

**DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (7/10)**

**BUTTER:** Grade AA closed at \$1.6900. The weekly average for Grade AA is \$1.7095 (-0.0449).

**CHEESE:** Barrels closed at \$2.3400 and 40# blocks at \$2.9150. The weekly average for barrels is \$2.3760 (-0.0278) and blocks, \$2.7785 (+0.1347).

**NONFAT DRY MILK:** Grade A closed at \$1.0150. The weekly average for Grade A is \$1.0250 (+0.0169).

**DRY WHEY:** Extra grade dry whey closed at \$0.2875. The weekly average for dry whey is \$0.2925 (-0.0313).

**CHEESE HIGHLIGHTS:** Throughout the country, cheese production has declined, in line with lower seasonal farm milk intakes. Sales into the retail and food service sectors are mixed, as these sectors continue facing unique situations with COVID-19. Nevertheless, the start of the second phase of the food box program is helping to boost the cheese industry, according to some cheese market stakeholders. Some producers continue to rely on cheese curd sales; thus, curd production has been the current productive focus for these cheesemakers. The market tone could be describe as unsettled as this moment. Cheese inventories are reported as steady to tight. The weekly average price for CME barrels is \$2.3760. CME blocks' weekly average is \$2.7785. The gap between the CME weekly average prices of block and barrel cheese is \$.4025 this week.

**BUTTER HIGHLIGHTS:** Countrywide, butter production has declined, which is characteristic after last week's shortened-holiday week. Class II processors, principally ice cream makers, continue pulling strong on cream, somewhat restricting churning schedules for some butter makers. In some cases, microfixing is the main output method to produce print butter, especially in the Central region. Print butter demands from retailers are reported as fair/good across all regions of the country. Nevertheless, bulk butter orders from the food service sector are notably lower than this time in previous years due to the impact of COVID-19 to restaurants. Across the country, this week, bulk prices are ranging from flat market to 8.0 cents above the market.

**FLUID MILK:** At a national level, farm milk production is seasonally steady to lower, driven by higher summer temperatures. However, in California, milk production is stronger this week, after being low for most of the month of June. In the central region, some dairy producers are self-restricting milk output due to the COVID-19 crisis. Nevertheless, in general, milk intakes are in good balance with processing needs across the country. Bottlers have increased orders after the holiday break. Class I demand is steady, but below levels from the previous year. Bottlers remain concerned about school

districts' plans for the fall. Meanwhile, condensed skim milk volume continues moving into NDM production. Competition for cream supplies continues heating up with strong pulls from ice cream makers, but 90+ daily temperatures may be limiting transportation to intraregional locations. This week, free on board cream multiples for all Classes are 1.32-1.45 in the East, 1.34-1.45 in the Midwest, and 1.15-1.30 in the West.

**DRY PRODUCTS:** Nationwide, low/medium heat nonfat dry milk (NDM) spot prices are higher. NDM demand for cheese fortification remains hearty, while some Q3 contracts are finalizing this week. NDM spot sales have been more active than during the previous shortened holiday week. High heat NDM market has remained relatively stable with minor movements on prices. Dry buttermilk prices had minor upward trends. The market is mostly stable in all regions. National spot prices for dry whole milk are mixed. Cash sales are more active, while demands from bakers and confectioners are fair/good on a balanced market. Except for the west region, dry whey prices are mostly down on a bearish market. Production is growing as cheese outputs remain strong. Dry whey inventories are generally steady to higher. WPC 34% prices are mixed. Manufacturers' production schedules are steady to higher. Inventories are mixed and vary by brand and specification. Spot prices for central/west lactose remained steady on the pricing range, but shifted slightly up on the mostly series. Most stakeholders in the lactose market are transitioning from Q2 to Q3 contracts. Prices for rennet casein and acid casein are steady this week. Acid casein production in New Zealand is essentially shut down. Very little spot market activity is occurring.

**ORGANIC DAIRY MARKET NEWS:** Retail advertisements for organic dairy products declined once again, 16 percent, below the previous survey number. There were only three organic dairy product categories that placed ads in surveyed retail stores this week, which included organic milk, sour cream, and cream cheese. Organic milk ad numbers for gallon containers grew 366 percent, but half gallon organic milk ads declined 67 percent from the previous retail survey. The difference between the half gallon organic milk price and half gallon conventional milk price, for the survey period, is a \$2.05 organic premium. The average prices for conventional and organic milk, half gallons, were \$1.76 and \$3.81, respectively.

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**DAIRY MARKET NEWS PRICE SUMMARY FOR JULY 6 - 10, 2020  
PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES**

Commodity	Range	Mostly	Commodity	Range	Mostly	Commodity	Range	Mostly
<b>NDM</b>			<b>BUTTERMILK</b>			<b>LACTOSE</b>		
Central Low/Med. Heat	1.0000 1.0700	1.0100 1.0400	Central/East	0.9500 1.0500		Central/West	0.3300 0.6400	0.4500 0.5800
Change	0.0200 0.0050	0.0100 0.0100	Change	0.0100 N.C.		Change	N.C. N.C.	0.0100 0.0100
Central High Heat	1.0800 1.2500		West	0.8500 1.0200	0.9000 0.9500	<b>WPC 34%</b>	0.7000 1.1200	0.7900 1.0275
Change	N.C. N.C.		Change	N.C. 0.0200	N.C. N.C.	Central/West	0.7000 1.1200	0.7900 1.0275
West Low/Med. Heat	0.9550 1.0925	1.0100 1.0350	<b>WHEY</b>			Change	N.C. -0.0075	0.0100 N.C.
Change	0.0350 0.0100	0.0300 0.0050	Central	0.2800 0.3550	0.3100 0.3400	<b>CASEIN</b>	3.4975 3.7900	
West High Heat	1.0800 1.2200		Change	N.C. -0.0150	-0.0025 -0.0100	Rennet	Change	N.C. N.C.
Change	N.C. 0.0100		West	0.2550 0.4000	0.3300 0.3700	Change	N.C. N.C.	
<b>DRY WHOLE MILK</b>			Change	N.C. 0.0100	N.C. N.C.	Acid	3.8000 3.9000	
National	1.5500 1.8000		Northeast	0.3200 0.3700		Change	N.C. N.C.	
Change	-0.1000 N.C.		Change	N.C. -0.0175		<b>ANIMAL FEED WHEY</b>		
						Central	0.2700 0.2900	
						Change	N.C. N.C.	

DAIRY MARKET NEWS AT A GLANCE

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**NATIONAL RETAIL REPORT (DMN):** Dairy product ads decreased 26 percent for conventional and 16 percent for organic. Conventional ice cream in 48 to 64 ounce containers had the most advertisement listings for all dairy items, followed by 4-6 ounce conventional Greek yogurt, then conventional sour cream in 16 ounce containers. Advertisements for conventional milk increased 315 percent, and organic milk ads augmented 13 percent. Advertisements for organic gallon milk increased nearly fourfold, replacing organic half gallon milk as the most advertised item for organic dairy products this week. The national weighted average advertised price for conventional 8 ounce block cheese was \$2.27, compared to \$2.40 for 8 ounce shred cheese. Advertisements for conventional cheese declined 46 percent this week.

CME Group, CHICAGO, IL									
COMMODITY	MONDAY JUL 6	TUESDAY JUL 7	WEDNESDAY JUL 8	THURSDAY JUL 9	FRIDAY JUL 10	::	WEEKLY CHANGE	::	WEEKLY AVERAGE
<b>CHEESE</b>									
BARRELS	\$2.3700 (-0.0450)	\$2.3700 (N.C.)	\$2.4000 (+0.0300)	\$2.4000 (N.C.)	\$2.3400 (-0.0600)	::	(-0.0750)	::	\$2.3760 (-0.0278)
40 POUND BLOCKS	\$2.7000 (+0.0250)	\$2.7100 (+0.0100)	\$2.7375 (+0.0275)	\$2.8300 (+0.0925)	\$2.9150 (+0.0850)	::	(+0.2400)	::	\$2.7785 (+0.1347)
<b>NONFAT DRY MILK</b>									
GRADE A	\$1.0125 (+0.0025)	\$1.0325 (+0.0200)	\$1.0325 (N.C.)	\$1.0325 (N.C.)	\$1.0150 (-0.0175)	::	(+0.0050)	::	\$1.0250 (+0.0169)
<b>BUTTER</b>									
GRADE AA	\$1.7450 (+0.0075)	\$1.7375 (-0.0075)	\$1.6875 (-0.0500)	\$1.6875 (N.C.)	\$1.6900 (+0.0025)	::	(-0.0475)	::	\$1.7095 (-0.0449)
<b>DRY WHEY</b>									
EXTRA GRADE	\$0.3125 (-0.0175)	\$0.2875 (-0.0250)	\$0.2875 (N.C.)	\$0.2875 (N.C.)	\$0.2875 (N.C.)	::	(-0.0425)	::	\$0.2925 (-0.0313)

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](http://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](http://www.cmegroup.com/trading/agricultural/spot-call-data.html)

## BUTTER MARKETS

### NORTHEAST

Milk supplies into balancing plants are down and Class II demand for cream has re-materialized, to the levels prior to the July 4th holiday week, as ice cream and other cream-based dairy processors return from the holiday pause. A consequence of this trend is that less butter is being manufactured, this week, in the Eastern market. By all accounts, retail butter sales are steady, but at lower levels than last month at this time. Additionally, butter manufacturers are seeing higher retail sale volumes when compared to a year ago. Meanwhile, orders from food service have stabilized, while lacking the sales some in the industry were anticipating. The bulk butter price for domestic sales range 3-8 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: +0.0300 - +0.0800

Secondary Sourced Information:

#### CME TRADING

The CME Group's Tuesday cash butter trading closed at \$1.7375, down from \$1.7650 a week ago.

### CENTRAL

Butter makers, as recently as last week, were mixed on what post-holiday cream availability would look like. They got their answer this week, as they say availability dried up and once again pulled out of their reach, fiscally speaking. Butter demand is steady on the retail side, while food service sector orders are notably lower than this time in previous years. Some contacts suggest cream supplies out of the West are limited due to the heat, as suppliers are leery of sending cream loads elsewhere when temperatures are reaching 90 and even 100+ in many parts of the country. Butter churners are scheduling to micro-fix accordingly. Butter market tones have faltered since early June, when they were closing in on \$2. Butter contacts are mixed on the near-term direction of the markets.

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 - +0.0700

Secondary Sourced Information:

The CME Group June monthly average price for Grade AA butter was \$1.8291, compared to \$1.4710 in May.

### WEST

In the West, butter churning has been low even though cream supplies are more available this week compared to the previous week. Some butter processors prefer to sell cream at lower multiples instead of making more butter. Although butter retail sales remain above expectations, they have recently softened. With the new restrictions on reopening businesses, food service sales have dropped back after increasing in the past weeks. Other buyers are taking steady loads. Butter inventories are available to meet all needs. Some retailers are looking to contract for the fall, although they believe that supplies may not be tight at that time. Butter overages are lower at the top of the range.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0700

Secondary Sourced Information:

The Grade AA butter price at the CME Group on Wednesday closed at \$1.6875, compared to the weekly average price of \$1.7544 from last week.

The CME Group June 2020 monthly average price for AA butter is \$1.8291, compared to the May 2020 monthly average of \$1.4710. One year ago, the CME Group monthly average was \$2.3884.

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**DAIRY PRODUCTS REPORT – BUTTER SUMMARY**

Released July 1, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

Region	Monthly Production (1000 pounds)			Percent Change from	
	May	Apr	May	May	Apr
	2019	2020	2020	2019	2020
United States	170,044	217,531	178,346	4.9	-18.0
Atlantic	17,490	19,744	16,971	-3.0	-14.0

## Butter Production – Cumulative Production January - May

Report Month	Cumulative Production (1000 pounds)		Percent Change from 2019
	2019	2020	
May	894,318	973,220	8.8

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

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
May	4.9	- 6
TOTAL, JAN – MAY	20.6	- 19
Exports – Destination Country		
1 Canada	6.7	- 19
2 Mexico	4.3	+17
3 Saudi Arabia	2.2	- 16
4 South Korea	1.9	-27
5 Taiwan	0.8	+25

**2020 U.S. Butter and Milkfat Imports (USDA-FAS)**

(Imports for Consumption)

	2020 Imports (Million Lb.)	% Change From 1 Year Ago
May Imports		
Total Butter, Fats, Milk (H.S. Code 0405)	14.2	+ 8
Butter		
Quota (H.S. Code 405101000)	1.8	+12
Over Quota (H.S. Code 405102000)	9.5	+36
AMF		
Quota (H.S. Code 405901020)	0.3	-30
Over Quota (H.S. Code 405902020)	1.3	-53
Other Milk Fat	1.3	- 4
	2020 Imports (Million Lb.)	% Change From 1 Year Ago
TOTAL, JAN – May	52.2	+ 7
Imports – Country of Origin		
1 Ireland	25.6	+ 4
2 Mexico	8.9	- 9
3 India	7.8	+271
4 France	2.1	+ 25
5 Chile	1.9	+101

**CHEESE MARKETS**

**NORTHEAST**

Cheese market conditions are unsettled. Foodservice and retail industries continue to be faced with unique situations in their demand cycles. Cheese plants are working through various cheese processes and fortifying for current production needs. Some operations are clearing strong cream loads, taking a toll on cream availability in the area. Milk output has seasonally dropped with hotter weather conditions. Manufacturers' inventory levels are healthy to tight. On the CME Group, cheddar cheese spot prices are around similar price points compared to last week. Buyers have mixed feelings on current cheese prices. Manufacturers' orders are also mixed with customers' demands a bit lower. The DMN Northeast June 2020 monthly average price for cheddar blocks is \$3.0335, compared to \$2.0445 one month ago. Processed 5# sliced average price is \$2.5797, compared to \$1.7373 one month ago.

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

Cheddar 40 pound Block	3.0950-3.3825
Muenster	3.0825-3.4325
Process American 5 pound Sliced	2.5050-2.9850
Swiss 10-14 pound Cuts	2.9000-3.2225

Secondary Sourced Information:

The CME Group June 2020 monthly average price for barrels was \$2.3376, compared to \$1.5980 a month ago; blocks' average price was \$2.5620, up from \$1.6704 a month ago.

This week, a cooperative export assistance program accepted requests for export assistance to sell 152,119 pounds (69 metric tons) of cheese and 177,472 pounds (81 metric tons) of cream cheese.

**MIDWEST**

Cheesemakers continue to report mostly positive customer involvement. Demand for most varieties, particularly blocks, which are and have been somewhat tighter in availability, remains strong. Barrel producers say demand is somewhat steady. Some producers continue to relay curd sales have remained strong; therefore, curd production is a current focus for those plant managers. Spot milk is available. At this point in the week, all reported spot milk sales are below Class III. The cheese market tone remains hearty. With government buying programs in place, along with steadfast retail demand during grilling season, buyers are still active and willing to pay prices very few contacts would have expected when markets were near \$1 in April.

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

Blue 5 pounds	3.2775-4.3475
Brick 5 pounds	3.0100-3.4350
Cheddar 40 pound Block	2.7325-3.1325
Monterey Jack 10 pounds	2.9850-3.1900
Mozzarella 5-6 pounds	2.8100-3.7550
Muenster 5 pounds	3.0100-3.4350
Process American 5 pound Loaf	2.4900-2.8500
Swiss 6-9 pound Cuts	2.4150-2.5325

**WEST**

The western cheese market is fighting to maintain its strength. While sales are lively, increasing price trends have started to put a little break on some of the demands. Nevertheless, the start of the second phase of the food box program is helping fuel the cheese industry. This week, restaurant and hotel intakes are mixed, whereas demands

from retailers are unchanged. With the increase in the number of coronavirus cases at several western localities, some cities have halted their reopening process, while others are closing back some businesses. This is likely to impact cheese demands from caterers, retailers and other large consumers in one way or the other. Cheese inventories are still tight. Production is ramping up. Some cheesemakers are still using fortification methodology to meet their production needs. In the West, wholesale prices were up \$.0250 for process, but down \$.0050 for cheddar block, cuts and Monterey Jack. Swiss cut wholesale prices are down \$.3625 from the previous week.

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

Cheddar 10 pound Cuts	2.9700-3.1700
Cheddar 40 pound Block	2.7225-3.2125
Monterey Jack 10 pounds	2.9575-3.2325
Process American 5 pound Loaf	2.5075-2.7625
Swiss 6-9 pound Cuts	2.4975-2.9275

**FOREIGN TYPE**

Sliced cheese inventories in Germany remain stable to a bit tight. Buyers are actively taking contractual loads without any issue. Spot purchasers are looking for additional loads wherever they can find them. Sales are generally lively, particularly for the catering sector. Cheese exports to other countries are unchanged from last week. Sliced cheese production is generally steady and in line with seasonal output levels. As businesses and people continue to ease out of the COVID-19 lock down, there remains uncertainty about how the tourism industry will evolve and affect cheese consumption in the future. U.S. domestic prices for blue, gorgonzola, parmesan, and Romano have decreased by \$.0050 compared to the previous week, while Swiss cheese prices dropped \$.3625. All other cheese prices 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	3.1550-4.6425*
Gorgonzola	3.6900-5.7400	3.6625-4.3800*
Parmesan	-0-	4.5425-6.6325*
Romano	-0-	4.3450-6.5000*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggianito (Argentina)	3.2900-4.7800	-0-
Jarlsberg	2.9500-6.4500	-0-
Swiss	-0-	2.9375-3.2600*
Swiss (Finland)	2.6700-2.9300	-0-

\* = Price change.

**COLD STORAGE**

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

	<u>BUTTER</u>	<u>CHEESE</u>
07/06/2020	81886	79758
07/01/2020	81623	80344
CHANGE	263	-586
% CHANGE	0	-1

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## CHEESE MARKETS

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

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
May	78.5	+ 8
TOTAL, JAN-MAY	340.8	- 5
Exports – Destination Country		
1 Mexico	89.7	+ 5
2 South Korea	65.3	- 10
3 Japan	34.6	- 15
4 Australia	27.6	+ 35
5 Indonesia	10.1	+ 34

**2020 U.S. CHEESE AND CURD IMPORTS (USDA-FAS)  
(Imports for Consumption)**

	2020 Imports (Million Lb.)	% Change From 1 Year Ago
May Imports		
TOTAL Cheese and Curd (H.S. Code 0406)	24.5	- 23
Cheese, Except Fresh (H.S. Code 040690)	21.5	- 21
Fresh Cheese (H.S. Code 040610)	1.1	- 48
Cheese, Processed (H.S. Code 040630)	1.1	- 13
Cheese, Blue-Veined (H.S. Code 040640)	0.6	- 30
	2020 Imports (Million Lb.)	% Change From 1 Year Ago
TOTAL, JAN-May	139.1	- 6
Imports - Country of Origin		
1 Italy	27.6	- 16
2 France	15.2	- 18
3 Netherlands	12.6	+ 15
4 Switzerland	8.6	+ 11
5 Spain	8.3	- 8

FLUID MILK AND CREAM

EAST

**Northeast** milk production has seasonally dropped. Hotter weather conditions are taking a toll on milk output. Bottlers have increased orders after the holiday break. Class II and III sales are stable. Some manufacturers are running near peak capacity. In the area, some market participants are able to find cream loads priced at the lower end of the price range. **Mid-Atlantic** milk output is flat. Industry contacts report milk intakes are in good balance with processing needs. **Southeast** milk off farms is level. Class I operations are receiving heavy milk loads. A few loads are clearing to Class II and Class III plants. **Florida** milk production is steady. Class I sales are balanced with customers' demands. **Cream** multiples dipped a bit over the holiday, although several operations are back to normal operating hours and purchasing regular cream loads. Ice cream production is fairly stable, yet there are reports Class III operations are clearing strong cream loads for production needs. Cream availability is a bit tighter this week. **Condensed skim** prices are steady. Manufacturers' available loads are growing. There are reports offers have increased on the market.

The DMN June average for Northeast Class II cream was \$2.5839, compared to \$1.5989 a month ago.

The DMN June monthly average for Northeast Class II condensed skim was \$0.8273, compared to \$0.6638 a month ago.

Northeastern U.S., F.O.B. Condensed Skim	
Price Range - Class II; \$/LB Solids:	0.70 - 1.00
Price Range - Class III; \$/LB Solids:	0.65 - 0.90

Northeastern U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.3200 - 1.4500
Price Range - Class II; \$/LB Butterfat:	2.3158 - 2.5439

MIDWEST

Farm milk and component output is flat to lighter due to two major factors. First, self-restrictions, which some farmers say may be longer lasting than expected. Second, heat is hindering output in many parts of the country, including the Central region and the upper Midwest. Wisconsin and Minnesota have been noticeably warmer the past two weeks. What were 50 degree mornings just weeks ago have now become 70 degree mornings. Some farmer contacts suggest year to year numbers are markedly lower on both total milk and protein levels. Class I demand is steady and lighter than in years past, as well. Most in the dairy industry, but particularly bottlers, remain concerned about school districts' plans for the fall. Cheese plant managers reported spot milk prices exclusively at below Class this week. Although the low end did not reach the holiday week minimums, there were no Class prices or higher reported, either. Cheesemakers are busy, and the amount of reported spot prices tells that story, as more prices were reported compared to a somewhat busy week 27. **Cream** availability was limited this week. Butter producers were mixed on whether post-holiday cream availability would remain similar to last week. It did not, as butter producers were quick to relay cream multiples were out of their financial reach. Ice cream production met some contacts' expectations and remained strong following July 4th. Regional ice cream producers relayed the heat limited cream hauling from some of their regular sources in the West. Suppliers are hesitant to haul cream in 90 and 100 degree temperatures any farther than necessary.

The DMN monthly average of the range price series for Upper Midwest Class II cream during June was \$2.5417, compared to \$1.7044 in May.

Price Range - Class III Milk; \$/CWT; Spot Basis:	-4.00 - -1.00
Trade Activity:	Active

Midwestern U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.3400 - 1.4500
Price Range - Class II; \$/LB Butterfat:	2.3860 - 2.5439
Multiples Range - Class II:	1.3600 - 1.4500

WEST

In **California**, milk production is stronger this week, after being low for most of the month of June. Since this weekend, a few plants are full of milk, running close to full capacity. Milk supplies, although plentiful, are manageable. Bottled milk sales are flat. **Arizona** milk yield has been mostly flat to declining this week. Milk components have declined in the course of the past weeks. Higher temperatures, reaching the three-digit numbers, are putting a toll on cows' wellbeing. During the past weekend, spot milk supplies increased as many plants were closed for the holiday. Class I intakes are unchanged from last week's levels. Class II demands are still strong, but not as much as in previous weeks. There hasn't been any movement of milk across state lines. In **New Mexico**, milk outputs remain in good balance with sales. Production is within what industry participants expected. As so, loads of milk are flowing steadily to their prescheduled destinations. Milk demands for the retail sector are flat. Class III intakes are strong. Maintenance and repair projects are ongoing as processors take advantage of the slowdown in their schedules to prepare for the busy manufacturing season. In the **Pacific Northwest**, farm milk yield is at seasonal levels. The weather conditions have been cooler than in other parts of the West. As the result, milk production is also stronger. Class II and III processors are taking more loads of milk and cream. Class I sales are steady. Balancing facilities are running at near full capacities in some areas. Spot milk is easy to get for whomever needs it. In the Mountain states of **Idaho, Utah, and Colorado**, milk supplies and demands are in good equilibrium. Outputs are unchanged to a bit down. Handlers are able to manage all the milk available for distribution. Although milk volumes are a bit tighter compared to the beginning of the spring, there are spot loads available at affordable prices. Class I sales are flat. Western **condensed skim** sales into ice cream production have picked up. A few manufacturers are receiving unsolicited inquiries from customers in quests for more condensed skim. Supplies are steady. Although the western cream market is still firm, supplies are somewhat more available than they were a few weeks ago. During the past holiday weekend, supplies had increased. Some butter manufacturers continue to sell their **cream** instead of churning it. In the Pacific Northwest, contacts indicate cooler temperatures are affecting how much ice cream is being consumed. Western cream multiples for all Classes have increased at the bottom of the range.

Western U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.1500 - 1.3000

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**Dairy Products Report - Ice Cream, Regular, Hard**

Released July 1, 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: May 2019 and 2020

Region	Monthly Production (1000 lbs)			Percent Change from	
	May 2019	April 2020	May 2020	May 2019	April 2020
United States	67,414	63,059	64,112	-4.9	1.7
Atlantic	14,897	13,774	13,267	-10.9	-3.7
Pennsylvania	4,592	3,366	3,273	-28.7	-2.8
Central	39,879	37,768	39,280	-1.5	4
Missouri	3,115	2,599	2,714	-12.9	4.4
Ohio	2,643	2,574	2,781	5.2	8
West	12,638	11,517	11,565	-8.5	0.4
California	6,655	5,688	5,940	-10.7	4.4
Oregon	1,483	1,585	1,522	2.6	-4
Utah	2,222	2,374	1,915	-13.8	-19.3

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

Report Month	Cumulative Production (1000 lbs)		Percent Change from 2019
	2019	2020	
May	304,485	295,519	-2.9

## 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 were higher this week. Even with condensed skim being more available in recent weeks, and drying active, demand for NDM has held its own. Producers continue to suggest cheese fortification, even with plentiful milk for Class III production, is a major factor in keeping inventories in check. Some buyers say offers were expectantly quiet, following the holiday weekend. High heat NDM trading markets were quietly steady in the Central region. In general, NDM markets are steady to bullish. The sub-\$1 offers/prices of last week and before have diminished.

**EAST:** Low/medium heat nonfat dry milk (NDM) prices are higher on the range and mostly series. Prices have strengthened on the spot market. Buyers are purchasing loads at current prices. Drying schedules are steady to lower with tighter milk volumes clearing to operations. Market participants report low/medium heat NDM inventories are somewhat limited. The market tone is firmer. High heat NDM prices are unchanged. Offers are tight on the spot market in the East. Spot trading activities are light. The majority of manufacturers' supplies are for contracted needs. Drying schedules are intermittent. Market conditions are steady.

The DMN monthly average of the mostly price series for Central and East low/medium heat NDM during June was \$1.0167, compared to \$.8943 the previous month.

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: 1.0000 - 1.0700

Mostly Range - Low & Medium Heat; \$/LB: 1.0100 - 1.0400

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 - 1.2500

## NONFAT DRY MILK - WEST

Western free on board spot prices for low/medium heat nonfat dry milk (NDM) are mostly higher this week. According to some processors, recent upward trending SMP prices at some offshore auctions have fueled interest in NDM, both domestically and internationally. On the other hand, some buyers say that NDM stocks are enough to meet their demands, therefore, there is no logical economic justification for NDM spot prices to rise. Some Q3 contracts negotiations, based on variable indices, are finalizing this week. Meanwhile, in the futures markets, NDM values for Q3/Q4 contracts shifted down, but remained above \$1.01 per pound for the rest of the year. Given the COVID-19 threat to the NDM market supply chain, a sense of uncertainty is palpable in the market. However, the NDM market tone shows no significant signs of weakness at least for now. In fact, NDM spot sales have been more active than the previous shortened holiday week, while requests from cheese makers and bakers are improving. Albeit regional farm milk outputs are seasonally down, NDM production is ongoing as condensed skim volumes are enough to meet most drying needs. Meanwhile, NDM/SMP exports to Mexico are reported as steady to strong as milk production is seasonally decreasing in the main dairy basins of that country. Back to western United States, high heat NDM prices are steady to slightly higher. Production is sporadic, mostly driven by contractual requirements. Inventories are mixed throughout the region.

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: 0.9550 - 1.0925

Mostly Range - Low & Medium Heat; \$/LB: 1.0100 - 1.0350

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 - 1.2200

## U.S. NDM Exports, H.S. Code 0402100000(FAS)

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
MAY Total	174.5	+ 25
TOTAL, JAN - MAY	735.1	+17
1 Mexico	240.1	- 21
2 Indonesia	103.7	+ 80
3 Philippines	102.1	+44
4 Vietnam	60.2	+ 5
5 Malaysia	40.7	+ 178

## Dairy Products Report – Nonfat Dry Milk, Human Summary

Released July 1, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

## Nonfat Dry Milk, Human Production – States &amp; United States:

Region	Monthly Production (1000 pounds)			Percent Change from	
	May 2019 and 2020			May	April
	2019	2020	2020	2019	2020
United States	173,666	195,159	157,705	-9.2	-19.2
Atlantic	37,102	35,578	31,372	-15.4	-11.8
Pennsylvania	17,518	17,910	16,434	-6.2	-8.2
Central	33,633	32,072	33,192	-1.3	3.5
West	102,931	127,509	93,141	-9.5	-27.0
California	65,716	90,209	57,791	-12.1	-35.9
Other States					
1/	90,432	87,040	83,480	-7.7	-4.1

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 - May

Report Month	Cumulative Production (1000 pounds)		Percent Change from
	2019	2020	2019
May	833,950	860,640	3.2

## Manufacturers' stocks end-of-month 3/

Product	End of month stocks (1000 pounds)			Percent Change from	
	May 2019	April 2020	May 2020	May 2019	April 2020
Nonfat dry milk, human	290,092	392,630	344,654	18.8	-12.2

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

## Manufacturers' shipments 4/

Product	May 2019	April 2020	May 2020	May 2019	April 2020
	Nonfat dry milk, human	157,845	159,280	204,893	29.8

4/ For dry products, shipments of bulk goods.

-CONTINUED ON PAGE 5A-

## 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.

-CONTINUED FROM PAGE 5-

### DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** In the Central region, prices held steady with last week's range. Reported prices were in a somewhat tight range in the \$1 area. Buyers do say offers are limited. They say some off-spec/aged loads are available, but buttermilk dried within the last six months is tight. Producers report limited production time, as more condensed buttermilk is trading hands. Demand from ice cream producers remains strong. In the Central region, dry buttermilk markets are steady to steadily bullish.

**EAST:** Dry buttermilk prices are unchanged on the range. Market conditions are fairly stable. Buyers are purchasing spot loads at higher prices in the East. Production schedules are limited for some manufacturers. Healthy condensed buttermilk loads continue to clear to ice cream plants. Manufacturers' dry buttermilk inventory levels are tight. Offers are limited on the spot market.

The DMN monthly average of the range price series for Central and East dry buttermilk during June was \$.9774, compared to \$.9210 in May.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: .9500 - 1.0500

### DRY BUTTERMILK - WEST

Western free on board prices for dry buttermilk are steady to higher on the range, but unchanged on the mostly series. Regional butter churning is seasonally down, while condensed buttermilk continues moving into Class II, especially to ice cream plants. Consequently, the production of dry buttermilk has been somewhat limited. Nevertheless, dry buttermilk inventories are reported as adequate to satisfy immediate needs from bakers. The dry buttermilk market tone is described as stable at the present.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: .8500 - 1.0200  
Mostly Range - ; \$/LB: .9000 - 0.9500

### DRY WHOLE MILK - U.S.

The national spot prices for dry whole milk are mixed as a few sales of loads, produced in Q1, pulled down the low end of the range. Nevertheless, the top end of the range, which is reflecting sales of specific brands, remained unchanged. Compared to the previous week, spot sales are more active, while demands from bakers and confectioners are fair/good on a stable market. Dry whole milk manufacturing is sporadic, while inventories are reported as variable in each region of the country.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk  
Price Range - 26% Butterfat; \$/LB: 1.5500 - 1.8000

### Dairy Products Report – Dry Buttermilk Summary

Released July 1, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

#### Dry Buttermilk – United States: May 2019 and 2020

Region	Monthly Production (1000 pounds)		Percent Change from		
	May 2019	April 2020	May 2020	May 2019	April 2020
United States	10,108	11,416	12,018	18.9	5.3

#### Manufacturers' stocks end-of-month 3/

Product	End of month stocks (1000 pounds)			Percent Change from	
	May 2019	April 2020	May 2020	May 2019	April 2019
Dry butter-milk, total	15,868	22,276	24,675	55.5	10.8

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**

Dry whey prices in the region slipped on the top of the range and both ends of the mostly series. The entire whey complex has shifted in a bearish manner. Contacts suggest not only dry whey, but higher protein blends, such as WPC 34% and WPC 80%, are all being offered more actively. Dry whey offers are starting to entice customers, as they say prices are hard to turn away at this point and trading, in general, was fairly active this week. More cheese production, based on available milk and strong cheese markets, has added to whey stocks. Animal feed trading also picked up slightly, although prices were unchanged and remain in a tight range. The whey market tones are undoubtedly bearish, as CME prices dipped below \$.30. Current supply has begun to overwhelm current demand. The DMN monthly average of the mostly price series for Central dry whey during June was \$.3491, compared to \$.3644 in May. The monthly average of the range price series for Central animal feed whey during June was \$.2914, compared to \$.3098 in May.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey  
 Price Range - Animal Feed; \$/LB: .2700 - .2900

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: .2800 - .3550  
 Mostly Range - Non-Hygroscopic; \$/LB: .3100 - .3400

**DRY WHEY-NORTHEAST**

Eastern dry whey prices are lower on the top of the price range this week. Market conditions are a bit weaker. Manufacturers' dry whey output is growing from strong Class III production. Operations are offering additional loads on various market exchanges. Trading activities are moderate. There are buyers waiting to see if prices will go lower. The June 2020 Dairy Market News monthly average for Northeast dry whey was \$0.3765 compared to \$0.3806 one month ago.

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: .3200 - .3700

**DRY WHEY-WEST**

In the West, dry whey prices are a bit up at the top of the range, but remain unchanged on the mostly. Dry whey that meets specific requirements is trading at a premium to other edible whey and has contributed to the increase in prices. However, the other types of whey are selling at prices similar to those of last week. A few contractual buyers report paying prices near the top of the range, compared to spot buyers who are able to compare offers from several sellers. Committed loads are moving steadily, whereas spot market activities are limited. Domestic and international sales are level and below current yields. As the result, inventories are higher for some processors. Across the West, supplies are mixed. Production is growing as cheese outputs remain strong. The DMN monthly average of the mostly price series for West dry whey during June was \$.3517 compared to \$.3770 one month ago and \$.3550 a year ago.

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: .2550 - .4000  
 Mostly Range - Non-Hygroscopic; \$/LB: .3300 - .3700

**Dairy Products Report – Whey Summary**

Released July 1, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

**Dry Whey (Human) Production – States and United States**

State	Monthly Production (1000 pounds)		Percent Change from		
	May 2019	April 2020	May 2020	May 2019	April 2020
United States	77,939	76,405	84,999	9.1	11.2
Atlantic	22,139	22,463	22,184	0.2	-1.2
Central Wisconsin	35,017	32,157	43,494	24.2	35.3
West	20,783	21,785	19,321	-7.0	-11.3

**Dry Whey – Cumulative Production January - May**

Dry Whey	Cumulative Production (1000 pounds)		Percent Change from
	2019	2020	2019
Total <sup>1</sup>	390,377	406,863	4.2
Human <sup>2</sup>	383,416	399,818	4.3

1. Excludes all modified dry whey products.
2. Values are calculated from Dairy Products report data.

**Manufacturers' stocks end of month <sup>3</sup>**

Dry Whey	End of month stocks (1000 pounds)		Percent Change from		
	May 2019	April 2020	May 2020	May 2019	April 2020
Human	64,970	74,555	84,021	29.3	12.7
Animal	979	934	810	-17.3	-13.3
Total	65,949	75,489	84,831	28.6	12.4

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

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

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
MAY Total	36.1	+ 26
TOTAL, JAN - MAY	175.1	+ 16
1 China	63.9	+ 65
2 Indonesia	14.6	+ 109
3 Mexico	13.1	- 10
4 Vietnam	11.5	+ 6
5 Canada	10.8	+ 16

**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**

**WHEY PROTEIN CONCENTRATE**

WPC 34% prices are steady to shifted lower on the top of the price range and moved higher on the bottom of the mostly series. There is moderate spot activity for loads priced around the high \$.70s to high \$.80s this week. Manufacturers' production schedules are steady to higher. Inventories are mixed and vary by brand and specification. Market participants report the WPC/higher protein markets are under some pressure. Buyers' demands are slower from working through Q2 inventory. The June 2020 Dairy Market News average of the mostly price series for Central and West whey protein concentrate 34% was \$0.9356, compared to \$0.9590 in May 2020.

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: .7000 - 1.1200  
 Mostly Range - 34% Protein; \$/LB: .7900 - 1.0275

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

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
MAY Total	28.0	+ 6
TOTAL, JAN - MAY	124.1	+ 22
1 China	44.8	+ 96
2 Mexico	20.9	- 25
3 Canada	15.7	+ 9
4 Philippines	11.1	+ 50
5 Indonesia	7.4	+ 34

**LACTOSE**

This week, spot prices for central/west lactose remained steady on the pricing range, but shifted slightly up on the mostly series. Trades based on specific brands are reflected on the top of the range. Most stakeholders in the lactose market are transitioning from Q2 to Q3 contracts. While new Q3 contracts, with new pricing formulas, continue concretizing, some Q2 contracts are finalizing deliveries. Accordingly, lactose prices could change in the coming weeks. In the domestic market, lactose demand for SMP/WMP standardization is reported as robust. On the other hand, the international interest for lactose has somewhat waned, as some consumers explore the option to buy cheaper lactose alternatives, such as maltodextrin. Excluding India, infant formula markets are stable, while exports are steady from last week. Some lactose processors remain concerned about a possible supply chain disruption due to COVID-19. However, at the moment, lactose production, sales, and distribution, have been running without any major trouble.

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: .3300 - .6400  
 Mostly Range - Non Pharmaceutical; \$/LB: .4500 - .5800

**CASEIN**

Prices for rennet casein and acid casein are steady this week. Acid casein production in New Zealand is essentially shut down. That is normal at this seasonal point. Buyers are aware of this annual cycle and they stocked up when production was occurring. Rennet casein production in France and Ireland is steady. The majority of Western European casein production occurs in those countries. Most of what is produced is contracted. Steady pricing is expected in coming months. Very little spot market activity is occurring.

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: 3.4975-3.7900

**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
06/27/2020	51.9	1,597.0	55.8	1,644.2

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

**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	16.56					
II	17.05	16.84	16.75	13.87	12.30	12.99						
III	17.05	17.00	16.25	13.07	12.14	21.04						
IV	16.65	16.20	14.87	11.40	10.67	12.90						

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
07/04/2020	1,796.6 1,703,374	2,594.7 12,367,128	2,392.7 11,230,606	337.8 5,498,395	976.7 15,167,262

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	07/03	07/06	07/07	07/08	07/09
JUL 20	NO TRADING	23.25	23.44	23.67	24.17
AUG 20		21.64	21.50	21.53	22.28
SEP 20		19.15	19.13	19.07	19.82

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

DATE	07/03	07/06	07/07	07/08	07/09
JUL 20	NO TRADING	101.90	102.00	101.65	101.65
AUG 20		105.28	106.83	106.50	104.30
SEP 20		107.63	109.60	108.80	108.15

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

DATE	07/03	07/06	07/07	07/08	07/09
JUL 20	NO TRADING	14.26	14.27	14.18	14.10
AUG 20		14.92	14.95	14.79	14.50
SEP 20		15.10	15.19	15.03	14.97

**WHEY (Electronic-Traded) (¢/lb)**

DATE	07/03	07/06	07/07	07/08	07/09
JUL 20	NO TRADING	34.23	33.65	33.65	33.50
AUG 20		33.25	33.00	33.25	31.38
SEP 20		34.48	32.73	33.25	32.20

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

DATE	07/03	07/06	07/07	07/08	07/09
JUL 20	NO TRADING	182.53	182.00	175.00	175.03
AUG 20		186.50	185.98	179.25	178.18
SEP 20		189.63	188.75	183.53	182.50

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

DATE	07/03	07/06	07/07	07/08	07/09
JUL 20	NO TRADING	2.45	2.48	2.50	2.56
AUG 20		2.29	2.27	2.29	2.36
SEP 20		2.02	2.03	2.03	2.10

\*\* Switching to coverage of CME Block Cheese as of August 3, 2020 (week 32)

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

**ORGANIC DAIRY MARKET NEWS**  
Information gathered June 29 - July 10, 2020

**ORGANIC DAIRY FLUID OVERVIEW**

**New England Organic Milk Sales and Sourcing.** Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During May 2020, organic whole milk utilization totaled 13.7 million pounds, down from 15.3 million pounds the previous year. The May 2020 butterfat content was 3.29 percent, up from 3.28 in May 2019. The utilization of organic reduced fat milk in May this year, 14.5 million pounds, dropped from 17.0 million pounds a year earlier. The May 2020 butterfat content for organic reduced fat milk, 1.37 percent, declined from 1.40 percent the previous year.

**Bankrupt Organic Milk Processor Sold.** Private equity firms have recently secured the operations of a Dallas-based organic milk processor, which filed for bankruptcy protection a few months back. The company produced 500 million gallons of milk annually. As well, in the dairy industry, it was considered one of the best organic milk brands in the U.S. Plants will remain open.

**Organic Cow Auction Prices.** In a recent report of an Oregon livestock auction, organic cull cows sold for less than conventional cows. The average price for the top 10 organic cows auctioned was \$71.09 per hundredweight, compared to an average price of \$75.56 per hundredweight for the top 10 conventional cows auctioned.

**Average Organic Milk Pay Prices in Europe.** The April 2020 organic milk pay price in Europe adjusted higher from the previous month in Austria, but declined in France, Bavaria and Germany. Additional information is presented in the table below.

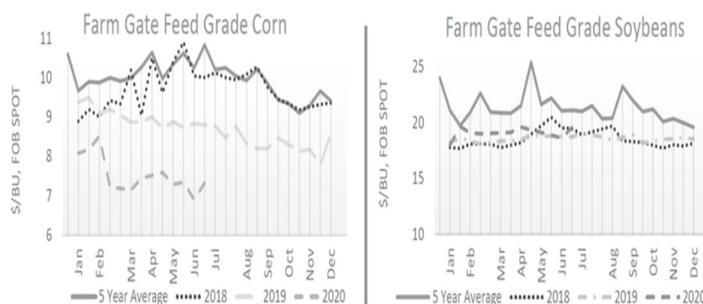
	euros/100lt	*(USD)	% Change <u>March 2020</u>	% Change <u>April 2019</u>
Germany	47.29	53.37	- 1.05	- 0.04
Bavaria	47.66	52.19	- 1.22	+ 0.83
France	41.51	46.85	- 11.55	+ 1.86
Austria	43.66	49.28	+ 0.46	- 1.91

\* Results based on the July. 10, 2020 7:0:0 exchange rate.

**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

**National Organic Grain Feedstuff.** Trade activity and demand are light for organic feed grade corn. Markets are trading 42 cents higher than last period. Corn delivered elevator was procured at 17 cents higher than the current spot market as forward contracting occurs for Q4 2020 to Q1 2021. Trade activity is light on moderate to good demand for organic feed grade soybeans, which is trading 88 cents higher than last period. Forward contracts for Q4 2020 to Q1 2021 soybeans were procured .77 to 1.17 lower than the current spot market. All other organic grains markets were inactive.

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
Yellow Corn	\$/bu	6.75 - 8.25	7.32	0.42	8.80	6.35 - 6.70	Jul-20 - Jul-20	N/A - N/A
Soybeans	\$/bu	19.00 - 20.00	19.50	0.88	18.70	N/A - N/A	N/A - N/A	N/A - N/A
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/lbfnof.pdf>

**Organic Townhall Meeting Held.** On July 8, the USDA AMS NOP held a town hall meeting with industry stakeholders and the general public to address the issue of organic fraud. The meeting centered on outlining crucial regulations, which will ensure organic compliance and improve farm to market traceability. In the past, US organic grain farmers have suffered heavy losses due to fraudulent import shipments, which created a competitive disadvantage. To access the town hall recording use the following link.

<https://www.ams.usda.gov/reports/strengthening-organic-enforcement-town-hall-slides>

**ORGANIC DAIRY RETAIL OVERVIEW**

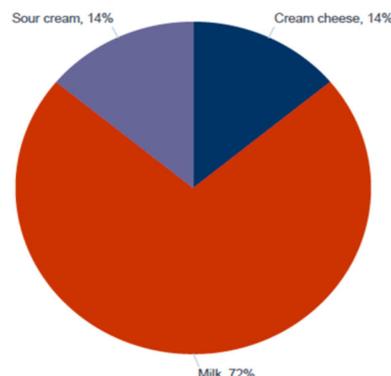
**Retail Ad Summaries.** Retail advertisements for organic dairy products declined once again, 16 percent, below the previous survey number. There were only three organic dairy product categories that placed ads in surveyed retail stores this week, which included organic milk, sour cream, and cream cheese.

Organic milk ad numbers for gallon containers grew 366 percent, but half gallon organic milk ads declined 67 percent from the previous retail survey. The difference between the half gallon organic milk price and half gallon conventional milk price, for the survey period, is a \$2.05 organic premium. The average prices for conventional and organic milk, half gallons, were \$1.76 and \$3.81, respectively.

Compared to the previous week, regional organic ad numbers saw a huge increase in the Northeast, up 219 percent. Other regions that posted ads were the Southeast, down 18 percent, and the Southwest, up 22 percent. Hawaii, Alaska, Midwest, South Central, and Northwest percentages changes in retail ads could not be determined due to either no ads in either week or both weeks.

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



-CONTINUED ON PAGE 8A-

**ORGANIC DAIRY MARKET NEWS**  
Information gathered June 29 - July 10, 2020

**-CONTINUED FROM PAGE 8-**

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from July 10-16, 2020. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

Product pricing information of selected organic dairy commodities, from the current weekly retail survey, is presented in the following table:

**NATIONAL RETAIL ORGANIC DAIRY  
WEIGHTED AVERAGE ADVERTISED PRICE**

COMMODITY	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
<b>Butter</b>	n.a.	\$5.86	n.a.
<b>Cream Cheese</b>	\$2.50	n.a.	\$2.64
<b>Milk</b>			
Half Gal.	\$3.81	\$4.12	\$3.82
Gallon	\$6.28	\$6.99	\$6.35
8 oz.UHT	n.a.	n.a.	n.a.
<b>Yogurt</b>			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	n.a.	\$4.99	n.a.
4-6 oz. Yogurt	n.a.	n.a.	\$0.89
32 oz. Yogurt	n.a.	\$3.00	\$3.66

Data source: USDA Dairy Market News

2020 MONTHLY AVERAGES

AREA and PRODUCT	: JAN	: FEB	: MAR	: AFR	: MAY	: JUN
CME GROUP <sup>1</sup>						
BUTTER - DAILY TRADING						
GRADE AA	1.8813	1.7913	1.7235	1.1999	1.4710	1.8291
CHEESE - DAILY TRADING						
BARRELS	1.5721	1.5470	1.4399	1.0690	1.5980	2.3376
40 POUND BLOCKS	1.9142	1.8343	1.7550	1.1019	1.6704	2.5620
NONFAT DRY MILK - DAILY TRADING						
GRADE A	1.2688	1.1816	1.0259	0.8485	0.9191	1.0092
WHEY - DAILY TRADING						
EXTRA GRADE	0.3520	0.3708	0.3339	0.3644	0.3736	0.3181
DAIRY MARKET NEWS <sup>2</sup>						
CHEESE						
WISCONSIN						
PROCESS AMERICAN 5 POUND LOAF	1.8671	1.8055	1.7613	1.3897	1.6623	2.5047
BRICK AND/OR MJENSTER 5 POUNDS	2.4880	2.4595	2.3710	1.7858	2.0283	3.0173
CHEDDAR 40 POUND BLOCK	2.1980	2.1695	2.0810	1.4958	1.7383	2.7273
MONTEREY JACK 10 POUNDS	2.3530	2.3245	2.2360	1.6508	1.8933	2.8823
BLUE 5 POUNDS	3.0780	3.0495	2.9610	2.3758	2.6183	3.6073
MOZZARELLA 5-6 POUNDS	2.5480	2.5195	2.4310	1.8458	2.0883	3.0773
SWISS 6-9 POUND CUTS	3.1070	3.2429	3.2022	2.9614	2.9215	2.8556
NORTHEAST						
CHEDDAR 40 POUND BLOCK	2.5042	2.4757	2.3873	1.8020	2.0445	3.0335
PROCESS AMERICAN 5 POUND SLICED	1.9971	1.9355	1.8913	1.4847	1.7373	2.5797
MJENSTER	2.5230	2.4945	2.4060	1.8208	2.0633	3.0523
SWISS 10-14 POUND CUTS	3.6945	3.8406	3.7985	3.5489	3.5090	3.4431
WEST						
PROCESS AMERICAN 5 POUND LOAF	1.8321	1.7705	1.7263	1.3547	1.6273	2.4697
CHEDDAR 40 POUND BLOCK	2.2330	2.2045	2.1160	1.5308	1.7733	2.7623
CHEDDAR 10 POUND CUTS	2.3355	2.3070	2.2185	1.6333	1.8758	2.8648
MONTEREY JACK 10 POUNDS	2.3605	2.3320	2.2435	1.6583	1.9008	2.8898
SWISS 6-9 POUND CUTS	3.3457	3.4918	3.4498	3.2001	3.1603	3.0943
FLUID PRODUCTS						
CLASS II CREAM						
NORTHEAST - F.O.B.	2.1614	2.0461	1.9637	0.9716	1.5989	2.5839
UPPER MIDWEST - F.O.B.	2.3045	2.1408	2.0912	1.1746	1.7044	2.5417
CONDENSED SKIM - NORTHEAST - F.O.B.						
CLASS II	0.8690	0.9000	0.8500	0.4341	0.6638	0.8273
CLASS III	0.8048	0.8500	0.7489	0.4000	0.5975	0.7523

1 Monthly averages are a simple average of all the closes during the month.

2 Monthly averages are based on weekly prices and are time-weighted according to the number of workdays in the month - Saturdays, Sundays and National Holidays excluded.

2020 MONTHLY AVERAGES

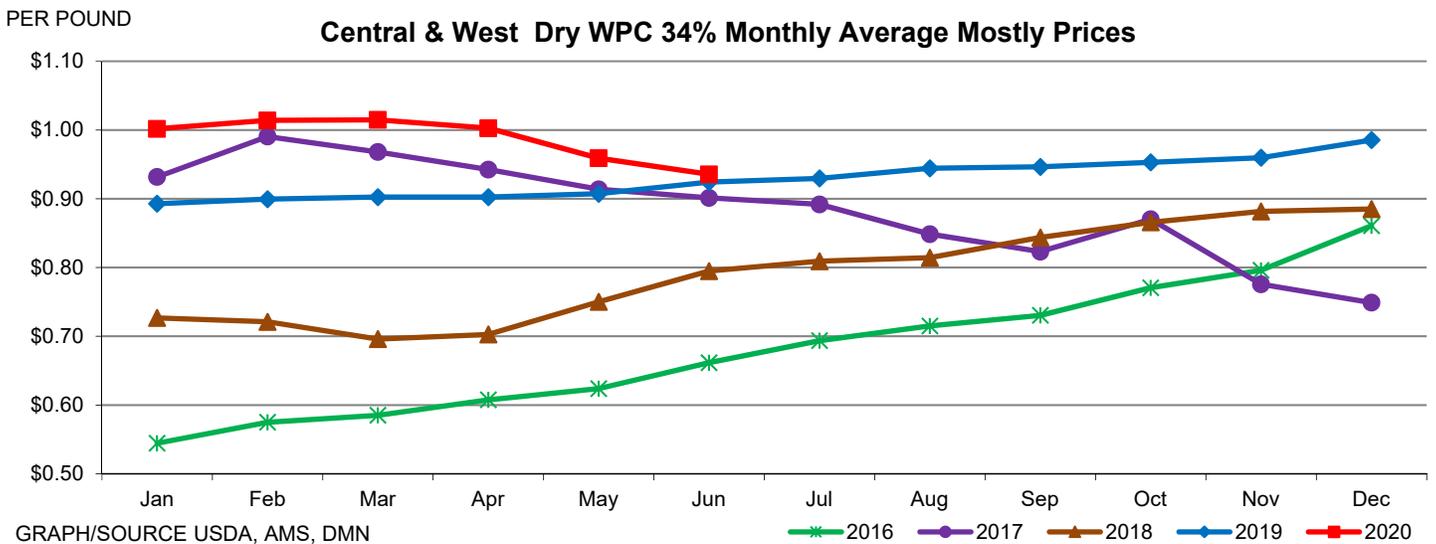
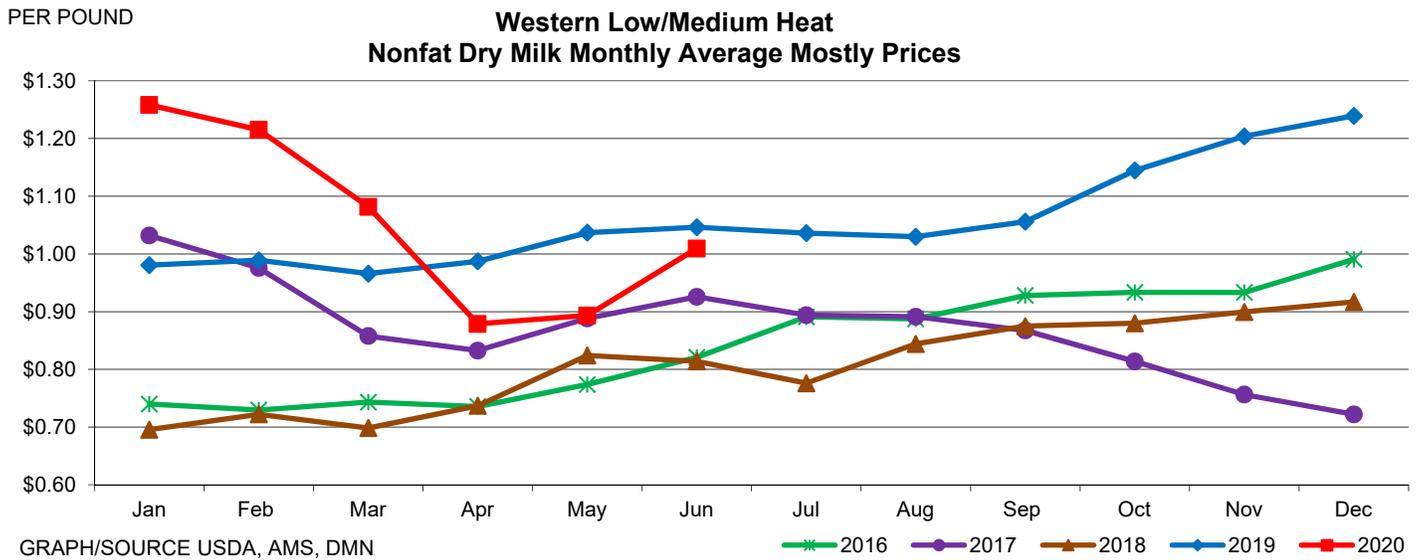
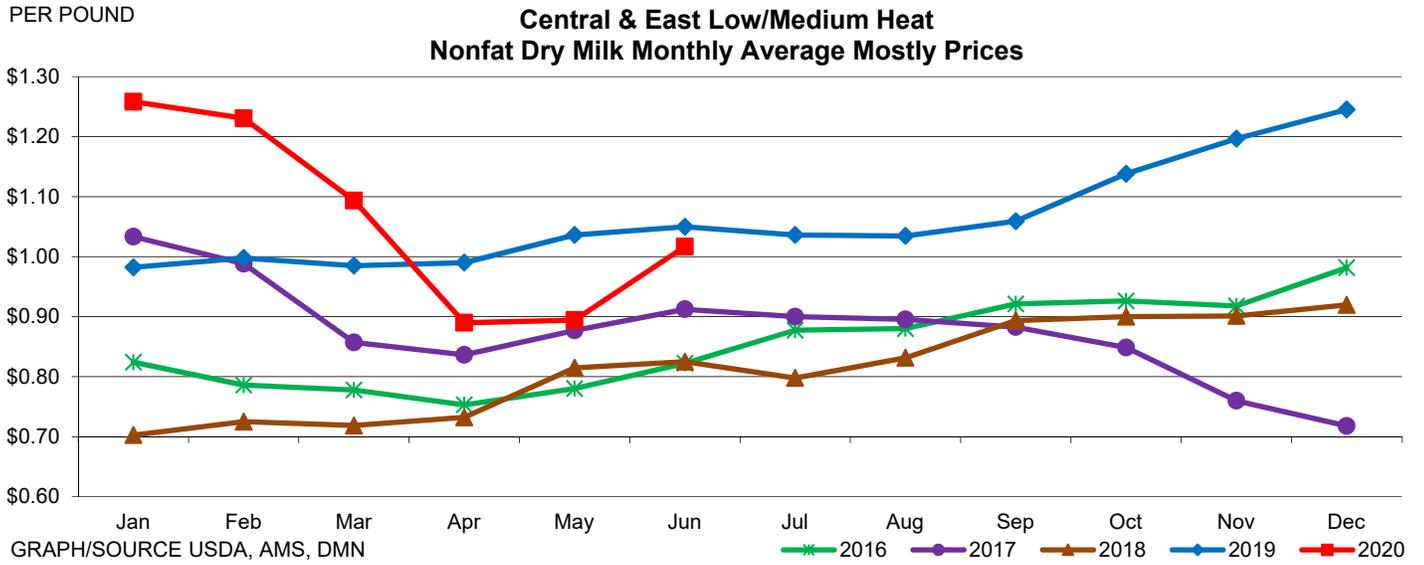
AREA and PRODUCT	: JAN	: FEB	: MAR	: APR	: MAY	: JUN
DAIRY MARKET NEWS, CONTINUED <sup>2</sup>						
DRY PRODUCTS						
NONFAT DRY MILK						
CENTRAL/EAST - LOW/MEDIUM HEAT	1.2683	1.2246	1.1005	0.9039	0.8980	1.0094
--MOSTLY	1.2581	1.2305	1.0935	0.8898	0.8943	1.0167
CENTRAL/EAST - HIGH HEAT	1.3271	1.3166	1.2534	1.0366	1.0342	1.1207
WEST - LOW/MEDIUM HEAT	1.2543	1.2118	1.0818	0.8980	0.8832	0.9924
--MOSTLY	1.2583	1.2153	1.0818	0.8789	0.8935	1.0095
WEST - HIGH HEAT	1.3738	1.3433	1.2341	1.0468	1.0568	1.1450
WHEY POWDER						
CENTRAL -	0.3427	0.3505	0.3511	0.3550	0.3687	0.3381
--MOSTLY	0.3471	0.3591	0.3540	0.3528	0.3644	0.3491
WEST -	0.3460	0.3761	0.3468	0.3493	0.3719	0.3359
--MOSTLY	0.3526	0.3720	0.3691	0.3635	0.3770	0.3517
NORTHEAST - EXTRA AND GRADE A	0.3449	0.3585	0.3738	0.3795	0.3806	0.3765
WHEY PROTEIN CONCENTRATE 34%						
CENTRAL AND WEST	1.0020	1.0339	1.0547	1.0186	0.9509	0.9274
-- MOSTLY	1.0017	1.0140	1.0148	1.0027	0.9590	0.9356
ANIMAL FEED						
CENTRAL - MILK REPLACER	0.2900	0.2997	0.2973	0.2968	0.3098	0.2914
DRY BUTTERMILK						
CENTRAL/EAST	1.1483	1.1613	1.1303	0.9736	0.9210	0.9774
WEST	1.1231	1.1450	1.1335	0.9766	0.8735	0.9222
--MOSTLY	1.1320	1.1574	1.1391	0.9936	0.9045	0.9227
DRY WHOLE MILK						
NATIONAL	1.8083	1.8118	1.7807	1.6766	1.6808	1.6909
LACTOSE						
CENTRAL AND WEST	0.3157	0.3236	0.3294	0.3658	0.4129	0.4373
-- MOSTLY	0.2979	0.3043	0.3107	0.3467	0.4018	0.4618
CASEIN						
RENNET	4.1240	4.4857	4.5139	4.4036	4.0582	3.8696
ACID	3.6645	3.7338	3.8031	3.9980	3.8798	3.8614

<sup>2</sup> Monthly averages are based on weekly prices and are time-weighted according to the number of workdays in the month - Saturdays, Sundays and National Holidays excluded.

## 2020 INTERNATIONAL MONTHLY AVERAGES

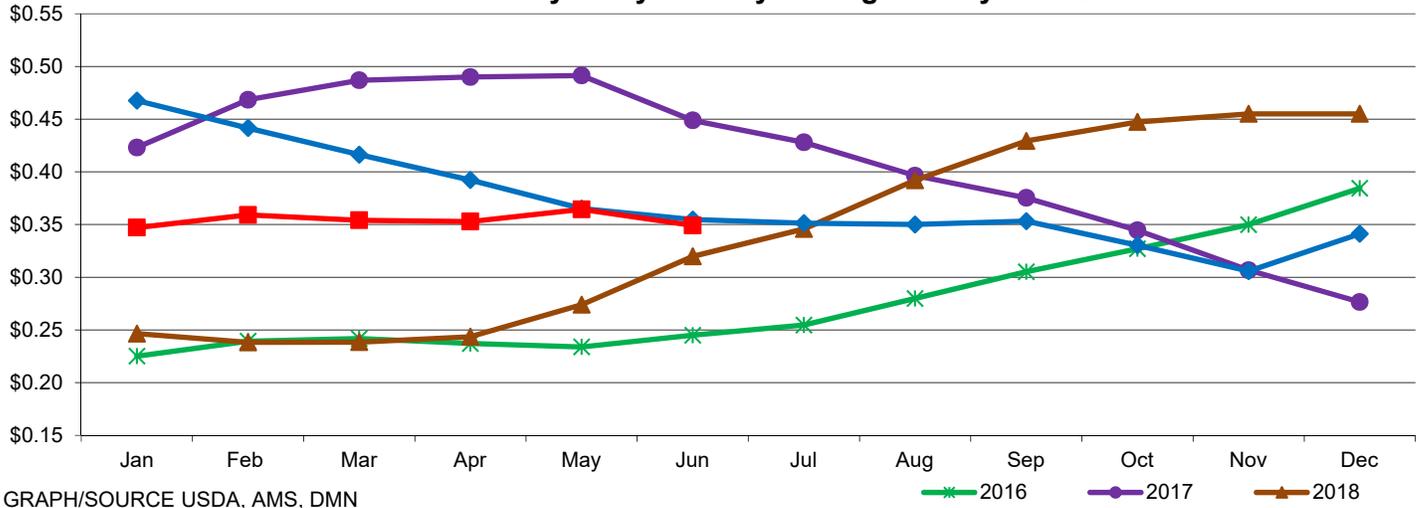
AREA and PRODUCT	: JAN	: FEB	: MAR	: APR	: MAY	: JUN
DAIRY MARKET NEWS <sup>3</sup>						
BUTTER (82% BUTTERFAT)						
-- OCEANIA	4096	4169	4273	4210	3824	3641
-- WEST EUROPE	4045	3938	3626	2602	2579	3056
BUTTEROIL (99% BUTTERFAT)						
-- WEST EUROPE	5056	4981	4414	3758	3594	3699
CHEDDAR CHEESE (39% MAXIMUM MOISTURE)						
-- OCEANIA	4034	4431	4365	4427	4018	3835
SKIM MILK POWDER (1.25% BUTTERFAT)						
-- OCEANIA	3076	3006	2755	2549	2548	2624
-- SOUTH AMERICA	3020	2875	2695	2600	2536	2627
-- WEST EUROPE	2906	2838	2460	1816	1836	2102
WHEY POWDER (NONHYGROSCOPIC)						
-- WEST EUROPE	923	913	882	710	734	784
WHOLE MILK POWDER (26% BUTTERFAT)						
-- OCEANIA	3185	3006	2870	2765	2715	2798
-- SOUTH AMERICA	3183	3050	2905	2900	2877	2904
-- WEST EUROPE	3416	3350	3061	2476	2398	2618

<sup>3</sup> Monthly averages are based on weekly prices and are time-weighted according to the number of workdays in the month - Saturdays and Sundays excluded.



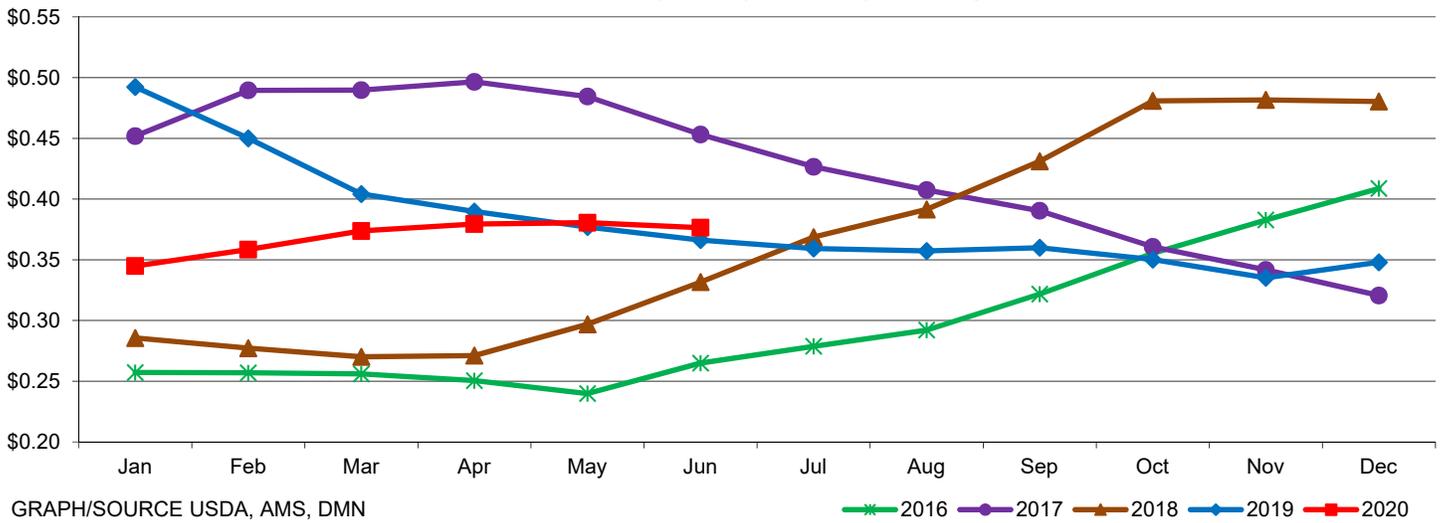
PER POUND

### Central Dry Whey Monthly Average Mostly Prices



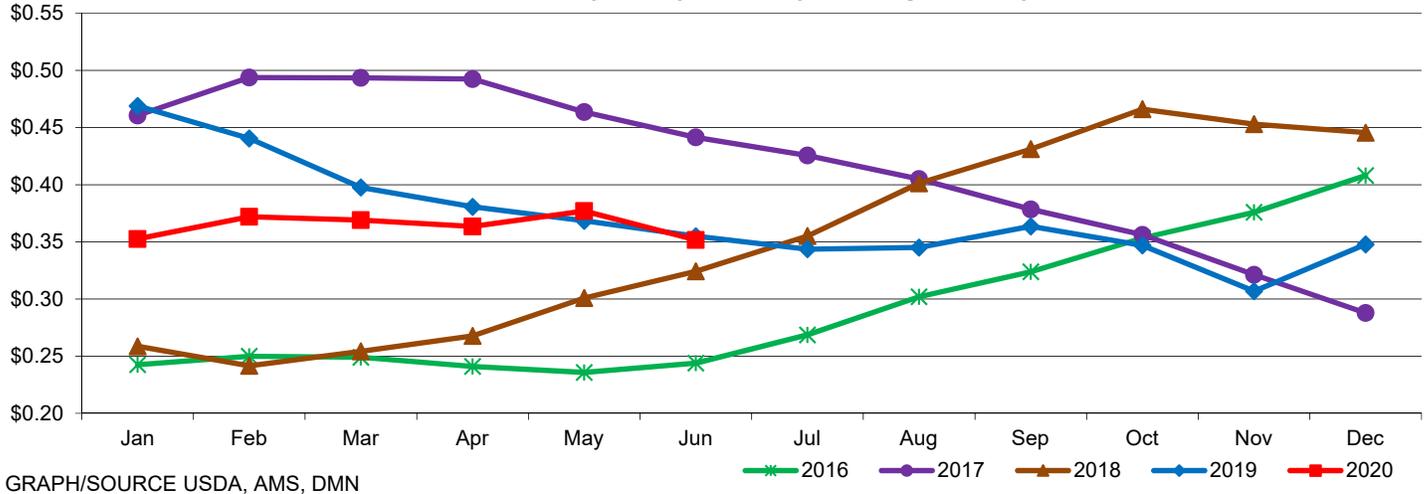
PER POUND

### Northeastern Dry Whey Monthly Average Prices



PER POUND

### Western Dry Whey Monthly Average Mostly Prices





## Dairy Market News Branch

Agricultural  
Marketing  
Service

# National Retail Report-Dairy

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

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Friday, July 10, 2020

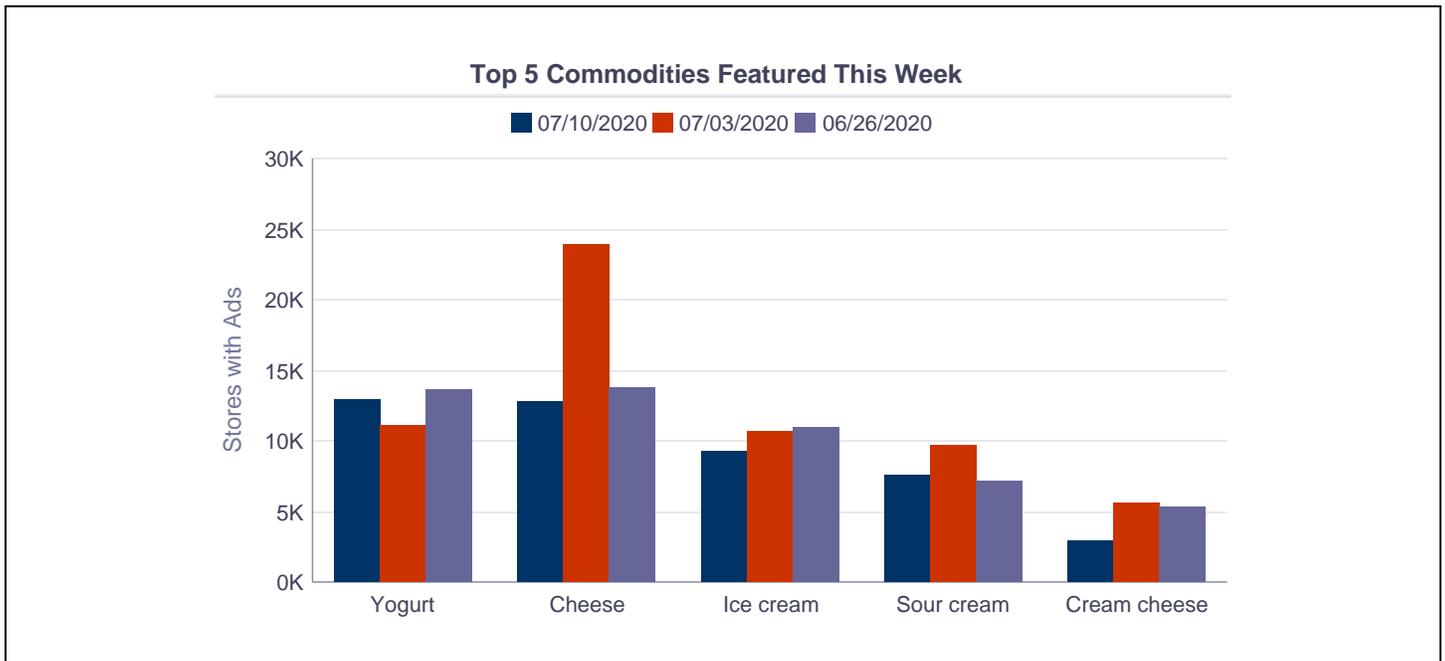
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 07/10/2020 to 07/16/2020

Dairy product ads decreased 26 percent for conventional and 16 percent for organic. Conventional ice cream in 48 to 64 ounce containers had the most advertisement listings for all dairy items, followed by 4-6 ounce conventional Greek yogurt, then conventional sour cream in 16 ounce containers.

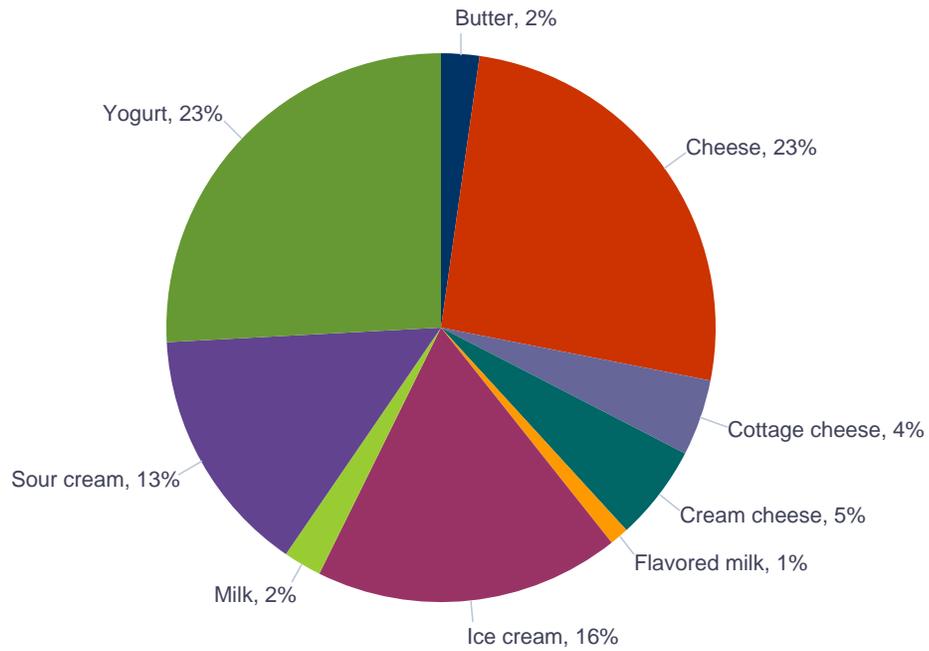
Conventional yogurt advertisements increased 20 percent. There were no organic yogurt ads this week. The national weighted average advertised price for conventional yogurt in 4 to 6 ounce containers is 49 cents. There were no ads for organic yogurt in 4 to 6 ounce containers.

Advertisements for conventional milk increased 315 percent, and organic milk ads augmented 13 percent. Advertisements for organic gallon milk increased nearly fourfold, replacing organic half gallon milk as the most advertised item for organic dairy products this week.

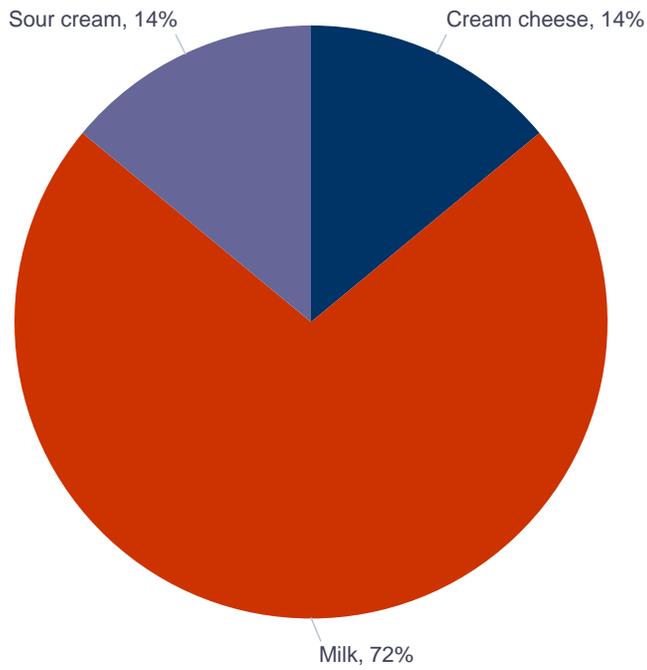
The national weighted average advertised price for conventional 8 ounce block cheese was \$2.27, compared to \$2.40 for 8 ounce shred cheese. Advertisements for conventional cheese declined 46 percent this week. There were no reported advertisements for organic cheese this week.



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 #	1211	3.07	4593	3.04	5126	3.44
Cheese	Natural Varieties	8 oz block	3907	2.27	8952	2.09	6198	2.27
Cheese	Natural Varieties	1 # block	62	3.99	427	3.71	1873	4.45
Cheese	Natural Varieties	2 # block	2120	6.19	2586	5.53	594	6.48
Cheese	Natural Varieties	8 oz shred	6208	2.40	11720	2.09	8875	2.25
Cheese	Natural Varieties	1 # shred	539	4.78	170	4.35	1123	4.68
Cottage cheese		16 oz	2185	2.08	2651	1.85	4224	2.15
Cream cheese		8 oz	2726	2.32	5700	1.87	3990	1.84
Flavored milk	All fat tests	half gallon	500	2.29	107	1.99	491	1.83
Flavored milk	All fat tests	gallon	180	4.99	285	3.25	800	2.87
Ice cream		48-64oz	9288	3.07	10647	2.94	16444	2.74
Milk	All fat tests	half gallon	919	1.76			438	2.17
Milk	All fat tests	gallon	355	2.75	307	2.65	878	2.69
Sour cream		16 oz	7397	1.85	9465	1.73	5797	1.88
Yogurt	Greek	4-6 oz	9012	1.05	6043	1.05	9111	.95
Yogurt	Greek	32 oz	1486	4.65	1055	4.69	5942	3.70
Yogurt	Yogurt	4-6 oz	2017	.49	2887	.50	4212	.54
Yogurt	Yogurt	32 oz	436	2.63	842	2.16	1004	2.53

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.50-3.99	553	3.17	2.88	195	2.88	2.50-3.50	226	3.03
Cheese	Natural Varieties	8 oz block	1.25-2.99	820	2.18	2.00-3.00	623	2.52	1.79-2.00	682	1.88
Cheese	Natural Varieties	1 # block	3.99	62	3.99						
Cheese	Natural Varieties	2 # block				5.39	1086	5.39			
Cheese	Natural Varieties	8 oz shred	1.25-3.00	1310	2.20	2.00-3.00	2518	2.69	1.88-2.50	635	1.97
Cheese	Natural Varieties	1 # shred	2.99-7.99	368	5.32				2.99	116	2.99
Cottage cheese		16 oz	1.49-3.00	860	2.42	1.50-2.50	428	2.00	1.49-1.99	214	1.72
Cream cheese		8 oz	1.68-2.99	685	2.21	1.50-3.50	1544	2.61	1.00-1.99	388	1.45
Flavored milk	All fat tests	half gallon				2.50	214	2.50	1.49-2.50	286	2.13
Flavored milk	All fat tests	gallon							4.99	180	4.99
Ice cream		48-64oz	2.39-3.99	2535	2.99	2.39-5.38	2602	2.79	2.48-4.49	2677	3.32
Milk	All fat tests	half gallon	2.89	255	2.89	1.25-2.50	228	1.88	0.88-0.99	358	.96
Milk	All fat tests	gallon				3.99	84	3.99	1.67	127	1.67
Sour cream		16 oz	1.50-3.00	1748	1.94	1.50-2.00	2853	1.83	1.48-1.99	278	1.66
Yogurt	Greek	4-6 oz	0.50-1.00	2015	.86	0.88-1.00	3159	.99	0.88-1.00	1276	.95
Yogurt	Greek	32 oz	3.49-5.99	893	4.72						

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	4-6 oz	0.50	279	.50	0.50	275	.50	0.33-0.49	396	.40
Yogurt	Yogurt	32 oz	2.50	147	2.50						

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.79-3.00	176	2.86				3.48	61	3.48
Cheese	Natural Varieties	8 oz block	1.79-2.50	308	2.02	1.77-2.99	907	2.42	1.99-2.99	545	2.51
Cheese	Natural Varieties	2 # block	6.96	973	6.96				7.98	61	7.98
Cheese	Natural Varieties	8 oz shred	1.79-2.50	422	2.01	1.77-2.99	964	2.33	2.50	289	2.50
Cheese	Natural Varieties	1 # shred	4.99	55	4.99						
Cottage cheese		16 oz	1.79-1.99	211	1.86	1.49-1.99	411	1.69	2.50	61	2.50
Cream cheese		8 oz	1.79-2.00	109	1.90						
Ice cream		48-64oz	2.49-4.99	653	3.11	2.99-5.99	606	3.41	2.50	121	2.50
Milk	All fat tests	half gallon	1.39	78	1.39						
Milk	All fat tests	gallon	2.99	133	2.99						
Sour cream		16 oz	1.19-2.49	1633	1.91	1.49-1.99	755	1.73	1.77	130	1.77
Yogurt	Greek	4-6 oz	0.79-1.00	508	.87	0.79-1.00	1525	.94	0.89-4.39	470	3.06
Yogurt	Greek	32 oz	4.99	121	4.99	3.49-5.00	424	4.37			
Yogurt	Yogurt	4-6 oz	0.49-0.70	507	.51	0.49	210	.49	0.50-0.60	350	.52
Yogurt	Yogurt	32 oz							2.69	289	2.69

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
Cheese	Natural Varieties	8 oz block	2.00-2.79	22	2.40			
Cheese	Natural Varieties	8 oz shred	1.99-2.79	43	2.20	2.49	27	2.49
Ice cream		48-64oz	2.99-4.99	43	3.63	3.99-4.00	51	3.99
Milk	All fat tests	gallon	2.99	11	2.99			
Yogurt	Greek	4-6 oz	0.79-1.00	32	.86	0.99	27	.99
Yogurt	Greek	32 oz	5.00	21	5.00	5.00	27	5.00

**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

Wtd Avg - Simple weighted average



Butter		1 #			283	5.86		
Cheese	Natural Varieties	8 oz block					161	3.99
Cottage cheese		16 oz					161	3.99
Cream cheese		8 oz	214	2.50			301	2.64
Ice cream		48-64oz					105	5.99
Milk	All fat tests	half gallon	269	3.81	804	4.12	2902	3.82
Milk	All fat tests	gallon	838	6.28	180	6.99	671	6.35
Sour cream		16 oz	214	2.50	214	2.50	664	2.61
Yogurt	Greek	32 oz			137	4.99		
Yogurt	Yogurt	4-6 oz					96	.89
Yogurt	Yogurt	32 oz			214	3.00	363	3.66

### REGIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cream cheese		8 oz				2.50	214	2.50			
Milk	All fat tests	half gallon	4.99	118	4.99						
Milk	All fat tests	gallon	6.99	396	6.99	4.99-6.99	275	5.43			
Sour cream		16 oz				2.50	214	2.50			

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon	2.89	151	2.89						
Milk	All fat tests	gallon				5.99	167	5.99			

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

### 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

Wtd Avg - Simple weighted average



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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