

NATIONAL DAIRY MARKET NEWS AT A GLANCE**CME GROUP CASH MARKETS (3/24)**

**BUTTER:** Grade AA closed at \$2.0975. The weekly average for Grade AA is \$2.1135. (-.0330).

**CHEESE:** Barrels closed at \$1.3900 and 40# blocks at \$1.4400. The weekly average for barrels is \$1.3920 (+.0140) and blocks, \$1.4325 (+.0610).

**NONFAT DRY MILK:** Grade A closed at \$0.8200. The weekly average for Grade A is \$.8195 (+.0180).

**BUTTER HIGHLIGHTS:** Throughout the United States there are heavy cream supplies clearing to butter producers, who are churning at full swing. In the West, a few processors say they are packaging butter to keep up with the excess amounts of cream. In the Northeast, butter output is in excess of producers' present needs. In the Central, some producers are building butter stocks when increased demand and contractual obligations allow. The United States butter demand is fair to strong. A few Northeastern producers' holiday orders have been placed and interest for both bulk and print butter is good to mixed, as more orders are placed for the upcoming celebrations. Demand in the Central region is active. In the West, demand is steady for meeting immediate needs, but a few Western manufacturers say their butter supplies are mostly committed into the near term. Currently, domestic bulk butter pricing shifted downward a bit from last week at 4 cents below to 7 cents above, based on the CME Group with various periods and averages used. Friday's CME Group cash trading saw Grade AA butter close at \$2.0975, down \$0.0325 from last Friday.

**CHEESE HIGHLIGHTS:** Milk continues to be readily available to U.S. cheesemakers. However, contractual and internal milk supplies are meeting most cheese production needs. Cheese production is steady to strong across the country. Northeastern food service demand is lower with many schools on spring break. Midwest and Western cheese contacts report improved demand. Some cheese contacts suggest new advertisements and sales promotions have helped improved orders. Cheese inventories are long, but Western manufacturers note that increasing sales have started to bring down stocks. The market tone is uncertain. Average weekly barrel cheese prices on the CME increased from the previous week's average after five weeks of decreasing average prices. Weekly average block prices also increased, after six weeks of declining weekly averages. In CME

Group trading Friday, barrels closed at \$1.3900, up \$0.0250 from last Friday. Blocks closed at \$1.4400, up \$0.0400 from last Friday.

**FLUID MILK:** Milk production has steadied a bit in some areas of the Eastern region. However, Midwestern and Western milk production is generally active, with a few exceptions such as Arizona, where weather has been warmer than usual. Bottled milk demand is steady to higher in the West. In the Midwest and East, spring break continues to constrain Class I sales. Spot sales into Class III range from flat to \$3 under Class. However, most Midwestern cheesemakers are not taking on spot milk with current needs met contractually. Cream in the Midwest and West is abundant. In both these regions, butter makers are churning cream in lieu of selling it on the spot market. Cream demand is trickling up across the nation. Ice cream manufacturers' interests in cream vary from contact to contact. Some cream producers are getting regular inquiries from ice cream makers, while others expect more interest after the spring holidays. Cream multiples, in all Classes, range from 1.05 to 1.20 in the East, 1.05 to 1.20 in the Midwest, and 1.00 to 1.13 in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk (NDM) prices decreased this week in the Central and East, but prices were mixed in the West. Eastern low/medium heat NDM manufacturers are seeing some movement into Mexico and Canada. However, West and Midwest NDM contacts report international trade interest has declined. Condensed skim is available to meet NDM manufacturing needs across the country. Overall, the low/medium heat NDM market tone is mixed. Low/medium heat NDM inventories are adequate. High heat NDM production is light, but increasing. High heat NDM prices have decreased across the country. High heat NDM inventories are adequate for contractual obligations. Dry buttermilk prices were steady in the Central and East regions, but were mainly down in the West. Demand for dry buttermilk is light to moderate across the country. Dry buttermilk production is generally active. Inventories of dry buttermilk vary from balanced in the West, to growing in the East and Central U.S. Dry whole milk prices are steady to lower. Domestic dry whole milk values are currently priced above the international market. Sales of dry whole milk on the spot market have been infrequent, and inventories vary by region. Dry whey prices were mixed to lower in the Central U.S., slightly up in the Northeast, and mostly steady in the

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**CME GROUP CASH TRADING**

COMMODITY	MONDAY MAR 20	TUESDAY MAR 21	WEDNESDAY MAR 22	THURSDAY MAR 23	FRIDAY MAR 24	:: WEEKLY CHANGE*	:: WEEKLY AVERAGE#
<b>CHEESE</b>							
BARRELS	\$1.3600 (-.0050)	\$1.3900 (+.0300)	\$1.4100 (+.0200)	\$1.4100 (N.C.)	\$1.3900 (-.0200)	:: (+.0250)	:: \$1.3920 (+.0140)
40# BLOCKS	\$1.4025 (+.0025)	\$1.4300 (+.0275)	\$1.4500 (+.0200)	\$1.4400 (-.0100)	\$1.4400 (N.C.)	:: (+.0400)	:: \$1.4325 (+.0610)
<b>NONFAT DRY MILK</b>							
GRADE A	\$.8050 (N.C.)	\$.8050 (N.C.)	\$.8225 (+.0175)	\$.8450 (+.0225)	\$.8200 (-.0250)	:: (+.0150)	:: \$.8195 (+.0180)
<b>BUTTER</b>							
GRADE AA	\$2.1300 (N.C.)	\$2.1200 (-.0100)	\$2.1200 (N.C.)	\$2.1000 (-.0200)	\$2.0975 (-.0025)	:: (-.0325)	:: \$2.1135 (-.0330)

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-**

West. Export interest from Mexico is quiet. Domestic demand is solid in the Northeast, and whey is steadily moving through contracts in the West. Dry whey inventory reports point to a general tightness in all regions, yet Western contacts say stocks are slowly building. Whey protein concentrate 34 percent (WPC34%) prices were mixed. WPC 34% demand was also mixed. Nonfat dry milk prices are placing downward pressure on the WPC34% market. Production of WPC34% is steady, while inventories are tight. Lactose prices held steady on the range, though slightly higher on the mostly price series. The lactose market tone is stable. Lactose Q2 contractual arrangements are finishing up and prices are generally above Q1 prices. Lactose demand is good, production is active and inventories range from tight to adequate. Rennet casein prices increased. The market tone for rennet casein is unsettled. Acid casein prices are unchanged, and demand remains strong.

**ORGANIC DAIRY MARKET NEWS (DMN):** The total volume of estimated U.S. organic fluid milk sales ended 2016 above previous years' numbers. Although December sales dipped marginally, trending consumer demand shows steady year over year increases. This week, organic milk accounts for 42 percent of organic dairy retail ad numbers by commodity, but posted an 8 percent decline compared to the last period. Regionally, the number of organic milk ads were higher in the Southwest and Southeast compared to last week. Retail ads for organic yogurt and sour cream were respectively, 31 percent and 10 percent. Overall, organic yogurt posted the largest change in ad volume, up 141 percent over the previous period.

**NATIONAL RETAIL REPORT (DMN):** This week, total conventional dairy ad numbers increased 9 percent, and organic dairy ads went up 27 percent. The top three advertised dairy items were conventional Greek yogurt in 4-6 ounce containers, 48-64 containers of ice cream, and 8 ounce packs of shred cheese. The number of ads for conventional cream cheese in 8 ounce containers and conventional one pound butter increased significantly, 70 percent and 58 percent respectively. The weighted average price for conventional one pound butter is \$2.99, as compared to one pound organic butter at \$5.17. Conventional yogurt ad numbers went up 10 percent while organic yogurt ad numbers increased 141 percent. The average sale price for 4-6 ounce conventional yogurt is \$0.54, while 4-6 ounce organic yogurt averaged \$1.42, an organic price premium of \$0.88. The average advertised price for 4-6 ounce conventional Greek yogurt is \$0.97, while 4-6 ounce organic Greek yogurt is \$1.00, an organic price premium of \$0.03. The number of conventional cheese ads increased by 15 percent. The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.12, and 8 ounce conventional cheese shreds averaged \$2.11. The average sale price for 8 ounce organic cheese shreds is \$4.29. Organic milk advertisement numbers decreased 8 percent, but milk is the largest percentage of organic dairy ads for the week. Ad numbers for conventional milk increased 9 percent. The weighted average price for organic half gallon milk is \$3.51. For a conventional half gallon of milk, the average price is \$1.69, an organic price premium of \$1.82.

**FEBRUARY MILK PRODUCTION (NASS):** Milk production in the 23 major States during February totaled 15.7 billion pounds, down 1.0 percent from February 2016. However, production was 2.5 percent above last year after adjusting for the leap year. January revised production, at 17.0 billion pounds, was up 2.7 percent from January 2016. The January revision represented a decrease of 4 million pounds or less than 0.1 percent from last month's preliminary production estimate. Production per cow in the 23 major States

averaged 1,801 pounds for February, 32 pounds below February 2016. The number of milk cows on farms in the 23 major States was 8.69 million head, 66,000 head more than February 2016, and 3,000 head more than January 2017.

**FEBRUARY COLD STORAGE (NASS):** On February 28, U.S. cold storage holdings of butter totaled 282.6 million pounds, up 28 percent from the previous month and 20 percent above February 2016. Natural American cheese holdings total 774.1 million pounds, 3 percent higher than the previous month, and 8 percent above February 2016. Total natural cheese stocks were 1.257 billion pounds, 3 percent above last month, and 6 percent more than February 2016.

**FEBRUARY CONSUMER PRICE INDEX (BLS):** The February CPI for all food is 248.8, no change from a year ago. The dairy products index is 220.6, up 0.4 percent from a year ago. The following are the February to February changes for selected products: fresh whole milk is up 0.7 percent; cheese is down 0.5 percent; and butter is down 1.4 percent.

**APRIL FEDERAL MILK ORDER ADVANCE CLASS PRICES (FMMO):** Under the Federal milk order pricing system, the base Class I price for April 2017 is \$16.05 per cwt. This price is derived from the advanced Class III skim milk pricing factor of \$7.75 and the advanced butterfat pricing factor of \$2.4483. 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 \$0.85 per cwt when compared to the previous month of March 2017. For selected consumer products, the price changes are: whole milk (3.25 percent milk fat), -\$0.85 per cwt, -\$0.073 per gallon; reduced fat milk (2%), -\$0.87 per cwt, -\$0.075 per gallon; fat-free (skim milk), -\$0.89 per cwt, -\$0.077 per gallon. The advanced Class IV skim milk pricing factor is \$6.08. Thus, the Class II skim milk price for April 2017 is \$6.78 per cwt, and the Class II nonfat solids price is \$0.7533. The two-week product price averages for April 2017 are: butter \$2.1932, nonfat dry milk \$0.8506, cheese \$1.5793 and dry whey \$0.5235.

## MONDAY, MARCH 20, 2017

CHEESE – SALES: 1 CAR BARRELS @ \$1.3600; LAST BID UNFILLED: 1 CAR 40# BLOCKS @ \$1.4025; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.3700  
 NONFAT DRY MILK – SALES: NONE; LAST BID UNFILLED: 5 CARS GRADE A: 1 @ \$0.7925, 1 @ \$0.7975, 3 @ \$0.7950; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.8200  
 BUTTER – SALES: 2 CARS GRADE AA: 1 @ \$2.1250, 1 @ \$2.1300; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 3 CARS GRADE AA @ \$2.1500

## TUESDAY, MARCH 21, 2017

CHEESE – SALES: 17 CARS BARRELS: 4 @ \$1.3600, 1 @ \$1.3650, 1 @ \$1.3600, 5 @ \$1.3650, 3 @ \$1.3700, 2 @ \$1.3800, 1 @ \$1.3900; 8 CARS 40# BLOCKS: 1 @ \$1.4000, 1 @ \$1.4100, 1 @ \$1.4200, 2 @ \$1.4300, 1 @ \$1.4350, 2 @ \$1.4300; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.3850; 1 CAR 40# BLOCKS @ \$1.4300; LAST OFFER UNCOVERED: 2 CARS BARRELS @ \$1.4000; 1 CAR 40# BLOCKS @ \$1.4350  
 NONFAT DRY MILK – SALES: NONE; LAST BID UNFILLED: 6 CARS GRADE A: 1 @ \$0.7950, 3 @ \$0.8050, 1 @ \$0.7925, 1 @ \$0.7900; LAST OFFER UNCOVERED: 2 CARS GRADE A: 1 @ \$0.8200, 1 @ \$0.8175  
 BUTTER – SALES: 1 CAR GRADE AA @ \$2.1200; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.1100; LAST OFFER UNCOVERED: NONE

## WEDNESDAY, MARCH 22, 2017

CHEESE – SALES: 4 CARS BARRELS: 3 @ \$1.4000, 1 @ \$1.4100; 2 CARS 40# BLOCKS: 1 @ \$1.4400, 1 @ \$1.4500; LAST BID UNFILLED: 1 CAR 40# BLOCKS @ \$1.4300; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.4100; 1 CAR 40# BLOCKS @ \$1.4600  
 NONFAT DRY MILK – SALES: 3 CARS GRADE A: 1 @ \$0.8200, 1 @ \$0.8100, 1 @ \$0.8175; LAST BID UNFILLED: 8 CARS GRADE A: 3 @ \$0.8000, 3 @ \$0.8075, 1 @ \$0.7800, 1 @ \$0.8225; LAST OFFER UNCOVERED: 2 CARS GRADE A: 1 @ \$0.8400, 1 @ \$0.8375  
 BUTTER – SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.1100; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.1350

## THURSDAY, MARCH 23, 2017

CHEESE – SALES: 6 CARS 40# BLOCKS: 2 @ \$1.4400, 1 @ \$1.4375, 3 @ \$1.4400; LAST BID UNFILLED: 1 CAR 40# BLOCKS @ \$1.4400; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.4100  
 NONFAT DRY MILK – SALES: NONE; LAST BID UNFILLED: 9 CARS GRADE A: 4 @ \$0.8225, 1 @ \$0.8200, 3 @ \$0.8100, 1 @ \$0.8450; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.8500  
 BUTTER – SALES: 1 CAR GRADE AA @ \$2.1000; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

## FRIDAY, MARCH 24, 2017

CHEESE – SALES: 1 CAR BARRELS @ \$1.3900; 3 CARS 40# BLOCKS @ \$1.4400; LAST BID UNFILLED: 1 CAR 40# BLOCKS @ \$1.4400; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.3925; 1 CAR 40# BLOCKS @ \$1.4500  
 NONFAT DRY MILK – SALES: 17 CARS GRADE A: 1 @ \$0.8275, 1 @ \$0.8300, 1 @ \$0.8275, 2 @ \$0.8250, 2 @ \$0.8275, 1 @ \$0.8300, 3 @ \$0.8250, 1 @ \$0.8175, 1 @ \$0.8225, 1 @ \$0.8250, 3 @ \$0.8200; LAST BID UNFILLED: 6 CARS GRADE A: 1 @ \$0.8150, 1 @ \$0.7900, 1 @ \$0.7500, 2 @ \$0.7825, 1 @ \$0.8125; LAST OFFER UNCOVERED: 2 CARS GRADE A: 1 @ \$0.8475, 1 @ \$0.8350  
 BUTTER – SALES: 1 CAR GRADE AA @ \$2.0975; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.0700; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.1500

## BUTTER MARKETS

## NORTHEAST

Butter producers are still churning heavily to exhaust surplus cream supplies. In nearly all production instances, butter output is in excess of producers' current needs, adding to inventory growth. Some operations have moved away from unsalted butter production runs, as foreign markets remain sluggish. For a few producers, orders for the balance of the holiday season have been placed, while not necessarily shipped. Interest for both bulk and print butter is good to mixed, as holiday orders improve. Food service demand is moderate to light. The market anticipates a boost from the restaurant sector as the spring holiday activities unfolds. Sources indicate that domestic bulk butter sales range 4 to 6 cents over the CME Group, based on various time frames and averages used. The market undertone remains unsettled to weak. Tuesday, the CME Group cash trading saw Grade AA butter prices close at \$2.1200, down \$0.0600 from a week ago closing price. According to the *DMN National Retail Report-Dairy*, for March 17-23, 2017, the Northeast weighted average retail price for 1-pound butter was \$3.55, 31 cents higher than the national average price, and 34 cents higher than last week's Northeast average butter price. Retail markets in the region reported butter prices ranging \$2.69-\$4.99.

## CENTRAL

Butter production is active across the Central United States. Class IV spot cream multiples are in the 1.05 to 1.15 range, but many butter makers' needs are being met through contracts. Class II interest in cream has yet to affect butter makers' accessibility. Butter demand reports vary from fair to strong. Some contacts suggest recent butter related news articles have prompted some uptick in ordering. Producers are building butter supplies when increased

demand and contractual obligations allow. CME butter prices averaged \$2.1465 last week, \$.2075 higher than the same week in 2016. The butter market tone remains steady. *DMN National Retail Report-Dairy* for March 17-23 noted the national weighted average advertised price for a 1 pound package of butter is \$3.24, \$0.06 above one week ago and \$0.17 higher than one year ago. The weighted average regional prices in the Midwest and South Central were \$2.50 and \$2.99, respectively. Bulk butter prices reported ranged from 1 to 7 cents over the market, with various periods and averages used. Wednesday at the CME Group, Grade AA butter closed at \$2.1200, down \$.0300 from last Wednesday.

## WEST

Western butter production is active and stable. A few processors say they are churning and packaging butter to keep up with the excess cream. Demand is steady in advance of spring holidays, but buyers are expressing little interest beyond immediate needs. Industry contacts note inventories are heavy and following normal seasonal patterns. A few manufacturers say their butter stocks are mostly committed into the near term. Bulk butter pricing in the West this week is 4 cents below to 1 cent above, based on the CME Group with various time frames and averages used. The *DMN National Retail Report-Dairy* for the week of March 17-23 found that the U.S. weighted average advertised price of 1 pound butter is \$3.24, up \$.06 from last week. The U.S. weighted average price was \$3.07 one year ago. In the Southwest, the weighted average advertised price of 1 pound butter is \$2.82 with a price range of \$1.99-\$2.99. In the Northwest, the weighted average advertised price of 1 pound butter is \$3.00. The *NASS Cold Storage* report noted U.S. butter

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## NATIONAL DAIRY PRODUCTS SALES REPORT

U.S. AVERAGES AND TOTAL POUNDS

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
March 18, 2017	2.1969 3,964,704	1.5441 12,850,775	1.5262 14,797,151	.5263 7,445,631	.8517 27,008,835

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

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stocks as of February 28, 2017, were 282.6 million pounds, up 28% from last month, and up 20% from last year. Butter stocks in all warehouses were 235.6 million pounds last year at this time. The Grade AA butter price at the CME Group on Wednesday closed at \$2.1200, down \$.0300 from a week ago.

## CHEESE MARKETS

## NORTHEAST

Northeastern cheese production is steady as manufacturing plants continue to clear ample milk volumes. Cheddar plants continue to run 7-day workdays. Food service channels are steady to lower with schools closed for spring break. Retail interest for mozzarella remains stable. In general, cheese trading activity is steady to lower, as some market participants continue to hold off on transactions and watch to see if the prices will continue to shift downward. The cheese market tone is mixed. Demand is steady, but cheese inventories are building. Overall, there is price pressure. This week, a cooperative export assistance program accepted requests for export assistance to sell 3.523 million pounds (1,598 metric tons) of cheese. At the CME Group, barrel cheese weekly averages declined \$0.0450 and block weekly averages declined \$0.0600, in a weak market. As a result, East wholesale cheese prices for blocks, process slices and Muenster continue to shift downward. Tuesday's CME Group daily cash prices saw barrels close at \$1.3900, down \$0.0100 from a week ago; blocks closed at \$1.4300, up \$0.0600 from a week ago. The *DMN National Retail Report-Dairy*, for March 17-23, 2017, noted the Northeast weighted average advertised price for 8 oz. cheese blocks was \$2.28, 10 cents above the national average, with a regional price range of \$1.66-\$2.99. The Southeast 8 oz. block average price was \$2.08, 10 cents below the national average, with a regional price range of \$1.79-\$2.50. The Northeast average advertised price for 8 oz. cheese shreds was \$2.36, 8 cents above the national average price, with a regional price range of \$1.66-\$3.00. In the Southeast, the average price for 8 oz. shreds was \$2.21, 7 cents below the national average, with prices ranging \$1.99-\$2.50.

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

Cheddar 40# Block	:	1.8325-2.1175
Process 5# Sliced	:	1.5125-1.9925
Muenster	:	1.8175-2.1675
Grade A Swiss Cuts 10 - 14#	:	3.3800-3.7025

## MIDWEST

With the exception of some routine plant maintenance, cheese production in the Midwest is active. Contractual milk supplies are generally meeting Midwest cheese makers' needs. However, spot offers continue to come in at Class to \$3.50 under Class. Pizza cheese producers are reporting a seasonal uptick in orders. Retail cheese orders are also steady to strong. Some cheese producers suggest increased advertising and sales promotions have bolstered orders. Block and barrel inventories are long. CME cheese prices are showing signs of improvement this week. The market undertone remains uncertain. In CME Group trading Wednesday, barrels closed at \$1.4100, up \$0.0350 from last Wednesday and blocks closed at \$1.4500, up \$0.0900 from last Wednesday. The *DMN National Retail Report-Dairy* shows that March 17-23 Midwest ads for 8 ounce shred cheese have a weighted average advertised price of \$2.21, 7 cents below the national average. Midwest prices range from \$1.33-\$2.50. One year ago, the national price was \$2.07. For 8 ounce blocks, the Midwest average price is \$2.01, 17 cents below the national average price. Midwest ads are priced from \$1.33-\$2.50. Last year, the national price was \$2.20. This week, a cooperative export assistance program accepted requests for 3.523 million pounds (1,598 metric tons) of cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 19.102 million pounds of cheese in export markets. According to the *NASS Cold Storage* report, U.S. stocks of cheese (total natural) at the end of February 2017 were 1.257 billion pounds, 3% above January 2017 and up 6% from February 2016. American stocks were 8% more, other natural stocks were 3% more, and Swiss stocks were 10%

higher than last year. In the East North Central region (Wisconsin, Illinois, Michigan, Indiana and Ohio), American cheese stocks at the end of February 2017, were 7% higher than last year and 1% more than last month. Other cheese stocks in the East North Central region were 7% higher than February 2016 and 4% more than last month. In the West North Central region (Minnesota, Iowa, Missouri, Kansas, Nebraska, South Dakota and North Dakota), American cheese stocks at the end of February 2017, were 20% higher than last year and 4% higher than last month. Other cheese stocks in the West North Central region were 4% lower than February 2016, but 2% above January 2017. Midwestern wholesale prices are unchanged for Swiss cuts, but down \$.0450 for process and down \$.0600 for all other types.

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

Process American 5# Loaf	:	1.4700-1.8300
Brick And/Or Muenster 5#	:	1.7375-2.1625
Cheddar 40# Block	:	1.4650-1.8600
Monterey Jack 10#	:	1.7125-1.9175
Blue 5#	:	2.0050-2.9925
Mozzarella 5 - 6# (Low Moisture, Part Skim)	:	1.5375-2.4775
Grade A Swiss Cuts 6 - 9#	:	2.8975-3.0150

## WEST

Western cheese production is strong and actively working to clear available milk. Cheese makers say there is plenty of milk available and intakes are in good balance with processing needs. Industry contacts note cheese is moving steadily through current contracted agreements and new sales appear to be pulling out of the winter doldrums. A few manufacturers suggest the active sales have drawn down inventories somewhat. The consensus of opinion, however, is that cheese inventories are still long, especially for barrel cheese. Some manufacturers who do not rely on storage indicate that orders are able to keep pace with current production. The *DMN National Retail Report-Dairy* for the week of March 17-23 shows the U.S. weighted average advertised retail price for an 8 ounce pack of natural shredded cheese is \$2.28, down \$.03 from last week. Packs average \$2.38 in the Southwest and \$3.50 in the Northwest. One year ago, the national price was \$2.07. For 8 ounce blocks, the U.S. price is \$2.18, down \$0.07 from last week. Blocks average \$3.10 in the Southwest and \$2.50 in the Northwest. One year ago, the national price was \$2.20. In the West, wholesale prices are down \$.0450 for process, and down \$.0600 for cheddar block, cuts, and Monterey Jack. Swiss cut wholesale prices are unchanged. This week, a cooperative export assistance program accepted requests for export assistance on contracts to sell 3.523 million pounds (1,598 metric tons) of cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 19.1 million pounds of cheese in export markets. According to the *NASS Cold Storage* report, U.S. stocks of cheese (total natural) at the end of February 2017 were 1.257 billion pounds, up 3% from January 2017 holdings, and up 6% from February 2016. American stocks were 8% more, other natural stocks were 3% more, and Swiss stocks were up 10% compared to last year. In the Mountain Region, American cheese stocks were 8% higher than one year earlier, and up 9% from one month earlier. Pacific Region American cheese stocks were 1% more than one year earlier, and 4% more than the previous month. Also in the Pacific Region, other natural cheese stocks were 13% above a year ago, but 2% less than a month ago. In CME Group trading Wednesday, barrels closed at \$1.4100, up \$0.0350 from a week ago and blocks closed at \$1.4500, up \$0.0900.



## CHEESE MARKETS

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

Process 5# Loaf	:	1.4575-1.7150
Cheddar 40# Block	:	1.4975-1.9425
Cheddar 10# Cuts	:	1.6775-1.8975
Monterey Jack 10#	:	1.6875-1.8475
Grade A Swiss Cuts 6 - 9#	:	2.9575-3.3875

## FOREIGN TYPE CHEESE

The European cheese market is currently balanced. Restaurants and retailers are requesting contracted volumes to fill their needs. In Southern Europe, competition between cheese makers is on the rise. Exports to non-EU countries continue to grow. With the spring holiday, EU cheese demand is expected to increase. Mozzarella demand is currently higher than other cheeses. Sliced cheese demand is good. The inventories of sliced cheese are at a normal level, and the domestic market is stable. In the U.S., wholesale blue, gorgonzola, parmesan Italy, and Romano prices decreased \$0.0600. All other varieties are unchanged.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	: 2.6400-5.2300	: 1.8825-3.3700*
Gorgonzola	: 3.6900-5.7400	: 2.3900-3.1075*
Parmesan (Italy)	: -0-	: 3.2725-5.3625*
Romano (Cows Milk)	: -0-	: 3.0725-5.2225*
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-	: 3.4175-3.7400
Swiss Cuts Finnish	: 2.6700-2.9300	: -0-

\* = Price change.

## COLD STORAGE

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

	BUTTER	: CHEESE
	:	
03/20/17	24,483	: 94,300
03/01/17	20,155	: 86,899
CHANGE	4,328	: 7,401
% CHANGE	21	: 9

## 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	190	0	135	0	145
SOUTHEAST STATES	0	0	0	0	0	0

The Eastern region is clearing abundant milk volumes to manufacturing plants. In the Northeast and Mid-Atlantic, fluid plants are clearing supplies into balancing plants. Currently, manufacturing plants are running smoothly and milk haulers are seeing no delays. In the Southeast, manufacturing plants have sufficient milk volumes. In the East, milk production is steady to flat. Florida is experiencing a weather roller coaster with temperatures dropping well below 50 degrees, and then jumping back up to the 80s, with no rain to speak of. Some producers in Florida are seeing their herds at peak milk production. Florida's milk export shipments increased this week totaling 190. Eastern Class I sales are marginally lower with spring break still in full affect. Currently, **cream multiples** held steady at **1.05 to 1.20**. This week, condensed skim prices continue to be unchanged. **Condensed skim** is readily available from several Eastern handlers. According to the DMN *National Retail Report-Dairy*, for March 17-23, 2017, the U.S. weighted average advertised price for a half gallon of milk was \$2.43, up \$0.88 cents compared to last week, and an increase of \$0.45 cents from last year. In the Northeast, the weighted advertised price for a half gallon of milk is \$2.69. **MILK PRODUCTION:** According to NASS, milk production in the 23 major states during February 2017 totaled 15.7 billion pounds, down 1.0% from the February unadjusted total one year ago. However, production was 2.5% above last year after adjusting for the leap year. Eastern states' milk production are as follows:

## February 2017 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Florida	208	- 3.7
New York	1,146	+ 0.2
Pennsylvania	858	- 0.7
Vermont	212	- 1.9
Virginia	137	- 3.5

## 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- 2.2538-2.5758  
 F.O.B. producing plants: Upper Midwest- 2.3612-2.5758

PRICES OF CONDENSED SKIM, DOLLARS PER LB. SOLIDS,  
 F.O.B. PRODUCING PLANTS:  
 Northeast - Class II - includes monthly formula prices- .25-1.01  
 Northeast - Class III - spot prices - .25-0.97

## MIDWEST

Weather and cow conditions continue to keep milk production active in the Central region of the United States. Some areas in the South Central region not affected by wild fires are seeing pasture and hay ground greening up. With adequate forages predicted across the Central region and minimal changes in milk cow numbers, many contacts expect a strong spring flush. Class I demand continues

downward as many school districts across the region are on spring break. North Central cheesemakers are getting spot milk offers from Class to \$3 under Class III. Although milk offers are coming from in and out of the region, many cheese producers continue to utilize internally sourced and/or contractually supplied milk. Cream is abundant. Butter makers continue to churn cream to fulfill contracts and store butter, instead of selling cream on the spot market. Contacts suggest a seasonal uptick in Class II and Class III demand is occurring. Reports on ice cream makers' interests vary. Some contacts expected an earlier start with the warmer winter. Other contacts predict an uptick in ice cream manufacturers' orders following spring holidays. Class II **cream multiples** range from **1.10 to 1.20**. Class IV cream multiples have been reported at 1.05. The DMN *National Retail Report-Dairy* for March 17-23 noted the national weighted average advertised price for one gallon of milk was \$2.59, up \$0.08 from a week ago and \$0.41 higher than a year ago. The weighted average regional prices in the Midwest and South Central were \$2.19 and \$2.86, respectively. The NASS *Milk Production* report noted February 2017 milk production in the 23 selected states was 15.7 billion pounds, 1.0% below the previous year's unadjusted total. Milk cows in the 23 selected states totaled 8.7 million head, 66,000 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:

## February 2017 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Illinois	152	- 2.6
Indiana	331	- 0.9
Iowa	399	+ 1.0
Kansas	272	+ 3.8
Michigan	859	+ 1.2
Minnesota	768	- 0.6
Ohio	424	- 2.8
South Dakota	202	+ 1.0
Texas	928	+12.3
Wisconsin	2,323	- 2.1

## WEST

California milk production is up this week. The weather is currently warmer, and some dairy handlers are still recovering from the preceding rainy days. Class I demand is steady. Processors are managing to meet their contract needs and have enough supplies for processing needs. Alfalfa is growing well as a result of the warmer weather. Milk yield in Arizona is slightly down as temperatures get warmer than usual. Milk components are also a little down because of current weather conditions. However, contacts in some plants report that their production for the month of March is on average 1.5% higher, compared to last year. The sales into Class I are higher due to schools reopening after spring break. The demands for Class II have slightly increased as well. Overall, New Mexico farm milk output is increasing, but at a lower rate than previous weeks. Bottled milk demands are slightly higher as school districts renewed their orders. A few contacts report that Class II sales are flat to slightly higher. Class III intakes are on the down side. Some manufacturing plants are temporarily reducing their daily intakes due to expansion and repair downtime. As a result, some out-of-state plant operators increased

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their weekly milk intakes to help with milk processing. Pacific Northwest milk production is stable. Bottling demand is seasonally steady and there is plenty of milk available to keep manufacturing facilities operating near capacity. Water held in Washington reservoirs is below normal for this time of year. Water levels have been purposely kept low in preparation of expected above normal spring and summer runoffs. Industry contacts expect adequate supplies of water for irrigation this spring. Milk production in the mountain states of Idaho, Utah, and Colorado is coming back after a tough winter. Industry contacts in Northern Utah and Idaho say conditions are improving and milk intakes are growing. However, they add that some cows are still feeling some stress from the unusually harsh winter and it may be the next lactation before milk production recovers fully. Rivers are full, but crop ground is in good shape. With reservoirs at or above average capacity, farmers expect plenty of water for irrigation and a good start to the growing season. **Condensed skim** sales are flat. Some contacts report having offers at \$0.65/lb in California. Availability of cream in the West is abundant. Some producers are making more butter to keep up with excess cream. Demands are steadily lower in California and cream premiums are from 0-5 cents. In Arizona, cream sales are flat this week. **Cream multiples** are **1.00 to 1.13**. According to the DMN *National Retail Report-Dairy* for the week of March 17-23, the national weighted average advertised price for one gallon of milk is \$2.59, up 8 cents from last week and 41 cents higher from a year ago. The weighted average regional price in the Southwest is \$2.57, with a price range of \$1.99-2.99. No ads were reported in the Northwest. The NASS *Milk Production* report noted February 2017 milk production in the 23 selected states was 15.7 billion pounds, 1.0% below the unadjusted production of a year ago. Milk cows in the 23 selected states totaled 8.69 million head, 66,000 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:

**February 2017 Milk Production, (USDA-NASS)**

	(Million Lb.)	% Change From 1 Year Ago
Arizona	410	- 0.7
California	3,122	- 5.4
Colorado	313	+ 3.3
Idaho	1,095	- 2.7
New Mexico	637	+ 7.8
Oregon	196	- 5.8
Utah	160	+ 0.6
Washington	502	- 5.6



## 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:** Low/medium heat nonfat dry milk (NDM) prices decreased on both the range and the mostly price series. Price changes for low/medium heat NDM resulted from adjustments based on spot sales and pricing indices. Some larger volume low/medium heat NDM trades took place, but smaller volume low/medium heat NDM spot market activity was limited. Some end users report being supplied until later in the spring and into the summer. Manufacturers, meanwhile, are attempting to clear inventories from 2016. Contacts agree that a contributing factor to the downward pressure of low/medium heat NDM is the surplus milk volumes in the Central region. The low/medium heat NDM market undertone remains uncertain. High heat NDM prices saw decreases on both the bottom and top of the range. Spot market activity was quiet. High heat NDM production is light, as producers consider inventories adequate for contractual obligations.

**EAST:** Prices for low/medium heat nonfat dry milk declined throughout the range and the mostly series. Meanwhile, market sources indicate a modest pickup in trading this week. As inventories grow, suppliers are looking to keep NDM moving. Active offers from brokers are being passed around, as producers' offerings hold at the high end of the range. NDM clearing into Mexico and Canada are steady out of some plants. Those streams could very well help support the realignment of the domestic market. The NDM market undertone for low/medium heat remains weak. Some manufacturers increased their high heat nonfat dry milk production this week. Inventories are adequate for contractual customer orders, with limited availability for cash markets. Prices for high heat nonfat dry milk moved lower, a reflection of low/medium heat NDM price movement. Wednesday's CME Group's cash trading for Grade A nonfat dry milk closed at \$0.8225, up \$0.0175 from Tuesday, and up \$0.0275 from last Wednesday.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A  
 LOW/MEDIUM HEAT: .7900 - 0.9600 MOSTLY: .8000 - .8600  
 HIGH HEAT: .9550 - 1.1000

## NONFAT DRY MILK - WEST

Western low/medium heat nonfat dry milk (NDM) f.o.b. spot prices are mixed on both the range and mostly price series. The market undertone remains weak as the NDM supply is above current buyers' demand. Regional spot trading is light as many NDM sales are based on Q1 contracts. Some industry participants are under contract negotiations for Q2. Meanwhile, several buyers/end users are content with delaying purchases, anticipating lower prices in the short term. Regional NDM production is ongoing, prompted by seasonally higher farm milk intakes. Several loads of condensed skim are clearing into Class II and Class III seasonal processing needs. However, condensed skim supplies for NDM manufacturing are more than adequate, keeping several balancing plants running at full capacity. Low/medium heat NDM inventories are readily available in the spot market with ample offers from manufacturers to traders. NDM/SMP demand from Mexico is light as several Mexican customers are buying SMP from Canada at very competitive prices. In the U.S., high heat NDM prices are lower on light trading. High heat NDM production is slightly up in order to meet costumers' needs for the upcoming spring holidays. High heat NDM stocks are available for near-term contracted commitments.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A  
 LOW/MEDIUM HEAT: .7500 - 0.9000 MOSTLY: .8100 - .8650  
 HIGH HEAT: .9500 - 1.0725

## CALIFORNIA MANUFACTURING PLANTS - NONFAT DRY MILK

WEEK ENDING	PRICE	TOTAL SALES
March 17	\$.8425	18,747,522
March 10	\$.8337	16,423,208

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:** Dry buttermilk prices remained steady in an uncertain market. The dry buttermilk spot market was slightly less active, as many contacts suggest they are working through contracts. Dry buttermilk demand is fair. However, with increased butter churning, demand is struggling to keep up with buttermilk production. Inventories are growing.

**EAST:** In the East, prices for dry buttermilk are steady, on limited spot trading. Production levels are mostly steady. Domestic demand is light to moderate. Plants are adding to dry buttermilk stocks. As the holiday nears, cream based production is expected to pull on available cream supplies, thereby limiting dry buttermilk output. The market climate is quiet this week.

F.O.B. CENTRAL/EAST: .8300 - 1.0000

## DRY BUTTERMILK - WEST

In the West region, f.o.b. spot prices for dry buttermilk are mixed on the range, but lower on the mostly series. The current NDM values are putting pressure on dry buttermilk prices. The market undertone is steady. Overall, dry buttermilk production is up slightly due to active and stable regional butter production schedules and decreases in condensed buttermilk sales. Trades through contracts remain steady, but spot sales activity is light this week. Inventories are mostly in balance, according to market participants. Demands from bakeries and ice cream processors are fair.

F.O.B. WEST: .8200 - 1.0000 MOSTLY: .8500 - .9700

## DRY WHOLE MILK - NATIONAL

National dry whole milk f.o.b. spot prices are steady to lower on an unsettled market. The current national values are above international WMP prices. Some manufacturers are offering multiple loads at prices well below the bottom of the range and more close to the most recent GDT pricing results for WMP. However, buyers' responses to these offers have yet to be determined. Sales in the f.o.b. spot market have been generally slow throughout the week. Dry whole milk production is slightly up ahead of the upcoming spring holidays. Inventories vary in every region of the country. At the GDT Event 184 on March 21, whole milk powder (WMP) prices across all contract periods averaged \$1.2950 per pound, up 2.9% from the last event.

F.O.B. PRODUCING PLANT: 1.4000 - 1.4300

**WHEY, WPC 34%, LACTOSE & CASEIN**

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

**DRY WHEY - CENTRAL**

Central dry whey prices are mixed on the range, and slid slightly lower at the top of the mostly price series. Some contacts suggest export interest is trending downward, particularly from Mexico. Domestic demand reports vary from light to fair. Contacts suggest some domestic end users are hesitant to purchase dry whey, awaiting the possibility of lower prices. Production of dry whey is active, as demand of higher protein concentrations has slipped. Dry whey spot market activity was slightly less active than last week. Some contacts report that end users bought heavily in anticipation of increasing prices and are stocked for the near term. Inventory reports vary from tight to comfortable. Animal feed whey prices remained steady. The feed grade spot market was quiet. Feed whey contacts report buyers are not aggressively seeking out feed whey currently, although there is some availability on the spot market.

F.O.B. CENTRAL: .3800 - .5900 MOSTLY: .4600 - .5000  
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .3375 - .4800

**DRY WHEY - NORTHEAST**

Dry whey prices shifted slightly upward on the higher end of the price series this week, based on time and need. Northeastern whey markets are tight, but there has been limited spot availability. Northeastern whey production is active, clearing loads to contracts on time, but there are limited loads to purchase outside of contracted agreements. Inventories continue to tighten, but Northeastern manufacturers are moving whey powder to the market. In the Northeast, the demand is good, but there is not enough whey around to go around. The market undertone is steady.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .4300 - .5550

**DRY WHEY - WEST**

Western whey prices are generally steady, but moved higher on the top of the range. Whey production in the Western region is stable. Manufacturers report whey is moving well through current contracts, but fewer inquiries are coming in for spot loads. Some processors think this may signal softening whey prices in the coming weeks. Inventories remain generally tight, but some contacts say stocks are slowly building. A few market participants suggest whey supply and demand conditions are not burdensome, but feel dry whey is expensive relative to other dry dairy products, especially nonfat dry milk.

NONHYGROSCOPIC: .4300 - .5900 MOSTLY: .4500 - .5300

**WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST**

Whey protein concentrate 34% prices are mixed. While lower nonfat dry milk prices continue to place pressure on the bottom of the range and mostly price series, a number of manufacturers refuse to accept any low bids from buyers, citing very tight inventories for WPC34% that is not interchangeable with NDM. Demand is also mixed. There is limited interest for WPC34% that is interchangeable with other proteins. However, manufacturers that make WPC34% used in applications with tight specifications, or favored brands, have domestic and international buyers looking for more, oftentimes willing to pay premiums to assure coverage. Production of WPC34% remains relatively steady.

F.O.B. EXTRA GRADE 34% PROTEIN: .7800 - 1.2350 MOSTLY: .8500 - 1.0525

**LACTOSE - CENTRAL AND WEST**

Lactose prices held steady in the range, but a number of spot sales moved the mostly price series slightly higher. The overall market tone exhibits stability. Some industry contacts suggest New Zealand standardization demand is in the slower part of the year as the southern hemisphere milk production season winds down. However, processors are starting to look forward to the lactose needs for next season. Manufacturers state that Q2 contracting is wrapping up and, in many cases, prices are slightly above Q1 prices. Domestic and international lactose demand is good and production is active. Lactose inventories range from tight to comfortable. At the GDT Event 184 on March 21, lactose prices across all contract periods averaged \$0.4141 per pound, down 2.7%.

Including spot sales and up to 3 month contracts.

F.O.B. EDIBLE, NON PHARMACEUTICAL .2400 - .5800 MOSTLY: .3500 - .4200

**CASEIN - NATIONAL**

Rennet casein prices moved higher amid a bump in sales activity and in response to an increase in prices on the recent GDT event. At GDT event 184 on March 21, the all contracts price for rennet casein, \$2.6885, was 3.6% higher than the previous event. The market tone for rennet casein, however, remains unsettled as lower prices for a number of other dry dairy products place pressure on rennet casein prices. Acid casein prices are unchanged and demand remains strong.

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: 2.8500 - 3.2125  
ACID: 3.4500 - 3.7500

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

WEEK ENDING	2017 WEEKLY DAIRY COWS	2017 CUMULATIVE DAIRY COWS	2016 WEEKLY DAIRY COWS	2016 CUMULATIVE DAIRY COWS
03/04/2017	62.2	562.4	59.1	611.5

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
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
2016	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40

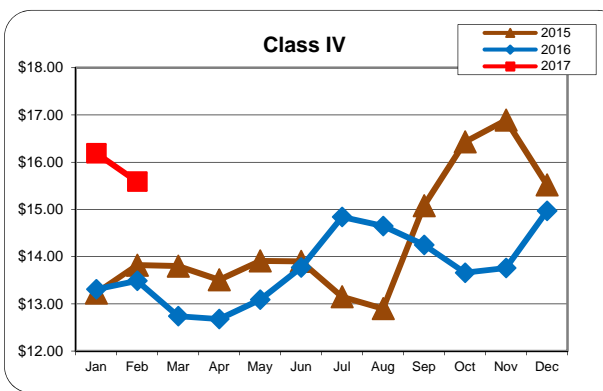
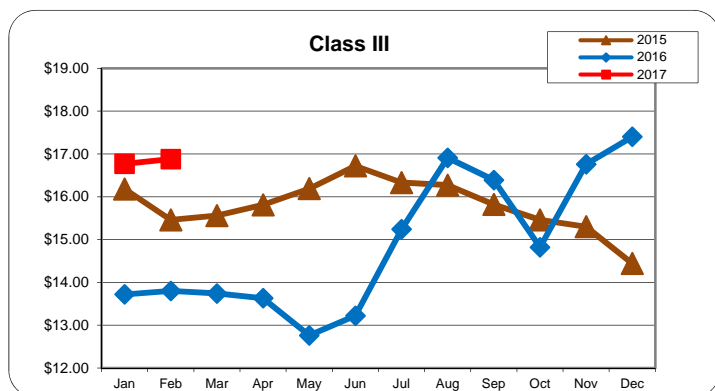
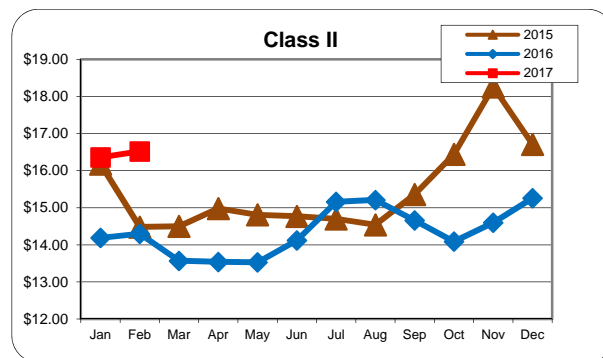
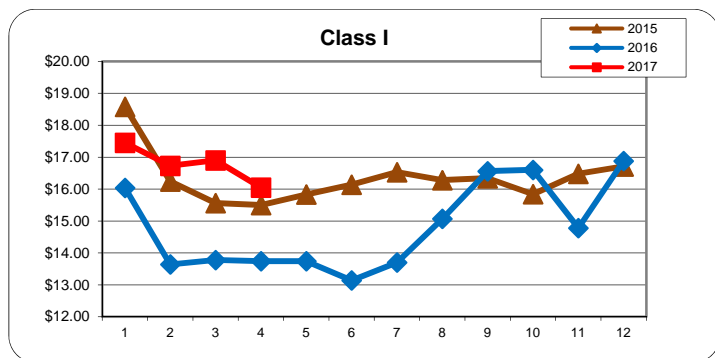
**CLASS IV MILK PRICES (3.5%)**

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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
2016	13.31	13.49	12.74	12.68	13.09	13.77	14.84	14.65	14.25	13.66	13.76	14.97

**FEDERAL MILK ORDER CLASS PRICES FOR 2017 (3.5%)**

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I 1/	17.45	16.73	16.90	16.05								
II	16.36	16.52										
III	16.77	16.88										
IV	16.19	15.59										

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."

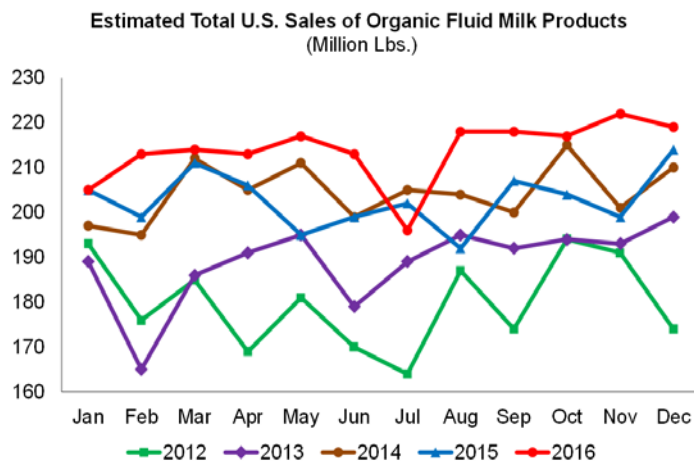


## ORGANIC DAIRY MARKET NEWS

Information gathered March 13 - 24, 2017

## ORGANIC DAIRY FLUID OVERVIEW

**Organic Milk Product Sales.** The total volume of estimated U.S. organic fluid milk sales ended 2016 above previous years' numbers. Although December sales dipped marginally, trending consumer demand shows steady year over year increases.



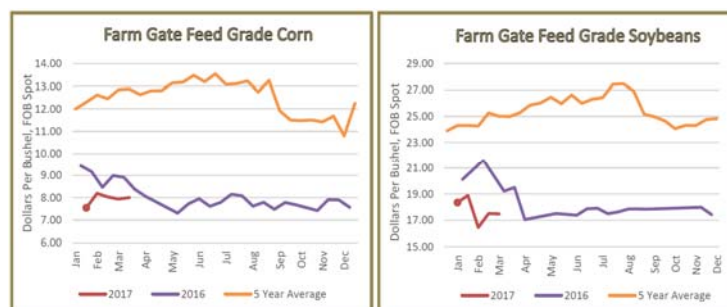
Data Source/graph USDA Dairy Market News

**February Organic Milk Sales and Sourcing – New England.** In New England, Federal Milk Market Order 1 reports utilization of types of organic milk by pool plants. During February 2017, Class I organic whole milk utilization totaled 13.66 million pounds, up from 12.84 million pounds in February 2016. The February 2017 butterfat content was 3.29%, unchanged from the previous year. Reports indicate that organic reduced fat milk utilization for February this year, 20.25 million pounds, declined compared to 20.31 million pounds last year.

**Organic Milk Pay Prices in the EU.** Average organic milk farm prices in Germany for January 2017, 48.69 euros/100kg, are 0.27% lower than a year ago, but up 0.83% from December, according to CLAL. The average annual 2016 price €47.80, is up 0.84% from 2015. In Bavaria, the January 2017 price, 49.30 euros/100kg, is down 0.10% from a year earlier and down 0.04% from December. The average annual 2016 price, €48.43, is up 1.38% from 2015. In France, the January price, 47.30 euro/100lt, is up 7.63% from a year earlier and up 4.01% from December. The average annual 2016 price, 43.42 euros/100lt, is up 4.39% from 2015. As of March 21, 2017, the exchange rate was .9246 euros per 1 U.S. dollar.

## ORGANIC GRAIN AND FEEDSTUFF MARKETS

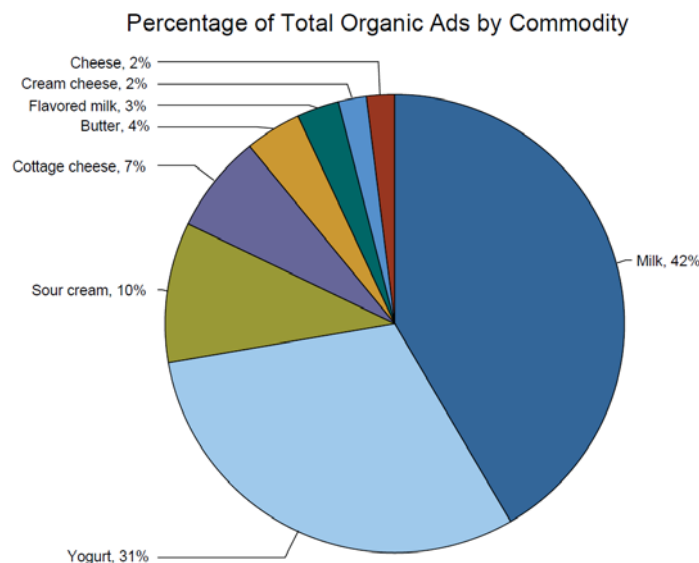
This week, bids on feed grade organic grains are mostly steady in comparison to the previous period. There were a few instances of corn trading \$0.75 lower. Demand is moderate to good. Sale transactions are marginally higher and range mostly \$7.50 - \$8.50 f.o.b. Organic soybean movement is steady, while trades occurred \$0.03 below the previous period. Exchanges were limited for organic oats, rye, and barley. As well, due to lack of comparable trades, organic HRW feed wheat saw reductions in exchanges. Forward contracts, on new crop organic grains, are very good for both corn and soybean. Organic hay trades were too few to label. Market activity for most other organic grains is inactive. Meanwhile, the farm gate price of feed grade corn and soybean is trading below last year at this time.



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

## ORGANIC RETAIL OVERVIEW

**Organic Dairy Overview.** This week, organic milk accounts for 42% of organic dairy retail ad numbers by commodity, but posted an 8% decline compared to the last period. Regionally, the number of organic milk ads were higher in the Southwest and Southeast compared to last week. Retail ads for organic yogurt and sour cream were respectively, 31% and 10%. Overall, organic yogurt posted the largest change in ad volume, up 141% over the previous period. The pie chart below shows ad percentages of each organic dairy commodity surveyed.



Data source/graph USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from March 24-30, 2017, identifying weekly specials and containing organic dairy content. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

Selected organic dairy product pricing information from the current weekly survey is presented in the following table:

## ORGANIC DAIRY MARKET NEWS

Information gathered March 13 - 24, 2017

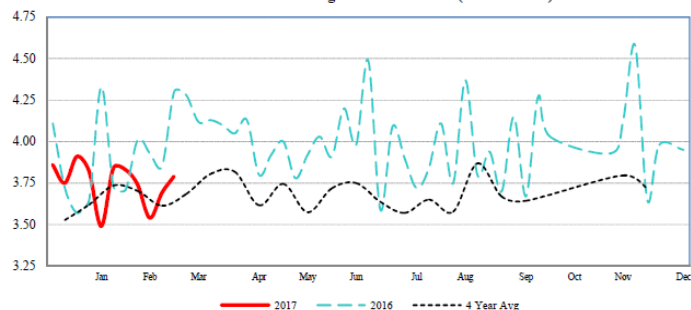
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## NATIONAL RETAIL ORGANIC DAIRY

(Wtd.Avg.Price)

Commodity	This Week	Last Week	Last Year
<b>Butter</b>	\$5.17	\$4.80	\$4.99
<b>Milk</b>			
Half Gal.	\$3.51	\$3.79	\$4.12
Gal.	...	\$5.28	\$5.89
8 oz.	\$1.00	\$0.95	\$1.00
<b>Yogurt</b>			
4-6 oz. Greek	\$1.00	\$1.21	\$1.46
32 oz. Greek	\$3.99	...	...
4-6 oz. Yogurt	\$1.42	\$1.11	\$1.50
32 oz. Yogurt	\$4.04	\$3.50	...

National Organic Retail Milk (Half Gallon)



Data source/graph USDA/AMS/Dairy Market News

Complete results of the weekly organic dairy retail survey including regional delineation, can be accessed at: <https://www.ams.usda.gov/market-news/organic>



## February Milk Production

Milk production in the 23 major States during February totaled 15.7 billion pounds, down 1.0 percent from February 2016. However, production was 2.5 percent above last year after adjusting for the leap year. January revised production, at 17.0 billion pounds, was up 2.7 percent from January 2016. The January revision represented a decrease of 4 million pounds or less than 0.1 percent from last month's preliminary production estimate.

Production per cow in the 23 major States averaged 1,801 pounds for February, 32 pounds below February 2016.

The number of milk cows on farms in the 23 major States was 8.69 million head, 66,000 head more than February 2016, and 3,000 head more than January 2017.

February 2017 Milk Cows and Milk Production, by States							
State	Milk Cows <sup>1</sup>		Milk per Cow <sup>2</sup>		Milk Production <sup>2</sup>		
	2016	2017	2016	2017	2016	2017	Change from 2016
	(thousands)		(pounds)		(million pounds)		(percent)
AZ	197	199	2,095	2,060	413	410	-0.7
CA	1,769	1,754	1,865	1,780	3,299	3,122	-5.4
CO	148	156	2,050	2,005	303	313	3.3
FL	126	122	1,715	1,705	216	208	-3.7
ID	589	600	1,910	1,825	1,125	1,095	-2.7
IL	94	93	1,660	1,630	156	152	-2.6
IN	184	186	1,815	1,780	334	331	-0.9
IA	211	216	1,870	1,845	395	399	1.0
KS	143	151	1,830	1,800	262	272	3.8
MI	414	425	2,050	2,020	849	859	1.2
MN	460	460	1,680	1,670	773	768	-0.6
NM	311	325	1,900	1,960	591	637	7.8
NY	620	621	1,845	1,845	1,144	1,146	0.2
OH	266	262	1,640	1,620	436	424	-2.8
OR	126	124	1,650	1,580	208	196	-5.8
PA	530	525	1,630	1,635	864	858	-0.7
SD	113	117	1,770	1,725	200	202	1.0
TX	455	495	1,815	1,875	826	928	12.3
UT	93	92	1,715	1,740	159	160	0.6
VT	131	129	1,650	1,645	216	212	-1.9
VA	91	87	1,565	1,570	142	137	-3.5
WA	277	275	1,920	1,825	532	502	-5.6
WI	1,280	1,280	1,855	1,815	2,374	2,323	-2.1
23 State Total	8,628	8,694	1,833	1,801	15,817	15,654	-1.0

<sup>1</sup> Includes dry cows. Excludes heifers not yet fresh.

<sup>2</sup> Excludes milk sucked by calves.

**Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. *Milk Production*, (March 2017).

## MONTHLY COLD STORAGE REPORT – TOTAL U.S. STOCKS

NOTE: Data for this report is collected from public, private and semiprivate warehouses, apple houses, and meat packing plants where food products are generally stored for 30 days or more. Commodities in space owned or leased and operated by the armed services are not reported. Food stocks held under bond are included in the storage data.

All stocks in thousand pounds except where otherwise indicated

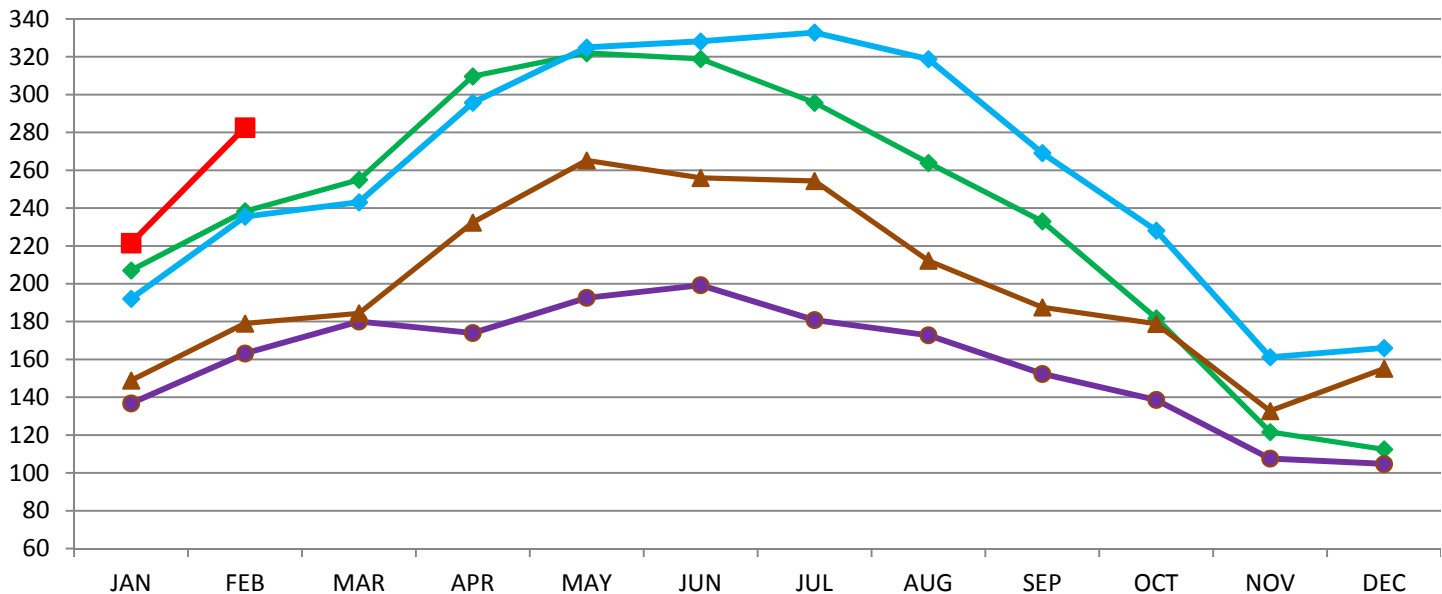
U.S. HOLDINGS OF DAIRY PRODUCTS						
COMMODITY	JAN 31, 2015	JAN 31, 2016	REVISED JAN 31, 2017	FEB 28, 2015	FEB 29, 2016	FEB 28, 2017
Butter	148,885	192,101	221,523	179,003	235,559	282,623
Cheese, Natural American	636,019	716,370	752,169	645,670	716,357	774,070
Cheese, Swiss	22,411	24,100	23,930	23,587	24,703	27,052
Cheese, Other Natural	389,813	437,724	446,452	397,803	441,248	456,299
Total Cheese	1,048,243	1,178,194	1,222,551	1,067,060	1,182,308	1,257,421

FEBRUARY STORAGE HOLDINGS BY REGION									
REGION	Natural American Cheese			Butter *			Other Natural Cheese		
	2015	2016	2017	2015	2016	2017	2015	2016	2017
New England	62,090	60,819	65,693				942	911	879
Middle Atlantic	67,764	86,972	85,905				21,375	23,118	18,400
East North Central	243,709	291,834	311,900				244,229	276,207	294,686
West North Central	95,621	100,591	120,640				46,370	51,098	48,970
South Atlantic	569	788	1,296				25,441	22,767	22,877
East South Central	5,371	5,677	11,137				14,583	21,002	18,575
West South Central	14,710	12,502	14,980				524	1,113	1,860
Mountain	52,884	54,801	59,309				2,017	3,308	2,943
Pacific	102,952	102,373	103,210				42,322	41,724	47,109
TOTAL	645,670	716,357	774,070	179,003	235,559	282,623	397,803	441,248	456,299

\*Regional breakdowns are not reported to avoid possible disclosure of individual operations.

MILLION POUNDS

## Butter Cold Storage Holdings



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

—◆— 2013 —●— 2014 —▲— 2015 —◆— 2016 —■— 2017

## Consumer Price Index and Average Retail Prices for Selected Products, U.S. City Average <sup>1</sup>

Consumer Price Index												
Month	All Food		Dairy Products		Fresh Whole Milk		Cheese		Butter		Meat, Poultry, Fish, and Eggs	
	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>
Dec 2016	247.3	-0.2	217.9	-1.3	206.9	-1.2	224.3	-2.8	224.0	-6.3	241.6	-5.4
Jan 2017	248.2	-0.2	219.8	-0.5	207.0	-1.0	228.2	-1.6	236.4	-1.9	242.6	-3.6
Feb 2017	248.8	0.0	220.6	0.4	205.8	0.7	230.2	-0.5	233.9	-1.4	243.1	-3.3
U.S. City Average Retail Prices												
Month	Whole Milk <sup>4</sup>		Butter <sup>5</sup>		Process Cheese <sup>6</sup>		Natural Cheese <sup>7</sup>		Ice Cream <sup>8</sup>			
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Dec	<i>(dollars)</i>											
	3.290	3.310	N/A	N/A	4.214	4.345	4.895	5.328	4.682	4.725		
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016		
Jan	<i>(dollars)</i>											
	3.318	3.313	N/A	N/A	4.322	4.374	4.933	5.411	4.834	4.913		
	3.300	3.230	N/A	N/A	4.293	4.436	4.967	5.369	4.870	4.851		
Feb												

N/A = Not available. <sup>1</sup> "CPI Detailed Report," "Consumer Prices: Energy and Food," BLS, U.S. Department of Labor. According to BLS, average prices are best used to measure the price level in a particular month. To measure price change over time, the CPI is more appropriate. <sup>2</sup> The standard reference base period for these indexes is 1982-1984 = 100. <sup>3</sup> Percent change over previous year. <sup>4</sup> Per gallon. <sup>5</sup> Per pound. Grade AA, salted, stick butter. <sup>6</sup> Per pound, any size and type of package. <sup>7</sup> Per pound, cheddar cheese in any size and type of package and variety (sharp, mild, smoked, etc). <sup>8</sup> Per 1/2 gallon prepackaged regular.

## FEDERAL MILK ORDER ADVANCE CLASS PRICES, APRIL 2017

**Base Class I Price:** Under the Federal milk order pricing system, the base Class I price for April 2017 is \$16.05 per cwt. This price is derived from the advanced Class III skim milk pricing factor of \$7.75 and the advanced butterfat pricing factor of \$2.4483. A Class I differential for each order's principal pricing point (county) is added to the base price to determine the Class I Price

**Comparison to Previous Month:** The base Class I price decreased \$0.85 per cwt when compared to the previous month of March 2017. For selected consumer products, the price changes are: whole milk (3.25% milk fat), -\$0.85 per cwt, -\$0.073 per gallon; reduced fat milk (2%), -\$0.87 per cwt, -\$0.075 per gallon; fat-free (skim milk), -\$0.89 per cwt, -\$0.077 per gallon

**Class II Price Information:** The advanced Class IV skim milk pricing factor is \$6.08. Thus, the Class II skim milk price for April 2017 is \$6.78 per cwt, and the Class II nonfat solids price is \$0.7533.

**Product Price Averages:** The two-week product price averages for April 2017 are: butter \$2.1932, nonfat dry milk \$0.8506, cheese \$1.5793 and dry whey \$0.5235.

FEDERAL MILK ORDER CLASS I PRICE INFORMATION<sup>1 2</sup>

Federal Milk Order Marketing Area <sup>3</sup>	Order Number	April 2017		
		Class I Price (3.5%)	Class I Skim Milk Price	Class I Butterfat Price
		<i>\$ per cwt</i>	<i>\$ per cwt</i>	<i>\$ per pound</i>
Northeast (Boston) <sup>4</sup>	001	19.30	11.00	2.4808
Appalachian (Charlotte) <sup>5</sup>	005	19.45	11.15	2.4823
Florida (Tampa) <sup>6</sup>	006	21.45	13.15	2.5023
Southeast (Atlanta) <sup>7</sup>	007	19.85	11.55	2.4863
Upper Midwest (Chicago) <sup>8</sup>	030	17.85	9.55	2.4663
Central (Kansas City) <sup>9</sup>	032	18.05	9.75	2.4683
Mideast (Cleveland) <sup>10</sup>	033	18.05	9.75	2.4683
Pacific Northwest (Seattle) <sup>11</sup>	124	17.95	9.65	2.4673
Southwest (Dallas) <sup>12</sup>	126	19.05	10.75	2.4783
Arizona (Phoenix)	131	18.40	10.10	2.4718
All-Market Average		18.94	10.64	2.4772

<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.

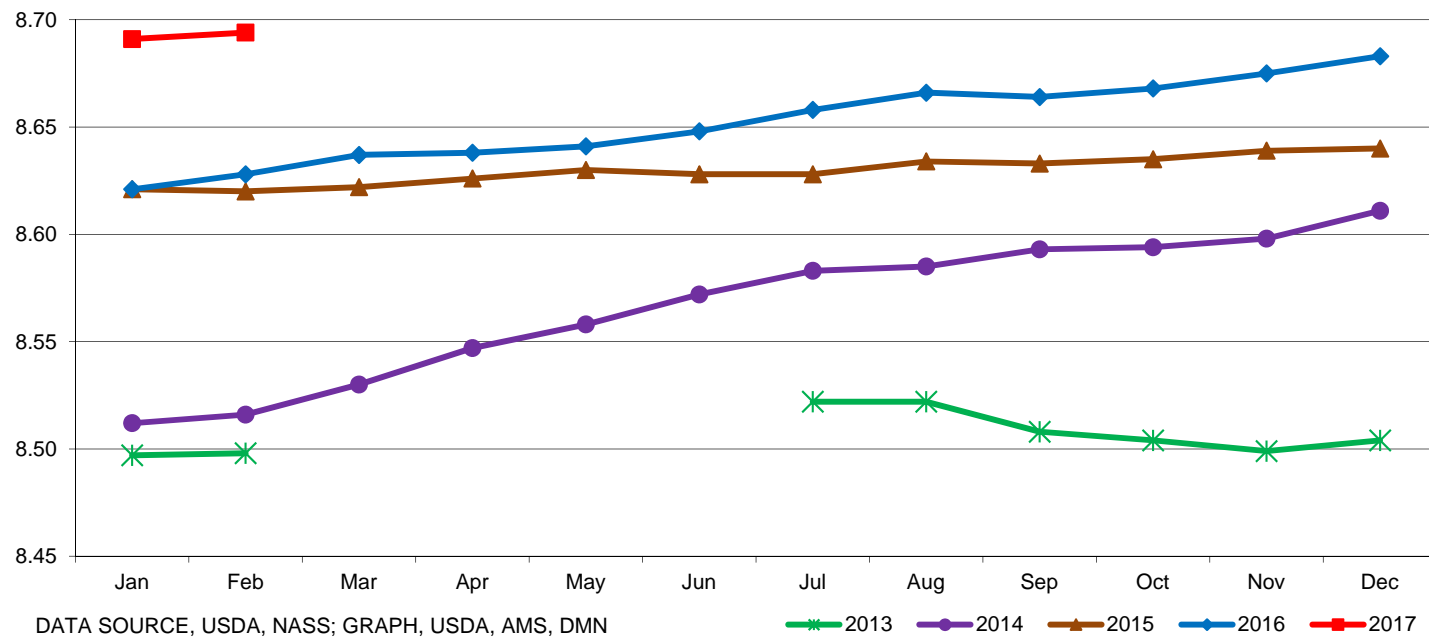
<sup>11</sup> Class I prices at other cities are: Portland, same; and Spokane, same.

<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.

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

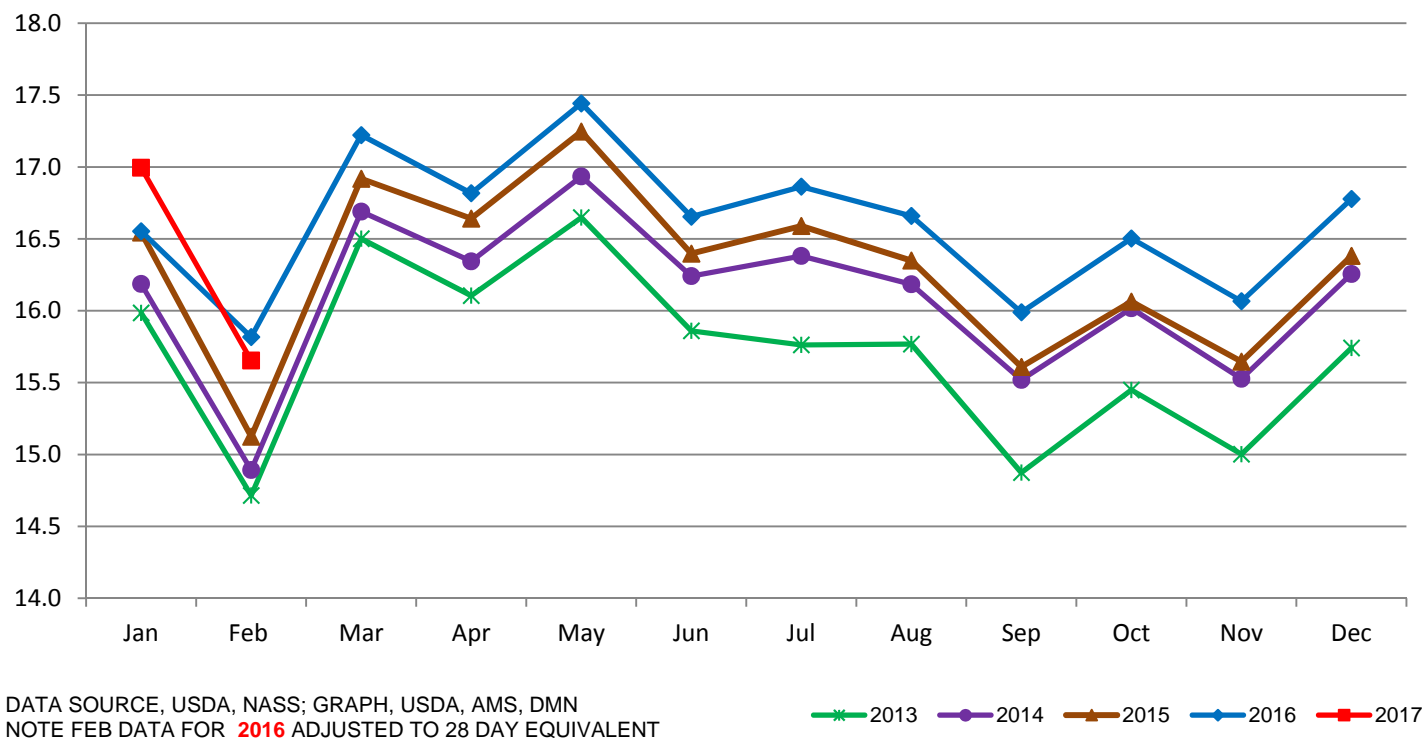
MILLION HEAD

## Milk Cow Numbers - 23 Selected States



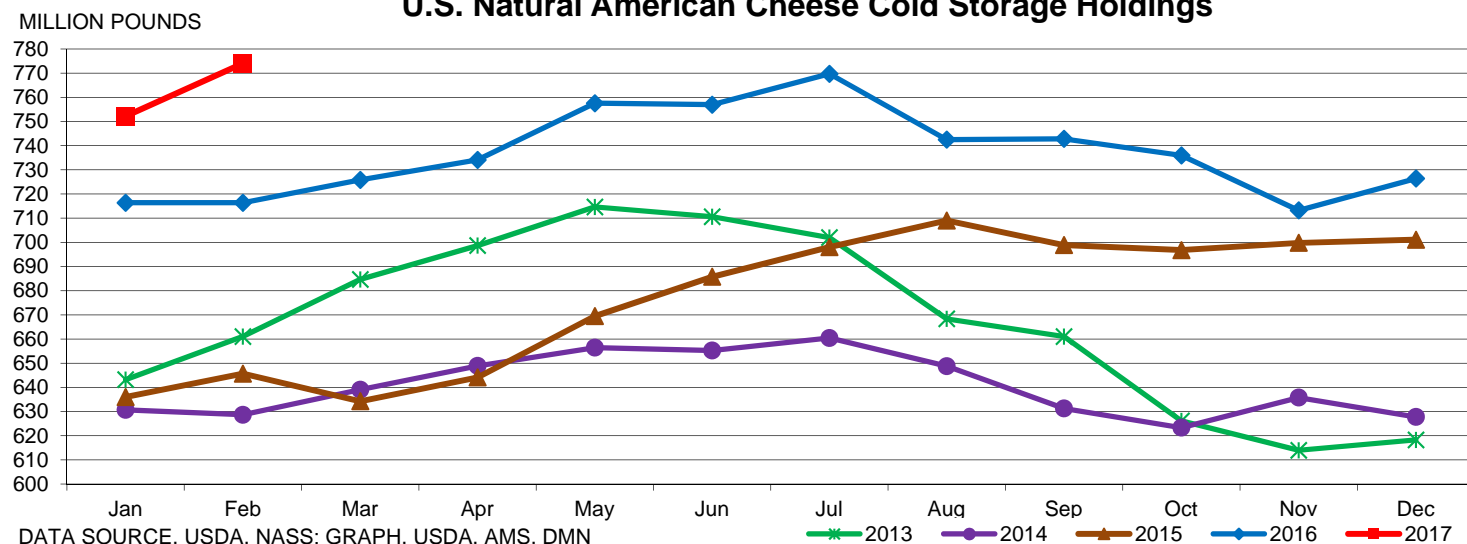
BILLION POUNDS

## Milk Production - 23 Selected States

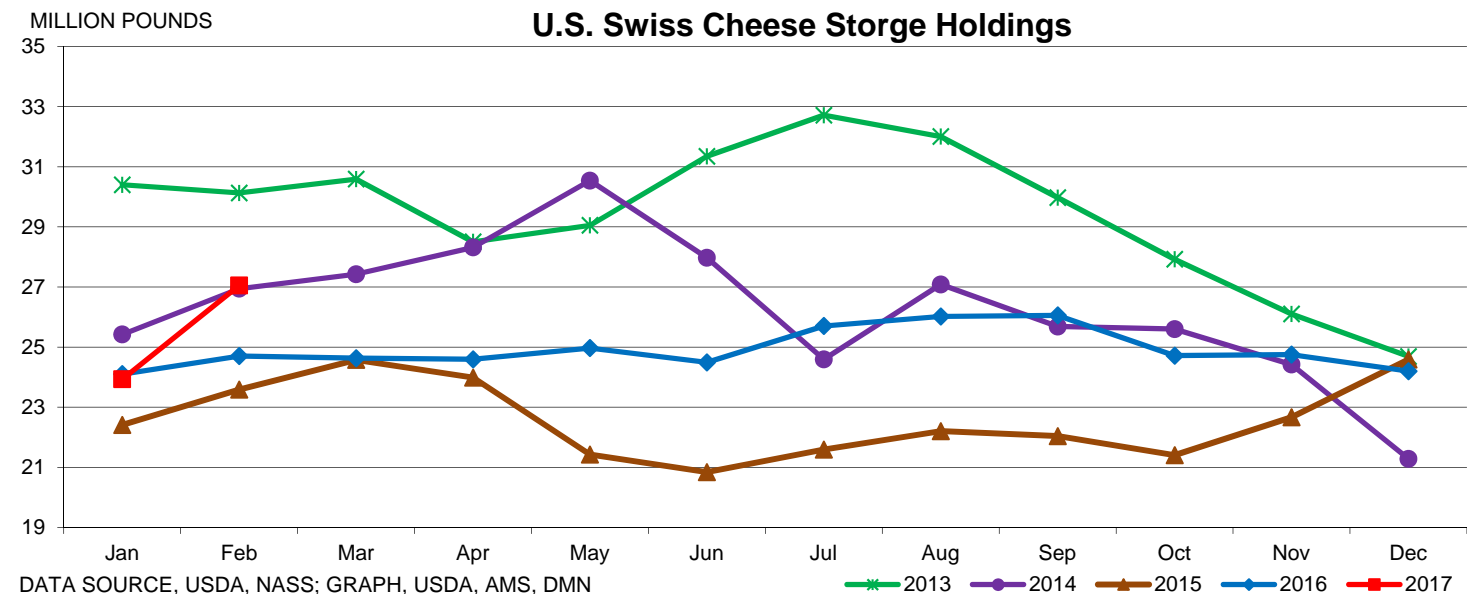




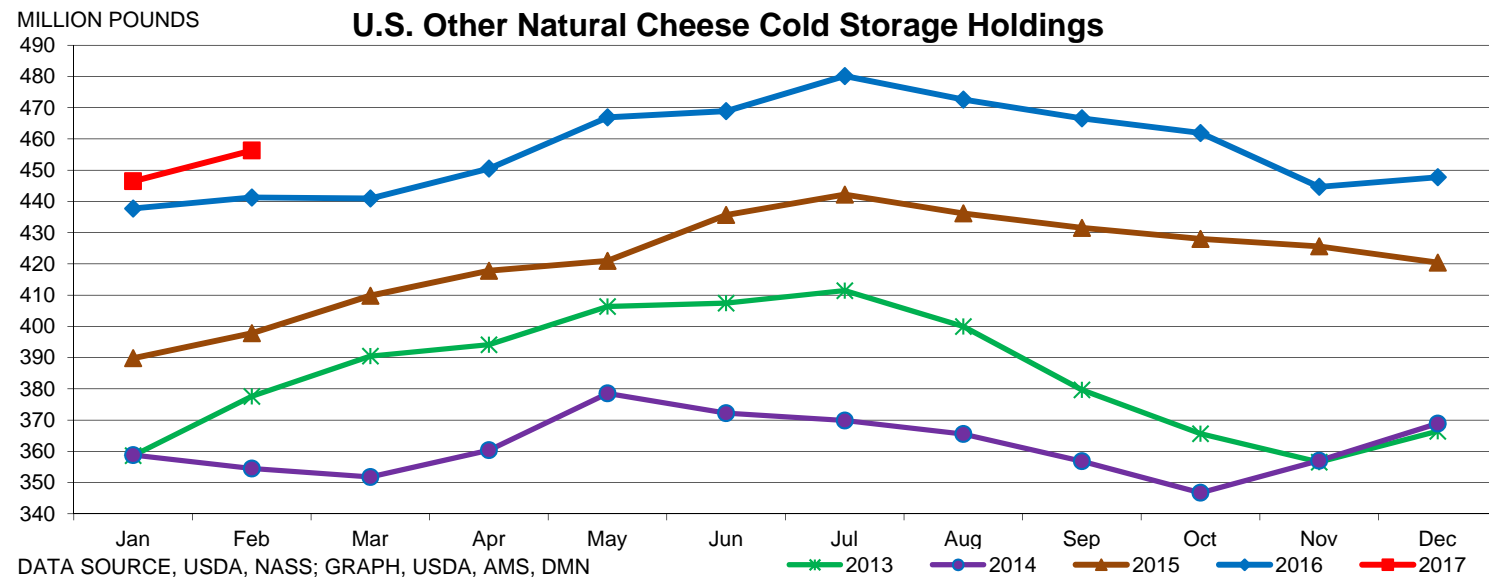
### U.S. Natural American Cheese Cold Storage Holdings



### U.S. Swiss Cheese Storage Holdings

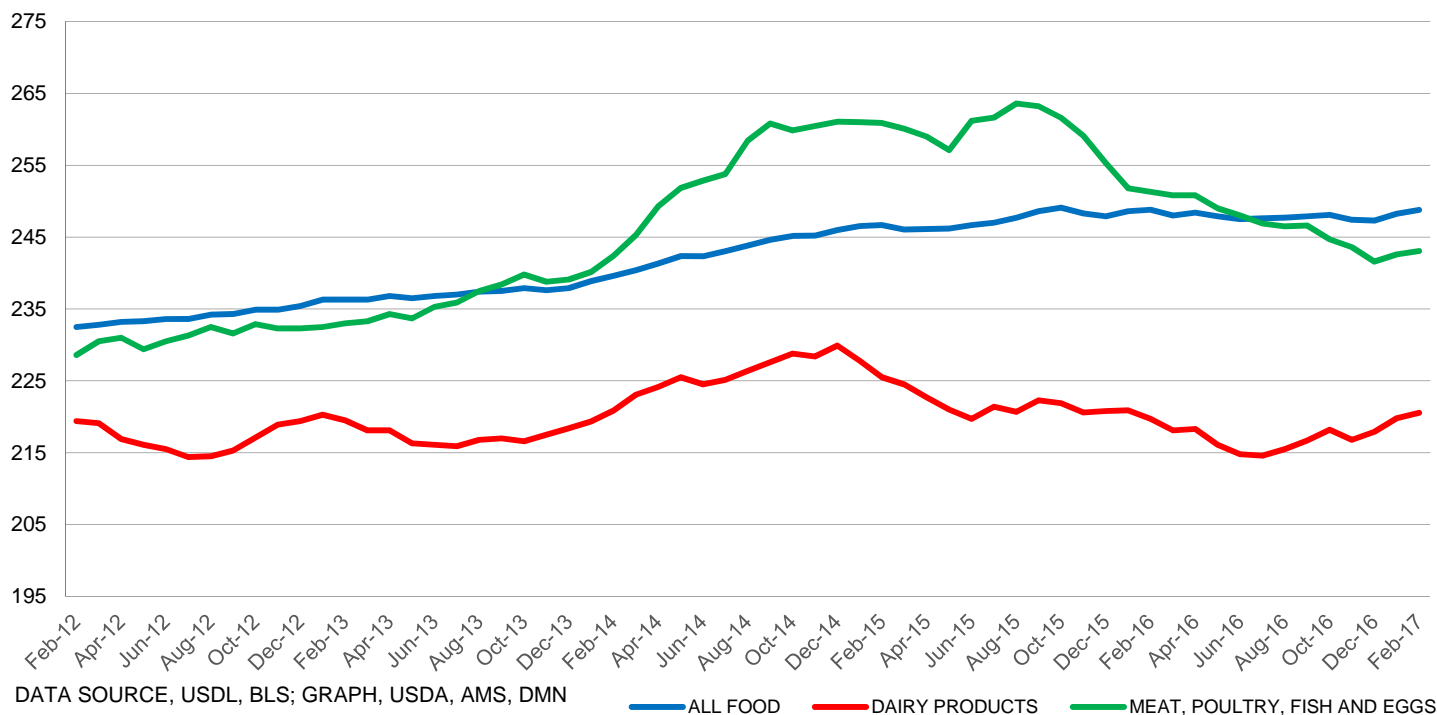


### U.S. Other Natural Cheese Cold Storage Holdings



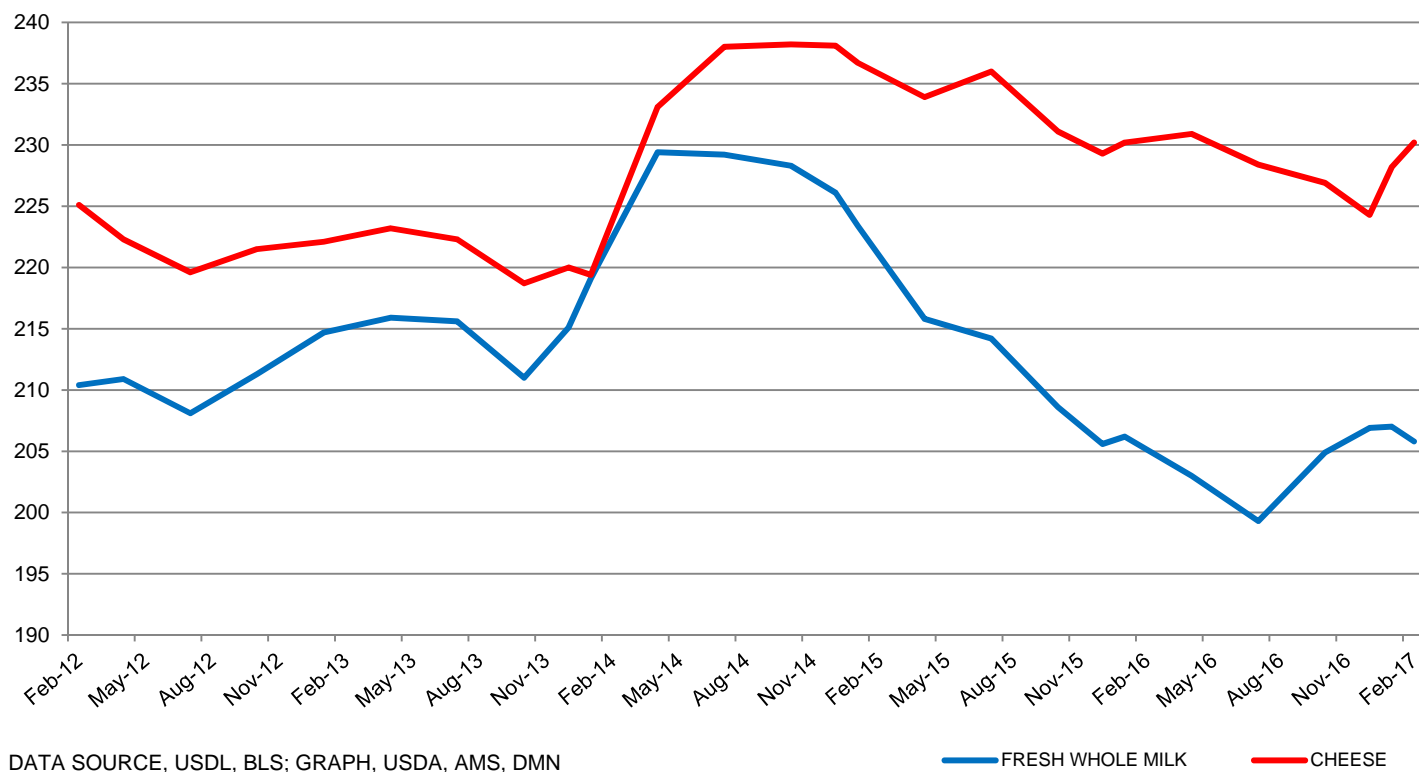
1982 - 1984 = 100

## Consumer Price Index



1982 -1984=100

## Consumer Price Index Dairy Products





## Dairy Market News Branch

Agricultural  
Marketing  
Service

# National Retail Report-Dairy

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

Volume 84- Number 12

Issued Weekly

Friday, March 24, 2017

### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 03/24/2017 to 03/30/2017

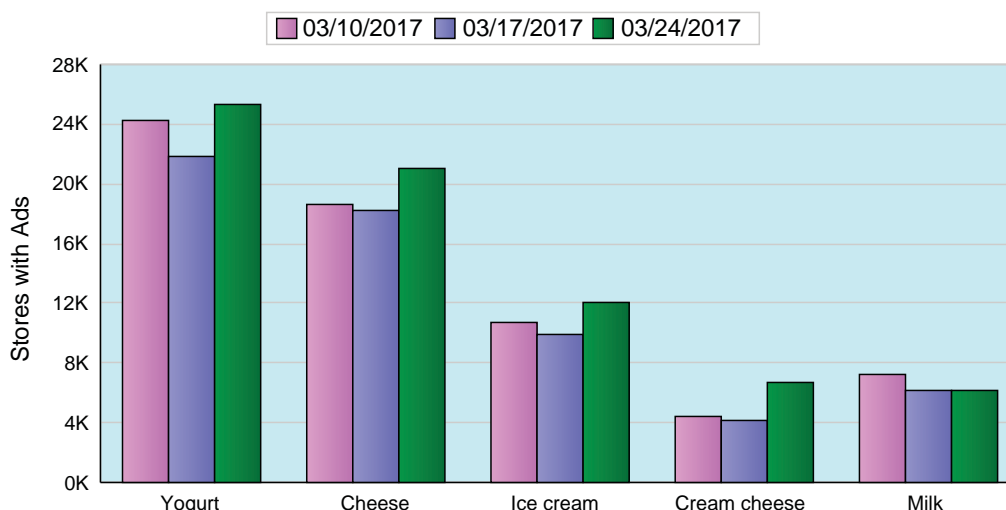
This week, total conventional dairy ad numbers increased 9%, and organic dairy ads went up 27%. The top three advertised dairy items were conventional Greek yogurt in 4-6 ounce containers, 48-64 containers of ice cream, and 8 ounce packs of shred cheese. The number of ads for conventional cream cheese in 8 ounce containers and conventional one pound butter increased significantly, 70% and 58% respectively. The weighted average price for conventional one pound butter is \$2.99, as compared to one pound organic butter at \$5.17.

Conventional yogurt ad numbers went up 10% while organic yogurt ad numbers increased 141%. The average sale price for 4-6 ounce conventional yogurt is \$0.54, while 4-6 ounce organic yogurt averaged \$1.42, an organic price premium of \$0.88. The average advertised price for 4-6 ounce conventional Greek yogurt is \$0.97, while 4-6 ounce organic Greek yogurt is \$1.00, an organic price premium of \$.03.

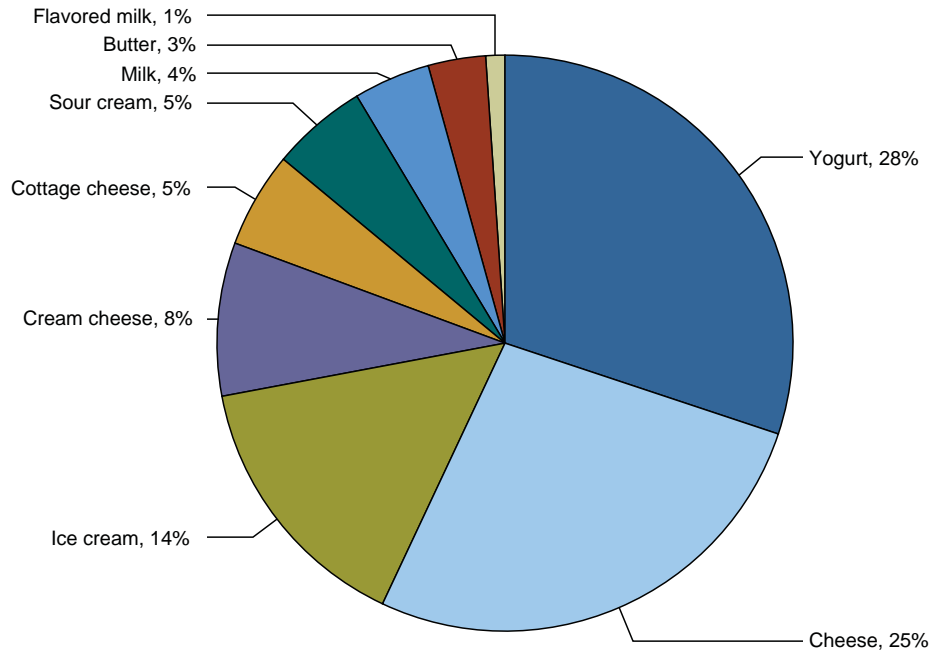
The number of conventional cheese ads increased by 15%. The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.12, and 8 ounce conventional cheese shreds averaged \$2.11. The average sale price for 8 ounce organic cheese shreds is \$4.29.

Organic milk advertisement numbers decreased 8%, but milk is the largest percentage of organic dairy ads for the week. Ad numbers for conventional milk increased 9%. The weighted average price for organic half gallon milk is \$3.51. For a conventional half gallon of milk, the average price is \$1.69, an organic price premium of \$1.82.

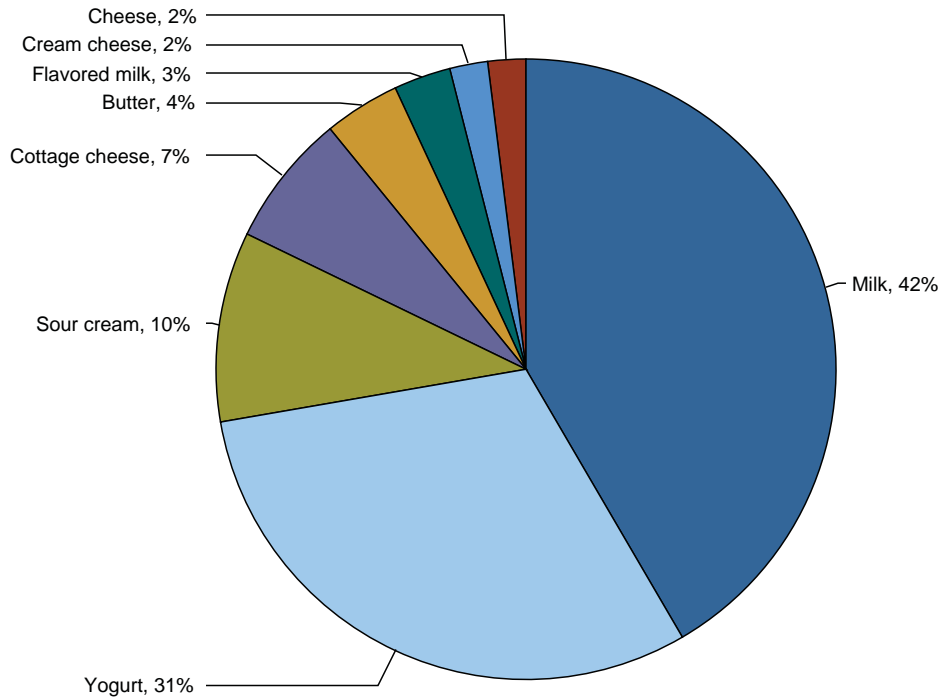
Top 5 Commodities Featured



### 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 #	2504	2.99	1580	3.24	12047	2.70
Cheese	Natural Varieties	8 oz block	8770	2.12	6101	2.18	11063	2.51
Cheese	Natural Varieties	1 # block	376	3.16	1035	3.70	980	3.84
Cheese	Natural Varieties	2 # block	514	6.55	167	7.99	545	5.49
Cheese	Natural Varieties	8 oz shred	10046	2.11	9274	2.28	10339	2.28
Cheese	Natural Varieties	1 # shred	1261	3.56	1649	3.27	623	2.93
Cottage cheese		16 oz	4553	1.91	4470	1.86	3652	1.94
Cream cheese		8 oz	6623	1.82	3902	1.70	13075	1.52
Flavored milk	All fat tests	half gallon	613	1.61	1474	2.39	326	3.11
Flavored milk	All fat tests	gallon	339	2.07	644	2.57	581	2.78
Ice cream		48-64oz	12070	3.02	9976	3.15	12487	2.89
Milk	All fat tests	half gallon	1042	1.69	994	2.43	553	2.42
Milk	All fat tests	gallon	1975	2.42	1779	2.59	1883	2.58
Sour cream		16 oz	4497	1.69	7987	1.75	11611	1.64
Yogurt	Greek	4-6 oz	13805	.97	13064	.97	10358	.97
Yogurt	Greek	32 oz	1805	4.23	938	4.41	709	4.10
Yogurt	Yogurt	4-6 oz	5486	.54	4890	.56	5372	.50
Yogurt	Yogurt	32 oz	1815	2.59	1946	2.62	235	2.18

## 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	629	3.39	1.98	195	1.98	2.00-3.99	711	2.83
Cheese	Natural Varieties	8 oz block	1.99-2.99	1607	2.45	1.67-2.50	3135	2.13	1.67-2.99	1524	1.97
Cheese	Natural Varieties	1 # block	2.99	135	2.99						
Cheese	Natural Varieties	8 oz shred	1.99-3.00	2008	2.36	1.67-3.00	3023	2.13	1.67-2.99	1165	1.99
Cheese	Natural Varieties	1 # shred	1.99-3.99	550	3.59	2.49	204	2.49	3.49-4.99	329	4.46
Cottage cheese		16 oz	1.50-2.69	2121	2.06	1.29-2.00	1348	1.95	1.25-2.00	339	1.60
Cream cheese		8 oz	1.49-2.50	1780	1.94	1.25-3.00	2213	1.69	1.25-2.50	628	1.90
Flavored milk	All fat tests	half gallon							1.50-3.48	282	2.32
Ice cream		48-64oz	1.99-4.99	2890	2.95	2.19-4.00	2718	3.22	2.38-4.99	2146	3.20
Milk	All fat tests	half gallon				0.99	53	.99	0.69-1.50	206	.96
Milk	All fat tests	gallon	3.69	62	3.69	2.39	184	2.39	1.99-2.39	122	2.16
Sour cream		16 oz	1.49-2.00	1228	1.70	0.88-2.00	1563	1.75	1.25-2.00	377	1.59
Yogurt	Greek	4-6 oz	0.70-1.25	2639	.98	0.69-1.25	5426	.96	0.70-1.29	2546	.94
Yogurt	Greek	32 oz	3.69-4.99	440	4.17	3.28-4.49	1365	4.25			
Yogurt	Yogurt	4-6 oz	0.50-0.70	1443	.57	0.40-0.70	1454	.64	0.50-0.66	573	.58
Yogurt	Yogurt	32 oz	1.99-2.50	399	2.28	2.50-3.78	1197	2.71			

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 #	1.88-2.99	255	2.41	2.50-3.99	540	3.34	2.50-3.99	174	3.09
Cheese	Natural Varieties	8 oz block	1.59-2.50	933	1.85	1.50-3.00	1141	2.10	1.67-2.50	430	1.96
Cheese	Natural Varieties	1 # block				2.99-3.99	241	3.25			
Cheese	Natural Varieties	2 # block	4.99	80	4.99	5.99-8.99	268	7.98	4.99	166	4.99
Cheese	Natural Varieties	8 oz shred	1.59-2.50	1641	1.93	1.50-3.00	1429	2.08	1.67-2.99	780	2.03
Cheese	Natural Varieties	1 # shred				2.99	178	2.99			
Cottage cheese		16 oz	1.00-2.00	270	1.73	0.99-1.89	475	1.45			
Cream cheese		8 oz	1.50-2.00	598	1.86	1.29-2.00	875	1.82	1.50-2.50	529	1.85
Flavored milk	All fat tests	half gallon	1.00	210	1.00				0.99	121	.99
Flavored milk	All fat tests	gallon	1.99-2.19	219	2.12	1.99	120	1.99			
Ice cream		48-64oz	2.00-3.99	1235	2.78	1.77-3.99	2544	2.91	1.99-3.00	537	2.71
Milk	All fat tests	half gallon	1.00	210	1.00	1.97-2.99	383	2.63	0.99-2.50	190	1.54
Milk	All fat tests	gallon	1.99-2.99	473	2.38	1.99-2.99	1134	2.40			
Sour cream		16 oz	1.69	72	1.69	0.99-1.99	899	1.62	1.59-1.89	358	1.65
Yogurt	Greek	4-6 oz	0.98-1.25	916	1.02	0.87-1.00	1769	.97	0.88-1.00	509	.98
Yogurt	Yogurt	4-6 oz	0.25-0.55	531	.45	0.25-0.50	838	.41	0.48-0.50	647	.50
Yogurt	Yogurt	32 oz	2.49	51	2.49	2.50	107	2.50	2.50	61	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

## 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 #	273	5.17	306	4.80	650	4.99
Cheese	Natural Varieties	8 oz shred	114	4.29			105	4.99
Cottage cheese		16 oz	549	3.00	498	3.00	80	2.99
Cream cheese		8 oz	139	2.70	242	2.62		
Flavored milk	All fat tests	half gallon	214	3.99				
Milk	All fat tests	half gallon	2744	3.51	2587	3.79	1505	4.12
Milk	All fat tests	gallon			171	5.28	442	5.89
Milk	All fat tests	8 oz UHT	372	1.00	612	.95	352	1.00
Sour cream		16 oz	734	3.10	498	3.00		

Wtd Avg - Simple weighted average



Yogurt	Greek	4-6 oz	1452	1.00	659	1.21	1208	1.46
Yogurt	Greek	32 oz	246	3.99				
Yogurt	Yogurt	4-6 oz	411	1.42	249	1.11	1014	1.50
Yogurt	Yogurt	32 oz	228	4.04	61	3.50		

## 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 #	3.99	59	3.99	5.49	214	5.49			
Cottage cheese		16 oz				3.00	324	3.00	3.00	225	3.00
Cream cheese		8 oz	2.99	59	2.99						
Flavored milk	All fat tests	half gallon				3.99	214	3.99			
Milk	All fat tests	half gallon	3.99-4.99	400	4.65	2.99-3.99	806	3.36	2.99-3.00	362	3.00
Milk	All fat tests	8 oz UHT	1.00	62	1.00						
Sour cream		16 oz				3.00-3.99	538	3.39			
Yogurt	Greek	4-6 oz				1.00	1083	1.00	1.00	123	1.00
Yogurt	Yogurt	4-6 oz	1.50	100	1.50	1.33	195	1.33	1.50	116	1.50
Yogurt	Yogurt	32 oz	3.69	167	3.69						

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
Cheese	Natural Varieties	8 oz shred	4.29	114	4.29						
Cream cheese		8 oz	2.49	80	2.49						
Milk	All fat tests	half gallon	2.99-3.29	550	3.06	2.99-3.99	565	3.52	4.99	61	4.99
Milk	All fat tests	8 oz UHT				1.00	241	1.00	1.00	69	1.00
Sour cream		16 oz	2.29	196	2.29						
Yogurt	Greek	4-6 oz				1.00	246	1.00			
Yogurt	Greek	32 oz				3.99	246	3.99			
Yogurt	Yogurt	32 oz							5.00	61	5.00

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

### REGIONAL DEFINITIONS

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

Wtd Avg - Simple weighted average



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



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