

**NATIONAL DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (04/06):**

**BUTTER:** Grade AA closed at \$1.4300. The weekly average for Grade AA is \$1.4444 (-.0536).

**CHEESE:** Barrels closed at \$1.4600 and 40# blocks at \$1.4875. The weekly average for barrels is \$1.4613 (+.0013) and blocks, \$1.4894 (-.0011).

**BUTTER HIGHLIGHTS:** The CME Group cash butter price continued to decline during the week and closed the 4 day (holiday shortened) trading week on Thursday at \$1.4300. Churning schedules across the country are building as cream offerings increase. Increasing cream volumes are being attributed to reduced Class II demand. Class II cream based holiday item production has greatly declined and many Class II operations will be working reduced schedules during the upcoming holiday weekend. Although cream volumes are available, ice cream production is not overly active. Some ice cream producers are indicating that they are generating ice cream and mix at a more active pace than is typical for this time of the year. Much of this earlier production need is being attributed to warm temperatures and mild early spring weather patterns across the country, thus good ice cream and soft serve sales. In most instances, butter churning is surpassing demand thus clearances to inventory are building. Many butter producers are realigning output from print to bulk. Butter demand has slowed as Easter/Passover orders have been filled. Retail features are being reported across the country with prices in the Midwest dipping to \$1.4900 per pound. CWT assisted butter exports last week totaled 1.1 million pounds (371 MT).

**CHEESE HIGHLIGHTS:** Cheese prices traded in a narrow range this week at the CME Group. Recent price reductions from last week's lower weekly average price, have increased interest for cheese. Retail featuring has increased as advertising of cheese in retail stores picked up significantly. Process cheese demand is also reported to be better. Cheese factories are seeing increased milk offerings and running at higher than expected levels. Market participants are generally satisfied with both price and demand. At the CME Group this week, activity was limited on only four days of trading. There were only two sales of blocks on Thursday, as the only sales for the week. Barrels closed the week at \$1.4600, while blocks closed at \$1.4875.

**FLUID MILK:** Milk supplies continue to remain heavy across the entire United States. Earlier than expected large volumes of milk

are impacting processing plants in most regions. Florida may be past it's peak flush due to warm humid weather moving into the region. Elsewhere, volumes are said to be heavy. Class I demand is spotty as schools finish up spring break schedules. Auxillary manufacturing plants are handling some excess supplies. Cream supplies are readily available, especially late in the week as some Class II plants are taking the Easter weekend off. Cheese plants are operating at heavy schedules, with butter/powder plants handling excess offerings, although at some discounts.

**DRY PRODUCTS:** Nonfat dry milk prices are weak to lower. Production of low heat NDM is reported to be heavy as increased milk volumes arrive at processors' doors. Manufacturers are working full time to clear milk supplies and keep product moving through the dryers. Increased inventories of NDM are weighing on spot sales as buyers await discount pricing for block sales. Dry buttermilk prices are weak. Increased production due to heavy butter churning, has built inventories and demand is weaker than expected. Ice cream accounts are beginning to show added interest for condensed buttermilk supplies. Dry whole milk prices are lower, pressured by competing components. Edible dry whey prices are weak. Increased cheese production has added to whey supplies to be processed. Inventories of dry whey are building as buyers wait to purchase additional needs. Spot load availability is increasing. Whey protein concentrate 34% prices are unchanged to lower. The price differential between NDM and WPC 34% is serving to weaken demand for the whey protein market. The lactose market is reported to be steady to firm as Q2 prices are being reflected in the market. Demand is good with higher mesh products leading the price increase. Casein markets are weak into the new quarter as stocks are sufficient for current needs.

**ORGANIC DAIRY MARKET OVERVIEW (DMN):** Organic dairy advertising volume backed-off the year's high level two weeks ago, but remains near the highest levels of 2012. Organic milk ads comprised 37% of the total; followed by organic yogurt, 24%; organic butter, 19%; organic ice cream, 16%; and organic cream cheese, 4%. Advertising volume for organic half gallons is about 38% of the 2012 record level set two weeks ago. About 32% of ads are for national brands and the balance for store brands. This is a distinct change from two weeks ago when virtually all organic half gallon ads

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**CME GROUP CASH TRADING**

COMMODITY	MONDAY APR 02	TUESDAY APR 03	WEDNESDAY APR 04	THURSDAY APR 05	FRIDAY APR 06	WEEKLY CHANGE*	WEEKLY AVERAGE#
<b>CHEESE</b>							
BARRELS	\$1.4600 (N.C.)	\$1.4625 (+.0025)	\$1.4625 (N.C.)	\$1.4600 (-.0025)	HOLIDAY	:: :: (N.C.)	:: :: \$1.4613 :: (+.0013)
40# BLOCKS	\$1.4900 (N.C.)	\$1.4900 (N.C.)	\$1.4900 (N.C.)	\$1.4875 (-.0025)		:: :: (-.0025)	:: :: \$1.4894 :: (-.0011)
<b>NONFAT DRY MILK</b>							
EXTRA GRADE	\$1.2575 (N.C.)	\$1.2575 (N.C.)	\$1.2575 (N.C.)	\$1.2575 (N.C.)	CME	:: :: (N.C.)	:: :: \$1.2575 :: (N.C.)
GRADE A	\$1.2675 (N.C.)	\$1.2675 (N.C.)	\$1.2675 (N.C.)	\$1.2675 (N.C.)		:: :: (N.C.)	:: :: \$1.2675 :: (N.C.)
<b>BUTTER</b>							
GRADE AA	\$1.4550 (-.0075)	\$1.4550 (N.C.)	\$1.4375 (-.0175)	\$1.4300 (-.0075)	CLOSED	:: :: (-.0325)	:: :: \$1.4444 :: (-.0536)

CHEESE: carload = 40,000 lbs., BUTTER: carlot = 40,000-43,000 lbs. \*Sum of daily changes. # Weekly averages are simple averages of the daily closing prices for the calendar week. Computed by Dairy Market News for informational purposes. This data is available on the Internet at WWW.AMS.USDA.GOV/DAIRYMARKETNEWS.

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

were for store brands. Representatives of national brands have commented that organic milk production is coming up and easing the shortages of organic milk during earlier portions of the year. The national weighted average advertised price of organic milk half gallons, \$3.08, is 20 cents higher than two weeks ago. This compares with the weighted average advertised price for non-organic half gallons, \$2.12, a \$.96 price spread between organic and conventional, increased from \$.78 two weeks ago. Ads for organic milk in gallon containers appeared for the first time in ten weeks. All ads appeared in the Northeast for a store brand priced \$5.99. Slightly over 87% of organic yogurt ads ran in the Northeast, with the balance in the Southeast. The national weighted average advertised price of 4-6 ounce organic yogurt decreased 11 cents, to \$0.58. Only once since fall 2009 when this data series began, has the national weighted average advertised price been lower, \$0.55 in early 2010. Organic ice cream ads appeared for the first time during 2012. The national weighted average advertised price for 48-64 ounce containers is \$5.55. Ads for organic butter listed prices ranging from \$3.49 to \$4.99 and a weighted average advertised price of \$3.97. That compares with the \$2.46 weighted average advertised price for conventional butter, a \$1.51 price spread in contrast with \$2.02 two weeks ago.

**INTERNATIONAL UPDATE (DMN):** At the April 3 g/DT session #65, the all contract price averages with the exception of skim and whole milk powder were firm. Contract #1 (May) again had activity only in U.S. sourced skim milk powder which averaged \$2,745/MT, -1.8% from the previous session. For the first time, U.S. sourced skim milk powder was offered during contract #2 versus just the first. Also for the first time, European sourced skim milk powder was offered at the g/DT event and averaged \$2,720/MT for low heat and \$2,700/MT for medium heat. At the April 3rd event, Australian sourced lactose, for the third contracting period (July - September), was offered for the first time and averaged \$1,930 per MT. Contract #2 (June) prices per MT and changes from the previous session were reported at: anhydrous milk fat, \$3,390, +8.1%; buttermilk powder, no trading; skim milk powder, \$3,024, -1.8%; whole milk powder, \$3,211, -3.2%; milk protein concentrate \$4,705, +13.1%; rennet casein \$7,290, +13.8%; and cheddar cheese \$3,244, +4.7%.

**FEBRUARY DAIRY PRODUCTS (NASS):** Butter production was 170.1 million pounds, 13.95 above February 2011 but 5.8% below January 2012. American type cheese production totaled 347.5 million pounds, 5.7% above February 2011 but 6.3% below January 2012. Total cheese output (excluding cottage cheese) was 857.8 million pounds, 6.2% above February 2011 but 5.8% below January 2012. Nonfat dry milk production, for human food, totaled 170.7 million pounds, 54.7% above February 2011 and 10.8% above January 2012. Dry whey production, for human food, was 85.0 million pounds, 7.0% above February 2011 but 5.6% below January 2012. Ice cream (hard) production totaled 63.0 million gallons, 19% above February 2011 and 14.1% above January 2012.

**CORRECTED MARCH CLASS AND COMPONENT PRICES (DAIRY PROGRAMS):** The March Class II, III, and IV prices and changes from February are: Class II \$16.59, -\$0.35; Class III \$15.72, -\$0.34; and Class IV \$15.35, -\$0.57. Under the Federal milk order pricing system, the butterfat price for March 2012 is \$1.5297 per pound. Thus, the Class II butterfat price is \$1.5367. The protein and other solids prices for March are \$2.6571 and \$0.4239 per pound, respectively. These component prices set the Class III skim milk price at \$10.74 per cwt. The March Class IV skim milk price is \$10.36 which is derived from

the nonfat solids price of \$1.1516 per pound. The product price averages for March are: butter \$1.4347, nonfat dry milk \$1.3310, cheese \$1.5248, and dry whey \$0.6107.

CME GROUP

MONDAY, APRIL 2, 2012

CHEESE -- SALES: NONE; LAST BID UNFILLED: 1 CAR 40# BLOCKS @ \$1.4900; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ \$1.4075; LAST OFFER UNCOVERED: 2 CARS GRADE AA @ \$1.4550

TUESDAY, APRIL 3, 2012

CHEESE -- SALES: NONE; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.4625; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ \$1.4200; LAST OFFER UNCOVERED: 2 CARS GRADE AA @ \$1.4550

WEDNESDAY, APRIL 4, 2012

CHEESE -- SALES: NONE; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.4625; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ \$1.4200; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$1.4375

THURSDAY, APRIL 5, 2012

CHEESE -- SALES: 1 CAR BARRELS @ \$1.4600; 2 CARS 40# BLOCKS @ \$1.4875; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.4550; 1 CAR 40# BLOCKS @ \$1.4850; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: 1 CAR GRADE AA @ \$1.4300; LAST BID UNFILLED: 1 CAR GRADE AA @ \$1.4200; LAST OFFER UNCOVERED: 2 CARS GRADE AA @ \$1.4300

FRIDAY, APRIL 6, 2012

HOLIDAY CME CLOSED

BUTTER MARKETS

NORTHEAST

The CME Group butter price was unchanged on Tuesday and closed at \$1.4550. The butter price declined in the previous 4 trading sessions with the net effect being a \$0.0675 decline. Cream is readily available with significant volumes going to churns. Demand for butter has declined now that the vast majority of Easter orders are in place. Print production is slowing, while bulk butter production is increasing. Some butter makers are continuing to see fair food service orders. Inventories are building with most manufacturers comfortable with the increase in supplies. Export demand continues to be fairly good, due to the efforts of export assistance. Cooperatives Working Together (CWT) has accepted 5 requests for export assistance to sell 1.102 million pounds of butter and 0.818 million pounds of Cheddar and Monterey Jack cheese to customers in Asia and the Middle East. Delivery of product will be from April through July 2012. To date in 2012, CWT has assisted with 33.3 million pounds in export butter sales. Current bulk butter prices range from 2-8 cents over the market based on the CME Group with various time frames and averages used. According to ERS, commercial disappearance of butter for 2011 totaled 1,806.7 million pounds, up 10.9% compared to 2010.

CENTRAL

During the past 5 trading days, the CME cash butter price has eased \$0.0675 to settle at \$1.4375 at midweek. Many butter producers and handlers speculated that the cash price would ease once Easter/Passover business concluded. Many were surprised that the lower trend already started last week, but anticipate further weakness once the actual holiday has passed. Churning activity is starting to increase as cream offerings build. Much of the additional cream volume is coming from reduced Class II needs as cream based holiday item production declines. Earlier than usual, ice cream and ice cream mix production is increasing. Some ice cream orders and sales are heavier as warmer temperatures and favorable early spring weather patterns, accompanied with varying periods of spring break, are stimulating ice cream and soft serve sales. Current churning

activity is surpassing need, thus clearances to inventory are increasing. National and store branded print butter continues to be featured at retail stores in the Central part of the country. Food service orders have slowed as Easter/Passover orders have been filled. The CWT program continues to extend butter export assistance. Last week, 1.1 million pounds (371 MT) of domestically produced butter received export assistance through the CWT program. This butter will be exported now through July 2012. Bulk butter prices range from flat to 3 cents over various pricing bases and averages per pound.

WEST

Western butter prices are lower as most orders for the Easter holiday were shipped last week. Sales into retail and club stores for the holiday were reported good, especially into the club stores. The market is weak as butter churns are operating at a high level to clear cream supplies. Milk supplies are heavier than expected for this time of year. Buyers are reluctant to order above immediate needs. Bulk sales of butter are slower as buyers anticipate lower prices. Prices for bulk butter range from even to \$.0400 cents under the market, based on the CME with various time frames and averages used. Wednesday's close on the CME Group exchange for butter is \$.0175 lower at \$1.4375. Butter was offered to the market with no buyers on Wednesday. There have been no sales on butter at the Exchange since March 20<sup>th</sup>. At that time the market was at \$1.5225, the market is currently 8½ cents lower than the last reported sales. According to the NASS Dairy Products report, February butter production (unadjusted for the extra production day in February 2012) for the U.S. totals 170.1 million pounds, up 13.9% or 20.8 million pounds from February of last year. Production was down 5.8% or 10.4 million pounds from January 2012. Cumulative output through February for the U.S. is 350.7 million pounds, up 11.1% or 35.0 million pounds from 2011. February output in the Western region totals 87.2 million pounds, up 15.5% or 11.7 million pounds more than February 2011. The West produced 51.2% of the butter in the U.S. in February.

NATIONAL DAIRY PRODUCTS SALES REPORT  
 U.S. AVERAGES AND TOTAL POUNDS

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
March 31, 2012	1,5001 6,118,090	1,5387 9,488,395	1,5909 9,446,921	0,5546 8,801,691	1,2965 22,648,086

## CHEESE MARKETS

## NORTHEAST

CME Group cheese prices were mixed Tuesday with barrels up \$0.0025 and closing at \$1.4625, while blocks held steady and closed at \$1.4900. Cheese prices and trading have been fairly quiet since the major price declines of \$0.1650 for barrels and \$0.1400 for blocks, registered on March 23. Cheese production is increasing, due to the continuing increase in the milk supply. Inventories are building as demand has not kept pace with supply. Many retail chains are expanding their cheese features for 8 ounce chunks of cheddar and 1 pound chunks of mozzarella. Cheese export interest continues, but at a slower pace as sales volumes for export assistance have declined. Cooperatives Working Together (CWT) has accepted 5 requests for export assistance to sell 0.818 million pounds of Cheddar and Monterey Jack cheese and 1.102 million pounds of butter to customers in Asia and the Middle East. Delivery of product will be from April through July 2012. To date in 2012, CWT has assisted with 37.8 million pounds in export cheese sales. According to ERS, Commercial Disappearance of American cheese for 2011 totaled 4,292.2 million pounds, up 0.6% compared to 2010. Disappearance of Other Cheese totaled 6,661.6 million pounds, up 4.2% from 2010.

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

Cheddar 40# Block	:	1.8925-2.1775
Process 5# Sliced	:	1.6800-1.8000
Muenster	:	1.9125-2.2725
Grade A Swiss Cuts 10 - 14#	:	3.2950-3.6175

## MIDWEST

Since the CME close last week Monday, through this Wednesday, blocks and barrels have each only moved 1/4 cent in price, Barrels up to \$1.4625 and Blocks down to \$1.4900. People in varied segments of the cheese industry do not vocalize expectations of significant price movement in the immediate future, following the recent downward price adjustment two Friday's ago. Some manufacturers experienced increased orders from institutional customers over the last week, particularly for Mozzarella and provolone. This was a positive mixed within the continuing challenge of generating extra sales. Over the last several weeks, cheese manufacturers and brokers have expressed hope for enhanced retail cheese promotions to help move the volume of cheese manufacturing. Efforts in that regard were noted this week. Midwest regional supermarket advertising volume and price incentives have increased notably over levels two weeks ago, according to a Dairy Market News Survey of thousands of regional supermarket ads. Overall cheese retail advertising in the Midwest has increased by 86%. The largest increase is for 8 ounce shreds, which increased 254% from two weeks ago, with the weighted average advertised price falling from \$3.20 to \$2.99. Ads for 8 ounce blocks increased by nearly 171%, with the weighted average advertised price declining from \$2.81 to \$1.75.

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

Process American 5# Loaf	:	1.6525-2.3600
Brick And/Or Muenster 5#	:	1.8800-2.4400
Cheddar 40# Block	:	1.8800-2.8650
Monterey Jack 10#	:	1.8500-2.8650
Blue 5#	:	2.1450-3.1300
Mozzarella 5 - 6# (Low Moisture, Part Skim)	:	1.7250-2.9650
Grade A Swiss Cuts 6 - 9#	:	2.7050-3.0225

## WEST

Wholesale cheese prices in the West adjusted lower. Cheese plants are facing above average volumes of milk and are running at capacity in many cases. The increased production is moving at a comfortable pace with inventories said to be manageable. Lower prices have allowed more featuring of cheese at the retail level. Export sales are being assisted again by the Cooperatives Working Together program. So far this year, the CWT has helped to export 37.8 million pounds of cheese. Wednesday's close at the CME Group for cheese was unchanged for barrels at \$1.4625. Blocks were also unchanged for the day, closing at \$1.4900. There have been no sales of barrels or blocks so far this week. According to the NASS Dairy Products report, total cheese production in the U.S. in February (unadjusted for the extra production day in February 2012) reached 857.8 million pounds, up 6.2% or 50.3 million pounds from last year. Cumulative total cheese output for the U.S. through February is 1.8 billion pounds, up 4.4% or 73.9 million pounds from 2011. February total cheese production in the Western region was 361.6 million pounds, up 4.9% or 17.0 million pounds from February 2011. The West produced 42.2% of all the cheese in the U.S. in February. Swiss output for the U.S. in February is 25.7 million pounds, up 4.6% or 1.1 million pounds from last year.

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

Process 5# Loaf	:	1.5850-1.8425
Cheddar 40# Block	:	1.6150-1.9675
Cheddar 10# Cuts	:	1.7950-2.0150
Monterey Jack 10#	:	1.8050-1.9650
Grade A Swiss Cuts 6 - 9#	:	2.8725-3.3025

## FOREIGN

The weekly average CME Group block cheese price declined Friday, resulting in a \$0.1000 decline in domestic wholesale cheese prices. Wholesale Swiss cheese prices saw a decline of \$0.1125, as a result of the Class III price release on Friday. Imported wholesale prices were unchanged. The price gap between domestic and imported Swiss cheese has narrowed, but the difference remains significant and continues to suppress domestic Swiss cheese sales. The spring flush has started in many areas of the country, prompting increased cheese production. Numerous cheese makers have increased production of hard Italian type cheeses for aging programs.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	: 2.6400-5.2200	: 2.0325-3.5200*
Gorgonzola	: 3.6900-6.3900	: 2.5350-2.7950*
Parmesan (Italy)	: -0-	: 3.1550-3.7100*
Provolone (Italy)	: 3.4400-6.1800	: 2.0750-2.2325*
Romano (Cows Milk)	: -0-	: 3.2225-5.3725*
Sardo Romano (Argentine)	: 2.8500-3.9800	: -0-
Reggianito (Argentine)	: 3.2900-4.1900	: -0-
Jarlsberg-(Brand)	: 2.9500-5.2900	: -0-
Swiss Cuts Switzerland	: -0-	: 3.3875-3.7100*
Swiss Cuts Finnish	: 2.5900-2.8500	: -0-

\* = Price change.

WEEKLY COLD STORAGE HOLDINGS - SELECTED STORAGE CENTERS  
IN THOUSAND POUNDS - INCLUDING GOVERNMENT STOCKS

	BUTTER	CHEESE
04/02/12	: 7,970	: 133,083
04/01/12	: 8,178	: 133,301
CHANGE	: -208	: -218
% CHANGE	: -3	: -0

## FLUID MILK AND CREAM

## EAST

## SPOT SHIPMENTS OF GRADE A MILK INTO OR OUT OF FLORIDA &amp; SOUTHEASTERN STATES

	THIS WEEK		LAST WEEK		LAST YEAR	
	IN	OUT	IN	OUT	IN	OUT
FLORIDA	0	230	0	190	0	280
SOUTHEAST STATES	0	0	0	0	0	0

Manufacturing milk supplies are heavy in the Northeast and Mid-Atlantic regions, due to increases in milk production and the decline in Class I demand. The decline in seasonal product production going into the holiday weekend has also contributed to the increase in manufacturing milk supplies. Most manufacturing plants are at or near capacity with the spring flush only in the beginning phase. Feed and grain supplies are becoming a concern for many dairy producers with the first cut of hay still weeks away. Florida is beyond the peak of the flush as hot humid weather is the usual daily forecast, increasing cow discomfort and lowering milk production. Class I demand has sagged prior to the holiday. Hay supplies are very tight as forages have been slow to develop, because of the ongoing drought conditions with 52% of the state described as experiencing severe or exceptional drought. Spot loads of milk exported out of state this week totaled 230. Milk production is rapidly increasing in the Southeast with all auxiliary manufacturing plants being utilized to capacity. Unloading delays are occurring at numerous manufacturing plants, due to the number and size of incoming loads. Class I demand remains sluggish ahead of the Easter holiday. Cream supplies are readily available with demand continuing to be erratic and dependent on day of the week. Demand for cream is declining as Easter cream based product production is winding down quickly with some plants shutting down for part or all of Friday. A significant portion of the available cream volume is headed to butter production. Cream multiples were in a wide range this week, due to the erratic demand and ranged from 110-133. Spot loads going to bottling manufacturers were responsible for the high end of the range. Demand for condensed skim milk is very sluggish as numerous Class II manufacturers are looking to shut down for a portion or all of Friday. Supplies of condensed skim are very heavy with increased volumes going to Class IV production. Spot market trading has declined as manufacturers have more than enough volume to meet their needs. Those needing to move loads late in the week have to provide discounts in order to move product with some discounts at or under Class prices.

## FLUID CREAM AND CONDENSED SKIM PRICES IN TANKLOT QUANTITIES

## SPOT PRICES OF CLASS II CREAM, DOLLARS PER LB. BUTTERFAT:

F.O.B. producing plants: Northeast -	1.6478-1.9923
F.O.B. producing plants: Upper Midwest -	1.7527-1.8425

## PRICES OF CONDENSED SKIM, DOLLARS PER LB. SOLIDS,

## F.O.B. PRODUCING PLANTS:

Northeast - Class II - includes monthly formula prices -	1.23 - 1.42
Northeast - Class III - spot prices -	1.19 - 1.38

## MIDWEST

Farm milk production is steady to higher, and a few milk handlers expressed the belief the flush has yet to fully materialize in the North Central region. Most plants are strategizing on ways to keep up with the milk intakes, especially with some Class II plants closed for up to one week and therefore out of the market for milk/condensed skim/cream. Plants report late cancellations on condensed skim loads also presented challenges for handling intakes in a timely fashion. Delays in tanker unloading increased this week at several locations and delays are cumulatively moving through the system and back to the farm level in some areas. Spot milk loads are readily available within the region. Milk handlers indicate they are getting some pushback from regular Class II customers as milk from other sources, both within and outside the region, at discounts to Class prices can be

obtained readily. Various milk brokers indicate prices range from flat Class to -\$3. Availability to Central region buyers of interregional spot cream loads improved compared to last week. Some Eastern spot cream loads are scheduled to make the trip to Central ice cream plants and/or churns this week as Eastern cream processing capacity shrinks over the long holiday weekend. Prices on Eastern cream loads reportedly represent a discount to the Grade AA butter market as multiples on some spot loads settled close to 1.10. Western cream is also clearing into the Central region, with some ice cream plants restarting production of seasonal flavors. Churning is also active in the region, although butter makers want to keep butter inventories matched with near term sales commitments. Spring tillage continues across the Central region. Mild weather dominates the daytime forecasts, but concerns are mounting over the extended forecast calling for a few overnight lows in the 20's. North Central alfalfa fields came through the winter with minor damage, but are still vulnerable to frost damage in this early regrowth period.

## WEST

CALIFORNIA milk production is still trending higher, although some milk handlers indicate that the increases compared to last year are tapering off. Farm milk intakes at most processing plants are pinned at capacity and while it takes proactive scheduling to clear all intakes, all milk is finding processing room. Class I sales are steady, while sales into a few Class 2 manufacturers increased compared to last week as ice cream production schedules ramp up. The March 4a price (butter/powder) in CALIFORNIA is \$15.33, down \$0.18 from February and \$3.73 lower than last year. This compares to the Federal Order Class IV price for March at \$15.35. The March 4b price (cheese) is \$13.67, \$0.25 higher than February but \$3.09 less than last year. This compares to the Federal Order Class III price for March 2012 at \$15.72. Farm milk production in ARIZONA is nearing the peak. Some plants anticipate peak flush will occur within the next 6 - 10 days and until then the plan is to keep up with farm milk intakes by clearing volumes most efficiently. Production slots for specialty products or products that require a slowdown in milk processing are generally being shunted to the side and will be picked up again after the flush. Class I demand is light, but some upticks in Class II orders are helping clear condensed skim. NEW MEXICO milk production is mostly steady, with bottled milk demand fluctuating as various school systems cycle through the annual spring break in classes. Class II demand moved slightly ahead of last week as warm weather reawakens consumer ice cream/frozen dessert demand. Spot CREAM supplies increased this week, especially near the holiday weekend, in response to a few plants scheduling short term closures over the extended weekend. This kept more cream "in house" for some plants, and prompted increases in churning schedules. Some Western cream cleared into Central Class II facilities. Cream multiples are trending slightly lower, ranging from 1.10-1.25 and vary based on class usage and basing points. Long hauls generally garnered multiples on the low end of the range. The CME Group, Grade AA butter price closed at \$1.4375 on Wednesday, down 6.75 cents from last week Wednesday's close. Milk production in the PACIFIC NORTHWEST continues to trend well above last year. Cooler, rainy weather has slowed some of the increase and eased some scheduling issues. Processors are happy to see the slowdown although they expect it to be shortlived. Milk production in UTAH and IDAHO is still building towards peak levels. There is more milk available for manufacturing than was the case a year ago. Some milk from outside the region is ending up at processors plants. Dairy farmers are awaiting fresh forages to replenish feed supplies. Spring planting is still a few weeks away. According to NASS's Prospective Plantings report, farmers intend to harvest increased acres of hay this year. Nationally, producers expect to harvest 57.3 million acres of hay for 2012. That is up 3% ( 1.7 million acres) from last year's intentions. The increase acres are still below 2010 levels.

## 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:** Central nonfat dry milk prices moved lower on a weak market. Buyer interest is strongly linked to near term need fulfillment, therefore spot sales are generally limited in size to less than blocks. Nonfat dry milk production continues unabated at plants throughout the region as milk intakes put pressure on plant capacities. With several Class II and III plants on hiatus for some patches during the week, milk processors have shifted specialty products to the back of the line and are concentrating on clearing farm milk intakes in the most efficient way, namely condensed skim and low heat NDM. Manufacturers' NDM inventories are building steadily. According to NASS, NDM production in the Central region totaled 16.8 million pounds during February 2012 (unadjusted for the extra production day in February 2012), 4.6% more than one month ago and 49.2% more than one year ago. The March 2012 Dairy Market News average of the mostly price series for Central and East nonfat dry milk, low/medium heat, was \$1.3050 compared to \$1.3805 one month ago and \$1.6200 in March 2011. The March 2012 Dairy Market News average of the range price series for Central and East nonfat dry milk, high heat, was \$1.4216 compared to \$1.4869 one month ago and \$1.7050 in March 2011.

**DAIRY PRODUCTS:** NASS's *Dairy Products* report shows production of human food NONFAT DRY MILK during February 2012 (unadjusted for the extra production day in February 2012) totaled 170.7 million pounds, up 10.8% from January 2012 production and 54.7% higher than February 2011. February 2012 (unadjusted for the extra production day in February 2012) production of SKIM MILK POWDERS, which includes protein standardized and blended product, totaled 18.2 million pounds, 54.1% less than one month ago and 49.7% less than one year ago.

**EAST:** Increases in milk production, drying schedules and nonfat dry milk inventories combined to move prices lower this week. The spring flush has begun in most areas of the Eastern region, greatly expanding milk production and NDM drying schedules. Demand for NDM has declined going into the holiday as many users have adequate supplies for their current needs. Buyers continue to purchase for immediate needs only, willing to wait the market out for possible lower prices. Manufacturing facilities are focusing on low heat NDM production in order to more quickly clear their increased milk supply. Some manufacturers are offering price discounts for multiple loads orders. The market undertone remains very weak.

**DAIRY PRODUCTS:** The latest NASS Dairy Products report indicates nonfat dry milk production for February (unadjusted for the extra production day in February 2012) in the Atlantic region totaled 18.7 million pounds, 10.9% of the nation's total. The Atlantic region production was 26.7% more than one year ago and 0.5% more than the previous month.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A  
 LOW/MEDIUM HEAT: 1.1000 - 1.3750 MOSTLY: 1.1800 - 1.3200  
 HIGH HEAT: 1.3500 - 1.4250

**NONFAT DRY MILK - WEST**

Low/medium heat nonfat dry milk prices are unchanged to lower. Market participants generally view the NDM market as still having some potential downside movement. With the NDM market still seeking a support level, buyers are obtaining spot loads on a just in time basis as the supply side of the equation is still growing. NDM contract loads are shipping steadily, but buyer interest for spot loads is light unless pricing incentives come into the discussions. NDM

production is at capacity within the region, with some condensed skim easing the drying burden by clearing to Class II uses within and outside the region. A few manufacturers are including medium heat NDM in the production schedule this week, hoping to capture the price premiums offered by that product compared to low heat NDM. According to NASS, NDM production in the Western region totaled 135.3 million pounds during February 2012 (unadjusted for the extra production day in February 2012), 13.3% more than one month ago and 60.3% more than one year ago.

**DAIRY PRODUCTS:** NASS's *Dairy Products* report shows production of human food NONFAT DRY MILK during February 2012 (unadjusted for the extra production day in February 2012) totaled 170.7 million pounds, up 10.8% from January 2012 production and 54.7% higher than February 2011. February 2012 (unadjusted for the extra production day in February 2012) production of SKIM MILK POWDERS, which includes protein standardized and blended product, totaled 18.2 million pounds, 54.1% less than one month ago and 49.7% less than one year ago.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A

LOW/MEDIUM HEAT: 1.1500 - 1.3450 MOSTLY: 1.1800 - 1.3200  
 HIGH HEAT: 1.3000 - 1.3900

**DRY BUTTERMILK - CENTRAL AND EAST**

**CENTRAL:** Dry buttermilk prices in the Central region are unchanged to lower on a weak market. Buyers seem content to wait out the market and aren't pushing to build inventories at this time. Some Western dry buttermilk is clearing to the Central region on a spot sale basis. Dry buttermilk production is steady at most facilities, but higher at a few others where condensed buttermilk sales to Class II plants declined due to intermittent plant closures. The March 2012 Dairy Market News average of the range price series for Central and East dry buttermilk was \$1.2757 compared to \$1.3071 one month ago and \$1.5104 in March 2011.

**DAIRY PRODUCTS:** NASS *Dairy Products* reports production of dry buttermilk during February 2012 (unadjusted for the extra production day in February 2012) totaled 10.7 million pounds, 15.9% less than one month ago but 22.9% more than production one year ago. Month ending stocks of dry buttermilk, at 19.7 million pounds, are 7.0% higher than one month ago and 31.0% higher than one year ago.

**EAST:** Expanding dry buttermilk inventories continue to pressure prices lower. Butter production remains very active as cream supplies are readily available with significant volumes being channeled to churns, resulting in increased production of dry buttermilk. Current production is moving through contracts and adding to inventories with very limited spot market activity. Demand has declined as many prospective buyers are taking a wait see approach to the market, waiting to see if prices will move lower. Some condensed buttermilk is being sold to ice cream mix manufacturers. The market undertone remains weak. The March 2012 Dairy Market News monthly average for the Central/East region dry buttermilk range price series is \$1.2757/lb. compared to \$1.3071/lb. one month ago and \$1.5104/lb. in February 2011.

F.O.B. CENTRAL/EAST:

1.1800 - 1.3050

CONTINUED ON PAGE 5A

## 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.

**CONTINUED FROM PAGE 5****DRY BUTTERMILK - WEST**

Western dry buttermilk prices are unchanged for the week, based on steady contract shipments. Spot market activity declined overall as the market factors in ongoing active production and inventory growth at the manufacturer level. Various plant operators indicate butter production is at optimal capacity, hence buttermilk drying is also active. Some increased demand from ice cream mix and hard ice cream manufacturers developed this week, which is helping dryers keep up with condensed buttermilk loads that must be dried.

DAIRY PRODUCTS: NASS *Dairy Products* reports production of dry buttermilk during February 2012 (unadjusted for the extra production day in February 2012) totaled 10.7 million pounds, 15.9% less than one month ago but 22.9% more than production one year ago. Month ending stocks of dry buttermilk, at 19.7 million pounds, are 7.0% higher than one month ago and 31.0% higher than one year ago.

F.O.B. WEST: 1.1300 - 1.2500 MOSTLY: 1.1800 - 1.2200

**DRY WHOLE MILK - NATIONAL**

Dry whole milk prices are lower as pressure on component market values increases. Dry whole milk interest is mostly contract based. Various plants with the capacity to manufacture dry whole milk indicate farm milk intakes are steady to higher this week as the flush develops. In addition, the need to balance milk within and across regions this week is spiking. This spike is related to plants closing for regularly scheduled maintenance as well as for the upcoming long holiday weekend. The closures are limiting regional processing capacity from midweek to the following Monday and whole milk drying is not on the schedule this week because the main focus for processors is clearing intakes efficiently. The March 2012 Dairy Market News average of the range price series for dry whole milk was \$1.6234 compared to \$1.6933 one month ago and \$1.9074 in March 2011.

DAIRY PRODUCTS: NASS's Dairy Products report shows dry whole milk production during February 2012 (unadjusted for the extra production day in February 2012) totaled 4.4 million pounds, down 20.0% from January 2012 and 18.4% lower than February 2011. Month ending stocks, at 7.4 million pounds, are 0.4% higher than one month ago and 1.8% higher than one year ago.

F.O.B. PRODUCING PLANT: 1.5500 - 1.5850

**CALIFORNIA MANUFACTURING PLANTS - NDM**

WEEK ENDING	PRICE	TOTAL SALES	SALES TO CCC
March 30	\$1.3180	13,479,968	0
March 23	\$1.3013	26,432,626	0

Prices are weighted averages for Extra Grade and Grade A Nonfat Dry Milk, f.o.b. California manufacturing plants. Prices for both periods were influenced by effects of long-term contract sales. Total sales (pounds) include sales to CCC. Compiled by Dairy Marketing Branch, California Department of Food and Agriculture.

**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**

Prices for Central dry whey are lower on a weakening market. Series prices reflect changes to contract prices based on adjustable indices as well as changes to some previously set premiums on F.O.B. spot loads. The recent realignment of Class I supply agreements within the North Central region has reassigned some milk volumes from Class I to Class III use for the next few months, which is boosting cheese production for some plants. Also, Class III milk usage continues to climb due to the availability of discounted spot milk loads from both Central and Eastern region sources. Dry whey spot load availability increased this week, the beginning of Q2, due, in part, to lighter contracting of dry whey by some end users for this quarter. With the current market showing a downward price trend and production outpacing year ago levels, some end users expect the spot market will be able to supply most of their Q2 dry whey needs. Human food dry whey production during February 2012 (unadjusted for the extra production day in February 2012) in the Central region totaled 37.3 million pounds. This dry whey production is 7.6% lower than one month ago but 2.0% higher than one year ago. The March 2012 Dairy Market News average of the mostly price series for Central dry whey was \$0.6224 compared to \$0.6961 one month ago and \$0.4173 in March 2011. ANIMAL FEED DRY WHEY prices are unchanged to lower. Availability within and outside the Central region has improved steadily during the last few weeks due to strong milk use by Class III plants. Animal feed dry whey end users report their objectives are to closely manage input inventories as their customers adjust calf populations to match near term finished animal demand. With a recent drop in calf prices, some animal feed blenders anticipate veal calf populations are poised for an increase. The March 2012 Dairy Market News average of the range price series for ANIMAL FEED Central milk replacer dry whey was \$0.5323 compared to \$0.5971 one month ago and \$0.3403 in March 2011.

DAIRY PRODUCTS: NASS's *Dairy Products* report shows production of HUMAN FOOD dry whey during February 2012 (unadjusted for the extra production day in February 2012) totaled 85.0 million pounds, 5.6% less than January 2012 but 7.0%, more than production 1 year ago. February ending stocks of HUMAN FOOD dry whey totaled 46.8 million pounds, 0.9% less than 1 month ago but 0.8% higher than February 2011. Production of ANIMAL FEED dry whey during February 2012 (unadjusted for the extra production day in February 2012) totaled 4.3 million pounds, 28.8% less than one month ago but 82.2% more than the production of February 2011. ANIMAL FEED dry whey month ending stocks totaled 4.6 million pounds, 5.4% less than one month ago but more than double the stocks of one year ago.

F.O.B. CENTRAL: .3000 - .6550 MOSTLY: .5400 - .6200  
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .4500 - .5400

**DRY WHEY - NORTHEAST**

Expanding dry whey inventories pressured prices lower this week. Production of dry whey has followed the expansion of cheese production, caused by the seasonal rise in milk production. Domestic demand has declined as buyers are purchasing for immediate needs only, unwilling to build inventories on a downward trending market. Current production is moving through contracts and adding to supplies. Some manufacturers are pricing spot sales at a discount in order to avoid increases in inventories. The market continues to feel the effects of wide price ranges in other regions with many potential buyers uncertain of the current market situation. The market undertone is weak. The March 2012 Dairy Market News average of the price series for the Northeast region dry whey was \$0.6357 compared to \$0.7221

one month ago and \$0.4677 in March 2011.

DAIRY PRODUCTS: The latest NASS Dairy Products report shows production of dry whey for human consumption for the nation in February (unadjusted for the extra production day in February 2012), totaled 85.0 million lbs. The Atlantic region totaled 20.8 million pounds, or 24.4% of the nation's total. The Atlantic area's production is 4.2% less than January, but 5.3% more than production one year ago. The national production total was 5.6% less than the previous month, but 7.0% more than for the same period last year.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .5800 - .6600

**DRY WHEY - WEST**

Western dry whey prices are mostly steady. The top end of the range adjusted higher as some pricing indices used in contract sales moved fractionally higher. The mostly range was unchanged this week. Whey production is above year ago levels as milk is plentiful and cheese plants are busy with the extra production. Stocks are building and resellers are anxious to keep whey moving. More spot loads are finding their way to the market. Demand for whey is increasing as ice cream manufacturers gear up for the summer sales push. According to the NASS *Dairy Products* report, total dry whey production in February (unadjusted for the extra production day in February 2012) totaled 89.3 million pounds, up 9.2% or 7.5 million pounds compared to February 2011. The Western region produced 27.0 million pounds of human dry whey in February, up 16.6% or 3.8 million pounds from last year. The West produced 31.7% of the human dry whey in the U.S. in February. Cumulative total dry whey production for the year in the U.S. is 185.3 million pounds, up 7.2% or 12.5 million pounds from 2011. Manufacturers' stocks at the end of February for total dry whey are 51.4 million pounds, up 5.6% or 2.7 million pounds from last year.

NONHYGROSCOPIC: .3000 - .6300 MOSTLY: .4800 - .5625

**WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST**

Whey protein concentrate 34% prices are unchanged to lower on a mixed market. Spot load availability of edible WPC 34% destined for use in the animal feed industry is steady to higher compared to last week, with a supply boost from a few end users hoping to resell excess inventory through spot market channels. Demand for spot loads is light as many traditional animal feed manufacturers are waiting for a turn around in their end product sales before committing to more inputs. Interest in WPC 34% from various cream cheese manufacturers is declining seasonally as many reached their pre-holiday production goals. Sales into infant and specialty nutrition end uses continue via contract agreements. Sales of condensed WPC 34% into other end uses continue from several plants, and in some cases the volumes are outpacing the original supply agreements due to steady to firm demand for those alternative end products. Whey protein concentrate 34% production is steady at plants with milk supplies that adjust based on cheese orders, higher at plants with committed milk supplies. The March 2012 Dairy Market News average of the mostly price series for whey protein concentrate 34% Central and West was \$1.5091 compared to \$1.5271 one month ago and \$1.2404 in March 2011.

CONTINUED ON PAGE 6A

**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**

**DAIRY PRODUCTS:** The NASS *Dairy Products* report shows production of HUMAN AND ANIMAL WPC (25.0-49.9% PROTEIN) during February 2012 (unadjusted for the extra production day in February 2012) totaled 20.3 million pounds, 6.7% less than one month ago but 12.4% higher than production of one year ago. Manufacturers' end-of-month stocks of HUMAN AND ANIMAL WPC (25.0 – 49.9% PROTEIN) totaled 23.0 million pounds, 2.6% less than January 2012 but 59.1% more than February 2011. This is the fourth consecutive month when manufacturers' stocks were above monthly production quantities.

F.O.B. EXTRA GRADE 34% PROTEIN:1.2000 - 1.6100 MOSTLY:1.4000 - 1.5200

**LACTOSE - CENTRAL AND WEST**

The lactose market adjusted mostly higher this week to reflect Q2 pricing information, especially those contracts carrying fixed quarterly prices. Market participants expect additional market increases in the next few weeks as contracts incorporating a price premium adjust to various published lactose markets. International pricing was published for the first time this week at the conclusion of lactose auctioning at globalDairy Trade on April 3. Successful bidding resulted in July – September sales at \$0.8754/pound for edible grade lactose, mirroring the strength of the U.S. lactose market. Many manufacturers indicate the demand for edible lactose of all mesh sizes has not diminished, as evidenced by continued inquiries from both established and new end users. Lactose production is level at locations where cheese orders determine lactose production. Plant operators indicate cheese orders and production are steady, despite a retreat in cheese prices from earlier 2012 prices. Other plant managers indicate that pushback/realignment on fluid milk orders, especially in the Central region, is channeling additional milk into cheese production, and, therefore, lactose production. The March 2012 Dairy Market News average of the mostly price series for Central and West lactose was \$0.8600 compared to \$0.8600 one month ago and \$0.3820 in March 2011.

**DAIRY PRODUCTS:** NASS's *Dairy Products* report shows HUMAN and ANIMAL lactose production during February 2012 (unadjusted for the extra production day in February 2012) decreased 7.1% compared to January 2012 to 80.6 million pounds but was 7.7% higher than February 2011 production. Month ending stocks, at 68.8 million pounds, are 6.9% more than one month ago but 8.6% lower than one year ago.

Including spot sales and up to 3 month contracts.

F.O.B. EDIBLE, NON PHARMACEUTICAL .8600 - .9500 MOSTLY: .8900 - .9200

**CASEIN - NATIONAL**

Casein markets and prices are weak as a new quarter begins. Most suppliers, handlers, and potential buyers were anticipating that prices would weaken. In many instances, buyers were anticipating prices to ease further, but that is not the case. Suppliers indicate that stocks are sufficient for current needs. Some European sourced stock arrivals are still from last season production, although the new production season is just getting underway, thus new production will be arriving soon. Oceania commitments are being filled from inventoried stock. The Oceania casein production season has ended, thus future orders will be filled from this inventoried stock. Oceania casein suppliers are indicating that the recent production season was positive and they feel that they will have adequate volumes to fulfill commitments. In Europe, casein producers are preparing for a positive casein production season, but continue to indicate that they will be monitoring their output to be in a close supply/demand balance with potentially minimal uncommitted inventories available for spot buyer needs.

SPOT SALES AND UP TO 3 MONTH CONTRACTS. PRICES ARE F.O.B., U.S. WAREHOUSE FOR EDIBLE NONRESTRICTED AND VARY ACCORDING TO MESH SIZE AND QUALITY.

RENNET:	4.3000 - 4.7000
ACID:	4.6000 - 4.9000



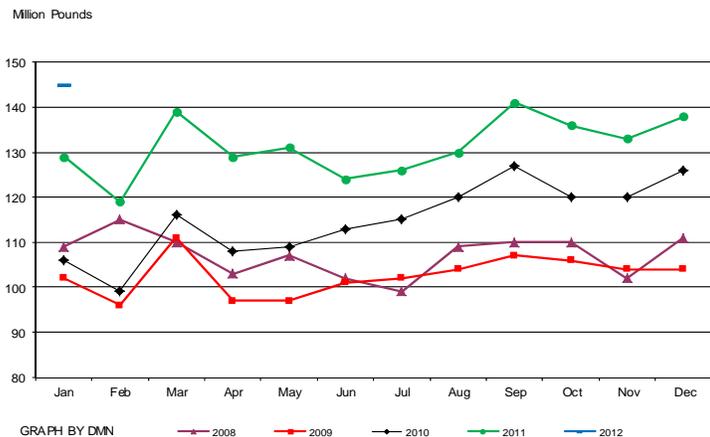
ORGANIC DAIRY MARKET NEWS

Information gathered March 26 - April 6, 2012

ORGANIC DAIRY FLUID OVERVIEW

**Organic Milk Sales:** Data for Estimated Total U.S. Sales of Organic Fat-Reduced Milk over a number of years is shown on the graph which follows. As is shown, 2012 began as the third consecutive year with January sales volume above year earlier.

Estimated Total U.S. Sales Of Organic Fat-Reduced Milk



ORGANIC DAIRY RETAIL OVERVIEW

NATIONALLY ADVERTISED PRICE COMPARISON

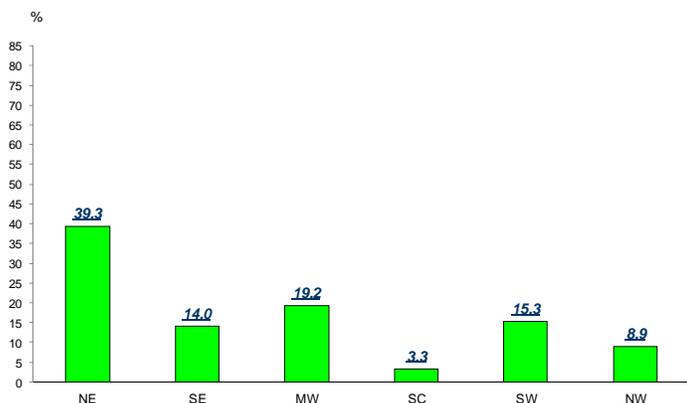
**Organic Dairy Overview.** Organic dairy advertising volume backed-off the year's high level two weeks ago, but remains near the highest levels of 2012.

Organic milk ads comprised 37% of the total, followed by organic yogurt, 24%, organic butter, 19%, organic ice cream, 16%, and organic cream cheese, 4%.

Advertising information presented is compiled from nearly 16,000 surveyed newspaper supermarket ads for the period March 24, 2012, to April 6, 2012, identifying weekly "specials" and containing organic dairy content. Surveyed ads reflect advertised "specials" and not the range of non-advertised supermarket cooler prices.

**Regional Organic Dairy Ad Trends – Current Period.** Organic dairy ads continued to be dominated by the Northeast with 39.3% of ads. The remaining regional percentages include the Midwest, 19.2%, Southwest, 15.3%, Southeast, 14.0%, Northwest, 8.9% and South Central, 3.3%.

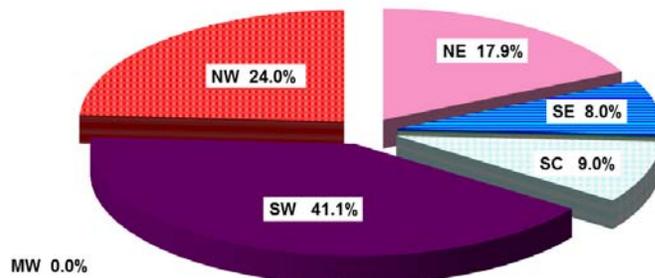
Organic Dairy Newspaper Ads Regionally As A Percentage of Surveyed Organic Dairy Ads 2012 - Week 14, 2012



**Organic Milk.** Organic milk ads are the leading category of organic dairy advertising and half gallons constitute nearly three fourths of all organic milk ads. Gallon ads appeared for the first time in ten weeks. The ads appeared in all regions except the Midwest. Except for one period when there were no organic milk ads, this is the first period of 2012 when no organic milk ads appeared in the Midwest.

ORGANIC MILK FEATURES

Regional % of Nationally Surveyed Supermarket Ads Report - Week 14, 2012

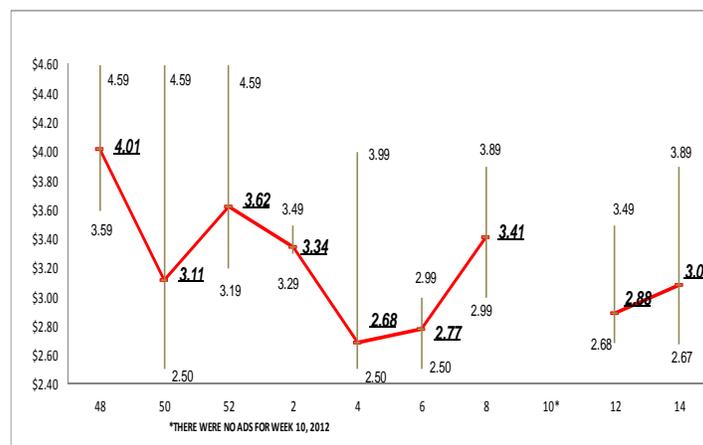


**Organic Milk Half Gallons.** Advertising volume for organic half gallons is about 38% of the 2012 record level set two weeks ago. For this report, about 32% of ads were for national brands and the balance for store brands. This is a distinct change from two weeks ago when virtually all organic half gallon ads were for store brands.

Representatives of national brands have commented that organic milk production is coming up and easing the shortages of organic milk during earlier portions of the year.

The national weighted average advertised price of organic milk half gallons, \$3.08, is 20 cents higher than two weeks ago. The price range, \$3.89 to \$2.67, increased 40 cents at the top and decreased 1 cent at the bottom.

Advertised Organic Milk Half Gallon Price Range and Weighted Average Advertised Price by 2012 Week



The survey which generated the national organic half gallon milk weighted average advertised price of \$3.08 also determined the price for non-organic half gallons as \$2.12, a \$.96 price spread, increased from \$.78 two weeks ago.

CONTINUED ON PAGE 8-A

ORGANIC DAIRY MARKET NEWS

Information gathered March 26 - April 6, 2012

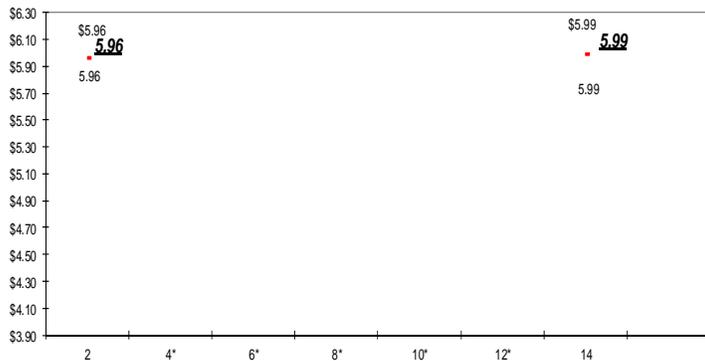
CONTINUED FROM PAGE 8

ORGANIC MILK REGIONAL HALF GALLON ADS

<u>REGION</u>	<u>%</u>	<u>WTD. AV. ADV. PRICE \$</u>
NE	0.0	----
SE	0.0	----
MW	0.0	----
SC	12.1	3.89
SW	55.5	2.99
NW	32.4	2.93
US		3.08

**Organic Milk Gallons.** Ads for organic milk in gallon containers appeared for the first time in ten weeks. All ads appeared in the Northeast for a store brand priced \$5.99. Nearly 18% of organic milk ads are for gallons. The trend toward less advertising of organic gallons is illustrated by comparing cumulative gallon ads through this week of recent years. Through this week each year, there were 263 ads in 2012, 1,158 in 2011 and 2,654 in 2010.

Advertised Organic Milk Gallon Range and Weighted Average Advertised Price by 2012 Week



\*THERE WERE NO ADS FOR WEEKS 4, 6, 8, 10 AND 12 OF 2012

**Organic Milk 8 Ounce.** About 8% of organic milk ads were for 8 ounce containers. All of these ads ran in the Southeast, for a national brand at an advertised price of \$1.00.

**Organic Yogurt.** Slightly over 87% of organic yogurt ads ran in the Northeast, with the balance in the Southeast. Week in and week out, the Northeast is generally the big region for organic yogurt advertising.

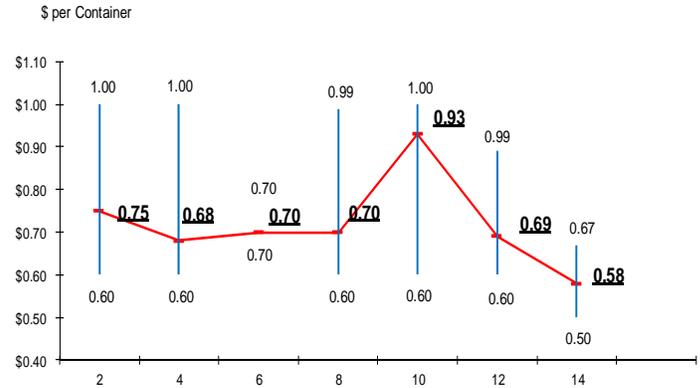
ORGANIC YOGURT FEATURES

Regional % of Surveyed National Newspaper Ads Report Week 14, 2012



**4-6 Ounce Organic Yogurt.** A bit over 68% of organic yogurt ads were for 4-6 ounce organic yogurt. These ads appeared in both the Northeast and Southeast. The national weighted average advertised price decreased 11 cents, to \$0.58. Only once since fall 2009 when this data series began, has the national weighted average advertised price been lower, \$0.55 in early 2010. The price range, compared to the previous reporting period, was 32 cents lower on the upper end of the range and 10 cents lower on the bottom, \$0.67 to \$0.50.

Advertised 4-6 Oz. Organic Yogurt Price Range and Weighted Average Advertised Price by 2012 Week



4-6 OUNCE ORGANIC YOGURT REGIONAL ADS

<u>REGION</u>	<u>%</u>	<u>WTD. AV. ADV. PRICE \$</u>
NE	66.6	0.62
SE	33.4	0.50
MW	0.0	----
SC	0.0	----
SW	0.0	----
NW	0.0	----
US		0.58

**4-6 Ounce Organic Greek Yogurt.** All organic Greek yogurt ads ran in newspapers in the Northeast. The national weighted average advertised price was \$1.36, up from \$1.00 two weeks ago. Advertised prices ranged from \$1.25 to \$1.50.

**48-64 Ounce Organic Ice Cream.** Organic ice cream ads appeared for the first time during 2012. More ads were for national brands than store brands with nearly 65% of ads in the Northeast and the rest in the Southeast. The lowest advertised price is for a national brand, \$4.99 and the highest advertised price is for a store brand, \$6.00. The national weighted average advertised price is \$5.55.

48-64 OUNCE ORGANIC ICE CREAM REGIONAL ADS

<u>REGION</u>	<u>%</u>	<u>WTD. AV. ADV. PRICE \$</u>
NE	64.6	5.30
SE	35.4	6.00
MW	0.0	----
SC	0.0	----
SW	0.0	----
NW	0.0	----
US		5.55

CONTINUED ON PAGE 8-B

## ORGANIC DAIRY MARKET NEWS

Information gathered March 26 - April 6, 2012

## CONTINUED FROM PAGE 8-A

LOW HIGH RANGE

**Organic Butter.** Ads for organic butter comprised 19% of total organic dairy ads, the third highest product category. All ads appeared in the Midwest, with prices ranging from \$3.49 to \$4.99 and a weighted average advertised price of \$3.97. That compares with the \$2.46 weighted average advertised price for conventional butter, a \$1.51 price spread in contrast with \$2.02 two weeks ago.

**Organic Cream Cheese.** Ads for 8 ounce organic cream cheese appeared for 144 stores in the Northeast. Ad prices ranged from \$2.50 to \$3.00, with a weighted average advertised price of \$2.61.

**SUPERMARKET PRICE COMPARISON:**

**Madison, Wisconsin Prices.** Non-advertised organic milk, yogurt, butter and cheese prices in a range of food stores in Madison, Wisconsin are compared for this two week period.

Madison stores included a big-box sized local supermarket; 2 regional chain supermarkets; a smaller but full product line food market; and 2 natural food stores; a national discount big box chain store also selling food; and a large local cooperative grocery store.

Organic milk available in Madison stores included 2 national brands, 4 private label store brands, and 3 small local or near-by creamery brands, one featuring non-homogenized milk. Cheese available included 2 national brands, 2 store brands, and cheese from 5 other cheese makers.

A table summarizing the survey results follows:

**ORGANIC MILK, YOGURT, CHEESE, BUTTER PRICE  
2012 REPORTING WEEK 14**

**MADISON, WISCONSIN  
LOW HIGH RANGE  
(in Dollars)**

**FLUID MILK****MILK - gallon**

<b>Whole</b>	<b>5.49</b>	<b>6.99</b>	<b>1.50</b>
<b>Nonfat (Skim)</b>	<b>5.49</b>	<b>6.99</b>	<b>1.50</b>
<b>Low fat (1%)</b>	<b>5.49</b>	<b>6.99</b>	<b>1.50</b>
<b>Reduced fat (2%)</b>	<b>5.49</b>	<b>6.99</b>	<b>1.50</b>

**MILK - half gallon**

<b>Whole</b>	<b>3.17*</b>	<b>4.49</b>	<b>1.32*</b>
<b>Nonfat (Skim)</b>	<b>3.17*</b>	<b>4.49</b>	<b>1.32*</b>
<b>Reduced fat (2%)</b>	<b>3.17*</b>	<b>4.49</b>	<b>1.32*</b>
<b>Low fat (1%)</b>	<b>3.17*</b>	<b>4.49</b>	<b>1.32*</b>

**FLAVMILK - half gallon**

<b>All fat tests</b>	<b>3.09</b>	<b>5.69</b>	<b>2.60</b>
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**YOGURT****Yogurt - 4-6 oz**

<b>Yogurt</b>	<b>0.79</b>	<b>1.29</b>	<b>0.50</b>
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**CHEESE****Cheese - 8 oz block**

<b>Mozzarella</b>	<b>3.40</b>	<b>5.75</b>	<b>2.35</b>
<b>Mild Cheddar</b>	<b>3.79</b>	<b>5.99</b>	<b>2.20</b>
<b>Monterey Jack</b>	<b>3.79</b>	<b>5.99</b>	<b>2.20</b>
<b>Pepper Jack</b>	<b>3.89</b>	<b>5.99</b>	<b>2.10</b>

**Cheese - 6 oz string**

<b>Mozzarella</b>	<b>3.99</b>	<b>5.09</b>	<b>1.10</b>
<b>Colby Jack</b>	<b>3.89</b>	<b>4.99</b>	<b>1.10</b>

**BUTTER**

<b>Butter - 1 Pound</b>	<b>3.79</b>	<b>6.19</b>	<b>2.40</b>
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\* = Price change from prior reporting period.

The low price for half gallons decreased from \$3.49 to \$3.17, with the low price being for the store brand at an outlet of a national natural foods store chain.

**ORGANIC GRAIN AND FEEDSTUFFS MARKETS:**

National organic grain and feedstuffs were higher. Good demand was reported for feed grade corn and soybeans, with light offerings. Feed grade corn was mostly 13.25-14.25, with the lower priced corn mostly comprised of partial loads. Very good demand was reported for feed grade wheat and barley, as buyers and end users are struggling with current high prices for corn and beans. Offerings of alternative feed grade grains were light to moderate throughout the Upper Midwest and light throughout the Eastern Cornbelt. Feed grade HRW was mostly 9.50-10.50 this period, with trades occurring throughout the full range in both the Eastern Cornbelt and Upper Midwest. Increasing corn and soybean prices are weighing heavy on the minds of buyers and end users. While supplies are reportedly tight in some areas, buyers have reported that farmers with sizable grain stocks on hand are holding out for higher prices. A similar situation occurred in 2008, in addition to unfavorable weather, which led to a drastic drop in prices one year later due in part to processors and end users failing to maintain profitability because of high input costs, thus leaving the market. This is not to say that history is repeating itself, but this is a time in which buyers and end users are reflecting on past experiences and trying to prepare for similar scenarios should multiple factors come into play that effect the upcoming crop negatively. New crop contracting continues to be of great interest, and farmers are said to be preparing in anticipation of early planting if the current warm weather patterns continue. Alfalfa hay in the North Inter-Mountain area of California was reportedly 230.00-290.00/ton this period. Additional livestock and grain market news information is available at:

<http://www.ams.usda.gov/mnreports/lbfnof.pdf>

MONTHLY SUMMARY AND AVERAGES FOR MARCH 2012 1/ - (UNLESS OTHERWISE NOTED, PRICES ARE DOLLARS PER POUND, CL/TL)

COMMODITY	::REPORT NUMBER 9		::REPORT NUMBER 10		::REPORT NUMBER 11		::REPORT NUMBER 12		::REPORT NUMBER 13::		2012	2011
	:-----:		:-----:		:-----:		:-----:		:-----:		Average	Average
	MAR 01 - 02		MAR 05 - 09		MAR 12 - 16		MAR 19 - 23		MAR 26 - 30		or Total	or Total
CHEESE												
WISCONSIN (WSP, Delivered, LTL)												
-- Process American 5# Loaf	:: 1.8325 - 2.3600	::	1.8425 - 2.3600	::	1.8300 - 2.3600	::	1.7475 - 2.3600	::	1.7750 - 2.3600	::	2.0809	: 2.2821
-- Brick And/Or Muenster 5#	:: 1.9800 - 2.4400	::	1.9850 - 2.4400	::	1.9825 - 2.4400	::	1.9250 - 2.4400	::	1.9800 - 2.4400	::	2.2046	: 2.3530
-- Cheddar 40# Block	:: 1.9800 - 2.8650	::	1.9850 - 2.8650	::	1.9825 - 2.8650	::	1.9250 - 2.8650	::	1.9800 - 2.8650	::	2.4171	: 2.4486
-- Monterey Jack 10#	:: 1.9500 - 2.8650	::	1.9550 - 2.8650	::	1.9525 - 2.8650	::	1.8950 - 2.8650	::	1.9500 - 2.8650	::	2.4021	: 2.4817
-- Blue 5#	:: 2.2450 - 3.1300	::	2.2500 - 3.1300	::	2.2475 - 3.1300	::	2.1900 - 3.1300	::	2.2450 - 3.1300	::	2.6821	: 2.8717
-- Mozzarella 5 - 6#	:: 1.8250 - 2.9650	::	1.8300 - 2.9650	::	1.8275 - 2.9650	::	1.7700 - 2.9650	::	1.8250 - 2.9650	::	2.3896	: 2.5032
-- Grade A Swiss Cuts 6 - 9#	:: 3.0125 - 3.3300	::	3.0125 - 3.3300	::	2.8175 - 3.1350	::	2.8175 - 3.1350	::	2.8175 - 3.1350	::	3.0383	: 3.0185
NORTHEAST (WSP, Delivered, LTL)												
-- Cheddar 40# Block	:: 1.8775 - 2.1625	::	1.8825 - 2.1675	::	1.8800 - 2.1650	::	1.9375 - 2.2225	::	1.9925 - 2.2775	::	2.0615	: 2.3410
-- Process 5# Sliced	:: 1.6950 - 1.8150	::	1.7050 - 1.8250	::	1.6925 - 1.8125	::	1.7750 - 1.8950	::	1.8025 - 1.9225	::	1.7993	: 2.1346
-- Muenster	:: 1.8975 - 2.2575	::	1.9025 - 2.2625	::	1.9000 - 2.2600	::	1.9575 - 2.3175	::	2.0125 - 2.3725	::	2.1190	: 2.3260
-- Grade A Swiss Cuts 10 - 14#	:: 3.6025 - 3.9250	::	3.4075 - 3.7300	::	3.4075 - 3.7300	::	3.4075 - 3.7300	::	3.4075 - 3.7300	::	3.5865	: 3.1807
WEST COAST (WSP, Delivered, LTL)												
-- Process 5# Loaf	:: 1.6000 - 1.8575	::	1.6100 - 1.8675	::	1.5975 - 1.8550	::	1.6800 - 1.9375	::	1.7075 - 1.9650	::	1.7731	: 2.1273
-- Cheddar 40# Block	:: 1.6000 - 1.9525	::	1.6050 - 1.9575	::	1.6025 - 1.9550	::	1.6600 - 2.0125	::	1.7150 - 2.0675	::	1.8177	: 2.1897
-- Cheddar 10# Cuts	:: 1.7800 - 2.0000	::	1.7850 - 2.0050	::	1.7825 - 2.0025	::	1.8400 - 2.0600	::	1.8950 - 2.1150	::	1.9315	: 2.3035
-- Monterey Jack 10#	:: 1.7900 - 1.9500	::	1.7950 - 1.9550	::	1.7925 - 1.9525	::	1.8500 - 2.0100	::	1.9050 - 2.0650	::	1.9115	: 2.2835
-- Grade A Swiss Cuts 6 - 9#	:: 3.1800 - 3.6100	::	2.9850 - 3.4150	::	2.9850 - 3.4150	::	2.9850 - 3.4150	::	2.9850 - 3.4150	::	3.2177	: 2.8120
FLUID PRODUCTS												
SPOT PRICES OF CLASS II CREAM (\$ per lb. butterfat)												
-- Northeast - f.o.b	:: 1.6987 - 1.8120	::	1.7046 - 1.8182	::	1.7400 - 1.8850	::	1.8006 - 2.0257	::	1.7509 - 2.0554	::	1.8392	: 2.6693
-- Upper Midwest - f.o.b	:: 1.5996 - 1.7129	::	1.7500 - 1.8125	::	1.7110 - 1.8125	::	1.8456 - 1.9056	::	1.8270 - 1.9031	::	1.8059	: 2.5793
PRICES OF CONDENSED SKIM - NORTHEAST (\$ per lb. wet solids) - f.o.b.												
-- Class II	:: 1.43 - 1.48	::	1.43 - 1.48	::	1.43 - 1.48	::	1.43 - 1.48	::	1.33 - 1.42	::	1.4368	: 1.5059
-- Class III	:: 1.41 - 1.46	::	1.36 - 1.41	::	1.36 - 1.41	::	1.36 - 1.41	::	1.31 - 1.40	::	1.3827	: 1.2296

MONTHLY SUMMARY AND AVERAGES FOR MARCH 2012 1/ - (UNLESS OTHERWISE NOTED, PRICES ARE DOLLARS PER POUND, CL/TL)

COMMODITY	::REPORT NUMBER 9		::REPORT NUMBER 10		::REPORT NUMBER 11		::REPORT NUMBER 12		::REPORT NUMBER 13::		2012	2011
	:-----:		:-----:		:-----:		:-----:		:-----:		Average	Average
	MAR 01 - 02	MAR 05 - 09	MAR 12 - 16	MAR 19 - 23	MAR 26 - 30	or Total	or Total					
DRY PRODUCTS												
NONFAT DRY MILK												
-- Central And East (f.o.b.)												
-- Low/Medium Heat	:: 1.2000 - 1.4500	:: 1.2000 - 1.4350	:: 1.2000 - 1.4300	:: 1.1800 - 1.4050	:: 1.2000 - 1.3975	:: 1.3077	: 1.6607					
-- Mostly	:: 1.3000 - 1.4100	:: 1.2800 - 1.4000	:: 1.2300 - 1.3900	:: 1.2100 - 1.3500	:: 1.2100 - 1.3300	:: 1.3050	: 1.6200					
-- High Heat	:: 1.4200 - 1.5000	:: 1.4000 - 1.4800	:: 1.3800 - 1.4750	:: 1.3600 - 1.4500	:: 1.3500 - 1.4475	:: 1.4216	: 1.7050					
-- West (f.o.b.)												
-- Low/Medium Heat	:: 1.2300 - 1.3900	:: 1.2000 - 1.3900	:: 1.2000 - 1.3900	:: 1.1500 - 1.3750	:: 1.1500 - 1.3475	:: 1.2785	: 1.5735					
-- Mostly	:: 1.2800 - 1.3600	:: 1.2300 - 1.3500	:: 1.2200 - 1.3400	:: 1.2000 - 1.3400	:: 1.1800 - 1.3200	:: 1.2768	: 1.5752					
-- High Heat	:: 1.3675 - 1.5000	:: 1.3600 - 1.4900	:: 1.3300 - 1.4250	:: 1.3200 - 1.4250	:: 1.3100 - 1.3900	:: 1.3860	: 1.6139					
WHEY POWDER (Nonhygroscopic)												
-- Central (f.o.b.)	:: 0.3000 - 0.7500	:: 0.3000 - 0.7175	:: 0.3000 - 0.6875	:: 0.5700 - 0.6775	:: 0.3000 - 0.6675	:: 0.5273	: 0.4718					
-- Mostly	:: 0.6200 - 0.6850	:: 0.6200 - 0.6550	:: 0.6050 - 0.6400	:: 0.5950 - 0.6400	:: 0.5700 - 0.6300	:: 0.6224	: 0.4173					
-- West (f.o.b.)	:: 0.3000 - 0.6600	:: 0.3000 - 0.6350	:: 0.3000 - 0.6350	:: 0.3000 - 0.6375	:: 0.3000 - 0.6225	:: 0.4675	: 0.5147					
-- Mostly	:: 0.4500 - 0.6400	:: 0.4500 - 0.6300	:: 0.5000 - 0.6100	:: 0.4800 - 0.5850	:: 0.4800 - 0.5625	:: 0.5379	: 0.4837					
-- Northeast (f.o.b.)	:: 0.6825 - 0.7400	:: 0.5000 - 0.7025	:: 0.5000 - 0.6875	:: 0.6625 - 0.6825	:: 0.6000 - 0.6900	:: 0.6357	: 0.4677					
WHEY PROTEIN CONCENTRATE												
-- Central And West (f.o.b.)												
-- Extra Grade 34% Protein	:: 1.4200 - 1.6675	:: 1.4000 - 1.6675	:: 1.4000 - 1.6700	:: 1.2500 - 1.6700	:: 1.2000 - 1.6400	:: 1.4923	: 1.3043					
-- Mostly	:: 1.5100 - 1.5400	:: 1.5000 - 1.5400	:: 1.5000 - 1.5400	:: 1.4700 - 1.5400	:: 1.4500 - 1.5200	:: 1.5091	: 1.2404					
ANIMAL FEED - WHEY												
-- Central (f.o.b.)												
-- Milk Replacer	:: 0.5200 - 0.6400	:: 0.4900 - 0.6100	:: 0.4800 - 0.6100	:: 0.4800 - 0.5400	:: 0.4700 - 0.5400	:: 0.5323	: 0.3403					
BUTTERMILK (Min. 30% protein)												
-- Central And East (f.o.b.)	:: 1.2600 - 1.3425	:: 1.2600 - 1.3425	:: 1.2000 - 1.3425	:: 1.2000 - 1.3300	:: 1.1800 - 1.3300	:: 1.2757	: 1.5104					
-- West (f.o.b.)	:: 1.2300 - 1.3050	:: 1.2000 - 1.3050	:: 1.2000 - 1.2900	:: 1.1600 - 1.2800	:: 1.1300 - 1.2500	:: 1.2306	: 1.4796					
-- Mostly	:: 1.2500 - 1.2900	:: 1.2400 - 1.2900	:: 1.2300 - 1.2850	:: 1.2000 - 1.2600	:: 1.1800 - 1.2200	:: 1.2410	: 1.4796					
WHOLE MILK POWDER												
-- National (f.o.b.)	:: 1.6200 - 1.6700	:: 1.6200 - 1.6700	:: 1.5800 - 1.6800	:: 1.5800 - 1.6400	:: 1.5800 - 1.6200	:: 1.6234	: 1.9074					
LACTOSE												
-- Central And West (f.o.b.)	:: 0.7900 - 0.9950	:: 0.7900 - 0.9950	:: 0.7900 - 0.9950	:: 0.7400 - 0.9950	:: 0.7400 - 0.9950	:: 0.8811	: 0.4133					
-- Mostly	:: 0.8200 - 0.9000	:: 0.8200 - 0.9000	:: 0.8200 - 0.9000	:: 0.8200 - 0.9000	:: 0.8200 - 0.9000	:: 0.8600	: 0.3820					
CASEIN - Edible - National (f.o.b.)												
-- Nonrestricted - Rennet	:: 4.3000 - 4.9000	:: 4.3000 - 4.9000	:: 4.3000 - 4.9000	:: 4.3000 - 4.9000	:: 4.3000 - 4.9000	:: 4.6000	: 4.4939					
-- Nonrestricted - Acid	:: 4.8200 - 5.1000	:: 4.8200 - 5.1000	:: 4.8200 - 5.1000	:: 4.8200 - 5.1000	:: 4.8200 - 5.1000	:: 4.9600	: 4.5476					

1/ Prices for all products are issued once a week and represent a value for the entire week. Monthly averages are based on weekly prices and are time-weighted according to the number of workdays in the month - Saturdays, Sundays and National Holidays excluded. No monthly average is computed if one or more weekly prices are missing.

CME GROUP AVERAGES FOR MARCH 2012

COMMODITY	REPORT NUMBER 9	REPORT NUMBER 10	REPORT NUMBER 11	REPORT NUMBER 12	REPORT NUMBER 13	2012 *	2011 *
	MAR 1 - 2	MAR 5 - 9	MAR 12 - 16	MAR 19 - 23	MAR 26 - 30	Monthly Average	Monthly Average
<b>BUTTER*</b>							
-- GRADE AA							
--Monday		1.4500	1.4675	1.5225	1.5225		
--Tuesday		1.4500	1.4975	1.5225	1.5225		
--Wednesday		1.4500	1.5075	1.5225	1.5050		
--Thursday	1.4650	1.4500	1.5150	1.5225	1.4775		
--Friday	1.4500	1.4500	1.5150	1.5225	1.4625	1.4895	2.0863
--Weekly Average**	1.4205	1.4500	1.5005	1.5225	1.4980		
<b>CHEESE*</b>							
-- BARRELS							
--Monday		1.4575	1.5075	1.5925	1.4600		
--Tuesday		1.4575	1.5525	1.6125	1.4600		
--Wednesday		1.4725	1.5525	1.6250	1.4600		
--Thursday	1.5000	1.4725	1.5825	1.6250	1.4600		
--Friday	1.4800	1.5025	1.5825	1.4600	1.4600	1.5152	1.8049
--Weekly Average**	1.4845	1.4725	1.5555	1.5830	1.4600		
-- 40# BLOCKS							
--Monday		1.4600	1.4925	1.5825	1.4925		
--Tuesday		1.4600	1.5075	1.6025	1.4900		
--Wednesday		1.4850	1.5075	1.6350	1.4900		
--Thursday	1.4875	1.4850	1.5825	1.6350	1.4900		
--Friday	1.4800	1.4925	1.5825	1.4950	1.4900	1.5193	1.8125
--Weekly Average**	1.4790	1.4765	1.5345	1.5900	1.4905		
<b>NONFAT DRY MILK*</b>							
-- EXTRA GRADE							
--Monday		1.2775	1.2575	1.2575	1.2575		
--Tuesday		1.2575	1.2575	1.2575	1.2575		
--Wednesday		1.2575	1.2575	1.2575	1.2575		
--Thursday	1.2775	1.2575	1.2575	1.2575	1.2575		
--Friday	1.2775	1.2575	1.2575	1.2575	1.2575	1.2602	1.8000
--Weekly Average**	1.2855	1.2615	1.2575	1.2575	1.2575		
-- GRADE A							
--Monday		1.2775	1.2675	1.2675	1.2675		
--Tuesday		1.2675	1.2675	1.2675	1.2675		
--Wednesday		1.2675	1.2675	1.2675	1.2675		
--Thursday	1.2875	1.2675	1.2675	1.2675	1.2675		
--Friday	1.2875	1.2675	1.2675	1.2675	1.2675	1.2698	1.7816
--Weekly Average**	1.2885	1.2695	1.2675	1.2675	1.2675		

\* Monthly averages are a simple average of all the closes during the month. Weekly and monthly averages are independent calculations. \*\* Weekly averages are simple averages of the closes during the calendar week and are for information purposes. Should the week be split between two months, the weekly average will appear in the monthly report in which the Friday close is reported.

## FEBRUARY 2012 DAIRY PRODUCTS HIGHLIGHTS

**BUTTER** production was 170.1 million pounds, 13.9 percent above February 2011 but 5.8 percent below January 2012. **AMERICAN TYPE CHEESE** production totaled 347.5 million pounds, 5.7 percent above February 2011 but 6.3 percent below January 2012. **TOTAL CHEESE** output (excluding cottage cheese) was 857.8 million pounds, 6.2 percent above February 2011 but 5.8 percent below January 2012. **NONFAT DRY MILK** production, for human food, totaled 170.7 million pounds, 54.7 percent above February 2011 and 10.8 percent above January 2012. **DRY WHEY** production, for human food, was 85.0 million pounds, 7.0 percent above February 2011 but 5.6 percent below January 2012. **ICE CREAM** (hard) production totaled 63.0 million gallons, 19 percent above February 2011 and 14.1 percent above January 2012.

PRODUCTION OF DAIRY PRODUCTS									
PRODUCT	FEB 2012	PERCENT CHANGE FROM:			PRODUCT	FEB 2012	PERCENT CHANGE FROM:		
	1,000 LBS.	FEB 2011	JAN 2012	YEAR TO DATE 1/		1,000 LBS.	FEB 2011	JAN 2012	YEAR TO DATE 1/
BUTTER	170,142	13.9	-5.8	11.1	SOUR CREAM	97,795	13.1	-5.0	9.3
CHEESE					YOGURT (PLAIN AND FLAVORED)	365,258	4.5	-6.7	6.7
AMERICAN TYPES 2/	347,517	5.7	-6.3	4.4	DRY WHEY, HUMAN FOOD	85,021	7.0	-5.6	---
CHEDDAR	257,995	6.2	-6.9	3.4	DRY WHEY, ANIMAL FEED	4,250	82.2	-28.8	---
OTHER AMERICAN	89,522	4.2	-4.2	---	DRY WHEY, TOTAL 8/	89,271	9.2	-7.1	7.2
BRICK & MUENSTER	10,397	3.9	-11.5	---	REDUCED LACTOSE AND MINERALS				
CREAM & NEUFCHATEL	59,125	12.6	4.9	---	HUMAN FOOD	2,659	18.7	-1.5	---
HISPANIC	17,783	1.0	2.7	---	ANIMAL FEED	5,034	17.8	-4.7	---
TOTAL ITALIAN TYPES	366,947	4.5	-7.8	3.4	LACTOSE, HUMAN FOOD & ANIMAL FEED	80,552	7.7	-7.1	7.1
MOZZARELLA	287,788	5.2	-7.2	2.8	WHEY PROTEIN CONCENTRATE				
OTHER ITALIAN	79,159	1.9	-9.7	---	HUMAN FOOD 9/	32,864	10.0	-9.6	---
SWISS	25,672	4.6	-7.8	---	ANIMAL FEED 9/	2,835	39.2	30.5	---
ALL OTHER TYPES	30,321	33.3	5.7	---	TOTAL 9/	35,699	11.9	-7.3	11.2
TOTAL	857,762	6.2	-5.8	4.4	25.0-49.9 PERCENT 10/	20,302	12.4	-6.7	---
COTTAGE CHEESE, CURD 3/	34,604	0.9	-1.9	---	50.0-89.9 PERCENT 10/	15,397	11.3	-8.1	---
COTTAGE CHEESE, CREAM 4/	25,678	-2.7	-1.3	-2.7	PROTEIN ISOLATES 11/	5,588	39.7	1.7	---
COTTAGE CHEESE, LOWFAT 5/	31,933	1.7	-4.5	4.1	FROZEN PRODUCTS	1,000 GALLONS			
CANNED EVAP & CONDSD WHOLE MILK	30,301	-23.5	-29.0	---	ICE CREAM (HARD)	62,955	1.9	14.1	0.3
DRY BUTTERMILK	10,658	22.9	-15.9	---	ICE CREAM, LOWFAT (HARD)	13,746	4.8	1.9	---
DRY WHOLE MILK	4,436	-18.4	-20.0	---	ICE CREAM, LOWFAT (SOFT)	16,774	13.3	11.6	---
MILK PROTEIN CONC. (MPC), TOTAL 6/	8,884	23.5	-7.5	---	ICE CREAM, LOWFAT (TOTAL)	30,520	9.3	7.0	14.1
NONFAT DRY MILK (NDM), HUMAN	170,735	54.7	10.8	42.8	SHERBET, HARD	3,134	4.2	2.5	-4.1
SKIM MILK POWDERS (SMP) 7/	18,233	-49.7	-54.1	-24.0	YOGURT (TOTAL)	5,292	20.0	52.0	9.4

MANUFACTURERS' STOCKS, END OF MONTH 12/							
PRODUCT	FEB 2012	PERCENT OF:		PRODUCT	FEB 2012	PERCENT OF:	
	1,000 LBS.	FEB 2011	JAN 2012		1,000 LBS.	FEB 2011	JAN 2012
DRY WHEY, HUMAN FOOD	46,847	0.8	-0.9	WHEY PROTEIN CONCENTRATE			
DRY WHEY, ANIMAL FEED	4,567	104.2	-5.4	HUMAN FOOD 9/	38,932	22.8	-4.0
REDUCED LACTOSE & MINERALS—HUMAN & ANIMAL 13/	6,783	58.8	20.6	ANIMAL FEED 9/	1,782	26.7	13.5
LACTOSE, HUMAN FOOD & ANIMAL FEED	68,760	-8.6	6.9	TOTAL 9/	40,714	23.0	-3.3
CANNED EVAP & CONDSD WHOLE MILK	49,087	0.5	-1.0	25.0-49.9 PERCENT 10/	22,962	59.1	-2.6
DRY BUTTERMILK	19,684	31.0	7.0	50.0-89.9 PERCENT 10/	17,752	-4.9	-4.2
NONFAT DRY MILK (NDM), HUMAN FOOD	196,283	58.7	23.7	PROTEIN ISOLATES 11/	7,087	69.3	6.5

1/ 2012 cumulative as percent change of 2011 cumulative. 2/ Includes Cheddar, Colby, Monterey and Jack. 3/ Mostly used for processing into cream or lowfat cottage cheese. 4/ Fat content 4 percent or more. 5/ Fat content less than 4 percent. 6/ Dry milk protein concentrate, 40-89.9 percent. 7/ Includes protein standardized and blends. 8/ Excludes all modified dry whey products. 9/ Whey protein concentrate, 25.0 to 89.9 percent. 10/ Whey protein concentrate, human and animal. 11/ Whey protein isolates, 90.0 percent or greater. 12/ Stocks held by manufacturers at all points and in transit. 13/ Reduced lactose and minerals stocks combined to avoid disclosure of individual operations.

Source: U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. Dairy Products, April 2012.

**Release Dates Federal Milk Order Price Data**

Listed below are the release dates for price announcements used in the Federal milk order program applicable to January 2012 through March 2013. As of April 18, 2012, the advanced prices and pricing factors will be released at 3:00 p.m. EST/EDST no later than the 23<sup>rd</sup> of the preceding month. If the release date does not fall on the 23<sup>rd</sup> the most current release preceding the 23<sup>rd</sup> will be used in the price calculation. Likewise, the class and component prices will be released at 3:00 p.m. EST/EDST no later than the 5<sup>th</sup> of the following month. If the release date does not fall on the 5<sup>th</sup> the most current release preceding the 5<sup>th</sup> will be used in the price calculation.

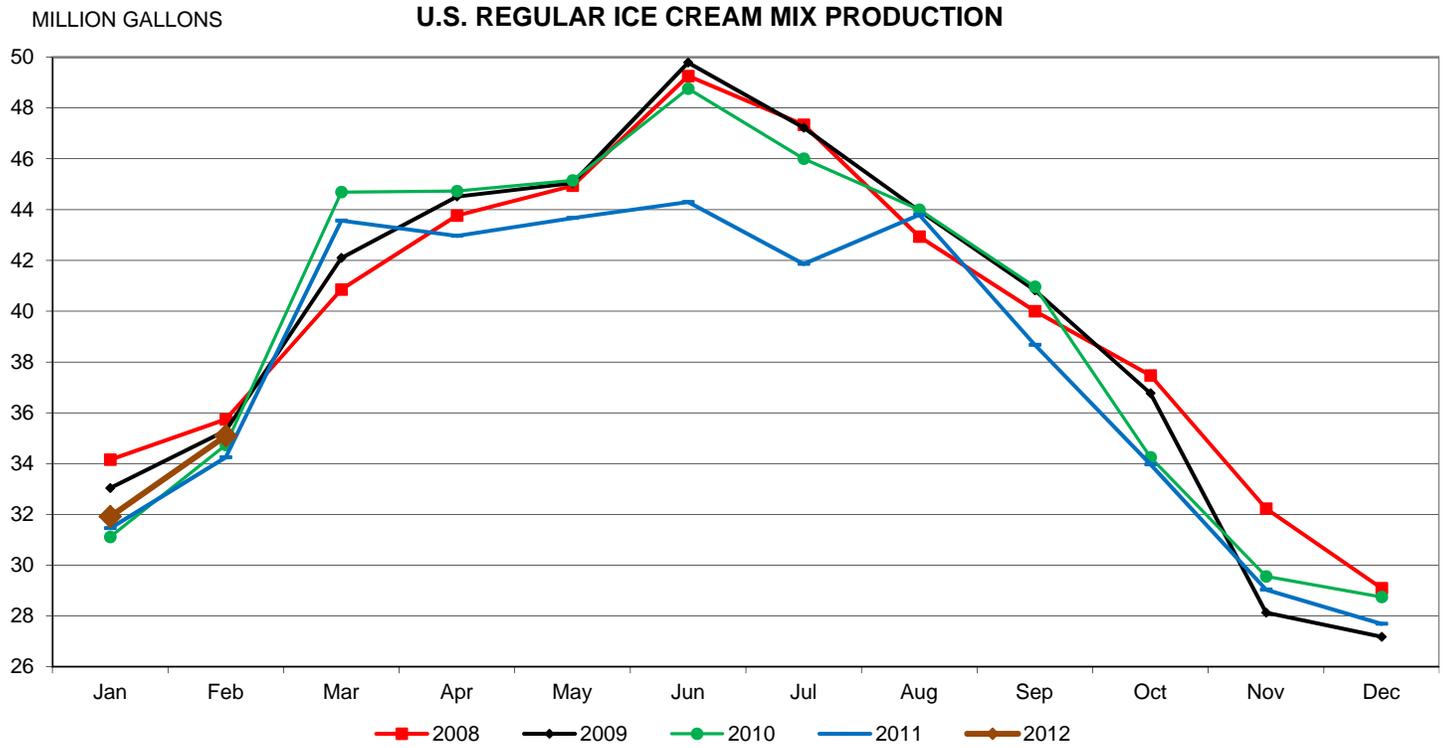
Month to Which Prices Apply	Advanced Prices and Pricing Factors		Class and Component Prices	
	Release Date	Time Period of NASS Prices <u>1/</u>	Release Date	Time Period of NASS Prices <u>1/</u>
<b>2012</b>				
January	Dec. 23, 2011	12/10, 17	Feb. 3, 2012	12/31, 1/7, 14, 21, 28
February	Jan. 20, 2012	1/7, 14	Mar. 2	2/4, 11, 18, 25
March	Feb. 17	2/4, 11	Mar. 30	3/3, 10, 17, 24
April	Mar. 23	3/10, 17		

1/ Weekly sales periods, ending on the indicated date, that are included in the applicable average. Information for the week usually is released by NASS on Friday of the following week.

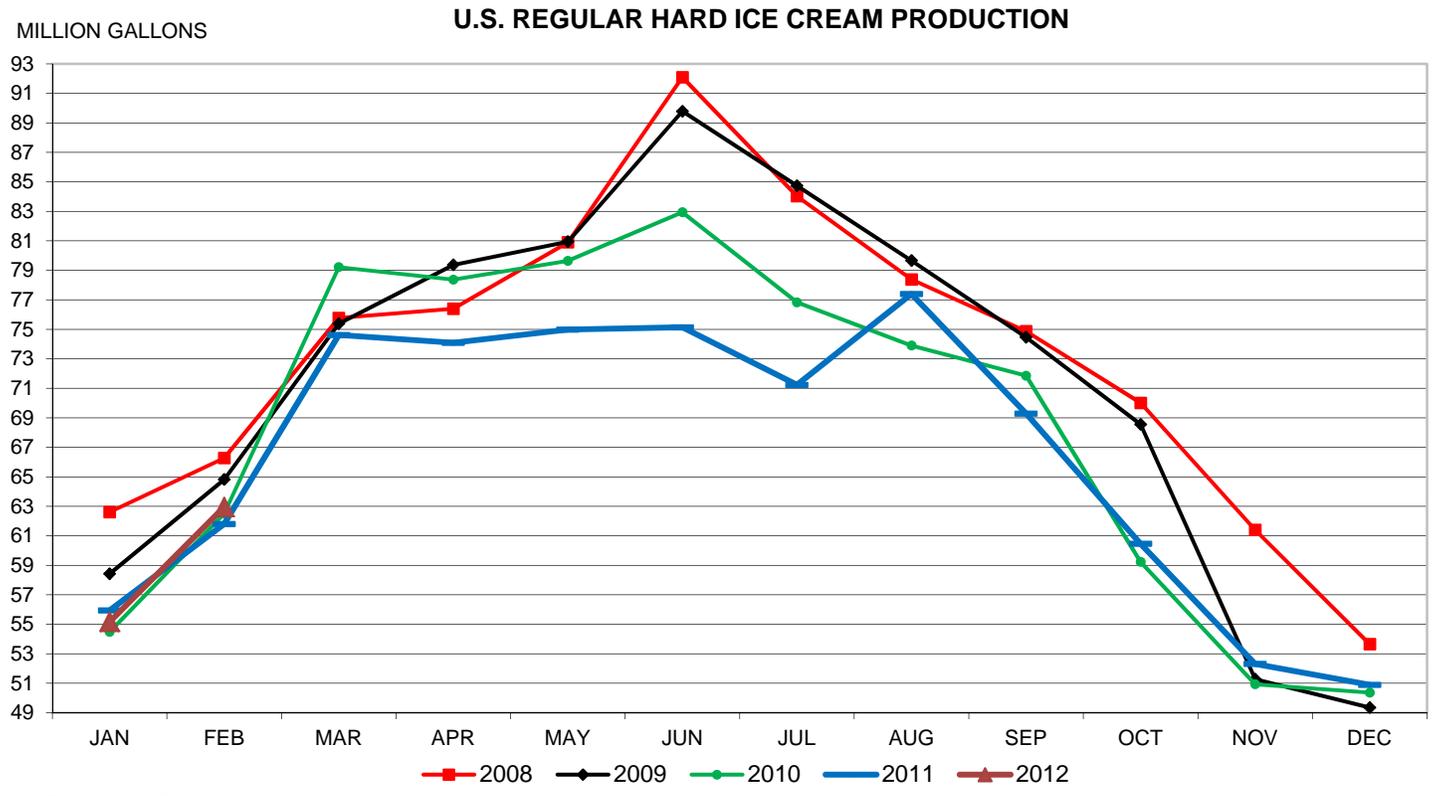
Month to Which Prices Apply	Advanced Prices and Pricing Factors		Class and Component Prices	
	Release Date	Time Period of AMS Prices <u>1/</u>	Release Date	Time Period of AMS Prices <u>1/</u>
<b>2012</b>				
April			May 2	3/31, 4/7, 14, 21, 28
May	Apr. 18	4/7, 14	May 31	5/5, 12, 19, 26
June	May 23	5/12, 19	Jul. 5	6/2, 9, 16, 23, 30
July	Jun. 20	6/9, 16	Aug. 1	7/7, 14, 21, 28
August	Jul. 18	7/7, 14	Aug. 29	8/4, 11, 18, 25
September	Aug. 22	8/11, 18	Oct. 3	9/1, 8, 15, 22, 29
October	Sept. 19	9/8, 15	Oct. 31	10/6, 13, 20, 27
November	Oct. 17	10/6, 13	Dec. 5	11/3, 10, 17, 24, 12/1
December	Nov. 21	11/10, 17	Jan. 3, 2013	12/8, 15, 22, 29
<b>2013</b>				
January	Dec. 19	12/8, 15	Jan. 30	1/5, 12, 19, 26
February	Jan. 16, 2013	1/5, 12	Feb. 27	2/2, 9, 16, 23
March	Feb. 21	2/9, 16	Apr. 3	3/2, 9, 16, 23, 30

1/ Weekly sales periods, ending on the indicated date, that are included in the applicable average. Information for the week usually is released by AMS on Wednesday of the following week.

USDA/AMS/DA/MIB  
 April 4, 2012



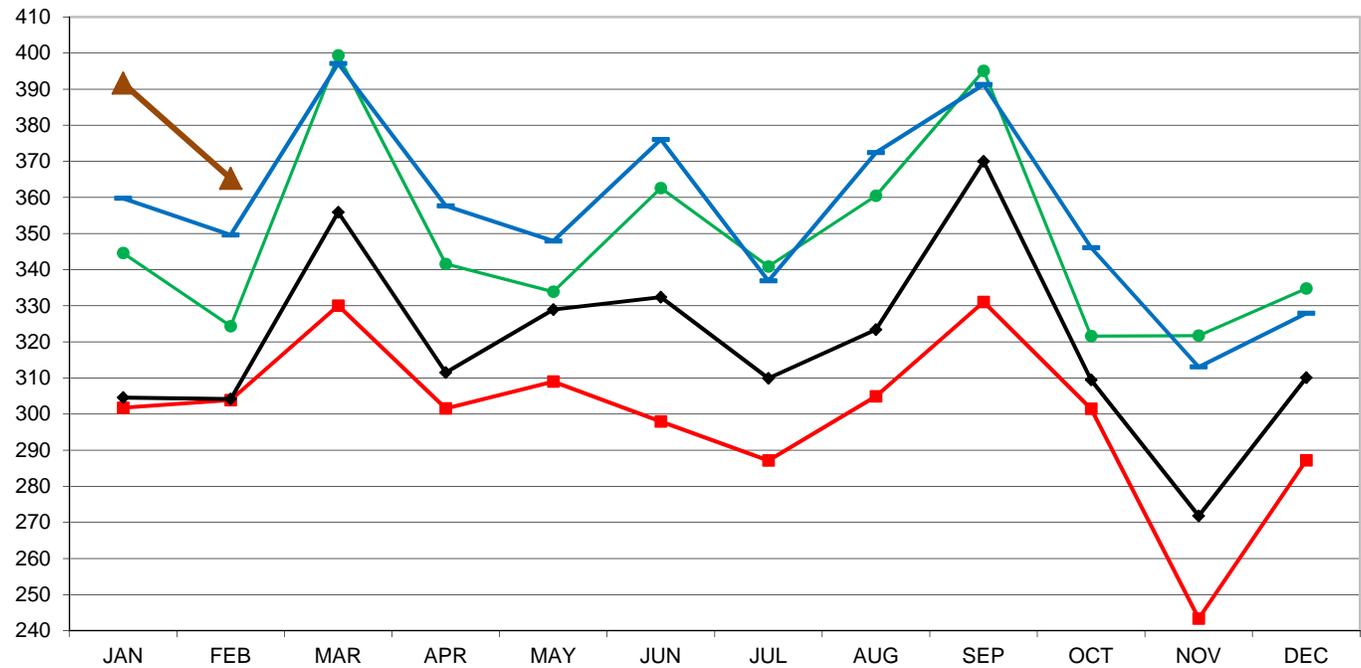
DATA SOURCE, USDA, NASS; GRAPH, USDA, DMN



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

### U.S. YOGURT PRODUCTION Plain and Flavored

MILLION POUNDS

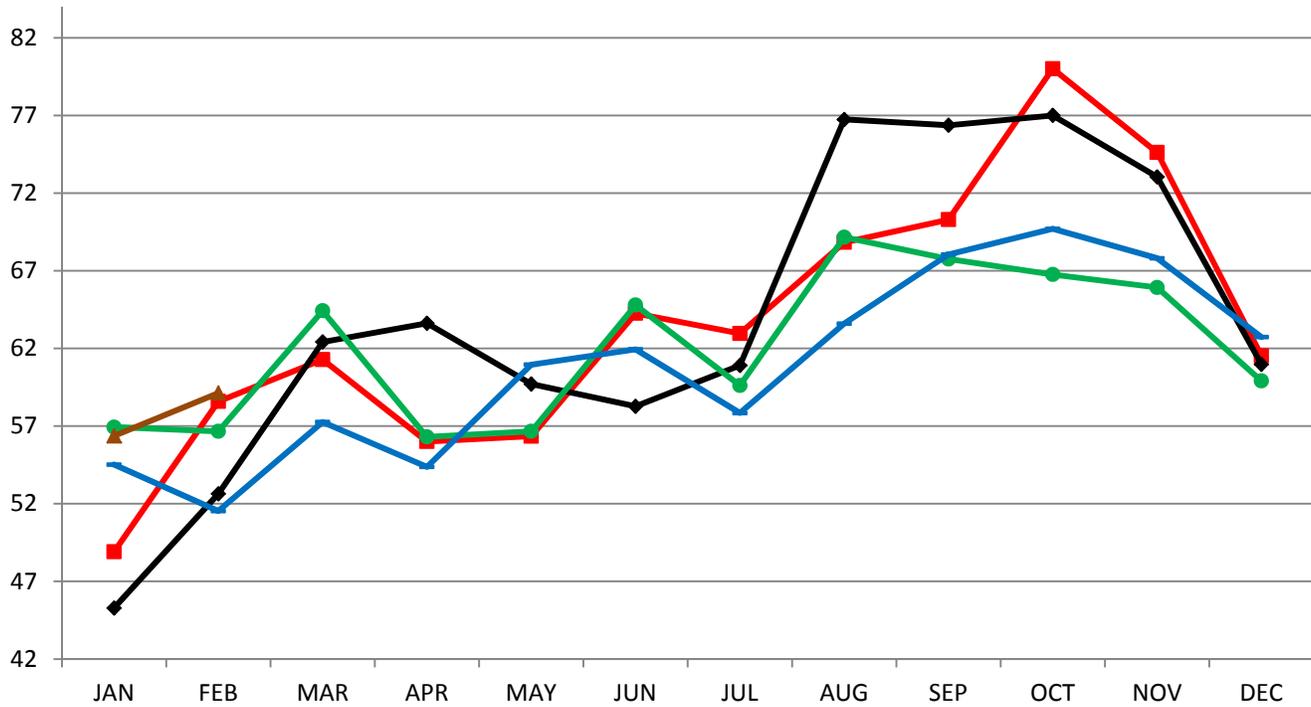


DATA SOURCE, USDA, NASS; GRAPH, USDA, DMN

2008 2009 2010 2011 2012

### U.S. CREAM AND NEUFCHATEL PRODUCTION

MILLION POUNDS



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

2008 2009 2010 2011 2012

# DAIRY MARKET NEWS

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**REPORT:** 14

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## Dairy Market News Branch

Agricultural  
Marketing  
Service

# National Dairy Retail Report

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

Volume 79- Number 14

Issued Biweekly

Wednesday, April 4, 2012

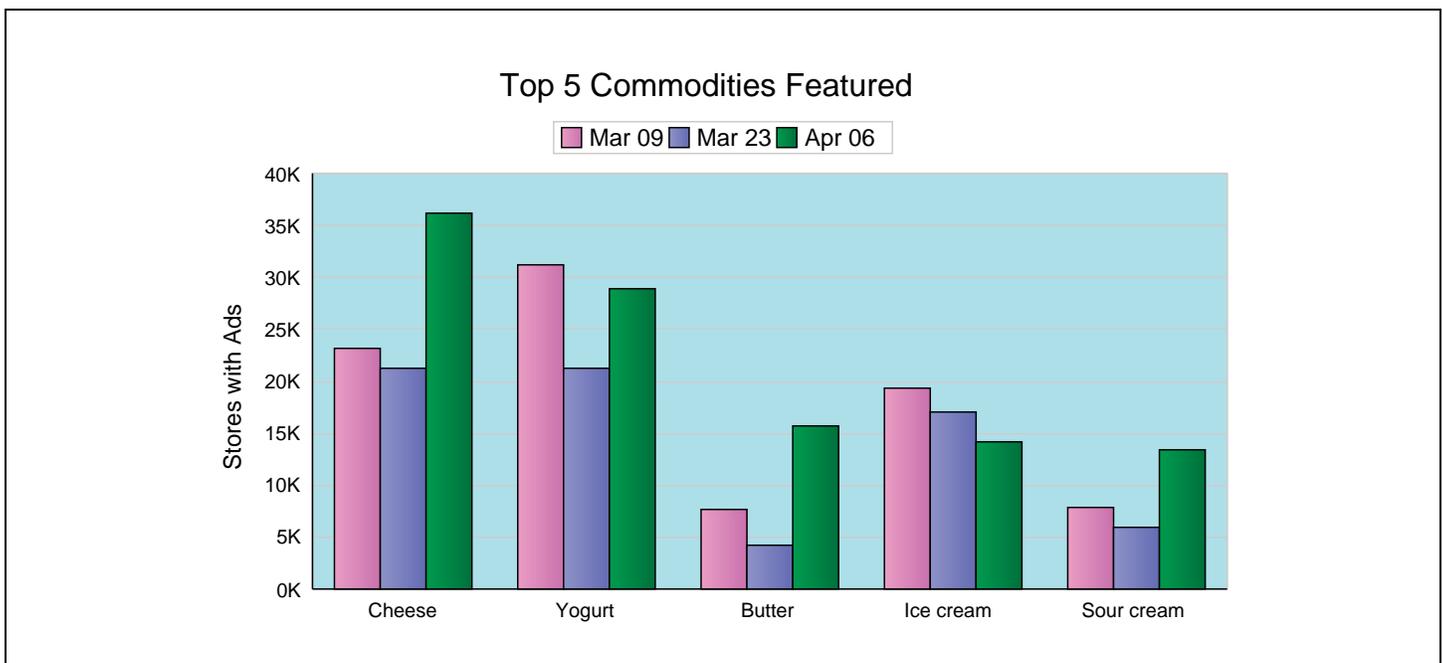
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets 03/23 to 04/06

The volume of advertising for conventional butter, cheese, cottage cheese, cream cheese, sour cream, yogurt, and flavored milk increased over last period. The weighted average advertised price for butter and most cheese package sizes, cream cheese, and sour cream, declined. Flavored milk prices declined for half gallons but increased for gallons. Yogurt pricing is mixed, with some pack size prices up and some down.

Conventional milk's national weighted average advertised price for half gallons this period, \$2.12, is 2 cents above last period. For gallons, this period's \$2.73 is 1 cent above last period.

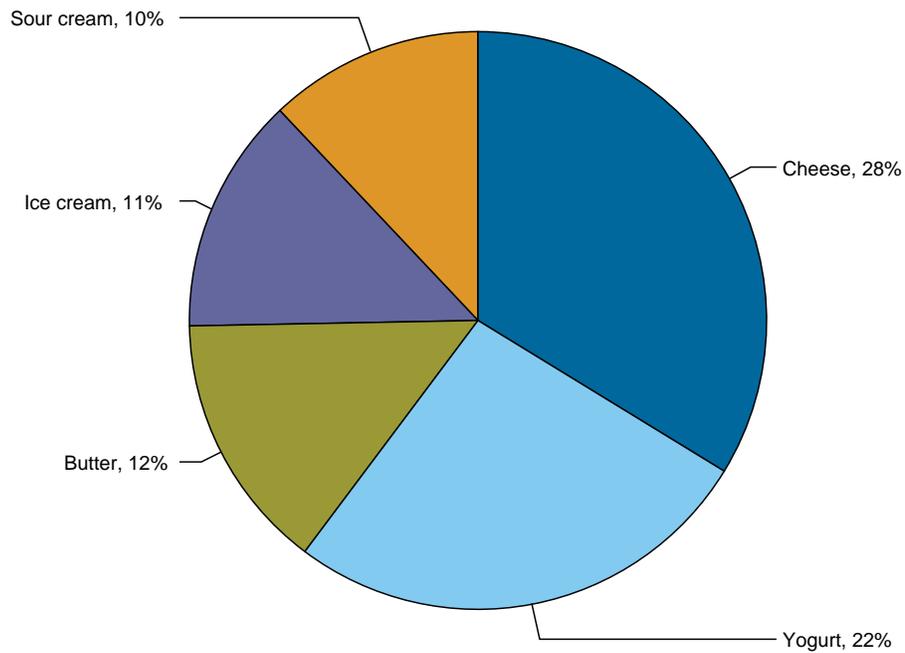
Organic milk's national weighted average advertised price for half gallons, \$3.08, is up 20 cents from last period. This results in an organic-conventional half gallon milk price spread of 96 cents, up from 78 cents last period.

Conventional cheese ads for 1 pound blocks, 8 ounce and 1 pound shreds are weighted toward an emphasis on store brands rather than national brands. Butter ads are in closer proportion, but there are more ads for national brands than store brands. While half gallon milk ads are about equal between store and national brands, gallon ads for store brands are nearly six times greater than national brands. Except for 32 ounce yogurt, national brands dominate yogurt advertising.

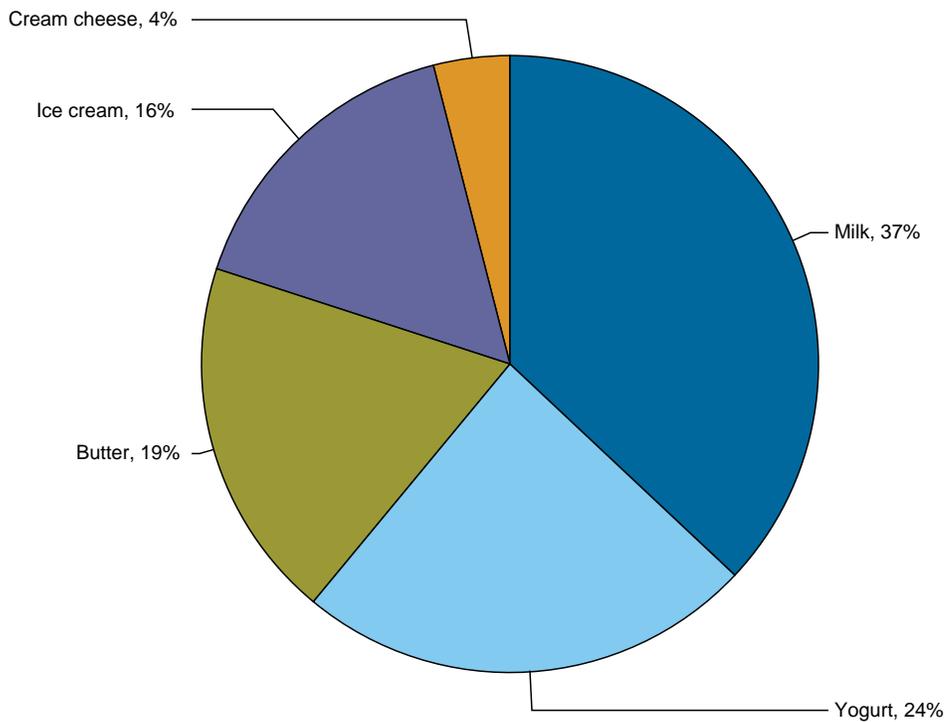


1 -- Dairy Market News surveys more than 150 retailers, comprising nearly 16,000 individual stores, with online weekly advertised features.  
2 -- Date range reflects two-week period, however only one data collection per retailer is made during the period.

### Top 5 Percentage of Total Conventional Ads



### Top 5 Percentage of Total Organic Ads





## NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS WEEK		TWO WEEKS AGO	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	15068	2.46	3714	2.71
Cheese	Natural Varieties	8 oz block	14886	2.33	5210	2.50
Cheese	Natural Varieties	1 # block	6872	3.78	2370	3.28
Cheese	Natural Varieties	2 # block	501	5.79	2827	6.34
Cheese	Natural Varieties	8 oz shred	12644	2.16	8410	2.34
Cheese	Natural Varieties	1 # shred	1319	3.64	2404	3.50
Cottage cheese		16 oz	3207	2.15	2810	2.15
Cream cheese		8 oz	10785	1.45	4546	1.79
Flavored milk	All fat tests	half gallon	1568	1.86	650	2.17
Flavored milk	All fat tests	gallon	1355	3.19	489	2.64
Ice cream		48-64oz	13690	3.38	16979	3.25
Milk	All fat tests	half gallon	1410	2.12	935	2.10
Milk	All fat tests	gallon	1857	2.73	4646	2.74
Sour cream		16 oz	13367	1.65	5710	1.70
Yogurt	Greek	4-6 oz	11241	.96	7725	.99
Yogurt	Greek	32 oz	585	5.30	670	4.47
Yogurt	Yogurt	4-6 oz	12101	.56	7430	.53
Yogurt	Yogurt	32 oz	4216	2.08	3558	1.86

## 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 #	1.88-3.99	3998	2.35	1.88-3.00	3002	2.27	1.49-3.50	2924	2.42
Cheese	Natural Varieties	8 oz block	1.33-3.99	4997	2.37	1.99-3.98	3214	2.47	1.49-3.00	2083	1.75
Cheese	Natural Varieties	1 # block	1.99-4.99	1913	3.12	2.99-3.99	757	3.77	3.99	361	3.99
Cheese	Natural Varieties	2 # block				5.98	202	5.98			
Cheese	Natural Varieties	8 oz shred	1.66-2.99	4572	2.23	1.50-3.49	2922	2.29	1.49-2.50	2453	1.78
Cheese	Natural Varieties	1 # shred	4.00	128	4.00	3.34-3.99	633	3.92	2.99	424	2.99
Cottage cheese		16 oz	1.99-3.00	1421	2.36				1.49-1.99	1300	1.98
Cream cheese		8 oz	0.88-2.50	3004	1.45	0.99-2.00	3087	1.57	0.98-1.89	1624	1.19
Flavored milk	All fat tests	half gallon				2.50-2.99	57	2.76	1.49-1.99	1239	1.94
Flavored milk	All fat tests	gallon	4.00	128	4.00	3.49-5.49	86	4.63	2.99	1141	2.99
Ice cream		48-64oz	1.99-3.99	3237	2.81	2.50-4.99	1174	3.40	1.99-4.59	2341	3.36
Milk	All fat tests	half gallon	2.79-3.00	664	2.91	1.67	34	1.67	1.33-2.00	356	1.51
Milk	All fat tests	gallon	3.99	149	3.99	2.99-3.00	307	2.99	2.48-3.00	456	2.69
Sour cream		16 oz	1.39-2.00	3495	1.61	1.00-2.00	1622	1.55	0.88-2.00	2735	1.70
Yogurt	Greek	4-6 oz	0.75-1.25	3482	.94	0.75-1.25	2674	.99	0.80-1.00	1124	.97
Yogurt	Greek	32 oz	2.50-5.79	384	5.46				4.99	201	4.99
Yogurt	Yogurt	4-6 oz	0.33-1.00	3435	.59	0.25-0.60	1954	.38	0.49-1.25	1953	.58

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	32 oz	1.99-2.29	584	2.05	1.98-1.99	305	1.98	1.99-2.00	429	1.99

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	1.99-2.99	1325	2.61	1.99-2.99	2823	2.76	1.58-2.99	996	2.53
Cheese	Natural Varieties	8 oz block	1.88-3.00	1345	2.52	1.78-2.69	2255	2.44	2.19-2.69	992	2.39
Cheese	Natural Varieties	1 # block	3.99-4.99	402	4.10	2.99-5.49	2617	4.14	3.99	822	3.99
Cheese	Natural Varieties	2 # block				5.99-7.99	95	7.42	3.99-4.99	204	4.85
Cheese	Natural Varieties	8 oz shred	0.00-3.00	1219	2.00	1.67-2.50	757	2.36	1.89-2.69	721	2.54
Cheese	Natural Varieties	1 # shred	3.99-4.99	96	4.44				2.99	38	2.99
Cottage cheese		16 oz	1.49	32	1.49	1.99-2.49	374	2.26	1.00	80	1.00
Cream cheese		8 oz	1.00-1.47	511	1.24	1.00-1.99	1708	1.58	0.99-2.00	851	1.36
Flavored milk	All fat tests	half gallon	1.98	36	1.98				1.25	236	1.25
Ice cream		48-64oz	2.00-4.50	1615	3.44	2.50-4.99	3923	3.73	2.50-4.49	1400	3.65
Milk	All fat tests	half gallon	1.25-1.50	120	1.43				1.25	236	1.25
Milk	All fat tests	gallon	1.97-2.17	187	2.06	1.57-2.99	611	2.58	2.49-2.50	147	2.49
Sour cream		16 oz	0.77-1.98	991	1.41	0.98-2.50	3125	1.86	0.99-1.99	1399	1.50
Yogurt	Greek	4-6 oz	0.75-1.25	1223	.98	0.80-1.00	2070	.93	0.50-1.00	668	.94
Yogurt	Yogurt	4-6 oz	0.50-0.70	1218	.62	0.40-1.00	2924	.60	0.40-0.60	617	.59
Yogurt	Yogurt	32 oz	1.99	359	1.99	1.99-2.79	1547	2.09	1.99-2.50	992	2.20

**NATIONAL -- ORGANIC DAIRY PRODUCTS**

Commodity	Type	Pack Size	THIS WEEK		TWO WEEKS AGO	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	681	3.97	556	4.73
Cream cheese		8 oz	144	2.61		
Ice cream		48-64oz	551	5.55		
Milk	All fat tests	half gallon	975	3.08	2531	2.88
Milk	All fat tests	gallon	235	5.99		
Milk	All fat tests	8 oz UHT	105	1.00	80	1.00
Yogurt	Greek	4-6 oz	269	1.36	182	1.00
Yogurt	Yogurt	4-6 oz	584	.58	1295	.69

**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 #							3.49-4.99	681	3.97
Cream cheese		8 oz	2.50-3.00	144	2.61						
Ice cream		48-64oz	4.99-5.99	356	5.30	6.00	195	6.00			
Milk	All fat tests	gallon	5.99	235	5.99						
Milk	All fat tests	8 oz UHT				1.00	105	1.00			
Yogurt	Greek	4-6 oz	1.25-1.50	269	1.36						
Yogurt	Yogurt	4-6 oz	0.60-0.67	389	.62	0.50	195	.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
Milk	All fat tests	half gallon	3.89	118	3.89	2.99	541	2.99	2.67-3.69	316	2.93

**NATIONAL -- CONVENTIONAL DAIRY PRODUCTS**  
**NATIONAL BRANDS vs STORE BRANDS**

Commodity	Type	Pack Size	NATIONAL BRANDS				STORE BRANDS			
			Low Price	High Price	Stores with Ads	Wtd Avg Price	Low Price	High Price	Stores with Ads	Wtd Avg Price
Butter		1 #	1.97	3.99	8783	2.70	1.49	2.99	6285	2.13
Cheese	Natural Varieties	8 oz block	1.33	3.99	7888	2.41	1.49	2.99	6886	2.23
Cheese	Natural Varieties	1 # block	1.99	4.99	1865	3.17	2.50	5.49	5007	4.01
Cheese	Natural Varieties	2 # block	4.99	7.99	148	6.37	3.99	5.99	353	5.55
Cheese	Natural Varieties	8 oz shred	.00	3.49	8319	2.27	1.49	2.99	4325	1.95
Cheese	Natural Varieties	1 # shred	2.99	2.99	244	2.99	2.99	4.99	1075	3.79
Cottage cheese		16 oz	1.49	3.00	1973	2.12	1.00	2.50	1234	2.20
Cream cheese		8 oz	.98	2.50	6370	1.47	.88	2.00	4415	1.42
Flavored milk	All fat tests	half gallon	1.66	2.99	1174	2.02	1.25	1.98	394	1.40
Flavored milk	All fat tests	gallon	2.99	5.49	1190	3.09	3.49	4.00	165	3.89
Ice cream		48-64oz	1.99	4.99	6857	3.34	1.99	4.59	6833	3.42
Milk	All fat tests	half gallon	1.50	3.00	637	2.74	1.25	2.99	773	1.61
Milk	All fat tests	gallon	3.00	3.99	273	3.54	1.57	3.00	1584	2.59
Sour cream		16 oz	1.39	2.50	6132	1.82	.77	1.99	7235	1.51
Yogurt	Greek	4-6 oz	.88	1.00	7848	1.00	.50	1.25	3393	.87
Yogurt	Greek	32 oz	2.50	5.79	585	5.30				
Yogurt	Yogurt	4-6 oz	.47	1.00	9595	.59	.25	1.25	2506	.43
Yogurt	Yogurt	32 oz	1.99	2.79	813	2.29	1.98	2.68	3403	2.03

**NATIONAL -- ORGANIC DAIRY PRODUCTS**

Wtd Avg - Simple weighted average

## NATIONAL BRANDS vs STORE BRANDS

			NATIONAL BRANDS				STORE BRANDS			
Commodity	Type	Pack Size	Low Price	High Price	Stores with Ads	Wtd Avg Price	Low Price	High Price	Stores with Ads	Wtd Avg Price
Butter		1 #					3.49	4.99	681	3.97
Cream cheese		8 oz	2.50	3.00	144	2.61				
Ice cream		48-64oz	4.99	5.99	356	5.30	6.00	6.00	195	6.00
Milk	All fat tests	half gallon	2.67	3.69	316	2.93	2.99	3.89	659	3.15
Milk	All fat tests	8 oz UHT	1.00	1.00	105	1.00				
Milk	All fat tests	gallon					5.99	5.99	235	5.99
Yogurt	Greek	4-6 oz	1.25	1.50	269	1.36				
Yogurt	Yogurt	4-6 oz	.50	.67	584	.58				

### 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
NATIONAL	Continental United States