

**DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (11/13)**

**BUTTER:** Grade AA closed at \$1.4000. The weekly average for Grade AA is \$1.4330 (+0.0050).

**CHEESE:** Barrels closed at \$1.6100 and 40# blocks at \$1.9175. The weekly average for barrels is \$2.0030 (-0.4680) and blocks, \$2.1505 (-0.4465).

**NONFAT DRY MILK:** Grade A closed at \$1.0875. The weekly average for Grade A is \$1.0855 (+0.0150).

**DRY WHEY:** Extra grade dry whey closed at \$0.4300. The weekly average for dry whey is \$0.4270 (+0.0080).

**CHEESE HIGHLIGHTS:** Cheese market contacts were expecting bears during the price runup in recent weeks, and bears have appeared in force. Cheese plant managers were slightly ahead of this, as a number have been reporting, for weeks, slighter production schedules. Milk is plentiful, as Midwestern spot milk prices ranged from \$3 under to Class III. Western cheese contacts report growing inventories as customers, outside of governmental/food service sectors, are purchasing on necessity bases. Restaurateurs throughout the country are working through restrictions due to COVID-19 surges and/or weather unsuitable for outdoor seating. Therefore, orders into private food service sectors are and will be challenging on both the production and buyer sides.

**BUTTER HIGHLIGHTS:** Across the country, butter makers say they are fully supplied on cream. Thus, butter production remains active at most major butter operations, while orders remain resilient for print accounts. Some industry stakeholders suggest COVID-19 testing and quarantines are leading to employee shortages, while putting a crimp on scheduling and churn rates. In some cases, butter supplies continue to be reworked to fill current orders as manufacturers hope to trim inventories ahead of probable butter price declines in the short term. That said, the butter market is on ambiguous ground right now. 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:** Class I demand remains mixed in the COVID-19 era for school districts. Orders are mostly steady from week to week, although suppliers continue to report each state and region are very distinctive this year. Milk production is flat to increasing in most of the country this fall. Even in Florida, where milk yields have been mixed, production reports are showing upticks. Cream is also growing in availability. Multiples slid slightly on the top of the ranges in the West and Midwest. Eggnog manufacturers are clearing strong milk/cream loads. In addition, heavy whipping cream and other holiday product

manufacturers are clearing healthy cream loads for stronger production schedules. Condensed skim markets continue to display a stable tone. Some ice cream makers are receiving additional supplies for seasonal demands. F.O.B. cream multiples are **1.30-1.43** in the East, **1.18-1.33** in the Midwest, and **1.05-1.28** in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk (NDM) prices are mostly lower this week. Buyers' spot demands are mixed. Market conditions are steady to soft. High heat prices are fairly unchanged. Trading activities are steady to slower. Buttermilk powder prices are mixed. Spot load interests vary throughout the regions. There are some strengthening demands from seasonal bakeries. Dry whole milk prices are unchanged. The market tone is balanced. Dry whey prices are steady to firming. Several buyers are purchasing additional loads this week. Whey protein concentrate 34% prices are mixed. Spot market activity is somewhat quiet. Lactose prices are steady to lower. Buyers' demands are a bit soft. Market conditions are softening. Prices for both acid and rennet casein are unchanged on light spot market activity.

**ORGANIC DAIRY MARKET NEWS:** The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for September 2020 were 237 million pounds, down 1.0 percent from September 2019, but up 0.4 percent year-to-date. Organic whole milk sales for September 2020, 103 million pounds, were up 6.5 percent compared to a year earlier and up 14.1 percent compared with year-to-date 2019. Reduced fat milk (2%) sales were 84 million pounds, up 12.6 percent from the previous year and up 15.9 percent year-to-date. This survey period, total organic dairy retail advertisements increased 14 percent. Total retail ads for individual commodities show organic milk increased 77 percent, organic yogurt declined 6 percent, and organic butter fell 43 percent. Limited data impeded the percentage calculation for organic cheese. Organic milk ads, half gallon containers, grew from the previous retail survey, up 67 percent across the regions to lead all organic dairy commodities in retail ad volume. Prices increased 22 cents, growing the countrywide average price to \$3.92.

**NATIONAL RETAIL REPORT (DMN):** Just ahead of the fall holidays, the total number of dairy advertisements have shifted up. Conventional ad totals grew just 3 percent, while organic advertisement totals increased 14 percent. Naturally, butter advertisements (conventional, in 1 lb packages) were the most advertised item this week. Another seasonal favorite, conventional egg nog in quarts, grew by the largest amount of any dairy item, ad numbers bounded over 500 percent from last week.

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**DAIRY MARKET NEWS PRICE SUMMARY FOR NOVEMBER 9 - 13, 2020  
PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES**

Commodity	Range	Mostly	Commodity	Range	Mostly	Commodity	Range	Mostly
<b>NDM</b>								
Central Low/Med. Heat	1.0500	1.1100	1.0600	1.1000	<b>BUTTERMILK</b>			
Change	N.C.	-0.0300	-0.0200	-0.0100	Central/East	0.9300	1.0300	
Central High Heat	1.1300	1.2100			Change	0.0100	-0.0300	
Change	N.C.	0.0100			West	0.9500	1.0200	0.9600 0.9800
West Low/Med. Heat	1.0200	1.1250	1.0700	1.1000	Change	N.C.	N.C.	N.C. N.C.
Change	-0.0300	-0.0250	N.C.	-0.0250	<b>WHEY</b>			
West High Heat	1.1300	1.2550			Central	0.3600	0.4300	0.3900 0.4100
Change	N.C.	N.C.			Change	0.0100	N.C.	0.0200 0.0100
<b>DRY WHOLE MILK</b>								
National	1.5500	1.7000			West	0.3625	0.4400	0.3800 0.4300
Change	N.C.	N.C.			Change	0.0125	0.0100	N.C. 0.0100
					Northeast	0.3500	0.4175	
					Change	0.0200	0.0075	
					<b>ANIMAL FEED WHEY</b>			
					Central	0.3000	0.3300	
					Change	0.0100	0.0200	

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

**SEPTEMBER FLUID MILK SALES (FMMO):** Total Fluid Products Sales 3.7 billion pounds of packaged fluid milk products were shipped by milk handlers in September 2020. This was 1.0 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 1.6 percent from September 2019 and estimated sales of total organic fluid milk products increased 7.7 percent from a year earlier.

**NOVEMBER MILK SUPPLY AND DEMAND ESTIMATES (USDA, WAOB):** The milk production forecasts for 2020 and 2021 are raised from the previous month on stronger growth in milk per cow and higher expected dairy cow inventory. The 2020 fat basis import forecast is raised on recent trade data and higher expected imports of cheese and butterfat products in the fourth quarter. This strength is expected to carry into 2021 supporting a higher 2021 fat basis import forecast. The fat basis export forecast for 2020 is raised on higher expected exports of cheese and butterfat; no change is made to the 2021 fat basis export forecast. The skim-solids basis import forecast for 2020 is reduced on lower imports of low-fat milk powders while the 2021 import forecast is reduced on lower imports of a number of dairy products. The 2020 and 2021 skim-solids basis export forecasts are raised on stronger expected sales of skim milk powder.

**OCTOBER CONSUMER AND PRODUCER PRICE INDICES (BLS):** The October CPI for all food is 269.8, up 3.9 percent from 2019. The consumer price index for dairy products is 229.2, up 3.8 percent from a year ago. The following are the October, year to year percentage changes for selected products: fresh whole milk is +5.3; cheese, +4.6; and butter, +0.9. The October PPI for all food is 202.9, up 0.5 percent from 2019. The producer price index for manufactured dairy products is 205.1, down 1.1 percent from a year ago. The following are the October, year to year percentage changes for selected products: fresh whole milk is -5.2; cheese, +5.9; and butter, -30.1.

COMMODITY	MONDAY NOV 9	TUESDAY NOV 10	WEDNESDAY NOV 11	THURSDAY NOV 12	FRIDAY NOV 13	WEEKLY CHANGE	WEEKLY AVERAGE
<b>CHEESE</b>							
BARRELS	\$2.2100 (-0.1075)	\$2.2100 (N.C.)	\$2.0850 (-0.1250)	\$1.9000 (-0.1850)	\$1.6100 (-0.2900)	:: (-0.7075)	:: \$2.0030 (-0.4680)
40 POUND BLOCKS	\$2.2925 (-0.0500)	\$2.2925 (N.C.)	\$2.1700 (-0.1225)	\$2.0800 (-0.0900)	\$1.9175 (-0.1625)	:: (-0.4250)	:: \$2.1505 (-0.4465)
<b>NONFAT DRY MILK</b>							
GRADE A	\$1.0675 (+0.0025)	\$1.0775 (+0.0100)	\$1.0975 (+0.0200)	\$1.0975 (N.C.)	\$1.0875 (-0.0100)	:: (+0.0225)	:: \$1.0855 (+0.0150)
<b>BUTTER</b>							
GRADE AA	\$1.4625 (+0.0325)	\$1.4300 (-0.0325)	\$1.4375 (+0.0075)	\$1.4350 (-0.0025)	\$1.4000 (-0.0350)	:: (-0.0300)	:: \$1.4330 (+0.0050)
<b>DRY WHEY</b>							
EXTRA GRADE	\$0.4225 (N.C.)	\$0.4225 (N.C.)	\$0.4300 (+0.0075)	\$0.4300 (N.C.)	\$0.4300 (N.C.)	:: (+0.0075)	:: \$0.4270 (+0.0080)

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

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

**BUTTER MARKETS**

**NORTHEAST**

The CME Group butter price is maintaining last week's pace as a higher butter prices emerged on Monday, with a \$0.0325 gain, behind a close of \$1.4625. Butter manufacturers and handlers are unsure of where the overall weak prices will settle. Production remains active at most major butter operations, while orders remain resilient for print accounts. Butter supplies continue to be reworked to fill current orders as manufacturers hope to trim inventories ahead of probable butter price declines. Butter promotions and features are active among most of the grocery store chains in the Northeast. Prices for 1 pound packaging range from \$2.50-\$5.99. 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. The butter market undertone is unsettled.

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

activity for the upcoming holiday period are regarded as good. Feature activity continues to be reported at the retail level and is expected to clear large volumes of print butter in the upcoming week. Food service orders are unchanged. Meanwhile, manufacturers are keeping a close eye on production and inventory to balance their needs. Cream offerings are available, but butter producers are becoming more cautious with their purchases as they anticipate the butter price will decline. 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.

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:

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

	2020 Imports (Million Lb.)	% Change From 1 Year Ago
<b>September Imports</b>		
Total Butter, Fats, Milk (H.S. Code 0405)	14.1	...
Butter		
Quota (H.S. Code 405101000)	0.9	- 27
Over Quota (H.S. Code 405102000)	8.8	- 1
AMF		
Quota (H.S. Code 405901020)	0.5	- 54
Over Quota (H.S. Code 405902020)	0.9	- 54
Other Milk Fat	2.9	- 281

	2020 Imports (Million Lb.)	% Change From 1 Year Ago
TOTAL, JAN - SEP	112.5	+10
Imports - Country of Origin		
1 Ireland	58.2	+2
2 India	18.7	+134
3 Mexico	13.6	- 19
4 Canada	3.8	+137
5 New Zealand	3.8	- 15

**CENTRAL**

Early in the week, some butter plant managers say they are fully supplied on cream for the rest of the week. Offers have increased in volume in recent weeks, as multiples early this week are similar to last week. Churning has been busy, naturally. But, more contacts are continuing to suggest COVID-19 testing and quarantines are leading to employee shortages, while putting a crimp on scheduling and churn rates. Butter is moving strong in holiday orders, particularly into the retail grocers, but supplies are far from short. Butter market tones are slowly gaining some ground.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0500

**WEST**

Butter trading at the CME Group, on Monday, closed \$0.0325 higher at \$1.4625. Trading was fairly light with 3 exchanges. Butter churns remains active. Even though Thanksgiving orders are out the door, buyers are looking to supply print needs for the remaining holiday events. Orders

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

	2020 Exports (Million Lb.)	% Change From 1 Year Ago
September	4.5	- 6
TOTAL, JAN – SEP	40.5	- 4
Exports – Destination Country		
1 Canada	13.9	- 5
2 Saudi Arabia	7.2	+120
3 Mexico	5.6	- 10
4 South Korea	3.1	-21
5 Taiwan	1.6	+25

## CHEESE MARKETS

## NORTHEAST

Cheddar cheese block and barrel prices have moved lower on various market exchanges. Foodservice orders have decreased in some areas of the Northeast. Numerous restaurants are challenged with capacity restrictions. In addition, outdoor seating options are closing from the change in weather conditions. Market participants relay educational institutions' cheese orders are fairly unchanged. Retail sales are moderate, and several grocers are advertising ordering online/pick up choices to encourage safe shopping opportunities. Cheese makers are working through strong production schedules in the region. Manufacturers' inventory levels are stable and available for customers' demands. Cheese markets are bearing a softer tone.

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

Cheddar 40 pound Block	3.0475-3.3350
Muenster	3.0350-3.3850
Process American 5 pound Sliced	2.5700-3.0500
Swiss 10-14 pound Cuts	3.6675-3.9900

## MIDWEST

Midwestern cheese producers are reporting a notable slowdown in orders again this week. The impetus behind the slowdown is the market price drops from last week, which have continued into this week. Producers say customers are simply waiting for the bottom to begin purchasing anything more than necessary loads. Some COVID-19 related staffing shortages have been reported, but most plant managers are fortunately continuing on less busy, albeit still regular, schedules. Limiting manufacturing schedules has kept inventories in check in the region. There are few to no reports of excessive cheese inventories, at least in recent weeks. Spot milk is readily available, and most reports this early in the week are discounts. Still, a number of cheese plant managers say they are satisfied with internal supplies. Cheese market tones are coming down to earth after the second notable runup of 2020.

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

Blue 5 pounds	3.2300-4.3000
Brick 5 pounds	2.9625-3.3875
Cheddar 40 pound Block	2.6850-3.0850
Monterey Jack 10 pounds	2.9375-3.1425
Mozzarella 5-6 pounds	2.7625-3.7075
Muenster 5 pounds	2.9625-3.3875
Process American 5 pound Loaf	2.5550-2.9150
Swiss 6-9 pound Cuts	3.1825-3.3000

## WEST

Western cheese supplies are loosening. Industry contacts have mentioned for several weeks the hesitancy to hold cheese at elevated prices. While strong retail demand and government purchases are pulling large volumes of cheese, many buyers are making hand to mouth purchases. Food service demand is lackluster. Some contacts expect food service sales to struggle further with increases in COVID-19 cases and tighter restrictions. End users suggest the cheese supply pipelines are filled and starting to back up. Cheese production is active. Heavy milk supply is moving toward cheese vats. Some cheesemakers are trying to hold back on production cycles in efforts to control inventories.

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

Cheddar 10 pound Cuts	2.9225-3.1225
Cheddar 40 pound Block	2.6750-3.1650
Monterey Jack 10 pounds	2.9100-3.1850
Process American 5 pound Loaf	2.5725-2.8275
Swiss 6-9 pound Cuts	3.4750-3.9050

## FOREIGN TYPE

Foreign cheese markets in Western Europe are generally steady. With Germany and France within weeks of the late November low point of the milk production season, less milk is flowing to cheese plants. However, because cheese remains quite profitable within the pallet of dairy products, any extra milk is more likely to go into cheese, assuming transportation and distance factors. Cheese exports from Switzerland January – September 2020, 50,441 MT, increased 1.3 percent from January – September 2019 according to Eucolait. The top three destinations, quantity, and percentage of total exports are EU27, 38,024 MT, 75.4 percent; United States, 6,457 MT, 12.8 percent; and Russia, 2,201 MT, 4.4 percent. United States cheese imports January – September 2020, 117,000 MT, decreased 11.1 percent from January – September 2019 according to CLAL: data made available to USDA. The top sources, quantity, and percent change YTD are Italy, 21,421, -27.74 percent; France, 13,304 MT, -13.9 percent; and Netherlands, 11,159 MT, +4.33 percent.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	2.6400-5.2300	3.1075-4.5950*
Gorgonzola	3.6900-5.7400	3.6150-4.3325*
Parmesan	-0-	4.4950-6.5850*
Romano	-0-	4.2975-6.4525*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggianito (Argentina)	3.2900-4.7800	-0-
Jarlsberg	2.9500-6.4500	-0-
Swiss	-0-	3.7050-4.0275*
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
11/09/2020	56744	72919
11/01/2020	92491	73356
CHANGE	-35747	-437
% CHANGE	-39	-1

FLUID MILK AND CREAM

EAST

Northeastern milk production is level. Bottlers are receiving adequate milk supplies. Schools throughout the region continue to have mixed demands for Class I. Retailers' milk demands are healthy. Class III operations are clearing stable milk loads for strong production schedules. Mid-Atlantic milk output is flat. Most milk supplies are clearing to Class I. Southeast milk production is moving up. Class I orders are strong. Outside of committed loads, balancing plants are receiving very few loads. In the state of Florida, milk production has been slightly picking up. This week, milk output has slowed down a bit, as the humidity from Tropical Storm Eta has taken a toll on dairy cows. Educational institutions' Class I orders are steady. Cream markets are holding a stable tone. Cream availability is slightly increasing in the East. Some cheese and butter operations are working through strong production schedules. Operations are offering cream at higher prices, although buyers are waiting to see where prices settle. Condensed skim volumes are slightly increasing in the region. With heightened prices, some buyers are on the fence to purchase additional supplies.

Northeastern U.S., F.O.B. Condensed Skim  
 Price Range - Class II; \$/LB Solids: 1.00 - 1.15  
 Price Range - Class III; \$/LB Solids: 1.00 - 1.50

Northeastern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.3000 - 1.4300  
 Price Range - Class II; \$/LB Butterfat: 1.8564 - 2.0420

MIDWEST

Central region farm milk production, on the whole, is somewhat flatter this week. Fall increases in output have steadied according to some farmer contacts. Milk and cream are both at "plentiful" stages as holiday orders are in and manufacturers are readying shipments. Cheese producers continue to report similar notes on spot milk, but at bigger discounts. As more cheese customers wait on the sidelines, there are fewer cheesemakers seeking out spot milk for production, therefore milk suppliers are apt to offer it at lower prices. Class I demand, as it has all year, is variant throughout the country. This week, there were some reports of slight upticks in school district demands, but in relation to previous years before the COVID-19 era, Class I demand is and has been sluggish throughout fall. Cream demand is also uninspired. A number of cream end users are still getting some holiday orders prepared. Cream cheese production has steadied following a busy early fall push, and more butter churners are reporting their internally supplied/contracted cream supplies are sufficient. Cream multiples were similar on the low end of the range, while slipping on the top for consecutive weeks. In Iowa, early November was warm/dry enough for many farmers to wrap up any harvest efforts. Soybean and corn harvests are near completion there, weeks ahead of last year's schedule. Similar tones are being reported regarding harvests in the rest of the Midwest. Interestingly, in the southern portion of the region, the late October ice storms have benefitted some fields which, prior to the storms, were facing drought conditions. Some farmers there say the ice/snow storm moisture has benefitted wheat/crop conditions, but a bulk of their current time/efforts are being put into peripherals like fence repairs and cleanup.

Price Range - Class III Milk; \$/CWT; Spot Basis: -3.00 - .00  
 Trade Activity: Slow

Midwestern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.1800 - 1.3300  
 Price Range - Class II; \$/LB Butterfat: 1.8278 - 1.8992  
 Multiples Range - Class II: 1.2800 - 1.3300

WEST

In California, farm milk production is increasing as cooler temperatures and short days aid cows' comfort. Raw milk volumes are more than adequate for most dairy manufacturing needs. For example, large milk volumes are moving toward cheese vats, which has been strongly dictated by robust retail demand and government purchases. Shipments into Class I are higher with hearty pulls for seasonal eggnog production.

Farm milk production is slowly increasing in Arizona, but milk/cream volumes are not enough to meet all processing needs. Some manufacturers continue bringing in spot milk loads from nearby states in order to cover their demands.

Cow's milk output is slightly up in New Mexico as the weather has been fairly stable compared to a few weeks ago. Milk solid and fat components continue improving and are near to the peak. Milk intakes are more than enough to meet most processing needs. Shipments into Class I, Class II, and Class III are higher inside and outside the western region. In this way, less milk has been cleared into balancing plant dryers within the state.

Milk production in the Pacific Northwest is strong and steady. Industry contacts report no issues with getting the milk needed for processing. With the start of the rainy season at hand, farmers anticipate remaining fire issues to subside and reservoirs to recharge. Forages are in good shape for the winter ahead. Milk bottling demand is steady.

In the mountain states of Idaho, Utah, and Colorado, milk production is heavy. Discounted spot loads are common in Idaho as abundant milk supplies search for homes. Processing facilities are at or near full capacity.

Cream volumes are generally ample across the West region with a few exceptions in some states. Ice cream makers continue pulling strong on cream as well on condensed skim milk volumes. Cream volumes continue clearing into butter churning and Class II with steady premiums as 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:** Low/medium heat nonfat dry milk (NDM) prices shifted lower on the top of the range and on both sides of the mostly series. Availability has grown, and producers are a little less hesitant to offer out loads in the mid to upper \$1.00-\$1.10 range. Producers are at a point, according to some contacts, where they do not want to be caught holding extra loads when/if prices continue to slide lower. NDM production is steady. High heat NDM prices shifted up a penny on the top of the range. High heat NDM markets are remaining steady in light of slower trading. With lighter movements into Mexico late in the year, current market tones are more bearish week to week.

**EAST:** Low/medium heat nonfat dry milk (NDM) prices dropped mostly lower this week. Spot sales are steady to slow. Most manufacturers are receiving adequate milk supplies for stable low/medium heat NDM production. Inventory levels are mixed in the region. Some industry contacts relay markets are potentially stabilizing. High heat prices are steady to a bit higher. In general, trading activities are on the lighter side. Market participants note a good balance between available supplies and buyers' demands.

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 - 1.1100

Mostly Range - Low & Medium Heat; \$/LB: 1.0600 - 1.1000

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 - 1.2100

## NONFAT DRY MILK - WEST

West low/medium heat nonfat dry milk (NDM) prices have dipped lower on the range and mostly price series. Spot trading activities are fairly moderate with quite a few buyers purchasing spots around the low to mid \$1.00s range. Market participants relay some international buyers continue to have strong export interests. Low/medium heat NDM drying time is fairly steady in the region. Some manufacturers are not offering spots on the market. High heat NDM prices are unchanged. Outside of committed orders, scheduled drying time is intermittent. Buyers' spot demands are light. The high heat NDM market tone is steady.

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: 1.0200 - 1.1250

Mostly Range - Low & Medium Heat; \$/LB: 1.0700 - 1.1000

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

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** The dry buttermilk price range contracted this week. Prices ticked up on the bottom of the range, while shifting 3 pennies lower on the top. Holiday related orders have subsided, but availability reports are mixed. Some end users/brokers say offers in the mid \$.90s are growing. Regionally, prices are shifting toward that area as well. Others continue to report recently produced loads are finding the \$1+ mark. With the recent growth in cream availability and busy churning, condensed buttermilk is available. The potential for dry buttermilk market tones is slightly on the bullish side, but bakers and other seasonally busy manufacturers could keep tones steady/bullish.

**EAST:** Dry buttermilk prices picked up at the bottom, but inched down at the top of the price range this week. Spot loads are trading within a narrow price spread. Trading activities are slower at this time. A few buyers are purchasing spots for their immediate needs. Market participants note condensed buttermilk is available for additional dry buttermilk production. Some manufacturers' relay most loads are on a made to order basis. The market tone is fairly unsettled.

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

Price Range ; \$/LB: .9300 - 1.0300

## DRY BUTTERMILK - WEST

Western dry buttermilk prices remained steady on the range and mostly series this week. Condensed buttermilk drying schedules are sporadic, which is typical this time of year. Spot market activity was slow, as bakers and dry mix manufacturers got ahead of holiday orders this year. Generally, with indeterminate drying schedules and somewhat steady ordering, the supply/demand ratio is somewhat in balance. That said, there are some contacts who expect to see some upcoming softness in the dry buttermilk markets with lighter post-holiday demand. Some contacts suggest the weaker US dollar could spur on exports to south of the border, which will help maintain Western, and therefore, national buttermilk markets.

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

## DRY WHOLE MILK - U.S.

This week, national spot prices for dry whole milk are steady. The market is described as balanced as supply is in line with demand, at least for this week. Dry whole milk requests from bakers, confectioners, and chocolatiers are active as interest for milk fat and protein continues improving among industry participants. Dry whole milk production is sporadic, mainly driven by contractual need. However, inventories are fairly available to meet spot and contractual needs.

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

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

**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 prices shifted higher on the low end of the range and both sides of the mostly series. Some buyers relay offers are pushing to and above \$.40. Some end user contacts are eschewing dry whey powder purchases and taking on high protein blends, such as WPC 80%, which they say for their respective uses are fiscally optimal. Dry whey availability is tightening. Class III producers, in light of cheese market slippages, are cutting back on production schedules. At report time, there is little indication dry whey market tones have any indications of potential weaknesses. Animal feed whey prices are naturally shifting higher as well.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey  
 Price Range - Animal Feed; \$/LB: .3000 - .3300

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: .3600 - .4300  
 Mostly Range - Non-Hygroscopic; \$/LB: .3900 - .4100

**DRY WHEY- NORTHEAST**

Prices are higher in the Eastern dry whey price series this week. In addition, spot prices have shifted up on various market exchanges. Market participants' demands have strengthened. Many buyers are purchasing additional spots on top of their weekly orders. Export interests continue to be healthy. Dry whey production is strong in the region. Manufacturers' inventory levels are stable for the near term. The market tone is currently strong.

Prices for: Eastern U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
 Price Range - Non-Hygroscopic; \$/LB: .3500 - .4175

**DRY WHEY- WEST**

Western whey prices moved higher across both ends of the price range and at the top of the mostly price series. Tight supplies and active export demand have supported whey prices. Manufacturers say they do not have many extra loads for the spot market. They say they are getting regular inquiries from export and domestic shoppers. Current contracted buyers are keeping inventories pulled down. Some buyers, feeling the pinch on dry whey, are looking to substitute deproteinized whey as an option. Dry whey production is steady to lower as some manufacturers flex into higher whey protein concentrate production.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
 Price Range - Non-Hygroscopic; \$/LB: .3625 - .4400  
 Mostly Range - Non-Hygroscopic; \$/LB: .3800 - .4300

**WHEY PROTEIN CONCENTRATE**

The price range for whey protein concentrate 34% prices expanded, while the bottom of the mostly price series edged slightly higher. A few contacts suggest there are occasional deals for other dairy proteins that keep WPC 34% prices in check. WPC 34% is moving steadily through contracts. Spot market activity is quiet, even as other whey proteins are gaining strength. Manufacturers say

inventories for WPC 34% are tight, especially for WPC 34% that meets specific end user specifications. WPC 34% that is interchangeable with other dairy proteins is more available. WPC 34% production is steady to lower. A few manufacturers that can flex into other whey proteins are choosing those alternatives in lieu of WPC 34%.

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: .8250 - 1.0700  
 Mostly Range - 34% Protein; \$/LB: .8800 - .9400

**Dairy Products Report – Whey Summary**

Released November 5, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

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

State	Monthly Production (1000 pounds)			Percent Change from	
	SEP 2019	AUG 2020	SEP 2020	SEP 2019	AUG 2020
United States	89,602	77,374	73,553	-17.9	-4.9
Atlantic	22,024	22,280	21,878	-0.7	-1.8
Central	37,979	32,980	30,680	-19.2	-7.0
Wisconsin	24,380	22,613	20,847	-14.5	-7.8
West	29,599	22,114	20,995	-29.1	-5.1

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

Dry Whey	Cumulative Production (1000 pounds)		Percent Change from
	2019	2020	2019
Total <sup>1</sup>	731,783	730,611	-0.2
Human <sup>2</sup>	719,399	717,663	-0.2

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

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

Dry Whey	End of month stocks (1000 pounds)			Percent Change from	
	SEP 2019	AUG 2020	SEP 2020	SEP 2019	AUG 2020
Human	79,975	85,357	78,069	-2.4	-8.5
Animal	2,621	1,324	1,368	-47.8	3.3
Total	82,596	86,681	79,437	-3.8	-8.4

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

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

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

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

Lactose prices are lower at the bottom of the price range and mostly price series, but steady at the top of each price series. Industry contacts say that while contract prices may be in the \$.50s, many of the spot sales have slid into the \$.40s. In some cases, a few manufacturers are also seeking to get rid of some extra lactose at prices in the \$.30s. Manufacturers are hoping to hold prices near current levels and are starting to quote Q1 contracts, but buyers are expecting lower prices to prevail. Many market participants describe the market tone for lactose as weakening. Lactose continues to move well through contracts, but spot demand is more sporadic. Inquiries for lactose used in infant formula and standardization are steady. Lactose used in general food and feed applications is running into headwinds. Inventories remain tight for some brands but are increasing for others. Lactose production is steady to higher.

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: .3100 - .6300  
 Mostly Range - Non Pharmaceutical; \$/LB: .4200 - .5450

**CASEIN**

The acid and rennet casein price ranges are steady this week. There is some internal range price movement and inconsistency depending on location and timing. Most casein yet to be produced in 2020 has been contracted. Q1 2021 contracting is moving toward completion, and discussions for Q2 2021 are underway. Not much spot casein is available from manufacturers. Customers with near term needs generally look to brokers. Pricing is expected to be generally steady 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

**Dairy Products Report – Whey Derivatives Summary**

Released on: November 5, 2020

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

**Selected Whey Derivatives Production – United States**

Product	Monthly Production (1000 pounds)		Percent Change from		
	SEP 2019	AUG 2020	SEP 2020	SEP 2019	AUG 2020
Whey Protein Concentrate, human and animal					
25.0-49.9 percent	15,755	14,123	13,553	-14.0	-4.0
50.0-89.9 percent	24,313	25,389	25,575	5.2	0.7
Whey protein isolates, 90.0 percent or greater					
	9,951	9,986	10,384	4.4	4.0
Lactose, human and animal					
	95,488	97,385	97,131	1.7	-0.3

**Selected Whey Derivatives – Cumulative Production January - September**

Product	Cumulative Production (1000 pounds)		Percent from
	2019	2020	2019
Whey Protein Concentrate, human and animal <sup>1</sup>			
25.0-49.9 percent	137,203	131,059	-4.5
50.0-89.9 percent	229,084	222,666	-2.8
Whey protein isolates, 90.0 percent or greater <sup>1</sup>			
	91,480	89,438	-2.2
Lactose, human and animal			
	949,101	854,139	-10.0

1. Values are calculated from Dairy Products report data.

**Manufacturers' stocks end of month <sup>2</sup>**

Product	End of month stocks (1000 pounds)			Percent Change from	
	SEP 2019	AUG 2020	SEP 2020	SEP 2019	AUG 2020
Whey Protein Concentrate, human and animal					
25.0-49.9 percent	22,926	25,610	23,376	2.0	-8.7
50.0-89.9 percent	42,753	41,664	40,594	-5.0	-2.6
Whey protein isolates, 90.0 percent or greater					
	18,499	16,097	15,464	-16.4	-3.9
Lactose, human and animal					
	112,587	108,933	105,399	-6.4	-3.2

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

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

WEEK ENDING	2020 WEEKLY DAIRY COWS	2020 CUMULATIVE DAIRY COWS	2019 WEEKLY DAIRY COWS	2019 CUMULATIVE DAIRY COWS
10/31/2020	57.8	2,638.6	63.5	2,728.2

WEBSITE: [http://www.ams.usda.gov/mnreports/sj\\_ls714.txt](http://www.ams.usda.gov/mnreports/sj_ls714.txt)

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

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

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

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

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

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

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I (BASE)	19.01	17.55	17.46	16.64	12.95	11.42	16.56	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
11/07/2020	1,4566 2,550,923	2,7649 11,946,115	2,4087 11,603,040	3,686 5,350,981	1,0945 14,416,495

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	11/06	11/09	11/10	11/11	11/12
NOV 20	23.20	23.46	23.81	23.50	23.37
DEC 20	18.70	19.06	19.81	18.92	18.46
JAN 21	17.25	17.79	18.44	17.85	17.56

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

DATE	11/06	11/09	11/10	11/11	11/12
NOV 20	13.56	13.63	13.62	13.53	13.53
DEC 20	13.55	13.58	13.65	13.65	13.65
JAN 21	13.76	13.77	13.89	13.92	13.94

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

DATE	11/06	11/09	11/10	11/11	11/12
NOV 20	152.10	152.10	151.50	151.50	151.50
DEC 20	154.00	154.00	154.00	152.35	153.25
JAN 21	157.80	158.50	158.00	157.00	158.00

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

DATE	11/06	11/09	11/10	11/11	11/12
NOV 20	107.33	107.60	107.63	107.75	107.88
DEC 20	107.00	106.75	107.53	108.50	108.50
JAN 21	106.85	107.53	109.00	110.75	110.50

**WHEY (Electronic-Traded) (¢/lb)**

DATE	11/06	11/09	11/10	11/11	11/12
NOV 20	37.65	38.13	38.35	38.55	38.50
DEC 20	37.13	37.95	38.50	38.88	38.90
JAN 21	36.98	37.78	39.05	38.85	39.03

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

DATE	11/06	11/09	11/10	11/11	11/12
NOV 20	2.57	2.57	2.58	2.58	2.57
DEC 20	2.06	2.06	2.09	2.04	2.00
JAN 21	1.89	1.89	1.92	1.92	1.92

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

**ORGANIC DAIRY MARKET NEWS**  
Information gathered November 2 - 13, 2020

**ORGANIC DAIRY FLUID OVERVIEW**

**Organic Milk Product Sales.** The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for September 2020 were 237 million pounds, down 1.0 percent from September 2019, but up 0.4 percent year-to-date. Organic whole milk sales for September 2020, 103 million pounds, were up 6.5 percent compared to a year earlier and up 14.1 percent compared with year-to-date 2019. Reduced fat milk (2%) sales were 84 million pounds, up 12.6 percent from the previous year and up 15.9 percent year-to-date.

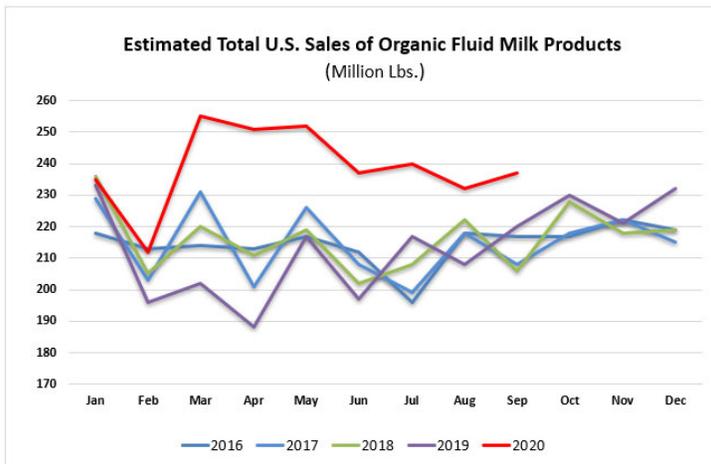
**ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS**  
September 2020, with comparisons<sup>1/</sup>

Product Name	SALES <sup>2/</sup>		CHANGE from:	
	September (million pounds)	Y-T-D <sup>4</sup>	Prev Yr. (percentage)	Y-T-D
Whole Milk	103	948	6.5	14.1
Reduced Fat Milk (2%)	84	734	12.6	15.9
Low Fat Milk (1%)	26	254	4.1	3.6
Fat-Free Milk (Skim)	16	147	-1.2	3.2
Flavored Fat-Reduced Milk	8	67	3.9	-0.8
Other Fluid Milk Products	0	1	-57.2	51.6
Total Fat-Reduced Milk <sup>3</sup>	134	1,204	8.6	10.5
Tot. Organic Milk Products	237	2,152	7.7	12.0

**ORGANIC PRODUCTION**

Whole Milk	103	948	6.5	14.1
Reduced Fat Milk (2%)	84	734	12.6	15.9
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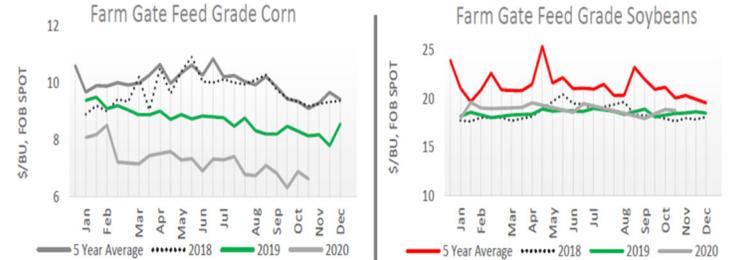
<sup>1</sup>These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. <sup>2</sup>Data may not add due to rounding. <sup>3</sup>Both conventional and organic fat-reduced milk categories are the total of reduced fat, lowfat, skim and flavored fat-reduced milk.



**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

**National Organic Grain Feedstuff.** Trading is active on moderate demand for organic feed grade corn. Exchanges are occurring 26 cents lower FOB. Forward contracting is active. Trade activity is light on good demand for organic feed grade soybeans, with exchanges 9 cents lower FOB. There are a few forward contracts. Trading is too limited to trend on organic soybean meal, but prices ranged from 855.00 to 865.00 per ton FOB the crusher. Trade activity and demand is moderate on feed grade organic wheat. Transactions are inactive on all other organic grains.

Grower FOB Farm Gate Organic Grain								
Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	5.55 - 8.25	6.63	-0.26	8.13	6.00 - 7.00	Nov-20 - Aug-21	6.00 - 7.50
Soybeans	\$/bu	18.50 - 19.00	18.80	-0.09	18.49	18.15 - 19.00	Oct-20 - Mar-21	18.50 - 19.75
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	6.65 - 7.20	Oct-20 - Mar-21	7.00 - 7.50
Oats	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Sorghum	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A



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

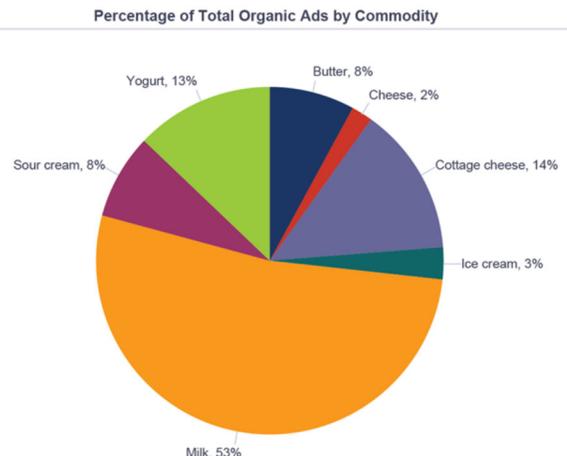
**ORGANIC DAIRY RETAIL OVERVIEW**

**Organic Dairy Retail Summary.** This survey period, total organic dairy retail advertisements increased 14 percent. Total retail ads for individual commodities show organic milk increased 77 percent, organic yogurt declined 6 percent, and organic butter fell 43 percent. Limited data impeded the percentage calculation for organic cheese.

Organic milk ads, half gallon containers, grew from the previous retail survey, up 67 percent across the regions to lead all organic dairy commodities in retail ad volume. Prices increased 22 cents, growing the countrywide average price to \$3.92. The difference between the half gallon conventional milk price, \$2.57, and half gallon organic milk price, \$3.92, prompted an organic premium of \$1.35 this week.

Regionally, organic dairy weekly retail promotions in the Southeast saw a noteworthy jump, up 89 percent. However, the survey noted declines in advertisements in the Midwest, Northeast, and Northwest, 21 percent, 16 percent, and 19 percent, respectively. The South Central, Southwest, Hawaii, and Alaska regions, each had too limited data to calculate percentages.

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



**ORGANIC DAIRY MARKET NEWS**  
Information gathered November 2 - 13, 2020

**-CONTINUED FROM PAGE 8-**

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from November 12 - 20, 2020. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

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

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

<u>COMMODITY</u>	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
<b>Butter</b>	\$5.99	\$5.56	\$5.31
<b>Cottage Cheese</b>	\$4.00	\$3.58	n.a.
<b>Milk</b>			
Half Gal.	\$3.92	\$3.70	\$3.91
Gallon	\$5.43	\$4.99	\$4.99
8 oz.UHT	\$1.00	n.a.	\$1.00
<b>Yogurt</b>			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	\$4.99	n.a.	\$6.39
4-6 oz. Yogurt	n.a.	\$1.28	\$1.25
32 oz. Yogurt	\$5.14	\$4.99	\$4.33

Data source: USDA Dairy Market News

**DIRECT TO CONSUMER  
ORGANIC DAIRY PRODUCTS PRICES**

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

<b>BUTTER</b>			
Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Butter		1 lb	: 3.50 - 5.50
Organic Butter		8 oz	: 2.75 - 10.00

<b>CHEESE</b>			
Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Cheese	Cheddar - 2-4 year	8 oz	: 5.73 - 10.00
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.50 -
Organic Cheese	Cheddar - Medium	8 oz	: 4.50 - 5.50
Organic Cheese	Cheddar - Mild	8 oz	: 4.14 - 6.00
Organic Cheese	Cheddar - Sharp	8 oz	: 4.50 - 6.93
Organic Cheese	Colby	8 oz	: 4.50 - 6.29
Organic Cheese	Farmers	8 oz	: 4.00 - 6.00
Organic Cheese	Gouda	8 oz	: 4.50 - 12.00
Organic Cheese	Monterey Jack	8 oz	: 4.50 - 6.00
Organic Cheese	Mozzarella	8 oz	: 4.50 - 12.50
Organic Cheese	Muenster	8 oz	: 5.25 - 6.00
Organic Cheese	Pepper Jack	8 oz	: 12.50 -
Organic Cheese	Curds	per lb	: 12.00 -

<b>MILK</b>			
Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Milk	All fat tests	Half Gallon	: 6.00

Information for the period November 2 - 13, 2020, issued monthly

## September 2020 Milk Sales

**Total Fluid Products Sales** 3.7 billion pounds of packaged fluid milk products were shipped by milk handlers in September 2020. This was 1.0 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 1.6 percent from September 2019 and estimated sales of total organic fluid milk products increased 7.7 percent from a year earlier.

Product Name	Sales <sup>2</sup>		Change from:	
	Sep	Year to Date <sup>4</sup>	Previous Year	Year to Date
<b>Conventional Production Practice</b>	<i>(million pounds)</i>		<i>(percent)</i>	
Whole Milk	1,238	11,667	4.1	4.1
Flavored Whole Milk	65	541	11.5	-2.8
Reduced Fat Milk (2%)	1,170	10,894	4.8	2.6
Low Fat Milk (1%)	436	4,025	-8.6	-4.6
Fat-Free Milk (Skim)	225	2,155	-15.2	-14.4
Flavored Fat-Reduced Milk	240	2,082	-34.3	-22.2
Buttermilk	34	306	-4.3	-5.3
Other Fluid Milk Products	72	580	143.0	160.3
Total Fat-Reduced Milk <sup>3</sup>	2,070	19,156	-6.8	-4.4
Total Conventional Milk Products	3,480	32,251	-1.6	-0.3
<b>Organic Production Practice</b>				
Whole Milk	103	948	6.5	14.1
Reduced Fat Milk (2%)	84	734	12.6	15.9
Low Fat Milk (1%)	26	254	4.1	3.6
Fat-Free Milk (Skim)	16	147	-1.2	3.2
Flavored Fat-Reduced Milk	8	67	3.9	-0.8
Other Fluid Milk Products	0	1	-57.2	51.6
Total Fat-Reduced Milk <sup>3</sup>	134	1,204	8.6	10.5
Total Organic Milk Products	237	2,152	7.7	12.0
<b>Total Fluid Milk Products <sup>2</sup></b>	<b>3,716</b>	<b>34,402</b>	<b>-1.0</b>	<b>0.4</b>

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

### Package Sales of Total Fluid Milk Products in Federal Milk Orders, September 2020, with Comparisons <sup>1</sup>

Marketing Area	Order Number	Sales <sup>2</sup>		Change from:	
		Sep	Year to Date	Previous Year	Year to Date
		<i>(million pounds)</i>		<i>(percent)</i>	
Northeast	001	603	5,604	-2.9	-1.2
Appalachian	005	279	2,485	9.1	6.8
Florida	006	208	2,015	0.4	1.0
Southeast	007	318	3,029	-6.2	-1.4
Upper Midwest	030	256	2,434	-3.9	-0.9
Central	032	322	2,941	0.9	1.9
Mideast	033	443	3,966	4.3	1.8
California <sup>3</sup>	051	414	3,850	-5.5	-2.5
Pacific Northwest	124	147	1,342	-0.9	-0.3
Southwest	126	349	3,239	-1.9	1.5
Arizona	131	80	747	0.5	1.5
<b>All Areas (Totals) <sup>1</sup></b>		<b>3,419</b>	<b>31,650</b>	<b>-1.0</b>	<b>0.4</b>

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

## November Supply and Demand Estimates

The milk production forecasts for 2020 and 2021 are raised from the previous month on stronger growth in milk per cow and higher expected dairy cow inventory. The 2020 fat basis import forecast is raised on recent trade data and higher expected imports of cheese and butterfat products in the fourth quarter. This strength is expected to carry into 2021 supporting a higher 2021 fat basis import forecast. The fat basis export forecast for 2020 is raised on higher expected exports of cheese and butterfat; no change is made to the 2021 fat basis export forecast. The skim-solids basis import forecast for 2020 is reduced on lower imports of low-fat milk powders while the 2021 import forecast is reduced on lower imports of a number of dairy products. The 2020 and 2021 skim-solids basis export forecasts are raised on stronger expected sales of skim milk powder. Cheese, nonfat dry milk (NDM), and whey price forecasts for 2020 are raised from last month on strength in demand. The butter price forecast for 2020 is reduced on current and expected continued weakness in prices. The 2020 Class III price forecast is raised on higher prices for cheese and whey. The Class IV price forecast is unchanged from last month as the higher NDM price offsets the lower butter price. The 2020 all-milk price forecast is raised to \$18.25 per cwt. For 2021, cheese, NDM, and whey price forecasts are raised on continued strength in demand. The butter price forecast is reduced on lower expected prices through the first part of the year. The 2021 Class III price forecast is raised on higher forecast prices for cheese and whey. The Class IV price forecast is reduced as the lowered butter price more than offsets the increase in NDM. The all milk price forecast for 2021 is raised to \$17.70 per cwt.

U.S. Milk Supply and Use					
Commodity	2019	2020 Projected		2021 Projected	
		Oct	Nov	Oct	Nov
Milk		<i>(billion pounds)</i>			
Production	218.4	222.3	222.5	225.5	225.9
Farm Use	1.0	1.0	1.0	1.0	1.0
Fat Basis Supply					
Beginning Commercial Stocks	13.8	13.6	13.6	14.0	14.3
Marketings	217.4	221.3	221.5	224.5	224.9
Imports	6.9	6.9	7.0	6.7	6.9
Total Commercial Supply	238.1	241.8	242.1	245.2	246.1
Fat Basis Use					
Commercial Exports	9.1	9.3	9.4	9.5	9.5
Ending Commercial Stocks	13.6	14.0	14.3	13.8	14.1
CCC Donations	0.2	0.3	0.3	0.0	0.0
Domestic Commercial Use	215.2	218.2	218.1	221.9	222.5
Skim-Solid Basis Supply					
Beginning Commercial Stocks	10.7	10.2	10.2	10.5	10.3
Marketings	217.4	221.3	221.5	224.5	224.9
Imports	5.8	5.7	5.6	5.7	5.6
Total Commercial Supply	233.9	237.2	237.3	240.7	240.8
Skim-Solids Basis Use					
Commercial Exports	41.5	47.1	47.3	47.8	48.1
Ending Commercial Stocks	10.2	10.5	10.3	10.2	10.0
CCC Donations	0.2	0.1	0.1	0.0	0.0
Domestic Commercial Use	181.9	179.5	179.6	182.7	182.7

NOTE: Totals may not add due to rounding.

Continued on page 11

## November Milk Supply and Demand Estimates-cont'd

U.S. Dairy Prices					
Commodity	2019	2020 Projected		2021 Projected	
		Oct	Nov	Oct	Nov
<i>(dollars per pound)</i>					
Product Prices <sup>1</sup>					
Cheese	1.7586	1.9100	1.9650	1.8000	1.8250
Butter	2.2431	1.5950	1.5850	1.7050	1.6850
Nonfat Dry Milk	1.0419	1.0350	1.0400	1.0500	1.0550
Dry Whey	0.3799	0.3500	0.3550	0.3600	0.3650
<i>(dollars per cwt)</i>					
Milk Prices <sup>2</sup>					
Class III	16.96	18.00	18.55	17.00	17.25
Class IV	16.30	13.50	13.50	14.10	14.00
All Milk <sup>3</sup>	18.63	18.00	18.25	17.60	17.70
<b>Quarterly</b>					
	2020 III	2020 IV <sup>4</sup>	2021 I <sup>4</sup>	2021 II <sup>4</sup>	2021 III <sup>4</sup>
<i>(billion pounds)</i>					
Milk Production	55.3	55.0	56.3	57.7	56.1
<i>(dollars per cwt)</i>					
All Milk Price <sup>2,3</sup>	19.07	19.75	18.65	17.10	17.05
Class III Price <sup>2</sup>	20.25	21.72	18.91	16.51	16.54
Class IV Price <sup>2</sup>	13.01	13.46	13.81	13.85	14.06

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

**Source:** U.S. Department of Agriculture. World Agricultural Outlook Board. *World Agricultural Supply and Demand Estimates, WASDE-606, November 10, 2020*. Approved by the Interagency Commodity Estimates Committee [members for Dairy are: Shayle Shagam, ICEC Chair, WAOB; Carolyn Liebrand, AMS; Paul Kiendl, FAS; Jerry Cessna, ERS; and Georgi Gabrielyan, FPAC].

## Consumer Price Index and Average Retail Prices for Selected Products, U.S. City Average <sup>1</sup>

Consumer Price Index												
Month	All Food		Dairy Products		Fresh Whole Milk		Cheese		Butter		Meat, Poultry, Fish, and Eggs	
	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>								
Aug 2020	269.1	4.1	231.2	5.7	218.1	9.0	244.7	6.7	254.4	2.4	267.0	7.1
Sep 2020	269.2	3.9	230.7	5.0	219.3	9.2	243.1	5.8	251.1	1.1	265.4	6.3
Oct 2020	269.8	3.9	229.2	3.8	214.9	5.3	243.1	4.6	250.1	0.9	265.8	6.1

U.S. City Average Retail Prices										
Month	Whole Milk <sup>4</sup>		Butter <sup>5</sup>		Process Cheese <sup>6</sup>		Natural Cheese <sup>7</sup>		Ice Cream <sup>8</sup>	
	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019
	<i>(dollars)</i>									
Aug	3.406	3.045	N/A	N/A	4.285	3.873	5.572	5.367	4.950	4.682
Sep	3.448	3.102	N/A	N/A	4.246	3.875	5.611	5.406	4.944	4.802
Oct	3.380	3.119	N/A	N/A	4.233	3.821	5.583	5.277	4.925	4.940

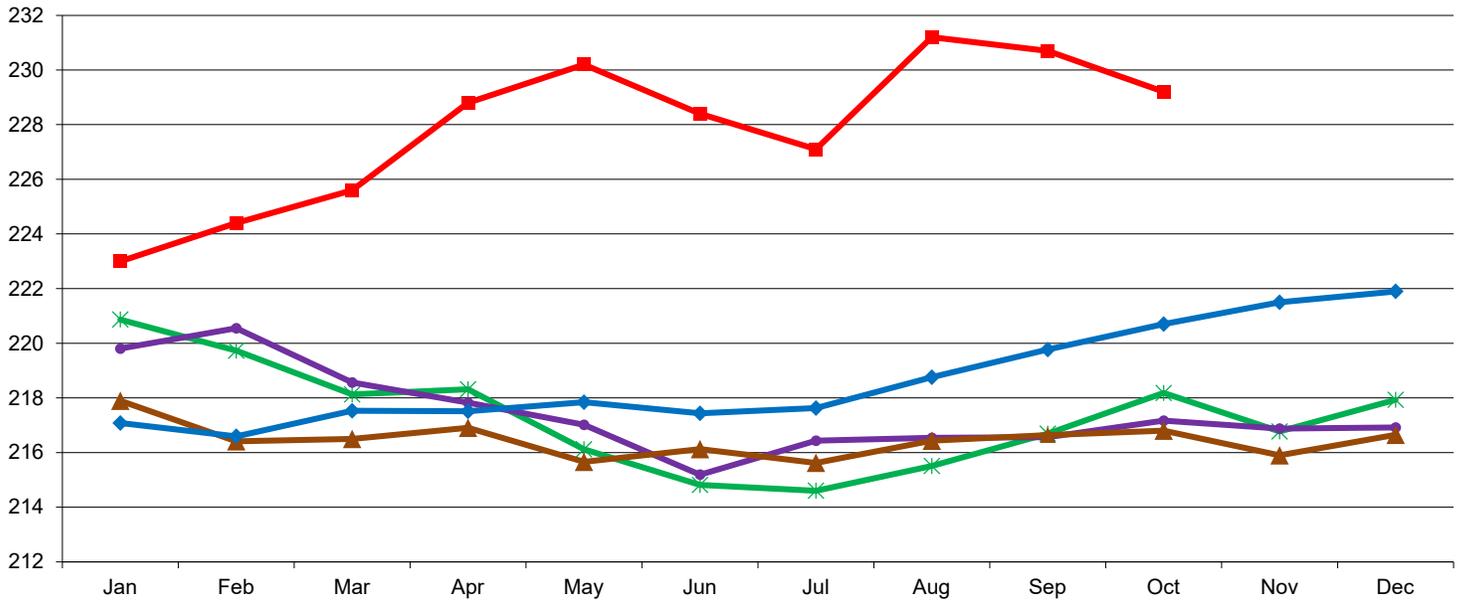
N/A = Not available. <sup>1</sup> "CPI Detailed Report," "Consumer Prices: Energy and Food," BLS, U.S. Department of Labor. According to BLS, average prices are best used to measure the price level in a particular month. To measure price change over time, the CPI is more appropriate. <sup>2</sup> The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

## Producer Price Index (PPI)<sup>1</sup>

Producer Price Index												
Month	All Food Manufacturing		Dairy Products		Fresh Whole Milk		Cheese		Butter		Dry Milk Products and Mixtures	
	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg
Aug 20	201.9	-0.1	209.6	1.2	241.9	5.4	201.5	8.1	107.3	-34.5	176.3	4.0
Sept 20	201.0	-0.6	204.4	-1.6	235.7	2.7	192.5	1.0	104.1	-33.3	172.6	4.3
Oct 20	202.9	0.5	205.1	-1.1	218.0	-5.2	204.3	5.9	103.9	-30.1	167.4	1.1

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

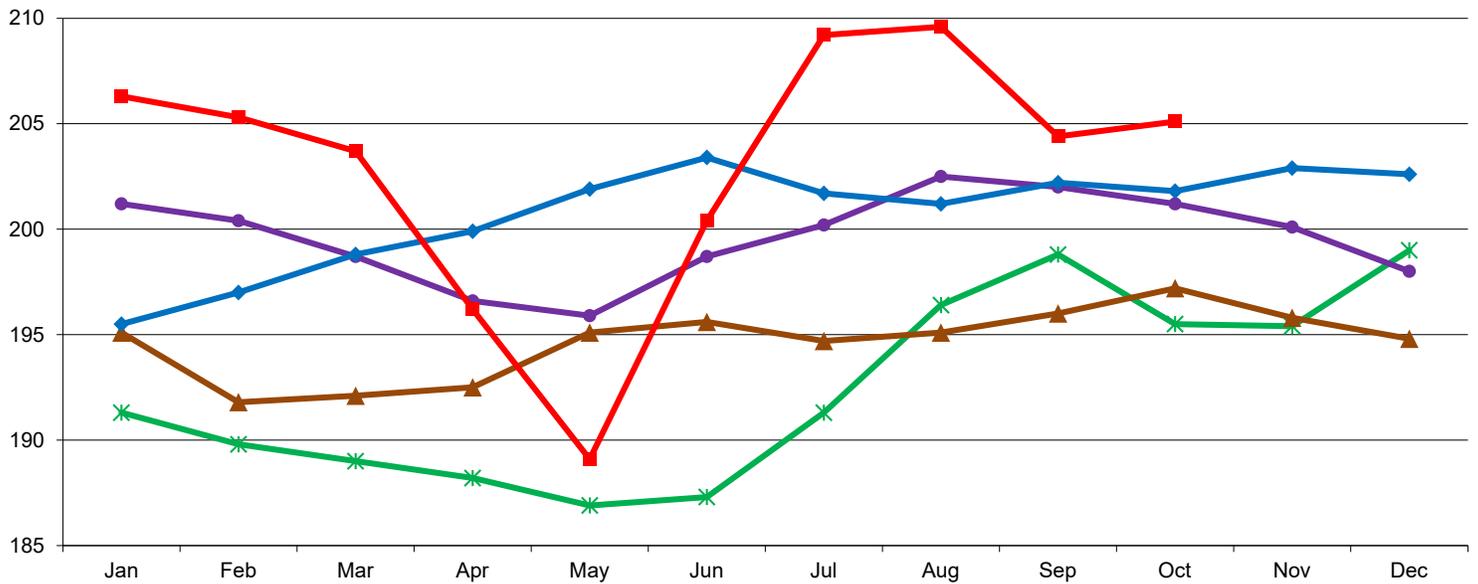
### Consumer Price Index (CPI) for Dairy Products



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

2016 2017 2018 2019 2020

### Producer Price Index (PPI) for Dairy Product Manufacturing



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

2016 2017 2018 2019 2020



## Dairy Market News Branch

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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Friday, November 13, 2020

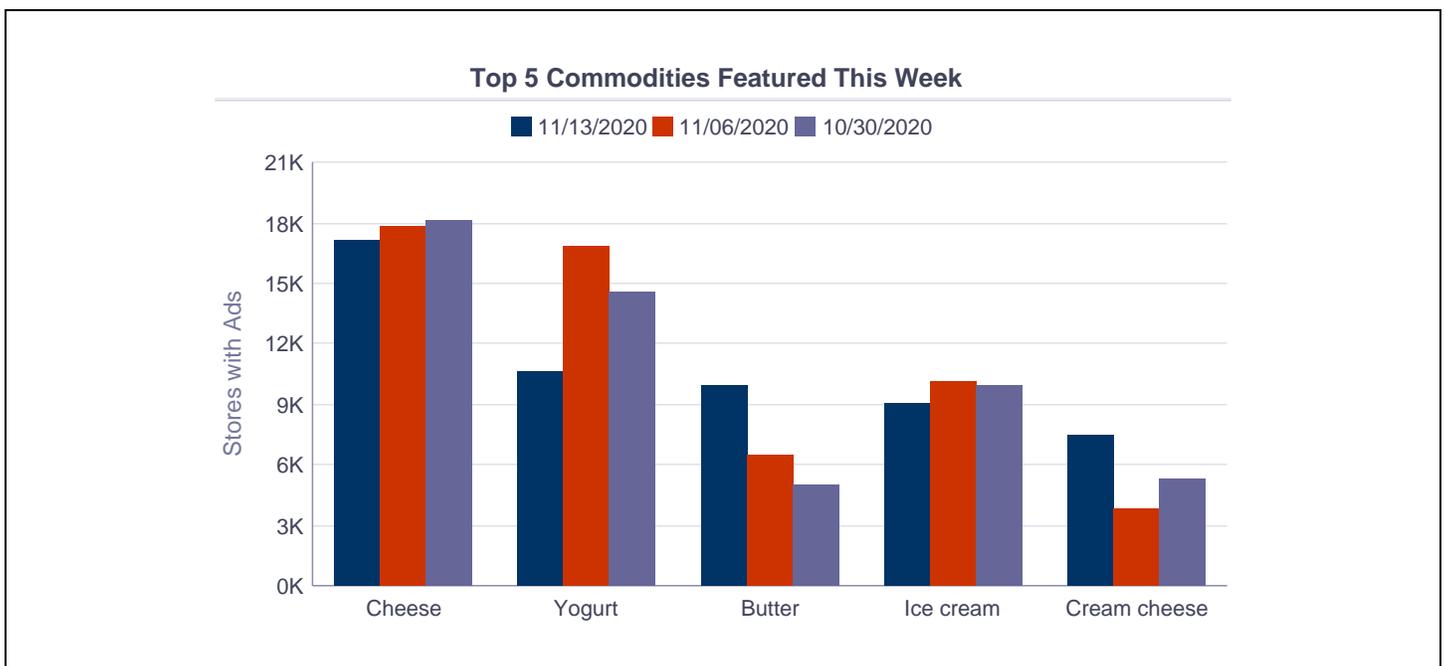
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 11/13/2020 to 11/19/2020

Just ahead of the fall holidays, the total number of dairy advertisements have shifted up. Conventional ad totals grew just 3 percent, while organic advertisement totals increased 14 percent. Naturally, butter advertisements (conventional, in 1 lb packages) were the most advertised item this week. Another seasonal favorite, conventional egg nog in quarts, grew by the largest amount of any dairy item, ad numbers bounded over 500 percent from last week.

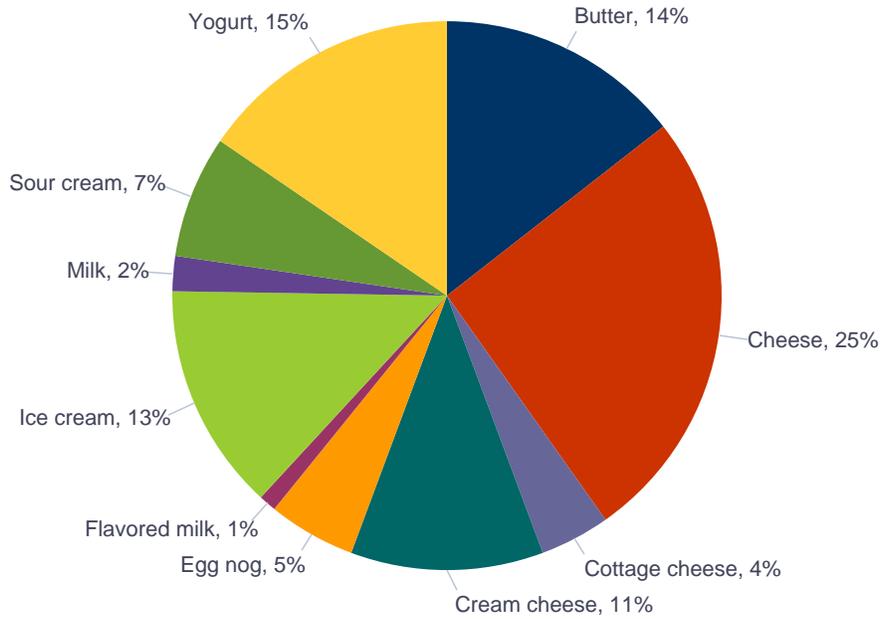
Conventional cheese ad numbers, in total, fell back 4 percent, while organic cheese ads appeared after an absence last week. Cheese in 8-oz shred packaging was the most advertised conventional cheese item this week. Cheese in 8-oz shred packing was the only organic cheese item reported.

Week to week, conventional milk ad numbers slid back 27 percent. Organic milk ads jumped 77 percent. Organic half gallon milk was the most advertised organic dairy item, with a weighted average price of \$3.92, compared to \$2.57 for conventional milk.

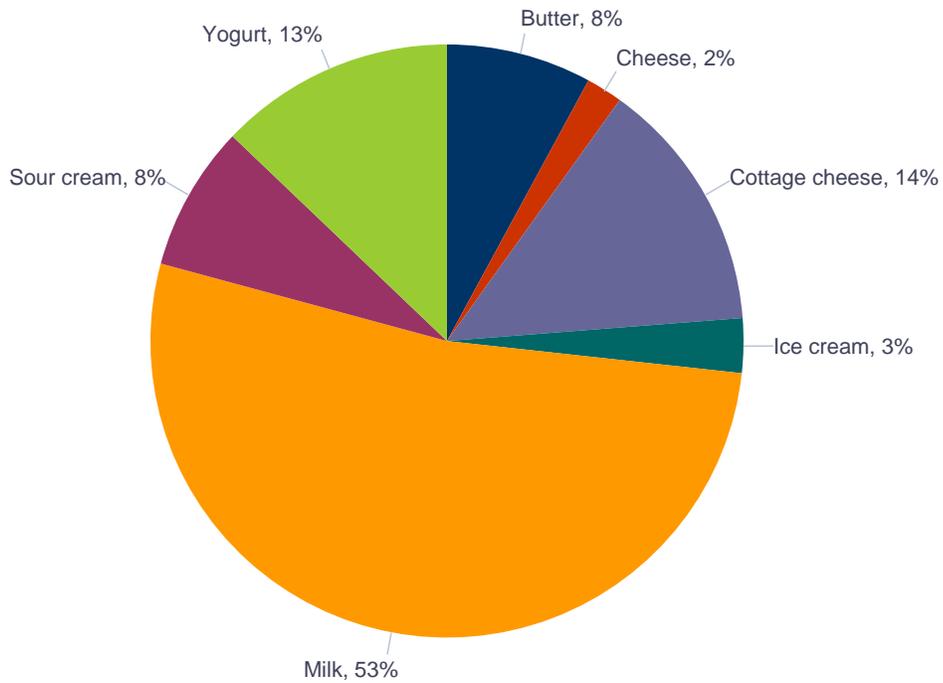
Both conventional and organic total yogurt ad figures slid, 27 percent and 6 percent, respectively. Conventional 32-oz Greek yogurt held a weighted average price of \$4.74, while organic 32-oz Greek yogurt was \$4.99, leading to an organic premium of \$.25.



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 #	9653	3.14	5952	3.13	9012	3.17
Cheese	Natural Varieties	8 oz block	6833	2.36	6732	2.36	6427	2.33
Cheese	Natural Varieties	1 # block	548	4.50	1180	4.11	1856	4.40
Cheese	Natural Varieties	2 # block	1761	6.13	1325	7.22	414	7.04
Cheese	Natural Varieties	8 oz shred	7493	2.21	7896	2.37	9358	2.36
Cheese	Natural Varieties	1 # shred	401	4.23	646	4.11	938	4.79
Cottage cheese		16 oz	2583	2.07	3254	2.04	3461	1.80
Cream cheese		8 oz	7478	1.37	3558	1.44	9560	1.78
Egg nog		quart	3271	3.02	535	3.01	405	3.45
Egg nog		half gallon	133	3.00	627	4.50	807	4.11
Flavored milk	All fat tests	half gallon	594	2.27	121	2.50	812	2.02
Flavored milk	All fat tests	gallon			107	4.44	401	3.76
Ice cream		48-64oz	8979	2.85	10160	2.90	8706	2.91
Milk	All fat tests	half gallon	370	2.57	812	1.27	989	2.36
Milk	All fat tests	gallon	813	3.67	810	2.76	453	3.09
Sour cream		16 oz	4816	1.80	4198	2.06	7702	1.73
Yogurt	Greek	4-6 oz	5558	.95	7992	.98	5665	.98
Yogurt	Greek	32 oz	2142	4.74	1617	4.53	1526	4.70
Yogurt	Yogurt	4-6 oz	2275	.63	5807	.53	2268	.51
Yogurt	Yogurt	32 oz	189	2.65	894	2.01	874	2.93

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.50-3.99	1473	3.33	2.49-4.99	4006	3.13	2.49-3.00	1279	2.73
Cheese	Natural Varieties	8 oz block	1.77-3.49	1813	2.37	1.77-3.00	3264	2.38	1.49-2.99	509	2.35
Cheese	Natural Varieties	1 # block				4.29	53	4.29	3.99	213	3.99
Cheese	Natural Varieties	2 # block	5.00	84	5.00				6.99	468	6.99
Cheese	Natural Varieties	8 oz shred	1.77-3.49	1190	2.44	1.69-2.50	2457	2.01	1.49-2.50	1274	2.02
Cheese	Natural Varieties	1 # shred	4.59	135	4.59	4.29	53	4.29	3.99	213	3.99
Cottage cheese		16 oz	1.69-3.00	774	2.47	1.49-2.00	1595	1.90			
Cream cheese		8 oz	0.98-2.00	1639	1.47	0.82-2.00	2500	1.47	0.99-1.49	808	1.06
Egg nog		quart	2.79-3.99	674	3.27	1.69-2.98	1150	2.91			
Flavored milk	All fat tests	half gallon				2.50	214	2.50	2.29	107	2.29
Ice cream		48-64oz	2.00-3.99	2303	2.74	1.99-5.99	1323	3.36	0.50-3.50	2407	2.34
Milk	All fat tests	gallon	3.29-4.49	282	3.92						
Sour cream		16 oz	1.49-2.50	1522	1.71	1.49-2.00	1740	1.90	1.29-1.66	500	1.48
Yogurt	Greek	4-6 oz	0.79-1.09	1857	.98	0.70-1.00	828	.91	0.80-1.00	697	.96
Yogurt	Greek	32 oz	3.99-5.09	826	4.80	5.00	822	5.00	3.89	213	3.89

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Yogurt	4-6 oz	0.50-1.00	1315	.67	0.49-0.50	151	.49	0.47-0.49	233	.47

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	1.99-3.50	815	2.91	2.88-3.99	1101	3.43	2.49-4.29	813	3.25
Cheese	Natural Varieties	8 oz block	1.49-2.00	265	1.78	1.99-2.99	315	2.42	1.67-2.79	515	2.37
Cheese	Natural Varieties	1 # block	5.99	82	5.99	4.49	200	4.49			
Cheese	Natural Varieties	2 # block	5.99-6.99	199	6.38	5.00	360	5.00	4.99-7.98	639	6.18
Cheese	Natural Varieties	8 oz shred	1.50-3.48	1030	2.42	1.99-2.99	711	2.35	1.67-2.79	568	2.34
Cottage cheese		16 oz	1.99	121	1.99				0.99	69	.99
Cream cheese		8 oz	0.99-1.50	1321	1.29	0.98-1.50	573	1.18	0.98-1.99	486	1.38
Egg nog		quart	2.98	973	2.98	2.98	344	2.98	2.98	130	2.98
Egg nog		half gallon	3.00	133	3.00						
Flavored milk	All fat tests	half gallon				1.99	246	1.99			
Ice cream		48-64oz	1.88-3.99	751	2.84	2.99-3.99	1770	3.21	2.50-3.98	251	2.99
Milk	All fat tests	half gallon	3.99	62	3.99	1.99	246	1.99			
Milk	All fat tests	gallon	2.99-3.88	232	3.37	3.99	167	3.99	2.50	105	2.50
Sour cream		16 oz	1.79-1.99	128	1.91	1.50-1.99	737	1.87			
Yogurt	Greek	4-6 oz	0.90-1.00	494	.97	0.79-1.00	937	.92	0.69-1.00	634	.95
Yogurt	Greek	32 oz	5.00	55	5.00	3.99-4.69	199	4.21			
Yogurt	Yogurt	4-6 oz	0.49-1.00	443	.69				0.40	105	.40
Yogurt	Yogurt	32 oz	2.50	128	2.50				2.98	61	2.98

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 #	3.99-4.49	39	4.35	5.99	27	5.99
Cheese	Natural Varieties	8 oz block	4.99	28	4.99	2.75	24	2.75
Cheese	Natural Varieties	2 # block	7.49	11	7.49			
Cheese	Natural Varieties	8 oz shred	2.29-4.99	39	4.23	2.75	24	2.75
Cottage cheese		16 oz				3.29	24	3.29
Cream cheese		8 oz				1.25-3.00	51	2.18
Flavored milk	All fat tests	half gallon				2.99	27	2.99
Ice cream		48-64oz	2.49-6.99	50	5.34	3.50	24	3.50
Milk	All fat tests	half gallon	3.29	11	3.29	2.99-3.99	51	3.46
Milk	All fat tests	gallon				6.29	27	6.29
Sour cream		16 oz	2.19	11	2.19	2.49-2.99	78	2.67
Yogurt	Greek	4-6 oz	1.00	11	1.00			
Yogurt	Greek	32 oz				4.99	27	4.99
Yogurt	Yogurt	4-6 oz	0.50	28	.50			



### 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 #	289	5.99	503	5.56	331	5.31
Cheese	Natural Varieties	8 oz block					853	3.66
Cheese	Natural Varieties	8 oz shred	78	3.33			504	3.78
Cottage cheese		16 oz	503	4.00	289	3.58		
Cream cheese		8 oz			289	2.49		
Ice cream		48-64oz	117	5.99			117	4.99
Milk	All fat tests	half gallon	1497	3.92	896	3.70	2785	3.91
Milk	All fat tests	gallon	381	5.43	213	4.99	214	4.99
Milk	All fat tests	8 oz UHT	87	1.00			214	1.00
Sour cream		16 oz	289	2.19	565	2.21		
Yogurt	Greek	32 oz	147	4.99			3138	6.39
Yogurt	Yogurt	4-6 oz			369	1.28	137	1.25
Yogurt	Yogurt	32 oz	336	5.14	147	4.99	243	4.33

### REGIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cottage cheese		16 oz				4.29	214	4.29			
Milk	All fat tests	half gallon	3.99	439	3.99	3.50	195	3.50	3.00	352	3.00
Milk	All fat tests	gallon				4.99	214	4.99			
Milk	All fat tests	8 oz UHT				1.00	87	1.00			
Yogurt	Greek	32 oz	4.99	147	4.99						
Yogurt	Yogurt	32 oz	3.99	60	3.99	5.50	214	5.50			

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #							5.99	289	5.99
Cheese	Natural Varieties	8 oz shred	3.33	78	3.33						

Wtd Avg - Simple weighted average



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
Cottage cheese		16 oz							3.79	289	3.79
Ice cream		48-64oz				5.99	117	5.99			
Milk	All fat tests	half gallon				4.99	117	4.99	2.50-5.29	394	4.55
Milk	All fat tests	gallon				5.99	167	5.99			
Sour cream		16 oz							2.19	289	2.19
Yogurt	Yogurt	32 oz				4.99	62	4.99			

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

**REGIONAL DEFINITIONS**

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

- NORTHEAST U.S.      Connecticut, Delaware, Massachusetts, Maryland, Maine, New Hampshire, New jersey, New York, Pennsylvania, Rhode Island and Vermont
- SOUTHEAST U.S.      Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia
- MIDWEST U.S.        Iowa, Illinois, Indiana, Kentucky, Michigan, Minnesota, North Dakota, Nebraska, Ohio, South Dakota and Wisconsin
- SOUTH CENTRAL U.S.    Arkansas, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas
- 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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