheese   |                   | 8 oz        | 4267            | 1.89          | 4152            | 1.93          | 4232            | 1.80          |
| Flavored milk  | All fat tests     | half gallon | 276             | 2.39          | 442             | 2.73          | 732             | 2.39          |
| Flavored milk  | All fat tests     | gallon      | 739             | 2.97          | 1695            | 2.63          | 308             | 3.20          |
| Ice cream      |                   | 48-64oz     | 12774           | 3.32          | 13795           | 3.04          | 14410           | 3.21          |
| Milk           | All fat tests     | half gallon | 848             | 1.47          | 510             | 1.31          | 1467            | 1.87          |
| Milk           | All fat tests     | gallon      | 4016            | 2.35          | 3114            | 2.41          | 4545            | 2.91          |
| Sour cream     |                   | 16 oz       | 6138            | 1.55          | 5453            | 1.64          | 3734            | 1.69          |
| Yogurt         | Greek             | 4-6 oz      | 13506           | .95           | 13131           | .92           | 13310           | .99           |
| Yogurt         | Greek             | 32 oz       | 551             | 4.86          | 3823            | 4.77          | 2261            | 4.20          |
| Yogurt         | Yogurt            | 4-6 oz      | 4635            | .55           | 6559            | .53           | 7461            | .46           |
| Yogurt         | Yogurt            | 32 oz       | 1402            | 2.70          | 433             | 2.98          | 848             | 2.46          |

## 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 #         | 2.49-4.49      | 1158            | 3.34          | 3.50-3.99      | 1064            | 3.96          | 2.50         | 122             | 2.50          |
| Cheese         | Natural Varieties | 8 oz block  | 1.50-3.48      | 2502            | 2.30          | 1.67-3.00      | 2779            | 2.63          | 1.25-2.50    | 1434            | 2.25          |
| Cheese         | Natural Varieties | 1 # block   | 2.99           | 108             | 2.99          | 5.99           | 84              | 5.99          | 2.99-3.99    | 348             | 3.35          |
| Cheese         | Natural Varieties | 2 # block   |                |                 |               |                |                 |               | 5.99-6.49    | 122             | 6.21          |
| Cheese         | Natural Varieties | 8 oz shred  | 1.50-3.00      | 3381            | 2.37          | 1.67-3.50      | 4324            | 2.58          | 1.25-3.29    | 1855            | 2.33          |
| Cheese         | Natural Varieties | 1 # shred   |                |                 |               | 5.99           | 84              | 5.99          | 2.99-3.99    | 348             | 3.35          |
| Cottage cheese |                   | 16 oz       | 1.50-3.49      | 1813            | 2.38          | 1.00-2.50      | 1610            | 1.51          | 1.25-2.00    | 713             | 1.65          |
| Cream cheese   |                   | 8 oz        | 1.49-2.50      | 1041            | 1.82          | 1.50-2.00      | 1361            | 1.97          | 0.79-2.29    | 802             | 1.68          |
| Flavored milk  | All fat tests     | half gallon | 1.99           | 62              | 1.99          | 2.50           | 214             | 2.50          |              |                 |               |
| Flavored milk  | All fat tests     | gallon      | 3.99           | 167             | 3.99          |                |                 |               | 2.79         | 213             | 2.79          |
| Ice cream      |                   | 48-64oz     | 1.88-3.99      | 3062            | 2.76          | 2.00-5.00      | 4328            | 3.68          | 1.88-4.99    | 1921            | 3.33          |
| Milk           | All fat tests     | half gallon | 1.00-1.99      | 432             | 1.62          |                |                 |               | 0.88-1.00    | 358             | .96           |
| Milk           | All fat tests     | gallon      | 1.99           | 327             | 1.99          | 2.00-2.50      | 2055            | 2.45          | 1.69-2.79    | 340             | 2.38          |
| Sour cream     |                   | 16 oz       | 1.49-2.19      | 1826            | 1.77          | 1.00-1.66      | 1405            | 1.38          | 1.00-1.79    | 670             | 1.40          |
| Yogurt         | Greek             | 4-6 oz      | 0.75-1.00      | 3460            | .94           | 0.89-1.25      | 3636            | .97           | 0.50-1.00    | 1781            | .89           |
| Yogurt         | Greek             | 32 oz       | 3.79-5.00      | 307             | 4.75          |                |                 |               |              |                 |               |
| Yogurt         | Yogurt            | 4-6 oz      | 0.40-1.67      | 1647            | .64           | 0.40-0.50      | 1588            | .47           | 0.33         | 106             | .33           |

Wtd Avg - Simple weighted average



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| 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     | 2.50-2.59      | 315             | 2.54          | 2.49           | 64              | 2.49          | 3.33         | 213             | 3.33          |

| 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 #        | 1.99               | 210             | 1.99          | 1.50-2.50      | 292             | 2.29          | 2.50-3.49      | 251             | 3.10          |
| Cheese         | Natural Varieties | 8 oz block | 1.79-2.50          | 752             | 2.03          | 1.59-2.50      | 1112            | 1.99          | 1.67-3.00      | 460             | 2.02          |
| Cheese         | Natural Varieties | 1 # block  | 2.50-5.99          | 228             | 4.25          | 3.98-4.99      | 353             | 4.68          |                |                 |               |
| Cheese         | Natural Varieties | 2 # block  |                    |                 |               | 6.99           | 167             | 6.99          | 4.99           | 121             | 4.99          |
| Cheese         | Natural Varieties | 8 oz shred | 1.67-2.50          | 1071            | 2.06          | 1.59-3.00      | 1145            | 2.08          | 1.67-3.00      | 659             | 2.15          |
| Cheese         | Natural Varieties | 1 # shred  |                    |                 |               | 4.99           | 246             | 4.99          |                |                 |               |
| Cottage cheese |                   | 16 oz      | 1.00-1.50          | 472             | 1.20          | 1.25-2.50      | 1175            | 2.05          | 1.00-2.50      | 138             | 1.75          |
| Cream cheese   |                   | 8 oz       | 1.39-1.50          | 178             | 1.46          | 1.66-2.29      | 739             | 1.98          | 3.00           | 138             | 3.00          |
| Flavored milk  | All fat tests     | gallon     | 3.59               | 60              | 3.59          | 1.89-1.99      | 230             | 1.94          | 3.99           | 69              | 3.99          |
| Ice cream      |                   | 48-64oz    | 1.66-5.50          | 977             | 3.42          | 1.99-4.99      | 1833            | 3.20          | 3.00-3.50      | 485             | 3.37          |
| Milk           | All fat tests     | gallon     | 1.97-3.29          | 244             | 2.94          | 1.89-2.29      | 660             | 2.13          | 1.79-1.99      | 358             | 1.95          |
| Sour cream     |                   | 16 oz      | 1.00-1.50          | 658             | 1.13          | 1.00-2.50      | 1039            | 1.68          | 1.50-2.50      | 463             | 1.65          |
| Yogurt         | Greek             | 4-6 oz     | 0.75-1.00          | 1171            | .94           | 0.88-1.00      | 1703            | .95           | 0.88-1.00      | 1683            | .98           |
| Yogurt         | Greek             | 32 oz      |                    |                 |               | 4.99           | 244             | 4.99          |                |                 |               |
| Yogurt         | Yogurt            | 4-6 oz     | 0.33-0.50          | 399             | .39           | 0.40-0.88      | 542             | .60           | 0.50-0.62      | 350             | .60           |
| Yogurt         | Yogurt            | 32 oz      |                    |                 |               | 2.00-3.99      | 500             | 2.66          | 2.50           | 289             | 2.50          |

| Commodity      | Type              | Pack Size   | ALASKA U.S. |                 |               | HAWAII U.S. |                 |               |
|----------------|-------------------|-------------|-------------|-----------------|---------------|-------------|-----------------|---------------|
|                |                   |             | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price |
| Butter         |                   | 1 #         | 3.00-3.98   | 8               | 3.37          |             |                 |               |
| Cheese         | Natural Varieties | 8 oz block  | 2.50        | 5               | 2.50          | 3.00        | 9               | 3.00          |
| Cheese         | Natural Varieties | 1 # block   |             |                 |               | 4.99        | 27              | 4.99          |
| Cheese         | Natural Varieties | 2 # block   | 5.99        | 11              | 5.99          |             |                 |               |
| Cheese         | Natural Varieties | 8 oz shred  | 2.50        | 5               | 2.50          | 3.00        | 9               | 3.00          |
| Cottage cheese |                   | 16 oz       |             |                 |               | 3.49        | 34              | 3.49          |
| Cream cheese   |                   | 8 oz        | 1.79        | 5               | 1.79          | 2.50        | 3               | 2.50          |
| Ice cream      |                   | 48-64oz     | 4.00-4.98   | 33              | 4.09          | 2.79-5.79   | 135             | 4.32          |
| Milk           | All fat tests     | half gallon |             |                 |               | 3.39-3.79   | 58              | 3.56          |
| Milk           | All fat tests     | gallon      | 2.99-3.49   | 32              | 3.16          |             |                 |               |
| Sour cream     |                   | 16 oz       | 1.79-1.99   | 26              | 1.83          | 2.00-2.50   | 51              | 2.26          |
| Yogurt         | Greek             | 4-6 oz      | 1.25        | 42              | 1.25          | 1.00-1.25   | 30              | 1.23          |
| Yogurt         | Yogurt            | 4-6 oz      |             |                 |               | 1.00        | 3               | 1.00          |
| Yogurt         | Yogurt            | 32 oz       | 3.00        | 21              | 3.00          |             |                 |               |



## 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 #         | 267             | 4.99          | 161             | 4.99          |                 |               |
| Cheese         | Natural Varieties | 8 oz block  | 180             | 3.29          |                 |               | 1218            | 3.98          |
| Cheese         | Natural Varieties | 8 oz shred  | 114             | 3.49          |                 |               | 911             | 4.00          |
| Cheese         | Natural Varieties | 1 # shred   | 244             | 7.49          |                 |               |                 |               |
| Cottage cheese |                   | 16 oz       | 1465            | 3.16          | 328             | 3.00          |                 |               |
| Flavored milk  | All fat tests     | half gallon |                 |               | 195             | 4.28          |                 |               |
| Ice cream      |                   | 48-64oz     |                 |               |                 |               | 121             | 5.49          |
| Milk           | All fat tests     | half gallon | 1342            | 4.13          | 2388            | 4.05          | 968             | 3.75          |
| Milk           | All fat tests     | gallon      | 487             | 5.44          | 280             | 4.97          | 1334            | 6.21          |
| Milk           | All fat tests     | 8 oz UHT    | 559             | 1.00          | 543             | 1.00          | 225             | 1.00          |
| Sour cream     |                   | 16 oz       | 1587            | 3.07          | 114             | 1.99          |                 |               |
| Yogurt         | Greek             | 4-6 oz      | 940             | 1.15          | 656             | 1.25          | 835             | 1.21          |
| Yogurt         | Greek             | 32 oz       | 453             | 6.29          |                 |               |                 |               |
| Yogurt         | Yogurt            | 4-6 oz      | 769             | 1.05          |                 |               | 59              | 1.99          |
| Yogurt         | Yogurt            | 32 oz       | 1500            | 2.76          | 482             | 2.49          | 189             | 2.50          |

## 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 |
| Butter         |                   | 1 #         |                |                 |               | 4.99           | 84              | 4.99          | 4.99         | 69              | 4.99          |
| Cheese         | Natural Varieties | 8 oz block  |                |                 |               |                |                 |               | 3.29         | 180             | 3.29          |
| Cottage cheese |                   | 16 oz       |                |                 |               | 2.99-3.50      | 589             | 3.16          | 2.99         | 110             | 2.99          |
| Milk           | All fat tests     | half gallon | 3.49-4.99      | 825             | 4.15          | 4.28           | 195             | 4.28          | 2.99-4.79    | 208             | 3.69          |
| Milk           | All fat tests     | gallon      | 5.69           | 304             | 5.69          |                |                 |               |              |                 |               |
| Milk           | All fat tests     | 8 oz UHT    |                |                 |               | 1.00           | 379             | 1.00          | 1.00         | 180             | 1.00          |
| Sour cream     |                   | 16 oz       |                |                 |               | 2.99           | 394             | 2.99          | 2.99         | 247             | 2.99          |
| Yogurt         | Greek             | 4-6 oz      | 1.00-1.25      | 766             | 1.13          |                |                 |               |              |                 |               |
| Yogurt         | Greek             | 32 oz       | 5.99           | 72              | 5.99          |                |                 |               |              |                 |               |
| Yogurt         | Yogurt            | 4-6 oz      | 0.99-1.25      | 769             | 1.05          |                |                 |               |              |                 |               |
| Yogurt         | Yogurt            | 32 oz       | 2.49-3.99      | 548             | 3.23          | 2.49           | 227             | 2.49          | 2.49-2.50    | 725             | 2.49          |

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 #         | 4.99               | 114             | 4.99          |                |                 |               |                |                 |               |
| Cheese         | Natural Varieties | 8 oz shred  | 3.49               | 114             | 3.49          |                |                 |               |                |                 |               |
| Cheese         | Natural Varieties | 1 # shred   |                    |                 |               | 7.49           | 244             | 7.49          |                |                 |               |
| Cottage cheese |                   | 16 oz       | 2.99               | 429             | 2.99          | 2.99           | 210             | 2.99          | 2.99-5.49      | 127             | 4.19          |
| Milk           | All fat tests     | half gallon |                    |                 |               | 4.49           | 114             | 4.49          |                |                 |               |
| Milk           | All fat tests     | gallon      | 4.99               | 51              | 4.99          |                |                 |               | 4.99           | 121             | 4.99          |
| Sour cream     |                   | 16 oz       | 2.99               | 429             | 2.99          | 2.99-3.49      | 451             | 3.26          | 2.99           | 66              | 2.99          |
| Yogurt         | Greek             | 4-6 oz      |                    |                 |               | 1.25           | 174             | 1.25          |                |                 |               |
| Yogurt         | Greek             | 32 oz       |                    |                 |               | 5.99-6.99      | 381             | 6.35          |                |                 |               |

| Commodity | Type          | Pack Size | ALASKA U.S. |                 |               | HAWAII U.S. |                 |               |
|-----------|---------------|-----------|-------------|-----------------|---------------|-------------|-----------------|---------------|
|           |               |           | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price |
| Milk      | All fat tests | gallon    | 5.49        | 11              | 5.49          |             |                 |               |

#### 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  |
| ALASKA             | Alaska   |
| HAWAII             | Hawaii   |
| NATIONAL           | Continental United States  |



# Dairy Market News

United States Department of Agriculture

Agricultural Marketing Service

Dairy Programs

Market Information Branch

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