

DAIRY MARKET NEWS AT A GLANCE

CME GROUP CASH MARKETS (6/12)

BUTTER: Grade AA closed at \$1.8700. The weekly average for Grade AA is \$1.9140 (+0.1040).

CHEESE: Barrels closed at \$2.3325 and 40# blocks at \$2.5200. The weekly average for barrels is \$2.3685 (+0.0980) and blocks, \$2.5450 (+0.0475).

NONFAT DRY MILK: Grade A closed at \$1.0050. The weekly average for Grade A is \$0.9795 (-0.0275).

DRY WHEY: Extra grade dry whey closed at \$0.3125. The weekly average for dry whey is \$0.3235 (-0.0015).

CHEESE HIGHLIGHTS: Spot milk availability for cheese producers is tight in the East. In the Midwest, some contacts relay spot milk offers are quiet. Spot milk prices ranged from \$.75 to \$2 over Class, \$1 shy on last week's top. Cheese is moving well throughout the country. Governmental purchases, as well as retail/food service orders, are keeping cheesemakers' production schedules full. Cheddar supplies, specifically, are reportedly tight. A recent concern, as some food service customers have come closer to refilling their pipelines, is that CME market prices will respond bearishly. Right now, though, cheese prices on the CME are steadily bullish.

BUTTER HIGHLIGHTS: Nationwide, butter production is steadily down due to lower cream volumes for churning, which is typical for this time of the year. In some regions, processors continue microfixing bulk butter to meet the strong retailers' demands for print butter. Food service requests are increasing as restaurants slowly reopen across the country after being quarantined. In general, the butter market is in better shape compared to a month ago. This week, bulk butter pricing varies among the regions: East, 1.0 cents to 6.0 cents over the market; Central, 2.0 cents to 8.0 cents above the market; West, 2.0 cents under to 7.5 cents over the market, with various periods and averages used.

FLUID MILK: Milk production is seasonally declining in most of the country with the exception of a few pockets of steady production. Midwest milk demand is solid into balancing plants but spread somewhat thin. Some plants are at lower capacity than expected. Fluid milk demand into Class I is seasonally slow. The Midwest spot milk price range lowered on the top of the range, but offers were sparse, and overall spot milk trading was quieter. Cheese producers are still actively producing. California milk supplies have not been sufficient to meet all purchasing requests even though demand hasn't changed much from pre-coronavirus levels. Several buyers are looking to purchase additional loads on the spot market. Some are saying that it is difficult to bring in out-of-state milk. Cream multiples for all Classes are 1.33-1.50 in the East, 1.30-1.45 in the Midwest, and 1.13-1.35 in the West.

DRY PRODUCTS: Low/medium heat nonfat dry milk prices moved lower in all the regions of the U.S. Production has decreased in response to lower milk outputs. Most production schedules are lower, reflecting lower milk intakes. High heat nonfat dry milk prices are mixed. Dry buttermilk prices are higher in the Central and East but mixed in the West. The market tone is bullish. Supplies are tight in some areas. Dry buttermilk demands from ice cream makers have picked up in the Central and East. Dry whole milk prices are steady to lower. Stocks are balanced, and overall the market is stable. Dry whey prices are mixed on the range in all regions. Production schedules in all regions are up, reflecting increased cheese production. Inventories are available. Animal feed whey prices increased in the Central. WPC 34% prices are unchanged. Industry contacts report a quiet market. Aside from infant formula accounts, some manufacturers say end users have limited interest. Lactose prices are steady to higher, moving upwards at the top of the price range and mostly price series. Spot prices are pushing the top of the price range upwards. Industry contacts report inventories are tight. Prices for acid casein and rennet casein are slightly softer, but not significantly changed. Acid casein spot sales are quite limited. Western European rennet casein activity is calm.

ORGANIC DAIRY MARKET NEWS: COVID-19 continues to impact many dairy operations. Hence, the annual celebration is mitigated by economic losses for U.S. dairy farmers, as most now face unprecedented challenges. However, both conventional and organic milk producers are rising to the occasion, this June 2020 National Dairy Month. Across the U.S., milk producers carry on operations, even as they confront hunger, another consequence of the COVID-19 pandemic. In support of hunger relief, dairy farmers are contributing in providing needed milk donations to food pantries, communities, and families.

MAY CONSUMER PRICE INDEX (BLS): The May CPI for all food is 268.4, up 4.0 percent from 2019. The dairy products index is 230.2, up 5.7 percent from a year ago. The following are the May, year to year percentage changes for selected products: fresh whole milk is +5.4; cheese, +7.0; and butter, +1.3.

MAY PRODUCER PRICE INDEX (BLS): The May PPI for all food is 217.1, up 7.5 percent from 2019. The dairy products index is 189.1, down 6.3 percent from a year ago. The following are the May, year to year percentage changes for selected products: fresh whole milk is -6.3; cheese, -6.4; and butter, -42.6.

CONTINUED ON PAGE 1A

TABLE OF CONTENTS

Product Highlights/CME/DMN at a Glance	1	Dairy Graphs	6	G1
Weekly CME Cash Trading/Butter Markets	2	National Retail Report - Dairy	7	
Cheese Markets	3	Dairy Market News Contacts	8	
Fluid Milk and Cream	4		9	
Nonfat Dry Milk/Dry Buttermilk/Dry Whole Milk	5		10	

**DAIRY MARKET NEWS PRICE SUMMARY FOR JUNE 7 - 12, 2020
PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES**

Commodity	Range	Mostly	Commodity	Range	Mostly	Commodity	Range	Mostly
NDM								
Central Low/Med. Heat	0.9800	1.0500	1.0100	1.0300	Central/East	0.9500	1.0325	
Change	-0.0050	-0.0400	N.C.	-0.0100	Change	0.0500	0.0325	
Central High Heat	1.0800	1.1500			West	0.8500	0.9800	0.9000 0.9500
Change	-0.0200	0.0100			Change	N.C.	-0.0150	N.C. 0.0200
West Low/Med. Heat	0.8800	1.0625	0.9800	1.0300	WHEY			
Change	-0.0925	-0.0200	-0.0200	-0.0200	Central	0.2975	0.4000	0.3400 0.3700
West High Heat	1.0800	1.2000			Change	0.0125	N.C.	-0.0100 N.C.
Change	N.C.	-0.0200			West	0.2700	0.4000	0.3200 0.3850
DRY WHOLE MILK								
National	1.6000	1.7500			Change	-0.0400	N.C.	N.C. N.C.
Change	N.C.	-0.0500			Northeast	0.3500	0.4150	
					Change	N.C.	-0.0025	
LACTOSE								
					Central/West	0.3050	0.5600	0.3750 0.5300
					Change	N.C.	0.0200	N.C. 0.0300
					WPC 34%			
					Central/West	0.7500	1.1375	0.8300 1.0750
					Change	N.C.	N.C.	N.C. N.C.
CASEIN								
					Rennet	3.8900	4.0125	
					Change	-0.0050	-0.0050	
					Acid	3.8000	3.9000	
					Change	-0.0500	-0.0500	
ANIMAL FEED WHEY								
					Central	0.2900	0.3100	
					Change	0.0200	N.C.	

DAIRY MARKET NEWS AT A GLANCE

CONTINUED FROM PAGE 1

JUNE SUPPLY AND DEMAND ESTIMATES (USDA, WAOB): Milk production for 2020 is raised from last month on higher expected cow numbers. The fat basis import forecast is raised from the previous month on higher imports of butter fat products, while the fat basis export forecast is reduced on lower expected sales of cheese. The 2020 skim-solids basis import forecast is raised from last month on recent trade data and expectations of higher imports of a number of dairy products. The skim-solids basis export forecast is raised primarily on higher skim milk powder and lactose exports. Price forecasts for cheese, butter, and nonfat dry milk are raised from the previous month on recent price strength and stronger anticipated demand. The whey price forecast is lowered from last month. Class III and Class IV prices are raised for 2020. The all milk price forecast is raised to \$16.65 per cwt for 2020. The 2021 milk production forecast is raised from last month on higher expected cow numbers and stronger growth in milk per cow. The fat basis import forecast is reduced while the export forecast is unchanged. The skimsolids basis import forecast is reduced from the previous month while the export forecast is unchanged. For 2021, cheese, butter, and nonfat dry milk price forecasts are raised from the previous month while whey is lowered. The 2021 Class III and Class IV price forecasts are raised from last month. The all milk price forecast is raised to \$16.20 per cwt for 2021.

CME Group, CHICAGO, IL COMMODITY	MONDAY JUN 8	TUESDAY JUN 9	WEDNESDAY JUN 10	THURSDAY JUN 11	FRIDAY JUN 12	:: WEEKLY CHANGE	:: WEEKLY AVERAGE
CHEESE							
BARRELS	\$2.3600 (N.C.)	\$2.4250 (+0.0650)	\$2.3675 (-0.0575)	\$2.3575 (-0.0100)	\$2.3325 (-0.0250)	:: (-0.0275)	:: \$2.3685 (+0.0980)
40 POUND BLOCKS	\$2.5850 (+0.0325)	\$2.5400 (-0.0450)	\$2.5400 (N.C.)	\$2.5400 (N.C.)	\$2.5200 (-0.0200)	:: (-0.0325)	:: \$2.5450 (+0.0475)
NONFAT DRY MILK							
GRADE A	\$0.9600 (-0.0175)	\$0.9525 (-0.0075)	\$0.9800 (+0.0275)	\$1.0000 (+0.0200)	\$1.0050 (+0.0050)	:: (+0.0275)	:: \$0.9795 (-0.0275)
BUTTER							
GRADE AA	\$1.9250 (N.C.)	\$1.9225 (-0.0025)	\$1.9525 (+0.0300)	\$1.9000 (-0.0525)	\$1.8700 (-0.0300)	:: (-0.0550)	:: \$1.9140 (+0.1040)
DRY WHEY							
EXTRA GRADE	\$0.3350 (-0.0100)	\$0.3275 (-0.0075)	\$0.3225 (-0.0050)	\$0.3200 (-0.0025)	\$0.3125 (-0.0075)	:: (-0.0325)	:: \$0.3235 (-0.0015)

Prices shown are in U.S. dollars per lb. in carlot quantities. Carlot unit weights: CHEESE, 40,000-44,000 lbs.; NONFAT DRY MILK, 41,000-45,000 lbs.; BUTTER, 40,000-43,000 lbs.; DRY WHEY, 41,000-45,000 lbs. Weekly Change is the sum of Daily Price Changes. Weekly Average is the simple average of the Daily Cash Close prices for the calendar week. Weekly Average Change is the difference between current and previous Weekly Average. Computed by Dairy Market News for informational purposes. This data is available on the Internet at WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY

NOTICE: Five days of trading information can be found at www.cmegroup.com/trading/agricultural/spot-call-data.html

BUTTER MARKETS

NORTHEAST

The East butter market is the quietest it has been for some time, as churning slows to the pace of available cream. Ice cream continues to best butter and other Class II cream-based products for the available cream, but cream cheese production has grown too. Nonetheless, cream supply conditions are not that disturbing for Eastern region butter manufacturers, since micro-fixing bulk stockpiles from earlier months helps to manage the current butter demand. The recent release of the Dairy Products Report shows that April 2020 butter production, in the Atlantic region, grew 17.3 percent above April 2019 percentage. Butter demand is fairly stable, with no sizable spikes in orders, from the recently opened restaurant industry. Further, the National Restaurant Association's Restaurant Performance Index (RPI) stood at 94.9 in April, which was essentially unchanged from a level of 95.0 in March. As well, restaurants reported lower same-store sales, customer traffic and staffing in April. Meanwhile, the butter market bulls appear to be employed, as the Tuesday CME closing price advanced \$0.2025 over the previous week's Tuesday close. Finally, the bulk butter price for domestic sales is steady, 1-6 cents over the market of the CME Group, with various time frames and averages used.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0100 - +0.0600

Secondary Sourced Information:

CME TRADING

The CME Group's Tuesday cash butter trading closed at \$1.9225, up from \$1.7200 a week ago.

CENTRAL

Food service orders, although steadying a bit, have continued to rise. That said, food service demand is still roughly half to just over what it was last year according to some butter makers. Retail customers remain busy. Concerns remain regarding fall inventories and how much butter will be available during the busier ordering season. Another factor is cream availability, or lack thereof. Spot cream prices are financially out of reach for butter plant managers. They continue to use contracted cream and some are using stored bulk butter or seeking more bulk butter for microfixing.

Bulk butter prices have also risen slightly on the top of the range. After last week's CME price surge, prices have settled back into the low \$1.90s. Regardless, butter market tones are generally bullish.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0200 - +0.0800

WEST

Western butter makers say retail sales are the driving force for the butter industry. Although it has backed off in recent weeks, retail demand is strong and well ahead of normal for this time of year. Some butter manufacturers suggest they would be building butter stocks for their end of the year holiday needs, but they currently have had more retail orders than they can fill. While running as full as possible to meet customer demands, print butter production is limited by machine time and affordable cream. Heavy ice cream production is pulling at cream supplies and pushing multiples out of reach for butter makers. Butter inventories are a bit mixed. Print butter quarters are tight, but butter in other forms are more available. Although micro fixing may not be as common in the West as other regions, a few industry contacts report having to buy butter on the national exchanges to meet their current contractual print butter agreements. In other cases, manufacturers are trying to encourage buyers to take butter in other forms, such as 1-pound solids, to meet their retail needs. A few retail advertisements have surfaced promoting the 1-pound blocks of butter. Market observers relay that food service demand has seen a slight improvement, but individual butter pats are still slow to sell.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: -0.0200 - +0.0750

Secondary Sourced Information:

CME CLOSING PRICE

The Grade AA butter price at the CME Group on Wednesday closed at \$1.9525, compared to the weekly average price of \$1.8100 from last week.

CONTINUE ON PAGE 2A

CONTINUED FROM PAGE 2

DAIRY PRODUCTS REPORT – BUTTER SUMMARY

Released June 4, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

Butter Production – States and United States: April 2019 and 2020

Region	Monthly Production (1000 pounds)			Percent Change from	
	Apr 2019	Mar 2020	Apr 2020	Apr 2019	Mar 2020
United States	172,371	195,886	215,714	25.1	10.1
Atlantic	16,837	21,418	19,744	17.3	- 7.8
Central	62,478	73,253	90,639	45.1	23.7
West	93,056	101,215	105,331	13.2	4.1
California	54,591	60,902	61,663	13.0	1.2

Butter Production – Cumulative Production January - April

Report Month	Cumulative Production (1000 pounds)		Percent Change from 2019
	2019	2020	
April	724,274	793,057	9.5

2020 U.S. BUTTER AND MILKFAT EXPORTS (USDA-FAS)

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
April	3.4	+ 6
TOTAL, JAN – APR	15.6	- 23
Exports – Destination Country		
1 Canada	5.9	- 12
2 Mexico	3.1	+ 27
3 South Korea	1.5	- 21
4 Saudi Arabia	1.1	- 53
5 Taiwan	0.6	+ 8

2020 U.S. BUTTER AND MILKFAT IMPORTS (USDA-FAS)

(Imports for Consumption)

	2020 Imports (Million Lb.)	% Change From 1 Year Ago
April Imports		
Total Butter, Fats, Milk (H.S. Code 0405)	11.6	+ 16
Butter		
Quota (H.S. Code 405101000)	2.2	+179
Over Quota (H.S. Code 405102000)	5.3	- 6
AMF		
Quota (H.S. Code 405901020)	0.5	+ 38
Over Quota (H.S. Code 405902020)	2.4	- 18
Other Milk Fat	1.3	+231
TOTAL, JAN – APR	38.0	+ 8
Imports – Country of Origin		
1 Ireland	15.0	- 14
2 Mexico	8.0	+ 9
3 India	6.5	+520
4 France	1.7	+ 34
5 New Zealand	1.6	+ 76

CHEESE MARKETS

NORTHEAST

Milk supplies are tight in the East region for many operations. Some Class III manufacturers are receiving adequate supplies to fill immediate orders. The increase in cheese demands are keeping inventory levels balanced to lower. Interests for aged cheddar cheese from specialty retailers and local farmers markets are healthy. Several restaurants continue to purchase regular mozzarella and provolone cheese supplies, although some have filled their current pipelines. On the CME Group, cheddar cheese block and barrel prices are reaching record breaking numbers.

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

Cheddar 40 pound Block	2.9500-3.2375
Muenster	2.9375-3.2875
Process American 5 pound Sliced	2.3725-2.8525
Swiss 10-14 pound Cuts	3.2625-3.5850

MIDWEST

Midwestern cheesemakers continue to produce actively. Spot milk offers are sparse for some, while others are still finding deals similar to last week. Midwestern cheese plant managers also say they are using some more nonfat dry milk to fortify in production. Regarding demand, some say customers have backed off a bit in light of two factors. Some pipelines, which were depleted in the midst of the COVID-19 related closures, have been or are closer to being refilled. Second, the unprecedented cheese market price surge throughout the month of May and into early June have given buyers some hesitation. A number of Midwestern cheese contacts share concerns regarding a potential decline of those market prices. Cheese inventories are moving, particularly of freshly produced loads.

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

Blue 5 pounds	3.1325-4.2025
Brick 5 pounds	2.8650-3.2900
Cheddar 40 pound Block	2.5875-2.9875
Monterey Jack 10 pounds	2.8400-3.0450
Mozzarella 5-6 pounds	2.6650-3.6100
Muenster 5 pounds	2.8650-3.2900
Process American 5 pound Loaf	2.3575-2.7175
Swiss 6-9 pound Cuts	2.7775-2.8950

WEST

In the West, the cheese market is gaining momentum. Food service and governmental purchases continue to be some of the driving force behind the increase in cheese sales. The retail sector is taking steady loads of cheese. Block cheese supplies are currently very tight. According to contacts, cheddar cheese is particularly hard to find. Many processors have their clients on allocation programs. Processing schedules remain busy as plant managers are making all the cheese they can, so they can cover the growing demands. Prices in the spot market have been strong, reaching higher than usual levels. Some industry players expect that cheese prices will continue to rise to a certain point before coming down.

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

Cheddar 10 pound Cuts	2.8250-3.0250
Cheddar 40 pound Block	2.5775-3.0675
Monterey Jack 10 pounds	2.8125-3.0875
Process American 5 pound Loaf	2.3750-2.6300
Swiss 6-9 pound Cuts	2.8600-3.2900

FOREIGN TYPE

The European Union (EU) sliced cheese market continues to strengthen bit by bit. Production is stable, whereas inventories are at the same levels as in the previous week. Sliced cheese demands from restaurants and hotels are rising as more of them are reopening, and more people are beginning to go out again. Requests from retailers are stable. Cheese exports to other countries have augmented. To help curb the consequences of the coronavirus, from early May to late June 2020, each EU country has been given the opportunity to put cheese in a private storage. By the end of May, Ireland, Italy, Spain, Sweden and the United Kingdom had fully utilized the storage capacity available to them. Germany and France have respectively used 2 percent and 22 percent of their capacities. Sliced cheese prices vary from one region of the EU to another. In the U.S., the prices for wholesale blue, gorgonzola, parmesan, and Romano increased \$.4050, but Swiss cheese prices declined \$.0850. All other prices are steady.

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

VARIETY	NEW YORK	DOMESTIC
	IMPORTED	
Blue	2.6400-5.2300	3.0100-4.4975*
Gorgonzola	3.6900-5.7400	3.5175-4.2350*
Parmesan	-0-	4.3975-6.4875*
Romano	-0-	4.2000-6.3550*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggianito (Argentina)	3.2900-4.7800	-0-
Jarlsberg	2.9500-6.4500	-0-
Swiss	-0-	3.3000-3.6225*
Swiss (Finland)	2.6700-2.9300	-0-

* = Price change

COLD STORAGE

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

	BUTTER	CHEESE
06/08/2020	80422	84871
06/01/2020	80524	92726
CHANGE	-102	-7855
% CHANGE	0	-8

2020 U.S. CHEESE AND CURD EXPORTS (USDA-FAS)

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
April	58.9	- 18
TOTAL, JAN-APR	262.3	- 8
Exports - Destination Country		
1 Mexico	73.8	+ 9
2 South Korea	44.5	- 23
3 Japan	22.6	- 30
4 Australia	21.8	+ 22
5 Chile	8.0	- 2

CONTINUED ON PAGE 3A

FLUID MILK AND CREAM

EAST

Milk output is lower off **Northeastern** farms. Supplies are tightening with hotter temperatures in the area, although weather conditions are pleasant for cow comfort. Class I demand is a bit slower, while Class III operations are receiving adequate milk supplies for their increased immediate needs. Some Class II manufacturers' orders have also improved. **Mid-Atlantic** milk production is down. There are reports various food service sectors are starting to fill their pipelines. **Southeast** milk is dropping a little off farms. The majority of milk loads are clearing to bottlers. **Florida** milk production is down. **Cream** prices continue to be supported by manufacturers' immediate needs. Ice cream and cream cheese makers are running on strong production schedules to keep up with customers' demands. **Condensed skim** markets are fairly steady. Manufactures are receiving stable condensed skim loads.

Northeastern U.S., F.O.B. Condensed Skim
 Price Range - Class II; \$/LB Solids: 0.65 - 1.00
 Price Range - Class III; \$/LB Solids: 0.60 - 0.90

Northeastern U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.3300 - 1.5000
 Price Range - Class II; \$/LB Butterfat: 2.4073 - 2.7150

MIDWEST

Farm milk output is mixed from farm to farm. Some dairy farm contacts say weather has been pleasant enough for some actual upticks, while more contacts suggest farm milk output is seasonally declining. Some are awaiting May numbers, but they expect to see lower numbers year to year and month to month. Regardless, milk demand is solid into balancing plants. Some plants are at lower capacity than expected. Fluid milk demand into Class I is seasonally slow. Cheese producers are still actively producing. Therefore, milk in the upper Midwest is spread somewhat thin. That being said, the spot milk price range lowered on the top of the range, but offers were sparse and overall spot milk trading was quieter, which could have led to the lower numbers. For perspective, last year's spot milk prices during week 24 reached \$1 under Class. **Cream** remains somewhat tight, although like spot milk prices, fewer multiples were reported. Butter churners say spot cream is beyond their reach, financially. There was talk of some multiples reaching into the 1.50s and 1.60s, while the reported range only reached the mid 1.40s. Ice cream production is busier and expected to stay busy throughout the month of June. Wheat harvesters are in the fields in the south Central region. Midwestern contacts relay corn is emerging and in good condition for the most part. Alfalfa cutting is well ahead of last year's wet spring. For the most part, farmers are having a much smoother season than they were during a historically wet 2019 planting/cutting season.

Price Range - Class III Milk; \$/CWT; Spot Basis: 0.75 - +2.00
 Trade Activity: Slow

Midwestern U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.3000 - 1.4500
 Price Range - Class II; \$/LB Butterfat: 2.4616 - 2.6245
 Multiples Range - Class II: 1.3600 - 1.4500

WEST

In **California**, milk output is slightly lower. As a result, supplies have not been sufficient to meet all purchasing requests despite the facts that demands haven't changed much from pre-coronavirus levels. Several buyers are looking to purchase additional loads on the spot market. Some are saying that it is difficult to bring in out-of-state milk. Class I demands are flat, whereas Class II sales are a bit up. Ice cream makers are requesting more raw milk. **Arizona** farm milk production is level. Milk components have also declined. Bottled milk sales are unchanged from last week. Class III milk orders have increased. Processors report not having to send any milk out-of-state. They are not also receiving any milk coming from other states. Milk supplies within Arizona are well balanced with buyers' needs. Overall, the market tone is unchanged from a week ago. In **New Mexico**, milk production has somewhat increased this week, but overall, demands have declined. Class I and III sales are lower, whereas Class II demands are trending up. A few Class III processing plants couldn't take their usual loads because of machine repairs. This resulted in an uptick in milk holdovers. Balancing needs are rampant. **Pacific Northwest** milk intakes are in good balance with processing needs. Industry contacts say very little, if any, milk or cream has left the immediate area to find a home. Farm output is steady. Overbase programs have kept milk production in check. Demand for fluid milk and cream has increased and Class II processors are seeking out seasonally higher volumes of milk and cream. In some cases, ice cream or other Class II manufacturers, eager to fill production runs, are willing to pay well above published multiples for partial loads of cream. In other cases, such as last weekend, a few cream handlers discounted a few orphaned partial loads of cream to get them to move. Manufacturers are running near full capacity and have plenty of milk for their needs. Bottling demand is steady. Milk production in the mountain states of **Idaho, Utah, and Colorado** is seasonally heavy, but excess milk has diminished in recent weeks. Cheese plants are pulling heavy volumes of milk, leaving a little less for balancing plants. Industry contacts report some spot milk loads are priced at \$3 below lass IV. **Condensed skim** availability has declined a bit. Several customers are looking to buy spot loads, but can't always get what they need. In the West, the **cream** market is strong. Ice cream and cheese makers continue to take the majority of cream sold in the spot market. A few butter processors have stopped their churns as it is more advantageous for them to sell their cream instead of churning it. The cream multiple range for all Classes is wider this week. A few situational sales took place at multiples above and below the range.

Western U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.1300 - 1.3500

CONTINUED FROM PAGE 4

Dairy Products Report - Ice Cream, Regular, Hard

Released June 4, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

Ice Cream, Regular (Hard) Production – States and United States: April 2019 and 2020

Region	Monthly Production (1000 lbs)			Percent Change from	
	April 2019	March 2020	April 2020	April 2019	March 2020
United States	64,681	63,707	62,892	-2.8	-1.3
Atlantic	13,826	14,039	13,524	-2.2	-3.7
Pennsylvania	3,458	3,426	3,366	-2.7	-1.8
Central	39,017	38,551	37,768	-3.2	-2
Missouri	3,020	3,222	2,599	-13.9	-19.3
Ohio	2,065	2,111	2,574	24.6	21.9
West	11,838	11,117	11,600	-2.0	4.3
California	5,854	5,484	5,327	-9.0	-2.9
Oregon	1,457	1,422	1,585	8.8	11.5
Utah	2,218	2,211	2,690	21.3	21.7

Ice Cream, Regular (Hard) – Cumulative Production: January - April

Report Month	Cumulative Production (1000 lbs)		Percent Change from 2019
	2019	2020	
April	237,071	231,240	-2.5

NONFAT DRY MILK, BUTTERMILK & WHOLE MILK

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

NONFAT DRY MILK - CENTRAL AND EAST

CENTRAL: Regional low/medium heat nonfat dry milk (NDM) prices slid on the top of the mostly and top of the price range. Trading has been somewhat slower for the past two weeks. Interest remains from regional cheesemakers, but contacts suggest inventories are also edging up slightly as more production has been focused on NDM in the recent market push. Some contacts view the recent downward pressure is more of a temporary dip and markets will soon readjust. All said, markets are facing some uncertainty. High heat NDM prices were mixed, as the price range expanded a penny on both sides.

EAST: Low/medium heat nonfat dry milk (NDM) prices shifted lower on the range and top of the mostly series this week. Some market participants continue to trade spot loads. In addition, traders are purchasing loads from resellers to cover immediate needs. However, many buyers are holding back offers to see where prices will go. Low/medium heat NDM production schedules have decreased with tighter milk output in the region. Inventory levels are adequate for spot/contract demand. High heat NDM prices are mixed. Trading activities picked up a bit this week, as buyers are purchasing spot loads from a few manufacturers. Although, operations' inventories are tight outside of contracted needs. In addition, drying schedules are limited with other dry products receiving the majority of drying time.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
 Price Range - Low & Medium Heat; \$/LB: 0.9800 - 1.0500
 Mostly Range - Low & Medium Heat; \$/LB: 1.0100 - 1.0300

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
 Price Range - High Heat; \$/LB: 1.0800 - 1.1500

NONFAT DRY MILK - WEST

In the West, most spot prices for low/medium heat nonfat dry milk (NDM) are lower from last week. Now that prices have dropped, some NDM buyers are eager to buy in the spot market and/or establish contracts for Q3. The western NDM market appears to be transitioning from a firm status to a stable one as supply is virtually uniform with demand. The production of low/medium heat NDM is less active compared to the past couple of weeks as regional farm milk intakes are seasonally decreasing after the spring flush. In general, NDM inventories are more accessible in the cash market. Meanwhile, spot prices for high heat nonfat dry milk are steady to lower. Outside contracts, sales are very light as drying schedules are sporadic based on filling near-term contractual obligations. Inventories are reported as enough to cover contractual and spot needs.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
 Price Range - Low & Medium Heat; \$/LB: .8800 - 1.0625
 Mostly Range - Low & Medium Heat; \$/LB: .9800 - 1.0300

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
 Price Range - High Heat; \$/LB: 1.0800 - 1.2000

Dairy Products Report – Nonfat Dry Milk, Human Summary

Released June 4, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

Nonfat Dry Milk, Human Production – States & United States:
April 2019 and 2020

Region	Monthly Production (1000 pounds)			Percent Change from	
	April	March	April	April	March
	2019	2020	2020	2019	2020
United States	167,758	172,389	183,312	9.3	6.3
Atlantic	35,413	28,375	35,578	0.5	25.4
Pennsylvania	16,005	15,296	17,910	11.9	17.1
Central	28,073	30,098	32,072	14.2	6.6
West	104,272	113,916	115,662	10.9	1.5
California	69,211	76,422	78,362	13.2	2.5
Other States 1/	82,542	80,671	87,040	5.4	7.9

1/ States not shown when fewer than 3 plants reported or individual plant operations could be disclosed.

Nonfat Dry Milk, Human Production – Cumulative Production:
January - April

Report Month	Cumulative Production (1000 pounds)		Percent Change from
	2019	2020	2019
	April	660,284	691,088

Manufacturers' stocks end-of-month 3/

Product	End of month stocks (1000 pounds)			Percent Change from	
	April	March	April	April	March
	2019	2020	2020	2019	2020
Nonfat dry milk, human	278,325	349,095	392,634	41.1	12.5

3/ Stocks held by manufacturers at all points and in transit.

Manufacturers' shipments 4/

Product	April	March	April	April	March
	2019	2020	2020	2019	2020
	Nonfat dry milk, human	174,532	130,589	159,280	-8.7

4/ For dry products, shipments of bulk goods.

NONFAT DRY MILK, BUTTERMILK & WHOLE MILK

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

-CONTINUED FROM PAGE 5-

DRY BUTTERMILK - CENTRAL AND EAST

CENTRAL: Dry buttermilk prices increased in the region. Multiple factors have added to the firmness on the dry buttermilk market. Ice cream producers are taking on both more condensed and more dried buttermilk. Additionally, churning has decreased sharply in the past month, as cream spots are too pricey for butter makers. Additionally, with the exception of this week, nonfat dry milk markets have been on a bullish run, therefore producers are focusing on drying for that market. End users say offers are scarce. Dry buttermilk market tones are/remain somewhat bullish.

EAST: Dry buttermilk prices are higher on lighter trading in the East. Manufacturers' inventories are fairly limited. Butter production has slowed in some plants and heavy condensed buttermilk supplies are clearing to ice cream operations. Buyers' demands are mixed, as some market participants are purchasing LTL's this week for their immediate needs. Market conditions are firming.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk

Price Range ; \$/LB: .9500 - 1.0325

DRY BUTTERMILK - WEST

This week, western dry buttermilk free on board spot prices are mixed in both the pricing range and mostly series. Shipments of condensed buttermilk to Class II processors, especially ice cream makers, are seasonally ramping up. Consequently, the production of dry buttermilk has been shortened in several balancing plants. Nevertheless, dry buttermilk inventories remain accessible in the spot market.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk

Price Range ; \$/LB: .8500 - .9800

Mostly Range - ; \$/LB: .9000 - .9500

DRY WHOLE MILK - U.S.

Free on board spot prices for national dry whole milk are steady to lower as some spot sales pulled down the top of the pricing range. In general, the market undertone remains stable as supply is almost in line with customer demands. National dry whole milk prices are still above international WMP values, which could represent a competitive disadvantage for domestic manufacturers or brokers when exporting. Dry whole milk production is limited as the requests for butterfat from other cream-based product processors, such as ice cream, are steadily increasing. Accordingly, there is less condensed whole milk moving into dryers across the country.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk

Price Range - 26% Butterfat; \$/LB: 1.6000 - 1.7500

Dairy Products Report – Dry Buttermilk Summary

Released June 4, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

Dry Buttermilk – United States: April 2019 and 2020

Region	Monthly Production (1000 pounds)		Percent Change from		
	April 2019	March 2020	April 2020	April 2019	March 2020
United States	10,239	13,430	12,588	22.9	-6.3

Manufacturers' stocks end-of-month 3/

Product	End of month stocks (1000 pounds)			Percent Change from	
	April 2019	March 2020	April 2020	April 2019	March 2019
Dry butter-milk, total	16,485	25,827	22,276	35.1	-13.7

3/ Stocks held by manufacturers at all points and in transit.

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 were mixed this week. Although the low price of the range increased, more prices are starting to fall in the lower-mid \$.30s. Therefore, the bottom of the mostly series decreased by a penny. Trading was somewhat busy, particularly when in comparison to previous weeks which have been moderate to slower. There is more dry whey in the region, as cheese production has been very active. Milk availability is somewhat limited for cheese production, as spot milk prices were exclusively over Class this week and last. There is a tug-of-war scenario taking shape between producers and buyers. Producers say buyers are looking at price points closer to \$.30, while they are unwilling to settle there. Animal feed whey prices increased on the bottom of the range, on tight trading. On the whole, dry whey market tones are on shaky ground.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey
 Price Range - Animal Feed; \$/LB: .2900 - .3100

Prices for: Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey
 Price Range - Non-Hygroscopic; \$/LB: .2975 - .4000
 Mostly Range - Non-Hygroscopic; \$/LB: .3400 - .3700

DRY WHEY- NORTHEAST

Dry whey prices are steady to lower in the East this week. As Class III operations are receiving adequate milk supplies for stable cheese production, dry whey manufacturers are running on healthy schedules. Inventory levels continue to fulfill regular spot/contract requests. On the CME Group, dry whey spot prices are lower this week. Eastern market conditions are a bit softer.

Prices for: Eastern U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey
 Price Range - Non-Hygroscopic; \$/LB: .3500 - .4150

DRY WHEY- WEST

In the West, f.o.b. prices for dry whey are down at the bottom of the range, but remain stable on the mostly series. international sales have slightly dropped. Domestic buyers are taking their regular contractual loads, but are limiting their purchases on the spot market. Dry whey production has picked up because of increased cheese output. Inventories have also increased in recent weeks. Overall, the market tone for dry whey is weak.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey
 Price Range - Non-Hygroscopic; \$/LB: .2700 - .4000
 Mostly Range - Non-Hygroscopic; \$/LB: .3200 - .3850

Dairy Products Report – Whey Summary

Released June 4, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture

Dry Whey (Human) Production – States and United States

State	Monthly Production (1000 pounds)		Percent Change from		
	April 2019	March 2020	April 2020	April 2019	March 2020
United	73,801	80,748	76,405	3.5	-5.4
Atlantic	21,781	18,878	22,463	3.1	19.0
Central	31,073	39,718	32,157	3.5	-19.0
Wisconsin	21,475	25,739	22,302	3.9	-13.4
West	20,947	22,152	21,785	4.0	-1.7

Dry Whey – Cumulative Production January - April

Dry Whey	Cumulative Production (1000 pounds)		Percent Change from
	2019	2020	2019
Total ¹	311,287	320,706	3.0
Human ²	305,477	314,819	3.1

- 1. Excludes all modified dry whey products.
- 2. Values are calculated from Dairy Products re-

Manufacturers' stocks end of month³

Dry Whey	End of month stocks (1000 pounds)		Percent Change from		
	April 2019	March 2020	April 2020	April 2019	March 2020
Human	74,805	72,177	74,611	-0.3	3.4
Animal	1,097	698	934	-14.9	33.8
Total	75,902	72,875	75,545	-0.5	3.7

- 3. Stocks held by manufacturers at all points and in transit.

WHEY PROTEIN CONCENTRATE

Prices for whey protein concentrate 34% are unchanged. Industry contacts report a quiet market. Aside from infant formula accounts, some manufacturers say end users have limited interest. On the other hand, a few buyers report offers from processors have become harder to find. WPC34% supplies are comfortable to tight, depending on the brand. A few contacts suggest WPC34% in totes may be more available. WPC34% production is steady overall, but individual processors have increased, or decreased, processing runs depending on contractual obligations.

Prices for: Central and Western U.S., All First Sales, F.O.B., Extra Grade, Conventional, and Edible Whey Protein Concentrate
 Price Range - 34% Protein; \$/LB: .7500 - 1.1375
 Mostly Range - 34% Protein; \$/LB: .8300 - 1.0750

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.

CONTINUED FROM PAGE 6**LACTOSE**

Lactose prices are steady to higher, moving upwards at the top of the price range and mostly price series. Spot prices are pushing the top of the price range upwards. Industry contacts report inventories are tight. Cheese manufacturers had reined in production due to the market disruptions caused by COVID-19, stifling the subsequent lactose production. Lactose processors relay they are now making more lactose and getting caught up on some Q2 commitments. However, demand remains strong. Some buyers are looking toward lactose as an alternative to maltodextrin or other sweeteners, which are also in short supply. But these same buyers are finding the higher lactose prices a shock. To assure coverage many manufacturers and end users have secured commitments through Q3. And in some cases, processors and end users are starting to work on Q4 arrangements. While there is currently a bullish tone within the lactose market, some industry contacts are wondering at what point lactose needs will be satisfied and the market may turn downward.

Prices for: Central and Western U.S., Spot Sales And Up to 3 Month Contracts, F.O.B., Conventional, and Edible Lactose
 Price Range - Non Pharmaceutical; \$/LB: .3050 - .5600
 Mostly Range - Non Pharmaceutical; \$/LB: .3750 - .5300

CASEIN

Prices for acid casein and rennet casein are slightly softer, but not significantly changed. Acid casein spot sales are quite limited. An observer noted that the COVID-19 demand for nutritional products cleared most surplus spot loads of New Zealand acid casein. The result keeps non contracted acid casein buyers hand to mouth, leaving prices generally firm. Western European rennet casein activity is calm. Buyers tend to be reserved and more price driven. Exports are lower, which is notching stocks higher.

Prices for: Spot Sales And Up to 3 Month Contracts, Free on Board - Warehouse, Non-Restricted, All Mesh Sizes, Conventional, and Edible Casein

Acid; Price Range - \$/LB: 3.8000-3.9000
 Rennet; Price Range - \$/LB: 3.8900-4.0125

Dairy Products Report – Whey Derivatives Summary

Released June 4, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

Selected Whey Derivatives Production – United States

Product	Monthly Production (1000 pounds)		Percent Change from		
	April 2019	March 2020	April 2020	April 2019	March 2020
Whey Protein Concentrate, human and animal 25.0-49.9 percent	15,949	15,763	15,326	-3.9	-2.8
50.0-89.9 percent	24,690	24,037	22,201	-10.1	-7.6
Whey protein isolates, 90.0 percent or greater	9,460	11,155	9,399	-0.6	-15.7
Lactose, human and animal	108,057	97,498	91,381	-15.4	-6.3

Selected Whey Derivatives – Cumulative Production January - April

Product	Cumulative Production (1000 pounds)		Percent Change from
	2019	2020	2019
Whey Protein Concentrate, human and animal ¹ 25.0-49.9 percent	63,237	60,887	3.7
50.0-89.9 percent	101,850	93,975	7.7
Whey protein isolates, 90.0 percent or greater ¹	41,531	38,528	7.2
Lactose, human and animal	433,277	364,110	-16.0

1. Values are calculated from Dairy Products report data.

Manufacturers' stocks end of month²

Product	End of month stocks (1000 pounds)		Percent Change from		
	April 2019	March 2020	April 2020	April 2019	March 2020
Whey Protein Concentrate, human and animal 25.0-49.9 percent	24,209	29,353	26,579	9.8	-9.5
50.0-89.9 percent	34,166	38,839	37,594	10.0	-3.2
Whey protein isolates, 90.0 percent or greater	20,107	15,276	15,182	-24.5	-0.6
Lactose, human and animal	117,023	101,580	98,353	-16.0	-3.2

2. Stocks held by manufacturers at all points and in transit.

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

WEEK ENDING	2020 WEEKLY DAIRY COWS	2020 CUMULATIVE DAIRY COWS	2019 WEEKLY DAIRY COWS	2019 CUMULATIVE DAIRY COWS
05/30/2020	48.1	1,387.0	53.3	1,418.3

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

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

FEDERAL MILK ORDER CLASS III MILK PRICES (3.5% Butterfat)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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
2017	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
2018	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
2019	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	19.37

FEDERAL MILK ORDER CLASS IV MILK PRICES (3.5% Butterfat)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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
2017	16.19	15.59	14.32	14.01	14.49	15.89	16.60	16.61	15.86	14.85	13.99	13.51
2018	13.13	12.87	13.04	13.48	14.57	14.91	14.14	14.63	14.81	15.01	15.06	15.09
2019	15.48	15.86	15.71	15.72	16.29	16.83	16.90	16.74	16.35	16.39	16.60	16.70

FEDERAL MILK ORDER CLASS PRICES FOR 2020 (3.5% Butterfat)

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I (BASE)	19.01	17.55	17.46	16.64	12.95	11.42						
II	17.05	16.84	16.75	13.87	12.30							
III	17.05	17.00	16.25	13.07	12.14							
IV	16.65	16.20	14.87	11.40	10.67							

Further information may be found at: <https://www.ams.usda.gov/rules-regulations/mmr/dmr>

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

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
06/06/2020	1,5983 11,394,439	1,9050 11,137,544	1,8442 12,381,701	3,661 6,956,788	8815 31,654,746

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

CME GROUP, INC FUTURES

Selected settling prices

CLASS III MILK FUTURES (Pit-Traded) (\$/cwt)

DATE	06/05	06/08	06/09	06/10	06/11
JUN 20	19.88	20.14	20.56	20.35	20.45
JUL 20	18.67	18.94	19.60	19.36	18.91
AUG 20	17.38	17.47	17.92	17.82	17.40

NONFAT DRY MILK FUTURES (Pit-Traded) (¢/lb)

DATE	06/05	06/08	06/09	06/10	06/11
JUN 20	95.00	95.00	94.03	94.03	94.50
JUL 20	100.83	100.75	97.30	101.30	104.00
AUG 20	102.50	101.60	99.30	103.30	106.80

CLASS IV MILK FUTURES (Pit-Traded) (\$/cwt)

DATE	06/05	06/08	06/09	06/10	06/11
JUN 20	13.91	14.08	14.04	14.02	13.58
JUL 20	15.20	15.10	15.10	15.54	15.55
AUG 20	15.38	15.17	15.15	15.85	15.78

WHEY (Electronic-Traded) (¢/lb)

DATE	06/05	06/08	06/09	06/10	06/11
JUN 20	37.00	36.35	36.35	36.70	35.00
JUL 20	36.00	34.75	34.50	34.00	33.75
AUG 20	35.80	35.73	35.00	34.18	34.18

CASH SETTLED BUTTER FUTURES (Electronic-Traded) (¢/lb)

DATE	06/05	06/08	06/09	06/10	06/11
JUN 20	185.55	188.80	188.00	188.00	180.03
JUL 20	200.00	203.15	203.00	208.70	204.03
AUG 20	201.00	201.00	204.03	209.00	204.25

CHEESE CSC (Electronic-Traded) (\$/lb)

DATE	06/05	06/08	06/09	06/10	06/11
JUN 20	2.09	2.12	2.16	2.14	2.16
JUL 20	1.96	2.00	2.06	2.04	2.00
AUG 20	1.83	1.84	1.89	1.88	1.84

Further information may be found at: <http://www.cmegroup.com/market-data/daily-bulletin.html>

ORGANIC DAIRY MARKET NEWS
Information gathered June 1-12, 2020

ORGANIC DAIRY FLUID OVERVIEW

National Dairy Month. June is National Dairy Month. As the dairy industry recognizes the annual festivity, COVID-19 continues to impact many dairy operations. Hence, the annual celebration is mitigated by economic losses for U.S. dairy farmers, as most now face unprecedented challenges. However, both conventional and organic milk producers are rising to the occasion. Across the U.S., milk producers carry on operations, even as they confront hunger, another consequence of the COVID-19 pandemic. In support of hunger relief, dairy farmers are contributing in providing needed milk donations to food pantries, communities, and families.

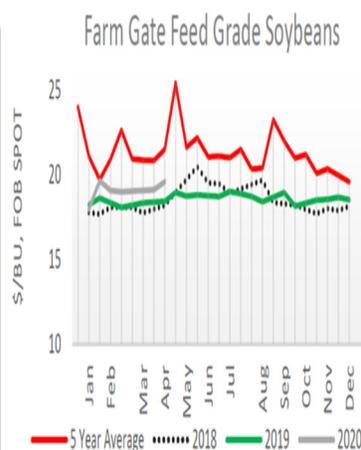
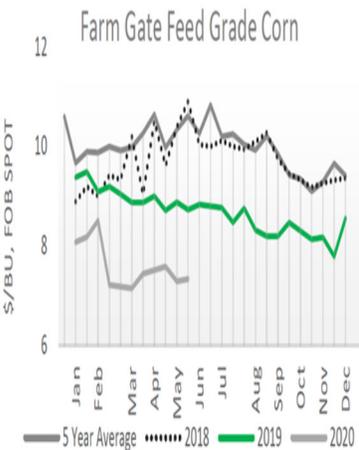
Organic Milk Discarded. Amid safety concerns, during the current protests, an organic milk distribution facility opted to temporarily discontinue operations. Consequently, a substantial amount of organic milk was dumped. Also, sources pointed out that the volatile protest triggered panic buying, which emptied milk coolers and created dairy shortages at some retail outlets in the vicinity of the protests.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Organic feed grade corn trade activity is moderate on light demand, while trading 5 cents higher FOB. There were few forward contracts. Organic feed grade soybeans trade activity is moderate on good demand, while trading 42 cents higher delivered elevator.

Grower FOB Farm Gate Organic Grain

Feed Grade	Unit	Spot Transactions			Forward Contracts		Cash Bids	
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	6.30 - 8.50	7.34	0.05	8.73	6.75 - 7.20	Aug-20 - Dec-20	7.50 - 7.50
Soybeans	\$/bu	N/A - N/A	N/A	N/A	18.81	N/A - N/A	N/A - N/A	19.00 - 19.00
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Oats	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Sorghum	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A



For more additional information, access the links: <https://www.ams.usda.gov/mnreports/lbnofnof.pdf>

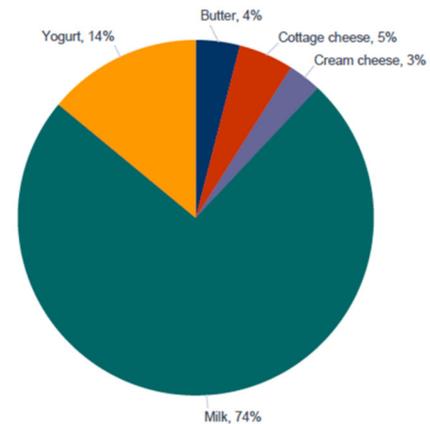
ORGANIC DAIRY RETAIL OVERVIEW

Total organic retail advertisements declined 42 percent over the previous survey period. Organic butter ads dropped 64 percent below the last survey number and organic yogurt declined 63 percent. Regionally, the Northwest had the largest volume of ads, up 151 percent. Amongst all regions, the Southeast posted the smallest volume of ads, following a sharp 98 percent decline from the previous survey period.

This week, the organic milk premium, the difference between the gallon organic milk price and gallon conventional milk price is \$3.66. The average prices for conventional and organic milk, gallons, are \$2.59 and \$6.25, respectively. Store retail ads for organic milk, gallon containers, increased 117 percent over last week, but organic milk ads, half gallons, declined 3 percent.

Each of the advertised organic dairy products and their ad percentages, from the latest survey, are shown in the pie chart below.

Percentage of Total Organic Ads by Commodity



Data source: USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from June 12-18, 2020. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

NATIONAL RETAIL ORGANIC DAIRY WEIGHTED AVERAGE ADVERTISED PRICE

COMMODITY	This Week	Last Week	Last Year
Butter	\$5.29	\$5.42	n.a.
Cream Cheese	\$2.50	\$2.99	\$2.50
Milk			
Half Gal.	\$3.93	\$4.28	\$3.87
Gallon	\$6.25	\$5.00	\$6.77
8 oz.UHT	n.a.	n.a.	n.a.
Yogurt			
4-6 oz. Greek	\$1.25	n.a.	n.a.
32 oz. Greek	n.a.	\$6.49	\$5.99
4-6 oz. Yogurt	\$0.88	n.a.	\$0.94
32 oz. Yogurt	n.a.	n.a.	\$4.39

Consumer Price Index and Average Retail Prices for Selected Products, U.S. City Average ¹

Consumer Price Index												
Month	All Food		Dairy Products		Fresh Whole Milk		Cheese		Butter		Meat, Poultry, Fish, and Eggs	
	CPI ²	Pct. Chg ³	CPI ²	Pct. Chg ³								
Mar 2020	262.7	1.9	225.6	3.7	208.4	5.1	236.6	5.0	254.7	0.7	254.7	2.3
Apr 2020	266.8	3.5	228.8	5.2	209.3	4.9	240.9	7.0	247.9	3.2	266.3	6.8
May 2020	268.4	4.0	230.2	5.7	208.3	5.4	242.8	7.0	252.1	1.3	275.4	10.0

U.S. City Average Retail Prices										
Month	Whole Milk ⁴		Butter ⁵		Process Cheese ⁶		Natural Cheese ⁷		Ice Cream ⁸	
	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019
Mar	3.248	2.944	N/A	N/A	3.907	3.924	5.329	5.193	4.918	4.791
Apr	3.267	2.980	N/A	N/A	3.981	3.928	5.453	5.290	4.941	4.821
May	3.210	2.963	N/A	N/A	4.097	3.869	5.558	5.327	4.934	4.850

N/A = Not available. ¹ "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. ² The standard reference base period for these indexes is 1982-1984 = 100. ³ Percent change over previous year. ⁴ Per gallon. ⁵ Per pound. Grade AA, salted, stick butter. ⁶ Per pound, any size and type of package. ⁷ Per pound, cheddar cheese in any size and type of package and variety (sharp, mild, smoked, etc). ⁸ Per 1/2 gallon prepackaged regular.

Producer Price Index (PPI)¹

Producer Price Index												
Month	All Food Manufacturing		Dairy Products		Fresh Whole Milk		Cheese		Butter		Dry Milk Products and Mixtures	
	PPI	Pct. Chg ²	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg
Mar-20	201.1	0.9	203.7	2.5	229.8	5.7	186.3	6.0	127.0	-20.3	172.8	-0.2
April-20	201.8	0.3	196.2	-1.9	225.2	3.6	176.1	-1.2	83.4	-46.9	175.9	1.4
May-20	217.1	7.5	189.1	-6.3	207.3	-6.3	169.1	-6.4	92.9	-42.6	166.8	-2.3

¹ The standard reference base period for these indexes is 1981-1984 = 100. ² Percent change from previous year.

June Supply and Demand Estimates

Milk production for 2020 is raised from last month on higher expected cow numbers. The fat basis import forecast is raised from the previous month on higher imports of butter fat products, while the fat basis export forecast is reduced on lower expected sales of cheese. The 2020 skim-solids basis import forecast is raised from last month on recent trade data and expectations of higher imports of a number of dairy products. The skim-solids basis export forecast is raised primarily on higher skim milk powder and lactose exports. Price forecasts for cheese, butter, and nonfat dry milk are raised from the previous month on recent price strength and stronger anticipated demand. The whey price forecast is lowered from last month. Class III and Class IV prices are raised for 2020. The all milk price forecast is raised to \$16.65 per cwt for 2020. The 2021 milk production forecast is raised from last month on higher expected cow numbers and stronger growth in milk per cow. The fat basis import forecast is reduced while the export forecast is unchanged. The skim-solids basis import forecast is reduced from the previous month while the export forecast is unchanged. For 2021, cheese, butter, and nonfat dry milk price forecasts are raised from the previous month while whey is lowered. The 2021 Class III and Class IV price forecasts are raised from last month. The all milk price forecast is raised to \$16.20 per cwt for 2021.

U.S. Milk Supply and Use					
Commodity	2019	2020 Projected		2021 Projected	
		May	Jun	May	Jun
<i>(billion pounds)</i>					
Milk					
Production	218.4	222.4	222.5	224.1	225.3
Farm Use	1.0	1.0	1.0	1.0	1.0
Fat Basis Supply					
Beginning Commercial Stocks	13.8	13.6	13.6	15.3	14.2
Marketings	217.4	221.3	221.5	223.1	224.3
Imports	7.0	6.7	6.8	6.8	6.7
Total Commercial Supply	238.1	241.7	241.9	245.2	245.2
Fat Basis Use					
Commercial Exports	9.1	9.2	8.9	9.2	9.2
Ending Commercial Stocks	13.6	15.3	14.2	14.1	13.7
CCC Donations	0.2	0.3	0.3	0.0	0.0
Domestic Commercial Use	215.2	216.9	218.6	221.9	222.4
Skim-Solid Basis Supply					
Beginning Commercial Stocks	10.7	10.2	10.2	11.3	10.6
Marketings	217.4	221.3	221.5	223.1	224.3
Imports	5.8	5.7	5.8	5.8	5.6
Total Commercial Supply	233.9	237.3	237.5	240.2	240.5
Skim-Solids Basis Use					
Commercial Exports	41.6	44.4	45.1	44.9	44.9
Ending Commercial Stocks	10.2	11.3	10.6	10.3	10.3
CCC Donations	0.2	0.1	0.1	0.0	0.0
Domestic Commercial Use	181.9	181.5	181.7	185.0	185.4

NOTE: Totals may not add due to rounding.

Continued on page 11

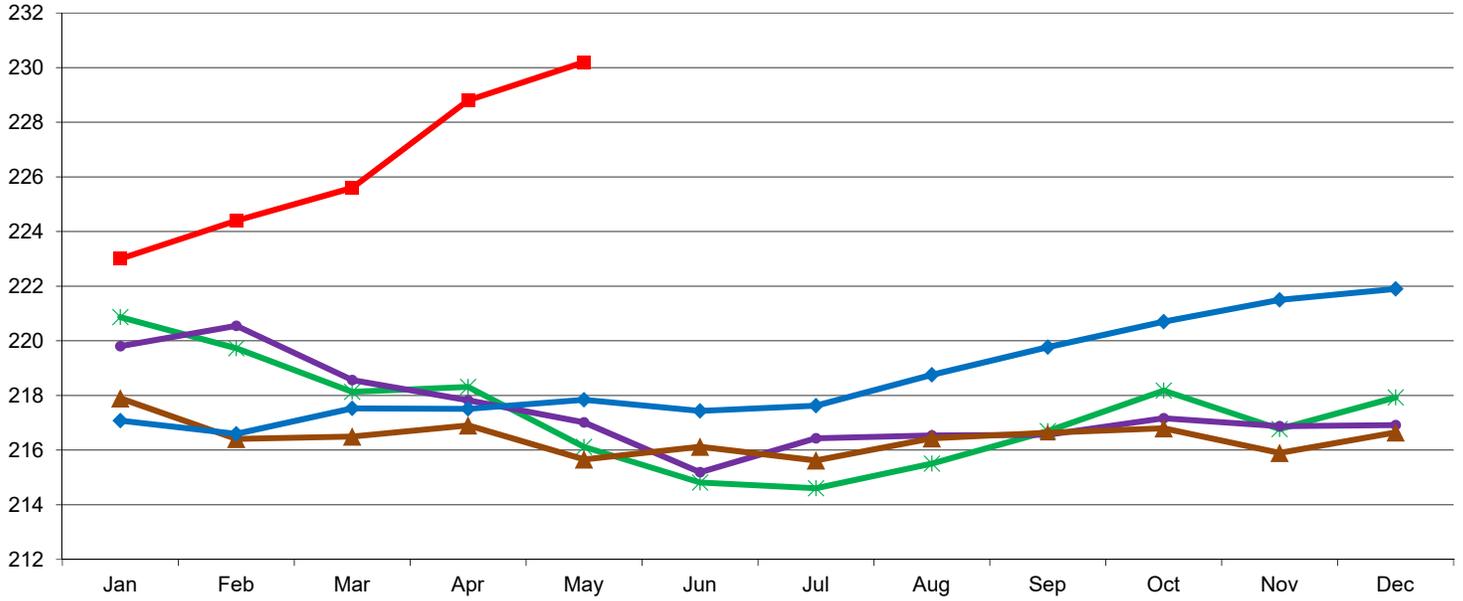
June Milk Supply and Demand Estimates-cont'd

U.S. Dairy Prices					
Commodity	2019	2020 Projected		2021 Projected	
		May	Jun	May	Jun
<i>(dollars per pound)</i>					
Product Prices ¹					
Cheese	1.7586	1.4200	1.6600	1.4950	1.6100
Butter	2.2431	1.4100	1.6800	1.4650	1.6900
Nonfat Dry Milk	1.0419	0.9400	1.0000	0.9550	0.9700
Dry Whey	0.3799	0.3800	0.3600	0.3950	0.3450
<i>(dollars per cwt)</i>					
Milk Prices ²					
Class III	16.96	13.35	15.65	14.20	15.10
Class IV	16.30	11.90	13.55	12.20	13.35
All Milk ³	18.63	14.55	16.65	15.00	16.20
Quarterly					
	2020 I	2020 II ⁴	2020 III ⁴	2020 IV ⁴	2021 I ⁴
<i>(billion pounds)</i>					
Milk Production	56.1	56.5	55.1	54.8	56.2
<i>(dollars per cwt)</i>					
All Milk Price ^{2,3}	18.83	14.50	17.10	16.20	15.70
Class III Price ²	16.77	14.89	16.33	14.55	14.44
Class IV Price ²	15.91	11.78	13.21	13.20	12.78

¹ Simple average of monthly prices calculated from AMS weekly average dairy product prices for class price computations. Details may be found by going to <http://www.ams.usda.gov/rules-regulations/mmr/dmr>; scroll down to Publications, National Dairy Products Sales Reports, and select Current Release & Archives.” ² Annual and quarterly Class III and Class IV prices are the simple average of monthly minimum Federal order milk prices paid by regulated plants for milk used in the respective classes. All milk price is the simple average of monthly prices received by farmers for milk at average test. ³ Does not reflect any deductions from producers as authorized by legislation. ⁴ Projection.

Source: U.S. Department of Agriculture. World Agricultural Outlook Board. *World Agricultural Supply and Demand Estimates, WASDE-601, June 11, 2020*. Approved by the Interagency Commodity Estimates Committee [members for Dairy are: Shayle Shagam, ICEC Chair, WAOB; Carolyn Liebrand, AMS; Paul Kiendl, FAS; Jerry Cessna, ERS; and Georgi Gabrielyan, FPAC].

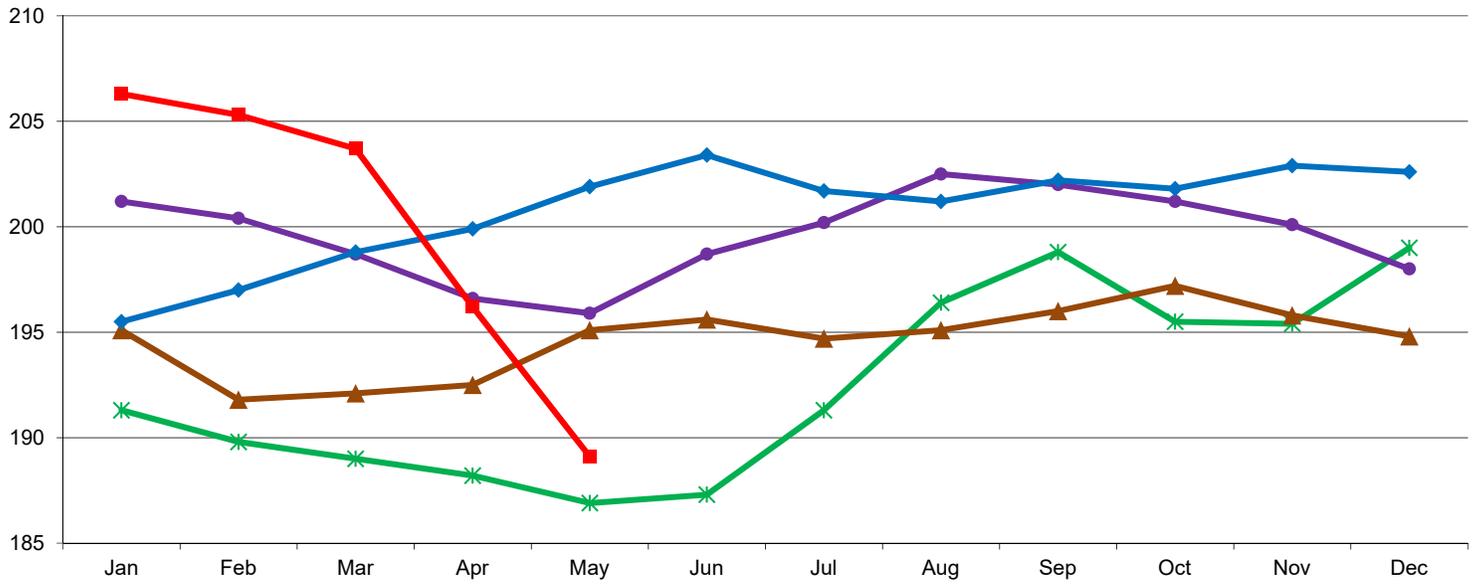
Consumer Price Index (CPI) for Dairy Products



DATA SOURCE: BLS GRAPH: USDA, AMS, DMN
NOT SEASONALLY ADJUSTED. 1981-1984 =100

2016 2017 2018 2019 2020

Producer Price Index (PPI) for Dairy Product Manufacturing



DATA SOURCE: BLS GRAPH: USDA, AMS, DMN
NOT SEASONALLY ADJUSTED. 1981-1984 =100

2016 2017 2018 2019 2020



Dairy Market News Branch

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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>

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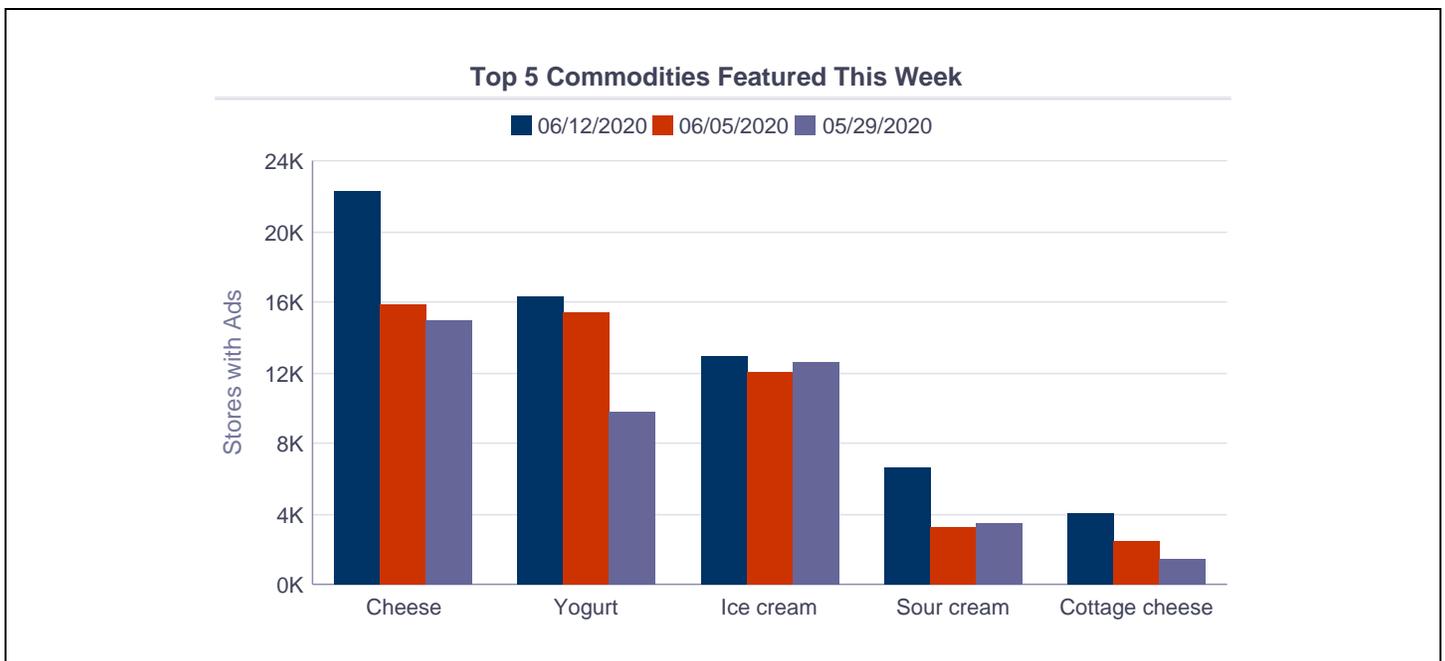
Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 06/12/2020 to 06/18/2020

Total dairy retail advertisements increased 27 percent for conventional dairy products, but decreased 42 percent for organic dairy products. Ice cream in 48 to 64 ounce containers had the most advertisement listings for all dairy items, followed by 8 ounce conventional shred cheese and 8 ounce conventional block cheese.

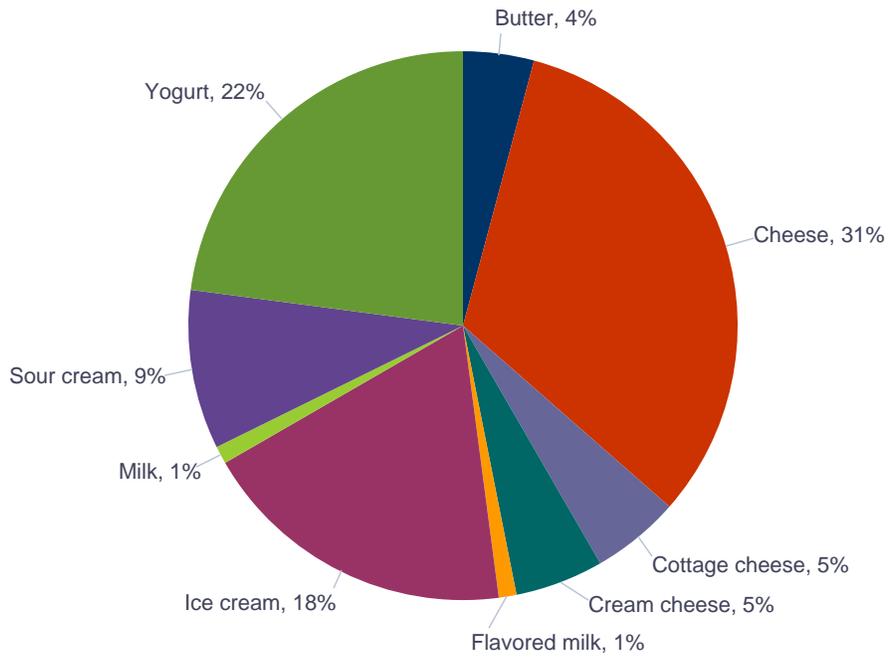
Advertisements for conventional sour cream increased nearly threefold. The national weighted average advertised price for sour cream in 16 ounce containers is \$1.62. Conventional yogurt advertisements increased 11 percent, while organic yogurt ads decreased by 63 percent. The national weighted average advertised price for yogurt in 4 to 6 ounce containers is 50 cents, compared to: 88 cents for organic yogurt in 4 to 6 ounce containers; 94 cents for conventional Greek yogurt in 4 to 6 ounce containers; and, \$2.19 for conventional yogurt in 32 ounce containers.

Advertisements for conventional milk decreased by 68 percent. There were no conventional half gallon milk ads registered within the retail survey this week. Organic milk in half gallons was the most advertised item for organic dairy products. Total organic milk advertisements increased 3 percent.

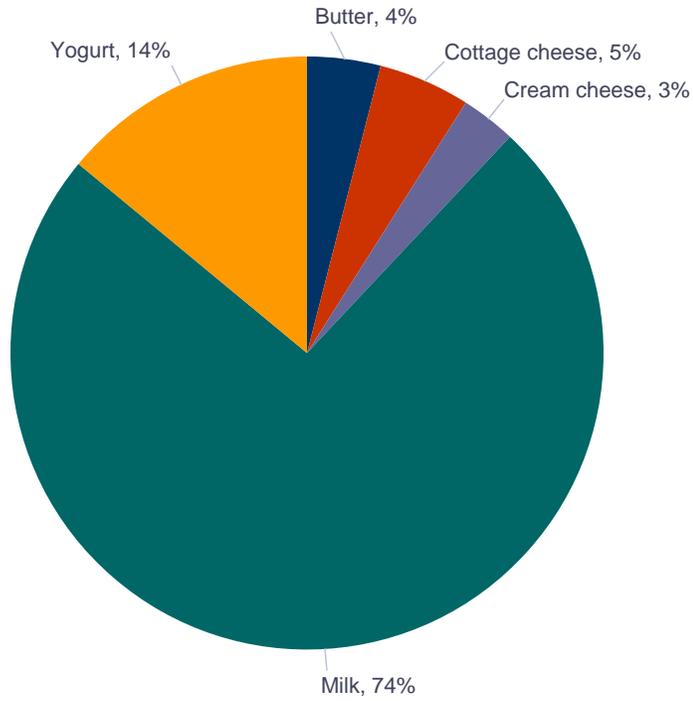
The national weighted average advertised price for conventional 8 ounce block cheese was \$2.22, compared to \$2.27 for 8 ounce shred cheese. Advertisements for conventional cheese increased 40 percent this week. There were no reported advertisements for organic cheese within this week's survey.



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 #	3186	2.95	4320	3.13	4979	3.54
Cheese	Natural Varieties	8 oz block	9080	2.22	4031	2.46	8660	2.23
Cheese	Natural Varieties	1 # block	589	3.52	1129	4.60	1800	4.03
Cheese	Natural Varieties	2 # block	1289	6.29	2072	6.23	806	5.96
Cheese	Natural Varieties	8 oz shred	10746	2.27	8094	2.39	8888	2.13
Cheese	Natural Varieties	1 # shred	569	3.60	579	4.59	555	4.50
Cottage cheese		16 oz	3944	1.79	2058	2.17	5139	1.96
Cream cheese		8 oz	3532	1.49	2510	1.89	6099	2.16
Flavored milk	All fat tests	half gallon	442	2.05			289	3.79
Flavored milk	All fat tests	gallon	634	3.86	105	1.99	528	2.83
Ice cream		48-64oz	12955	2.67	12049	2.80	16592	2.91
Milk	All fat tests	half gallon			1496	2.55	521	2.22
Milk	All fat tests	gallon	614	2.59	401	2.01	1167	2.86
Sour cream		16 oz	6613	1.62	2225	1.88	8918	1.66
Yogurt	Greek	4-6 oz	6626	.94	8318	1.01	11089	.94
Yogurt	Greek	32 oz	947	4.36	613	4.23	2954	3.80
Yogurt	Yogurt	4-6 oz	5455	.50	4710	.46	3193	.50
Yogurt	Yogurt	32 oz	2799	2.19	593	2.30	662	2.52

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 #	2.68-3.49	377	3.13	2.49-3.00	362	2.84	1.99-2.49	770	2.39
Cheese	Natural Varieties	8 oz block	1.97-2.99	1434	2.21	1.49-3.00	4087	2.47	1.49-2.00	1924	1.82
Cheese	Natural Varieties	1 # block	1.99-3.99	298	3.07	3.99-4.98	115	4.52			
Cheese	Natural Varieties	2 # block	4.99-5.99	192	5.43				6.99	107	6.99
Cheese	Natural Varieties	8 oz shred	1.97-2.99	2027	2.26	2.00-3.00	3891	2.53	1.49-2.00	2022	1.81
Cheese	Natural Varieties	1 # shred	2.99-3.99	162	3.37	3.99-4.98	115	4.52	2.99	116	2.99
Cottage cheese		16 oz	1.87-2.50	719	2.33	0.89-2.50	2275	1.85	0.89-1.39	616	.99
Cream cheese		8 oz	0.99-2.00	946	1.70	0.99-2.00	1364	1.16	1.50	107	1.50
Flavored milk	All fat tests	half gallon				2.50	87	2.50	1.49-2.00	286	1.81
Flavored milk	All fat tests	gallon							4.99	180	4.99
Ice cream		48-64oz	1.88-4.00	3070	2.66	1.95-4.00	3747	2.36	1.97-4.29	1543	3.08
Milk	All fat tests	gallon							1.69	106	1.69
Sour cream		16 oz	0.99-2.00	849	1.74	0.89-2.00	3300	1.73	0.89-1.99	1318	1.33
Yogurt	Greek	4-6 oz	0.69-1.00	1930	.89	0.70-1.00	2009	.98	0.83-1.00	758	.97
Yogurt	Greek	32 oz	3.99-4.99	234	4.42	5.00	214	5.00	4.99	116	4.99
Yogurt	Yogurt	4-6 oz	0.40-0.60	898	.50	0.33-0.60	2660	.47	0.50-0.60	413	.59

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Yogurt	32 oz	2.00	110	2.00	1.99-2.66	2105	2.16	1.79	69	1.79

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 #	1.99-4.49	703	2.93	2.49-4.99	560	3.82	1.99-3.49	331	2.65
Cheese	Natural Varieties	8 oz block	1.49-2.50	509	2.08	1.49-3.00	795	2.07	1.69-2.99	309	2.14
Cheese	Natural Varieties	1 # block	2.79-3.99	176	3.62						
Cheese	Natural Varieties	2 # block				5.49-6.99	653	6.11	6.99	289	6.99
Cheese	Natural Varieties	8 oz shred	1.49-2.50	904	2.13	1.67-3.00	1183	2.32	1.69-2.69	697	2.35
Cheese	Natural Varieties	1 # shred	2.79-3.99	176	3.62						
Cottage cheese		16 oz	2.00	55	2.00	1.49	244	1.49			
Cream cheese		8 oz	1.19	121	1.19	1.67-1.99	600	1.77	1.67-1.99	394	1.76
Flavored milk	All fat tests	half gallon							2.49	69	2.49
Flavored milk	All fat tests	gallon				3.99	244	3.99	2.50-2.99	210	2.75
Ice cream		48-64oz	1.97-5.50	1878	3.03	1.97-5.99	2068	2.72	1.69-4.00	590	2.24
Milk	All fat tests	gallon	2.50-3.65	235	3.01	1.99	63	1.99	2.50-2.99	210	2.75
Sour cream		16 oz	0.89-2.29	403	1.36	1.49-1.99	600	1.70	1.49	121	1.49
Yogurt	Greek	4-6 oz	0.50-1.00	753	.89	0.79-1.00	560	.91	0.69-1.00	568	.90
Yogurt	Greek	32 oz	3.29	121	3.29	3.99	262	3.99			
Yogurt	Yogurt	4-6 oz	0.45-0.50	514	.48	0.49-0.50	515	.50	0.50-0.60	455	.56
Yogurt	Yogurt	32 oz	2.49-2.50	309	2.50	2.50	137	2.50	1.99	69	1.99

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 #	2.99	32	2.99	3.29-3.99	51	3.66			
Cheese	Natural Varieties	8 oz block	1.99-3.00	22	2.50						
Cheese	Natural Varieties	2 # block	5.99	21	5.99	6.99	27	6.99			
Cheese	Natural Varieties	8 oz shred	1.99-3.00	22	2.50						
Cottage cheese		16 oz	1.49	11	1.49	3.29	24	3.29			
Ice cream		48-64oz	2.49-2.50	32	2.50	3.00	27	3.00			
Sour cream		16 oz	1.49-1.99	22	1.74						
Yogurt	Greek	4-6 oz	1.67	21	1.67	2.00	27	2.00			

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 #	121	5.29	335	5.42		
Cottage cheese		16 oz	167	3.00	394	4.15	137	3.99
Cream cheese		8 oz	87	2.50	178	2.99	214	2.50
Ice cream		48-64oz					101	7.99
Milk	All fat tests	half gallon	2128	3.93	2187	4.28	2931	3.87
Milk	All fat tests	gallon	228	6.25	105	5.00	227	6.77
Sour cream		16 oz			1083	1.99		
Yogurt	Greek	4-6 oz	127	1.25				
Yogurt	Greek	32 oz			1226	6.49	108	5.99
Yogurt	Yogurt	4-6 oz	325	.88			551	.94
Yogurt	Yogurt	32 oz					108	4.39

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
Cottage cheese		16 oz	3.00	167	3.00						
Cream cheese		8 oz				2.50	87	2.50			
Milk	All fat tests	half gallon	3.79-4.49	430	4.13						
Yogurt	Greek	4-6 oz							1.25	127	1.25
Yogurt	Yogurt	4-6 oz	0.69	72	.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
Butter		1 #	5.29	121	5.29						
Milk	All fat tests	half gallon	3.99	254	3.99	3.49-4.99	518	3.97	2.99-4.39	926	3.80
Milk	All fat tests	gallon				5.99	167	5.99	6.98	61	6.98
Yogurt	Yogurt	4-6 oz	0.75-1.00	116	.87	1.00	137	1.00			

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:

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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Market Information Branch

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