

**DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (11/6)**

**BUTTER:** Grade AA closed at \$1.4300. The weekly average for Grade AA is \$1.4280 (+0.0180).

**CHEESE:** Barrels closed at \$2.3175 and 40# blocks at \$2.3425. The weekly average for barrels is \$2.4710 (-0.0045) and blocks, \$2.5970 (-0.1775).

**NONFAT DRY MILK:** Grade A closed at \$1.0650. The weekly average for Grade A is \$1.0705 (-0.0205).

**DRY WHEY:** Extra grade dry whey closed at \$0.4225. The weekly average for dry whey is \$0.4190 (+0.0230).

**CHEESE HIGHLIGHTS:** The second big runup of the year on cheese block market prices has, at least this week, begun to show signs of an end. Prices have dropped nearly \$.30 from Monday to Thursday, coming down to meet barrel prices hovering just under \$2.50. Market contacts, both on the production side and on the buying side, have expected some comedown, as buyers have been using the hand-to-mouth tactic in recent weeks on some varieties. As producers report plentiful milk both in-house and spot offerings, their production rates have begun to subside in order to limit potential inventory excesses. Hence, the spot milk price range dropped on the low end (\$2 under to Class III), while offers are reportedly at \$3 and \$4 under Class in the Midwest. Another hurdle cheesemakers reported were COVID-19 related staffing shortages. Recently firm cheese market tones are in question.

**BUTTER HIGHLIGHTS:** Depending on cream availability in each region, butter production is generally ongoing, ahead of the year-end holiday's needs. Cream-based holiday favorites such as eggnog, cream cheese, whips, and dips, continue pulling strong on cream volumes, in some instances, limiting churning in some balancing plants across the country. Nevertheless, micro-fixing bulk supplies continues to balance customers' print orders at the retail level. Buyers' inquiries for Q1 contracts continue to come on across in some regions. This week, bulk butter pricing varies by regions: East, 2.0 cents to 7.0 cents over the market; Central, 0.0 cent to 5.0 cents above the market; West,

2.0 cents to 7.5 cents over the market, with various periods and averages used.

**FLUID MILK:** Across the nation, farm milk output is being/has been affected by uncommon weather activity. In the East, Tropical Storm Eta has the potential to disrupt production, hauling and fields. Last week's South Central area ice storms put a pinch on production plants with power outages, created road closures and could have some impact on crop health. Still, weekly milk yields in the Midwest, East, and most of the West are steady to higher. Contacts say bottling demand is up and down and varies from state to state. However, this week most industry participants are reporting a slight uptick in orders. Cheese producers reported plentiful contracted and spot milk. Spot milk prices were reported from \$2 under Class to flat Class. Condensed skim milk volumes continue clearing heavily to ice cream and NDM manufacturing. Cream is growing in availability in the Midwest, remains plentiful in the West, and remained somewhat steady in the East. F.O.B. cream multiples are 1.30-1.45 in the East, 1.18-1.35 in the Midwest, and 1.05-1.28 in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk (NDM) prices trended downward in all regions. NDM market upticks have slowed in recent weeks as buyers are holding out for potential further drops. On the other hand, buttermilk powder prices are trending northerly in a late seasonal push. The dry whole milk price range narrowed on uncertain market tones. Dry whey prices continued an upward trajectory in all regions, as buyers are busy fulfilling end-of-year needs. Whey protein concentrate 34% prices mirrored those of sweet whey powder and shifted up. The lactose price range is unchanged, but the mostly series slipped on active trading. Acid and rennet casein prices remained steady, as stocks are reportedly comfortable.

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**DAIRY MARKET NEWS PRICE SUMMARY FOR NOVEMBER 2 - 6, 2020**

**PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES**

Commodity	Range	Mostly	Commodity	Range	Mostly	Commodity	Range	Mostly
<b>NDM</b>			<b>BUTTERMILK</b>			<b>LACTOSE</b>		
Central Low/Med. Heat	1.0500 1.1400	1.0800 1.1100	Central/East	0.9200 1.0600		Central/West	0.3500 0.6300	0.4300 0.5450
Change	-0.0200 N.C.	N.C. -0.0100	Change	-0.0350 0.0300		Change	N.C. N.C.	-0.0200 N.C.
Central High Heat	1.1300 1.2000		West	0.9500 1.0200	0.9600 0.9800	<b>WPC 34%</b>		
Change	N.C. N.C.		Change	0.0100 -0.0100	0.0100 N.C.	Central/West	0.8400 1.0400	0.8750 0.9400
West Low/Med. Heat	1.0500 1.1500	1.0700 1.1250	<b>WHEY</b>			Change	0.0200 N.C.	0.0350 N.C.
Change	-0.0250 -0.0200	-0.0300 -0.0200	Central	0.3500 0.4300	0.3700 0.4000	<b>CASEIN</b>		
West High Heat	1.1300 1.2550		Change	0.0300 N.C.	0.0200 0.0200	Rennet	3.4650 3.4975	
Change	N.C. -0.0200		West	0.3500 0.4300	0.3800 0.4200	Change	N.C. N.C.	
<b>DRY WHOLE MILK</b>			Change	0.0125 N.C.	0.0125 0.0200	Acid	3.6000 3.7500	
National	1.5500 1.7000		Northeast	0.3300 0.4100		Change	N.C. N.C.	
Change	N.C. -0.0500		Change	N.C. 0.0150		<b>ANIMAL FEED WHEY</b>		
						Central	0.2900 0.3100	
						Change	0.0100 0.0100	

**DAIRY MARKET NEWS PRICE SUMMARY FOR OCTOBER 26 - NOVEMBER 6, 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	2450 2675	W. Europe	3175 3375	W. Europe	3875 4175
Change	-50 N.C.	Change	50 N.C.	Change	-75 -25
Oceania	2725 2850	Oceania	2950 3050	Oceania	3725 3925
Change	-100 -50	Change	-25 -50	Change	100 100
S. America	2650 2850	S. America	2950 3050	<b>BUTTEROIL</b>	
Change	-100 -100	Change	-50 -50	W. Europe	4525 4775
<b>WHEY</b>				Change	-200 -350
W. Europe	825 1000			<b>CHEDDAR CHEESE</b>	
Change	-25 N.C.			Oceania	3725 3900
				Change	-25 -25

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**INTERNATIONAL DAIRY MARKET NEWS: EUROPE**

**OVERVIEW: WESTERN EUROPE:** An experienced European dairy analyst characterizes current dairy markets there as being super boring. Most price movements are viewed as sideways market movements with little trend setting significance. Milk production in the EU January – August 2020 increased 1.8 percent from January – August 2019 according to CLAL data made available to USDA. **EASTERN EUROPE:** Ukraine exports of primary dairy products January – August 2020 were below January – August 2019. Results include butter, -46.1 percent; SMP, -30.9 percent; WMP, -61.1 percent; and cheese, -18.1 percent, according to CLAL data made available to USDA. **OCEANIA OVERVIEW: AUSTRALIA:** A sense of optimism continues to encourage dairy producers in Australia. Many pastures do not seem as dry as last year. More dairy producers are able to grow hay than last year. Hay prices are also lower, benefitting producers who purchase hay. **NEW ZEALAND:** September 2020 New Zealand milksolids reported by DCANZ, 224.952 million kg, nearly double August 2020, are up 1.8 percent from September 2019 milksolids, 220.982 million kg. September 2020 milk production, 2.708 million MT, nearly double August 2020, is up 1.7 percent from September 2019, 2.664 million MT. **SOUTH AMERICA OVERVIEW:** Farm milk production has generally stagnated after peaking over the past couple of weeks in the main dairy basins of South America, particularly in Argentina, Uruguay, Paraguay, Chile, and southeastern Brazil. Scattered showers have relieved dry conditions in the south region of the continent. As noted by some contacts, these rains are helping to boost forage quality on several dairy farms.

**NATIONAL RETAIL REPORT (DMN):** This week, conventional retail ad numbers were unchanged, while organic retail ad numbers increased 57 percent. The most advertised dairy item was 48 to 64-ounce conventional ice cream with a weighted average advertised price of \$2.90. Total conventional cheese ads decreased 1 percent, while no ads for organic cheese were reported. Conventional yogurt ads increased 17 percent, while organic ads decreased 25 percent. Milk in half gallon containers was the most advertised organic dairy item. The national weighted average advertised price for organic half gallons is \$3.70, down 23 cents from last week.

**SEPTEMBER AGRICULTURAL PRICES HIGHLIGHTS**

**(NASS):** The All Milk price received by farmers was \$17.90 in September, down \$1.40 from September 2019. The milk-feed price ratio was 2.28 in September, down 0.06 from September 2019. The index of prices received by farmers for dairy products during the month of September 2020 was down 4.4 to 89.1.

**SEPTEMBER DAIRY PRODUCTS HIGHLIGHTS (NASS):**

Butter production was 152 million pounds, 5.4 percent above September 2019, and 0.3 percent above August 2020. American type cheese production totaled 432 million pounds, 4.0 percent above September 2019, but 3.3 percent below August 2020. Total cheese output (excluding cottage cheese) was 1.09 billion pounds, 1.1 percent above September 2019, and 0.6 percent above August 2020. Nonfat dry milk production, for human food, totaled 124 million pounds, 5.5 percent above September 2019, but 13.8 percent below August 2020. Dry whey production, for human food, was 74 million pounds, 17.9 percent below September 2019, and 4.9 percent below August 2020. Ice cream, regular hard production, totaled 63.4 million gallons, 9.1 percent above September 2019, but 8.1 percent below August 2020.

**OCTOBER FINAL CLASS PRICES HIGHLIGHTS (FMMO):**

The following are the October 2020 class prices under the Federal milk order pricing system and changes from the previous month: Class II: \$13.63 (\$+0.47), Class III: \$21.61 (\$+5.18), and Class IV: \$13.47 (\$+0.72). Under the Federal milk order pricing system, the butterfat price for October 2020 is \$1.6388 per pound. Thus, the Class II butterfat price is \$1.6458 per pound. The protein and other solids prices for October 2020 are \$5.0146 and \$0.1534 per pound, respectively. These component prices set the Class III skim milk price at \$16.45 per cwt.

The October 2020 Class IV skim milk price is \$8.01, which is derived from the nonfat solids price of \$0.8902 per pound. The product price averages for October 2020 are butter \$1.5248, nonfat dry milk \$1.0670, cheese \$2.2921, and dry whey \$0.3480.

COMMODITY	MONDAY NOV 2	TUESDAY NOV 3	WEDNESDAY NOV 4	THURSDAY NOV 5	FRIDAY NOV 6	::	WEEKLY CHANGE	::	WEEKLY AVERAGE
<b>CHEESE</b>									
BARRELS	\$2.5300 (N.C.)	\$2.5250 (-0.0050)	\$2.4950 (-0.0300)	\$2.4875 (-0.0075)	\$2.3175 (-0.1700)	::	(-0.2125)	::	\$2.4710 (-0.0045)
40 POUND BLOCKS	\$2.7800 (-0.0025)	\$2.7350 (-0.0450)	\$2.6300 (-0.1050)	\$2.4975 (-0.1325)	\$2.3425 (-0.1550)	::	(-0.4400)	::	\$2.5970 (-0.1775)
<b>NONFAT DRY MILK</b>									
GRADE A	\$1.0950 (-0.0125)	\$1.0700 (-0.0250)	\$1.0650 (-0.0050)	\$1.0575 (-0.0075)	\$1.0650 (+0.0075)	::	(-0.0425)	::	\$1.0705 (-0.0205)
<b>BUTTER</b>									
GRADE AA	\$1.4100 (+0.0200)	\$1.4250 (+0.0150)	\$1.4375 (+0.0125)	\$1.4375 (N.C.)	\$1.4300 (-0.0075)	::	(+0.0400)	::	\$1.4280 (+0.0180)
<b>DRY WHEY</b>									
EXTRA GRADE	\$0.4100 (+0.0100)	\$0.4200 (+0.0100)	\$0.4200 (N.C.)	\$0.4225 (+0.0025)	\$0.4225 (N.C.)	::	(+0.0225)	::	\$0.4190 (+0.0230)

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

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

## BUTTER MARKETS

### NORTHEAST

This week, milk supplies to butter/powder operations saw further reductions due to Class II usage. Butter manufacturers who were pressed for cream looked to the spot market, where cream for churning could only be purchased at a 1.47 multiple. Plants with above average bulk inventory are grinding butter at a much higher rate than the previous year at this time. Retail sales are consistently strong ahead of the Thanksgiving Day holiday. The Dairy Market News weekly retail report sighted 4,986 feature ads promoting 16 ounce butter this week, at a nationally weighted average price of \$3.06. Over the same time period a year ago, 2388 stores featured 16 ounce butter at an average price of \$3.24. The market is currently seeing steady food service orders, as manufacturers monitor the COVID-19 pandemic for impact on butter distribution. The current prices for bulk butter range from +.0200 to +.0700 over the market, based on 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 - +0.0700

Secondary Sourced Information:

#### CME MONTHLY AVERAGE PRICE

The CME Group October 2020 monthly average price for Graded AA butter, \$1.4550, declined from the September average of \$1.5163. One year ago, the CME Group monthly average was \$2.1071.

### CENTRAL

Butter plant managers relay similar notes on cream accessibility. They report availability is opening up both from local and Western regions. Early in the week, the low end of the range of the multiples was dropping to levels not seen since spring/summer. Additionally, butter producers suggest cream suppliers are attempting to set up Thanksgiving week cream deals. Butter makers say some of their fall inventories are moving, as churning remains busy, as well. Demand notes, though, remain similar week to week. Retail demand has increased seasonally, but food service is doubtful to return to "normal" anytime in the near future. Butter market tones remain quiet. Some suggest butter market tones may remain somewhat muted into the first quarter of 2021.

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

Secondary Sourced Information:

The CME Group October monthly average price for Grade AA butter was \$1.4550, compared to \$1.5163 in September.

### WEST

The butter supply is more than adequate and reflects a somewhat unstable butter market undertone. The CME lost \$.0450 last week, but has gained \$.0475 back this week, thus far. Sources note that the market is capable of seeing a domestic price surge encouraged by strong retail demand that neutralizes the butter supply situation. Stocks are in good shape and churning thrives at expected yearend holiday levels. Micro-fixing bulk supplies continues to balance customers' print orders. Customers are inquiring about Q1 2021 bulk purchases. The current bulk butter prices for domestic sales are reported .02 - .0750 cents over the market of the CME Group, with various time frames and averages used. Food service is fairly steady, but below seasonal standards as the loss of business continues to impact butter manufacturers' sales volumes. The competitive U.S. butter, in the global market, could potentially be the mechanism for a stronger domestic butter price. Regional cream is adequate, but increasingly being absorbed into Class II production. Butter manufacturers are sourcing a few extra loads of spot cream each week. Western multiples are reported 1.05 - 1.21.

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

Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0200 - +0.0750

Secondary Sourced Information:

#### CME GROUP MONTHLY AVERAGES

The CME Group October 2020 monthly average price for AA butter is \$1.4550, compared to the September 2020 monthly average of \$1.5163. One year ago, the CME Group monthly average was \$2.1071.

#### CME CLOSING PRICE

The Grade AA butter price at the CME Group on Wednesday closed at \$1.4375, compared to last week's average price of \$1.4100.

## CHEESE MARKETS

## NORTHEAST

In the Northeast this week, weather conditions have been fairly comfortable for the beginning of November. Milk volumes are available and growing in the region. Some cheese makers are running close to capacity. Cheese markets exemplify a stable to mixed tone. Retail orders are strong, with continual strength in consumers' cheese demands. Market participants note there are healthy cheese interests from buyers on the spot market, although some manufacturers note buyers are less likely to commit to longer term contracts at current price levels. The foodservice industry continues to work through challenges. Numerous restaurants are offering new order online, delivery and take out options for their customers. On the CME Group, block and barrel prices are slightly trending downward.

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

Cheddar 40 pound Block	3.2250-3.5125
Muenster	3.2125-3.5625
Process American 5 pound Sliced	2.5750-3.0550
Swiss 10-14 pound Cuts	4.1975-4.5200

## MIDWEST

Cheese producers are reporting some changes in production levels this week. Some have stated they are seeking out less milk and have begun to limited production. Cheese customers, within multiple varieties of cheese, are buying on a hand-to-mouth basis. With current market prices considered, by most, to be near their ceiling, customers are avoiding being in a holding position with extra stocks of cheese when/if the market price recedes. Regarding market tones, a number of Midwestern cheese contacts say they are expecting a bearish turn near term. Some expect a noticeable slide within the next few weeks. Spot milk is available. Current prices reported are similar to last week, around and just under Class III.

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

Blue 5 pounds	3.4075-4.4775
Brick 5 pounds	3.1400-3.5650
Cheddar 40 pound Block	2.8625-3.2625
Monterey Jack 10 pounds	3.1150-3.3200
Mozzarella 5-6 pounds	2.9400-3.8850
Muenster 5 pounds	3.1400-3.5650
Process American 5 pound Loaf	2.5600-2.9200
Swiss 6-9 pound Cuts	3.7125-3.8300

## WEST

Western retail cheese demand has remained strong. And although government purchases and fast food outlets are moving good volumes of cheese, total food service is underperforming. As market cheese prices have remained high, export sales have receded. In some cases, manufacturers have had to discount cheese to move it overseas. Industry contacts say domestic market prices and freight costs are making it harder to compete in international markets. Furthermore, there is uncertainty in the domestic market as well. Parts of the nation face increasing COVID cases. As a result, market participants are concerned about further restrictions that could hamper recovery of the food service sector. Manufacturers and buyers are cautious in the production and storage of cheese that could lose value. Cheese production has been steady, but cheese makers are looking for ways to hold back volumes unless a known buyer is present. Cheese stocks are moderate. While some varieties are tight, buyers say they are not having any particular trouble getting the cheese needed.

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

Cheddar 10 pound Cuts	3.1000-3.3000
Cheddar 40 pound Block	2.8525-3.3425
Monterey Jack 10 pounds	3.0875-3.3625
Process American 5 pound Loaf	2.5775-2.8325
Swiss 6-9 pound Cuts	4.0050-4.4350

## FOREIGN TYPE

Demand in Europe for European manufactured cheese is steady. Prices for sales in Western Europe vary by type. Italian hard cheeses tend to have stable pricing. With recently opened new Italian production facilities, mozzarella prices in Europe are slightly softer. Sliced cheese prices and sales are steady. Emmentaler prices are slightly weaker. Demand for German cheese is seasonally slightly lower in southern Europe, contributing to cheese export sale potential outside Europe. Sources also say that recent heightened COVID-19 restrictions and related impacts have crimped some internal market EU sales. However, little diminishment of Western European port activity for cheese destined for the US has been noted.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	2.6400-5.2300	3.2850-4.7725*
Gorgonzola	3.6900-5.7400	3.7925-4.5100*
Parmesan	-0-	4.6725-6.7625*
Romano	-0-	4.4750-6.6300*
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
11/02/2020	92490	73356
11/01/2020	92491	73356
CHANGE	-1	0
% CHANGE	0	0

Secondary Sourced Information:

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

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
September	62.7	+ 4
TOTAL, JAN-SEP	621.1	+ 3
Exports - Destination Country		
1 Mexico	165.8	+ 10
2 South Korea	129.2	+ 17
3 Japan	63.3	...
4 Australia	45.7	+ 25
5 Chile	17.9	- 3

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## CHEESE MARKETS

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

September Imports	2020 Imports (Million Lb.)	% Change From 1 Year Ago
TOTAL Cheese and Curd (H.S. Code 0406)	33.7	- 21
Cheese, Except Fresh (H.S. Code 040690)	29.5	- 24
Fresh Cheese (H.S. Code 040610)	1.8	+ 9
Cheese, Processed (H.S. Code 040630)	1.4	+ 1
Cheese, Blue-Veined (H.S. Code 040640)	0.9	- 9

TOTAL, JAN-SEP Imports - Country of Origin	2020 Imports (Million Lb.)	% Change From 1 Year Ago
1 Italy	47.3	- 28
2 France	29.3	- 14
3 Netherlands	24.7	+ 4
4 Switzerland	15.0	+ 10
5 Spain	13.7	- 27

FLUID MILK AND CREAM

EAST

Weather conditions in the Northeast are moderately comfortable this week. Milk production is steady. Educational institutions' milk orders continue to be mixed throughout each school district. Retailers are ordering strong milk supplies. Class III operations are receiving stable milk loads. There are reports consumers are showing high demand for more milk products in their households. Milk production in the Mid-Atlantic region is slightly increasing. Neighboring areas are also increasing demand to fill immediate milk needs. There are very few available loads in the Mid-Atlantic for manufacturing needs. Southeast milk output is up. Class I is receiving the majority of milk. Educational institutions' Class I demands are fairly unchanged. Milk managers report retail orders are strong. In Florida, milk production is climbing. Class I sales are steady to higher from strong retail orders. There are reports Tropical Storm Eta may hit parts of the state, potentially taking a toll on haulers' milk routes and farmers' fields. Cream availability is slightly growing in parts of the East. Several loads are trading around the mid to high 1.30s. Cream cheese production is running on strong production schedules. Some butter makers are looking on the spot market for additional cream loads. Operations are offering cream at higher prices, although quite a few buyers are waiting to see where prices lead. Condensed skim markets are mostly steady. The DMN October average for Northeast Class II cream was \$ 2.0197, compared to \$2.0183 a month ago. The DMN October monthly average for Northeast Class II condensed skim was \$ 0.9929, compared to \$ 0.9321 a month ago.

Northeastern U.S., F.O.B. Condensed Skim	
Price Range - Class II; \$/LB Solids:	1.00 - 1.10
Price Range - Class III; \$/LB Solids:	1.00 - 1.15
Northeastern U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.3000 - 1.4500
Price Range - Class II; \$/LB Butterfat:	1.8330 - 2.0445

MIDWEST

Milk yields are on the rise despite some winter storms pounding the southern portion of the Central region last week. Fall weather, throughout most of the country, has dairy farmers reporting increasing yields weekly. Class I demand is up slightly one week, down one week the next. This week, Class I contacts reported increases from the south to the upper Midwest. Ice storms affected power at production plants and road conditions from Texas, up to Oklahoma, and into Kansas. Midwestern cheese plants report internal milk is plentiful, and spot market activity got a bump as well. Spot milk prices fell to \$2 under Class on the low end, but some say offers are nearing \$3 and \$4 under Class. Cheesemakers are limiting production in some plants, therefore extra milk is being extended throughout the Midwest. Cream availability is growing. Contacts report cream cheese production has kept the market stable for the past month, but as cream cheese production has steadied, cream loads have become more available. Cream multiples below 1.20 were reported into butter manufacturing. Butter plant managers reported having their pick from local and/or Western suppliers. Near-term, and some contacts suggest long-term, cream availability is expected to be prevalent. South Central farmers got some much needed precipitation for their winter wheat crops. Unfortunately for some farmers in that area, it was in the form of ice/snow, and damaged crops are being tallied now. Upper Midwest corn harvests are past the halfway point in those states, while bean harvests are wrapping up ahead of schedule. Winter wheat planting is/ or has gone smoothly this year in the Midwest.

The DMN monthly average of the range price series for Upper Midwest Class II cream during October was \$1.9745, compared to \$1.9845 in September.

Price Range - Class III Milk; \$/CWT; Spot Basis: -2.00 - .00  
Trade Activity: Moderate

Midwestern U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.1800 - 1.3500
Price Range - Class II; \$/LB Butterfat:	1.8048 - 1.9035
Multiples Range - Class II:	1.2800 - 1.3500

WEST

Farm milk outputs are trending steady to slightly up this week in California. Raw milk volumes are ample for most dairy processing needs. Milk sales into Class I are inching up due to an increase in seasonal eggnog production. Shipments to Class II are described as flat. Class III milk deliveries remain robust, driven by strong cheese purchases from the government and fast food outlets.

In Arizona, farm milk production is increasing, but slowly. Milk/cream volumes are reported as tight. Some processors are bringing in raw milk from nearby states to meet their needs, while a few processing plants has been down for repairs and maintenance.

In New Mexico, the weather has calmed down after last week's rains. Several dairy farms are operating on muddy conditions, in some cases, lowering milk production and milk quality. Nevertheless, milk intakes are more than enough to meet most processing needs, inside and outside the state. No major issues have been reported on milk hauling. Shipments into Class I are higher inside and outside the western region. Sales into Class III are also on the rise.

Milk output is solid in the Pacific Northwest. Farmers and handlers are keeping intakes in check with production base programs. Manufacturers have plenty of milk on hand to keep facilities running near full capacity. Downtime is limited, but processors can make required maintenance and repairs as needed. Bottling demand is steady. Cream supplies are readily available.

Milk production in the mountain states of Idaho, Utah, and Colorado, is still heavy. Across the Pacific Northwest and mountain states, high freight costs are keeping milk from moving very far from its source. There is more than enough milk to keep processing facilities full. Discounted spot loads of milk are common in Idaho.

Western ice cream makers continue pulling strong on condensed skim milk volumes. Some contacts say that condensed skim milk intakes moving into dryers have been declining this week. In some balancing plants, dryers are not running at full capacity due to the lower volume moving in.

Throughout the West, the availability of cream for all Classes varies from readily available to somewhat limited. Cream volumes continue clearing into butter processing and are progressively absorbed by Class II processors. Some butter makers have picked up some extra loads of cream, inside and outside the region. Cream multiples remained steady this week.

Western U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.0500 - 1.2800

## NONFAT DRY MILK, BUTTERMILK &amp; WHOLE MILK

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

## NONFAT DRY MILK - CENTRAL AND EAST

**CENTRAL:** The price range for low/medium heat nonfat dry milk (NDM) in the Central region slid on the bottom of the range and the mostly series slid one penny on the top. Trading activity stepped up this week after a couple slower weeks. Some contacts relay Mexican buying for end-of-year needs has kept markets buoyed, but expectations for export pushes are short term. Condensed skim is steadily available, and drying has remained steadfast, although some plants have faced setbacks with employees being forced to quarantine due to COVID-19. Cheese production has begun to ebb, as some customers expect a limit on cheese production related purchasing. High heat NDM prices remained steady on slow trading. Near term NDM market tones are uncertain.

**EAST:** This week, low/medium heat nonfat dry milk (NDM) prices are stable to softer. Nonfat dry milk production is strong in the upper area of the East, while moderate drying occurs in the central portion, as milk supply volumes vary across the region. The market environment has set in motion NDM production on a primarily make-to-order basis at some plants. NDM orders are growing, as processors corral Q1 2021 contracts. Overall, NDM stocks are adequate, but there are reports of one NDM plant being sold out through the end of year. High heat prices are steady, in a quiet market this week. A few plants have been able to replenish stocks over the past couple of weeks. The NDM market undertone is unsettled. The DMN monthly average of the mostly price series for Central and East low/medium heat NDM during October was \$1.1055, compared to \$1.0379 in September.

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: 1.0500 - 1.1400  
Mostly Range - Low & Medium Heat; \$/LB: 1.0800 - 1.1100

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: 1.1300 - 1.2000

## NONFAT DRY MILK - WEST

In the West, low/medium heat nonfat dry milk (NDM) prices are trending downward on the range and mostly price series this week. Trading activities have been slower in the region. Some buyers are purchasing spots around the low to mid \$1.10s price points. On the CME Group, spot prices are shifting lower. Market participants report some global buyers are actively purchasing orders. However, there are reports export interests are possibly declining. Manufacturers' low/medium heat NDM drying time is unchanged, with a few operations running strong production schedules. Market conditions are fluctuating. High heat NDM prices are steady to lower. Drying time is fairly slow. A few manufacturers are drying for committed orders. Buyers' spot demands are mixed this week. The high heat NDM market resembles a bearish tone. The October 2020 Dairy Market News monthly average for the West low/medium heat nonfat dry milk mostly series is \$1.1220 compared to \$1.0393 a month ago. The average for Western high heat nonfat dry milk is \$1.2086 compared to \$1.1585 a month ago.

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: 1.0500 - 1.1500  
Mostly Range - Low & Medium Heat; \$/LB: 1.0700 - 1.1250

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 - 1.2550

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

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
SEPTEMBER Total	135.6	- 6
TOTAL, JAN - SEP	1,355.6	+ 25
1 Mexico	458.2	- 17
2 Philippines	199.7	+ 85
3 Indonesia	163.9	+ 72
4 Vietnam	96.2	+ 12
5 Malaysia	75.6	+ 118

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** A few weeks ahead of Thanksgiving, the seasonal push for spot loads of dried buttermilk was active. The price range expanded with more activity. Lower prices were reported from some loads dried earlier in the year, while recently produced loads are trading at and above the \$1 mark. Buttermilk drying is still a seasonal priority, but condensed skim drying remains active and a regular focus of producers. Still, there were some extra loads available for the spot market on a busy trading week. Availability/offers are not a concern to end users, but some buyers say they are in a position to wait if possible. Dry buttermilk market tones are steady near term, but uncertain medium term.

**EAST:** The dry buttermilk price is mixed, but production is mostly steady. Intakes of cream and condensed buttermilk into ice cream facilities are seasonally lower, opening the door for some uptick in churn activity and dry buttermilk production. Overall, trading is light. Manufacturers are anticipating significant supply increases near the Thanksgiving Day holiday. The market undertone is steady. The DMN monthly average of the range price series for Central and East dry buttermilk during October was \$.9887, compared to \$.9801 in September.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: .9200 - 1.0600

## DRY BUTTERMILK - WEST

Dry buttermilk prices edged slightly higher week to week on the mostly, while the price range narrowed one penny on each side. Demand is meeting seasonal expectations, and Western contacts suggest supplies are less available for recently produced loads as end-of-year Mexican buying has kept supplies in check. Domestic customers say offers are available, but prices are keeping them in wait-and-see mode. Questions remain as to post-holiday demand season market directions, but current trading picked up from last week, in spite of condensed skim taking a lion's share of drying time. Even with plenty of cream and busy churns, the near-term dry buttermilk market tone is resolute. The DMN monthly average of the mostly price series for West buttermilk powder during October was \$.9595, compared to \$.9483 in September.

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

Price Range ; \$/LB: .9500 - 1.0200  
Mostly Range - ; \$/LB: .9600 - 0.9800

**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.

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**-CONTINUED FROM PAGE 5-**

**DRY WHOLE MILK - U.S.**

National dry whole spot prices are mixed on a narrower pricing range as some spot transactions pulled down the top end of the range. The national market tone is transitioning from balanced to unsettled as there is not a clear picture of the supply/demand dynamics over this week. However, according to some manufacturers, before the end of the year holidays, the market is expected to return to equilibrium or reasonably reassert itself in the best-case scenario.

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

Price Range - 26% Butterfat; \$/LB: 1.5500 - 1.7000

**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 remained busy this week. End users still report dry whey is not impossible to find, but producers are less willing to offer out loads in the low/mid \$.30s. Production, which for a majority of 2020 has been very active, is shifting lower according to a number of Midwestern Class III producers. Cheese market prices have started to wobble, and cheese customers are awaiting more slips. Therefore, cheese producers are shifting manufacturing levels down as to limit dry whey inventories in the potentiality of a large market price fallout. Additionally, some plant managers in the Midwest and Central areas relay the number of employees forced to quarantine due to COVID-19 has increased and forced some production downshifts. Animal feed whey prices mirrored edible grade prices and bumped up one penny on both sides of the range. Animal feed whey trading picked up slightly week to week, but remains somewhat quiet. In general, dry whey market tones are firm. The DMN monthly average of the mostly price series for Central dry whey during October was \$.3495, compared to \$.3095 in September. The monthly average of the range price series for Central animal feed whey during October was \$.2985, compared to \$.2767 in September.

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

Prices for: Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/LB: .3500 - .4300  
Mostly Range - Non-Hygroscopic; \$/LB: .3700 - .4000

**DRY WHEY- NORTHEAST**

Eastern dry whey prices are steady to shifted higher on the top of the price series. Several buyers are purchasing additional loads on the spot market this week. Market participants note seasonal demands are strengthening. In addition, manufacturers' customers are willing to purchase extra orders for their immediate needs. There are reports export demands continue to be healthy. Industry contacts relay healthy international interests may be one factor in the firming dry whey market. There are some buyers who are not purchasing on the spot market due to adequate inventory levels. Operations' production schedules are mostly unchanged from active drying. Dry whey market conditions are solid for the near term. The October 2020 Dairy Market News monthly average for Northeast dry whey was \$0.3514 compared to \$0.3302 one month ago.

Prices for: Eastern U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/LB: .3300 - .4100

**DRY WHEY- WEST**

Western whey prices are steady to higher, moving up at the bottom of the price range and top of the mostly price series. Industry contacts say a solid, steady demand from domestic and export markets is keeping inventories in check. Some manufacturers are diverting liquid whey away from dry whey production and making higher whey protein concentrations. As a result, dry whey supplies are tight. The DMN monthly average of the mostly price series for West dry whey during October was \$.3724 compared to \$.3407 one month ago and \$.3470 a year ago.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/LB: .3500 - .4300  
Mostly Range - Non-Hygroscopic; \$/LB: .3800 - .4200

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

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
SEPTEMBER Total	41.5	+ 52
TOTAL, JAN - SEP	344.2	+ 31
1 China	149.5	+ 173
2 Indonesia	24.2	+ 74
3 Vietnam	20.2	+ 11
4 Mexico	20.1	- 22
5 Philippines	19.4	- 31

**WHEY PROTEIN CONCENTRATE**

Whey protein concentrate 34% prices stepped higher at the bottom of the price range and the mostly prices series. Industry contacts say manufacturers' inventories are tight and offers are limited. While a few manufacturers report buyers are looking to add volume to current contracts, others suggest demand is light. Aside from a few favorite brands, sales are slow to develop. WPC 34% production is steady to lower as a few manufacturers choose to make more higher whey protein concentrations than WPC 34%. The October 2020 Dairy Market News average of the mostly price series for Central and West whey protein concentrate 34% is \$.8810, compared to \$.8500 in September and \$.9530 one year ago.

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: .8400 - 1.0400  
Mostly Range - 34% Protein; \$/LB: .8750 - .9400

**U.S. WPC < 80% EXPORTS, H.S. CODE 0404100500(FAS)**

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
SEPTEMBER Total	29.4	+ 24
TOTAL, JAN - SEP	230.3	+ 16
1 China	91.3	+ 68
2 Mexico	33.2	- 41
3 Canada	27.3	+ 40
4 Philippines	18.2	+ 19
5 Indonesia	10.6	+ 24

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

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

**CONTINUED FROM PAGE 6****LACTOSE**

The lactose price range is unchanged, but an increasing number of lower-priced spot sales are pulling the bottom of the mostly price series down. Industry contacts say some of the spot sales appear to be manufacturers relieving a bit of inventory pressure before the end of the year. Blocks of lactose become available and then clear, but when buyers go back looking for more, the price is higher. Inventories are mixed. While some manufacturers are making regular offers, others have highly committed supplies through the end of the year. Demand is also mixed. Lactose continues to move well through contracts. Freight costs, price competition and shipping availability are chipping away at sales opportunities. In some cases, manufacturers say buyers are willing to take a few extra loads at current contract prices, but spot sales are sometimes hard to come by. Market participants say competition is heating up for several larger tenders coming up. The October 2020 Dairy Market News average of the mostly price series for Central and West lactose was \$0.5002, compared to \$0.5056 in September, and \$.2809 one year ago.

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: .3500 - .6300  
Mostly Range - Non Pharmaceutical; \$/LB: .4300 - .5450

**U.S. LACTOSE EXPORTS, H.S. CODE 1702110000(FAS)**

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
SEPTEMBER Total	54.1	+13
TOTAL, JAN – SEP	514.4	+ 6
1 China	74.3	- 5
2 New Zealand	67.8	+ 9
3 Mexico	59.5	- 25
4 Japan	58.4	+ 9
5 Indonesia	36.9	+ 55

**CASEIN**

Acid and rennet casein prices are steady this week. Market activity is quite balanced. Contracts are being filled and stocks are comfortable. Export sales are good. Contracting for 2021 is well underway. Most Q1 2021 contracting is almost completed. Seasonal production is said to be lower but at expected volumes. General price steadiness is expected in coming weeks.

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: 3.6000-3.7500  
Rennet; Price Range - \$/LB: 3.4650-3.4975

**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
10/24/2020	58.2	2,580.8	62.2	2,664.7

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	15.20	18.04	
II	17.05	16.84	16.75	13.87	12.30	12.99	13.79	13.27	13.16	13.63		
III	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43	21.61		
IV	16.65	16.20	14.87	11.40	10.67	12.90	13.76	12.53	12.75	13.47		

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
10/31/2020	1,5133 2,418,410	2,7253 10,887,534	2,2706 12,291,538	3,639 5,155,676	1,0919 12,326,501

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	10/30	11/02	11/03	11/04	11/05
OCT 20	21.59	21.59	21.61	21.61	23.57
NOV 20	23.90	23.80	23.86	23.77	19.42
DEC 20	20.45	20.11	20.22	20.17	17.60

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

DATE	10/30	11/02	11/03	11/04	11/05
OCT 20	13.52	13.52	13.52	13.47	13.56
NOV 20	13.63	13.56	13.56	13.56	13.55
DEC 20	13.70	13.70	13.55	13.55	13.70

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

DATE	10/30	11/02	11/03	11/04	11/05
OCT 20	152.75	152.48	152.00	152.48	152.10
NOV 20	150.00	150.00	151.00	152.00	153.50
DEC 20	150.00	150.00	151.25	153.00	158.50

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

DATE	10/30	11/02	11/03	11/04	11/05
OCT 20	106.88	106.88	106.88	106.70	107.60
NOV 20	109.75	109.23	108.75	108.50	106.10
DEC 20	110.20	109.50	107.05	106.98	106.60

**WHEY (Electronic-Traded) (¢/lb)**

DATE	10/30	11/02	11/03	11/04	11/05
OCT 20	34.45	34.45	34.45	34.80	37.50
NOV 20	36.35	36.93	37.18	37.25	37.28
DEC 20	35.65	35.93	36.50	36.60	37.03

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

DATE	10/30	11/02	11/03	11/04	11/05
OCT 20	2.56	2.56	2.56	2.70	2.65
NOV 20	2.71	2.71	2.70	2.24	2.17
DEC 20	2.24	2.24	2.24	1.93	1.93

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

**INTERNATIONAL DAIRY MARKET NEWS - EUROPE**

Information gathered October 26 - November 6, 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**

An experienced European dairy analyst characterizes current dairy markets there as being super boring. Most price movements are viewed as sideways market movements with little trend setting significance. Milk production in the EU January – August 2020 increased 1.8 percent from January – August 2019 according to CLAL data made available to USDA. November milk production in the main producing countries, Germany and France, is at the seasonal low point. Ireland has had strong increases during 2020 but unofficial reports for September note a slowdown, partly seasonal. The relatively recent increase in demand for UHT milk continues. Sales are called very high. This has kept some fluid milk away from the normal manufactured dairy products to accommodate UHT sales. Some French manufactured dairy products are reported to be the subject of being banned by several supermarket chains in Qatar.

Cheese production in the EU January – August 2020 increased 1.8 percent from January – August 2019 according to CLAL data made available to USDA. Cheese demand is shifting with recent restriction of restaurant activity. Lower interest from food service is in contrast to more interest from retail stores. Cheese manufacturers and distributors are now more experienced in shifting demand from earlier COVID-19 restrictions. A result has been a smoother transition following recent tightening of various activities.

**EASTERN EUROPE**

Ukraine exports of primary dairy products January – August 2020 were below January – August 2019. Results include butter, -46.1 percent; SMP, -30.9 percent; WMP, -61.1 percent; and cheese, -18.1 percent, according to CLAL data made available to USDA.

**BUTTER/BUTTEROIL**

In Western Europe, the butter price range shifted lower. The highest butter prices tend to be in Belgium, followed by Germany, Italy, France, then Netherlands. The butteroil price range is lower. Conflicting factors are impacting butter pricing. November 1 many Western European nations heightened COVID-19 restrictions. Some hotels have closed again. Restaurants are more limited in capacity. Some restaurants have closed altogether, citing the reduced capacity limitations as making operation cost prohibitive. This has chilled butter sales to such customers. There is a feeling of nervousness as to timing and pacing of these restrictions being eased. Yet household butter demand remains active. Holiday baking is ahead. The convergence of these factors has led to current pricing movements.

Western Europe, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 3,875 - 4,175

Western Europe, 99% Butterfat, Free on Board - Port Butteroil  
Price Range - \$/MT: 4,525 - 4,775

Secondary Sourced Information:

Butter production in the EU January – August 2020 increased 1.7 percent from January – August 2019 according to CLAL data made available to USDA.

**SKIM MILK POWDER**

The Western European skim milk powder price range is lower at the bottom but steady at the top. Buyers have increasingly resisted top range prices, but enough sales were completed so that sellers could maintain those prices. The highest SMP prices are noted in Belgium, followed by Germany, France, and Netherlands. Overall, the market is stable. Uncertainty is developing among some customers and manufacturers following recent renewed restrictions related to COVID-19. So far, orders remain strong and contracting into Q1 of 2020 is well underway. Some internal EU buyers have contracted through Q2 of 2021. Export buyers tend to not go so far out in contracting.

Prices for: Europe, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,450 - 2,675

Secondary Sourced Information:

SMP production in the EU January – August 2020 increased 2.0 percent from January – August 2019 according to CLAL data made available to USDA.

**WHEY**

Dry whey pricing in Western Europe is mixed. Prices setting the low end of the price range are weaker. The top of the range is steady. Pricing is inconsistent in various plants, especially whey plants in Germany and Netherlands. Many plants report increasing export sales to customers in China continuing through much of 2020. Little out of the ordinary is impacting markets currently. Stable markets are expected moving forward.

Prices for: Western Europe, All First Sales, Free on Board - Port, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/MT: 825 - 1,000

**WHOLE MILK POWDER**

Whole milk powder pricing in Western Europe reflects stronger low end of the range prices while the high range price is steady. Among countries there is some inconsistency. The stronger export activity this year to some African countries had not been anticipated. Most Western European WMP production is targeted for internal EU sales. However, the marginal increase in exports is easily accommodated by increased production. Most of the increased production is attributed to plants in France and Belgium. German production has been quite steady and most German WMP is sold within the EU.

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:

WMP production in the EU January – August 2020 increased 4.9 percent from January – August 2019 according to CLAL data made available to USDA.

## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered October 26 - November 6, 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:** A sense of optimism continues to encourage dairy producers in Australia. Many pastures do not seem as dry as last year. More dairy producers are able to grow hay than last year. Hay prices are also lower, benefitting producers who purchase hay. Australian dairy exporters have increased efforts to develop new export partnerships in Southeast Asia, to reduce the dominance of China as an export destination. The countries being focused on include Indonesia, Malaysia, the Philippines, Singapore, Thailand and Vietnam. This initiative is described as a balancing of export relationships to generate more diversity and stability.

**NEW ZEALAND:** September 2020 New Zealand milksolids reported by DCANZ, 224.952 million kg, nearly double August 2020, are up 1.8 percent from September 2019 milksolids, 220.982 million kg. September 2020 milk production, 2.708 million MT, nearly double August 2020, is up 1.7 percent from September 2019, 2.664 million MT.

Dry pastures in New Zealand are causing increasing concern about a potential hit on milk production. Rain in many areas would be welcome. Another challenge is that many dairy producers report a shortage of migrant workers for dairy farms this season.

There is some nervousness in New Zealand about possible challenges to dairy exports as other countries pull back in response to rising COVID-19 levels. Some customers have slowed current buying, but there is hope that this is only a blip that will be corrected moving forward.

A large dairy cooperative in New Zealand recently entered into a distribution agreement with a US dairy cooperative to help move New Zealand dairy products to US foodservice customers.

## BUTTER/BUTTEROIL

In Oceania the butter price range strengthened, continuing a recent trend. This was a positive note in contrast with many dairy powders notching lower prices. Oceania prices came closer to butter prices for Western European butter, remaining slightly lower. There are reports of some buyers feeling the need to acquire stocks in the short term, resulting in more spot market buying activity. Butter is currently not the most profitable dairy product, but it remains profitable and production will remain active for current sales and to stock for future months to meet contract obligations.

Oceania, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 3,725 - 3,925

## Secondary Sourced Information:

At GDT event 271 on November 3, the butter all contracts price, \$3,822, increased 3.9 percent. The December contract, \$3,920 increased 2.6 percent.

Butter exports from New Zealand January – September 2020, 301,000 MT, decreased 7.7 percent from January – September 2019 according to CLAL data made available to USDA.

## SKIM MILK POWDER

The Oceania skim milk powder price range continues the recent trend of moving lower. Most dairy powders in Oceania moved lower this period. Slower buying from China and some other countries was a factor. Some buyer nervousness has been noted. Another factor mentioned was recent sales of SMP by India which increased competition. The lower prices further reduce the profitability of making SMP. Production remains seasonally active because contracts need to be met. However, extra seasonally declining milk is less likely to be called to SMP plants at current price levels.

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,725 - 2,850

## Secondary Sourced Information:

At GDT event 271 on November 3, the SMP all contracts price, \$2,722, decreased 4.4 percent. The December contract, \$2,748, decreased 4.8 percent.

SMP exports from New Zealand January – September 2020, 244,000 MT, decreased 4.8 percent from January – September 2019 according to CLAL data made available to USDA.

## CHEESE

The Oceania cheddar price range moved slightly lower. Slower buying interest for many Oceania dairy products took a bit of a price toll on cheddar. Even so, manufacturers with multiple product options say that cheese remains the most profitable dairy product to manufacture in Oceania. With seasonal milk production declining, extra milk is now most likely to go to cheese plants when factors of geography and transportation allow. Manufacturers have very good order books. Production beyond contract obligations is often scheduled to build stocks for future sales. Efforts to increase export sales are an ongoing focus.

Prices for: Oceania Cheese, Cheddar, 39% Maximum Moisture, Free on Board - Port,  
Price Range - \$/MT: 3,725 - 3,900

## Secondary Sourced Information:

At GDT event 271 on November 3, the cheddar all contracts price, \$3,786, decreased 0.8 percent. The December contract, \$3,879, decreased 0.7 percent.

Cheese exports from New Zealand January – September 2020, 228,000 MT, decreased 6.2 percent from January – September 2019 according to CLAL data made available to USDA.

## WHOLE MILK POWDER

The Oceania whole milk powder price range moved slightly lower. Buyer nervousness is the theme cutting through perspectives of why prices are weaker. Buying from China and other North Asian nations

CONTINUED ON PAGE 8B

## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered October 26 - November 6, 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 8A

slowed. Some factors dairy product manufacturers cited include global uncertainty associated with much of Europe moving back toward more intense COVID-19 control, the UK going into full lock-down, and US election uncertainty. While WMP is the dominant Oceania dairy product, the pricing decline reduces profitability which may result in some extra milk moving into more currently profitable dairy products.

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

Price Range - 26% Butterfat; \$/MT: 2,950 - 3,050

Secondary Sourced Information:

At GDT event 271 on November 3, the WMP all contracts price, \$2,985, decreased 2.0 percent. The December contract, \$2,974, decreased 4.7 percent.

WMP exports from New Zealand January – September 2020, 1 million MT, decreased 0.9 percent from January – September 2019 according to CLAL data made available to USDA.

**Exchange rates for selected foreign currencies:  
November 2, 2020**

.0127 Argentina Peso	.0134 India Rupee
.7057 Australian Dollar	.0096 Japan yen
.1741 Brazil Real	.0468 Mexican Peso
.7566 Canadian Dollar	.6635 New Zealand Dollar
.0013 Chile Peso	.2530 Poland Zloty
1.1641 Euro	.0233 Uruguay Peso

Conversion example: To compare the value of 1 US Dollar to Mexican Pesos:  $(1/.0468) = 21.3675$  Mexican Pesos. Source: "Wall Street Journal"

**INTERNATIONAL DAIRY MARKET NEWS - SOUTH AMERICA**

Information gathered October 26 - November 6, 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**

Farm milk production has generally stagnated after peaking over the past couple of weeks in the main dairy basins of South America, particularly in Argentina, Uruguay, Paraguay, Chile, and southeastern Brazil. Scattered showers have relieved dry conditions in the south region of the continent. As noted by some contacts, these rains are helping to boost forage quality on several dairy farms. At the industrial level, milk/cream volumes are more than adequate in most countries of the Southern Cone region, Brazil being the exception. As mentioned in the previous report, due to a recent prolonged period of drought, milk production levels in Brazil are well below the previous year. However, Brazil's milk production is beginning to recover due to drought relief driven by the phenomenon of La Niña. Conversely, this phenomenon is creating drought conditions in Argentina and Uruguay. It is worth mentioning that so far this year, milk production in Argentina and Uruguay is well above the levels of the previous year, mainly due to the favorable weather conditions during the last three quarters of the current year. Nevertheless, low rains and high temperatures are expected by the end of the year, which could potentially take a toll on milk production at the farm level. In summary, milk intakes are more than adequate in Argentina and Uruguay, but less than enough in Brazil. The production of bottled milk, cheese, yogurt, and milk caramel is active as year-end celebrations are approaching. Retail demand for fluid milk and cheese is strong, but described as weak from restaurants as the food service sector continues struggling with the COVID-19 situation.

gional and international demands from the food processing industry are hearty and improving ahead of the upcoming year-end holidays. WMP inventories are reported as readily available and slowly building.

Prices for: South America, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder  
Price Range - 26% Butterfat; \$/MT: 2,950 - 3,050

Secondary Sourced Information:

At the GDT Event 271 on November 3, whole milk powder (WMP) prices across all contract periods averaged \$2,985 per metric ton, down 2.0 percent from the last event.

**SKIM MILK POWDER**

Around the main ports of the Southern Cone coasts, export prices of skim milk powder (SMP) fell, reflecting the downward movements for SMP prices in some offshore auctions. With higher regional farm milk production, condensed skim milk volumes are becoming more accessible for drying. Export trades to Brazil and outside the Mercosur bloc are light to moderate.

Prices for: South America, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,650 - 2,850

Secondary Sourced Information:

At the GDT Event 271 on November 3, skim milk powder (SMP) prices across all contract periods averaged \$2,722 per metric ton, down 4.4 percent from the last event.

**WHOLE MILK POWDER**

Across the Southern Cone region of South America, whole milk powder (WMP) export prices adjusted down on a steady to bearish market. With farm milk output improving in Argentina and Uruguay, WMP inventories are becoming more accessible at lower prices. Exports to Brazil remain active, as well export to Algeria. Re-

2020 U.S. MONTHLY PRICE AVERAGES (US \$/LB)										
AREA and PRODUCT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT
CME GROUP <sup>1</sup>										
BUTTER - DAILY TRADING										
GRADE AA	1.8813	1.7913	1.7235	1.1999	1.4710	1.8291	1.6925	1.5038	1.5163	1.4550
CHEESE - DAILY TRADING										
BARRELS	1.5721	1.5470	1.4399	1.0690	1.5980	2.3376	2.4080	1.4937	1.6401	2.2213
40 POUND BLOCKS	1.9142	1.8343	1.7550	1.1019	1.6704	2.5620	2.6466	1.7730	2.3277	2.7103
NONFAT DRY MILK - DAILY TRADING										
GRADE A	1.2688	1.1816	1.0259	0.8485	0.9191	1.0092	1.0038	0.9830	1.0654	1.1182
DRY WHEY - DAILY TRADING										
EXTRA GRADE	0.3520	0.3708	0.3339	0.3644	0.3736	0.3181	0.3253	0.3276	0.3564	0.3908
DAIRY MARKET NEWS <sup>2</sup>										
CHEESE										
WISCONSIN										
PROCESS AMERICAN 5 POUND LOAF	1.8671	1.8055	1.7613	1.3897	1.6623	2.5047	2.6749	1.9907	1.8446	2.3106
BRICK AND/OR MUENSTER 5 POUNDS	2.4880	2.4595	2.3710	1.7858	2.0283	3.0173	3.2867	2.4774	2.7349	3.2408
CHEDDAR 40 POUND BLOCK	2.1980	2.1695	2.0810	1.4958	1.7383	2.7273	2.9967	2.1874	2.4449	2.9508
MONTEREY JACK 10 POUNDS	2.3530	2.3245	2.2360	1.6508	1.8933	2.8823	3.1517	2.3424	2.5999	3.1058
BLUE 5 POUNDS	3.0780	3.0495	2.9610	2.3758	2.6183	3.6073	3.8767	3.0674	3.3249	3.8308
MOZZARELLA 5-6 POUNDS	2.5480	2.5195	2.4310	1.8458	2.0883	3.0773	3.3467	2.5374	2.7949	3.3008
SWISS 6-9 POUND CUTS	3.1070	3.2429	3.2022	2.9614	2.9215	2.8556	2.5210	2.3938	3.1884	3.7341
NORTHEAST										
CHEDDAR 40 POUND BLOCK	2.5042	2.4757	2.3873	1.8020	2.0445	3.0335	3.3030	2.4936	2.7511	3.2571
PROCESS AMERICAN 5 POUND SLICED	1.9971	1.9355	1.8913	1.4847	1.7373	2.5797	2.7499	2.0657	1.9196	2.3856
MUENSTER	2.5230	2.4945	2.4060	1.8208	2.0633	3.0523	3.3217	2.5124	2.7699	3.2758
SWISS 10-14 POUND CUTS	3.6945	3.8406	3.7985	3.5489	3.5090	3.4431	3.1085	2.9813	3.7759	4.3216
WEST										
PROCESS AMERICAN 5 POUND LOAF	1.8321	1.7705	1.7263	1.3547	1.6273	2.4697	2.6399	1.9557	1.8096	2.2756
CHEDDAR 40 POUND BLOCK	2.2330	2.2045	2.1160	1.5308	1.7733	2.7623	3.0317	2.2224	2.4799	2.9858
CHEDDAR 10 POUND CUTS	2.3355	2.3070	2.2185	1.6333	1.8758	2.8648	3.1342	2.3249	2.5824	3.0883
MONTEREY JACK 10 POUNDS	2.3605	2.3320	2.2435	1.6583	1.9008	2.8898	3.1592	2.3499	2.6074	3.1133
SWISS 6-9 POUND CUTS	3.3457	3.4918	3.4498	3.2001	3.1603	3.0943	2.7598	2.7925	3.6371	4.1829
FLUID PRODUCTS										
CLASS II CREAM										
NORTHEASTERN - F.O.B.	2.1614	2.0461	1.9637	0.9716	1.5989	2.5839	2.3780	2.1107	2.0183	2.0197
MIDWESTERN - F.O.B.	2.3045	2.1408	2.0912	1.1746	1.7044	2.5417	2.3992	2.1264	1.9845	1.9745
CONDENSED SKIM - NORTHEASTERN - F.O.B.										
CLASS II	0.8690	0.9000	0.8500	0.4341	0.6638	0.8273	0.8500	0.9071	0.9321	0.9929
CLASS III	0.8048	0.8500	0.7489	0.4000	0.5975	0.7523	0.7750	1.1333	1.1369	1.0750

<sup>1</sup> Monthly averages are a simple average of all the closes during the month.

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

2020 U.S. MONTHLY PRICE AVERAGES (US \$/LB)										
AREA and PRODUCT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT
DAIRY MARKET NEWS, CONTINUED <sup>2</sup>										
DRY PRODUCTS										
NONFAT DRY MILK										
EASTERN AND CENTRAL - LOW/MEDIUM HEAT	1.2683	1.2246	1.1005	0.9039	0.8980	1.0094	1.0203	0.9798	1.0421	1.1145
--MOSTLY	1.2581	1.2305	1.0935	0.8898	0.8943	1.0167	1.0177	0.9921	1.0379	1.1055
EASTERN AND CENTRAL - HIGH HEAT	1.3271	1.3166	1.2534	1.0366	1.0342	1.1207	1.1509	1.1036	1.1430	1.1850
WESTERN - LOW/MEDIUM HEAT	1.2543	1.2118	1.0818	0.8980	0.8832	0.9924	1.0148	0.9754	1.0414	1.1113
--MOSTLY	1.2583	1.2153	1.0818	0.8789	0.8935	1.0095	1.0142	0.9799	1.0393	1.1220
WESTERN - HIGH HEAT	1.3738	1.3433	1.2341	1.0468	1.0568	1.1450	1.1455	1.1096	1.1585	1.2086
DRY WHEY										
CENTRAL	0.3427	0.3505	0.3511	0.3550	0.3687	0.3381	0.3114	0.3177	0.3188	0.3512
--MOSTLY	0.3471	0.3591	0.3540	0.3528	0.3644	0.3491	0.3215	0.3010	0.3095	0.3495
WESTERN	0.3460	0.3761	0.3468	0.3493	0.3719	0.3359	0.3298	0.3310	0.3369	0.3724
--MOSTLY	0.3526	0.3720	0.3691	0.3635	0.3770	0.3517	0.3495	0.3412	0.3407	0.3724
NORTHEASTERN - EXTRA AND GRADE A	0.3449	0.3585	0.3738	0.3795	0.3806	0.3765	0.3489	0.3487	0.3302	0.3514
WHEY PROTEIN CONCENTRATE 34%										
CENTRAL AND WESTERN	1.0020	1.0339	1.0547	1.0186	0.9509	0.9274	0.9002	0.8720	0.8665	0.9007
--MOSTLY	1.0017	1.0140	1.0148	1.0027	0.9590	0.9356	0.8945	0.8591	0.8500	0.8810
ANIMAL FEED										
CENTRAL - MILK REPLACER	0.2900	0.2997	0.2973	0.2968	0.3098	0.2914	0.2680	0.2540	0.2767	0.2895
DRY BUTTERMILK										
EASTERN AND CENTRAL	1.1483	1.1613	1.1303	0.9736	0.9210	0.9774	1.0113	0.9819	0.9801	0.9887
WESTERN	1.1231	1.1450	1.1335	0.9766	0.8735	0.9222	0.9261	0.9388	0.9424	0.9752
--MOSTLY	1.1320	1.1574	1.1391	0.9936	0.9045	0.9227	0.9196	0.9440	0.9483	0.9595
DRY WHOLE MILK										
NATIONAL	1.8083	1.8118	1.7807	1.6766	1.6808	1.6909	1.6978	1.6714	1.6855	1.6514
LACTOSE										
CENTRAL AND WESTERN	0.3157	0.3236	0.3294	0.3658	0.4129	0.4373	0.4997	0.5181	0.5114	0.5052
--MOSTLY	0.2979	0.3043	0.3107	0.3467	0.4018	0.4618	0.5170	0.5136	0.5056	0.5002
CASEIN										
RENNET	4.1240	4.4857	4.5139	4.4036	4.0582	3.8696	3.6438	3.5410	3.5113	3.5015
ACID	3.6645	3.7338	3.8031	3.9980	3.8798	3.8614	3.8500	3.8499	3.7624	3.6994

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

## 2020 INTERNATIONAL MONTHLY PRICE AVERAGES (US \$/MT)

AREA and PRODUCT	: JAN	: FEB	: MAR	: APR	: MAY	: JUN	: JUL	: AUG	: SEP	: OCT
DAIRY MARKET NEWS <sup>3</sup>										
BUTTER (82% BUTTERFAT)										
-- OCEANIA	4096	4169	4273	4210	3824	3641	3639	3440	3414	3672
-- WESTERN EUROPE	4045	3938	3626	2602	2579	3056	3857	4063	4092	4064
BUTTEROIL (99% BUTTERFAT)										
-- WESTERN EUROPE	5056	4981	4414	3758	3594	3699	4706	4945	4957	4851
CHEDDAR CHEESE (39% MAXIMUM MOISTURE)										
-- OCEANIA	4034	4431	4365	4427	4018	3835	3845	3531	3626	3808
SKIM MILK POWDER (1.25% BUTTERFAT)										
-- OCEANIA	3076	3006	2755	2549	2548	2624	2737	2801	2860	2901
-- SOUTH AMERICA	3020	2875	2695	2600	2536	2627	2693	2626	2768	2827
-- WESTERN EUROPE	2906	2838	2460	1816	1836	2102	2478	2512	2622	2586
WHEY POWDER (NONHYGROSCOPIC)										
-- WESTERN EUROPE	923	913	882	710	734	784	911	907	922	926
WHOLE MILK POWDER (26% BUTTERFAT)										
-- OCEANIA	3185	3006	2870	2765	2715	2798	3204	3020	2969	3029
-- SOUTH AMERICA	3183	3050	2905	2900	2877	2904	3097	3036	3030	3039
-- WESTERN EUROPE	3416	3350	3061	2476	2398	2618	3167	3281	3285	3260

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

## September Agricultural Prices Highlights

The All Milk price received by farmers was \$17.90 in September, down \$1.40 from September 2019. The alfalfa hay price was \$171.00 in September, down \$8.00 from September 2019. The corn price was \$3.41 in September, down \$0.39 from September 2019. The soybean price was \$9.24 in September, up \$0.89 from September 2019. The milk-feed price ratio was 2.28 in September, down 0.06 from September 2019.

The index of prices received by farmers for dairy products during the month of September 2020 was down 4.4 to 89.1. Compared to September 2019, the index was down 6.9 (-7.2%) percent. The index of prices paid by farmers for commodities and services, interest, taxes, and wage rates in September 2020 was up 0.4 point to 110.3. Compared with September 2019, the index was up 0.7 point (0.6 percent).

### Selected Milk Prices, Milk Cows, and Feed Prices, Selected States and U.S., September 2020 with Comparisons

State	All-Milk price <sup>1,2</sup>		Alfalfa hay, baled		Corn for Grain		Soybeans	
	September		September		September		September	
	2019	2020	2019	2020	2019	2020	2019	2020
	<i>(dollars per cwt)</i>		<i>(dollars per ton)</i>		<i>(dollars per bushel)</i>		<i>(dollars per bushel)</i>	
AZ	18.70	16.30	190.00	170.00	---	---	---	---
CA	18.60	18.70	200.00	180.00	---	---	---	---
CO	19.40	17.80	235.00	190.00	4.00	3.55	---	---
GA	20.70	21.10	---	---	---	---	---	---
ID	19.10	17.60	160.00	160.00	---	---	---	---
IN	18.80	17.60	---	---	3.96	3.77	8.60	9.44
IA	20.40	18.30	123.00	129.00	3.72	3.39	8.14	9.24
MI	17.90	16.70	180.00	175.00	4.05	3.39	8.54	9.44
MN	20.60	18.80	134.00	124.00	3.57	2.95	8.41	9.02
NM	17.40	15.60	220.00	225.00	---	---	---	---
NY	19.40	18.00	164.00	180.00	---	---	---	---
OH	19.30	18.70	200.00	200.00	4.11	3.62	8.58	9.70
PA	19.80	18.00	190.00	235.00	4.29	4.02	---	---
TX	19.30	17.40	178.00	193.00	3.96	3.72	---	---
WA	19.10	16.80	200.00	180.00	---	---	---	---
WI	19.90	17.70	190.00	159.00	3.69	3.26	8.17	9.12
U.S.	19.30	17.90	179.00	171.00	3.80	3.41	8.35	9.24

<sup>1</sup> Prices are shown at reported butterfat test. <sup>2</sup> Before deduction for hauling. Includes quality, quantity, and other premiums. Excludes hauling subsidies.

### Milk-Feed Price Ratio, Selected States and U.S., September 2020 with Comparisons

Milk-feed: pounds of 16% mixed dairy feed equal in value to 1 pound of whole milk <sup>1</sup>

State <sup>2</sup>	September 2019	August 2020	September 2020
IA	2.69	2.77	2.53
MI	2.24	2.27	2.08
MN	2.51	2.71	2.23
OH	2.15	2.29	2.05
WI	2.29	2.40	2.26
U.S.	2.34	2.50	2.28

(D) = Withheld to avoid disclosing data for individual operations. <sup>1</sup> The price of commercial prepared dairy feed is based on current United States prices received for corn, soybeans, and alfalfa. The modeled feed uses 51 percent corn, 8 percent soybeans, and 41 percent alfalfa hay. <sup>2</sup> Available states that provided all necessary data to compute milk-feed price ratios.

### General Price Measures, U.S., September 2020 with Comparisons

Item	September 2019	August 2020	September 2020
<b>Index Numbers (1990-92=100):</b>			
Prices received by farmers for dairy production	96.0	93.5	89.1
Prices paid by farmers for commodities and services, interest taxes, and wage rates	109.6	109.9	110.3

Source: U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. *Agricultural Prices, October 2020.*

## September 2020 Dairy Products Highlights

**Butter** production was 152 million pounds, 5.4 percent above September 2019, and 0.3 percent above August 2020. **American type cheese** production totaled 432 million pounds, 4.0 percent above September 2019, but 3.3 percent below August 2020. **Total cheese** output (excluding cottage cheese) was 1.09 billion pounds, 1.1 percent above September 2019, and 0.6 percent above August 2020. **Nonfat dry milk** production, for human food, totaled 124 million pounds, 5.5 percent above September 2019, but 13.8 percent below August 2020. **Dry whey** production, for human food, was 74 million pounds, 17.9 percent below September 2019, and 4.9 percent below August 2020. **Ice cream, regular hard** production, totaled 63.4 million gallons, 9.1 percent above September 2019, but 8.1 percent below August 2020.

Production of Dairy Products									
Product	September 2020	Change from			Product	September 2020	Change from		
		September 2019	August 2020	Year to Date <sup>1</sup>			September 2019	August 2020	Year to Date <sup>1</sup>
	<i>(1,000 lbs)</i>	<i>(percent)</i>				<i>(1,000 lbs)</i>	<i>(percent)</i>		
Butter	152,117	5.4	0.3	6.5	Yogurt (plain and flavored)	388,339	1.8	1.6	1.8
Cheese					Dry whey, human food	73,553	-17.9	-4.9	---
American types <sup>2</sup>	432,465	4.0	-3.3	1.8	Dry whey, animal feed	1,379	34.5	-4.5	---
Cheddar	306,094	7.7	-5.5	2.3	Dry whey, total <sup>8</sup>	74,932	-17.3	-4.9	-0.2
Other American	126,371	-3.9	2.7	---	Reduced lactose & minerals				
Brick & Muenster	14,790	-5.6	4.0	---	Human food	2,594	15.4	40.7	---
Cream & Neufchatel	92,683	7.4	2.8	---	Animal feed	2,574	-5.3	1.6	---
Hispanic	29,813	6.2	4.1	---	Lactose, human food & animal feed	97,131	1.7	-0.3	-10.0
Total Italian types	462,810	-1.7	4.4	-1.0	Whey protein concentrate				
Mozzarella	365,807	-2.6	3.9	-1.0	Human food <sup>9</sup>	38,651	0.9	-1.3	---
Other Italian	97,003	2.2	6.0	---	Animal feed <sup>9</sup>	477	-72.9	28.9	---
Swiss	27,510	-0.7	-3.8	---	Total <sup>9</sup>	39,128	-2.3	-1.0	-3.4
All other types	32,056	-12.0	-3.0	---	25.0-49.9 percent <sup>10</sup>	13,553	-14.0	-4.0	---
Total	1,092,127	1.1	0.6	0.5	50.0-89.9 percent <sup>10</sup>	25,575	5.2	0.7	---
Cottage cheese, curd <sup>3</sup>	35,598	14.4	7.2	---	Whey protein isolates <sup>11</sup>	10,384	4.4	4.0	---
Cottage cheese, cream <sup>4</sup>	34,954	18.5	7.8	4.4					
Cottage cheese, lowfat <sup>5</sup>	27,131	2.7	-0.5	-4.1		<i>(1,000 gal)</i>	<i>(percent)</i>		
Dry buttermilk	9,392	6.2	12.3	---	Frozen products				
Dry whole milk	10,275	35.1	1.5	---	Ice cream, regular hard	63,427	9.1	-8.1	2.7
Milk protein conc. (MPC), total <sup>6</sup>	12,729	19.9	-17.5	---	Ice cream, lowfat, hard	22,225	14.1	-5.3	---
Nonfat dry milk (NDM), human	124,275	5.5	-13.8	1.8	Ice cream, lowfat, soft	17,736	---	-17.0	---
Skim milk powders (SMP) <sup>7</sup>	72,450	23.3	18.3	10.6	Ice cream, lowfat, total	39,961	7.4	-10.9	-2.7
Sour cream	119,681	7.5	1.6	2.9	Sherbet, hard	3,090	14.3	-8.5	5.2
					Frozen yogurt, total	4,503	-0.4	-44.5	-5.5

### Manufacturers' Stocks, End of Month <sup>12</sup>

Product	September 2020	September 2019	August 2020	Product	September 2020	September 2019	August 2020
	<i>(1,000 lbs)</i>	<i>(percent)</i>			<i>(1,000 lbs)</i>	<i>(percent)</i>	
Dry whey, human food	78,069	-2.4	-8.5	Whey protein concentrate			
Dry whey, animal feed	1,368	-47.8	3.3	Human food <sup>9</sup>	63,247	-1.4	-5.1
Reduced lactose & minerals—human & animal <sup>13</sup>	5,892	17.5	7.5	Animal feed <sup>9</sup>	723	-52.2	12.4
Lactose, human food & animal feed	105,399	-6.4	-3.2	Total <sup>9</sup>	63,970	-2.6	-4.9
Dry buttermilk	20,678	48.9	-4.3	25.0-49.9 percent <sup>10</sup>	23,376	2.0	-8.7
Nonfat dry milk, human food	233,247	-7.0	-13.8	50.0-89.9 percent <sup>10</sup>	40,594	-5.0	-2.6
				Whey protein isolates <sup>11</sup>	15,464	-16.4	-3.9

<sup>1</sup> 2019 cumulative as percent change of 2018 cumulative. <sup>2</sup> Includes Cheddar, Colby, Monterey and Jack. <sup>3</sup> Mostly used for processing into cream or lowfat cottage cheese. <sup>4</sup> Fat content 4 percent or more. <sup>5</sup> Fat content less than 4 percent. <sup>6</sup> Dry milk protein concentrate, 40-89.9 percent. <sup>7</sup> Includes protein standardized and blends. <sup>8</sup> Excludes all modified dry whey products. <sup>9</sup> Whey protein concentrate, 25.0 to 89.9 percent. <sup>10</sup> Whey protein concentrate, human and animal. <sup>11</sup> Whey protein isolates, 90.0 percent or greater. <sup>12</sup> Stocks held by manufacturers at all points and in transit. <sup>13</sup> Reduced lactose and minerals stocks combined to avoid disclosure of individual operations. **Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. *Dairy Products, November 2020.*

## Final Class Prices by Order, October 2020

### October 2020 Highlights

**Class Prices:** The following are the October 2020 class prices under the Federal milk order pricing system and changes from the previous month: Class II: \$13.63 (\$+0.47), Class III: \$21.61 (\$+5.18), and Class IV: \$13.47 (\$+0.72).

**Component Price Information:** Under the Federal milk order pricing system, the butterfat price for October 2020 is \$1.6388 per pound. Thus, the Class II butterfat price is \$1.6458 per pound. The protein and other solids prices for October 2020 are \$5.0146 and \$0.1534 per pound, respectively. These component prices set the Class III skim milk price at \$16.45 per cwt. The October 2020 Class IV skim milk price is \$8.01, which is derived from the nonfat solids price of \$0.8902 per pound.

**Product Price Averages:** The product price averages for October 2020 are butter \$1.5248, nonfat dry milk \$1.0670, cheese \$2.2921, and dry whey \$0.3480.

## Final Class Prices by Order for October 2020

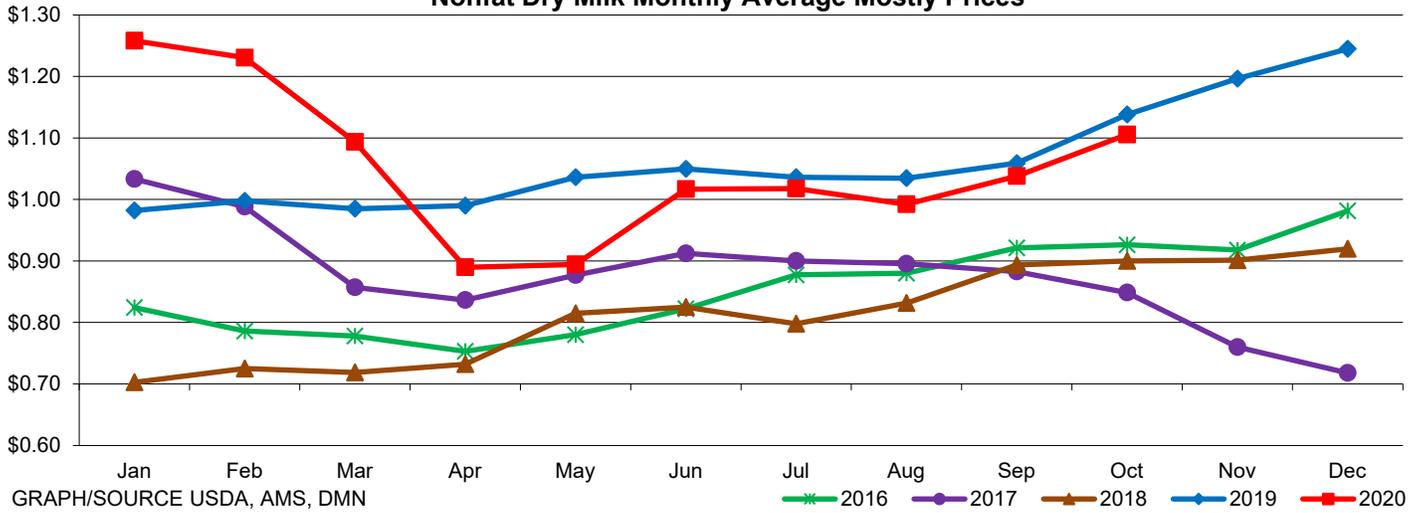
### Federal Milk Order Minimum Class Prices for Milk of 3.5 Percent Butterfat<sup>1, 2</sup>

Federal Milk Order Marketing Area <sup>3</sup>	Order Number	Oct 2020				Nov 2020
		Class I	Class II	Class III	Class IV	Class I
<i>(dollars per cwt)</i>						
Northeast (Boston)	001	18.45	13.63	21.61	13.47	21.29
Appalachian (Charlotte)	005	18.60	13.63	21.61	13.47	21.44
Florida (Tampa)	006	20.60	13.63	21.61	13.47	23.44
Southeast (Atlanta)	007	19.00	13.63	21.61	13.47	21.84
Upper Midwest (Chicago)	030	17.00	13.63	21.61	13.47	19.84
Central (Kansas City)	032	17.20	13.63	21.61	13.47	20.04
Mideast (Cleveland)	033	17.20	13.63	21.61	13.47	20.04
California (Los Angeles)	051	17.30	13.63	21.61	13.47	20.14
Pacific Northwest (Seattle)	124	17.10	13.63	21.61	13.47	19.94
Southwest (Dallas)	126	18.20	13.63	21.61	13.47	21.04
Arizona (Phoenix)	131	17.55	13.63	21.61	13.47	20.39
All-Market Average		18.02	13.63	21.61	13.47	20.86

<sup>1</sup> To convert the Class I price per 100 pounds to the Class I price per gallon, divide by 11.63 - the approximate number of gallons in 100 pounds of milk. <sup>2</sup> The mandatory \$0.20 per cwt processor assessment under the Fluid Milk Promotion Order is not included in the Class I prices shown on this table. <sup>3</sup> Names in parentheses are the major city in the principal pricing point of the markets. Class I prices at other cities are: Northeast (Boston): New York City, minus \$0.10; Philadelphia, minus \$0.20; Baltimore, minus \$0.25, and Washington, DC, minus \$0.25; Appalachian (Charlotte): Knoxville, minus \$0.20; and Louisville, minus \$1.10; Florida (Tampa): Orlando, same; Miami, plus \$0.60; and Jacksonville, minus \$0.40; Southeast (Atlanta): New Orleans, same; Memphis, minus \$0.90; Nashville, minus \$0.90; and Springfield, MO, minus \$1.40; Upper Midwest (Chicago): Milwaukee, minus \$0.05; and Minneapolis, minus \$0.10; Central (Kansas City): Des Moines, minus \$0.20; Omaha, minus \$0.15; Oklahoma City, plus \$0.60; St. Louis, same; and Denver, plus \$0.55; Mideast (Cleveland): Indianapolis, same; Cincinnati, plus \$0.20; Pittsburgh, plus \$0.10; and Detroit, minus \$0.20; California (Los Angeles); San Francisco, minus \$0.30; Sacramento, minus \$0.40; Tulare, minus \$0.50. Pacific Northwest (Seattle): Portland, same; and Spokane, same; Southwest (Dallas): Houston, plus \$0.60; San Antonio, plus \$0.45; Albuquerque, minus \$0.65; and El Paso, minus \$0.75. Report Contact: Randal Stoker, [randal.stoker@usda.gov](mailto:randal.stoker@usda.gov)

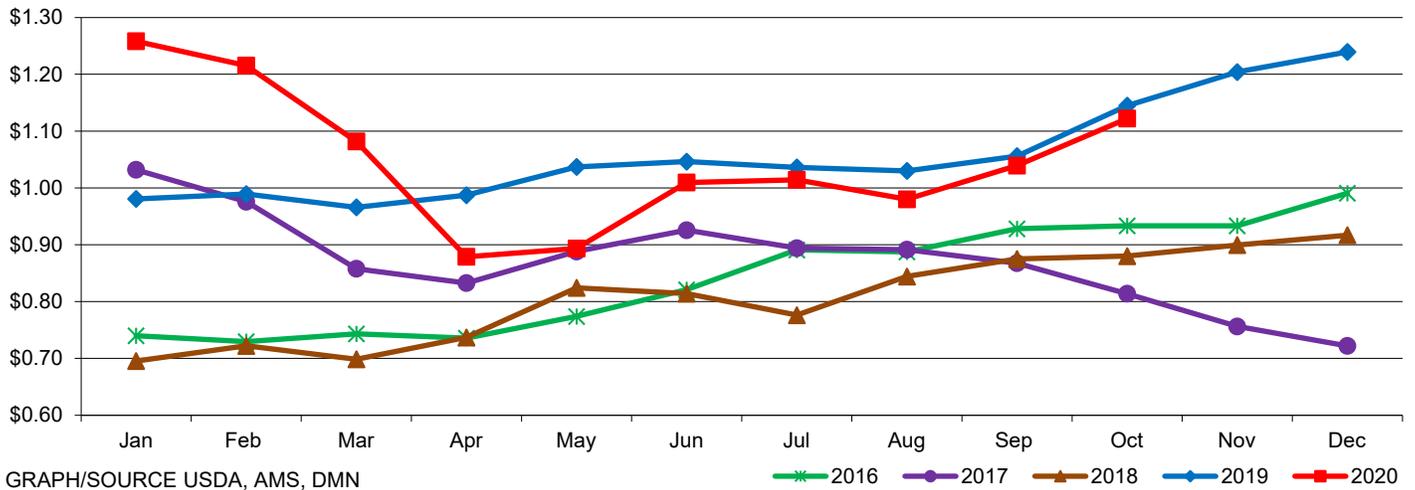
PER POUND

**Central & East Low/Medium Heat  
Nonfat Dry Milk Monthly Average Mostly Prices**



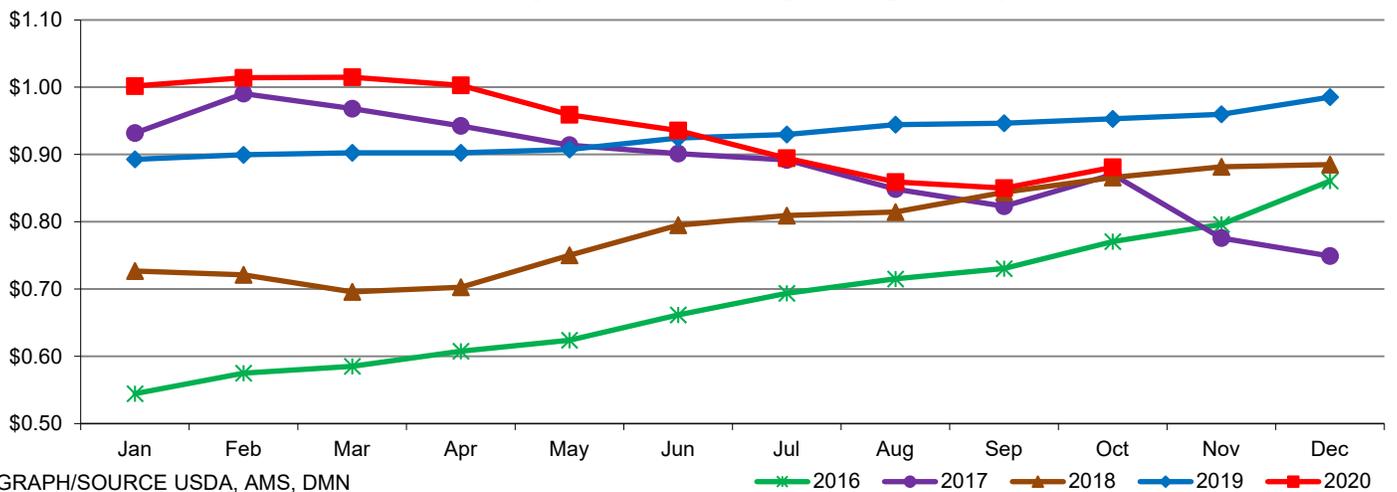
PER POUND

**Western Low/Medium Heat  
Nonfat Dry Milk Monthly Average Mostly Prices**



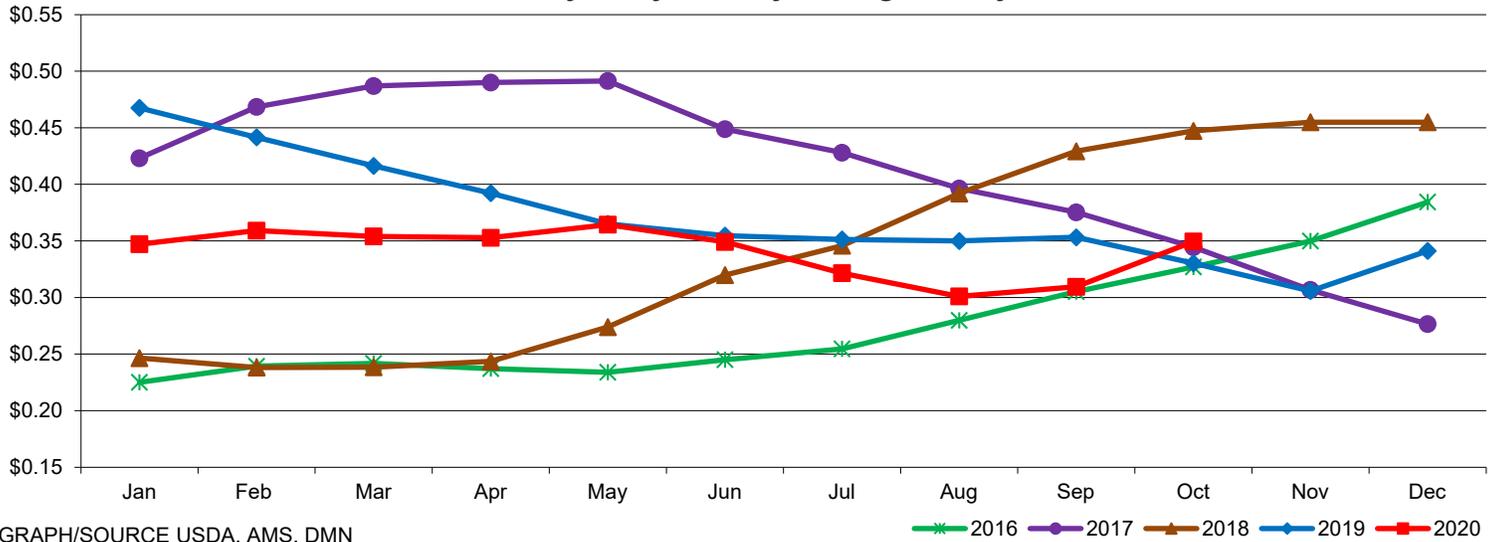
PER POUND

**Central & West Dry WPC 34% Monthly Average Mostly Prices**



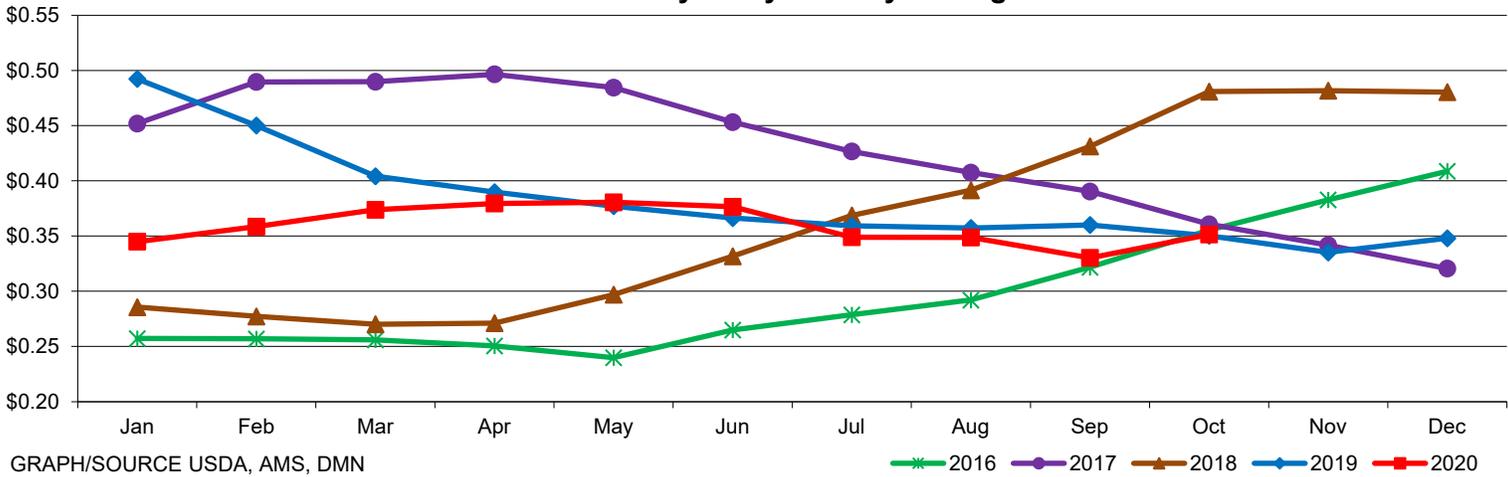
PER POUND

**Central Dry Whey Monthly Average Mostly Prices**



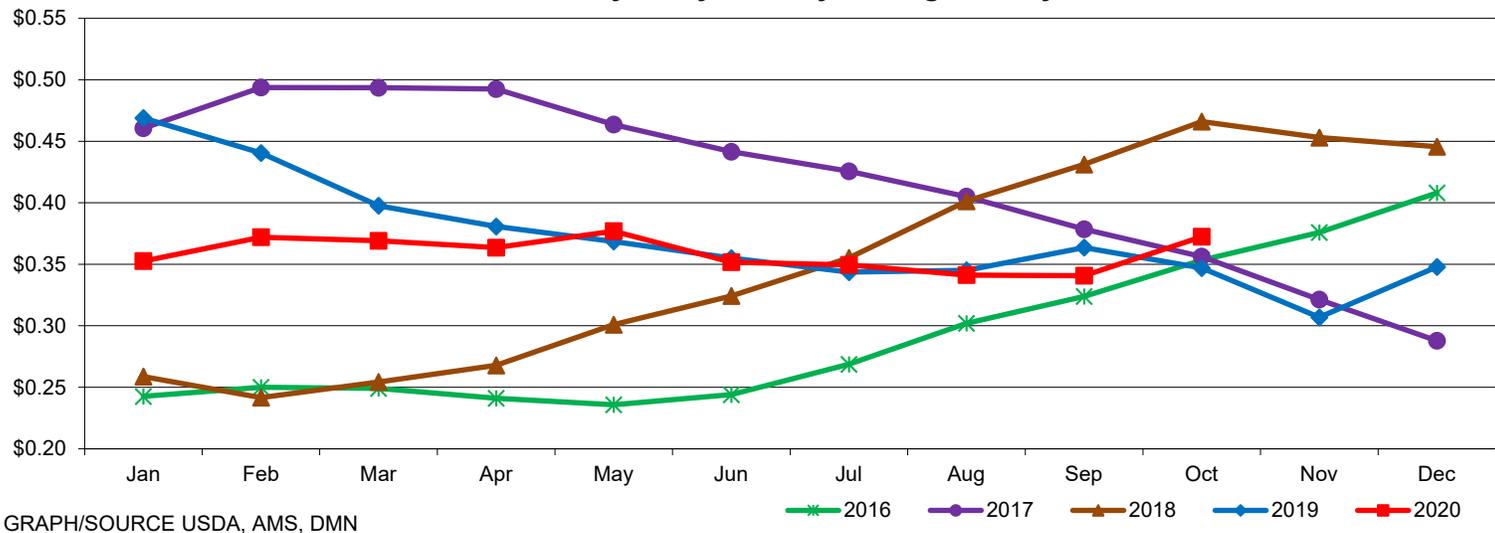
PER POUND

**Northeastern Dry Whey Monthly Average Prices**



PER POUND

**Western Dry Whey Monthly Average Mostly Prices**





## Dairy Market News Branch

Agricultural  
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# National Retail Report-Dairy

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

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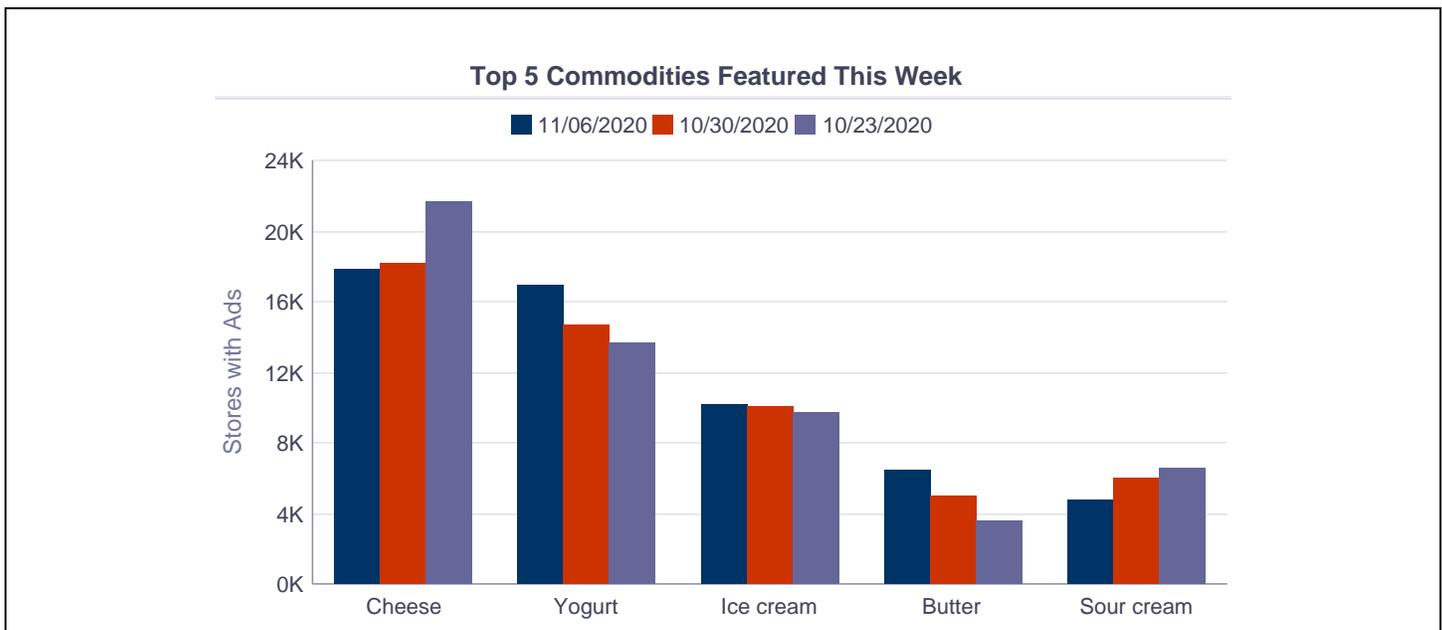
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 11/06/2020 to 11/12/2020

This week, conventional retail ad numbers were unchanged, while organic retail ad numbers increased 57 percent. The most advertised dairy item was 48 to 64-ounce conventional ice cream with a weighted average advertised price of \$2.90. Ads for conventional 1-pound butter increased 19 percent with a weighted average advertised price of \$3.13. The weighted average price of organic 1-pound butter is \$5.56, resulting in an organic premium of \$2.43. The national weighted average price for conventional eggnog in quart-sized containers is \$3.01, down 4 cents from the week before.

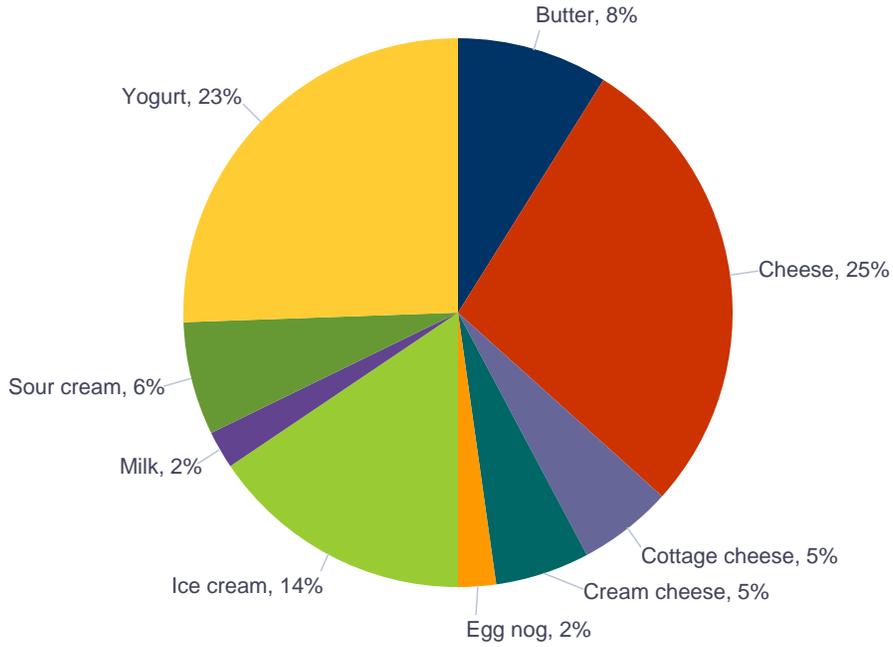
Total conventional cheese ads decreased 1 percent, while no ads for organic cheese were reported. Ads for conventional 8-ounce shredded cheese decreased 17 percent with a weighted average advertised price of \$2.37, up 7 cents from the prior week. Ads for 8-ounce conventional block cheese decreased 6 percent with an average price of \$2.36, down 6 cents from last week.

Conventional yogurt ads increased 17 percent, while organic ads decreased 25 percent. The national weighted average price for conventional yogurt in 4 to 6-ounce containers is \$0.53, compared to \$1.28 for organic yogurt, and organic premium of 75 cents. The weighted average price for conventional Greek yogurt is \$0.98, unchanged from last week.

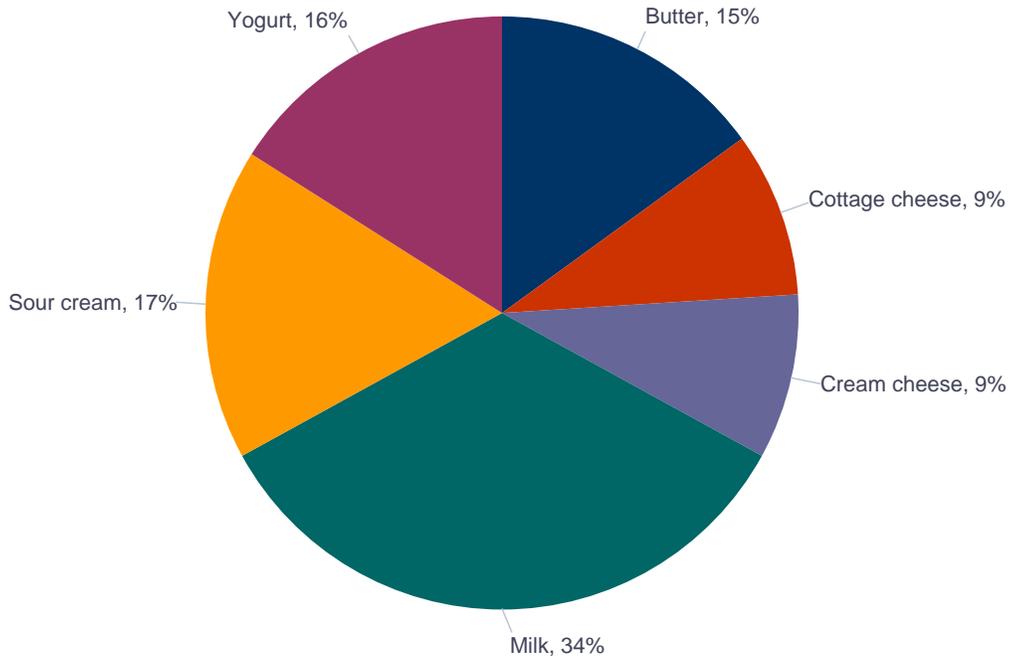
Milk in half gallon containers was the most advertised organic dairy item. The national weighted average advertised price for organic half gallons is \$3.70, down 23 cents from last week. The national weighted average price for conventional half gallon milk is \$1.27, resulting in an organic premium of \$2.43. Total conventional milk ads decreased 18 percent, while organic milk ads decreased 13 percent.



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 #	5952	3.13	4986	3.06	6548	3.66
Cheese	Natural Varieties	8 oz block	6732	2.36	7157	2.42	4545	2.50
Cheese	Natural Varieties	1 # block	1180	4.11	149	4.25	864	3.19
Cheese	Natural Varieties	2 # block	1325	7.22	924	6.27	2950	6.02
Cheese	Natural Varieties	8 oz shred	7896	2.37	9512	2.30	7237	2.38
Cheese	Natural Varieties	1 # shred	646	4.11	253	3.99	673	4.42
Cottage cheese		16 oz	3254	2.04	2333	2.02	3022	1.76
Cream cheese		8 oz	3558	1.44	5358	2.09	7325	1.79
Egg nog		quart	535	3.01	653	3.05	266	2.80
Egg nog		half gallon	627	4.50	27	4.99	394	4.65
Flavored milk	All fat tests	half gallon	121	2.50	970	2.37	841	2.35
Flavored milk	All fat tests	gallon	107	4.44			351	4.34
Ice cream		48-64oz	10160	2.90	9978	3.04	10687	3.92
Milk	All fat tests	half gallon	812	1.27	540	2.66	147	3.00
Milk	All fat tests	gallon	810	2.76	1441	3.48	635	2.65
Sour cream		16 oz	4198	2.06	6014	1.79	5015	1.70
Yogurt	Greek	4-6 oz	7992	.98	9177	.98	8209	.96
Yogurt	Greek	32 oz	1617	4.53	1737	4.48	2436	4.00
Yogurt	Yogurt	4-6 oz	5807	.53	2236	.52	4056	.51
Yogurt	Yogurt	32 oz	894	2.01	777	2.48	1112	2.00

## 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 #	2.50-5.99	2365	3.41	2.49-3.50	830	3.36	1.77-2.99	970	2.53
Cheese	Natural Varieties	8 oz block	1.67-3.19	1859	2.39	2.00-2.99	2976	2.45	1.49-2.99	355	2.35
Cheese	Natural Varieties	1 # block	3.99	411	3.99	4.29	53	4.29	3.99	320	3.99
Cheese	Natural Varieties	2 # block				6.98	195	6.98	6.99	331	6.99
Cheese	Natural Varieties	8 oz shred	2.00-3.00	1454	2.54	1.99-2.50	3047	2.42	1.49-2.50	905	2.05
Cheese	Natural Varieties	1 # shred	3.99	72	3.99	4.29	53	4.29	3.99	320	3.99
Cottage cheese		16 oz	1.67-2.50	1439	2.19	1.49-2.19	1575	1.94	1.49	119	1.49
Cream cheese		8 oz	0.99-2.99	1662	1.59	0.99	508	.99	0.99-1.00	319	1.00
Egg nog		quart	2.79-3.99	535	3.01						
Flavored milk	All fat tests	gallon							4.44	107	4.44
Ice cream		48-64oz	1.99-3.99	3031	3.00	1.99-5.99	3187	2.44	1.99-4.49	1682	2.97
Milk	All fat tests	half gallon	2.29	135	2.29				0.88-1.19	458	1.04
Milk	All fat tests	gallon	2.59-3.29	356	2.86	3.99	84	3.99			
Sour cream		16 oz	1.50-2.99	2142	2.02	1.50-2.19	1341	2.10	1.98	180	1.98
Yogurt	Greek	4-6 oz	0.69-1.25	2665	.97	1.00	2400	1.00	0.88-1.00	626	.98

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	3.49-5.99	870	4.43	4.50	87	4.50	4.99	180	4.99
Yogurt	Yogurt	4-6 oz	0.40-0.79	1770	.55	0.49-0.60	1593	.54	0.49-0.60	1023	.56
Yogurt	Yogurt	32 oz	1.67-2.50	605	2.18						

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 #	2.49-4.49	536	2.80	2.50	229	2.50	1.77-4.29	994	3.14
Cheese	Natural Varieties	8 oz block	1.49-2.50	700	2.09	1.88-2.50	536	2.01	1.69-2.99	295	2.51
Cheese	Natural Varieties	1 # block	3.99	211	3.99	3.50-4.99	124	4.25	5.48	61	5.48
Cheese	Natural Varieties	2 # block	6.99	78	6.99	6.99	167	6.99	5.99-9.99	515	7.37
Cheese	Natural Varieties	8 oz shred	0.69-3.48	1011	2.33	1.88-2.99	758	2.05	1.69-2.99	689	2.55
Cheese	Natural Varieties	1 # shred	3.99	78	3.99	3.50	62	3.50	5.48	61	5.48
Cottage cheese		16 oz	1.99	121	1.99						
Cream cheese		8 oz	0.79-1.99	291	1.53	0.99-2.49	757	1.55			
Egg nog		half gallon	3.88-4.79	338	4.24				4.79	289	4.79
Flavored milk	All fat tests	half gallon	2.50	121	2.50						
Ice cream		48-64oz	1.99-5.49	929	3.74	1.99-2.99	697	2.68	2.49-3.49	584	3.28
Milk	All fat tests	half gallon	0.99-1.19	219	1.12						
Milk	All fat tests	gallon	2.99	133	2.99				1.99	226	1.99
Sour cream		16 oz				1.99	246	1.99	2.19	289	2.19
Yogurt	Greek	4-6 oz	0.90-1.25	371	1.03	0.60-1.00	1397	.94	0.88-1.00	460	.97
Yogurt	Greek	32 oz	3.99	99	3.99	4.49-4.99	381	4.67			
Yogurt	Yogurt	4-6 oz	0.37-0.60	404	.47	0.50	422	.50	0.38-0.50	584	.49
Yogurt	Yogurt	32 oz							1.67	289	1.67

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 #	3.99	28	3.99			
Cheese	Natural Varieties	8 oz block	3.99	11	3.99			
Cheese	Natural Varieties	2 # block	6.99-10.99	39	9.86			
Cheese	Natural Varieties	8 oz shred	1.99-3.99	32	2.68			
Cream cheese		8 oz	1.69	21	1.69			
Ice cream		48-64oz	4.49-6.99	50	6.11			
Milk	All fat tests	gallon	2.99	11	2.99			
Yogurt	Greek	4-6 oz	0.88-1.67	49	1.33	1.00	24	1.00
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 #	503	5.56			428	5.74
Cheese	Natural Varieties	8 oz shred			121	3.49	424	3.85
Cottage cheese		16 oz	289	3.58				
Cream cheese		8 oz	289	2.49				
Ice cream		48-64oz					117	5.99
Milk	All fat tests	half gallon	896	3.70	723	3.93	799	4.07
Milk	All fat tests	gallon	213	4.99	546	4.49	275	5.08
Sour cream		16 oz	565	2.21			503	2.22
Yogurt	Greek	32 oz			214	3.50	3932	6.30
Yogurt	Yogurt	4-6 oz	369	1.28	72	.69	255	1.31
Yogurt	Yogurt	32 oz	147	4.99	401	3.49		

### 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 #				4.99	214	4.99			
Milk	All fat tests	half gallon	3.99	253	3.99				3.00	233	3.00
Milk	All fat tests	gallon							4.99	213	4.99
Sour cream		16 oz	2.99	62	2.99	2.00	214	2.00			
Yogurt	Yogurt	4-6 oz	1.00-1.49	308	1.23	1.49	61	1.49			
Yogurt	Yogurt	32 oz	4.99	147	4.99						

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 #							5.99	289	5.99
Cottage cheese		16 oz							3.58	289	3.58
Cream cheese		8 oz							2.49	289	2.49
Milk	All fat tests	half gallon							3.00-4.29	410	3.91
Sour cream		16 oz							2.19	289	2.19



Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price

**REGIONAL DEFINITIONS**

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

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



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Market Information Branch

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