

DAIRY MARKET NEWS AT A GLANCE

CME GROUP CASH MARKETS (10/16)

BUTTER: Grade AA closed at \$1.5100. The weekly average for Grade AA is \$1.4825 (+0.405).

CHEESE: Barrels closed at \$2.2050 and 40# blocks at \$2.7200. The weekly average for barrels is \$2.1730 (+0.1630) and blocks, \$2.7140 (+0.0675).

NONFAT DRY MILK: Grade A closed at \$1.1400. The weekly average for Grade A is \$1.1360 (+0.0095).

DRY WHEY: Extra grade dry whey closed at \$0.3875. The weekly average for dry whey is \$0.3900 (-0.0055).

CHEESE HIGHLIGHTS: Cheese market tones remain lively this week. Even with a relatively large price gap between block and barrel prices, barrel prices are maintaining resilience, slowly bridging the gap day to day. Cheese production remains active in most plants throughout the country. Milk is balanced/available in most areas. Spot milk prices dipped below Class III after a couple weeks of Class or over Class prices being reported. This week, Midwestern spot prices ranged from \$1 under to \$1 over Class. That said, spot milk trading was slow in general. Cheese demand is reportedly consistent, with both retail and government bids keeping inventories in check.

BUTTER HIGHLIGHTS: In general terms, butter manufacturing is active across the country as farm milk yields continue improving. Market representatives note seasonally higher fat components from incoming milk receipts. Due to declines in demand from ice cream makers, cream availability for butter churning has grown. Currently, demand for print butter is steady to good, and bulk sales are gaining traction. While retail customers are actively buying print butter, the food service sector has continued its slow incline on butter requests, week after week. Regionally, bulk prices are 2.0 to 7.0 cents over the market in the East; flat to 7.0 in the Central, and 4.5 to 7.5 above the market in the West.

FLUID MILK: Milk production is steady to increasing in most regions. Class I sales are up in the Midwest, Northeast, Texas and Arizona. In California Class I is steady. Mid Atlantic Class I sales are mixed. Midwest and Western manufacturers are generally receiving as much milk as they want for processing. Western condensed skim milk is available for ice cream processing and NDM. Cream availability is mixed in the West and Midwest, and tighter in the East. F.O.B. cream multiples for all Classes are **1.30-1.40** in the East; **1.25-1.35** in the Midwest; and **1.05-1.26** in the West.

DRY PRODUCTS: Mixed nonfat dry milk pricing was reported in all regions this week. This reflects varying conditions for individual plants in the regions. Some manufacturers have access to spot milk while others face limited supplies. Another factor is competition for dryer time from buttermilk and dry milk. Western markets are called steady and Midwest markets have a bullish tone. Dry buttermilk prices are steady in the Central and East regions, but higher in the West. Spot trading was slower as more production is contracted. Dry whole milk markets are steady with modest trading. More milk availability is expected to increase drying schedules. Dry whey prices are higher east to west. Whey is reported to be available to buyers even as stocks are called tighter. This is enabling sellers to nudge prices higher. Export interest is contributing to sales. Whey protein concentrate 34% prices are steady. Demand is mixed. Lactose prices are steady to lower. Production is steady to higher with mixed spot market activity. The rennet casein price range is steady while the acid casein price range moved higher. Contracting for Q1 and Q2 of 2021 is well underway.

ORGANIC DAIRY MARKET NEWS: Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for June 2020 were 237 million pounds, up 20.2 percent from June 2019 and up 14.4 percent year-to-date compared to the previous year. Organic whole milk sales for June 2020, 102 million pounds, were up 18.9 percent compared to a year earlier and up 17.6 percent compared to year-to-date 2019. Reduced fat milk (2%) sales were 82 million pounds, up 23.2 percent from the previous year and up 19.0 percent year-to-date 2019.

NATIONAL RETAIL REPORT (DMN): This week, the total number of conventional ads increased 1 percent, and organic ads increased 62 percent. Ads for conventional 1-pound butter decreased 32 percent, with a weighted average advertised price of \$3.24, down 2 cents from last week. The total number of conventional cheese ads increased 2 percent. The weighted average price for 8-ounce conventional cheese shreds is \$2.48, up 13 cents from last week. Organic 8-ounce cheese shreds have an average price of \$3.49, resulting in a \$1.01 organic price premium. The total number of conventional yogurt ads increased 12 percent and the total number of organic yogurt ads increased nearly six times. Conventional Greek yogurt in 4-6 ounce containers, the most advertised yogurt item this week, has an average price of \$0.97, up \$0.05 from last week. There are no ads for conventional 4-6 ounce yogurt.

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DAIRY MARKET NEWS PRICE SUMMARY FOR OCTOBER 12 - 16, 2020 PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES

Commodity	Range		Mostly		Commodity	Range		Mostly		Commodity	Range		Mostly	
NDM					BUTTERMILK					LACTOSE				
Central Low/Med. Heat	1.0800	1.1500	1.0900	1.1300	Central/East	0.9500	1.0300			Central/West	0.3900	0.6300	0.4500	0.5500
Change	0.0100	-0.0100	N.C.	0.0100	Change	N.C.	N.C.			Change	N.C.	N.C.	-0.0050	N.C.
Central High Heat	1.1500	1.2500			West	0.9200	1.0300	0.9400	0.9800	WPC 34%				
Change	0.0200	N.C.			Change	0.0200	N.C.	0.0100	N.C.	Central/West	0.7500	1.0400	0.8200	0.9400
West Low/Med. Heat	1.0400	1.1750	1.0900	1.1500	WHEY					CASEIN				
Change	0.0175	N.C.	-0.0100	N.C.	Central	0.3000	0.4000	0.3400	0.3600	Rennet	3.4650	3.5525		
West High Heat	1.1300	1.3050			Change	0.0200	0.0300	0.0200	0.0100	Change	N.C.	0.0075		
Change	0.0300	N.C.			West	0.3375	0.4000	0.3600	0.3800	Acid	3.6000	3.8250		
DRY WHOLE MILK					Change	0.0150	N.C.	0.0150	N.C.	Change	N.C.	0.0250		
National	1.5500	1.7500			Northeast	0.3200	0.3850			Change	N.C.	N.C.		
Change	N.C.	N.C.			Change	0.0100	0.0050			ANIMAL FEED WHEY				
										Central	0.2800	0.3000		
										Change	N.C.	N.C.		

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

The national weighted average advertised price for conventional milk in half gallons is \$2.34, compared to \$3.47 for organic milk half gallons. This results in an organic premium of \$1.13. The total number of conventional milk ads increased 42 percent. Organic milk ad numbers decreased 3 percent. Milk in half gallon containers was the most advertised organic dairy item.

OCTOBER MILK SUPPLY AND DEMAND ESTIMATED (USDA, WAOB): The milk production forecast for 2020 is raised from the previous month on slightly higher cow numbers and a more rapid pace of growth in milk per cow. For 2020, the fat basis import forecast is unchanged while the export forecast is reduced on lower exports of butterfat products. The skim-solids import forecast remains unchanged, but the export forecast is reduced on lower dry whey and lactose shipments. Cheese and nonfat dry milk (NDM) price forecasts are raised from last month, while the whey forecast is unchanged. The 2020 forecast for butter is reduced. The Class III price forecast is raised on the higher cheese price forecast. The Class IV price forecast is also raised as the higher NDM price more than offsets the lower butter price forecast. The all milk price forecast is raised to \$18.00 per cwt. For 2021, a larger dairy herd and higher milk per cow are expected to support higher milk production from last month.

SEPTEMBER CONSUMER AND PRODUCER PRICE INDICES (BLS): The September CPI for all food is 269.2, up 3.9 percent from 2019. The consumer price index for dairy products is 230.7, up 5.0 percent from a year ago. The following are the September, year to year percentage changes for selected products: fresh whole milk is +9.2; cheese, +5.8; and butter, +1.1. The September PPI for all food is 201.0, down 0.6 percent from 2019. The producer price index for manufactured dairy products is 204.4, down 1.6 percent from a year ago. The following are the September, year to year percentage changes for selected products: fresh whole milk is +2.7; cheese, +1.0; and butter, -33.3.

JUNE FLUID MILK SALES (FMMO): Total Fluid Products Sales of 3.6 billion pounds of packaged fluid milk products were shipped by milk handlers in June 2020. This was 5.4 percent higher than a year earlier. Estimated sales of total conventional fluid milk products increased 4.5 percent from June 2019 and estimated sales of total organic fluid milk products increased 20.2 percent from a year earlier.

Updated with current date range

COMMODITY	MONDAY OCT 12	TUESDAY OCT 13	WEDNESDAY OCT 14	THURSDAY OCT 15	FRIDAY OCT 16	:: WEEKLY CHANGE	:: WEEKLY AVERAGE
CHEESE							
BARRELS	\$2.1100 (+0.0550)	\$2.1400 (+0.0300)	\$2.2050 (+0.0650)	\$2.2050 (N.C.)	\$2.2050 (N.C.)	:: (+0.1500)	:: \$2.1730 (+0.1630)
40 POUND BLOCKS	\$2.6925 (+0.0450)	\$2.7175 (+0.0250)	\$2.7200 (+0.0025)	\$2.7200 (N.C.)	\$2.7200 (N.C.)	:: (+0.0725)	:: \$2.7140 (+0.0675)
NONFAT DRY MILK							
GRADE A	\$1.1300 (+0.0050)	\$1.1375 (+0.0075)	\$1.1350 (-0.0025)	\$1.1375 (+0.0025)	\$1.1400 (+0.0025)	:: (+0.0150)	:: \$1.1360 (+0.0095)
BUTTER							
GRADE AA	\$1.4150 (+0.0025)	\$1.4750 (+0.0600)	\$1.5000 (+0.0250)	\$1.5125 (+0.0125)	\$1.5100 (-0.0025)	:: (+0.0975)	:: \$1.4825 (+0.0405)
DRY WHEY							
EXTRA GRADE	\$0.3950 (N.C.)	\$0.3925 (-0.0025)	\$0.3875 (-0.0050)	\$0.3875 (N.C.)	\$0.3875 (N.C.)	:: (-0.0075)	:: \$0.3900 (-0.0055)

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

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

BUTTER MARKETS**NORTHEAST**

Butter prices began the week by finding solid footing, after losing \$.0975 at the CME Group last week. Cream availability has grown, due to declines in demand from ice cream. Market representatives note seasonally higher fat components from incoming milk receipts. Stronger than anticipated micro-fixing is occurring at some plants, with declines in manufacturers' milk receipts. In general, inventories are adequate for near term salted butter needs. The bulk butter price for the region is reported 2-7 cents over the CME Group, with various time frames and averages used.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0200 - +0.0700

Secondary Sourced Information:

CME TRADING

CME Group's Tuesday spot butter trading ended the day at \$1.4750 up from the \$1.4725 close a week ago.

EXPORT ASSISTANCE

This week, a cooperative export assistance program accepted requests for export assistance to sell 158,733 pounds (72 metric tons) of butter.

CENTRAL

Butter production schedules are busier. Cream is still available, especially for those looking for cream from the Western region and/or those using internally sourced supplies. Expectations of cream shortages were short-lived or they have yet to happen. Butter demand narratives are the same. Retail customers are busy. Food service has continued its slow incline week after week. Late last week, some butter makers reported bulk sales were gaining a little traction. Butter market tones remain softer. Late last week, they fell below \$1.40, but they've bounced back up into the high \$1.40s this week.

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 - +0.0700

WEST

In the West, retail butter demand fuels both active ordering and lingering nervousness from retailers concerning yearend availability. Per sources, some retailers project a 20 percent jump in holiday sales numbers and weekly features. Manufacturers' concerns may be overlaid on available machine time. Currently, demand is steady to good for print butter, and bulk sales are gaining traction. Not as much can be said about food service demand, as sources point out that markets are limited by COVID-19, wildfires and demonstrations. Supplies are sufficient. Meanwhile, as ice cream backs off from cream purchasing, spot loads can still be limited as fresh cream is retained for heavy cream products ahead of Thanksgiving. West cream multiples range 1.05 - 1.21. The butter market is firming.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0450 - +0.0750

Secondary Sourced Information:

CME CLOSING PRICE

The Grade AA butter price at the CME Group on Wednesday closed at \$1.5000, compared to the weekly average price of \$1.4420 from last week.

EXPORT ASSISTANCE

This week, a cooperative export assistance program accepted requests for 158,733 pounds (72 metric tons) of butter. So far this year, the program has assisted member cooperatives who have contracts to sell 8.443 million pounds of butter (82% milkfat) and 1.982 million pounds of anhydrous milkfat in export markets. When combined with other dairy products, the program has assisted members with sales of 788.5 million pounds of milk on a milkfat basis.

CHEESE MARKETS

NORTHEAST

Cheese markets continue to show strength. Retail sales are strong with consumers buying more cheese products for cooking/eating at home. On the CME Group, cheddar block and barrel spot prices have not let up as price points are growing on the market. Foodservice sales vary throughout the region. There are certain restaurant capacity restrictions and mixed customers' demands. Several eateries have adjusted to new transitions and are offering takeout/outside eating options to keep their operations operating. Eastern manufacturers are running on active cheese schedules. Italian type cheese production is strong. Inventory levels are stable to growing. Some market participants relay buyers' demands are stable, however manufacturers' supplies are potentially outweighing current needs. The cheese market holds a stable tone.

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

Cheddar 40 pound Block	3.0950-3.3825
Muenster	3.0825-3.4325
Process American 5 pound Sliced	2.1100-2.5900
Swiss 10-14 pound Cuts	4.1975-4.5200

MIDWEST

Cheese producers continue to report mostly busy production schedules. Milk, although spot markets remain slow, is somewhat balanced, and, in some cases, inching higher. Cheesemakers are utilizing internally sourced milk supplies. Spot milk prices have remained similar to last week's numbers at the midpoint of the week. That said, some potentially situational offers under Class were reported, but no confirmed sales have occurred as of yet. Demand, for some producers, has been a little quieter. Cheese market prices pushing higher day by day have some customers sitting on the sidelines. That said, contacts suggest regardless of market prices, buyers will return out of necessity as pipelines dwindle. Barrel producers report there is some interest, but they have limited supplies to offer.

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

Blue 5 pounds	3.2775-4.3475
Brick 5 pounds	3.0100-3.4350
Cheddar 40 pound Block	2.7325-3.1325
Monterey Jack 10 pounds	2.9850-3.1900
Mozzarella 5-6 pounds	2.8100-3.7550
Muenster 5 pounds	3.0100-3.4350
Process American 5 pound Loaf	2.0950-2.4550
Swiss 6-9 pound Cuts	3.7125-3.8300

WEST

With plenty of milk available, western cheese manufacturers are running their facilities at or above design capacity. In some cases, cheese makers would like to ease back a bit, but market conditions make this hard to do. Industry contacts say demand is active with consistent pulls from the retail sector and the government food box program. Pizza cheese demand is also solid. However, most food service and specialty cheese accounts are weaker than previous years. Block inventories are tight, but barrel supplies are more available. Some contacts are concerned that the current higher market prices won't last. Futures prices are trailing well below cash prices, and market participants suggest these should converge. Contacts see some slowing of domestic and export sales as buyers shy away from the higher prices. If, or when, government purchase programs should expire, cheese marketers do not want to have extra cheese on hand without a place to move the cheese.

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

Cheddar 10 pound Cuts	2.9700-3.1700
Cheddar 40 pound Block	2.7225-3.2125
Monterey Jack 10 pounds	2.9575-3.2325
Process American 5 pound Loaf	2.1125-2.3675
Swiss 6-9 pound Cuts	4.0050-4.4350

FOREIGN TYPE

German cheese production is reported to be very active. Many cheese plants would like to increase schedules further but are constrained by milk availability. German cheese production through August is 2.9 percent higher than last year through August according to CLAL data made available to USDA. Production would be higher yet if more milk were available, according to German cheese manufacturers. Many cheese manufacturers in Germany are not able to accept new orders for near term deliveries because domestic demand is increasing and that is often the immediate priority. Existing export orders seem to be moving in a timely way. Ireland has also increased 2020 cheese production through August, being up 5.7 percent. France, however, is down 1.5 percent. Ireland is more able to handle new cheese export contracts at this time. In the United States domestic prices increased \$0.07 for blue, gorgonzola, parmesan and romano. Other prices are steady.

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

VARIETY	NEW YORK		DOMESTIC
	:	:	
Blue	2.6400-5.2300	3.1550-4.6425*	
Gorgonzola	3.6900-5.7400	3.6625-4.3800*	
Parmesan	-0-	4.5425-6.6325*	
Romano	-0-	4.3450-6.5000*	
Sardo Romano (Argentina)	2.8500-4.7800	-0-	
Reggianito (Argentina)	3.2900-4.7800	-0-	
Jarlsberg	2.9500-6.4500	-0-	
Swiss	-0-	4.2350-4.5575	
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
10/12/2020	66388	75897
10/01/2020	67723	76366
CHANGE	-1335	-469
% CHANGE	-2	-1

Secondary Sourced Information:

EXPORT ASSISTANCE

This week, a cooperative export assistance program accepted requests for export assistance on contracts to sell 304,238 pounds (138 metric tons) of cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 26.306 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 788.5 million pounds of milk on a milkfat basis.

FLUID MILK AND CREAM

EAST

In the Northeast, bottlers are receiving strong milk loads for their immediate needs. Schools' milk demands vary in the region within each school district. Retail sales are healthy, and many bottlers are demanding additional milk loads for retail needs. Class II and III operations are clearing stable milk loads. Mid-Atlantic milk is somewhat tight. Most milk loads are traveling to other regions to meet their current needs. Class I sales are stronger this week. Southeast milk is slightly growing. Class I orders continue to be mixed throughout the week due to bottlers' sporadic changes in weekly orders. Some operations are demanding additional loads, while others are turning down some loads. Milk is traveling from the Southwest/Central to the Southeast for Class I needs. Retail demands are keeping bottlers busy. Florida milk output is picking up. Market participants relay temperatures have been around the mid 80s, with the humidity trending downward, making weather conditions a bit more comfortable for cows. Class I sales are moderately steady. Milk managers report there is a good balance between milk supplies and demands. Cream markets continue to be healthy. There are reports cream supplies have tightened in some parts of the region. Cream cheese production is active to keep up with customers' solid orders. Cream contracts for 2021 continue to be discussed. Condensed skim markets are fairly steady.

Northeastern U.S., F.O.B. Condensed Skim
 Price Range - Class II; \$/LB Solids: 0.90 - 1.05
 Price Range - Class III; \$/LB Solids: 1.00 - 1.15

Northeastern U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.3000 - 1.4000
 Price Range - Class II; \$/LB Butterfat: 1.8746 - 2.0188

MIDWEST

Milk yields have begun to show signs of growth according to Class I and Class III operators in the Midwest. There were multiple reports of single digit percentages of milk growth in the region from respective plant operators. In the southern Central area, weather is becoming more optimal for production, as well. Both monthly and annual yields are reportedly growing in Texas. Class I orders continue to edge higher, as more school districts are opening their doors nationwide. Still, with growing milk supplies, availability is not limited into all Classes. Cheese producers reported more offers, both below and above Class III pricing. Spot milk trading activity is and has been somewhat quiet, as cheese producers are more often using internally sourced milk supplies. Cream availability is somewhat mixed. Butter makers are beginning to pull from Western suppliers, as locally sourced cream is moving into Class II and III production. Seasonal retail pushes for staples like dips and cream cheese have pushed more cream into those manufacturing outlets. All that said, cream remains available for those outlets, while some butter makers say multiples are pushing toward the top end of their financial reach. Corn conditions in the Midwest, in most facets, are well ahead of the five-year average. Fall harvest reports are generally moving well ahead of previous years' timeframes on bean and corn fields. Winter wheat planting is also ahead of schedule in the Midwest and south Central areas that have received enough rain. Farmers in dry areas are hopeful for some rainfall soon.

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

Midwestern U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.2500 - 1.3500
 Price Range - Class II; \$/LB Butterfat: 1.8602 - 1.9467
 Multiples Range - Class II: 1.2900 - 1.3500

WEST

Farm milk production is steadily increasing in California. Milk intakes are more than enough to meet most dairy processing needs. In fact, due to the improved demand for cheese, some Class III processors are operating their facilities at full capacity, which has helped balance substantial volumes of raw milk. Meanwhile, milk shipments into Class I are generally steady, with some sporadic bottlers' requests for seasonal eggnog production.

In Arizona, farm milk production is constantly improving, as dairy cows have cooler temperatures and longer nights to recover. The butterfat and protein components in the milk continue improving every week. Class I sales have become more active as more schools continue to open full time.

In New Mexico, farm milk yields are steady to up. With the slow but steady reopening of food service and the help from the government food box program, milk sales into cheese processing continue to be strong.

Pacific Northwest milk production is steady. Manufacturers are getting as much milk as they need for processing. Mild temperatures are present, creating favorable cow comfort conditions. Retail and institutional bottling demand varies slightly week to week, but overall bottling demand is stable.

Solid milk production continues in the mountain states of Idaho, Utah, and Colorado. Processors report having plenty of milk for most manufacturing needs. In Idaho, some discounted spot milk loads are still available. Farmers have not had any major weather concerns that may affect milk production, but several major fires are degrading air quality in Northern Colorado dairy areas.

Across the west region, condensed skim milk volumes are readily available for seasonal ice cream processing, as well as for NDM production.

For some processors throughout the region, the obtainability of cream supplies ranges from relatively affordable to tight. Nevertheless, regional butter making remains very active as several churners are running operations at full capacity. Cream multiples for all Classes are steady from last week.

Western U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.0500 - 1.2600

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) markets continued their bullish run for the most part. Prices did decrease a penny on the top of the range, but increased on the bottom of the range and increased on the top end of the mostly series. Seasonally, more drying time has been allotted to buttermilk and whole milk. Producers relay some short term tightness in availability. Export interest has been strong in recent weeks, but cheesemakers also continue to put a dent in availability. Interestingly, at least this week, spot milk was reportedly a little more available. High heat NDM prices shifted higher on the bottom of the range. High heat spot trading activity was similar to low/medium heat NDM, in that it slowed down this week. NDM market tones are steady to quietly bullish.

EAST: Low/medium heat nonfat dry milk (NDM) prices are somewhat mixed in the Central and East this week. Trading activity is a bit softer. Spot prices are generally steady and Eastern manufacturers continue to offer spots priced around the \$1.10 and higher mark. On the CME Group, spot prices are trading around the 1.13 mark. NDM output is potentially outweighed by customers' weekly demands. There are reports current low/medium heat NDM prices in international markets are appealing to many global buyers. High heat prices are higher on the bottom of the range this week. Sales are lighter, however some market participants are buying a couple loads for the near term. Drying schedules are limited, although there is steadiness between manufacturers' supplies and buyers' interests.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk

Price Range - Low & Medium Heat; \$/LB: 1.0800 - 1.1500
Mostly Range - Low & Medium Heat; \$/LB: 1.0900 - 1.1300

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: 1.1500 - 1.2500

NONFAT DRY MILK - WEST

Western low/medium heat nonfat dry milk (NDM) prices shifted higher on the bottom of the range, yet shifted a bit lower on the bottom of the mostly price series this week. Spot trading activities are mixed. Some manufacturers are limited with supplies and are not offering on the spot market. However, other operations are running active drying schedules, building supplies and trading in domestic and international markets. There are reports some operations are working through strong export demands. The market tone is fairly steady. High heat NDM prices are up at the bottom of the range. Supplies are tight with slightly lower drying time. Buyers' demands are steady. The high heat NDM market is stable.

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: 1.0400 - 1.1750
Mostly Range - Low & Medium Heat; \$/LB: 1.0900 - 1.1500

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: 1.1300 - 1.3050

DRY BUTTERMILK - CENTRAL AND EAST

CENTRAL: Dry buttermilk trading slowed down quite a bit this week. Recent weeks have embodied the seasonal flow of buttermilk powder trading activity, but traders in the region reported generally quiet/subdued market activity this week. Prices held steady after last week's push up on the bottom of the range. The supply and demand scale is still tipping stronger toward the demand side, but producers are and have been reporting having some availability of loads dried earlier in the year. Loads produced in the late summer/early fall are pushing the range up into the high \$.90s and over \$1 in the region. Buttermilk market tones are mixed due to the limits on recently produced loads, but higher availability on loads produced earlier in 2020.

EAST: Dry buttermilk prices are steady on light spot trading. Eastern spot loads are trading around the higher end of the price range. Some buyers are purchasing less than loads (LTL) for their customers' immediate needs. However, trading activities are quieter this week. Dry buttermilk production is picking up. Manufacturers' inventories are growing a bit with some operations offering spots. Buyers' interests have been gradually growing with seasonal baking right around the corner. Dry buttermilk market conditions hold a steady tone.

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

As buttermilk demand pushes higher seasonally due to the baking sector, Western dry buttermilk prices increased on the bottom of the range and bottom of the mostly series. That said, spot trading activity slowed down this week. Dry buttermilk spot loads were sparsely traded, as more production is based on contractual needs. Dry buttermilk market tones are generally stable, but as nonfat dry milk markets find some bulls, more drying time may be allotted to condensed skim milk. Some contacts say this may push the supply/demand balance in favor of favorable prices for dried buttermilk producers.

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

Price Range ; \$/LB: .9200 - 1.0300
Mostly Range - ; \$/LB: .9400 - 0.9800

DRY WHOLE MILK - U.S.

Nationwide, free on board spot prices for dry whole milk are steady on a stable domestic market. Throughout the week, the spot trading activity has been modest as a good portion of trading have been driven by Q4 contractual obligations. Demands from bakers and dry mix manufacturers are active as the year-end holiday season is approaching. As more milk is becoming available for drying, drying schedules for condensed whole milk are expected to inch up in the upcoming weeks. So far, dry whole milk inventories are in balance with most spot/contractual needs.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk
Price Range - 26% Butterfat; \$/LB: 1.5500 - 1.7500

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 trading activity was a bit slower this week when compared to busy previous weeks. Dry whey prices have firmed at all points. Demand has increased and sellers are pushing the price near to or closer to the \$.40 mark. Some producers relay their stock levels being tight in the near term. Chinese buyers have been actively importing supplies of whey, WPC 34%, in order to assist, at least in some part, in the regrowth of their swine herds. That said, some contacts say current price points are pushing over international competitors again, and buying could slow. Seasonal milk production increases are giving Class III producers incentive to continue with their already active schedules. Animal feed whey trading remained slow, but contacts suggest there could be a growth in demand in the near term.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey
Price Range - Animal Feed; \$/LB: .2800 - .3000

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: .3000 - .4000
Mostly Range - Non-Hygroscopic; \$/LB: .3400 - .3600

DRY WHEY-NORTHEAST

Dry whey prices in the East region shifted higher on the price range. Spot prices continue to strengthen on various market exchanges. Several buyers are purchasing loads around the mid to high 0.30s. Global buyers' dry whey demands are solid, and many buyers are purchasing additional loads from dry whey operations. Some market participants discuss if prices will continue to strengthen or decrease. Cheese production is strong, keeping whey dryers on active output levels. Manufacturers' inventories are adequate for their customers' immediate needs. The dry whey market tone is moderately stable.

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 - .3850

DRY WHEY-WEST

Western whey prices edged higher at the bottom of both the price range and mostly price series. Dry whey is moving well through contracts. Industry contacts say domestic and international sales are steady. Whey production is trending along with elevated cheese production, and supplies are in good balance with demand. Some contacts suggest inventories are tight, but buyers can find the whey needed. The market tone for whey is stable.

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: .3375 - .4000
Mostly Range - Non-Hygroscopic; \$/LB: .3600 - .3800

WHEY PROTEIN CONCENTRATE

Whey protein concentrate 34% prices are unchanged this week. Demand is a bit mixed. While some contacts suggest that end users have the WPC 34% they need on hand, others say inquiries and spot sales have picked up over the last few weeks. A few contacts think higher prices within the nonfat dry milk market and less availability of higher whey protein concentrations have prompted buyers to look more favorably at WPC 34% for their protein needs. WPC 34% inventories vary by brand. Brands that are synced into infant formula and tight end user specifications are tight, whereas WPC 34% that is interchangeable with other protein sources is more available. WPC 34% production is steady.

Prices for: Central and Western U.S., All First Sales, F.O.B., Extra Grade, Conventional, and Edible Whey Protein Concentrate
Price Range - 34% Protein; \$/LB: .7500 - 1.0400
Mostly Range - 34% Protein; \$/LB: .8200 - .9400

LACTOSE

Lactose prices are steady to lower. While the price range was unchanged, the bottom of the mostly price series moved down. Manufacturers are trying hard to hold prices where they are. Some lactose producers suggest their supplies are committed through the end of the year and have no need to chase sales at lower prices. But end users say they are seeing more offers in spot markets. Lactose production is steady to higher. Industry contacts suggest that if WPC 80 and WPI prices improve, more lactose may find its way to the market. Lactose continues to move well through contracts. Spot market activity is mixed. Some manufacturers say they continue to get regular interest from buyers. Other processors report buyers are only busy checking prices. Sometimes, shoppers will want to see if the manufacturer will offer a price for 2021, but some buyers are not eager to consider near-term offers.

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: .3900 - .6300
Mostly Range - Non Pharmaceutical; \$/LB: .4500 - .5500

CASEIN

The rennet casein price range is steady to higher with some variations among primary producers in France and Ireland. Many acid casein prices are steady but the range is steady to slightly higher. European casein producers are winding toward a low point of seasonal production. Almost all current production has been contracted but some remains available for spot market buyers. Meanwhile New Zealand milk is near a seasonal peak. Contracting has also claimed much of current production there. There is ongoing activity to lock in acid casein for Q1 and Q2 of 2021. Many buyers expect higher prices moving into 2021, particularly for Q2 deliveries.

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: 3.6000-3.8250
Rennet; Price Range - \$/LB: 3.4650-3.5525

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
10/03/2020	57.8	2,350.6	64.2	2,477.7

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

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

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

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2015	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
2016	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
2017	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
2018	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
2019	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	19.37

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

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2015	13.23	13.82	13.80	13.51	13.91	13.90	13.15	12.90	15.08	16.43	16.89	15.52
2016	13.31	13.49	12.74	12.68	13.09	13.77	14.84	14.65	14.25	13.66	13.76	14.97
2017	16.19	15.59	14.32	14.01	14.49	15.89	16.60	16.61	15.86	14.85	13.99	13.51
2018	13.13	12.87	13.04	13.48	14.57	14.91	14.14	14.63	14.81	15.01	15.06	15.09
2019	15.48	15.86	15.71	15.72	16.29	16.83	16.90	16.74	16.35	16.39	16.60	16.70

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

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I (BASE)	19.01	17.55	17.46	16.64	12.95	11.42	16.56	19.78	18.44	15.20		
II	17.05	16.84	16.75	13.87	12.30	12.99	13.79	13.27	13.16			
III	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43			
IV	16.65	16.20	14.87	11.40	10.67	12.90	13.76	12.53	12.75			

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
10/10/2020	1,5327 2,197,958	2,5179 12,789,093	1,7904 11,501,777	3,394 5,230,984	1,0583 19,621,863

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	10/09	10/12	10/13	10/14	10/15
OCT 20	20.91	21.17	21.17	21.30	21.32
NOV 20	19.73	20.48	20.64	20.45	20.83
DEC 20	17.93	18.15	18.19	18.16	18.66

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

DATE	10/09	10/12	10/13	10/14	10/15
OCT 20	106.28	106.28	106.85	106.85	106.58
NOV 20	112.50	113.00	113.53	113.53	113.95
DEC 20	113.80	114.55	115.58	115.58	115.05

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

DATE	10/09	10/12	10/13	10/14	10/15
OCT 20	13.45	13.45	13.46	13.53	13.53
NOV 20	13.88	13.93	14.19	14.20	14.20
DEC 20	14.13	14.13	14.39	14.60	14.47

WHEY (Electronic-Traded) (¢/lb)

DATE	10/09	10/12	10/13	10/14	10/15
OCT 20	34.08	34.08	34.08	34.08	34.20
NOV 20	34.75	34.75	34.63	34.00	34.63
DEC 20	35.98	36.00	35.75	34.75	35.43

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

DATE	10/09	10/12	10/13	10/14	10/15
OCT 20	153.13	152.98	153.00	153.03	153.03
NOV 20	152.00	152.00	155.00	156.00	157.00
DEC 20	153.63	153.48	156.03	158.83	159.75

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

DATE	10/09	10/12	10/13	10/14	10/15
OCT 20	2.51	2.55	2.55	2.56	2.56
NOV 20	2.25	2.26	2.27	2.27	2.31
DEC 20	1.92	1.95	1.98	1.98	2.02

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

ORGANIC DAIRY MARKET NEWS
Information gathered October 5 - 16, 2020

ORGANIC DAIRY FLUID OVERVIEW

Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for June 2020 were 237 million pounds, up 20.2 percent from June 2019 and up 14.4 percent year-to-date compared to the previous year. Organic whole milk sales for June 2020, 102 million pounds, were up 18.9 percent compared to a year earlier and up 17.6 percent compared to year-to-date 2019. Reduced fat milk (2%) sales were 82 million pounds, up 23.2 percent from the previous year and up 19.0 percent year-to-date 2019.

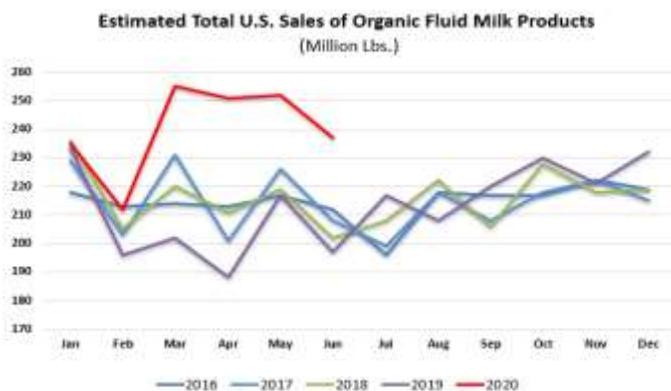
ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS
June 2020, with comparisons^{1/}

Product Name	SALES ^{1/}		CHANGE from:	
	JUNE	Y-T-D	Prev Yr.	Y-T-D
	<i>(million pounds)</i>		<i>(percentage)</i>	

ORGANIC PRODUCTION

Whole Milk	102	637	18.9	17.6
Reduced Fat Milk (2%)	82	488	23.2	19.0
Low Fat Milk (1%)	30	172	30.7	1.6
Fat-Free Milk (Skim)	16	100	9.3	5.8
Flavored Fat-Reduced Milk	6	45	-9.7	0.4
Other Fluid Milk Products	0	1	1,987.5	58.7
Total Fat-Reduced Milk	135	806	21.3	12.0
Tot. Organic Milk Products	237	1,443	20.2	14.4

^{1/} Data may not add due to rounding



Organic Milk Pay Prices in Europe. The August 2020 organic milk pay price in Europe adjusted higher compared to the previous month in Germany, Bavaria, and France. Additional information is presented in the table below.

	Euros/100lt	*(\$USD)	% Change July 2020	% Change August 2019
Germany	47.46	55.68	+ 0.11	+ 1.87
Bavaria	47.92	56.22	+ 0.08	+ 2.61
France	48.34	56.71	+ 0.91	+ 1.84

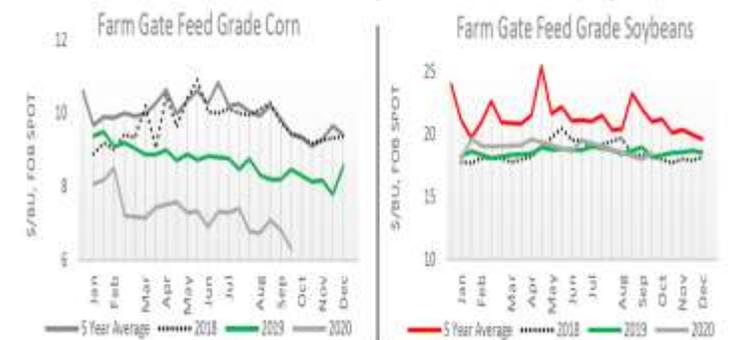
* Results based on the October 16, 2020 7:0:0 exchange rate.

Dutch Organic Milk Pay Price. In the Netherlands, a large processor of organic milk announced the October 2020 guaranteed pay price for organic milk is 46.00 EUR/100kg (currently \$55.45 USD). The price declined compared to last month (EUR 47.00). The price stated applies to an organic milk producer who supplies an annual average of 550,000 kilograms of milk, containing a fat content of 4.42 percent, protein content of 3.57 percent, and lactose content of 4.53 percent, on an annual basis.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Trade activity is moderate to good, on moderate demand, for organic feed grade corn. Bushels are trading 51 cents lower FOB. The bulk of activity is in the spot market, with few forward contracts. Trade activity and demand is good on organic feed grade soybeans with trading reported 50 cents higher FOB, with few forward contracts. Organic feed grade wheat was too limited to report. Trade activity and demand are good on organic food grade wheat. Trading was inactive on all other organic grains.

Grower FOB Farm Gate Organic Grain									
Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids	
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range	
Yellow Corn	\$/bu	6.00 - 8.25	6.31	-0.51	8.47	6.30 - 7.30	Oct-20 - Mar-21	6.00 - 7.25	
Soybeans	\$/bu	18.00 - 19.00	18.47	0.50	18.13	18.00 - 18.00	Oct-20 - Oct-20	18.00 - 19.75	
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	6.95 - 7.55	Oct-20 - Mar-21	6.25 - 7.50	
Can.	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	



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

ORGANIC DAIRY RETAIL OVERVIEW

Organic Dairy Retail Analysis. This survey period, organic dairy retail advertisements increased 62 percent. Total organic yogurt ads supported the increase with a 480 percent jump in ads. Organic milk in the half gallon container grew 1 percent to lead all organic dairy survey items in ad volume this period. Organic Greek yogurt in the 32 ounce container followed closely, with reports of a 908 percent jump in ads, when compared to the previous survey period.

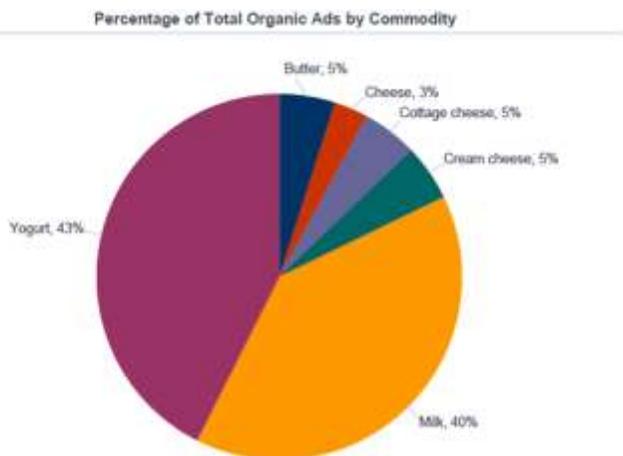
The difference between the half gallon conventional milk price, \$2.34, and the half gallon organic milk price, \$3.47, is an organic premium of \$1.13. The price spread between organic and conventional declined \$0.77 from the last retail survey. Regionally, markets that saw a rise in organic ads were the NE and SE, 98 percent and 107 percent, respectively.

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from October 15 -23, 2020. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

ORGANIC DAIRY MARKET NEWS
Information gathered October 5 - 16, 2020

-CONTINUED FROM PAGE 8-

Each advertised organic dairy product and ad percentages from the most recent Dairy Market News retail survey are shown in the pie chart below.



Data source: USDA Dairy Market News

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

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

<u>COMMODITY</u>	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
Butter	\$5.99	\$5.79	n.a.
Cottage Cheese	\$4.29	\$3.99	n.a.
Milk			
Half Gal.	\$3.47	\$4.31	\$3.88
Gallon	n.a.	\$5.99	\$6.99
8 oz.UHT	\$1.25	n.a.	\$1.00
Yogurt			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	\$3.59	\$6.27	\$3.50
4-6 oz. Yogurt	n.a.	\$1.00	\$0.80
32 oz. Yogurt	\$3.49	n.a.	n.a.

Data source: USDA Dairy Market News

**DIRECT TO CONSUMER
ORGANIC DAIRY PRODUCTS PRICES**

The following tables identify U.S. price range results from a Dairy Market News national survey of publicly available prices of organic dairy products, available from farmstead outlets and online. There may be prices offered outside of the price range which were not identified by the survey. These are cows' milk products.

BUTTER			
Commodity	Type	Pack Size	: Organic Price Range \$
Organic Butter		1 lb	: 3.50 - 5.50
Organic Butter		8 oz	: 2.75 - 10.00
CHEESE			
Commodity	Type	Pack Size	: Organic Price Range \$
Organic Cheese	Cheddar - 2-4 year	8 oz	: 5.73 - 10.00
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.50 -
Organic Cheese	Cheddar - Medium	8 oz	: 4.50 - 5.50
Organic Cheese	Cheddar - Mild	8 oz	: 4.14 - 6.00
Organic Cheese	Cheddar - Sharp	8 oz	: 4.50 - 6.93
Organic Cheese	Colby	8 oz	: 4.50 - 6.29
Organic Cheese	Farmers	8 oz	: 4.00 - 6.00
Organic Cheese	Gouda	8 oz	: 4.50 - 12.00
Organic Cheese	Monterey Jack	8 oz	: 4.50 - 6.00
Organic Cheese	Mozzarella	8 oz	: 4.50 - 12.50
Organic Cheese	Muenster	8 oz	: 5.25 - 6.00
Organic Cheese	Pepper Jack	8 oz	: 12.50 -
Organic Cheese	Curds	per lb	: 12.00 -
MILK			
Commodity	Type	Pack Size	: Organic Price Range \$
Organic Milk	All fat tests	Half Gallon	: 6.00

Information for the period October 5 - 16, 2020, issued monthly

October Supply and Demand Estimates

The milk production forecast for 2020 is raised from the previous month on slightly higher cow numbers and a more rapid pace of growth in milk per cow. For 2020, the fat basis import forecast is unchanged while the export forecast is reduced on lower exports of butterfat products. The skim-solids import forecast remains unchanged, but the export forecast is reduced on lower dry whey and lactose shipments. Cheese and nonfat dry milk (NDM) price forecasts are raised from last month, while the whey forecast is unchanged. The 2020 forecast for butter is reduced. The Class III price forecast is raised on the higher cheese price forecast. The Class IV price forecast is also raised as the higher NDM price more than offsets the lower butter price forecast. The all milk price forecast is raised to \$18.00 per cwt. For 2021, a larger dairy herd and higher milk per cow are expected to support higher milk production from last month. The fat basis import forecast is unchanged, while the fat basis export forecast is lowered on weak global import demand for butterfat products. The skim-solids basis import forecast is unchanged, while the export forecast is raised on expected robust international demand for skim milk powder and whey products. Dairy product price forecasts for cheese, butter, NDM, and whey are raised from last month. Class III and Class IV price forecasts are raised on higher product prices. The all milk price forecast is raised to \$17.60 per cwt for 2021.

U.S. Milk Supply and Use					
Commodity	2019	2020 Projected		2021 Projected	
		Sep	Oct	Sep	Oct
<i>(billion pounds)</i>					
Milk					
Production	218.4	222	222.3	225.4	225.5
Farm Use	1.0	1.0	1.0	1.0	1.0
Fat Basis Supply					
Beginning Commercial Stocks	13.8	13.6	13.6	13.2	14.0
Marketings	217.4	221.0	221.3	224.4	224.5
Imports	6.9	6.9	6.9	6.7	6.7
Total Commercial Supply	238.1	241.6	241.8	244.3	245.2
Fat Basis Use					
Commercial Exports	9.1	9.4	9.3	9.6	9.5
Ending Commercial Stocks	13.6	13.2	14.0	13.1	13.8
CCC Donations	0.2	0.3	0.3	0.0	0.0
Domestic Commercial Use	215.2	218.7	218.2	221.6	221.9
Skim-Solid Basis Supply					
Beginning Commercial Stocks	10.7	10.2	10.2	10.2	10.5
Marketings	217.4	221.0	221.3	224.4	224.5
Imports	5.8	5.7	5.7	5.7	5.7
Total Commercial Supply	233.9	236.8	237.2	240.2	240.7
Skim-Solids Basis Use					
Commercial Exports	41.5	47.2	47.1	47.2	47.8
Ending Commercial Stocks	10.2	10.2	10.5	10.1	10.2
CCC Donations	0.2	0.1	0.1	0.0	0.0
Domestic Commercial Use	181.9	179.3	179.5	182.9	182.7

NOTE: Totals may not add due to rounding.

Continued on page 10

October Milk Supply and Demand Estimates-cont'd

U.S. Dairy Prices					
Commodity	2019	2020 Projected		2021 Projected	
		Sep	Oct	Sep	Oct
<i>(dollars per pound)</i>					
Product Prices ¹					
Cheese	1.7586	1.8350	1.9100	1.7050	1.8000
Butter	2.2431	1.6000	1.5950	1.6750	1.7050
Nonfat Dry Milk	1.0419	1.0250	1.0350	1.0100	1.0500
Dry Whey	0.3799	0.3500	0.3500	0.3500	0.3600
<i>(dollars per cwt)</i>					
Milk Prices ²					
Class III	16.96	17.25	18.00	16.00	17.00
Class IV	16.30	13.40	13.50	13.60	14.10
All Milk ³	18.63	17.75	18.00	17.00	17.60
Quarterly					
	2020 III	2020 IV ⁴	2021 I ⁴	2021 II ⁴	2021 III ⁴
<i>(billion pounds)</i>					
Milk Production	55.2	54.9	56.3	57.6	56.0
<i>(dollars per cwt)</i>					
All Milk Price ^{2,3}	19.00	18.90	18.05	17.15	17.05
Class III Price ²	20.25	19.52	17.89	16.53	16.54
Class IV Price ²	13.01	13.48	13.78	14.06	14.15

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

Source: U.S. Department of Agriculture. World Agricultural Outlook Board. *World Agricultural Supply and Demand Estimates, WASDE-605, October 9, 2020*. Approved by the Interagency Commodity Estimates Committee [members for Dairy are: Shayle Shagam, ICEC Chair, WAOB; Carolyn Liebrand, AMS; Paul Kiendl, FAS; Jerry Cessna, ERS; and Georgi Gabrielyan, FPAC].

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

Consumer Price Index												
Month	All Food		Dairy Products		Fresh Whole Milk		Cheese		Butter		Meat, Poultry, Fish, and Eggs	
	CPI ²	Pct. Chg ³	CPI ²	Pct. Chg ³								
Jul 2020	268.9	4.1	227.1	4.4	209.5	4.6	238.4	4.6	251.3	1.3	271.0	8.4
Aug 2020	269.1	4.1	231.2	5.7	218.1	9.0	244.7	6.7	254.4	2.4	267.0	7.1
Sep 2020	269.2	3.9	230.7	5.0	219.3	9.2	243.1	5.8	251.1	1.1	265.4	6.3

U.S. City Average Retail Prices										
Month	Whole Milk ⁴		Butter ⁵		Process Cheese ⁶		Natural Cheese ⁷		Ice Cream ⁸	
	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019
	<i>(dollars)</i>									
Jul	3.255	3.031	N/A	N/A	4.189	3.772	5.517	5.349	4.898	4.674
Aug	3.406	3.045	N/A	N/A	4.285	3.873	5.572	5.367	4.950	4.682
Sep	3.448	3.102	N/A	N/A	4.246	3.875	5.611	5.406	4.944	4.802

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

Producer Price Index (PPI)¹

Producer Price Index												
Month	All Food Manufacturing		Dairy Products		Fresh Whole Milk		Cheese		Butter		Dry Milk Products and Mixtures	
	PPI	Pct. Chg ²	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg
Jul 2020	202.8	0.4	209.2	1.8	222.7	-1.4	204.7	10.1	122.4	-26.7	170.8	0.6
Aug 2020	201.9	-0.1	209.6	1.2	241.9	5.4	201.5	8.1	107.3	-34.5	176.3	4.0
Sep 2020	201.0	-0.6	204.4	-1.6	235.7	2.7	192.5	1.0	104.1	-33.3	172.6	4.3

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

June 2020 Milk Sales

Total Fluid Products Sales 3.6 billion pounds of packaged fluid milk products were shipped by milk handlers in June 2020. This was 5.4 percent higher than a year earlier. Estimated sales of total conventional fluid milk products increased 4.5 percent from June 2019 and estimated sales of total organic fluid milk products increased 20.2 percent from a year earlier.

Estimated Total U.S. Sales of Fluid Milk Products, June 2020, with Comparisons ¹

Product Name	Sales ²		Change from:	
	Jun	Year to Date ⁴	Previous Year	Year to Date
Conventional Production Practice	<i>(million pounds)</i>		<i>(percent)</i>	
Whole Milk	1,254	7,877	4.6	5.7
Flavored Whole Milk	61	351	14.5	-8.1
Reduced Fat Milk (2%)	1,169	7,325	4.9	3.0
Low Fat Milk (1%)	420	2,767	3.7	-3.3
Fat-Free Milk (Skim)	224	1,475	-12.8	-13.9
Flavored Fat-Reduced Milk	171	1,501	2.2	-19.6
Buttermilk	33	203	0.3	-3.8
Other Fluid Milk Products	63	373	195.2	163.1
Total Fat-Reduced Milk ³	1,984	13,067	2.1	-3.6
Total Conventional Milk Products	3,395	21,872	4.5	0.6
Organic Production Practice				
Whole Milk	102	637	18.9	17.6
Reduced Fat Milk (2%)	82	488	23.2	19.0
Low Fat Milk (1%)	30	172	30.7	1.6
Fat-Free Milk (Skim)	16	100	9.3	5.8
Flavored Fat-Reduced Milk	6	45	-9.7	0.4
Other Fluid Milk Products	0	1	1,978.5	58.7
Total Fat-Reduced Milk ³	135	806	21.3	12.0
Total Organic Milk Products	237	1,443	20.2	14.4
Total Fluid Milk Products ²	3,631	23,315	5.4	1.4

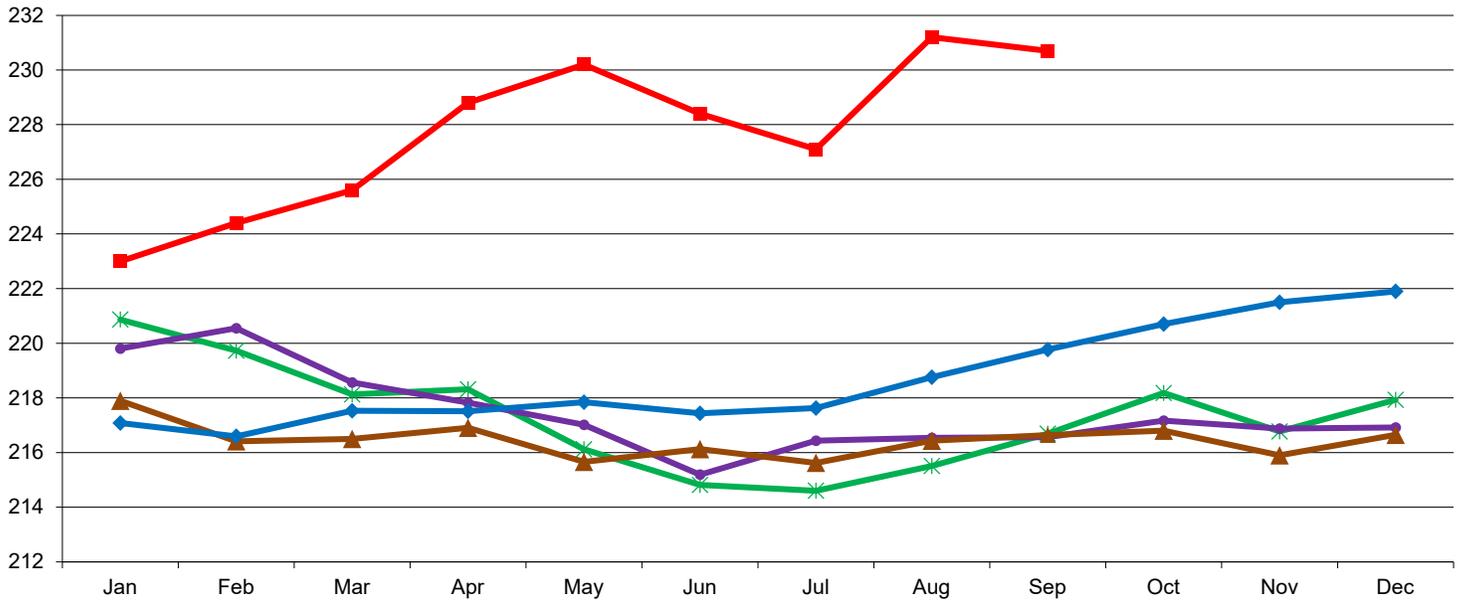
¹ These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. ² Data may not add due to rounding. ³ Both conventional and organic fat-reduced milk categories are the total of reduced fat, lowfat, skim and flavored fat-reduced milk.

Package Sales of Total Fluid Milk Products in Federal Milk Orders, June 2020, with Comparisons ¹

Marketing Area	Order Number	Sales ²		Change from:	
		Jun	Year to Date	Previous Year	Year to Date
		<i>(million pounds)</i>		<i>(percent)</i>	
Northeast	001	591	3,806	0.7	-0.2
Appalachian	005	268	1,645	15.4	5.9
Florida	006	208	1,391	4.1	3.0
Southeast	007	313	2,073	2.2	1.6
Upper Midwest	030	257	1,668	6.2	0.5
Central	032	310	1,988	9.4	2.7
Mideast	033	414	2,657	4.7	1.4
California ³	051	416	2,615	5.2	-1.2
Pacific Northwest	124	146	908	4.5	0.4
Southwest	126	339	2,192	7.4	2.4
Arizona	131	79	507	7.2	2.5
All Areas (Totals) ¹		3,341	21,450	5.4	1.4

¹ These figures are representative of the consumption of total fluid milk products in the respective area. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. ² Data may not add due to rounding.

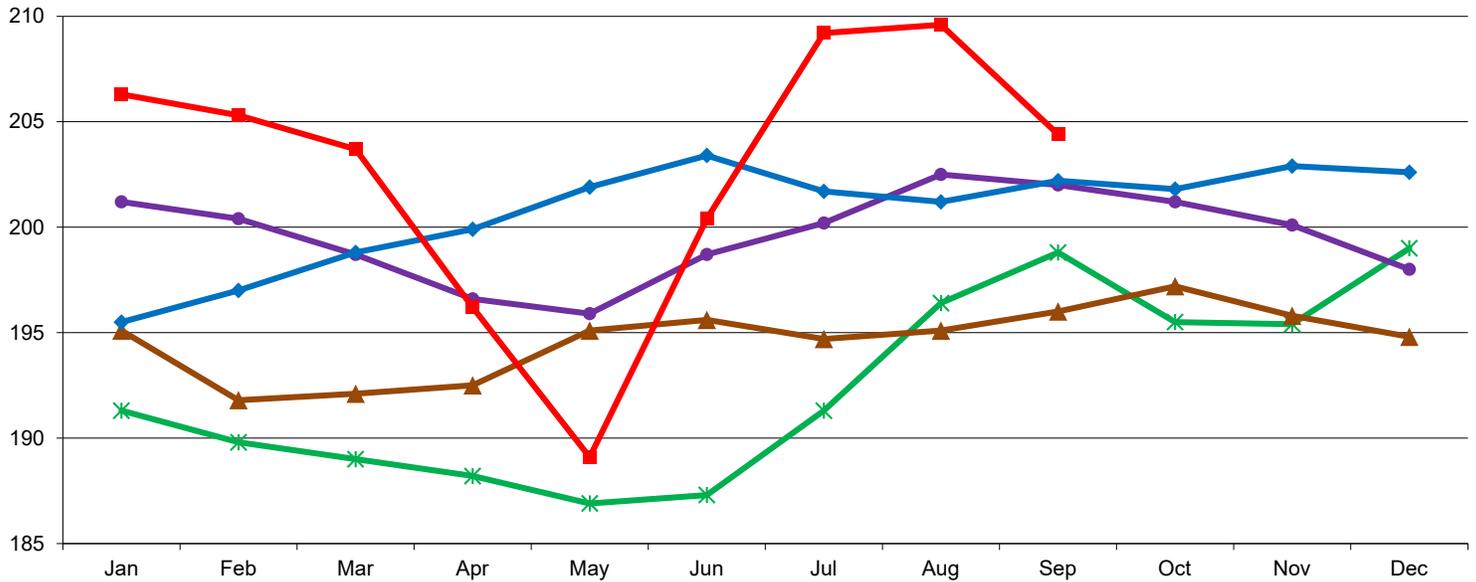
Consumer Price Index (CPI) for Dairy Products



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

2016 2017 2018 2019 2020

Producer Price Index (PPI) for Dairy Product Manufacturing



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

2016 2017 2018 2019 2020



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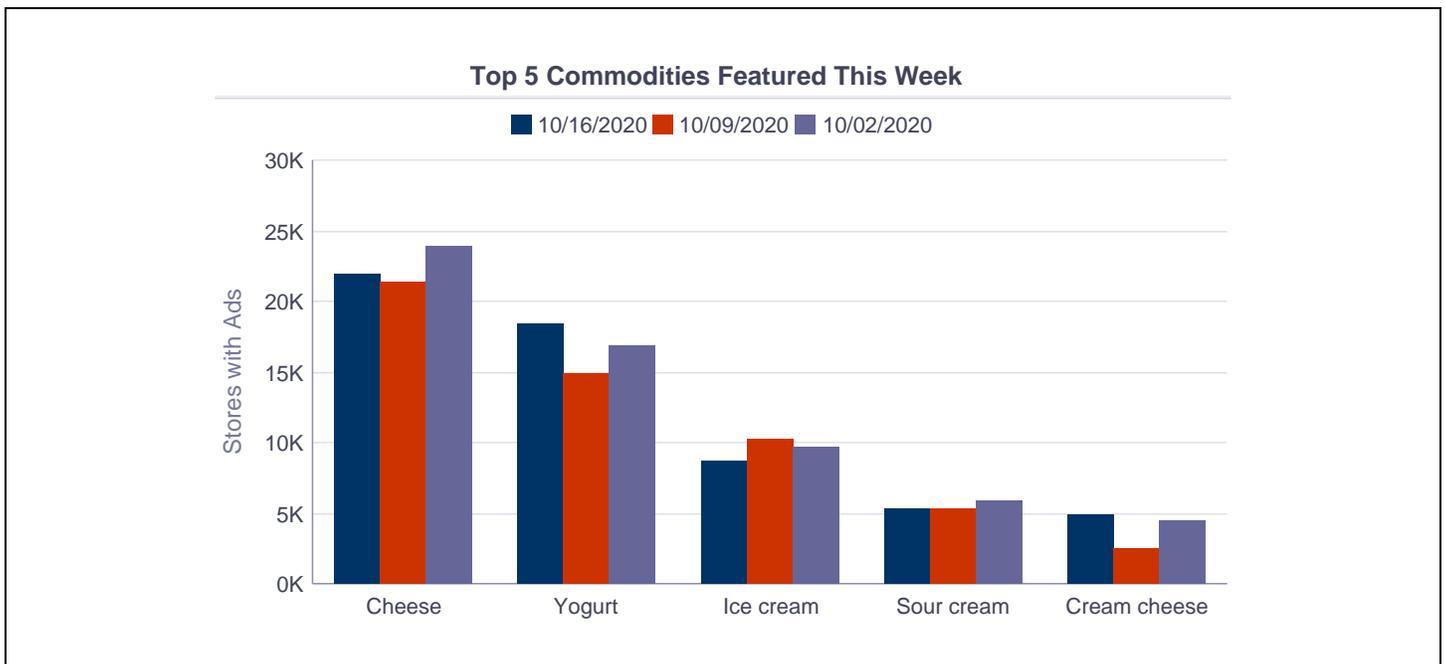
Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 10/16/2020 to 10/22/2020

This week, the total number of conventional ads increased 1 percent, and organic ads increased 62 percent. Ads for conventional 1-pound butter decreased 32 percent, with a weighted average advertised price of \$3.24, down 2 cents from last week.

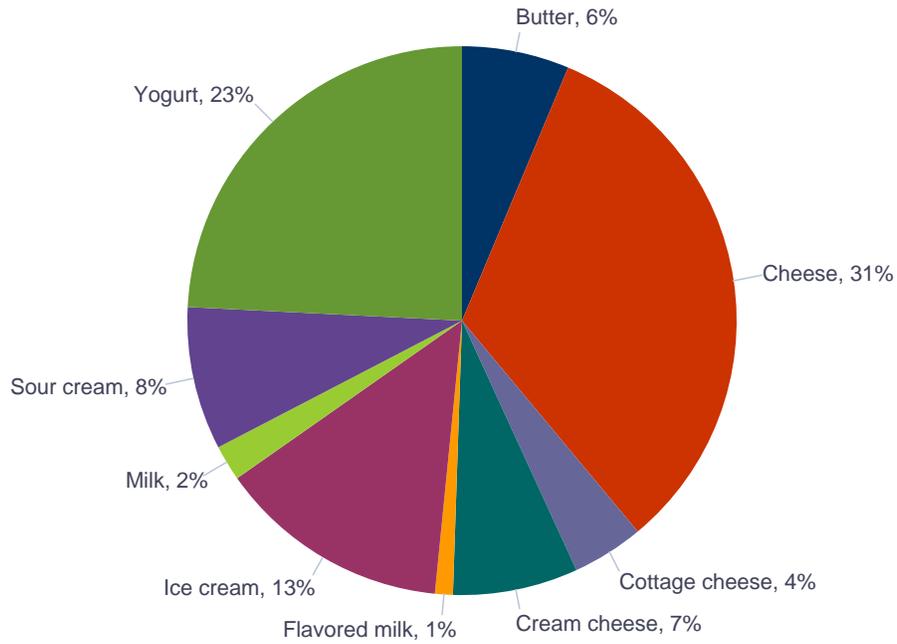
The total number of conventional cheese ads increased 2 percent. The weighted average price for 8-ounce conventional cheese shreds is \$2.48, up 13 cents from last week. Organic 8-ounce cheese shreds have an average price of \$3.49, resulting in a \$1.01 organic price premium.

The total number of conventional yogurt ads increased 12 percent and the total number of organic yogurt ads increased nearly six times. Conventional Greek yogurt in 4-6 ounce containers, the most advertised yogurt item this week, has an average price of \$0.97, up \$0.05 from last week. There are no ads for conventional 4-6 ounce yogurt.

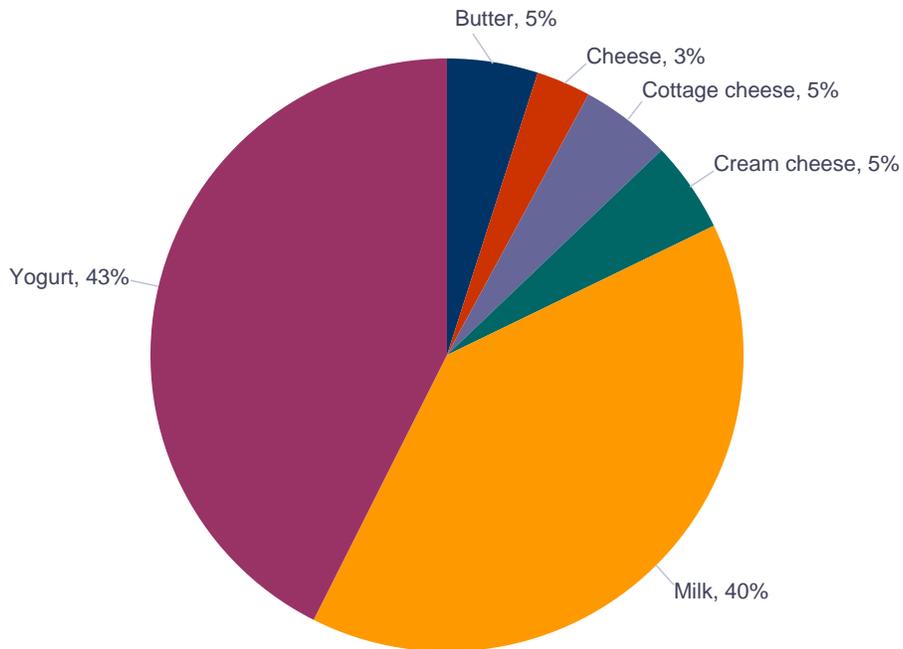
The national weighted average advertised price for conventional milk in half gallons is \$2.34, compared to \$3.47 for organic milk half gallons. This results in an organic premium of \$1.13. The total number of conventional milk ads increased 42 percent. Organic milk ad numbers decreased 3 percent. 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 #	4356	3.24	6400	3.26	3694	3.33
Cheese	Natural Varieties	8 oz block	8102	2.28	6862	2.52	7014	2.21
Cheese	Natural Varieties	1 # block	2181	3.55	4253	3.86	1182	4.67
Cheese	Natural Varieties	2 # block	666	6.97	945	6.64	302	4.99
Cheese	Natural Varieties	8 oz shred	9154	2.48	8234	2.35	10190	2.33
Cheese	Natural Varieties	1 # shred	1704	4.18	1061	4.43	2445	4.00
Cottage cheese		16 oz	2689	2.20	3644	2.11	3078	1.95
Cream cheese		8 oz	4662	2.44	2260	2.29	3994	1.96
Egg nog		quart					131	3.31
Egg nog		half gallon			27	4.99		
Flavored milk	All fat tests	half gallon	364	2.63	428	2.50	874	2.54
Flavored milk	All fat tests	gallon	319	3.00	299	3.35	499	3.72
Ice cream		48-64oz	8773	3.14	10316	3.38	7601	3.10
Milk	All fat tests	half gallon	684	2.34	1120	2.41	777	2.72
Milk	All fat tests	gallon	910	3.12			344	2.38
Sour cream		16 oz	5380	1.82	5188	1.93	4193	1.72
Yogurt	Greek	4-6 oz	10149	.97	8223	.92	8552	.98
Yogurt	Greek	32 oz	2101	4.44	3150	4.34	1757	3.98
Yogurt	Yogurt	4-6 oz	3370	.56	2714	.50	2650	.48
Yogurt	Yogurt	32 oz	842	2.36	550	3.80	1843	2.50

REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.50-4.59	1812	3.37	3.00-3.50	1203	3.45	1.99-2.99	606	2.68
Cheese	Natural Varieties	8 oz block	1.88-3.49	1290	2.44	1.84-3.00	3544	2.35	1.67-2.00	515	1.89
Cheese	Natural Varieties	1 # block	3.37-5.99	621	3.98	3.38	1086	3.38			
Cheese	Natural Varieties	2 # block	6.99	84	6.99						
Cheese	Natural Varieties	8 oz shred	1.99-4.49	2087	2.60	2.00-3.00	3244	2.61	1.67-3.00	1608	2.25
Cheese	Natural Varieties	1 # shred	3.99-4.59	515	4.46	3.99	1002	3.99			
Cottage cheese		16 oz	1.99-3.09	1540	2.36	2.00	428	2.00			
Cream cheese		8 oz	1.25-3.99	1159	2.70	1.50-3.00	1449	2.77	1.99-3.00	702	2.16
Flavored milk	All fat tests	half gallon	2.69	135	2.69						
Flavored milk	All fat tests	gallon				3.50	214	3.50			
Ice cream		48-64oz	2.50-5.09	2486	3.21	2.50-5.00	2748	2.87	2.50-3.99	1249	3.09
Milk	All fat tests	half gallon	2.29-2.89	356	2.66						
Milk	All fat tests	gallon	2.39-4.79	638	3.35						
Sour cream		16 oz	0.99-2.99	1663	1.95	0.99-2.00	2004	1.49	1.68-1.99	565	1.87
Yogurt	Greek	4-6 oz	0.69-2.50	2576	1.05	0.79-1.09	2349	.98	0.78-1.25	2058	.95

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	Greek	32 oz	3.99-6.29	1159	4.94				3.50	137	3.50
Yogurt	Yogurt	4-6 oz	0.50-0.89	687	.68	0.50	735	.50	0.39-0.80	1029	.58
Yogurt	Yogurt	32 oz	2.50-3.50	390	2.84				1.99	180	1.99

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 #	2.99-3.50	246	3.14	3.50	62	3.50	1.99-3.00	427	2.84
Cheese	Natural Varieties	8 oz block	1.67-3.00	1546	2.00	1.99-2.99	667	2.40	1.67-2.99	529	2.40
Cheese	Natural Varieties	1 # block				3.37	344	3.37	3.37	130	3.37
Cheese	Natural Varieties	2 # block	6.99-7.99	132	7.40	6.99	360	6.99	5.99	69	5.99
Cheese	Natural Varieties	8 oz shred	1.67-3.00	773	2.27	1.99-2.97	563	2.29	1.67-2.69	857	2.46
Cheese	Natural Varieties	1 # shred	4.29-4.59	187	4.38						
Cottage cheese		16 oz	1.79	121	1.79				2.00	578	2.00
Cream cheese		8 oz	1.48-1.99	382	1.89	1.50	178	1.50	1.67-3.00	744	2.18
Flavored milk	All fat tests	half gallon	2.99	51	2.99	2.49	178	2.49			
Flavored milk	All fat tests	gallon							1.99	105	1.99
Ice cream		48-64oz	2.50-5.50	782	3.50	2.50-3.99	900	2.99	2.49-5.49	584	3.98
Milk	All fat tests	half gallon	1.99	207	1.99				1.99	121	1.99
Milk	All fat tests	gallon				2.99	167	2.99	1.99	105	1.99
Sour cream		16 oz	1.19-2.00	261	1.77	2.00	274	2.00	2.19-2.69	578	2.44
Yogurt	Greek	4-6 oz	0.79-1.00	768	.91	0.77-1.25	1265	.99	0.50-1.00	1101	.82
Yogurt	Greek	32 oz	3.50-4.49	160	3.98	3.50-3.99	356	3.75	3.99	289	3.99
Yogurt	Yogurt	4-6 oz	0.49-0.60	362	.52	0.49-0.60	257	.56	0.40	289	.40
Yogurt	Yogurt	32 oz				1.99	167	1.99	1.79	105	1.79

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cheese	Natural Varieties	8 oz block	3.99	11	3.99			
Cheese	Natural Varieties	2 # block	6.99	21	6.99			
Cheese	Natural Varieties	8 oz shred	2.50-3.99	22	3.25			
Cottage cheese		16 oz	1.99-2.29	22	2.14			
Cream cheese		8 oz				2.00-2.50	48	2.25
Ice cream		48-64oz				4.99	24	4.99
Sour cream		16 oz	2.29	11	2.29	2.50	24	2.50
Yogurt	Greek	4-6 oz	0.79-1.25	32	.95			
Yogurt	Yogurt	4-6 oz	0.60	11	.60			

NATIONAL -- ORGANIC DAIRY PRODUCTS



Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	221	5.99				
Cheese	Natural Varieties	8 oz block					289	3.50
Cheese	Natural Varieties	8 oz shred	121	3.49			555	2.96
Cheese	Natural Varieties	1 # shred					151	2.99
Cottage cheese		16 oz	214	4.29	178	3.99		
Cream cheese		8 oz	214	2.50	223	2.85		
Milk	All fat tests	half gallon	1734	3.47	1719	4.31	1698	3.88
Milk	All fat tests	gallon			167	5.99	61	6.99
Milk	All fat tests	8 oz UHT	87	1.25			216	1.00
Sour cream		16 oz			178	2.99		
Yogurt	Greek	32 oz	1704	3.59	169	6.27	116	3.50
Yogurt	Yogurt	4-6 oz			161	1.00	180	.80
Yogurt	Yogurt	32 oz	221	3.49			589	3.08

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 #	5.99	221	5.99						
Cottage cheese		16 oz				4.29	214	4.29			
Cream cheese		8 oz				2.50	214	2.50			
Milk	All fat tests	half gallon	3.69-5.29	676	4.26	3.50-4.49	275	3.72	1.99	221	1.99
Milk	All fat tests	8 oz UHT				1.25	87	1.25			
Yogurt	Greek	32 oz	3.49-4.50	1086	3.64	3.50	502	3.50	3.50	116	3.50
Yogurt	Yogurt	32 oz	3.49	221	3.49						

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cheese	Natural Varieties	8 oz shred	3.49	121	3.49						
Milk	All fat tests	half gallon	1.99	78	1.99	2.99-3.49	473	3.17			



Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon	2.49	11	2.49			

REGIONAL DEFINITIONS

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

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



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