

**DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (1/22)**

**BUTTER:** Grade AA closed at \$1.4025. The weekly average for Grade AA is \$1.4163(+0.1168).

**CHEESE:** Barrels closed at \$1.3925 and 40# blocks at \$1.6100. The weekly average for barrels is \$1.4456 (-0.1604) and blocks, \$1.6981 (-0.2139).

**NONFAT DRY MILK:** Grade A closed at \$1.1725 The weekly average for Grade A is \$1.1925 (+0.0010).

**DRY WHEY:** Extra grade dry whey closed at \$0.5400. The weekly average for dry whey is \$0.5375(+0.0275).

**CHEESE HIGHLIGHTS:** Cheese production has regained momentum in the third week of the year. Growing milk supplies, with lighter Class I demand than in previous years, kept spot milk at steep discounts. Spot milk ranged from \$8.50 under to \$4 under. Prices last year bottomed out at \$3.50 under, while two years ago slight overages were reported and the low was \$2 under Class. Typically, schools returning from holiday breaks would spread milk a little thinner. However, with limited in-person activity at schools throughout the country, more milk is bound for the cheese vat. Additionally, a fairly mild winter in many parts of the country has milk levels higher ahead of the spring. Cheese inventories have grown, and even with the food box continuation announced, market tones have responded more to active production/heavy milk supplies than they have to the governmental program news.

**BUTTER HIGHLIGHTS:** Nationwide, butter producers are reporting similar tones this week to last week; churning is busy, as cream remains readily available. Butter production is generally heavy as runs include salted and unsalted butter. As butter interest typically declines after the holidays, demand for wholesale bulk butter is moderate and buyers generally order as needed. Having said this, retail sales are being impacted by the seasonal dip in demand. Contacts say butter inventories are steadily building into cold storage.

**FLUID MILK:** Western milk production is described as stable, steady, and strong. Mild winter weather has helped milk production in the East, Midwest, Idaho, Utah, Colorado, and New Mexico. Milk production in the rest of the country is growing. Midwest butterfat component levels are increasing while protein is slightly lower. Milk is available for cheese production between \$8.50 to \$4 under. Idaho reports discounted milk loads up to \$4.50 under Class IV. Cream is readily available in the East and Central Region. California cream spot sales are steady to down and most condensed skim loads are clearing through the dryers. F.O.B. cream multiples are 1.0500 - 1.2100 in the East, 1.1500 - 1.2100 in the Midwest, and 1.0000 - 1.1800 in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk prices are higher in every facet in the East and Central Regions. Western prices are mostly higher on the range and mostly price series. Production is steady to busy. The focus is contracting, leaving limited spot market offerings. Dry buttermilk prices are steady to higher. Available dryer time is limited because nonfat dry milk is being given preference. That limits dry buttermilk production, or results in more sales of condensed buttermilk. Dry whey prices strengthened in all regions. Supplies are tight, which limits spot load availability. Export interest is strong. Whey protein concentrate 34% prices increased at the top of the price range and both ends of the mostly price series. Some buyers are looking for WPC 34% as an alternative to other dairy proteins. Production is steady to lower. Lactose prices and production are steady. Inventories are balanced. Acid casein prices strengthened at a healthy pace following China purchases, while rennet casein moved up slightly.

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**DAIRY MARKET NEWS PRICE SUMMARY FOR JANUARY 18 - 22, 2021  
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	1.1500 1.2400	1.1800 1.2100	Central/East	1.0400 1.1100		Central/West	0.3100 0.5500	0.3500 0.4600
Change	0.0200 0.0400	0.0400 0.0250	Change	N.C. 0.0100		Change	N.C. N.C.	N.C. N.C.
Central High Heat	1.2600 1.3200		West	1.0400 1.1300	1.0600 1.1000	<b>WPC 34%</b>		
Change	0.0600 0.0200		Change	0.0100 0.0600	0.0200 0.0400	Central/West	0.9100 1.1400	0.9500 1.0150
West Low/Med. Heat	1.1600 1.2275	1.1750 1.2000	<b>WHEY</b>			Change	N.C. 0.0375	0.0100 0.0250
Change	0.0300 N.C.	0.0350 0.0200	Central	0.4300 0.5500	0.4800 0.5000	<b>CASEIN</b>		
West High Heat	1.2600 1.3550		Change	0.0100 0.0300	0.0100 N.C.	Rennet	3.4625 3.4950	
Change	0.0500 N.C.		West	0.4400 0.5500	0.4700 0.5050	Change	0.0025 0.0050	
<b>DRY WHOLE MILK</b>			Change	0.0100 0.0050	0.0100 0.0050	Acid	3.5175 3.9500	
National	1.5500 1.7000		Northeast	0.4700 0.5200		Change	0.2075 0.3250	
Change	0.1000 0.1000		Change	0.0600 0.0450		<b>ANIMAL FEED WHEY</b>		
						Central	0.3600 0.4100	
						Change	N.C. N.C.	

**DAIRY MARKET NEWS PRICE SUMMARY FOR JANUARY 11 - 22, 2021  
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	2700 2875	W. Europe	3325 3475	W. Europe	4000 4250
Change	25 50	Change	-75 N.C.	Change	N.C. 25
Oceania	3250 3375	Oceania	3350 3400	Oceania	4700 4825
Change	200 250	Change	75 75	Change	250 300
S. America	3150 3350	S. America	3350 3450	<b>BUTTEROIL</b>	
Change	150 225	Change	75 75	W. Europe	4700 4950
<b>WHEY</b>				Change	-200 -75
W. Europe	1000 1075			<b>CHEDDAR CHEESE</b>	
Change	N.C. 25			Oceania	4000 4100
				Change	-50 N.C.

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**INTERNATIONAL DAIRY MARKET NEWS: WESTERN OVERVIEW:** Western Europe sources report that 2021 began with milk production lower than one year earlier. In Germany the seasonal increase slowed, with estimates that first week January milk production dipped slightly lower than the prior week. EU milk production January – November 2020 increased 1.7 per-cent from January – November 2019 according to CLAL data made available to USDA. Among some of the top milk producers, the percentage changes January – November 2020 compared with January – November 2019 are Germany, +0.5 percent; France, +0.6 per-cent; and Netherlands, +1.3 percent. Cheese demand in Western Europe is stronger than most manufacturers had expected. Especially high retail demand for cheese is noted, fueled by store promotions of cheese. Equally surprising is that food service demand is higher than had been expected, notwithstanding COVID-19. Strong contracting will keep cheese production active and stocks low. Cheese manufacturers would take on extra milk as it was available, but they are mostly relegated to contracted volumes.

**OCEANIA DAIRY MARKET OVERVIEW: AUSTRALIA:** Australia struggled during 2020 to maintain export volumes of dairy powders, butter, and cheese. Internal Australian demand was one factor. But simmering political tensions with China, a significant export customer, are believed to have led to China looking for more sourcing elsewhere during the latter part of 2020. **NEW ZEALAND:** New Zealand milk production is moving lower seasonally. However, adverse weather concerns have abated. South Island sources describe soil moisture as better than normal. Pasture growth on both the North and South Islands is very healthy. Recent rains and expected rain in the coming week, give further confidence that pastures will remain healthy for grazing for some time.

**SOUTH AMERICA OVERVIEW:** After a few weeks of dryness, moderate rains returned to the main dairy basins and agriculture zones of Brazil, Argentina, Paraguay, and Uruguay. These showers were beneficial to the development of corn and soybean, boosting soil moisture. This rainy climate hindered milk yields in a few farms mainly due to sanitary issues for milking herds. Nevertheless, cases of mastitis are minimal in most dairy farms. Several tambos are running operations with less milk than usual, but most of the raw milk has been shipped on time. High-er summer temperatures, which have been very discomforting to dairy herds, are also diminishing milk production. Attractive beef prices have encouraged some dairy farm operators to sell some heads into the meat industry, shrinking the size of their dairy herds. With most educational institutions closed, more manufacturing milk intakes have been moving into cheese, yogurt, and milk caramel production.

**NATIONAL RETAIL REPORT (DMN):** The total number of conventional dairy product advertisements increased 18 percent, but the total number of organic dairy product ads decreased 6 percent. Total conventional cheese ads increased 10 percent this week. There were no organic reported ads for cheese in the survey this week. Conventional shredded cheese in 8 ounce packages is the most advertised dairy product this week, with a 10 percent increase in ad numbers from one week ago. Conventional ads for 1 pound print butter increased by 49 percent. The weighted average price for conventional 1 pound butter packages is \$2.93, compared to \$5.83 for organic 1 pound butter packages, yielding a \$2.90 organic premium. For ice cream in 48-64 ounces containers, the average price is \$3.31 for conventional and \$5.99 for organic, representing an organic premium of \$2.68. The national weighted average advertised price for conventional milk in half gallons is \$2.63, compared to \$3.65 for organic milk half gallons, resulting in an organic premium of \$1.02. Conventional milk ads decreased by 9 percent, while organic milk ads dropped by 30 percent. Milk in half gallons is the most advertised organic item this week. The total number of ads for yogurt increased by 20 percent for conventional and 145

percent for organic. The weighted average advertised price for conventional yogurt in 32-ounce containers is \$2.62, compared to \$3.50 for organic yogurt in 32 ounce containers. The resulting organic premium is 88 cents.

**ADVANCED CLASS PRICES (FMMO):** The base Class I price for February 2021 is \$15.54 per cwt, an increase of \$0.40 per cwt when compared to January 2021. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price. For February 2021, the advanced Class IV skim milk pricing factor is \$8.57 per cwt, the Class II skim milk price is \$9.27 per cwt, and the Class II nonfat solids price is \$1.0300 per pound. The two-week product price averages for February 2021 are: butter \$1.4765, nonfat dry milk \$1.1295, cheese \$1.6342, and dry whey \$0.4487.

COMMODITY	MONDAY JAN 18	TUESDAY JAN 19	WEDNESDAY JAN 20	THURSDAY JAN 21	FRIDAY JAN 22	:: WEEKLY CHANGE	:: WEEKLY AVERAGE
<b>CHEESE</b>							
BARRELS	No Trading	\$1.5600 (-0.0125)	\$1.4400 (-0.1200)	\$1.3900 (-0.0500)	\$1.3925 (+0.0025)	:: (-0.1800)	:: \$1.4456 (-0.1604)
40 POUND BLOCKS	No Trading	\$1.8000 (-0.0300)	\$1.7300 (-0.0700)	\$1.6525 (-0.0775)	\$1.6100 (-0.0425)	:: (-0.2200)	:: \$1.6981 (-0.2139)
<b>NONFAT DRY MILK</b>							
GRADE A	No Trading	\$1.2150 (+0.0150)	\$1.2000 (-0.0150)	\$1.1825 (-0.0175)	\$1.1725 (-0.0100)	:: (-0.0275)	:: \$1.1925 (+0.0010)
<b>BUTTER</b>							
GRADE AA	No Trading	\$1.4050 (+0.1150)	\$1.4550 (+0.0500)	\$1.4025 (-0.0525)	\$1.4025 (N.C.)	:: (+0.1125)	:: \$1.4163 (+0.1168)
<b>DRY WHEY</b>							
EXTRA GRADE	No Trading	\$0.5350 (+0.0050)	\$0.5350 (N.C.)	\$0.5400 (+0.0050)	\$0.5400 (N.C.)	:: (+0.0100)	:: \$0.5375 (+0.0275)

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

Butter production is keeping pace with the recent heavy churning at Eastern balancing plants. Current output is fulfilling butter sales and being consolidated for storage programs. Available cream supports 7 day run schedules. Most butter facilities are sufficiently stocked as inventory levels inevitably build. The pandemic environment challenges buyers and sellers beginning of the year plans for future butter needs. Demand for wholesale bulk butter is moderate. Buyers generally order as needed. Sales of wholesale bulk butter, f.o.b. East, are reported in the range of 3 to 7 cents over the CME, based on various time frames and averages. Print production is steady to light. Retail sales are being impacted by the seasonal dip in demand. Some butter manufacturers are working on completing international orders. Interest remains good. Prices had been trending incrementally lower, but saw a sharp shift following the holiday break. The current undertone indicates unsettledness in the market.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0300 - +0.0700

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance to sell 1.144 million pounds (519 metric tons) of butter.

### WEST

In the West, butter production is generally heavy as runs include salted and unsalted butter. Domestic butter interest typically declines after the holidays and plants consequently experience increases in inventory, which is no exception for butter manufacturers in the region this year. Cream that is available for churning is highly sufficient, although a drop is noted in the region's surplus cream, as Class II cream-based operations shift to post-holiday production gear. Bulk butter production is active and continues to build cold storage volumes. The f.o.b. West bulk butter price is \$0.0350 to \$0.0750 over the market of the CME Group, with various time frames and averages used. Retail store sales are fair and expected to increase as some retail outlets are already discussing orders for the upcoming holiday. Featured activity for butter is higher this week in parts of the region. Export market trading continues to be good.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0350 - +0.0750

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance to sell 1.144 million pounds (519 metric tons) of butter.

### CENTRAL

Butter producers are reporting similar tones this week to last week. Churning is busy, as cream remains readily available from the Midwestern and Western regions. Cream multiples, within the Central region, have come up week to week, but they remain accessible for the churn. Contacts say butter inventories are growing. Demand notes are following the recent trend. Retail remains steady, as holiday pipelines have been refilled. That said, food service demand notes have seen better days. Some butter producer contacts expect the food box programs to assist markets, following an \$.1150 bump on Tuesday. However, they have concerns about inventories, which are growing alongside milk/butterfat yields.

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

## CHEESE MARKETS

## NORTHEAST

Milk is widely available in the Northeast for Class III operations. Cheese makers' intakes are near or at capacity. Mozzarella and provolone cheese production is strong in the region. Manufacturers' inventory levels are steadily increasing. There are reports cheese orders are picking up. Retail cheese sales are moderate. Several retailers are receiving a steady amount of supplies each week. The foodservice sector continues to bear a softer tone. Numerous restaurants continue to work through shifting operating options. Cheese spot prices are currently mixed. On the CME Group, cheddar block and barrel prices have shifted slightly downwards. Cheese markets are unsettled.

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

Cheddar 40 pound Block	2.3650-2.6525
Muenster	2.3525-2.7025
Process American 5 pound Sliced	1.7050-2.1850
Swiss 10-14 pound Cuts	3.8725-4.1950

## MIDWEST

Midwestern cheesemakers relayed readily available milk supplies again this week. Reported spot milk prices have already met last week's lows of \$8.50 under Class, but the high end of the range (\$2 under) has not been passed along at report time. Curd producers say restaurant orders moved higher, which they say is not something they have seen in months. Cheddar producers are hopeful the government awards will assist in putting a dent in their growing inventories. That said, current inventories are not overtly concerning, but producers relay that could change day to day. Cheese market tones are coming to earth after the initial runup from two weeks ago.

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

Blue 5 pounds	2.5475-3.6175
Brick 5 pounds	2.2800-2.7050
Cheddar 40 pound Block	2.0025-2.4025
Monterey Jack 10 pounds	2.2550-2.4600
Mozzarella 5-6 pounds	2.0800-3.0250
Muenster 5 pounds	2.2800-2.7050
Process American 5 pound Loaf	1.6900-2.0500
Swiss 6-9 pound Cuts	3.3875-3.5050

## WEST

Copious amounts of milk are resulting in the production of plenty of cheese. Western cheesemakers are actively producing cheese, but an unsettled feeling persists within the market. This uncertainty has seemed to play out in some cash markets. The announcement of more government food box program purchases created an initial push upwards on cheese prices, but now, the momentum has seemed to wane. Forecasting market direction has been difficult and neither buyers, nor sellers, want to overextend themselves. Cheese inventories are abundant and able to meet most needs. However, industry contacts confirm that food service and institutional demand has remained weak. Retail demand, while better than last year, is not able to offset the reduction in cheese sales into other channels. Until sit-down dining returns, contacts expect the cheese market may be challenging.

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

Cheddar 10 pound Cuts	2.2400-2.4400
Cheddar 40 pound Block	1.9925-2.4825
Monterey Jack 10 pounds	2.2275-2.5025
Process American 5 pound Loaf	1.7075-1.9625
Swiss 6-9 pound Cuts	3.6800-4.1100

## FOREIGN TYPE

Western European cheesemakers are pleased with increased cheese production during 2020, and better yet, increases in cheese exports. The United States is a top importer of EU cheese. In fact, sustaining the export demand has kept aging stocks atypically low. While there has been added cheese production capacity in recent years, some cheese plants have not contracted enough January milk production to operate at capacity. Securing spot milk to increase cheese production is currently challenging because butter and SMP production are more profitable. Extra milk often flows into butter and SMP rather than cheese, if transportation is not problematic. Thus, there is production capacity to increase cheese production to grow exports, but for now, milk availability is constraining both production and export increases.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	2.6400-5.2300	2.3725-3.8600*
Gorgonzola	3.6900-5.7400	2.8800-3.5975*
Parmesan	-0-	3.7600-5.8500*
Romano	-0-	3.5625-5.7175*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggianito (Argentina)	3.2900-4.7800	-0-
Jarlsberg	2.9500-6.4500	-0-
Swiss	-0-	3.9075-4.2325
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
01/18/2021	54315	86471
01/01/2021	45415	77986
CHANGE	8900	8485
% CHANGE	20	11

## Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance on contracts to sell 608,476 pounds (276 metric tons) of cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 1.471 million pounds of American-type cheeses in export markets. When combined with butter, cream cheese and whole milk powder, the program has assisted members with sales of 84.3 million pounds of milk on a milkfat basis.

## FLUID MILK AND CREAM

## EAST

Northeast milk volumes are available for manufacturing needs. Class I sales are currently stable. Balancing operations are operating at max capacity. Class III facilities are working on full schedules. In the Mid-Atlantic, milk output is level. Class I sales are stable. Milk orders are reportedly steady from educational institutions and retail stores. Heavy milk loads are clearing to Class I. Southeast milk production is slightly higher. Class I sales are mostly steady. Retail sales are moderate. There are a few milk loads clearing to balancing. Florida milk output is up. Mild weather conditions have been fairly comfortable for dairy cows. Bottling demand is stable. Cream is readily available in the region for processing needs. On the spot market, cream multiples are a bit lower. Class II cream demands are a bit softer at this time, although some ice cream operations are picking up production schedules. Butter production is strong in the East. Cream availability is somewhat outweighing buyers' demands. Condensed skim supplies are heavy. Condensed skim markets are seasonally soft.

Northeastern U.S., F.O.B. Condensed Skim

Price Range - Class II; \$/LB Solids: 0.40 - 0.60

Price Range - Class III; \$/LB Solids: 0.55 - 0.70

Northeastern U.S., F.O.B. Cream

Multiples Range - All Classes: 1.0500 - 1.2100

Price Range - Class II; \$/LB Butterfat: 1.3645 - 1.5724

## MIDWEST

Some Midwestern dairy farmer contacts have wrapped up their 2020 figures and are reporting slightly lighter milk yield numbers than 2019. Self-imposed restrictions during the early onslaught of the COVID-19 virus affected those milk production drawdowns. Milkfat component levels were higher, while protein was slightly lower. Currently, though, farmers report strengthening component levels and milk yields are growing week to week. A relatively mild early winter, although this week has brought about single digit temperatures, has helped aid in stronger production. Class I demand, which in a typical season would be booming due to seasonal school reopenings, registered an uptick but not a surge. In expected fashion, milk is and has been widely available for cheese producers. Class III producers reported prices ranging from \$8.50 to \$4 under. For a comparison, last year's low price was \$3.50 under and in 2019, the range was \$2 under to \$.50 over Class. Cream is also available for butter churning and other Class uses. Butter churning is ongoing at very active rates with affordable cream from both the Midwest and the West. Multiples moved higher on the bottom of the range, but cream remains well within the fiscal reach of churners. Ice cream production is steady, and some contacts suggest it is more active than expected. Corn prices are a growing concern dairy farmers moving into 2021. As the volatility of milk prices is expected to continue, feed costs are expected to be a hurdle in the upcoming year.

Price Range - Class III Milk; \$/CWT; Spot Basis: -8.50 - -4.00

Trade Activity: Moderate

Midwestern U.S., F.O.B. Cream

Multiples Range - All Classes: 1.1000 - 1.2100

Price Range - Class II; \$/LB Butterfat: 1.4944 - 1.5724

Multiples Range - Class II: 1.1500 - 1.2100

## WEST

California farm milk production has been stable this week. Milk component levels, protein and butterfat, are at the highest levels. Manufacturers have plenty of milk for processing needs. During this shortened holiday week, milk shipments into Class I and Class II are slightly down. In Arizona, milk production is constant. Handlers do not have any issue with milk distribution. Requests from bottlers are lower, but are expected to increase in the upcoming week. Some processors had to temporarily stop taking out-of-state milk to focus on helping other in-state processors with milk balancing. Bottling demand is steady. In New Mexico, farm milk production is up, in line with favorable weather outcomes. With some manufacturing plants completing repair and maintenance work, milk holdovers are higher than usual, keeping balancing plants busy with excess milk clearing. Class I orders are steady this week. Milk production in the Pacific Northwest is steady to growing incrementally. Industry contacts note a strong pull from Class II manufacturers. While not the largest portion of milk use, when coupled with the steady pull from other milk processing and producer base programs, it creates an environment in which milk intakes are well balanced with processing needs. Milk going into the bottle is steady. Strong milk production has been maintained in the mountain states of Idaho, Utah, and Colorado. Favorable winter weather has provided comfortable conditions for the milking herd. Manufacturers have no issues getting the milk needed for processing needs. Discounted milk loads are still common in Idaho at \$4.50 under Class IV. With western ice cream manufacturing and some Class II dairy seasonal products decreasing, condensed skim milk and cream spot sales are steady to down. Most condensed skim loads are clearing through the dryers. Cream multiples for all Classes are mixed this week.

Western U.S., F.O.B. Cream

Multiples Range - All Classes: 1.0000 - 1.1800

## 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 higher in every facet this week. Interestingly, contacts have regularly reported plentiful condensed skim availability. NDM production is busy, but fewer spot loads are being offered out as producers relay export interests have not wavered in recent weeks. High heat prices shifted higher on light spot activity. Regional end users relay they are passively searching for loads, but current price points have some on the sidelines. The NDM market tone is currently bullish.

**EAST:** This week, low/medium heat nonfat dry milk prices (NDM) are higher throughout the range and the mostly pricing series. Exchanges occurred at both ends of the range, on moderate to light NDM trading. Production is steady at the region's balancing plants. Inventories are adequate for buyer/seller commitments, while balanced to short of spot buyers' needs. NDM demand remains active across some export accounts. The low/medium heat nonfat dry milk market tone is unsettled, with an uptick in current prices. High heat nonfat dry milk prices are stronger too. Both ends of the range grew, as a few buyers were able to secure f.o.b. spot loads. Manufacturers report limited drying.

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: 1.1500 - 1.2400

Mostly Range - Low & Medium Heat; \$/LB: 1.1800 - 1.2100

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: 1.2600 - 1.3200

## NONFAT DRY MILK - WEST

Low/medium heat nonfat dry milk (NDM) prices shifted mostly higher on the range and mostly price series this week. The top of the price range is steady this week. Buyers and traders are purchasing spots within a firmer price range. Domestic demands are healthy at this time. Export demands are reportedly stable. Milk supplies are readily available for processing needs. Low/medium heat NDM production is active. Some inventory levels are stabilizing. High heat NDM prices are higher on the bottom of the price range. Some buyers are purchasing spot loads for their immediate demands. Trades are occurring on a narrower price range. Offers on the spot market are limited. Operations' drying times are mostly scheduled for low/medium heat NDM. High heat NDM markets hold a stable tone.

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: 1.1600 - 1.2275

Mostly Range - Low & Medium Heat; \$/LB: 1.1750 - 1.2000

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: 1.2600 - 1.3550

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Dry buttermilk powder trading was relatively busy this week. Spot prices were steady on the bottom, but moved up a penny on the top of the range. Demand remains healthy, but spot loads are limited because of production limitations. With condensed skim trading at notably heavy discounts, and nonfat dry milk (NDM) markets continuing in bullish fashion, drying time allotted for condensed buttermilk is sparse. Therefore, most production is being directed for contractual needs. That being said, there is a lot of cream/milkfat throughout the region and churning is very active. Still, as long as NDM markets remain hearty, dry buttermilk output will remain in check. Dry buttermilk market tones are bullish.

**EAST:** Dry buttermilk prices are steady to higher. Offerings at the top of the range supported the uptick this week. Active butter churning in the East region does not equate to heavy buttermilk production, as some dry buttermilk manufacturers circumvent drying by providing condensed buttermilk to end-users. Dry buttermilk demand is light in the f.o.b. spot market, while steady for supplying customers' processing needs.

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

Price Range ; \$/LB: 1.0400 - 1.1100

## DRY BUTTERMILK - WEST

Dry buttermilk spot trading activity was busier this week, as prices shifted higher on the range and mostly series. Undoubtedly, with a lot of milkfat available in the region, churning has been busy. That said, regionally and in the Midwest, plants are currently focused on drying nonfat dry milk in light of bullish markets, therefore dry buttermilk spot loads are limited. Export interests have remained intact. Domestic end users are either paying more or waiting for markets to settle. All said, buttermilk powder markets are bullish in the near term.

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

Price Range ; \$/LB: 1.0400 - 1.1300

Mostly Range - ; \$/LB: 1.0600 - 1.1000

## DRY WHOLE MILK - U.S.

National dry whole milk spot prices are higher this week, in line with recent WMP upward pricing trends at some offshore auctions. National dry whole milk spot prices are currently above international WMP values, which could be a competitive disadvantage for national manufacturers/brokers in the international markets. Nevertheless, across the US, the market tone for dry whole milk is starting to strengthen with good demand from bakers, confectioners, and chocolatiers. This week, spot sales activity is light to moderate, while production is sporadic, mainly driven by contractual pledges. Some processors expect to increase drying schedules ahead of the upcoming baking season needs. Inventories are mostly in balance with contractual and immediate buyer 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**

Regional dry whey remains in demand, as prices shifted higher in all facets this week. End users reported putting out bids, but responses were mum unless prices were higher (towards and above \$.50). Production is busy, as there is plenty of milk for Class III processing and the holidays are now in the rearview mirror. Two contributors to bullish markets are recently unwavering export interests and strengthening high protein markets. A number of producers say they are simply too tight to offer spot loads. Animal feed whey trading was slow after a relatively active couple weeks. Feed whey prices remain unchanged on slow trading. Overall, the dry whey market tone is bullish.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey  
 Price Range - Animal Feed; \$/LB: .3600 - .4100

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: .4300 - .5500  
 Mostly Range - Non-Hygroscopic; \$/LB: .4800 - .5000

**DRY WHEY- NORTHEAST**

In the East, dry whey prices are higher on the price range. There are reportedly no discounts in the region. Variable contract pricing has strengthened on various market exchanges for several buyers and traders. In addition, strong demands in other regions are supporting current price points at this time. Export interests are firm. Domestic and international trading activities continue to be active. Regional milk supplies are available for Class III processing. Dry whey operations are running constant production schedules. Manufacturers' inventory levels are balanced with buyers' current needs. The dry whey market tone is steadily bullish.

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: .4700 - .5200

**DRY WHEY- WEST**

Western whey prices continued their march higher this week. Industry contacts say available supplies for whey are tight. Production is steady to lower as some manufacturers opt to make higher whey protein concentrations instead of dry whey. In addition, a few cheese makers have kept their cheese production in check, and, as a result, there is less liquid whey available to make dry whey. Domestic and international demand is active. Whey sellers say they get regular requests from buyers looking for more whey but need to hold back on loads because they need to supply contracted customers first. In some cases, dry whey is sitting in manufacturers' warehouses, waiting for shipping containers. A few market observers are concerned that some buyers may become desperate to get ingredients and overbuy on whey or other dairy ingredients, placing added orders with the hopes of moving up in the shipping order. Contacts expect tight whey supplies and limited shipping equipment may keep price pressures on dry whey in place for the near term.

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: .4400 - .5500  
 Mostly Range - Non-Hygroscopic; \$/LB: .4700 - .5050

**WHEY PROTEIN CONCENTRATE**

Whey protein concentrate 34% prices are steady to higher. Prices moved up at the top of the price range and both ends of the mostly price series. As prices for other dairy proteins have increased, they have given a lift to WPC 34% prices as well. Manufacturers say they have seen more interest from buyers. End users that seek WPC 34% with tight specifications are eager to assure coverage. Less choosy shoppers are willing to take on WPC 34% as an alternative to other dairy proteins. WPC 34% supplies are tighter than what they have been. While supplies of WPC 34% are adequate for most processing needs, brands that meet infant formula or other stringent end user specifications are tougher to find. Production is steady to slightly lower.

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: .9100 - 1.1400  
 Mostly Range - 34% Protein; \$/LB: .9500 - 1.0150

**LACTOSE**

Prices for lactose are unchanged this week and production is steady. Inventories are stable and generally well-balanced. A few manufacturers say they have stocks they would like to move out, but others relay their supplies are committed for the next few months. End users suggest they are not having any trouble getting the lactose needed. Manufacturers report demand has picked up the last few weeks. Infant formula and standardization segments are two arenas that manufacturers say they have seen more activity as of late. Some industry contacts are concerned about the challenges getting shipping containers for export markets. A few manufacturers indicate that some containers are getting unloaded at the coastal ports and shipped back empty to SE Asia. Others suggest their customers have sent some portions of their orders via air freight to maintain inventory levels. In either case, the limited availability of shipping containers is creating an imbalance that makes it more difficult to predict real demand accurately for lactose producers. Some manufacturers are worried that buyers may try to circumvent the shipping issue by placing more orders than normal, with the hopes that a few of the loads get shipped earlier. Processors feel this may artificially inflate demand and exacerbate the challenges to shipping in the near-term.

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 - .5500  
 Mostly Range - Non Pharmaceutical; \$/LB: .3500 - .4600

**CASEIN**

Acid casein prices moved up this week at a similar healthy pace as many Oceania dairy powders. Rennet casein is up slightly. New Zealand sources report very limited availability of acid casein. That, coupled with strong early 2021 demand, is pushing prices higher as prospective buyers compete to lock in supplies. Continued price firming is expected as seasonal milk intakes move lower. It is definitely a sellers' market. There is less pressure in rennet casein markets in Ireland and France. Europe is at or near the seasonal increase in milk production. Sources in Ireland report increased milk solids and components production over last year. Buyers seeking rennet casein feel more ease looking ahead and less urgency to buy right now.

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: 3.5175-3.9500  
 Rennet; Price Range - \$/LB: 3.4625-3.4950

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

WEEK ENDING	2021 WEEKLY DAIRY COWS	2021 CUMULATIVE DAIRY COWS	2020 WEEKLY DAIRY COWS	2020 CUMULATIVE DAIRY COWS
01/09/2021	67.5	119.6	71.0	124.8

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
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
2020	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43	21.61	23.34	15.72

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

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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
2020	16.65	16.20	14.87	11.40	10.67	12.90	13.76	12.53	12.75	13.47	13.30	13.36

**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)	15.14	15.54										
II												
III												
IV												

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
01/16/2021	1,4638 3,734,877	1,6992 14,704,578	1,5818 14,938,757	.4571 5,148,109	1.1334 21,296,933

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)						NONFAT DRY MILK FUTURES (Pit-Traded) (¢/lb)					
DATE	01/15	01/18	01/19	01/20	01/21	DATE	01/15	01/18	01/19	01/20	01/21
JAN 21	16.23	No	16.22	16.18	16.15	JAN 21	114.30	No	114.25	114.25	114.13
FEB 21	19.23	Trading	18.48	17.13	16.46	FEB 21	119.75	Trading	121.00	119.80	118.50
MAR 21	19.04		18.61	17.78	17.33	MAR 21	112.35		123.75	121.00	119.25

CLASS IV MILK FUTURES (Pit-Traded) (\$/cwt)						WHEY (Electronic-Traded) (¢/lb)					
DATE	01/15	01/18	01/19	01/20	01/21	DATE	01/15	01/18	01/19	01/20	01/21
JAN 21	13.75	No	13.77	13.80	13.80	JAN 21	45.70	No	45.70	45.70	45.70
FEB 21	14.36	Trading	14.49	14.49	14.20	FEB 21	49.30	Trading	49.30	49.40	49.40
MAR 21	15.12		15.27	15.17	14.73	MAR 21	50.00		50.03	50.50	50.50

CASH SETTLED BUTTER FUTURES (Electronic-Traded) (¢/lb)						BLOCK CHEESE CSC (Electronic-Traded) (\$/lb)					
DATE	01/15	01/18	01/19	01/20	01/21	DATE	01/15	01/18	01/19	01/20	01/21
JAN 21	144.00	No	144.03	144.50	146.00	JAN 21	1.75	No	1.75	1.75	1.75
FEB 21	147.00	Trading	147.50	147.45	145.80	FEB 21	2.03	Trading	1.97	1.85	1.77
MAR 21	160.00		159.00	159.00	156.00	MAR 21	1.97		1.96	1.86	1.82

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

**INTERNATIONAL DAIRY MARKET NEWS - EUROPE**

Information gathered January 11 - 22, 2021

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**

Western Europe sources report that 2021 began with milk production lower than one year earlier. In Germany the seasonal increase slowed, with estimates that first week January milk production dipped slightly lower than the prior week.

EU milk production January – November 2020 increased 1.7 percent from January – November 2019 according to CLAL data made available to USDA. Among some of the top milk producers, the percentage changes January – November 2020 compared with January – November 2019 are Germany, +0.5 percent; France, +0.6 percent; and Netherlands, +1.3 percent.

Cheese demand in Western Europe is stronger than most manufacturers had expected. Especially high retail demand for cheese is noted, fueled by store promotions of cheese. Equally surprising is that food service demand is higher than had been expected, notwithstanding COVID-19. Strong contracting will keep cheese production active and stocks low. Cheese manufacturers would take on extra milk as it was available, but they are mostly relegated to contracted volumes.

EU cheese production January – November 2020 increased 1.6 percent from January – November 2019 according to CLAL data made available to USDA. Among some of the top cheese producers, the percentage changes January – November 2020 compared with January – November 2019 are Germany, +2.4 percent; France, -1.9 percent; and Netherlands, +2.8 percent.

EU cheese exports January – November 2020, 862,000 MT, increased 6.6 percent from January – November 2019 according to CLAL data made available to USDA. The United States is the second largest importer of EU cheese during this period.

**EASTERN EUROPE**

Polish milk production January – November 2020 increased 2.4 percent from January – November 2019 according to CLAL data made available to USDA. Among other dairy products, Polish percentage changes January – November 2020 compared with January – November 2019 are butter, 8.0 percent; SMP, 5.7 percent; WMP, -11.9 percent; and cheese, +3.4 percent.

**BUTTER/BUTTEROIL**

The Western European butter price range is steady to higher. The upper range price bump results from sales at a small number of plants within Western Europe. Butteroil prices are slightly lower, but well above butter prices. Sources expect butteroil to remain within a narrow range in coming weeks, with some trading fluctuation.

Manufacturers report that inquiries from Western European retailers and manufacturers, as well as from export customers, have been increasing this week. Many sellers expect price firming in coming weeks based on these inquiries, partly because Western European

butter pricing is competitive globally. Butter is nicely profitable at current pricing so any increases will be especially pleasing to manufacturers.

Western Europe, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 4,000 - 4,250

Western Europe, 99% Butterfat, Free on Board - Port Butteroil  
Price Range - \$/MT: 4,700 - 4,950

**Secondary Sourced Information:**

EU butter production January – November 2020 increased 2.4 percent from January – November 2019 according to CLAL data made available to USDA. Among some of the top butter producers, the percentage changes January – November 2020 compared with January – November 2019 are Germany, +1.8 percent; France, +0.7 percent; and Netherlands, -3.7 percent.

European Union butter exports January – November 2020, 232,000 MT, increased 19.0 percent from January – November 2019 according to CLAL data made available to USDA. Top export destinations January - November 2020, quantities, and percent change YTD, were the United States, 39,276 MT, +16.42 percent; Saudi Arabia, 20,359 MT, +66.46 percent; and China, 15,678 MT, +38.89 percent.

**SKIM MILK POWDER**

The Western European skim milk powder price range moved higher. Manufacturers report demand increasing from dealers with short term needs, as well as from export customers. This is also ascribed to higher prices for skim milk concentrate. Firming demand is expected to sustain in coming weeks. SMP supplies are described as limited because some contracted buyers were able to receive delivery on an accelerated schedule. Plant managers are happy to acquire any extra milk they can. SMP/butter profitability is very good relative to other dairy products.

Prices for: Europe, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,700 - 2,875

**Secondary Sourced Information:**

EU SMP production January – November 2020 increased 4.2 percent from January – November 2019 according to CLAL data made available to USDA. Among some of the top SMP producers, the percentage changes January – November 2020 compared with January – November 2019 are Germany, +5.2 percent; France, +2.9 percent; and Netherlands, +9.2 percent.

European Union SMP exports January – November 2020, 767,000 MT, decreased 15.2 percent from January – November 2019 according to CLAL data made available to USDA. Top export destinations January - November 2020, quantities, and percent change YTD, were Algeria, 117,797 MT, +28.56 percent; China, 111,572 MT, -6.63 percent; and Egypt, 44,061 MT, -23.38 percent.

**CONTINUED ON PAGE 8A**

**INTERNATIONAL DAIRY MARKET NEWS - EUROPE**

Information gathered January 11 - 22, 2021

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**CONTINUED FROM PAGE 8****WHEY**

The Western European dry whey price range is steady to higher. Early 2021 demand has been increasing. Export business is brisk. Export customers have been locking in contracts with little price hesitancy. Q2 2021 contracting is quite busy. Some customers are turning to whey concentrate although that pricing is increasing as well.

Prices for: Western Europe, All First Sales, Free on Board - Port, Conventional, and Edible Dry Whey

Price Range - Non-Hygroscopic; \$/MT: 1,000 - 1,075

## Secondary Sourced Information:

European Union whey exports January – November 2020, 692,000 MT, increased 7.3 percent from January – November 2019 according to CLAL data made available to USDA. Top export destinations January - November 2020, quantities, and percent change YTD, were China, 231,295 MT, +28.97 percent; Indonesia, 63,915 MT, -19.12 percent; and South Korea, 57,585 MT, +15.01 percent.

**WHOLE MILK POWDER**

Whole milk powder in Western Europe held the top end of the price range. The low end weakened. Manufacturers and dealers describe WMP markets as calm. Some have noticed that prospective Western European buyers are more hesitant. Export interest is more cautious yet. These factors are believed to have led to some sales which contributed to the low range price movement. WMP exports during 2020 were more active than in prior years. Early indicators are favorable that many new 2020 export customers, or customers purchasing increased volumes, may remain active customers in 2021.

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

Price Range - 26% Butterfat; \$/MT: 3,325 - 3,475

## Secondary Sourced Information:

EU WMP production January – November 2020 increased 0.2 percent from January – November 2019 according to CLAL data made available to USDA. Among some of the top WMP producers, the percentage changes January – November 2020 compared with January – November 2019 are Germany, -7.2 percent; France, +21.8 percent; and Netherlands, +1.1 percent.

European Union WMP exports January – November 2020, 308,000 MT, increased 11.6 percent from January – November 2019 according to CLAL data made available to USDA. Top export destinations January - November 2020, quantities, and percent change YTD, were Oman, 43,687 MT, +14.54 percent; Algeria, 40,153 MT, +107 percent; and Nigeria, 20,196 MT, +21.49 percent.

## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered January 11 - 22, 2021

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

## OCEANIA DAIRY MARKET OVERVIEW

**AUSTRALIA:** Australia struggled during 2020 to maintain export volumes of dairy powders, butter, and cheese. Internal Australian demand was one factor. But simmering political tensions with China, a significant export customer, are believed to have led to China looking for more sourcing elsewhere during the latter part of 2020. Current dry conditions have strained pasture growth. Uncertainty about weather impacts in coming weeks remains a concern. There will be some unease among dairy producers due to the uncertainty.

**NEW ZEALAND:** New Zealand milk production is moving lower seasonally. However, adverse weather concerns have abated. South Island sources describe soil moisture as better than normal. Pasture growth on both the North and South Islands is very healthy. Recent rains and expected rain in the coming week, give further confidence that pastures will remain healthy for grazing for some time. This bodes well for milk production. Yes, there will continue to be seasonal declines. But the decline will be moderated by decent weather.

## BUTTER/BUTTEROIL

The Oceania butter price range moved up. Regional butter price increases, even with a price range well higher than for Western European butter, speaks to the challenge in producing enough butter to satisfy customers. Most dairy sources in New Zealand attribute strong butter buying to China. Australian exports have slowed, in substantial part due to the exigencies of domestic demand. Some export deals are made with a premium to induce exporters to commit. Seasonally declining regional milk intakes leave buyers disinclined to adopt a wait and see approach to butter buying. Buyers are closing deals to lock in supplies. Contracted volumes are being readily taken.

Oceania, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 4,700 - 4,825

Secondary Sourced Information:

At GDT event 276 on January 19, 2021, the butter all contracts price, \$4,735, increased 4.6 percent. The February contract, \$4,821, increased 6.7 percent.

Butter exports from Australia January – November 2020, 14,000 MT, decreased 12.2 percent from January – November 2019, according to CLAL data made available to USDA. The main export destinations January - November 2020, quantities, and percent change YTD, were China, 3,044 MT, +90.25 percent; Thailand, 2,069 MT, -39.22 percent; and United States, 1,237 MT, -42.69 percent.

## SKIM MILK POWDER

Skim milk powder prices in Oceania increased at each end of the price range. Even with pricing well above Western European pricing, and active production, Oceania SMP is a seller's market. Buyers have little ability to haggle over pricing. Other buyers are always in the wings, so wiser minds just move ahead and take steps to finalize commitments from manufacturers.

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 3,250 - 3,375

## CHEESE

Oceania cheese pricing did not keep pace with increases in dairy powders and butter. The Oceania cheese price range is mixed, decreased at the low end of the price range but steady at the top. In a number of plants pricing within the range is slightly lower, as manufacturers work to induce buyers to commit. Cheese is available and buying interest is not as hurried as with some other regional dairy products. Buyers are mostly not worried that they must buy now to be assured of getting cheese when they need it.

Prices for: Oceania Cheese, Cheddar, 39% Maximum Moisture, Free on Board - Port,  
Price Range - \$/MT: 4,000 - 4,100

Secondary Sourced Information:

Cheese exports from Australia January – November 2020, 138,000 MT, decreased 4.5 percent from January – November 2019, according to CLAL data made available to USDA. The main export destinations January - November 2020, quantities, and percent change YTD, were Japan, 61,512 MT, -12.24 percent; China, 16,711 MT, +7.51 percent; and Malaysia, 11,763 MT, +58.56 percent.

At GDT event 276 on January 19, 2021, the cheddar all contracts price, \$4,082, decreased 0.3 percent. The February contract, \$4,072, decreased 1.2 percent.

## WHOLE MILK POWDER

In Oceania the whole milk powder price range strengthened. Manufacturers are very pleased with how 2021 has opened. Many manufacturers and buyers expect pricing to remain near the current level at for several months. Some sources note that increased contracting has reduce volumes expected to be offered at GDT events. Seasonal milk intakes available to make WMP will be progressively lower through the season. Competition for milk going to butter and SMP remain a factor. Export business is very active and expected to remain so. This general situation is expected to continue in coming weeks and months.

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder  
Price Range - 26% Butterfat; \$/MT: 3,350 - 3,400

CONTINUED ON PAGE 8C

## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered January 11 - 22, 2021

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

**CONTINUED FROM PAGE 8B**

## Secondary Sourced Information:

WMP exports from Australia January – November 2020, 33,000 MT, decreased 12.6 percent from January – November 2019, according to CLAL data made available to USDA. The main export destinations January - November 2020, quantities, and percent change YTD, were China, 17,928 MT, -4.79 percent; Thailand, 4,159 MT, -17.37 percent; and Singapore, 2,423 MT, -22.99 percent.

At GDT event 276 on January 19, 2021, the WMP all contracts price, \$3,380, increased 2.2 percent. The February contract, \$3,366, increased 2.1 percent.

**Exchange rates for selected foreign currencies:  
January 18, 2021**

.0116 Argentina Peso	.0137 India Rupee
.7683 Australian Dollar	.0096 Japan yen
.1888 Brazil Real	.0507 Mexican Peso
.7839 Canadian Dollar	.7112 New Zealand Dollar
.0014 Chile Peso	.2663 Poland Zloty
1.2079 Euro	.0236 Uruguay Peso

Conversion example: To compare the value of 1 US Dollar to Mexican Pesos:  $(1/.0507) = 19.7239$  Mexican Pesos. Source: "Wall Street Journal"

**INTERNATIONAL DAIRY MARKET NEWS - SOUTH AMERICA**

Information gathered January 11 - 22, 2021

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**

After a few weeks of dryness, moderate rains returned to the main dairy basins and agriculture zones of Brazil, Argentina, Paraguay, and Uruguay. These showers were beneficial to the development of corn and soybean, boosting soil moisture. This rainy climate hindered milk yields in a few farms mainly due to sanitary issues for milking herds. Nevertheless, cases of mastitis are minimal in most dairy farms. Several tambos are running operations with less milk than usual, but most of the raw milk has been shipped on time. Higher summer temperatures, which have been very discomfoting to dairy herds, are also diminishing milk production. Attractive beef prices have encouraged some dairy farm operators to sell some heads into the meat industry, shrinking the size of their dairy herds. With most educational institutions closed, more manufacturing milk intakes have been moving into cheese, yogurt, and milk caramel production. However, at a continental level, milk/cream volumes are less than adequate to meet all processing needs. Supplies remain very limited, while butterfat demands strengthen among the cream-based dairy markets, particularly from ice cream/frozen dessert makers. Within the food processing sector, demands for milk and cream are limited and driven by the COVID-19 lockdowns. On the other hand, at a retail level, demands for dairy products remain hearty.

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

Price Range - 26% Butterfat; \$/MT: 3,350 - 3,450

**Secondary Sourced Information:**

At the GDT Event 276 on January 19, whole milk powder (WMP) prices across all contract periods averaged \$3,380 per metric ton, up 2.2 percent from the last event.

**SKIM MILK POWDER**

During the past two weeks, in the Southern Cone of South America, free on board spot prices inched up. Following global trends at the regional and international level, the skim milk powder (SMP) market continues to strengthen. In some instances, these higher prices have been slowing the SMP trading activity, within and outside the Mercosur bloc. At this moment, most balancing plant managers are focusing on WMP production in lieu of SMP. In general, demand for SMP is strong, but supplies are limited, therefore the market tone remains on a bullish status.

Prices for: South America, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder

Price Range - 1.25% Butterfat; \$/MT: 3,150 - 3,350

**Secondary Sourced Information:**

At the GDT Event 276 on January 19, skim milk powder (SMP) prices across all contract periods averaged \$3,243 per metric ton, up 7.0 percent from the last event.

**WHOLE MILK POWDER**

In the main ports of the Southern Cone of South America, free on board export prices for whole milk powder (WMP) shifted up on moderate trading. The current prices are the reflection of the bullish pricing trends of the regional butterfat market and the global protein markets. Driven by seasonally lower farm milk intakes, WMP manufacturing is less active compared to one or two months ago. WMP requests within and outside the Mercosur bloc are reported as strong.

## Advanced Class Prices by Order, February 2021

### February 2021 Highlights

**Base Class I Price:** The base Class I price for February 2021 is \$15.54 per cwt, an increase of \$0.40 per cwt when compared to January 2021. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price.

**Class II Price Information:** For February 2021, the advanced Class IV skim milk pricing factor is \$8.57 per cwt, the Class II skim milk price is \$9.27 per cwt, and the Class II nonfat solids price is \$1.0300 per pound.

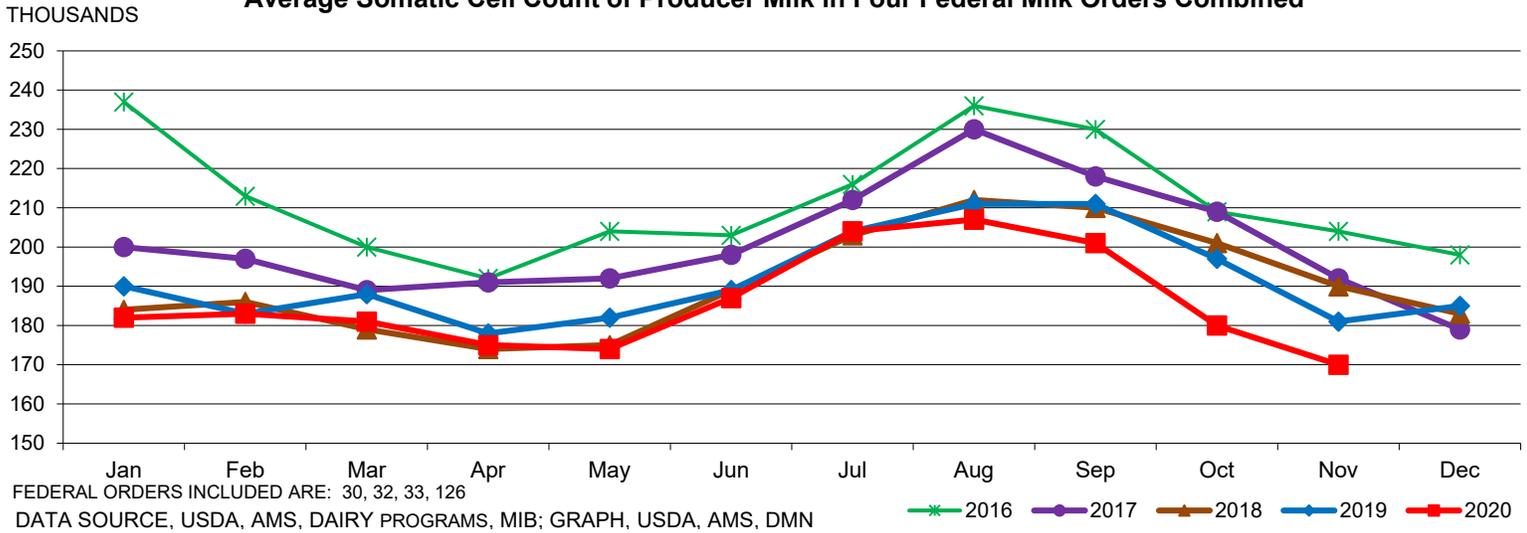
**Product Price Averages:** The two-week product price averages for February 2021 are: butter \$1.4765, nonfat dry milk \$1.1295, cheese \$1.6342, and dry whey \$0.4487.

### Advanced Class Prices by Order for February 2021

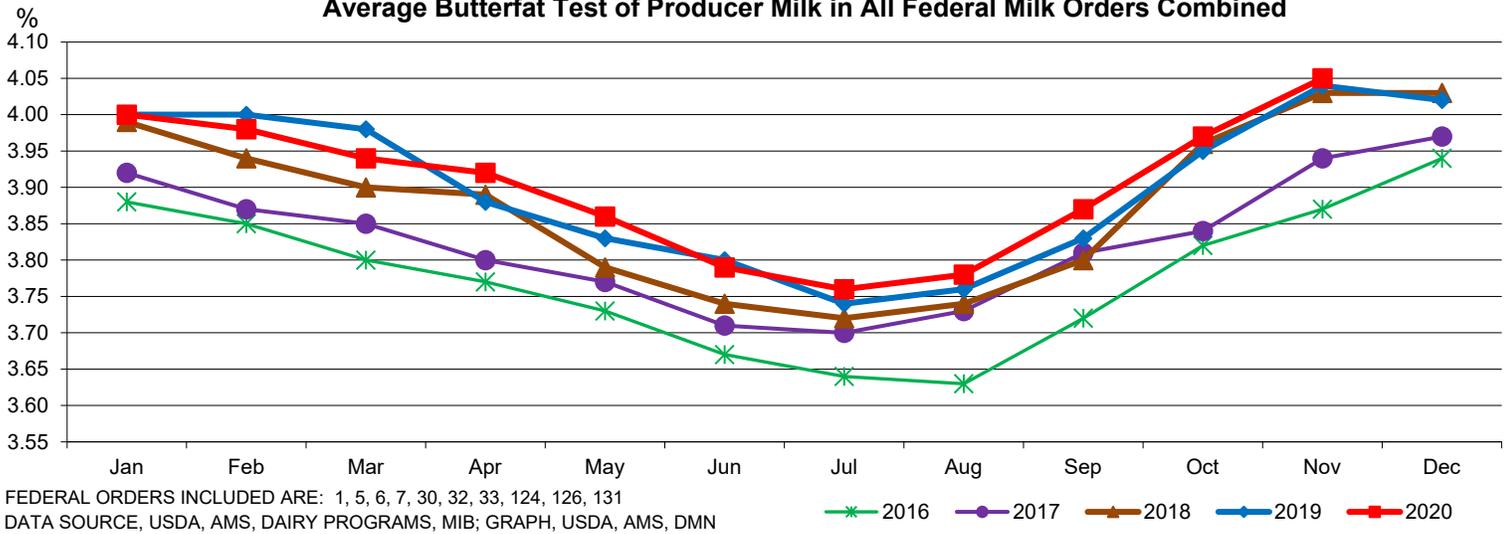
Federal Milk Order Class I Price Information <sup>1,2</sup>				
Federal Milk Order Marketing Area <sup>3</sup>	Order Number	Feb 2021		
		Class I Price (3.5%) <i>(dollars per cwt)</i>	Class I Skim Milk Price <sup>4</sup> <i>(dollars per cwt)</i>	Class I Butterfat Price <i>(dollars per pound)</i>
Northeast (Boston)	001	18.79	13.62	1.6129
Appalachian (Charlotte)	005	18.94	13.77	1.6144
Florida (Tampa)	006	20.94	15.77	1.6344
Southeast (Atlanta)	007	19.34	14.17	1.6184
Upper Midwest (Chicago)	030	17.34	12.17	1.5984
Central (Kansas City)	032	17.54	12.37	1.6004
Mideast (Cleveland)	033	17.54	12.37	1.6004
California (Los Angeles)	051	17.64	12.47	1.6014
Pacific Northwest (Seattle)	124	17.44	12.27	1.5994
Southwest (Dallas)	126	18.54	13.37	1.6104
Arizona (Phoenix)	131	17.89	12.72	1.6039
All-Market Average		18.36	13.19	1.6086

<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 in this table. <sup>3</sup> Names in parentheses are the major city in the principal pricing point of the markets. <sup>4</sup> Please see the Advanced Prices and Pricing Factors Announcement: <https://www.ams.usda.gov/mnreports/dymadvancedprices.pdf>.

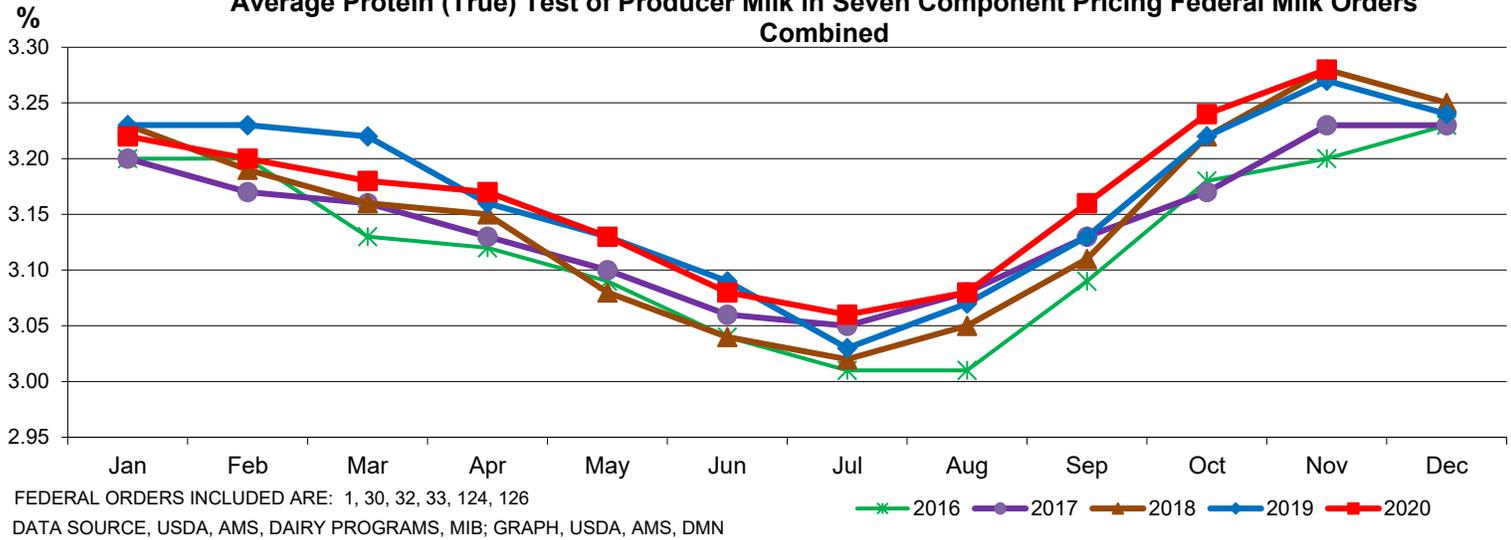
**Average Somatic Cell Count of Producer Milk in Four Federal Milk Orders Combined**



**Average Butterfat Test of Producer Milk in All Federal Milk Orders Combined**



**Average Protein (True) Test of Producer Milk in Seven Component Pricing Federal Milk Orders Combined**





## Dairy Market News Branch

Agricultural  
Marketing  
Service

# National Retail Report-Dairy

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

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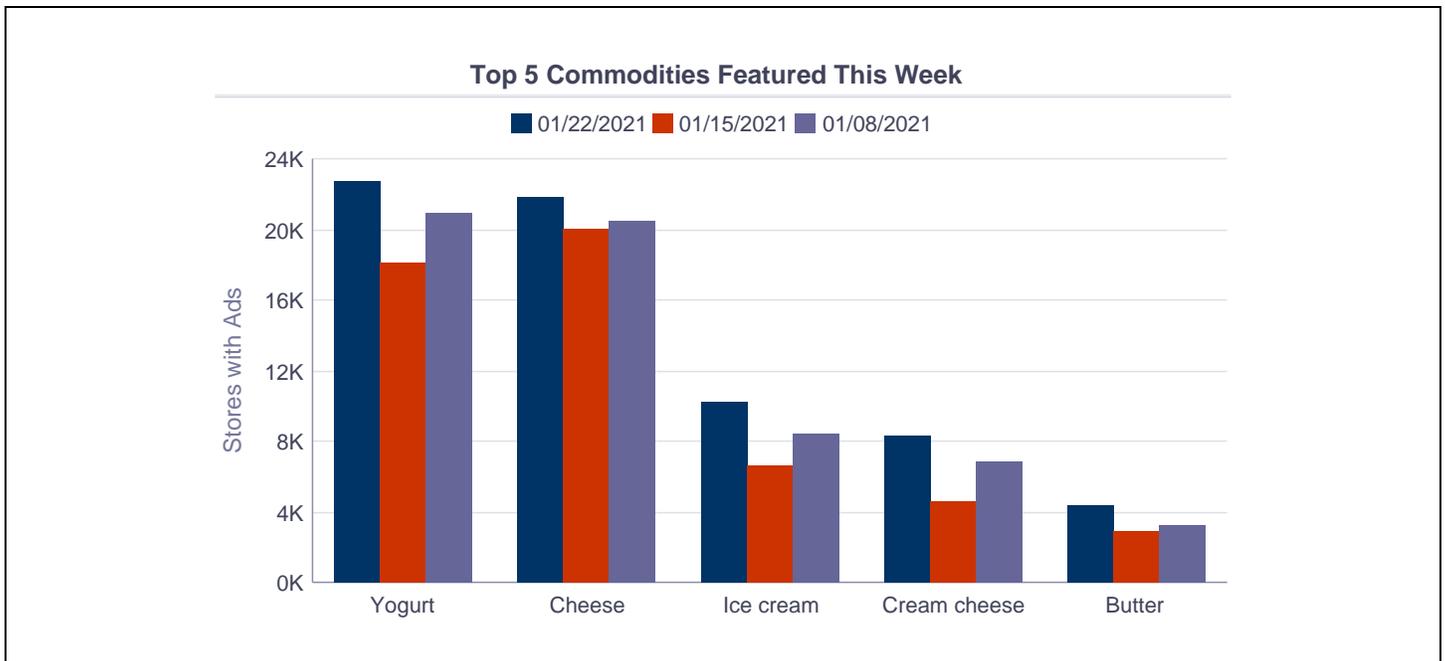
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 01/22/2021 to 01/28/2021

The total number of conventional dairy product advertisements increased 18 percent, but the total number of organic dairy product ads decreased 6 percent. Total conventional cheese ads increased 10 percent this week. There were no organic reported ads for cheese in the survey this week. Conventional shredded cheese in 8 ounce packages is the most advertised dairy product this week, with a 10 percent increase in ad numbers from one week ago. Conventional ads for 1 pound print butter increased by 49 percent. The weighted average price for conventional 1 pound butter packages is \$2.93, compared to \$5.83 for organic 1 pound butter packages, yielding a \$2.90 organic premium.

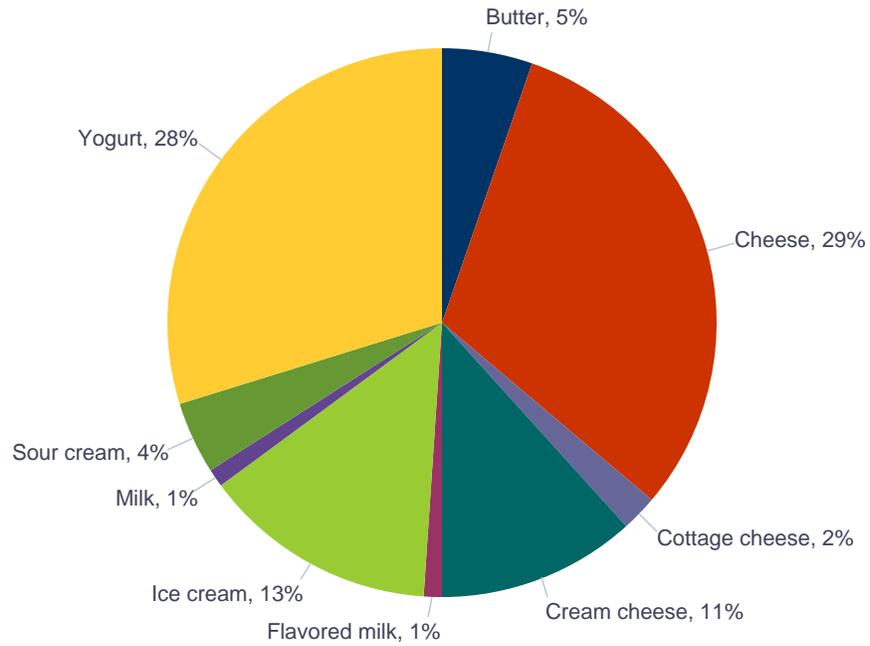
For ice cream in 48-64 ounces containers, the average price is \$3.31 for conventional and \$5.99 for organic, representing an organic premium of \$2.68.

The national weighted average advertised price for conventional milk in half gallons is \$2.63, compared to \$3.65 for organic milk half gallons, resulting in an organic premium of \$1.02. Conventional milk ads decreased by 9 percent, while organic milk ads dropped by 30 percent. Milk in half gallons is the most advertised organic item this week.

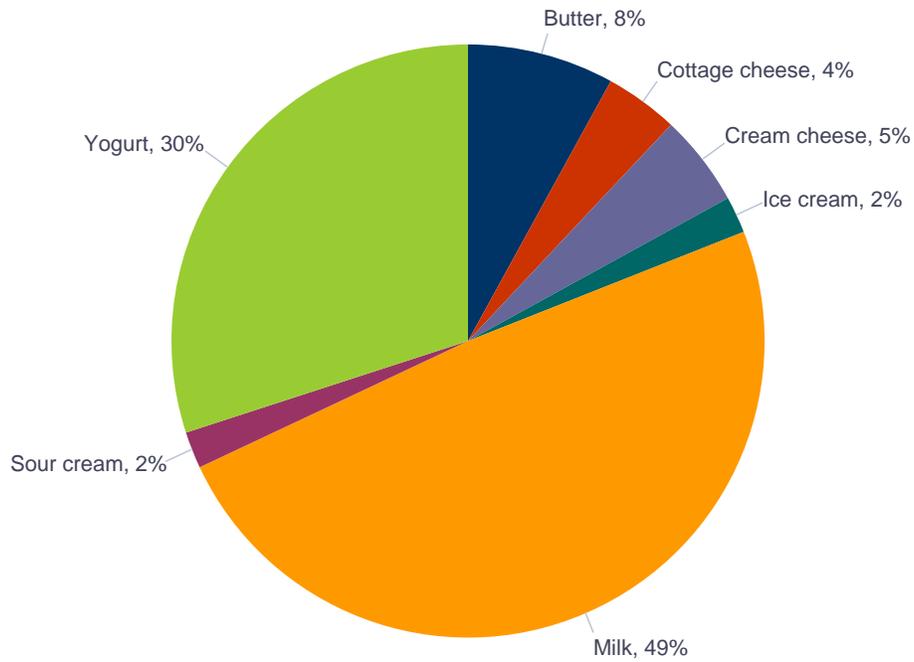
The total number of ads for yogurt increased by 20 percent for conventional and 145 percent for organic. The weighted average advertised price for conventional yogurt in 32 ounce containers is \$2.62, compared to \$3.50 for organic yogurt in 32 ounce containers. The resulting organic premium is 88 cents.



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 #	3903	2.93	2613	3.54	3052	3.34
Cheese	Natural Varieties	8 oz block	8923	2.44	6724	2.32	6448	2.46
Cheese	Natural Varieties	1 # block	641	4.25	529	4.60	937	4.79
Cheese	Natural Varieties	2 # block	1174	7.16	1377	6.80	1036	5.35
Cheese	Natural Varieties	8 oz shred	10577	2.45	9644	2.26	10429	2.47
Cheese	Natural Varieties	1 # shred	482	3.37	1522	3.74	1255	4.35
Cottage cheese		16 oz	1570	2.26	3158	1.93	4432	1.83
Cream cheese		8 oz	8037	1.84	4610	1.96	6110	1.83
Egg nog		quart	147	3.00				
Flavored milk	All fat tests	half gallon	518	3.61	493	1.83	789	2.32
Flavored milk	All fat tests	gallon	80	4.79	394	3.72	1020	4.68
Ice cream		48-64oz	10083	3.31	6455	2.73	9805	3.19
Milk	All fat tests	half gallon	494	2.63	888	1.54	309	2.32
Milk	All fat tests	gallon	608	3.14	318	2.16	179	2.40
Sour cream		16 oz	3184	1.86	4523	1.73	5881	1.75
Yogurt	Greek	4-6 oz	10511	.99	7535	.92	9973	.93
Yogurt	Greek	32 oz	5387	4.30	3168	3.92	3856	4.01
Yogurt	Yogurt	4-6 oz	3657	.53	5050	.47	4191	.49
Yogurt	Yogurt	32 oz	1500	2.62	1722	2.32	1310	2.64

## 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 #	1.50-4.49	1311	2.94	2.50-3.00	850	2.53	1.88-2.99	537	2.71
Cheese	Natural Varieties	8 oz block	1.88-3.99	3110	2.44	1.99-3.50	3569	2.54	1.50-2.99	746	2.04
Cheese	Natural Varieties	1 # block	2.99-5.99	579	4.17	4.98	62	4.98			
Cheese	Natural Varieties	2 # block	6.99	53	6.99	6.98	195	6.98	7.88	107	7.88
Cheese	Natural Varieties	8 oz shred	1.88-3.50	3307	2.38	1.99-3.50	3878	2.64	1.50-3.33	1009	1.98
Cheese	Natural Varieties	1 # shred	2.99-3.99	420	3.14	4.98	62	4.98			
Cottage cheese		16 oz	1.79-2.99	820	2.51	2.00-2.50	428	2.25			
Cream cheese		8 oz	0.99-2.29	1500	1.51	1.53-2.00	3341	1.83	1.00-2.00	1394	1.84
Egg nog		quart	3.00	147	3.00						
Flavored milk	All fat tests	half gallon	2.69	108	2.69						
Ice cream		48-64oz	2.50-3.99	2533	3.02	2.50-5.99	3350	3.44	2.50-3.50	1403	2.89
Milk	All fat tests	half gallon	2.99	255	2.99				1.99	119	1.99
Milk	All fat tests	gallon	2.29-4.49	308	3.34						
Sour cream		16 oz	1.19-2.00	1928	1.85	1.99	321	1.99			
Yogurt	Greek	4-6 oz	0.80-1.33	2965	1.00	0.80-4.00	3542	1.01	0.78-1.00	1735	.92

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	3.50-5.00	1774	4.41	3.99-4.99	2423	4.27	4.99	497	4.99
Yogurt	Yogurt	4-6 oz	0.50-1.00	1523	.60	0.40-0.60	238	.49	0.49-0.50	176	.50
Yogurt	Yogurt	32 oz	1.99-5.00	647	3.29	2.50	61	2.50			

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.50-2.99	133	2.79	1.99-4.99	422	2.43	3.00-4.99	639	3.95
Cheese	Natural Varieties	8 oz block	1.50-3.33	951	2.35				1.99-2.99	515	2.48
Cheese	Natural Varieties	2 # block				6.99	422	6.99	3.99-7.99	358	7.22
Cheese	Natural Varieties	8 oz shred	1.50-3.33	718	2.22	1.98-3.00	1115	2.57	1.98-2.50	479	2.33
Cottage cheese		16 oz	1.99	78	1.99	1.49	244	1.49			
Cream cheese		8 oz	1.67-2.08	1131	2.05				1.67-3.00	639	2.26
Flavored milk	All fat tests	half gallon	3.98	305	3.98				3.49	105	3.49
Flavored milk	All fat tests	gallon	4.79	80	4.79						
Ice cream		48-64oz	0.99-6.49	854	3.58	2.50-3.99	987	3.12	2.50-5.49	934	4.18
Milk	All fat tests	half gallon				2.49	120	2.49			
Milk	All fat tests	gallon	2.99	133	2.99	2.89	167	2.89			
Sour cream		16 oz	1.99-2.09	160	2.04	1.49-1.88	381	1.63	1.99	394	1.99
Yogurt	Greek	4-6 oz	0.80-1.00	679	.96	0.97-1.00	1039	1.00	0.79-1.00	529	.97
Yogurt	Greek	32 oz	3.29	121	3.29	3.49	178	3.49	3.69-3.99	394	3.77
Yogurt	Yogurt	4-6 oz	0.33-0.50	262	.42	0.49-0.50	800	.49	0.33-0.60	647	.48
Yogurt	Yogurt	32 oz	2.50-2.79	195	2.68	1.99	178	1.99	1.50-2.50	419	1.85

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 #	3.49	11	3.49			
Cheese	Natural Varieties	8 oz block	2.00-3.50	32	2.98			
Cheese	Natural Varieties	2 # block	6.99-7.99	39	7.71			
Cheese	Natural Varieties	8 oz shred	2.00-4.99	71	3.83			
Cream cheese		8 oz	2.00-2.50	32	2.17			
Ice cream		48-64oz	3.00-3.50	22	3.25			
Yogurt	Greek	4-6 oz	0.80-1.25	22	1.03			
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 #	463	5.83	275	5.04	557	5.49
Cheese	Natural Varieties	8 oz block			72	4.99	161	5.49
Cheese	Natural Varieties	8 oz shred			98	3.50	581	3.39
Cottage cheese		16 oz	226	4.31	624	3.86	214	4.29
Cream cheese		8 oz	271	2.79			339	2.76
Ice cream		48-64oz	117	5.99	173	5.93		
Milk	All fat tests	half gallon	2001	3.65	2314	3.91	2937	3.62
Milk	All fat tests	gallon	673	5.49	1146	5.29	245	6.43
Milk	All fat tests	8 oz UHT			361	.97	430	1.00
Sour cream		16 oz	121	2.19	121	2.19		
Yogurt	Greek	4-6 oz			137	1.33		
Yogurt	Greek	32 oz	929	3.50			214	3.00
Yogurt	Yogurt	4-6 oz	487	1.23	72	.69		
Yogurt	Yogurt	32 oz	208	3.50	454	3.33	643	3.44

### REGIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	5.69-5.99	402	5.84	5.79	61	5.79			
Cream cheese		8 oz	2.49-2.99	271	2.79						
Milk	All fat tests	half gallon	2.50-4.49	916	3.86	3.50-4.49	428	4.00			
Milk	All fat tests	gallon							5.49	595	5.49
Yogurt	Greek	32 oz	3.50	512	3.50	3.50	301	3.50	3.50	116	3.50
Yogurt	Yogurt	4-6 oz	0.69-1.50	426	1.22	1.33	61	1.33			
Yogurt	Yogurt	32 oz	3.50	147	3.50	3.50	61	3.50			

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
Cottage cheese		16 oz	3.29	121	3.29				5.49	105	5.49
Ice cream		48-64oz				5.99	117	5.99			
Milk	All fat tests	half gallon	3.29	121	3.29	3.49	167	3.49	2.49-2.99	358	2.89
Milk	All fat tests	gallon	5.49	78	5.49						
Sour cream		16 oz	2.19	121	2.19						

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon	3.49	11	3.49			

**REGIONAL DEFINITIONS**

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

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



# Dairy Market News

United States Department of Agriculture

Agricultural Marketing Service

Dairy Programs

Market Information Branch

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