

**DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (8/28)**

**BUTTER:** Grade AA closed at \$1.4475. The weekly average for Grade AA is \$1.4900 (-0.0300).

**CHEESE:** Barrels closed at \$1.4300 and 40# blocks at \$1.8275. The weekly average for barrels is \$1.4145 (+0.0485) and blocks, \$1.8250 (+0.0985).

**NONFAT DRY MILK:** Grade A closed at \$1.0200. The weekly average for Grade A is \$1.0125 (+0.0120).

**DRY WHEY:** Extra grade dry whey closed at \$0.3400. The weekly average for dry whey is \$0.3320 (-0.0070).

**CHEESE HIGHLIGHTS:** Both Midwestern and Western cheesemakers report growing barrel supplies, on lighter demand. Food service demand, in general, is somewhat soft nationwide with the onset of virtual/at-home learning in many school districts throughout the country. Milk supplies remain robust for cheese production. Spot milk prices ranged from \$5 under to \$1 over Class III. Milk availability is expected to remain ample coming into next week's holiday production schedules. Cheese market tones are buoying from last week. After a precipitous decline early in the month, both block and barrel prices showed some resilience this week.

**BUTTER HIGHLIGHTS:** In the East, butter production is reported as moderate to light as cream pulls from ice cream makers remain strong, limiting butterfat availability for churning. In the Central and Western regions, butter output is described as active as cream supplies are somewhat more available compared to the past weeks. Nationwide, food service butter accounts remain unenergetic, as speculation continues regarding the impact the COVID-19 pandemic will have on near-term butter markets. Across the country, this week, bulk prices are ranging from flat market to 6.0 cents above the market.

**FLUID MILK:** Notably, school district bottling orders are up on the week. That being said, contacts say compared to previous years, orders are resolutely lighter. Milk production varies by location. Midwestern and Mid-Atlantic production are mostly steady, but some Southern and Western states' high temperatures are hindering yields. New Mexico's

milk output, interestingly, was reportedly higher despite the late summer heat. Cheesemakers report plentiful milk yields, from \$5 under to \$1 over Class III in the Midwest. Cream demand is steady to strong, depending on the area. Contacts expect cream availability to open up further next week, ahead of the holiday weekend. F.O.B. cream multiples are **1.33-1.43** in the East, **1.25-1.42** in the Midwest, and **1.05-1.25** in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk (NDM) prices firmed in all regions this week, on lighter production schedules/lower condensed skim availability. Buttermilk powder prices rose on the bottom of the Central/East range, while remained steady in the West. As fall's baking season approaches, and inventories are reportedly tighter, particularly for recently produced loads, dry buttermilk market tones are steady to firm. Dry whole milk prices were steady this week. Dry whole milk production is based mostly on contractual and/or immediate needs of end users, as dryer time is particularly focused on NDM/SMP production. Dry whey production is active and inventories are growing. Prices slid in the Central region, narrowed in the West, and decreased slightly on the top of the range in the Northeast. Whey protein concentrate 34% (WPC 34%) prices slipped. Demand for interchangeable WPC 34% is lackluster. Lactose prices increased by half a cent on the top end of the range, despite questionable market tones. Acid casein and rennet casein prices held steady, although contacts expect milk supplies to be plentiful for upcoming production schedules.

**INTERNATIONAL DAIRY MARKET NEWS: EUROPE OVERVIEW: WESTERN:** Mid-August high heat in Germany and France has led to lower resulting milk production. Early reporting observations concluded that production was not only lower than the previous week, but lower than a year ago.

-CONTINUED ON PAGE 1A-

**TABLE OF CONTENTS**

Product Highlights/CME/DMN at a Glance	1	Dry Whey/WPC 34%/Lactose/Casein	6	Retail Prices for Conventional and Organic Milk	11
Weekly CME Cash Trading/Butter Markets	2	U.S. Dairy Cow Slaughter/Class Milk Prices/NDPSR/Futures	7	Graph Pages	G1
Cheese Markets	3	International Dairy Market News	8	National Retail Report - Dairy	
Fluid Milk and Cream	4	July Cold Storage	9	Dairy Market News Contacts	
Nonfat Dry Milk/Dry Buttermilk/Dry Whole Milk	5	July Milk Market and Utilization	10		

**DAIRY MARKET NEWS PRICE SUMMARY FOR AUGUST 24 - 28, 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	0.9500 1.0300	0.9900 1.0100	Central/East	0.9500 1.0300		Central/West	0.4000 0.6400	0.4450 0.5800
Change	0.0200 0.0100	0.0200 N.C.	West	0.8500 1.0300	0.9200 0.9800	Change	N.C. 0.0050	N.C. N.C.
Central High Heat	1.0700 1.1300		Change	N.C. N.C.	N.C. N.C.	WPC 34%		
Change	N.C. N.C.		West	0.2700 0.3700	0.2750 0.3150	Central/West	0.7000 1.0325	0.7200 0.9800
West Low/Med. Heat	0.9200 1.0550	0.9500 1.0300	Change	N.C. -0.0100	N.C. -0.0050	Change	N.C. -0.0050	-0.0050 -0.0075
Change	N.C. 0.0150	N.C. 0.0100	West	0.2825 0.3850	0.3200 0.3600	<b>CASEIN</b>		
West High Heat	1.0500 1.2000		Change	0.0150 -0.0050	N.C. N.C.	Rennet	3.4625 3.5550	
Change	N.C. 0.0450		West	0.3200 0.3750		Change	N.C. N.C.	
<b>DRY WHOLE MILK</b>			Change	N.C. -0.0025		Acid	3.8000 3.9000	
National	1.5700 1.7700		Northeast			Change	N.C. N.C.	
Change	N.C. N.C.		Change			<b>ANIMAL FEED WHEY</b>		
						Central	0.2400 0.2700	
						Change	N.C. 0.0100	

**DAIRY MARKET NEWS PRICE SUMMARY FOR AUGUST 17 - 28, 2020**  
**PRICES (\$/MT) & CHANGES FROM PREVIOUS PUBLISHED PRICES**

Commodity	Range	Commodity	Range	Commodity	Range
<b>SMP</b>		<b>WHOLE MILK POWDER</b>		<b>BUTTER</b>	
W. Europe	2375 2675	W. Europe	3175 3375	W. Europe	3950 4125
Change	25 50	Change	-25 N.C.	Change	25 -125
Oceania	2625 3150	Oceania	2925 3050	Oceania	3300 3500
Change	25 300	Change	-100 -50	Change	-150 N.C.
S. America	2550 2700	S. America	2850 3150	<b>BUTTEROIL</b>	
Change	N.C. N.C.	Change	-50 -100	W. Europe	4925 5100
<b>WHEY</b>				Change	125 150
W. Europe	775 1025			<b>CHEDDAR CHEESE</b>	
Change	N.C. -25			Oceania	3375 3700
				Change	-25 50

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

**EASTERN:** Milk production in Poland during June 2020 was 4.6 percent higher than June 2019, according to Eurostat. January – June 2020 milk production was reported as 2.8 percent higher than January – June 2019 according to CLAL data provided to USDA. **OCEANIA OVERVIEW: AUSTRALIA:** Australia has benefited from recent rain over a wide swath of dairy regions. This builds on a mild winter. The result is decent stocks of feed and good growth of new season feed and hay. Dairy producers have benefited by lower need to move feed some distance to remain stocked. Hay prices have gone down, which will also contribute to profitability for dairy producers. **NEW ZEALAND:** A number of New Zealand dairy traders and analysts are less wowed by the percentage increases than some other observers. The New Zealanders note that last year was, in their opinion, unusually low production. That they say, results in illusionary percentage increases in a historical context. **SOUTH AMERICA OVERVIEW:** Throughout the Southern Cone of South America, Argentina, Uruguay and Chile, farm milk production continues to increase mainly due to improved weather conditions and good quality pastures. Milk production is expected to continue rising as the spring season flush approaches. According to some contacts, raw milk supplies are enough to meet dairy processors' needs. In Brazil, the dry climate persists, which has hampered the growth and quality of pastures. Although milk production is slowly growing, milk intake volumes are well behind previous year levels. Industry stakeholders expect better weather conditions during the upcoming spring season, as La Niña may bring some rains to major dairy basins.

**NATIONAL RETAIL REPORT (DMN):** This week, the total number of conventional ads declined 1 percent and organic ads declined 23 percent. Conventional ice cream in 48-64 oz containers continued as the most advertised dairy item. The weighted average price for conventional 48 to 64-ounce ice cream packages was \$2.81, down 21 cents from the week before. Ads for conventional 1-pound butter increased 77 percent, with a weighted average advertised price of \$3.31, compared to \$3.36 last week.

**JULY COLD STORAGE (NASS):** On July 31, U.S. cold storage holdings of butter totaled 372.8 million pounds, up 3 percent from the previous month, and up 13 percent from July 2019. Total American natural cheese holdings totaled 785.3 million pounds, down 1 percent from the previous month, but up 2 percent from July 2019. Total natural cheese stocks were 1.392 billion pounds, down 2 percent from last month, but up 2 percent from July 2019.

**JULY MILK MARKET AND UTILIZATION HIGHLIGHTS (FMMO):** During July, 10.1 billion pounds of milk were received from Federally pooled producers. This volume of milk is 25.4 percent lower than the July 2019 volume. Regulated handlers pooled 3.5 billion pounds of producer milk as Class I products, up 1.3 percent when compared to the previous year. Class I utilization decreased from last year in 5 Federal Milk Order Marketing areas and increased in 6 Federal Milk Order Marketing areas. The all-market average Class utilization percentages were: Class I = 35%, Class II = 17%, Class III = 14%, and Class IV = 34%. The weighted average statistical uniform price was \$17.28 per cwt, \$2.54 higher than last month and \$0.92 lower than last year.

**RETAIL PRICES FOR CONVENTIONAL AND ORGANIC MILK, AUGUST 2020 (FMMO):** A survey of retail prices conducted by the Federal Milk Market Order administrators found conventional whole milk prices for August 2020 average \$3.55 per gallon. August organic whole milk prices average \$4.13 per half gallon. In August, conventional reduced fat (2%) milk gallons average \$3.50 and organic reduced fat (2%) milk half gallons average \$4.12.

**NOTICE: REVISED MAILBOX MILK PRICES HIGHLIGHTS:** This report provides revised 2018, 2019, and 2020 YTD Mailbox Milk Prices for selected reporting areas in Federal milk orders, including California. The report can be found at this url: <https://www.ams.usda.gov/sites/default/files/media/2019MailboxPrices.pdf>

COMMODITY	MONDAY AUG 24	TUESDAY AUG 25	WEDNESDAY AUG 26	THURSDAY AUG 27	FRIDAY AUG 28	WEEKLY CHANGE	WEEKLY AVERAGE
<b>CHEESE</b>							
BARRELS	\$1.3600 (+0.0300)	\$1.4050 (+0.0450)	\$1.4375 (+0.0325)	\$1.4400 (+0.0025)	\$1.4300 (-0.0100)	:: (+0.1000)	:: \$1.4145 (+0.0485)
40 POUND BLOCKS	\$1.7300 (+0.0800)	\$1.8300 (+0.1000)	\$1.8725 (+0.0425)	\$1.8650 (-0.0075)	\$1.8275 (-0.0375)	:: (+0.1775)	:: \$1.8250 (+0.0985)
<b>NONFAT DRY MILK</b>							
GRADE A	\$0.9950 (-0.0025)	\$1.0125 (+0.0175)	\$1.0200 (+0.0075)	\$1.0150 (-0.0050)	\$1.0200 (+0.0050)	:: (+0.0225)	:: \$1.0125 (+0.0120)
<b>BUTTER</b>							
GRADE AA	\$1.5150 (N.C.)	\$1.5200 (+0.0050)	\$1.5000 (-0.0200)	\$1.4675 (-0.0325)	\$1.4475 (-0.0200)	:: (-0.0675)	:: \$1.4900 (-0.0300)
<b>DRY WHEY</b>							
EXTRA GRADE	\$0.3300 (-0.0050)	\$0.3250 (-0.0050)	\$0.3300 (+0.0050)	\$0.3350 (+0.0050)	\$0.3400 (+0.0050)	:: (+0.0050)	:: \$0.3320 (-0.0070)

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

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

East butter production is on the moderate to light side. Seasonally suppressed milk supplies, in some areas of the region, and heavy cream demand from high fat dairy manufacturing (ice cream) limits the butter output. Bulk butter coolers are amply stocked. Hence, butter manufacturers are not overly concerned about their ability to meet forthcoming fall demand as Cold Storage holdings show year-over-year and previous month increases. Print orders for August are steadily improving. On Friday, substantial bidding led to the swapping of 20 loads to end CME cash trading. This could be an indicator that buyers are now prepared to acquire additional stock, as they look ahead to fall butter demand. Food service butter accounts remain unenergetic, as speculation continues regarding the impact the COVID-19 pandemic will have on near-term butter markets. The price for bulk butter ranges 2-6 cents over the CME, 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: +0.0200 - +0.0600

Secondary Sourced Information:

#### CME TRADING

CME Group's Tuesday spot butter trading ended the day at \$1.5200, unchanged from a week ago.

#### CENTRAL

The topic of the week for butter market participants has been the NASS Cold Storage report for July, which displayed modest gains month over month, but yearly upticks in inventories were notable. Bulk butter is, and has been, reported as available. Prices slid on the top end of the bulk butter range this week. Cream availability slightly increased, as some butter producers reported finding spots in the mid 1.20s. They also expect availability to loosen up next week ahead of Labor Day weekend. Current print production is busy. There are some concerns, even with plentiful bulk supplies, that print production will lag behind fall retail demand. Undoubtedly, food service demand remains in question.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter

Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0500

#### WEST

In the West, the butter market is stable. Prices are unchanged from a week ago even though inventories have picked up a bit. Not a lot of changes happened on the demands side. Retail sales are still strong, but not as much as in the past month. Food service sales remain lower than usual for this time of the year. According to industry participants, recent unrest in areas of Portland and Seattle have affected a few high-end restaurants. Some are modifying opening times and schedules, while others have decided to temporarily close. The fires in California are also affecting consumers' eating habits and their trips to restaurants. Butter production is active as cream is a bit more available compared to the past weeks. The average range for bulk butter is unchanged this week.

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 - +0.0600

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for 496,040 pounds (225 metric tons) of anhydrous milkfat. So far this year, the program has assisted member cooperatives who have contracts to sell 6.934 million pounds of butter (82% milkfat) and 3.635 million pounds of anhydrous milkfat in export markets. When combined with other dairy products, the program has assisted members with sales of 766 million pounds of milk on a milkfat basis.

#### COLD STORAGE – BUTTER SUMMARY

Released August 24, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

	7/31/19		7/31/20		7/31/19		7/31/20	
	Stocks in all Warehouses (1,000 pounds)		as a percent of					
	7/31/19	6/30/20	7/31/20	7/31/19	6/30/20	7/31/19	6/30/20	
Butter Stocks	329,595	362,452	372,817	113	103			

**CHEESE MARKETS**

**NORTHEAST**

Cheese spot market prices on the CME Group are currently higher than last week, although there is uncertainty where spot prices will be by the end of the week. Cheese sales from the foodservice sector are softer, with restaurants working through various consumer demands and capacity limitations. Educational institutions have reopened on the East coast in school buildings and at home. Market participants are wondering how online learning will affect cheese demand for the year. Cheese sales from retailers are fairly stable. Northeastern cheese makers are receiving steady/strong milk volumes for unchanged production schedules. Manufacturers' inventory levels are mixed, with supplies growing in some storage facilities. The market exemplifies a soft tone.

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

Cheddar 40 pound Block	2.1750-2.4625
Muenster	2.1625-2.5125
Process American 5 pound Sliced	1.4675-1.9475
Swiss 10-14 pound Cuts	2.7950-3.1175

**MIDWEST**

Midwestern cheese demand varies, from slower to steady to busier. Some producers say they are very busy with orders, as markets have buoyed since the large drops earlier in the month. Buyers are active, as \$2 cheese block prices are now a potentiality. However, some other producers say their orders are slowing down and inventories are not burdensome, but growing. Barrel producers echo that sentiment. They suggest inventories are slightly above current/slower demand. Milk availability is also mixed. Last week's price range, between \$5 under to \$1.50 over Class, could remain intact this week. Location dictates the supplies. Some plants are down for scheduled maintenance, and cheese makers expect milk to be plentiful ahead of the holiday weekend next week. As was mentioned, cheese market tones are far from the \$3 mark, but have begun to show some more life this week. The relatively large block/barrel price spread on the CME, \$.4250 as of Tuesday, is a looming concern. Midwestern wholesale prices are unchanged for Swiss cuts, down \$.1125 for process, but up \$.0600 for all other types.

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

Blue 5 pounds	2.3575-3.4275
Brick 5 pounds	2.0900-2.5150
Cheddar 40 pound Block	1.8125-2.2125
Monterey Jack 10 pounds	2.0650-2.2700
Mozzarella 5-6 pounds	1.8900-2.8350
Muenster 5 pounds	2.0900-2.5150
Process American 5 pound Loaf	1.4525-1.8125
Swiss 6-9 pound Cuts	2.3100-2.4275

**WEST**

Western cheese manufacturers report the barrel cheese supply is loose, but block supplies are tighter, resulting in the wide block-barrel spread in cash markets. In either case, end users do not seem to have as much trouble finding cheese as they had a few months ago. Buyers are taking contracted shipments as planned and cheese is moving well. However, industry contacts suggest the market tone is uneasy. Processors say it has become difficult to define true demand. Retail orders are above those of previous years but are cooling. Food service sales are still slow, with fast food establishments doing better than seated service. Exports have improved as U.S. prices converge with international cheese prices. Industry contacts are eager to see how the next round of government purchases will develop. And it is

not clear how much cheese American school lunch programs may need with many schools starting virtually this fall. Milk supplies are ample, and discounted milk is available. Most western cheese plants are already running at or near capacity but would take on more of the discounted milk if they had space.

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

Cheddar 10 pound Cuts	2.0500-2.2500
Cheddar 40 pound Block	1.8025-2.2925
Monterey Jack 10 pounds	2.0375-2.3125
Process American 5 pound Loaf	1.4700-1.7250
Swiss 6-9 pound Cuts	2.6025-3.0325

**FOREIGN TYPE**

In Germany, there have been good domestic and export demands for semi-hard cheese. The majority of food retailers are taking consistent loads of cheese. Buyers' intakes are at normal levels for the season. Cheese sales to the food service industry are exceeding expectations. Although offers are generally sufficient, stocks are at low levels. This is partly due to high export volumes in the past few months. Semi-hard cheese outputs are declining due to limited milk availability. The cheese market undertone is very stable. In the U.S., domestic prices for blue, gorgonzola, parmesan, and Romano have decreased by \$.0600, whereas 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	2.2350-3.7225*
Gorgonzola	3.6900-5.7400	2.7425-3.4600*
Parmesan	-0-	3.6225-5.7125*
Romano	-0-	3.4250-5.5800*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggianito (Argentina)	3.2900-4.7800	-0-
Jarlsberg	2.9500-6.4500	-0-
Swiss	-0-	2.8325-3.1550
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	
08/24/2020	78153		79286	
08/01/2020	80680		78958	
CHANGE	-2527		328	
% CHANGE	-3		0	

Secondary Sourced Information:

**EXPORT ASSISTANCE**

This week, a cooperative export assistance program accepted requests for export assistance on contracts to sell 1.118 million pounds (507 metric tons) of cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 23.858 million pounds of American-type cheeses in export markets. When combined with butter, cream cheese and whole milk powder, the program has assisted members with sales of 766 million pounds of milk on a milk-fat basis.

CONTINUED ON PAGE 3A

## CHEESE MARKETS

## CONTINUED FROM PAGE 3

## Cold Storage – Cheese Summary

Released August 24, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

	Stocks in all Warehouses (1,000 pounds)			7/31/20 as a percent of	
	7/31/19	6/30/20	7/31/20	7/31/19	6/30/20
Natural Cheese					
Total natural cheese	1,360,510	1,415,905	1,392,641	102	98
American, total	773,183	793,026	785,267	102	99
New England	69,688	71,929	71,601	103	100
Middle Atlantic	74,628	71,577	69,979	94	98
East North Central	343,355	323,876	317,837	93	98
West North Central	119,968	137,126	132,979	111	97
South Atlantic	275	127	109	40	86
East South Central	9,794	9,660	10,838	111	112
West South Central	3,976	6,243	6,750	170	108
Mountain	47,060	51,258	50,317	107	98
Pacific	104,439	121,230	124,857	120	103
Swiss, total	27,179	24,005	20,534	76	86
Other, total	560,148	598,874	586,840	105	98
New England	697	710	738	106	104
Middle Atlantic	14,799	20,949	18,665	126	89
East North Central	369,151	374,628	363,437	98	97
West North Central	45,208	51,944	50,559	112	97
South Atlantic	39,604	44,254	43,500	110	98
East South Central	28,405	33,970	36,008	127	106
West South Central	1,639	5,628	5,049	308	90
Mountain	2,575	4,393	3,817	148	87
Pacific	58,070	62,398	65,067	112	104

FLUID MILK AND CREAM

EAST

Educational institutions' demands for milk have increased in the **Northeast**. There is still uncertainty of how the school year will alter milk demands. Class II and III operations are receiving fairly stable milk volumes. Restaurant dairy product demands are softer at this time. There are reports retail sales are healthy. Market participants speculate whether retail orders will continue to be stable through the end of the year. Weather conditions continue to be pleasant for healthy corn and soybean growth in the **Mid-Atlantic**. Milk output is flat to higher. Milk loads are clearing to schools' pipelines. Milk intakes are in good balance with processing needs. **Southeast** weather conditions are hot/humid and are affecting cow comfort. The majority of milk loads are clearing to Class I. A few loads are clearing to Class II and III operations. Milk loads are traveling from other regions to the Southeast. **Florida** milk availability is tight. Most milk loads are clearing to bottlers. Class I sales are up as schools are ordering for their current pipelines. There is good equilibrium with consumer demands and milk supplies. Spot **cream** availability is tighter in areas of the East. Buyers' demands are outweighing current supplies. Market participants are purchasing cream priced around the top end of the range. Butter churns are busier in some operations. **Condensed skim** markets are stable. Ice cream customers are requesting additional loads ahead of their last push in strong production for the upcoming holiday.

Northeastern U.S., F.O.B. Condensed Skim  
 Price Range - Class II; \$/LB Solids: 0.85 - 1.00  
 Price Range - Class III; \$/LB Solids: 1.00 - 1.50

Northeastern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.3300 - 1.4300  
 Price Range - Class II; \$/LB Butterfat: 2.0216 - 2.1736

Secondary Sourced Information:

**MILK PRODUCTION:** According to NASS, milk production in the 24 major states during July 2020 totaled 17.8 billion pounds, up 1.5 percent from one year ago. Eastern states' monthly milk production and percent changes compared to a year ago are as follows:

July 2020 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Florida	181	- 5.7
Georgia	142	- 0.7
New York	1,308	+1.8
Pennsylvania	865	+4.0
Vermont	216	- 5.3
Virginia	123	+3.4

MIDWEST

Milk yield declines in the lower portion of the region continue to be reported. Texas contacts report triple-digit temperatures, still. Additionally, as Hurricane Laura is approaching, dairy farmers in the entire lower portion of the region, and country, are bracing for impact. Midwestern dairy farmers report varying milk output from farm to farm. Some say on the year, yields are notably lower, but month to month milk output is steady to higher. Milkfat components are reportedly higher, but proteins have declined. All said, with lighter Class I demand, production facilities are clearing plentiful milk supplies. Regarding bottling, demand has increased week to week and is expected to continue, albeit much slower than in the pre-COVID-19 era. Regional contacts who send milk into the Southeast

region report more loads are headed in that direction, but at a much lower percentage than in years past. Cheesemakers continue to report mostly discounted spot milk prices. With cheese markets showing some strength, buyers are trying to get ahead of potential \$2 cheese block markets, and cheese manufacturing is busy in the Midwest. **Cream** availability loosened up a bit this week. Butter makers found some more cream loads available in their financial reach. Next week, both cream and milk are expected to be widely available given the holiday weekend. Continued dryness in pockets of the Midwest, along with late season warmth, has farmers mentioning silage preparation in the near future. Farmers, who currently have a little extra silage, are supplementing fellow dairy farmers who were light. Next year's silage inventories are expected to be plentiful, as field conditions are mostly positive in the upper Midwest and the Dakotas.

Price Range - Class III Milk; \$/CWT; Spot Basis: -5.00 - +1.00

Midwestern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.2500 - 1.4200  
 Price Range - Class II; \$/LB Butterfat: 1.9760 - 2.1584  
 Multiples Range - Class II: 1.3000 - 1.4200

WEST

In **California**, recent heatwaves have affected cows' comfort and therefore impacted how much milk they produced. This week, milk outputs have decreased. There are available processing capacities at several plants. Milk supplies are enough to satisfy pressing needs. Class I demands are slightly down. **Arizona** milk yield is lower this week. The state continues to be under heat advisories, but there have only been a few rainy days despite the annual monsoon season being in full swing. As a result, cows have been better at handling the summer this year due to humidity being below normal for this time of the year. Milk balancing schedules are steady. There is no out-of-state milk coming for processing. Bottled milk sales are steady. In **New Mexico**, Class I and III orders are increasing, but Class II sales are declining. Milk production picked up a bit despite the triple digit temperatures in recent days. As manufacturers accommodate processing schedules to take care of maintenance projects, some loads of Class III milk were redirected to other balancing plants. Milk holdovers have decreased this week, as did balancing needs. **Pacific Northwest** milk production is still strong. Manufacturers are running at or near full capacity. Summer heat has not suppressed output much. Bottling demand is steady. Many schools are opting to start virtually or in a hybrid model, subduing the normal seasonal increase in school milk. Cream is readily available. Milk production in the mountain states of **Idaho, Utah, and Colorado** is strong and steady. Milk volumes have yet to ease back much from the cyclical apex of milk output reached in July. Industry contacts say some Idaho manufacturers are struggling to keep up with the milk supply. Spot milk loads in Idaho are available at \$5 under Class IV. In addition, unexpected plant issues have caused distressed loads to pop up at lower prices. In the West, more **condensed skim** is going to ice **cream** production. Most of the loads are moving through contracts. Spot demands have decreased. Western cream demands are stable to somewhat dropping. Cream sales to ice cream makers remain strong, but not as much as in previous weeks. Butter processors are churning more cream. There have been some interests in contracting cream for the fourth quarter of the year. Cream supplies and demands are balanced. Cream multiples are unchanged on the range, but there are situational loads selling outside the range.

Western U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.0500 - 1.2500

**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:** Low/medium heat nonfat dry milk (NDM) prices firmed on the range and the mostly series this week. Producers report being a little more aggressive regarding offers. Production remains quite active. That said, condensed skim availability has lightened notably in the past few weeks. There is plenty of milk in the region, but demand has perked up enough to put some upward pressure on the NDM spot market. High heat NDM prices remained steady on quiet spot trading activity. There are, however, expectations of some demand surges for high heat NDM as the baking season quickly approaches. In general, NDM markets are somewhat bullish near term.

**EAST:** The East market price for nonfat dry milk (NDM) adjusted higher through the range, while steady to higher in the mostly price series. Processors note sudden strong interest from traders/brokers. With the renewed interest in demand from Mexico, some market participants see imminent steadying of the market, with NDM prices adjusting upward. Meanwhile, hot seasonal temperatures continue to curb the region's overall nonfat dry milk output rate, due to lower milk intake volumes. Long-term commitments contribute to virtually sold-out inventories for some NDM manufacturers and decreases in available NDM spot loads. Sources added that those market dynamics have resulted in NDM end-users shopping the region for suppliers who can meet their short-term to mid-term NDM needs. High heat nonfat dry milk prices are steady. Stocks are light in f.o.b. spot markets as most dryer schedules satisfy contractual commitments.

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: .9500 - 1.0300  
Mostly Range - Low & Medium Heat; \$/LB: .9900 - 1.0100

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: 1.0700 - 1.1300

Secondary Sourced Information:

**CME GROUP DAILY TRADING**

At the CME Group, on Wednesday, Grade A NDM ended the day at \$1.0200, compared to the previous week's \$1.0150 close.

**NONFAT DRY MILK—WEST**

The low/medium heat nonfat dry milk market has strengthened this week. In some areas, inventories are in good balance, while in other areas, they have tightened up. Market players report that low/medium heat nonfat dry milk outputs are lower due to some processors purposely drying less condensed skim, whereas others could not get enough due to limitations in milk volumes. Either way, the declines in production, coupled with growing requests, both domestically and internationally, have resulted in firmer prices. Bakers and the cheese manufacturers are taking consistent loads of NDM. This week, prices are higher at the top of the range and at the top of the mostly series. High heat nonfat dry milk prices are trending up at the top of the range. Outputs are limited and mainly used to fulfill contractual requirements. Spot demands are steady. The market tone is firmer this week.

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: .9200 - 1.0550  
Mostly Range - Low & Medium Heat; \$/LB: .9500 - 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: 1.0500 - 1.2000

Secondary Sourced Information:

Grade A nonfat dry milk price at the CME Group on Wednesday closed at \$1.0200, up from last week's average price of \$1.0005.

**DRY BUTTERMILK - CENTRAL AND EAST**

**CENTRAL:** Dry buttermilk prices rose on the bottom of the range and remained steady at the top. Dry buttermilk powder demand is increasing, and trading activity was somewhat busier week to week. Buttermilk powder producers say with cream availability being down one week, then up the next, the amount of buttermilk solids for drying has been inconsistent. Some say they are drying partial loads more often than not. Going into the fall baking season, demand could soon outweigh supply. That said, some producers say they have available stores but those loads were produced earlier in the year and freshly dried buttermilk is more sought after at the \$1 and above price point. In general, buttermilk powder market tones are steadily bullish.

**EAST:** The price of dry buttermilk held steady at the top of the range, but shifted higher on the bottom. Spot market demand is fair at best. There is limited or no drying taking place in the regions' manufacturing plants; it follows that producers' stocks are tight. Also, the limited supply of surplus milk in some areas of the region impacts dry buttermilk output. Most production runs are geared to meeting contracts. The undertone of the dry buttermilk market is firm.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: .9500 - 1.0300

**DRY BUTTERMILK - WEST**

In the West, dry buttermilk demands are steady to strong. Inventories are limited for brand specific dry buttermilk, whereas for other types of buttermilk, supplies are balanced. Processors are prioritizing the needs of contractual buyers. Spot orders are unchanged from a week ago. Dry buttermilk production continues to be put on the back burner as condensed skim is the product of choice when it comes to drying. Dry buttermilk f.o.b. prices are unchanged on the range and on the mostly series. The market tone is sustaining its stability.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: 8500 - 1.0300  
Mostly Range - ; \$/LB: .9200 - .9800

**DRY WHOLE MILK**

Free on board spot prices for national dry whole milk are unchanged from the previous week. In general, the national dry whole milk market status remains described as unsettled. Trading activity is moderated, in line with the previous week. Manufacturers' offers are adequate to cover buyers' immediate needs. The production of dry whole milk is not being maximized, mostly because drying schedules are set to prioritize NDM/SMP production. However, inventories are enough to meet most contractual and spot needs.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk  
Price Range - 26% Butterfat; \$/LB: .5700 - 1.7700

**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 Central region slid at the top of the range and top of the mostly. Most Central region contacts describe the current state of the entire whey complex as sideways to bearish. Cheese production has continued apace with plentiful and discounted milk supplies. Now, with strengthening cheese market tones and steady demand, cheese production is not expected to slow near term. Additionally, lighter milk supplies are going into bottling for schools, therefore more milk is being moved into other production outlets. All said, cheese and whey contacts do not expect lighter production and/or inventories in the near term. Animal feed whey prices stepped higher on the top of the range, on somewhat quiet trading.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey  
 Price Range - Animal Feed; \$/LB: .2400 - .2700

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: .2700 - .3700  
 Mostly Range - Non-Hygroscopic; \$/LB: .2750 - .3150

**DRY WHEY- NORTHEAST**

Eastern dry whey prices are steady on the bottom, but lowered on the upper portion of the range. Spot buyers are able to get the whey powder they need. However, sources note they are in fairly good shape for now. Most whey exchanges are contractual, filling current orders. Overall, production is generally unchanged. Tight milk supplies in areas of the region and active cheese production give the dry whey market an unsettled undertone.

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 - .3750

**DRY WHEY-WEST**

The price range for Western whey narrowed, but the mostly price series stayed the same. Dry whey continues to move well through contracts and there is some interest in spot markets. Industry contacts suggest the market is in good balance right now and there is not much impetus to push market prices one way or another. Inventories are not problematic, and some manufacturers do not need to chase sales. At the same time, buyers are not having trouble finding the whey needed. Whey production is active and trending along the same line as cheese production.

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: .2825 - .3850  
 Mostly Range - Non-Hygroscopic; \$/LB: .3200 - .3600

**WHEY PROTEIN CONCENTRATE**

Whey protein concentrate 34% prices inched lower at the top of the price range and both ends of the mostly price series. Industry contacts say domestic demand is quiet, but there has been some interest from international buyers. However, the interest mostly takes the form of price checks and searches for lower priced deals. Sales are slow to develop. Stocks of WPC34% are available. The exception is infant formula and other specialty brands that are still trying to catch up on orders. WPC 34% production is steady. A few manufacturers are opting to produce WPC 34 in lieu of WPC 80 due to weakness in the higher whey protein concentrate markets.

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 - 1.0325  
 Mostly Range - 34% Protein; \$/LB: .7200 - .9800

**LACTOSE**

Lactose prices are mostly unchanged but moved slightly higher at the top of the price range. That said, industry contacts note a tinge of uncertainty in the market. Buyers, believing that lower prices are coming, are holding off on making purchases and are hesitant to lock in Q4 contracts. But some processors are pressing customers to finish contracts. They maintain that stocks are committed through the end of the quarter and securing upcoming contracts is the only way buyers can assure lactose coverage for the end of the year. Lactose demand has slowed as buyers and sellers wrestle with Q4 negotiations. Manufacturers have secured initial Q4 contracts at prices comparable to Q3 contract prices but are now facing resistance from buyers. End users say there are more offers available in the market. They are seeing more lactose from the EU enter the market as well. Lactose production is steady.

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: .4000 - .6400  
 Mostly Range - Non Pharmaceutical; \$/LB: .4450 - .5800

**CASEIN**

Prices are steady for acid casein and rennet casein. New Zealand casein manufacturers are gearing up for the new casein production season. Most plants are finalizing schedules for new season production beginning in September. Early indications are that the milk supply will support comfortable production schedules. Current casein spot market sales in Western Europe are very slow. Most production is contracted and most buyers are covered.

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: 3.4625-3.5550

**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
08/15/2020	53.5	1,955.6	61.6	2,045.9

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	19.78	18.44			
II	17.05	16.84	16.75	13.87	12.30	12.99	13.79					
III	17.05	17.00	16.25	13.07	12.14	21.04	24.54					
IV	16.65	16.20	14.87	11.40	10.67	12.90	13.76					

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
08/22/2020	1,4870 3,979,143	2,0396 12,113,561	1,8206 13,827,394	3,283 5,420,699	.9694 23,393,551

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	08/21	08/24	08/25	08/26	08/27
AUG 20	19.60	19.61	19.59	19.59	19.76
SEP 20	15.13	15.80	16.55	15.83	15.47
OCT 20	16.33	16.91	17.66	17.54	17.35

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

DATE	08/21	08/24	08/25	08/26	08/27
AUG 20	12.85	12.80	12.80	12.80	12.77
SEP 20	13.26	13.16	13.28	13.20	13.10
OCT 20	13.89	13.89	14.06	13.98	13.94

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

DATE	08/21	08/24	08/25	08/26	08/27
AUG 20	157.60	156.50	155.53	155.00	153.03
SEP 20	161.50	160.70	160.53	159.45	156.98
OCT 20	168.00	167.25	167.00	166.25	163.35

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

DATE	08/21	08/24	08/25	08/26	08/27
AUG 20	96.75	96.75	97.00	96.68	96.78
SEP 20	99.75	99.53	101.00	100.68	100.40
OCT 20	104.50	104.05	106.50	105.98	105.68

**WHEY (Electronic-Traded) (¢/lb)**

DATE	08/21	08/24	08/25	08/26	08/27
AUG 20	33.60	33.60	33.60	33.60	33.45
SEP 20	31.75	31.75	32.50	32.00	31.65
OCT 20	31.25	31.25	31.93	31.70	31.50

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

DATE	08/21	08/24	08/25	08/26	08/27
AUG 20	2.17	2.17	2.17	2.17	2.20
SEP 20	1.76	1.81	1.88	1.87	1.85
OCT 20	1.81	1.81	1.89	1.95	1.95

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

## INTERNATIONAL DAIRY MARKET NEWS - EUROPE

Information gathered August 17-28, 2020

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

## WESTERN OVERVIEW

Mid-August high heat in Germany and France has led to lower resulting milk production. Early reporting observations concluded that production was not only lower than the previous week, but lower than a year ago.

EU milk production during June 2020 was 1.5 percent higher than June 2019, according to Eurostat. January – June 2020 milk production was reported as 1.4 percent higher than January – June 2019.

Looking at some of the primary Western European milk producing countries January – June 2020 compared with January – June 2019, the percentage changes are Germany, +1.0 percent; France, +0.7 percent; Ireland, +3.5 percent; Netherlands, +2.4 percent; and Italy, +3.0 percent according to CLAL data provided to USDA.

EU cheese production during June 2020 was 4.3 percent higher than June 2019, according to Eurostat. EU cheese production January – June 2020 was 2.0 percent higher than January – June 2019, according to CLAL data provided to USDA.

In some of the primary Western European cheese producing countries January – June 2020 compared with January – June 2019, the percentage changes are Germany, +3.4 percent; France, -0.5 percent; Netherlands, +2.0 percent; Italy, -0.3 percent; and Ireland, +7.1 percent, according to CLAL data provided to USDA.

January – June 2020 cheese exports from the EU, 650,738 MT, were even with the same period in 2019 according to Eurostat data reported by the European Commission. Top importers, quantity imported, and percent change from the same period in 2019 when reported include United Kingdom, 203,776 MT, -21 percent (DMN percentage calculation); Japan, 63,812 MT, +12 percent; and United States, 52,344 MT, -12 percent.

## EASTER OVERVIEW

Milk production in Poland during June 2020 was 4.6 percent higher than June 2019, according to Eurostat. January – June 2020 milk production was reported as 2.8 percent higher than January – June 2019 according to CLAL data provided to USDA. Production of some dairy commodities in Poland January – June 2020 compared with January – June 2019, are cheese, +4.7 percent; butter, 10.7 percent; SMP, +3.6 percent; and WMP, -4.2 percent.

## BUTTER/BUTTEROIL

Western European butter prices are mixed. Butteroil process are higher. German butter sellers recorded the highest prices. Those prices were followed by prices in Netherlands, France, Italy and Belgium. While there is a shift in the multi country high/low butter price range, some individual plants have been selling at generally steady prices over the two-week report period.

Packaged butter demand is called normal for this time of summer. Expectations are that demand will increase in September while butter production will be lower. Many observers believe higher prices will result. In addition to expected higher demand for butter, higher

cream pricing is anticipated. Some butter manufacturers expect gradually rising butter prices into 2021. Those factors have motivated some current sales. Contracting is uneven because while higher pricing is generally expected, sellers and buyers diverge as to how much higher.

Western Europe, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 3,950 - 4,125

Western Europe, 99% Butterfat, Free on Board - Port Butteroil  
Price Range - \$/MT: 4,925 - 5,100

Secondary Sourced Information:

EU butter production during June 2020 was 3.8 percent higher than June 2019, according to Eurostat. January – June 2020 butter production was reported as 1.7 percent higher than January – June 2019 according to CLAL data provided to USDA.

Looking at some of the primary Western European butter producing countries January – June 2020 compared with January – June 2019, the percentage changes are Germany, +2.1 percent; France, +1.6 percent; Netherlands, -6.6 percent; Italy, +0.6 percent; and Ireland, +1.0 percent, according to CLAL data provided to USDA.

January – June 2020 butter exports from the EU, 141,438 MT, increased 37 percent YTD according to Eurostat data reported by the European Commission. Top importers, quantity imported, and percent change from the same period in 2019 when reported include United Kingdom, 24,648 MT, -19 percent (DMN percentage calculation); United States, 22,178 MT, +131 percent; and Saudi Arabia, 11,107 MT, +168 percent.

## SKIM MILK POWDER

Skim milk powder prices in Western Europe firmed. The highest prices are found in Belgium, followed by Germany, France, and Netherlands. The recent August hot spell which reduced milk production is attributed as being a significant factor leading to higher SMP pricing. With seasonal milk production declining, stronger pricing going into 2021 seems more likely than not. An additional factor is that many plants have a good order book, so they are in a better position to hold firmer pricing quotes for future business.

Prices for: Europe, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,375 - 2,675

Secondary Sourced Information:

EU SMP production during June 2020 was 1.2 percent higher than June 2019, according to Eurostat. January – June 2020 SMP production was reported as 0.9 percent higher than January – June 2019 according to CLAL data provided to USDA.

Looking at some of the primary Western European SMP producing countries January – June 2020 compared with January – June 2019, the percentage changes are Germany, +5.6 percent; France, -2.0 percent; Ireland +4.5 percent; and Netherlands, +12.4 percent, according to CLAL data provided to USDA.

CONTINUED ON PAGE 8A

**INTERNATIONAL DAIRY MARKET NEWS - EUROPE**

Information gathered August 17– 28, 2020

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

**CONTINUED FROM PAGE 8**

January – June 2020 SMP exports from the EU, 432,186 MT, decreased 15 percent YTD according to Eurostat data reported by the European Commission. Top importers, quantity imported, and percent change from the same period in 2019 include Algeria, 75,572 MT, +53 percent; China, 55,965 MT, -14 percent; and Egypt, 25,892 MT, -18 percent.

**DRY WHEY**

Whey prices in Western Europe declined slightly at the higher end of the price range. This resulted from some price changes in Germany. Netherlands whey prices very slightly increased in a few plants, but the countrywide low range price is even with two weeks ago. Whey is overall a steady market.

Prices for: Western Europe, All First Sales, Free on Board - Port, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/MT: 775 - 1,025

Secondary Sourced Information:

January – June 2020 whey exports from the EU, 385,000 MT, increased 14.6 percent YTD according to CLAL data made available to USDA. Top importers, quantity imported, and percent change from the same period in 2019 include China, 123,815 MT, +35 percent; South Korea, 33,469 MT, +15 percent; and Indonesia, 33,148 MT, -12 percent.

**WHOLE MILK POWDER**

Whole milk powder prices in Western Europe are mixed. Sales interest is lower, and some plants have reduced production schedules. A number of plant managers are content to cut back WMP schedules to use plant capacity for other more profitable dairy products. Current export interest has declined from earlier this year. WMP is expected to be a calm market in coming weeks.

Prices for: Europe, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder  
Price Range - 26% Butterfat; \$/MT: 3,175 - 3,375

Secondary Sourced Information:

EU WMP production during June 2020 was 7.5 percent lower than June 2019, according to Eurostat. January – June 2020 WMP production was reported as 6.7 percent higher than January – June 2019 according to CLAL data provided to USDA.

Looking at some of the primary Western European WMP producing countries January – June 2020 compared with January – June 2019, the percentage changes are Germany, +1.0 percent; France, +23.0 percent; and Netherlands, +12.4 percent, according to CLAL data provided to USDA.

January – June 2020 WMP exports from the EU, 169,340 MT, increased 11 percent YTD according to Eurostat data reported by the European Commission. Top importers, quantity imported, and percent change from the same period in 2019 include Oman, 24,962 MT, -2 percent; Algeria, 13,494 MT, +363 percent (DMN percentage calculation); and Nigeria, 13,406 MT, +131 percent.

## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered August 17 - 28, 2020

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

## OCEANIA DAIRY MARKET OVERVIEW

**AUSTRALIA:** Australia has benefitted from recent rain over a wide swath of dairy regions. This builds on a mild winter. The result is decent stocks of feed and good growth of new season feed and hay. Dairy producers have benefitted by lower need to move feed some distance to remain stocked. Hay prices have gone down, which will also contribute to profitability for dairy producers.

Tensions between Australia and China which developed after the spread of COVID-19, are said to have resulted in ending a pending deal for Chinese interests to acquire an Australian dairy processor. Necessary express approval of the sale by the Australian government was never given. The long pending approval process resulted in the parties agreeing to step away from a sale.

**NEW ZEALAND:** July 2020 New Zealand milk solids reported by DCANZ, 24.8 million kg, are up 5.3 percent from July 2019 milk solids, 23.5 million kg. July 2020 milk production, 286 million MT, is up 4.4 percent from July 2019, 274 million MT.

A number of New Zealand dairy traders and analysts are less wowed by the percentage increases than some other observers. The New Zealanders note that last year was, in their opinion, unusually low production. That they say, results in illusionary percentage increases in a historical context.

## BUTTER/BUTTEROIL

Butter prices in Oceania are mixed. That may be misleading though. The great preponderance of sales would have brought prices lower. However, the upper range price, while reflecting limited volumes, held. Oceania dairy analysts expect the high price to surrender quickly. Nevertheless, the full current range reflects prices that are in play.

Butter production is increasing seasonally. That trend is expected to continue. Pricing is very attractive to buyers also looking toward Western Europe. This gives Oceania manufacturers confidence to continue actively churning.

Oceania, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 3,300 - 3,500

Secondary Sourced Information:

Australian exports of butter July 2019 – June 2020, 8,229 MT, compared with July 2018 – June 2019, decreased 38.9 percent according to Dairy Australia.

At GDT event 266 on August 18, 2020, the butter all contracts price, \$3,370, decreased 2.0 percent. The September contract, \$3,365, decreased 2.5 percent.

## SKIM MILK POWDER

Skim milk powder prices in Oceania strengthened. The magnitude of the increase surprised many regional dairy personnel. SMP production is increasing and will continue to do so for a while. For that reason, the price strength, while welcome, defied expectations. Some

buyers expect the pricing will not be sustained in the near future. That has slowed buying, which itself may be a factor weighing on prices. Wariness has spread, which has slowed sales activity.

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,625 - 3,150

Secondary Sourced Information:

Australian exports of skim milk powder July 2019 – June 2020, 107,766 MT, compared with July 2018 – June 2019, decreased 28.7 percent according to Dairy Australia.

At GDT event 266 on August 18, 2020, the skim milk powder all contracts price, \$2,608, increased 1.1 percent. The September contract, \$3,156, increased 11.1 percent.

## CHEESE

Cheddar pricing in Oceania is nearly steady, but slight changes leave it mixed. The changes are slight enough so as to not indicate any near term realignment of underlying conditions. Some plants with strong customer preferences and a need for quick deliveries helped boost the upper range price. More expansive overall cheddar production helped to soften low range prices. Oceania cheese manufacturers are far enough into the season to be able to maintain heavy production.

Prices for: Oceania Cheese, Cheddar, 39% Maximum Moisture, Free on Board - Port,  
Price Range - \$/MT: 3,375 - 3,700

Secondary Sourced Information:

Australian exports of cheddar July 2019 – June 2020, 36,453 MT, compared with July 2018 – June 2019, decreased 24.5 percent according to Dairy Australia.

Australian exports of other cheese July 2019 – June 2020, 122,289 MT, compared with July 2018 – June 2019, decreased 24.5 percent according to Dairy Australia.

At GDT event 266 on August 18, 2020, the cheddar all contracts price, \$3,442, decreased 3.6 percent. The September contract, \$3,525, decreased 3.2 percent.

## WHOLE MILK POWDER

Whole milk powder prices in Oceania are weaker. Some New Zealand analysts believe large export buyers may be better stocked than had been believed. This is now thought to have led to less need to buy WMP. Not everyone agrees. Other analysts believe the seasonal demand will be very good but feel the pacing of purchases has only temporarily slowed. The uncertainty ahead is whether buying will pick up or not. This results in a cautionary tone hanging over Oceania WMP markets. Of course, there is still a long season ahead and year in and year out New Zealand is good at selling WMP.

CONTINUED ON PAGE 8C

## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered August 17 - 28, 2020

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

**CONTINUED FROM PAGE 8B**

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder

Price Range - 26% Butterfat; \$/MT: 2,925 - 3,050

Secondary Sourced Information:

Australian exports of whole milk powder July 2019 – June 2020, 46,582 MT, compared with July 2018 – June 2019, decreased 14.9 percent according to Dairy Australia.

At GDT event 266 on August 18, 2020, the whole milk powder all contracts price, \$2,936, decreased 2.2 percent. The September price, \$3,034, decreased 2.1 percent.

**Exchange rates for selected foreign currencies:  
August 24, 2020**

.0136 Argentina Peso	.0135 India Rupee
.7162 Australian Dollar	.0094 Japan yen
.1782 Brazil Real	.0455 Mexican Peso
.7566 Canadian Dollar	.6526 New Zealand Dollar
.0013 Chile Peso	.2682 Poland Zloty
1.1789 Euro	.0233 Uruguay Peso

Conversion example: To compare the value of 1 US Dollar to Mexican Pesos:  $(1/.0455) = 21.9780$  Mexican Pesos. Source: "Wall Street Journal"

**INTERNATIONAL DAIRY MARKET NEWS - SOUTH AMERICA**

Information gathered August 17 - 28, 2020

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

**SOUTH AMERICA OVERVIEW**

Throughout the Southern Cone of South America, Argentina, Uruguay and Chile, farm milk production continues to increase mainly due to improved weather conditions and good quality pastures. Milk production is expected to continue rising as the spring season flush approaches. According to some contacts, raw milk supplies are enough to meet dairy processors' needs. The regional dairy industry is getting used to the coronavirus threat and social distancing protocols are becoming the new operating norm in processing plants. Dairy processors are also adapting to changes in consumer consumption patterns, which means producing more fluid milk, particularly UHT milk. The production of cheese destined for pizzerias and restaurants is becoming more active as the food service sector continues to slowly reenter the economy.

In Brazil, the dry climate persists, which has hampered the growth and quality of pastures. Although milk production is slowly growing, milk intake volumes are well behind previous year levels. Industry stakeholders expect better weather conditions during the upcoming spring season, as La Niña may bring some rains to major dairy basins. So far, raw milk volumes are less than enough to meet most processing needs. Dairy manufacturers continue to prioritize the production of UHT milk over other dairy products as UHT milk has been a customer favorite dairy item during the COVID-19 juncture.

Prices for: South America, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder  
Price Range - 26% Butterfat; \$/MT: 2,850 - 3,150

## Secondary Sourced Information:

At the GDT Event 266 on August 18, whole milk powder (WMP) prices across all contract periods averaged \$2,936 per metric ton, down 2.2 percent from the last event.

**SKIM MILK POWDER**

In the past couple of weeks, no major changes had happened in the South American skim milk powder (SMP) market, reflected on steady free on board export prices. The SMP market is mostly stable, which is somewhat atypical for a niche market that is normally very volatile. The production of skim milk powder (SMP) has been more active prompted by higher condensed skim milk volumes. However, SMP inventories are reported to be in balance with most spot and contractual needs.

Prices for: South America, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,550 - 2,700

## Secondary Sourced Information:

At the GDT Event 266 on August 18, skim milk powder (SMP) prices across all contract periods averaged \$2,608 per metric ton, up 1.1 percent from the last event.

**WHOLE MILK POWDER**

Free on board (f.o.b.) export prices shifted down, in line with the downward trend at some auctions outside South America. As more milk has been balanced thru dryers, more whole milk powder has been produced across the continent. So far, WMP inventories are beyond regional and international buyers' needs. Some processors are capitalizing on the comparative values between local and international currencies by selling more WMP outside their countries, especially to Algeria.

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

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

All stocks in thousand pounds except where otherwise indicated

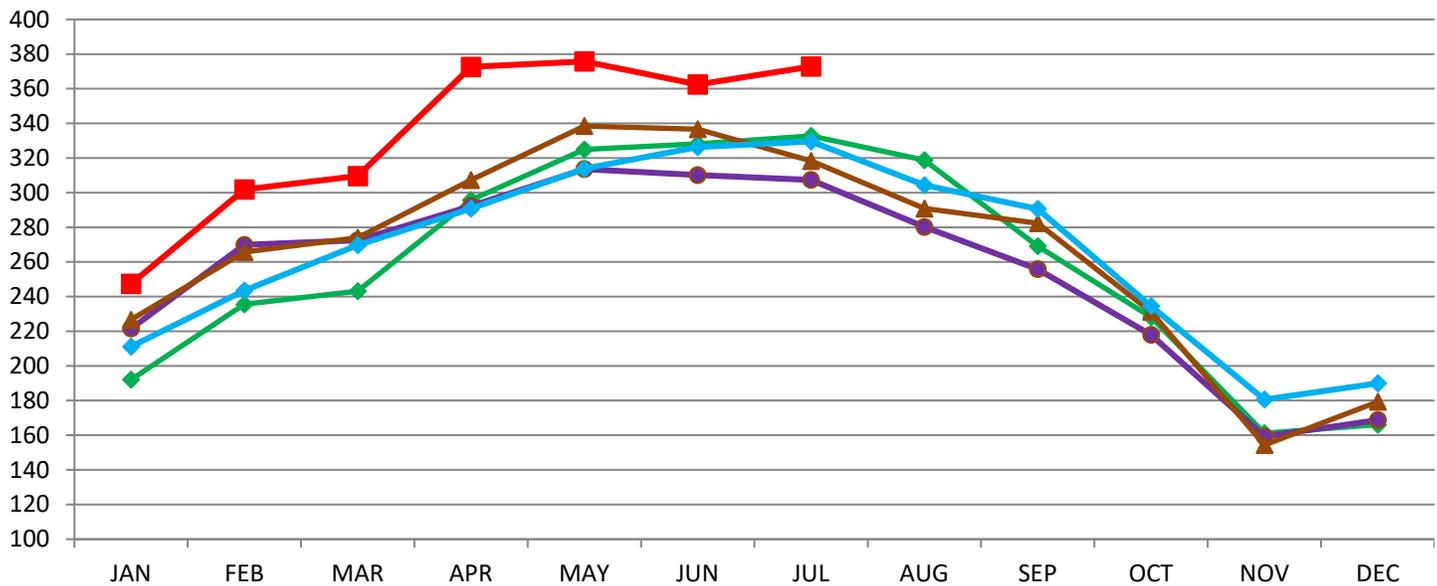
U.S. HOLDINGS OF DAIRY PRODUCTS						
COMMODITY	JUNE 30, 2018	JUNE 30, 2019	REVISED JUNE 30, 2020	JULY 31, 2018	JULY 31, 2019	JULY 31, 2020
Butter	336,625	326,297	362,452	318,325	329,595	372,817
Cheese, Natural American	800,379	784,362	793,026	823,342	773,183	785,267
Cheese, Swiss	31,312	27,417	24,005	32,189	27,179	20,534
Cheese, Other Natural	556,947	569,005	598,874	557,449	560,148	586,840
Total Cheese	1,388,638	1,380,784	1,415,905	1,412,980	1,360,510	1,392,641

JULY STORAGE HOLDINGS BY REGION									
REGION	Natural American Cheese			Butter *			Other Natural Cheese		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
New England	66,662	69,688	71,601				651	697	738
Middle Atlantic	68,320	74,628	69,979				19,003	14,799	18,665
East North Central	341,762	343,355	317,837				380,344	369,151	363,437
West North Central	144,755	119,968	132,979				47,940	45,208	50,559
South Atlantic	710	275	109				27,133	39,604	43,500
East South Central	15,491	9,794	10,838				17,239	28,405	36,008
West South Central	10,196	3,976	6,750				1,850	1,639	5,049
Mountain	60,944	47,060	50,317				4,130	2,575	3,817
Pacific	114,502	104,439	124,857				59,159	58,070	65,067
TOTAL	823,342	773,183	785,267	318,325	329,595	372,817	557,449	560,148	586,840

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

MILLION POUNDS

**Butter Cold Storage Holdings**



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

—●— 2016 —●— 2017 —▲— 2018 —◆— 2019 —■— 2020

## Market Summary and Utilization Report, July 2020

**Highlights.** During July, 10.1 billion pounds of milk were received from Federally pooled producers. This volume of milk is 25.4 percent lower than the July 2019 volume. Regulated handlers pooled 3.5 billion pounds of producer milk as Class I products, up 1.3 percent when compared to the previous year. Class I utilization decreased from last year in 5 Federal Milk Order Marketing areas and increased in 6 Federal Milk Order Marketing areas. The all-market average Class utilization percentages were: Class I = 35%, Class II = 17%, Class III = 14%, and Class IV = 34%. The weighted average statistical uniform price was \$17.28 per cwt, \$2.54 higher than last month and \$0.92 lower than last year.

Federal Milk Order Marketing Area <sup>1</sup>	Order Number	Receipts of Producer Milk		Utilization of Producer Milk in Class I	
		Total	Change from Prev. Year	Total	Change from Prev. Year
		(million lbs)	(percent)	(million lbs)	(percent)
Northeast (Boston)	001	2,345.4	4.7	659.0	-0.6
Appalachian (Charlotte)	005	376.1	-8.6	319.1	9.7
Florida (Tampa)	006	192.5	-3.1	160.2	-2.4
Southeast (Atlanta)	007	388.0	-3.4	269.2	-3.9
Upper Midwest (Chicago)	030	1,000.9	-65.5	211.9	-1.9
Central (Kansas City)	032	823.9	-38.3	373.9	6.1
Mideast (Cleveland)	033	1,212.2	-28.7	530.1	2.8
California (Los Angeles)	051	1,879.4	-6.3	408.0	-7.1
Pacific Northwest (Seattle)	124	700.9	-11.9	157.6	12.0
Southwest (Dallas)	126	871.3	-23.8	336.8	5.3
Arizona (Phoenix)	131	289.9	-25.8	102.1	1.8
All Market Total or Average <sup>2</sup>		10,080.5	-25.4	3,528.0	1.3

<sup>1</sup> Each name in parentheses is the major city in the principal pricing point of the market. <sup>2</sup> Totals may not add due to rounding. Averages are the weighted average percent change.

Federal Milk Order Marketing Area <sup>1</sup>	Order Number	Utilization of Producer Milk in All Classes <sup>2</sup>				Uniform Price <sup>3</sup>
		Class I	Class II	Class III	Class IV	
		(percent) <sup>2</sup>				(\$ per cwt)
Northeast (Boston)	001	28	25	28	19	19.08
Appalachian (Charlotte)	005	85	13	<sup>4</sup>	2	19.34
Florida (Tampa)	006	83	15	<sup>4</sup>	2	20.80
Southeast (Atlanta)	007	69	21	1	9	18.89
Upper Midwest (Chicago)	030	21	19	45	15	19.68
Central (Kansas City)	032	45	18	2	35	15.85
Mideast (Cleveland)	033	44	26	6	24	16.52
California (Los Angeles)	051	22	7	1	71	14.72
Pacific Northwest (Seattle)	124	22	7	26	45	17.11
Southwest (Dallas)	126	39	15	<sup>4</sup>	46	15.70
Arizona (Phoenix)	131	35	11	5	49	16.12
All Market Total or Average <sup>3</sup>		35	17	14	34	17.28

<sup>1</sup> Each name in parentheses is the major city in the principal pricing point of the market. <sup>2</sup> Totals may not add to 100 percent due to rounding. Averages are weighted averages. <sup>3</sup> Statistical uniform prices for component pricing orders (Class III price plus producer price differential). For other orders, uniform skim milk price times 0.965 plus uniform butterfat price times 3.5. <sup>4</sup> Less than 1 percent.

**August 2020 Highlights:** U.S. simple average prices are: \$3.55 per gallon for conventional whole milk, \$3.50 per gallon for conventional reduced fat 2% milk, \$4.13 per half gallon organic whole milk, and \$4.12 per half gallon organic reduced fat 2% milk.

## Retail Prices for Conventional Whole Milk, Average of Three Outlets, Selected Cities, by Months, 2020<sup>1, 2</sup>

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per gallon)</i>												
Atlanta, GA	3.76	3.69	3.72	3.74	3.32	3.32	3.32	3.32					3.52
Baltimore, MD	4.11	4.11	4.11	4.11	*3.64	3.64	3.49	3.49					3.84
Boston, MA	3.38	3.45	3.45	3.45	3.39	3.39	3.52	3.65					3.46
Chicago, IL	4.09	4.09	4.09	4.09	4.09	4.09	4.09	4.09					4.09
Cincinnati, OH	3.09	3.09	3.09	2.96	2.89	2.92	2.83	2.94					2.98
Cleveland, OH	2.82	3.02	2.82	3.02	2.86	2.72	3.02	3.02					2.91
Dallas, TX	2.97	2.95	2.89	2.79	2.85	2.75	2.84	3.07					2.89
Denver, CO	3.42	3.46	3.49	3.52	3.52	3.42	3.42	3.72					3.50
Detroit, MI	2.72	2.79	2.92	2.89	3.09	2.89	2.86	2.89					2.88
Hartford, CT	3.66	3.59	3.59	3.59	3.59	3.59	3.69	3.82					3.64
Houston, TX	3.37	3.39	3.39	3.39	3.12	3.19	3.07	3.37					3.29
Indianapolis, IN	2.78	2.73	2.86	2.78	2.79	2.68	2.67	2.67					2.75
Kansas City, MO	4.59	4.51	4.46	4.56	4.21	4.02	4.36	4.79					4.44
Louisville, KY	2.29	2.32	2.36	2.26	2.29	2.32	2.29	2.29					2.30
Miami, FL	3.96	4.02	4.02	4.02	3.90	3.66	3.78	3.70					3.88
Milwaukee, WI	3.76	3.72	3.69	3.72	3.69	3.66	3.66	3.66					3.69
Minneapolis, MN	4.19	4.19	4.19	4.12	4.12	4.06	4.12	4.12					4.14
New Orleans, LA	4.16	4.13	4.11	4.11	3.74	3.66	3.76	3.56					3.90
New York, NY	3.87	3.83	3.85	3.85	3.85	3.85	3.91	4.05					3.88
Oklahoma City, OK	3.69	3.35	3.55	3.62	3.62	3.45	3.62	3.89					3.60
Philadelphia, PA	3.86	4.18	4.18	4.18	3.98	4.29	4.44	4.99					4.26
Phoenix, AZ	2.79	2.79	2.79	2.56	2.56	2.81	2.61	2.79					2.71
Pittsburgh, PA	4.39	4.32	4.31	4.35	4.19	4.12	4.17	4.47					4.29
Portland, OR	3.42	3.42	3.49	3.42	3.46	3.46	3.42	3.46					3.44
Sacramento, CA	<sup>2</sup>	3.86	3.72	3.72	3.65	3.65	3.95	3.88					3.78
Seattle, WA	3.62	3.62	3.62	3.32	3.32	3.32	3.22	3.22					3.41
St. Louis, MO	3.75	3.75	3.75	3.75	3.75	3.75	3.75	3.75					3.75
Syracuse, NY	3.45	3.45	3.48	3.45	3.45	3.45	3.38	3.51					3.45
Washington, DC	3.89	3.82	3.82	3.82	*3.64	3.64	3.84	3.84					3.79
Wichita, KS	2.36	2.36	2.52	2.52	2.52	2.52	2.52	2.52					2.48
Simple Average	3.52	3.53	3.54	3.52	*3.44	3.41	3.45	3.55					3.50

\* Revised

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains and the largest convenience store chain are surveyed. The price represents the most common brand in nonreturnable containers.

<sup>2</sup> The California Order became effective November 1, 2018. Retail price data for Sacramento, CA, became available beginning in February 2020. <sup>3</sup> Simple average of monthly prices.

### Retail Prices for Conventional Reduced Fat (2%) Milk, Average of Three Outlets, Selected Cities, by Months, 2020 <sup>1, 2</sup>

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per gallon)</i>												
Atlanta, GA	3.76	3.66	3.69	3.74	3.32	3.32	3.32	3.32					3.52
Baltimore, MD	4.11	4.11	4.11	4.11	*3.64	3.64	3.49	3.49					3.84
Boston, MA	3.34	3.44	3.44	3.44	3.35	3.36	3.49	3.62					3.44
Chicago, IL	3.99	3.99	3.99	4.02	3.99	3.99	3.99	3.99					3.99
Cincinnati, OH	3.09	3.09	3.09	2.96	2.89	2.92	2.83	2.94					2.98
Cleveland, OH	2.82	3.02	2.82	3.02	2.86	2.72	3.02	3.02					2.91
Dallas, TX	2.97	2.95	2.89	2.79	2.85	2.72	2.80	3.03					2.88
Denver, CO	3.42	3.46	3.49	3.52	3.52	3.42	3.42	3.72					3.50
Detroit, MI	2.76	2.79	2.92	2.86	3.09	2.89	2.82	2.89					2.88
Hartford, CT	3.60	3.54	3.54	3.52	3.52	3.52	3.62	3.76					3.58
Houston, TX	3.37	3.39	3.39	3.39	3.12	3.19	3.12	3.38					3.29
Indianapolis, IN	2.78	2.73	2.86	2.78	2.79	2.68	2.67	2.67					2.75
Kansas City, MO	4.36	4.19	4.29	4.36	4.04	3.88	4.14	4.54					4.23
Louisville, KY	2.29	2.32	2.36	2.26	2.29	2.32	2.29	2.29					2.30
Miami, FL	3.96	4.02	4.02	4.02	3.90	3.66	3.78	3.70					3.88
Milwaukee, WI	3.66	3.62	3.59	3.62	3.59	3.52	3.56	3.56					3.59
Minneapolis, MN	4.19	4.19	4.19	4.12	4.12	4.06	4.12	4.12					4.14
New Orleans, LA	4.16	4.13	4.11	4.11	3.74	3.66	3.76	3.56					3.90
New York, NY	3.85	3.79	3.83	3.83	3.83	3.83	3.90	4.04					3.86
Oklahoma City, OK	3.52	3.25	3.29	3.35	3.35	3.22	3.45	3.69					3.39
Philadelphia, PA	3.61	3.97	3.98	3.98	3.86	4.18	4.34	4.79					4.09
Phoenix, AZ	2.79	2.79	2.79	2.56	2.56	2.81	2.61	2.79					2.71
Pittsburgh, PA	4.18	4.11	4.11	4.15	3.98	3.94	4.01	4.29					4.10
Portland, OR	3.42	3.42	3.49	3.42	3.46	3.46	3.42	3.46					3.44
Sacramento, CA	<sup>2</sup>	3.65	3.59	3.58	3.58	3.58	3.88	3.81					3.67
Seattle, WA	3.62	3.62	3.62	3.32	3.32	3.32	3.22	3.22					3.41
St. Louis, MO	3.72	3.72	3.72	3.72	3.72	3.72	3.69	3.72					3.72
Syracuse, NY	3.25	3.21	3.21	3.18	3.18	3.18	3.11	3.28					3.20
Washington, DC	3.89	3.82	3.82	3.82	*3.64	3.64	3.84	3.84					3.79
Wichita, KS	2.36	2.36	2.52	2.52	2.52	2.52	2.52	2.52					2.48
Simple Average	3.48	3.48	3.49	3.47	*3.39	3.36	3.41	3.50					3.45

\* Revised

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains and the largest convenience store chain are surveyed. The price represents the most common brand in nonreturnable containers.

<sup>2</sup> The California Order became effective November 1, 2018. Retail price data for Sacramento, CA, became available beginning in February 2020. <sup>3</sup> Simple average of monthly prices.

**Retail Prices for Organic Whole Milk,  
Average of Two Outlets, Selected Cities, by Months, 2020<sup>1, 2</sup>**

City and State <sup>2</sup>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	3.59	3.03	3.27	3.27	3.27	3.27	3.27	3.27					3.28
Baltimore, MD	4.11	4.11	4.11	4.11	4.69	4.69	5.19	5.19					4.53
Boston, MA	3.67	3.74	3.74	3.74	3.74	3.74	3.74	3.74					3.73
Chicago, IL	4.49	4.49	4.49	4.49	4.64	4.64	4.49	4.49					4.53
Cincinnati, OH	3.29	3.29	3.29	4.14	3.49	3.29	3.29	3.29					3.42
Cleveland, OH	3.79	3.79	3.79	3.79	3.79	3.54	3.54	3.54					3.70
Dallas, TX	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21					3.21
Denver, CO	3.39	3.39	3.39	3.39	3.39	3.29	3.39	3.39					3.38
Detroit, MI	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29					3.29
Hartford, CT	3.68	3.88	3.88	3.88	3.88	3.88	3.88	3.98					3.87
Houston, TX	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14					3.14
Indianapolis, IN	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15					3.15
Kansas City, MO	4.13	4.13	4.13	4.13	4.43	4.43	4.68	5.03					4.39
Louisville, KY	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15					3.15
Miami, FL	4.05	4.05	4.05	4.05	4.05	4.05	4.05	4.05					4.05
Milwaukee, WI	4.89	4.89	4.89	4.89	4.89	4.89	4.89	4.84					4.88
Minneapolis, MN	4.29	4.29	4.14	4.14	4.44	4.29	4.29	4.44					4.29
New Orleans, LA	4.99	4.29	4.29	4.29	4.29	4.29	4.99	4.99					4.55
New York, NY	3.74	3.71	3.71	3.71	3.71	3.71	3.71	3.64					3.71
Oklahoma City, OK	4.73	5.03	5.23	5.23	5.23	5.23	5.23	5.23					5.14
Philadelphia, PA	4.69	4.69	4.69	4.69	3.99	4.44	5.14	4.89					4.65
Phoenix, AZ	3.89	3.89	3.89	4.04	3.89	3.89	3.89	3.89					3.91
Pittsburgh, PA	5.59	5.84	5.84	5.59	5.59	5.84	5.84	5.84					5.75
Portland, OR	4.39	4.34	4.34	4.34	4.34	4.34	4.34	4.49					4.37
Sacramento, CA	<sup>2</sup>	4.29	3.99	3.99	3.99	3.99	3.99	3.99					4.03
Seattle, WA	3.84	3.84	3.84	3.39	3.39	3.39	3.39	3.39					3.56
St. Louis, MO	5.19	5.19	5.19	5.19	5.19	5.49	5.34	5.34					5.27
Syracuse, NY	4.24	4.24	4.24	4.24	4.24	4.24	3.74	4.54					4.22
Washington, DC	4.05	4.09	4.09	4.09	4.69	4.69	5.19	5.19					4.51
Wichita, KS	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15					3.15
Simple Average	3.99	3.99	3.99	4.00	4.01	4.02	4.09	4.13					4.03

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains are surveyed. The price represents the most common brand in nonreturnable containers.

<sup>2</sup> The California Order became effective November 1, 2018. Retail price data for Sacramento, CA, became available beginning in February 2020.

<sup>3</sup> Simple average of monthly prices.

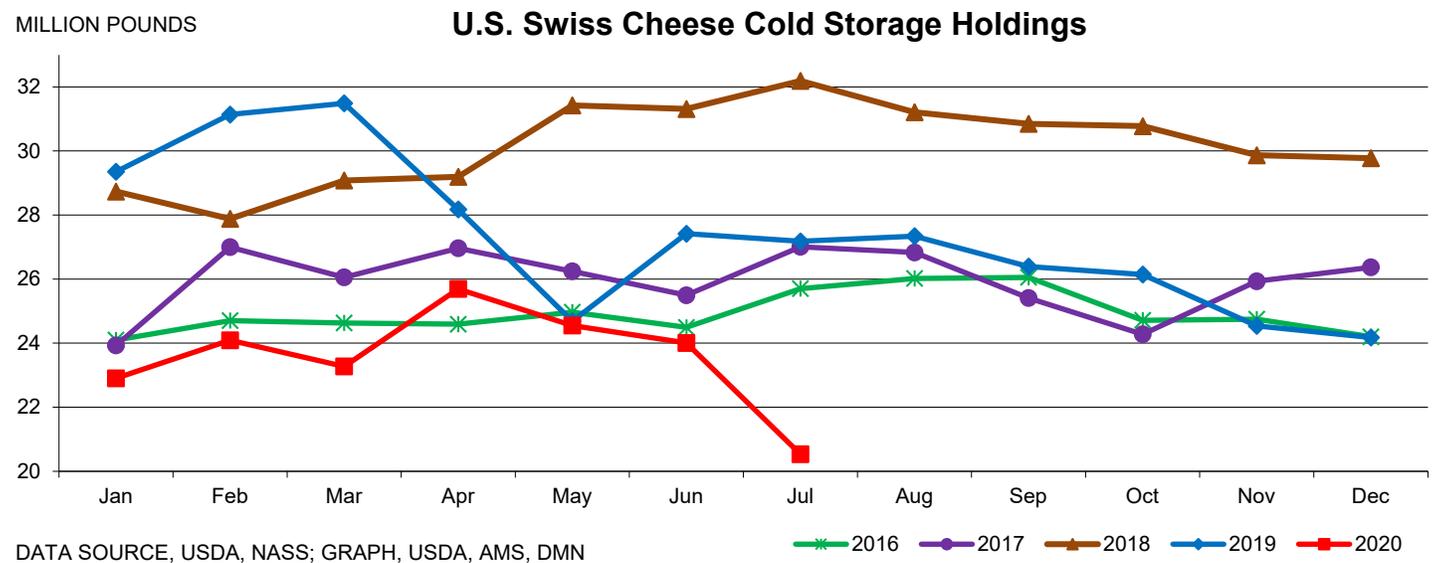
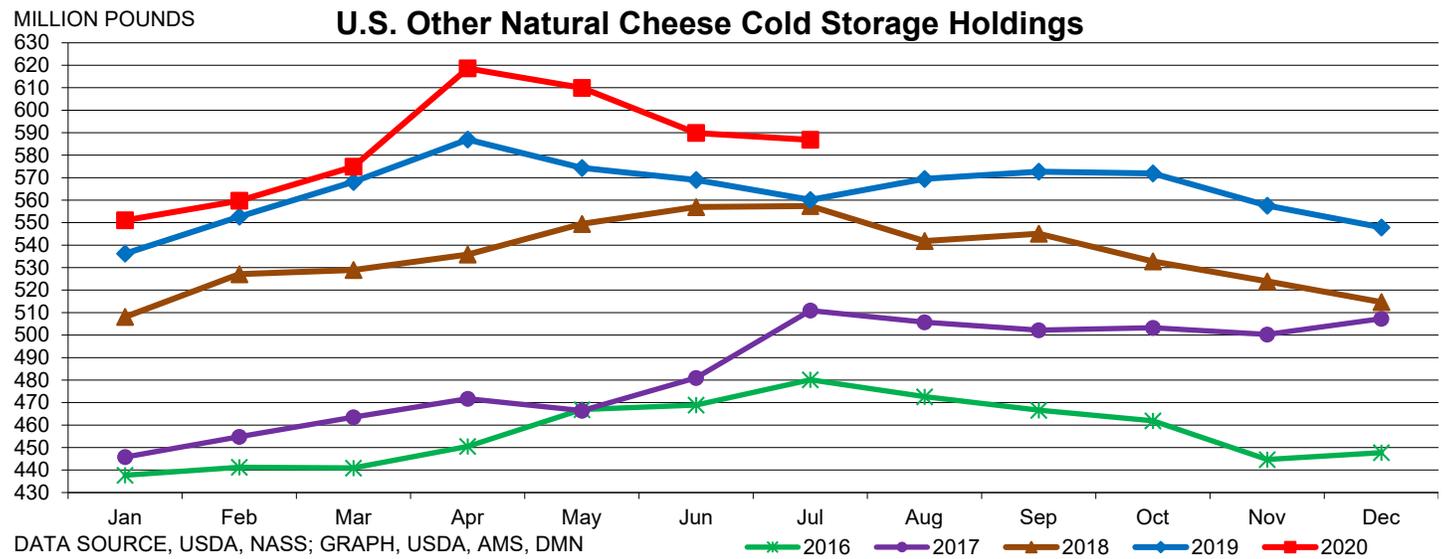
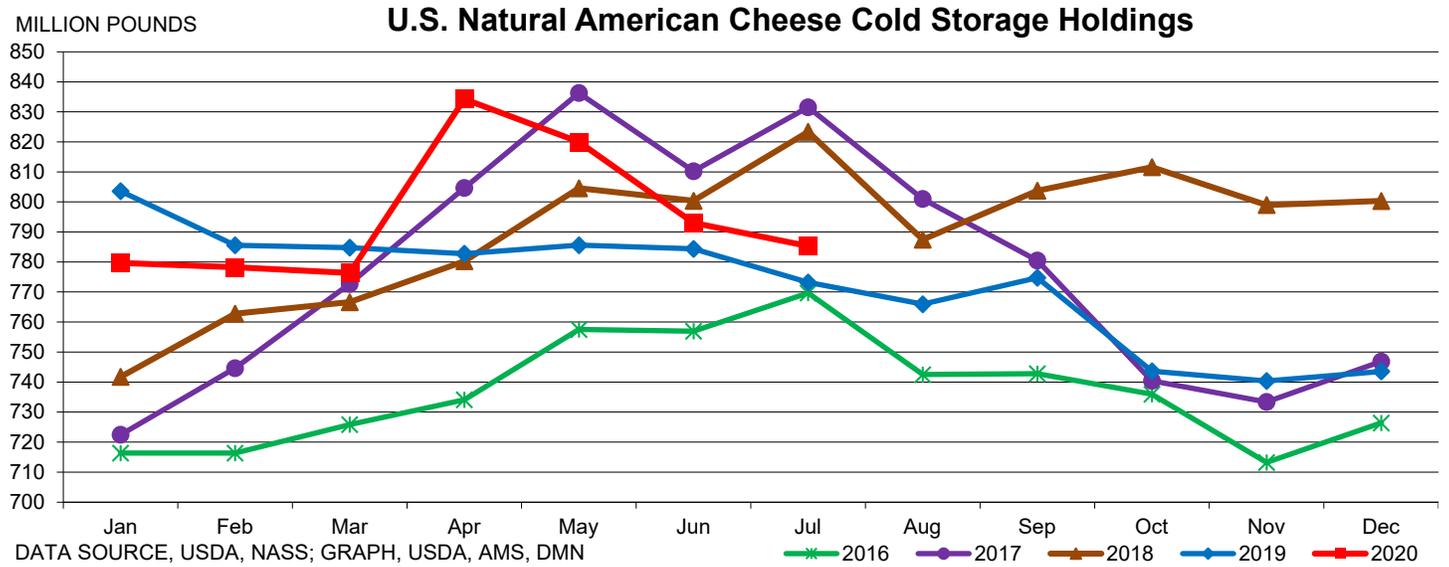
**Retail Prices for Organic Reduced Fat (2%) Milk,  
Average of Two Outlets, Selected Cities, by Months, 2020<sup>1, 2</sup>**

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	3.59	3.03	3.27	3.27	3.27	3.27	3.27	3.27					3.28
Baltimore, MD	4.11	4.11	4.11	4.11	4.69	4.69	5.19	5.19					4.53
Boston, MA	3.67	3.71	3.71	3.71	3.71	3.71	3.71	3.71					3.71
Chicago, IL	4.49	4.49	4.49	4.49	4.64	4.64	4.49	4.49					4.53
Cincinnati, OH	3.29	3.29	3.29	4.14	3.49	3.29	3.29	3.29					3.42
Cleveland, OH	3.79	3.79	3.79	3.79	3.79	3.54	3.54	3.54					3.70
Dallas, TX	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21					3.21
Denver, CO	3.39	3.39	3.39	3.39	3.39	3.29	3.39	3.39					3.38
Detroit, MI	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29					3.29
Hartford, CT	3.68	3.88	3.88	3.88	3.88	3.88	3.88	3.98					3.87
Houston, TX	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14					3.14
Indianapolis, IN	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15					3.15
Kansas City, MO	4.13	4.13	4.13	4.13	4.43	4.43	4.68	5.03					4.39
Louisville, KY	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15					3.15
Miami, FL	4.05	4.05	4.05	4.05	4.05	4.05	4.05	4.05					4.05
Milwaukee, WI	4.89	4.89	4.89	4.89	4.89	4.89	4.89	4.84					4.88
Minneapolis, MN	4.29	4.29	4.14	4.14	4.44	4.29	4.29	4.44					4.29
New Orleans, LA	4.99	4.29	4.29	4.29	4.29	4.29	4.99	4.99					4.55
New York, NY	3.74	3.71	3.71	3.71	3.71	3.71	3.71	3.64					3.71
Oklahoma City, OK	4.73	5.03	5.23	5.23	5.23	5.23	5.23	5.23					5.14
Philadelphia, PA	4.69	4.69	4.69	4.69	3.99	4.44	5.14	4.89					4.65
Phoenix, AZ	3.89	3.89	3.89	4.04	3.89	3.89	3.89	3.89					3.91
Pittsburgh, PA	5.59	5.84	5.84	5.59	5.59	5.84	5.84	5.84					5.75
Portland, OR	4.39	4.34	4.34	4.34	4.34	4.34	4.34	4.49					4.37
Sacramento, CA	<sup>2</sup>	4.29	3.99	3.99	3.99	3.99	3.99	3.99					4.03
Seattle, WA	3.84	3.84	3.84	3.39	3.39	3.39	3.39	3.39					3.56
St. Louis, MO	5.19	5.19	5.19	5.19	5.19	5.49	5.34	5.34					5.27
Syracuse, NY	4.24	4.24	4.24	4.24	4.24	4.24	3.74	4.54					4.22
Washington, DC	4.05	4.09	4.09	4.09	4.69	4.69	5.19	5.19					4.51
Wichita, KS	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15					3.15
Simple Average	3.99	3.99	3.99	4.00	4.01	4.02	4.09	4.12					4.03

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains are surveyed. The price represents the most common brand in nonreturnable containers.

<sup>2</sup> The California Order became effective November 1, 2018. Retail price data for Sacramento, CA, became available beginning in February 2020.

<sup>3</sup> Simple average of monthly 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>

Volume 87- Number 35

Issued Weekly

Friday, August 28, 2020

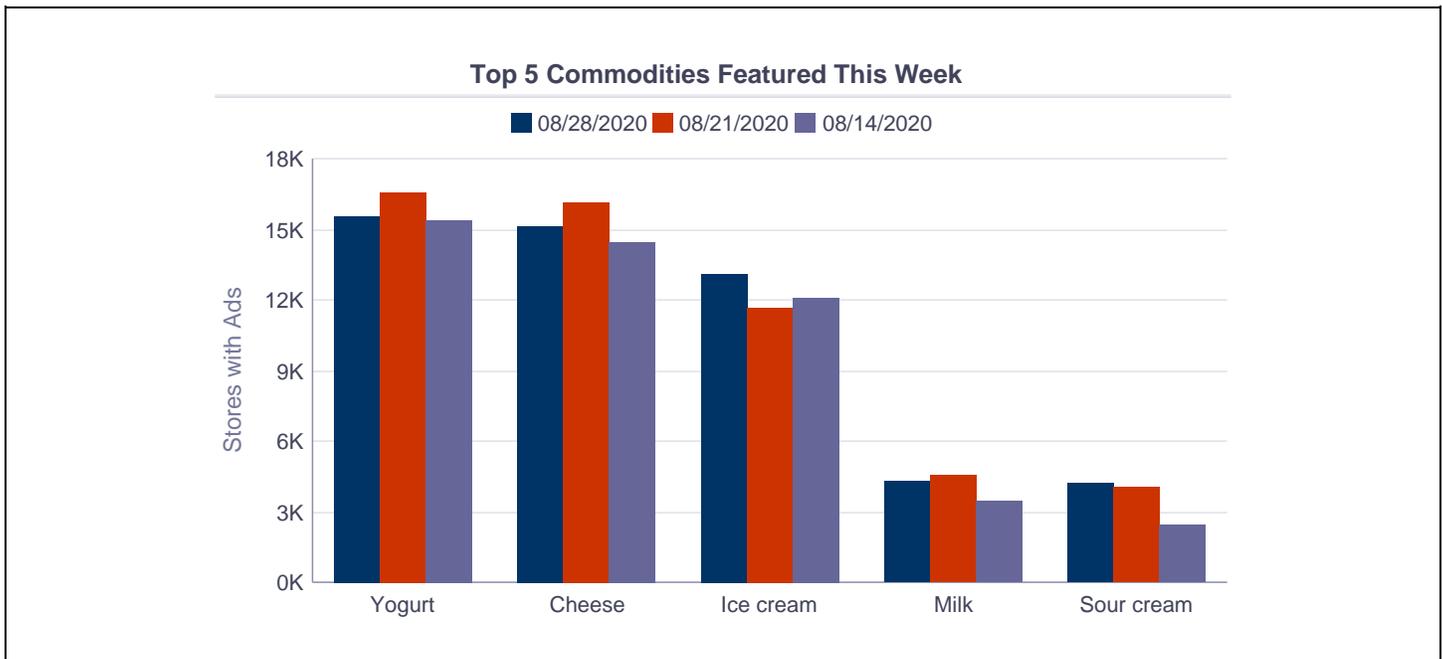
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 08/28/2020 to 09/03/2020

This week, the total number of conventional ads declined 1 percent and organic ads declined 23 percent. Conventional ice cream in 48-64 oz containers continued as the most advertised dairy item. The weighted average price for conventional 48 to 64-ounce ice cream packages was \$2.81, down 21 cents from the week before. Ads for conventional 1-pound butter increased 77 percent, with a weighted average advertised price of \$3.31, compared to \$3.36 last week.

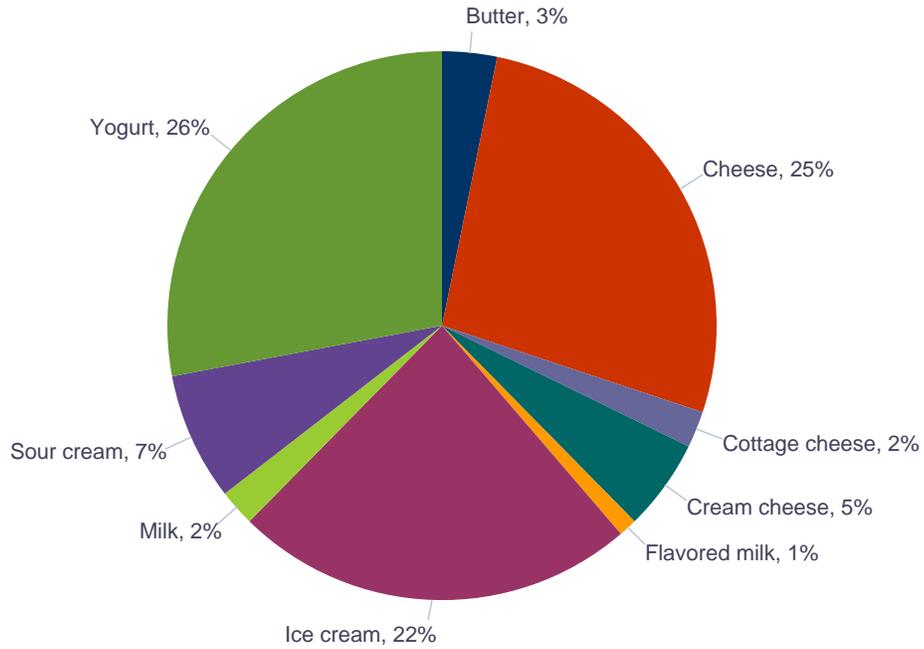
The total number of conventional cheese ads dropped 6 percent from the previous survey period. There were no organic cheese ads this period. The weighted average price for 8-ounce conventional cheese shreds was \$2.52, up 10 cents from last week. The weighted average price for 8-ounce conventional cheese blocks was \$2.42, down 10 cents from last week.

The total number of conventional yogurt ads decreased by 3 percent and the total number of organic yogurt ads decreased by 59 percent. Conventional Greek yogurt in 4 to 6 ounce containers was the second most advertised dairy item. The average price for conventional yogurt in 32 oz containers is \$2.18 compared to \$4.96 for organic, an organic premium of \$2.78.

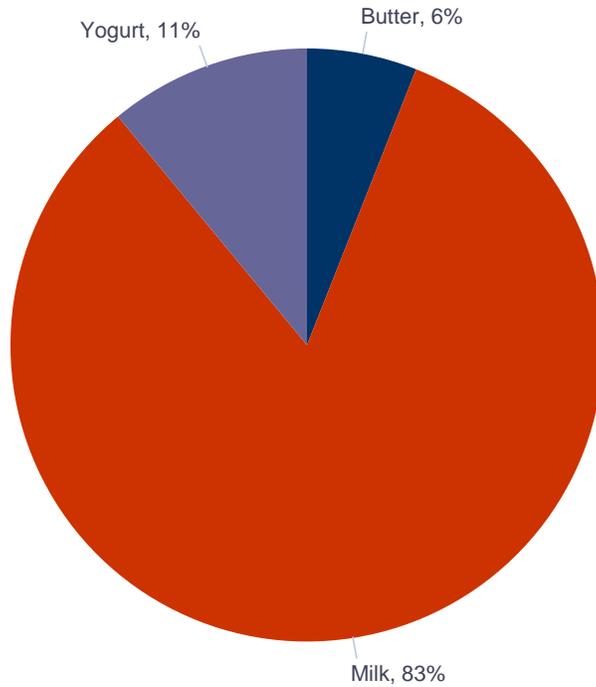
The national weighted average advertised price for conventional milk in half gallons is \$1.07, compared to \$4.98 for organic milk half gallons. This results in an organic premium of \$3.03. Last week the spread was \$2.08. The total number of milk ads increased 37 percent for conventional, but declined 17 percent for organic. Milk in half gallon containers was the most advertised organic dairy item.



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 #	2039	3.31	1154	3.36	4301	3.32
Cheese	Natural Varieties	8 oz block	4145	2.42	4917	2.52	8165	2.23
Cheese	Natural Varieties	1 # block	411	5.42	1340	3.83	925	3.94
Cheese	Natural Varieties	2 # block	1665	6.98	649	6.68	313	4.99
Cheese	Natural Varieties	8 oz shred	7633	2.52	7943	2.42	8172	2.37
Cheese	Natural Varieties	1 # shred	1220	3.81	1177	3.49	2136	3.91
Cottage cheese		16 oz	1259	2.09	1784	2.28	3855	1.89
Cream cheese		8 oz	3044	1.92	3750	2.22	6420	1.90
Flavored milk	All fat tests	half gallon	214	2.50	648	1.86	444	2.18
Flavored milk	All fat tests	gallon	285	3.25	119	2.49	107	2.99
Ice cream		48-64oz	13086	2.81	11633	3.02	11521	2.89
Milk	All fat tests	half gallon	452	1.07	911	1.81	301	2.03
Milk	All fat tests	gallon	794	2.40			1216	3.21
Sour cream		16 oz	4197	1.98	4048	1.81	7423	1.82
Yogurt	Greek	4-6 oz	7328	.96	8857	.97	5007	.98
Yogurt	Greek	32 oz	1355	4.13	2350	4.70	3612	4.57
Yogurt	Yogurt	4-6 oz	5329	.47	3029	.49	1488	.52
Yogurt	Yogurt	32 oz	856	2.18	1394	2.06	461	2.18

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.69-3.79	853	3.28				2.50	213	2.50
Cheese	Natural Varieties	8 oz block	1.88-3.99	1297	2.59	1.50-2.50	1303	2.43	1.49-2.29	799	1.94
Cheese	Natural Varieties	1 # block	5.99	161	5.99						
Cheese	Natural Varieties	2 # block							6.99	458	6.99
Cheese	Natural Varieties	8 oz shred	1.88-3.49	2553	2.46	1.50-3.00	2384	2.70	1.88-2.29	680	2.02
Cheese	Natural Varieties	1 # shred	3.79-3.99	218	3.89	3.79	1002	3.79			
Cottage cheese		16 oz	1.69-2.99	462	2.22	1.50	214	1.50	1.49	69	1.49
Cream cheese		8 oz	1.49-2.99	1057	1.76	1.50-3.00	599	2.28	1.49-2.00	770	1.88
Flavored milk	All fat tests	half gallon				2.50	214	2.50			
Flavored milk	All fat tests	gallon							3.99	106	3.99
Ice cream		48-64oz	1.97-3.99	3491	2.92	1.79-4.99	3074	2.57	1.79-3.33	2047	2.41
Milk	All fat tests	half gallon							0.88-1.19	331	1.03
Milk	All fat tests	gallon							0.99-3.00	440	1.92
Sour cream		16 oz	1.48-3.00	1854	2.02	1.67-2.00	660	1.93	1.79-1.89	329	1.85
Yogurt	Greek	4-6 oz	0.79-1.25	2197	.99	0.88-1.00	917	.98	0.88-1.25	2200	1.00
Yogurt	Greek	32 oz	2.99-4.99	444	4.31	3.00-5.00	409	4.05			

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	0.40-0.60	1018	.47	0.25-1.33	1465	.50	0.38-0.50	1349	.45
Yogurt	Yogurt	32 oz	2.50	100	2.50				2.50	116	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 #				2.99-3.99	366	3.45	2.49-3.99	568	3.53
Cheese	Natural Varieties	8 oz block	2.00	156	2.00	2.50-3.00	497	2.75	2.99	66	2.99
Cheese	Natural Varieties	1 # block	3.98	72	3.98	5.49	178	5.49			
Cheese	Natural Varieties	2 # block	6.99	333	6.99	6.99-7.49	784	7.06	5.99	69	5.99
Cheese	Natural Varieties	8 oz shred	2.00-2.78	408	2.43	1.99-3.00	1118	2.51	2.50-2.69	463	2.62
Cottage cheese		16 oz	1.99-2.29	199	2.17	2.29-2.50	315	2.38			
Cream cheese		8 oz	2.00-2.29	199	2.11	1.50-2.00	298	1.70	2.00	121	2.00
Flavored milk	All fat tests	gallon	3.99	74	3.99				1.99	105	1.99
Ice cream		48-64oz	1.79-4.44	1812	3.16	1.97-3.99	1748	2.98	1.97-3.50	844	2.96
Milk	All fat tests	half gallon							1.19	121	1.19
Milk	All fat tests	gallon	3.59	133	3.59	3.19	116	3.19	1.99	105	1.99
Sour cream		16 oz	1.50-2.69	520	2.10	1.99-2.00	445	1.99	1.67	289	1.67
Yogurt	Greek	4-6 oz	0.88-1.00	494	.98	0.59-1.00	1043	.87	0.59-0.88	394	.80
Yogurt	Greek	32 oz	4.48	99	4.48	4.99	114	4.99	3.50	289	3.50
Yogurt	Yogurt	4-6 oz	0.25-0.50	803	.41	0.49-0.70	625	.53	0.50	69	.50
Yogurt	Yogurt	32 oz				1.99	62	1.99	1.67-2.50	578	2.09

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 #	2.99-3.79	39	3.56			
Cheese	Natural Varieties	8 oz block				3.50	27	3.50
Cheese	Natural Varieties	2 # block	6.99	21	6.99			
Cheese	Natural Varieties	8 oz shred				3.50	27	3.50
Ice cream		48-64oz	2.78-5.49	43	3.78	3.48	27	3.48
Sour cream		16 oz	1.99-2.29	49	2.16	2.29-2.50	51	2.39
Yogurt	Greek	4-6 oz	0.59-1.00	32	.73	0.79-1.25	51	1.01

**NATIONAL -- ORGANIC DAIRY PRODUCTS**

Commodity	Type	Pack Size	THIS PERIOD	LAST WEEK	LAST YEAR
-----------	------	-----------	-------------	-----------	-----------

Wtd Avg - Simple weighted average



			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	216	4.96			156	6.32
Cheese	Natural Varieties	8 oz shred			121	3.49		
Cream cheese		8 oz					214	2.50
Milk	All fat tests	half gallon	3024	4.10	3228	3.89	2675	4.12
Milk	All fat tests	gallon			214	4.99	208	7.40
Milk	All fat tests	8 oz UHT			214	1.00	105	1.00
Yogurt	Greek	4-6 oz	118	1.25				
Yogurt	Greek	32 oz	270	4.98	242	4.01	59	3.99
Yogurt	Yogurt	4-6 oz					180	1.07
Yogurt	Yogurt	32 oz			699	3.16	439	3.96

### REGIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	4.00	147	4.00				6.99	69	6.99
Milk	All fat tests	half gallon	3.69-4.49	414	4.18	3.00-4.49	1485	4.01	3.00-3.99	196	3.35
Yogurt	Greek	4-6 oz	1.25	118	1.25						
Yogurt	Greek	32 oz	3.33	108	3.33						

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon	4.49	239	4.49	3.99-4.99	341	4.50	4.00-4.99	349	4.17
Yogurt	Greek	32 oz	5.99	114	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
Yogurt	Greek	32 oz	5.99	21	5.99	6.49	27	6.49

### REGIONAL DEFINITIONS

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

**NORTHEAST U.S.** Connecticut, Delaware, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Vermont

Wtd Avg - Simple weighted average



---

SOUTHEAST U.S.	Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia
MIDWEST U.S.	Iowa, Illinois, Indiana, Kentucky, Michigan, Minnesota, North Dakota, Nebraska, Ohio, South Dakota and Wisconsin
SOUTH CENTRAL U.S.	Arkansas, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas
SOUTHWEST U.S.	Arizona, California, Nevada and Utah
NORTHWEST U.S.	Idaho, Montana, Oregon, Washington, and Wyoming
ALASKA	Alaska
HAWAII	Hawaii
NATIONAL	Continental United States



# Dairy Market News

United States Department of Agriculture

Agricultural Marketing Service

Dairy Programs

Market Information Branch

Volume 87, Report 35

August 28, 2020

## GENERAL NUMBER

(608) 422-8587

Elizabeth Frederick

(608) 422-8587

[Elizabeth.Frederick@USDA.GOV](mailto:Elizabeth.Frederick@USDA.GOV)

## ORGANIC/ EAST

Daniel Johnson

(608) 422-8605

[Daniel.Johnson4@USDA.GOV](mailto:Daniel.Johnson4@USDA.GOV)

## EAST

Jessica Mueller

(608) 422-8589

[Jessica.Mueller@USDA.GOV](mailto:Jessica.Mueller@USDA.GOV)

## CENTRAL

Israel Weber

(608) 422-8601

[Israel.Weber@USDA.GOV](mailto:Israel.Weber@USDA.GOV)

## SOUTHWEST/SOUTH AMERICA

AJ (Angel José) Terán

(608) 422-8593

[Angel.Teran@USDA.GOV](mailto:Angel.Teran@USDA.GOV)

## SOUTHWEST

Florence Kone-Gonzalez

(608) 422-8594

[Florence.KoneGonzalez@USDA.GOV](mailto:Florence.KoneGonzalez@USDA.GOV)

## NORTHWEST/MOUNTAIN

Mike Bandli

(608) 422-8592

[Mike.Bandli@USDA.GOV](mailto:Mike.Bandli@USDA.GOV)

## EUROPE/OCEANIA

Eric Graf

(608) 422-8590

[Eric.Graf@USDA.GOV](mailto:Eric.Graf@USDA.GOV)

## DEPUTY DIRECTOR, DAIRY MARKET NEWS

Janet Linder

(608) 422-8588

[Janet.Linder@USDA.GOV](mailto:Janet.Linder@USDA.GOV)

## DIRECTOR, DAIRY MARKET NEWS

Butch Speth

(608) 422-8586

[Butch.Speth@USDA.GOV](mailto:Butch.Speth@USDA.GOV)

## RECORDED INFORMATION SYSTEM

(608) 422-8602

## FAX

(608) 240-6689

---

USDA, Dairy Market News  
4600 American Parkway, STE 106  
Madison, WI 53718-8334

Additional Dairy Market News Information:

DMN Website: <https://www.ams.usda.gov/market-news/dairy>

DMN MARS (My Market News): <https://mymarketnews.ams.usda.gov/>