

NATIONAL DAIRY MARKET NEWS AT A GLANCE**CME GROUP CASH MARKETS (7/25)**

**BUTTER:** Grade AA closed at \$2.5900. The weekly average for Grade AA is \$2.5840 (+.1670).

**CHEESE:** Barrels closed at \$1.9525 and 40# blocks at \$1.9700. The weekly average for barrels is \$2.0245 (-.0170) and blocks, \$2.0110 (+.0010).

**BUTTER HIGHLIGHTS:** Butter production is generally declining as milk production and components are seasonally lower. Cream supplies are mostly priced above profitable production margins causing many churn operators to sell cream spot loads for better returns. Several butter manufacturers are microfixing sought-after bulk butter to fill print orders. Butter sales into retail and food service are mostly steady. High butter prices and production input costs are restricting stock building for Q4 needs. Bulk butter prices range from 3 cents under to 6 cents over market, with various time frames and averages used. The DMN National Dairy Retail Report noted the surveyed national weighted average price for a 1 pound package of butter was \$3.49, 45 cents higher than two weeks ago, and 96 cents above a year ago. The prices ranged from \$2.50 to \$3.99. The NASS Cold Storage report noted U.S. butter stocks on June 30 were 186.1 million pounds, 3% lower than last month and 42% below a year ago. Friday at the CME Group, Grade AA butter closed at \$2.5900, up 11 cents from last Friday.

**CHEESE HIGHLIGHTS:** Cheese production is mixed this week, with steady to higher production in the East, but steady to lower production in the West and Midwest. Cheese manufacturers are often looking for additional milk or are fortifying cheese vats with nonfat dry milk or condensed skim to increase yields. Some Midwest producers are having increasing issues finding surplus milk. Domestic demand is good and some manufacturers are warning about possible delays in orders for August. Export demand has slowed in the West and stocks are increasing for domestic orders. As schools begin to prepare for the upcoming year, new orders are being placed for increased mozzarella needs. Advertised U.S. cheese prices as reported in the National Dairy Retail Report showed lower weighted average prices for packages of 8 oz. shred (\$2.33, -.25) and 2 lb. block (\$4.99, -\$3.16) from two weeks ago. Retail prices were higher for the 1 lb. block (\$4.40, +.41) and 1 lb. shred (\$4.63, +1.40). The 8 oz. block price was unchanged (\$2.57). Advertising for cheese packages was down 10% from two weeks ago. The NASS Cold Storage report noted U.S. total natural cheese stocks on June 30 were 1.06 billion pounds, unchanged from last month and 8% below a year ago. At the CME Group, barrels closed on Friday at \$1.9525, down 11.75 cents from last Friday and

blocks closed at \$1.9700, down 5.75 cents.

**FLUID MILK:** Milk handlers in most areas of the country report milk loads are generally losing volumes. There are a few pockets within the Southeast and California where milk producers noticed slight upticks in production related to milder weather. Manufacturing milk supplies are finding processing room throughout the country, with some sales of milk accommodating the needs to run a few plants more efficiently. Fluid milk orders are light. Bottlers indicate discussions with educational institutions are ongoing as the start of the school year approaches. Condensed skim and cream sales declined into ice cream/mix/frozen novelties accounts as those manufacturers reassess inventories and projected sales through the balance of the year. Cream loads are more available this week compared to last week as some butter manufacturers weigh current butterfat pricing, production, and storage costs.

**DRY PRODUCTS:** The nonfat dry milk market is mixed. Manufacturers are sticking to established pricing mechanisms. Buyers are only fulfilling near-term needs as they wait for a market signal to increase purchases. Weakness continues in the dry buttermilk market as ice cream/mix customers decrease their orders and strong demand from the bakery sector is a few weeks away. Regional dry whey markets are mixed. Demand is steady into contract accounts, but market participants note an increasing divergence in prices from all sources. The lactose market is weak, with readily available spot loads of unground lactose from a handful of manufacturers as well as resellers. The mixed market tone continues for whey protein concentrate 34%. International buyers are seeking WPC 34%, but producers are taking time to appraise these interest.

**ORGANIC DAIRY MARKET NEWS (DMN):** The U.S. weighted average advertised price of organic milk half gallons is \$3.30, down 52 cents from 2 weeks ago. One year ago the national price was \$3.36. The lowest price is down 20 cents to \$2.79, while the top of the price range is down 10 cents to \$4.38. The lowest advertised price, \$2.79, is advertised in the Southwest and South Central regions. The highest advertised price, \$4.38, is found in the Midwest. There are no ads for half gallon organic milk in the Northeast. The U.S. weighted average advertised price of organic milk gallons is \$6.38. The U.S. weighted average advertised price of 8 ounce organic milk is \$1.19, up 35 cents from two weeks ago. One year ago the national price was \$1.00. All organic yogurt ads are for 4-6 ounce organic Greek yogurt. The national average price is \$1.13, up 8 cents from two weeks ago and up 7 cents from one year ago.

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**CME GROUP CASH TRADING**

COMMODITY	MONDAY JUL 21	TUESDAY JUL 22	WEDNESDAY JUL 23	THURSDAY JUL 24	FRIDAY JUL 25	WEEKLY CHANGE*	WEEKLY AVERAGE#
CHEESE BARRELS	\$2.0700 (N.C.)	\$2.0700 (N.C.)	\$2.0325 (-.0375)	\$1.9975 (-.0350)	\$1.9525 (-.0450)	:: (-.1175)	:: \$2.0245 (-.0170)
40# BLOCKS	\$2.0275 (N.C.)	\$2.0300 (+.0025)	\$2.0400 (+.0100)	\$1.9875 (-.0525)	\$1.9700 (-.0175)	:: (-.0575)	:: \$2.0110 (+.0010)
NONFAT DRY MILK GRADE A	\$1.6750 (-.0200)	\$1.6750 (N.C.)	\$1.6750 (N.C.)	\$1.6750 (N.C.)	\$1.6750 (N.C.)	:: (-.0200)	:: \$1.6750 (-.0480)
BUTTER GRADE AA	\$2.5100 (+.0300)	\$2.5800 (+.0700)	\$2.6200 (+.0400)	\$2.6200 (N.C.)	\$2.5900 (-.0300)	:: (+.1100)	:: \$2.5840 (+.1670)

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

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**NATIONAL DAIRY RETAIL REPORT (DMN):** Advertising of dairy products was mostly lower following the 4th of July holiday period. Combined cheese ads were down 10%, milk features up 9% and yogurt ads down 15%. Cottage cheese in the 16 oz. package had ads up 60% from two weeks ago and the weighted average price at \$2.20 compared to \$2.25 two weeks ago. Sour cream in 16 oz. packages was featured 73% less than two weeks ago. Sour cream averaged \$1.78, compared to \$1.82 two weeks ago. Ice cream ads were down 18% with the 48-64 oz. containers priced at \$3.17 compared to \$3.15 two weeks ago.

The national weighted average advertised price of 8 oz. shredded cheese was the most heavily featured cheese item. Packages averaged \$2.33, down 25 cents from two weeks ago, but 9 cents higher than a year ago. One pound block cheese ads were over 4 times higher than two weeks ago. The weighted average price was \$4.40, up 41 cents from two weeks ago and 26 cents higher than last year.

The most advertised yogurt product was the 4-6 oz. package of Greek yogurt. The weighted average price was \$0.99, up 1 cent from two weeks ago and the same as last year. The price for 4-6 oz. yogurt was \$0.48, 5 cents lower than two weeks ago and 2 cents lower than a year ago.

The conventional-organic milk half gallon price spread is 94 cents. The spread is calculated from the conventional milk half gallon average advertised price of \$2.36, and the organic milk half-gallon price, \$3.30.

**COLD STORAGE (NASS):** On June 30, U.S. cold storage holdings of butter totaled 186.1 million pounds, down 3% from May, and 42% from than June 2013. Natural American cheese holdings total 657.5 million pounds, unchanged from May, but 7% lower than June 2013. Total natural cheese stocks were 1.062 billion pounds, unchanged from last month, but 8% less than June 2013.

**JUNE MILK PRODUCTION (NASS):** Milk production in the 23 major States during June totaled 16.2 billion pounds, up 2.0% from June 2013. revised production at 16.9 billion pounds, was up 1.6% from May 2013. Production per cow averaged 1,888 pounds for June. This is the highest production per cow for the month of June since the 23 State series began in 2003. The number of milk cows on farms was 8.57 million head, 11,000 head more than May 2014.

**AUGUST FEDERAL ORDER ADVANCED PRICES (FMMO):** Under the Federal milk order pricing system, the base Class I price for August 2014 is \$23.87. This price is derived from the advanced Class IV skim milk pricing factor of \$15.22 and the advanced butterfat pricing factor of \$2.6235. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price. The base Class I price increased \$0.85 when compared to the previous month of July 2014. For selected consumer products, the price changes are: whole milk (3.25% milk fat), \$0.81 per cwt, \$0.070 per gallon; reduced fat milk (2%), \$0.57 per cwt, \$0.049 per gallon; fat-free (skim milk), \$0.31 per cwt, \$0.027 per gallon. The advanced Class IV skim milk pricing factor is \$15.22. Thus, the Class II skim milk price for August 2014 is \$15.92, and the Class II nonfat solids price is \$1.7689. The two-week product price averages for August 2014 are: butter \$2.3379, nonfat dry milk \$1.8763, cheese \$2.0445 and dry whey \$0.6873.

## CME GROUP

## MONDAY, JULY 21, 2014

CHEESE -- SALES: NONE; LAST BID UNFILLED: 1 CAR BARRELS @ \$2.0700; 1 CAR 40# BLOCKS @ \$2.0275; LAST OFFER UNCOVERED: 1 CAR 40# BLOCKS @ \$2.0500  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE A @ \$1.6600; LAST OFFER UNCOVERED: 2 CARS GRADE A @ \$1.6750  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: 2 CARS GRADE AA @ \$2.5100; LAST OFFER UNCOVERED: NONE

## TUESDAY, JULY 22, 2014

CHEESE -- SALES: 2 CARS 40# BLOCKS @ \$2.0300; LAST BID UNFILLED: 1 CAR BARRELS @ \$2.0700; 2 CARS 40# BLOCKS @ \$2.0300; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: 1 CAR GRADE A @ \$1.6750; LAST BID UNFILLED: 1 CAR GRADE A @ \$1.6400; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.5800; LAST OFFER UNCOVERED: NONE

## WEDNESDAY, JULY 23, 2014

CHEESE -- SALES: 6 CARS BARRELS: 4 @ \$2.0400, 1 @ \$2.0350, 1 @ \$2.0325; 3 CARS 40# BLOCKS: 1 @ \$2.0300, 1 @ \$2.0350, 1 @ \$2.0400; LAST BID UNFILLED: 1 CAR BARRELS @ \$2.0300; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: 9 CARS GRADE AA: 2 @ \$2.5800, 2 @ \$2.5825, 1 @ \$2.5850, 1 @ \$2.6000, 1 @ \$2.6100, 1 @ \$2.6150, 1 @ \$2.6200; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

## THURSDAY, JULY 24, 2014

CHEESE -- SALES: 5 CARS BARRELS: 1 @ \$2.0225, 1 @ \$2.0125, 2 @ \$1.9950, 1 @ \$2.0000; 3 CARS 40# BLOCKS: 1 @ \$2.0050, 2 @ \$1.9875; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.9975  
 NONFAT DRY MILK -- SALES: 1 CAR GRADE A @ \$1.6750; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$1.6750  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

## FRIDAY, JULY 25, 2014

CHEESE -- SALES: 3 CARS BARRELS @ \$1.9525; 3 CARS 40# BLOCKS: 1 @ \$1.9875, 2 @ \$1.9700; LAST BID UNFILLED: 2 CARS BARRELS @ \$1.9500; 1 CAR 40# BLOCKS @ \$1.9600; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.9600  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: 1 CAR GRADE AA @ \$2.5900; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.5900

## BUTTER MARKETS

## NORTHEAST

Butter production is reflective of the tight, high priced cream market. Some butter makers are filling contracted orders and then selling available cream supplies on the spot market. The higher multiples have limited spot purchases of cream for butter production. Inventories are adequate for near term needs, but there are growing concerns if butter supplies will be adequate for the yearend holidays. Demand for butter is mixed with most buyers only covering their immediate needs. The current bulk butter prices for domestic sales are reported 4-6 cents over the market of the CME Group, with various time frames and averages used. At the CME, Grade AA butter closed Tuesday at \$2.5800, up \$0.1900 from a week ago. According to the *National Dairy Retail Report*, the U.S. advertised weighted average price for 1 pound butter is \$3.49, 45 cents higher than two weeks ago. The price in the Northeast was \$3.35, 22 cents less than two weeks ago.

## CENTRAL

Butter prices are stronger this week. The market tone is firm with a growing concern about the price continuing higher. Butter manufacturers are fulfilling current obligations while building for Q4 needs is minimal. Cream availability improved slightly compared to last week as some ice cream accounts stepped away as a result of high milkfat prices. Some additional butter churn operators took profitable cream prices, which reduced production rates. Milk production and components are generally declining in the Upper Midwest, lowering a few production rates. Retail orders are ongoing. Some butter manufacturers noted increased 50/50 butter blend sales. Food service interest is steady. Industrial demand is strong with slightly improved bulk butter spot load availability. Butter stocks are being maintained at light inventories. Current bulk butter prices range from market to 6 cents over the market, based on the CME Group with various time frames and averages used. Wednesday at the CME Group, Grade AA butter closed higher to \$2.6200, up 23 cents from last Wednesday. The

DMN *National Dairy Retail Report* noted the surveyed national weighted average price for a 1 pound package of butter was \$3.49, 45 cents higher than two weeks ago, and 96 cents above a year ago. The weighted average price in the Midwest region was \$2.72, 14 cents higher than two weeks ago. In the South Central region, butter averaged \$3.49, a 43 cent increase compared to two weeks ago.

## WEST

Western butter production is lower as milk supplies move seasonally lower. Cream supplies remain tight with good demand from ice cream and cream cheese manufacturers. Some butter plants continue to sell cream rather than build butter stocks. Current inventories are tight. Retail demand for print butter is steady. Demand for bulk butter remains good as end users look to acquire butter for holidays in the fall. Export sales have slowed dramatically as U.S. prices move higher. According to the *National Dairy Retail Report*, U.S. butter showed a weighted average price of \$3.49 per pound compared to \$3.04 two weeks ago and \$2.53 a year ago. The number of butter ads was down 23% compared to two weeks ago. The butter price at the CME Group on Wednesday closed \$.0400 higher at \$2.6200. Butter prices have increased 14 cents from last Friday's close. As of Wednesday, the CME Group has recorded sales of 9 loads of butter. Prices for bulk butter range from 2 cents over the market to 3 cents under, based on the CME with various time frames and averages used.

## COLD STORAGE

The NASS *Cold Storage* report shows U.S. butter in storage on June 30, totaled 186.1 million pounds, 3% (6.4 million pounds) less than the prior month stocks and 42% (132.8 million pounds) less than June 2013 stocks.

## NATIONAL DAIRY PRODUCTS SALES REPORT

## U.S. AVERAGES AND TOTAL POUNDS

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
July 19, 2014	2.3669 3,739,391	2.0096 11,957,702	2.0355 10,274,911	0.6869 7,979,968	1.8694 18,913,681

## CHEESE MARKETS

## NORTHEAST

Cheese production is very active as milk flows to cheese plants remain strong. The good milk volumes have reduced purchases of condensed skim at some plants. Butterfat and protein levels of milk intakes are down, compared to year ago levels, with some cheese operations fortifying with nonfat dry milk. Demand for cheese is steady to increasing as retail sales are fairly good and USDA purchased mozzarella have increased in preparation to the start of the school year. Wholesale cheese prices increased this week, except for Swiss cuts, reflecting the CME Group weekly average cheese price increases. Wholesale prices for Swiss cuts were unchanged. According to the *National Dairy Retail Report*, the weighted average price for 8 oz. cheese blocks in the Northeast was \$2.62, 5 cents more than the national weighted average price and 7 cents more than two weeks ago. The Southeast 8 oz. block cheese price was \$2.50, 5 cents less than two weeks ago. The weighted average price for 8 oz. shredded cheese in the Northeast was \$2.67, 34 cents more than the national price but 16 cents less than the previous price report. The Southeast 8 oz. shredded cheese price was \$2.31, 24 cents less than two weeks ago. The NASS *Cold Storage* report shows U.S. stocks of natural cheese as of June 30, 2014 totaled 1.06 billion pounds, unchanged compared to the previous month, but 8% less compared to one year ago. A closer look at the report shows American cheese stocks total 657.5 million pounds, unchanged from one month ago, but 7% lower than one year ago. Other natural Cheese totaled 372.5 million pounds, 2% less than one month ago and 9% lower compared to one year ago. Swiss cheese totaled 31.5 million pounds, up 3% from one month ago, but unchanged compared to one year ago.

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

Cheddar 40# Block	: 2.4025-2.6875
Process 5# Sliced	: 2.2650-2.7450
Muenster	: 2.4225-2.7825
Grade A Swiss Cuts 10 - 14#	: 4.1575-4.4800

## MIDWEST

Cheese supplies are tight in the Midwest. Some manufacturers now receiving domestic orders for August deliveries are telling customers they will have to reduce what they have ordered because supplies won't be up to the level of orders. Many cheese manufacturers are commenting on cheese supply tightness for customer delivery, as well as blocks and barrels in general. There is no consensus reason that manufacturers cite, some note heavier demand or less than expected cheese volumes manufactured. Milk supplies are mixed, with some cheese plants reporting milk intakes as flat, some reporting reduced milk, and a few noting a slight increase due to pleasant weather further north in the region. A number of cheese manufacturers have not been able to find any surplus milk even after contacting numerous potential sources. Some manufacturers are supplementing vats with condensed skim and nonfat dry milk. Cheese inventory levels are tight for some manufacturers. A cheese plant in Wisconsin is in the process of being closed by a multi-plant manufacturer. The *National Dairy Retail Report* (DMN) found that Midwest ads for 8 ounce shredded cheese have a weighted average advertised price of \$1.95, 38 cents lower than the national average, \$2.33. One year ago the national average was \$2.24. Midwest prices range from \$1.49 to \$2.50. For 8 ounce blocks, the Midwest average price is \$2.03, 54 cents below the national average price, \$2.57. One year ago the national average was \$2.36. Midwest ad prices range from \$1.66 to \$2.50. Nationally, cheese ad numbers are 10% lower than two weeks ago. Wisconsin wholesale prices for 1,000

to 5,000 pound mixed lots of process cheese increased \$.0775; Swiss was unchanged; and the remaining varieties increased \$.0550. NASS reports that June 30, 2014 East North Central region (Wisconsin, Illinois, Michigan, Indiana and Ohio) Other cheese stocks were 86% of June last year, and 99% of May 31 this year. East North Central region American cheese stocks were 78% of June last year, and even with this May. Total U.S. June 30, 2014 natural cheese stocks were 1.06 billion pounds, 92% of June 30, 2013, and even with May 31, this year. Total U.S. Swiss cheese stocks ending June this year, 31.5 million pounds, were 100% of June 30 last year and 103% of May 31 this year. CME Group trading Wednesday moved barrel prices below blocks, ending nine consecutive closes with barrels priced higher than blocks. Barrels closed Wednesday at \$2.0325 and blocks at \$2.0400.

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

Process American 5# Loaf	: 2.1425-2.5025
Brick And/Or Muenster 5#	: 2.3825-2.8075
Cheddar 40# Block	: 2.0875-2.5050
Monterey Jack 10#	: 2.3575-2.5625
Blue 5#	: 2.6500-3.6375
Mozzarella 5 - 6# (Low Moisture, Part Skim)	: 2.2275-3.1225
Grade A Swiss Cuts 6 - 9#	: 3.6750-3.7925

## WEST

Western cheese production is lower as hot weather and typical seasonal declines reduce available milk for manufacturing. Cheese demand remains good from retail accounts, but buyers are price sensitive and reluctant to increase orders at higher levels. The market has a softer undertone, but is trading in a range around the \$2.0000 mark. Most buyers are in good shape for immediate needs. Export demand has slowed. This week, a cooperative export assistance program accepted requests for 3.646 million pounds of cheese. Cheese stocks are lower than last year, but remain adequate for most demand. Advertised U.S. cheese prices as reported in the *National Dairy Retail Report* showed lower weighted average prices for packages of 8 oz. shred (\$2.33, -.25) and 2 lb. block (\$4.99, -\$3.16) from two weeks ago. Retail prices were higher for the 1 lb. block (\$4.40, +.41) and 1 lb. shred (\$4.63, +1.40). The 8 oz. block price was unchanged (\$2.57) from two weeks ago. Combined cheese advertising was down 10% from two weeks ago. According to the NASS *Cold Storage* report, U.S. stocks of cheese (total natural) at the end of June 2014 were 1.061 billion pounds, down 8% (87.8 million pounds) from June 2013. American stocks were 7% less, other natural stocks were 9% less, but Swiss stocks were unchanged. Cheese prices at the CME Group are mixed on Wednesday. Barrels closed down \$.0375 to \$2.0325 and blocks closed up \$.0100 to \$2.0400. Barrels have recorded 6 sales by midweek and blocks have sold 5 loads.

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

Process 5# Loaf	: 2.1700-2.4275
Cheddar 40# Block	: 2.1300-2.4825
Cheddar 10# Cuts	: 2.3100-2.5300
Monterey Jack 10#	: 2.3200-2.4800
Grade A Swiss Cuts 6 - 9#	: 3.7350-4.1650

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## CHEESE MARKETS

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## FOREIGN

Prices for imported wholesale cheese were unchanged this week. Domestically manufactured foreign type cheeses were \$0.0550 higher. Domestic Swiss cheese prices were unchanged. European cheese production is declining as lower seasonal milk intakes restrict production. Supplies of cheese are said to be in balance with demand. Aged cheese stocks have declined and are prompting some increased prices in ongoing Q4 negotiations. Exports of European aged/mature products are steady. NASS' *Cold Storage* report shows stocks of Other cheese on June 30, 2014, which is primarily Italian type cheeses, totaled 372.5 million pounds, 9% less compared to one year ago. Swiss cheese holdings totaled 31.5 million pounds, unchanged from a year ago.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	: 2.6400-5.3800	: 2.5425-4.0300*
Gorgonzola	: 3.6900-6.9700	: 3.0450-3.4575*
Parmesan (Italy)	: -0-	: 3.9325-6.0225*
Provolone (Italy)	: -0-	: 2.5850-2.7425*
Romano (Cows Milk)	: -0-	: 3.7325-5.8825*
Sardo Romano (Argentine)	: 2.8500-3.6900	: -0-
Reggianito (Argentine)	: 3.2900-4.5600	: -0-
Jarlsberg-(Brand)	: 2.9500-5.6300	: -0-
Swiss Cuts Switzerland	: -0-	: 4.2550-4.5775
Swiss Cuts Finnish	: 2.6700-2.9300	: -0-

\* = Price change.

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

BUTTER : CHEESE

		:	
07/21/14	21,843	:	89,212
07/01/14	21,626	:	91,273
CHANGE	217	:	-2,061
% CHANGE	1	:	-2

## 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	35	0	35	0	0
SOUTHEAST STATES	0	0	0	0	0	0

Manufacturing milk supplies in the Northeast and Mid-Atlantic regions are steady to heavy. Declines in Class I demand have increased milk volumes going to plants and have more than offset the seasonal declines in milk production. Seasonally warm weather has covered both regions. Adequate rainfall has most crops and pastures in good to excellent condition. Mild weather in the Southeast has prompted some milk production increases. Class I demand is weak and some bottling plants are taking reduced loads due to scheduled maintenance projects. The seasonally heavy milk volumes are causing increased utilization of auxiliary manufacturing plants. Florida's milk production is declining in the face of frequent rains and hot, humid weather. Producers have not begun to dry off cows in earnest, due to the good milk prices and margins. A majority of pastures in the state are in good to excellent condition. Spot milk shipments out of the area were unchanged from last week at 35 loads.

**Cream multiples** for all classes ranged **1.35-1.48**. The multiples were lower compared to last week, due to a butter plant curtailing production due to a maintenance project, causing more cream loads to be moved on the spot market early this week. Strong pulls for cream continue from ice cream and cream cheese makers. **Condensed skim** is readily available with additional spot loads being purchased by Class II and III manufacturers. Class IV dryers are running on increased schedules to handle the ample fluid supplies of condensed skim. According to NASS, milk production for June 2014 in the 23 reported states totaled 16.2 billion pounds, up 2.0% from June 2013. The five Eastern states showed the following percentage changes in milk production from June 2013 to June 2014 and total milk production this June: Florida, +2.5%, 207 million pounds; New York, +0.3%, 1.150 billion pounds; Pennsylvania, +0.2%, 882 million pounds; Vermont, +1.4%, 224 million pounds; and Virginia, +4.2% at 149 million pounds.

## 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 -	3.2629-3.5772
F.O.B. producing plants: Upper Midwest -	3.0212-3.4563

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

## F.O.B. PRODUCING PLANTS:

Northeast - Class II - includes monthly formula prices -	1.85-1.93
Northeast - Class III - spot prices -	1.63-1.66

## MIDWEST

Milk production and components in the Central region are mostly on the decline, following seasonal trends. Spot loads of milk tighten as prices ranged from Class to \$2.00 over Class. Milk handlers note slow bottling sales with a few exceptions in tourist areas seeing upticks in orders. Bottlers are beginning to plan for filling school pipelines in the coming weeks. Ice cream and yogurt accounts are actively taking condensed skim supplies. Production of ice cream is steady to lower, reflecting sale orders. Cultured products interest is ongoing. Cream demand receded some as a few ice cream makers

backed away on supplies, while additional butter churn operators sold spot loads of cream. **Cream multiples were mixed, ranging from 1.25 to 1.43**. The DMN *National Dairy Retail Report* noted the surveyed national weighted average price for 1 gallon of milk was \$3.04, unchanged from two weeks ago, but 2 cents above a year ago. The weighted average price in the Midwest region was \$2.82, 11 cents higher than two weeks ago, while in the South Central region the average was \$2.47, 3 cents higher than two weeks ago. The NASS *Milk Production Report* noted June milk production in the 23 selected states was 16.2 billion pounds, a 2.0% increase from a year ago. The Central states included in the report and the changes compared to a year ago: Illinois, +2.6%; Indiana, +1.6%; Iowa, +1.0%; Kansas, +7.4%; Michigan, +3.2%; Minnesota, +0.1%; Ohio, -1.5%; South Dakota, +5.4%; Texas, +8.3% and Wisconsin, +0.6%. Milk cows in the 23 selected states totaled 8.57 million head in June, a 11,000 head increase from a month ago. The weekly *Cow Slaughter under Federal Inspection* report shows U.S. dairy cow slaughter for the week ending July 5, at 41,600 head, 5,600 head or 12% less than the comparable week a year ago.

## WEST

CALIFORNIA milk production is variable from area to area, and generally trending steady to seasonally lower. Bottled milk demand is steady at customary summer levels. Milk sales into ice cream/mix plants are decreasing as those manufacturers review inventories. Some milk processors are selling milk or condensed skim loads to lessen NDM or SMP production. Other plants are buying milk to maintain dryer schedule efficiencies. Evening rainstorms are providing some relief to dairy cows after hot daytime temperatures, but milk production in NEW MEXICO is heading seasonally lower. Fluid sales are light. Sales of milk into Class II are steady to declining as production of ice cream/mix trends lower. Cream is still clearing into cream cheese and ice cream/mix, but at lower week-to-week volumes. CREAM supplies are looser in the Western region. Butter plant operators opted out of churning and whole milk powder plant managers switched to NDM or SMP production. Both changes sent more cream into the marketplace. A few operators commented the butter market is above the comfort level for building inventories, and active cream sales are decreasing exposure to the butter market. The span on multiples narrowed, ranging from 1.10 to 1.32, reflecting intrastate and interstate sales. At the CME Group, Grade AA butter closed on Wednesday at \$2.6200, up 23 cents from a week ago. Milk production in the PACIFIC NORTHWEST continues to slowly taper off seasonally. Hot weather reduced volumes above expected levels, but milk has rebounded some with cooler nighttime temperatures. More milk is being processed locally as plants are operating at less than capacity in some cases. UTAH and IDAHO milk levels are being negatively affected by hot weather in the region. Despite seasonal declines, processors report milk volumes above year ago due to increased cow numbers in the region. Milk prices have been favorable and dairies are holding on to cows longer to keep volumes up. Processors are expressing satisfaction with current milk trends related to demand. According to NASS, June milk production for the 23 surveyed states totals 16.2 billion pounds, 2.0% higher than a year ago. Monthly milk production per cow was 1,888 pounds. This is the highest production per cow for the month of June since the 23 State series began in 2003. The number of milk cows on farms in the 23 major states totaled 8.570 million head. June milk production changes from a year ago for selected Western states are: Arizona +2.1%, California +1.7%, Colorado +9.7%, Idaho +2.1%, New Mexico +1.3%, Oregon +1.4%, Utah +4.0%, and Washington +3.9%.

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

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

**NONFAT DRY MILK - CENTRAL AND EAST**

**CENTRAL:** Low/medium heat nonfat dry milk prices were mixed as FOB spot sales traded significantly lower while various indexes moved higher. The market tone is weakening as supplies are outpacing current demand. Production rates are mixed. Milk production is seasonally declining while a few plants are drying additional volumes of NDM. Domestic demand is light as purchasers are in a wait-and-see approach. Export interest is weak as Mexico and China have slowed orders considerably. Supplies of low/medium heat NDM are moderate to heavy. High heat NDM are mixed with FOB spot sales trading lower while some basing points increased. High heat NDM manufacturers are drying mostly for previously negotiated orders with limited volumes available for the spot market. Buyer interest is steady. Wednesday at the CME Group, Grade A NDM closed unchanged at \$1.6750, down 6 cents since last Wednesday.

**EAST:** Nonfat dry milk markets were mixed this week as prices based on various price indices increased the upper end of the range, while spot sales lowered prices on the low end of the range. Steady to heavy manufacturing milk supplies in the region are keeping drying schedules very active. Most NDM manufacturers are focusing on low heat NDM production as a way to most quickly clear the heavy milk volumes channeled to dryers. Inventories are building. Demand has declined as buyers are opting to limit purchases to cover immediate needs in a downward trending market. High heat nonfat dry milk supplies are tight and difficult to source, due to the heavy production schedules for low heat NDM. Buyer interest has recently improved.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A  
 LOW/MEDIUM HEAT: 1.6800 - 1.9725 MOSTLY: 1.7300 - 1.8950  
 HIGH HEAT: 1.8500 - 2.0225

**NONFAT DRY MILK - WEST**

Prices on the Western low/medium heat nonfat dry milk price series are mixed. The market tone is weak. Some confusion is apparent as market participants noted a recent unexpected uptick in some contract bases while others stepped lower. With several signals in the global market pointing to a downward trend, buyers expressed some disbelief in these higher prices. Others offered possible explanations of how timing on sales price entries ultimately could lead to a short-term shift in direction for some price series. Buyers are only filling near term needs on the FOB spot market. Those buyers with various basis related contracts indicate they are receiving loads on a timely schedule. A few market participants indicate Mexico has yet to return to the market in a big way. Contacts indicate NDM loads placed near the border did not generate buying interest at prices within the current range. Historical buying patterns suggest buyers in Mexico will eventually purchase NDM from U.S. sources, but most Q4 needs are unfilled. Manufacturers also indicate these are difficult times from either a cooperative or supply contract perspective. There is an obligation to process milk, but the downward trends for several end-product prices may be building in losses for manufacturers. Nonfat dry milk production is steady to lower, depending on overall manufacturing milk supplies within the Western milksheds. Low/medium heat nonfat dry milk inventories are building. High heat nonfat dry milk prices shifted lower and higher on light FOB spot interest. Production is intermittent at most plants.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A  
 LOW/MEDIUM HEAT: 1.6350 - 1.9150 MOSTLY: 1.7200 - 1.8700  
 HIGH HEAT: 1.8500 - 1.9500

**DRY BUTTERMILK - CENTRAL AND EAST**

**CENTRAL:** Prices for dry buttermilk shifted lower. The market tone is softening. Dryer priorities and increased condensed sales to ice cream accounts are restricting production to reduced levels. Buyer interest is light, while purchases are being made in a hand-to-mouth manner. Anecdotal comments are noted of import offers from the Oceania region. Some purchasers noted increased spot load offerings.

**EAST:** Dry buttermilk prices moved lower this week as spot sales and sales based on price indices moved lower. Spot sale prices are generally most often below index pricing and are shadowing the downward trending nonfat dry milk market. Production has increased this week as a major butter maker returned to full production following some scheduled maintenance. Demand for dry buttermilk has slowed as some buyers are holding off purchases for possible future price declines. Inventories are marginally increasing. The market undertone is weak.

F.O.B. CENTRAL/EAST: 1.6200 - 1.8200

**DRY BUTTERMILK - WEST**

Western dry buttermilk prices are mostly lower on a weak market. Sales to ice cream-type manufacturers are steady to lower, and demand from the bakery market sector is a few weeks away. The dry buttermilk FOB market is facing pressure from the declining domestic nonfat dry milk market and some lower prices from resellers trying to manage inventories. Dry buttermilk production is uneven as some churn operators view the butter market as volatile, with downside risk. Churning additional butter may add to that risk. Thus, cream buyers within and outside the Western region indicate cream supplies improved compared to last week. With less cream clearing to butter in the West, dry buttermilk production is also lower. Inventories are mostly unchanged.

F.O.B. WEST: 1.6300 - 1.8400 MOSTLY: 1.7000 - 1.8200

**DRY WHOLE MILK - NATIONAL**

Dry whole milk prices are higher on some contract and FOB spot sales. Market participants view this market as disconnected from its usual guideposts for pricing. End users report domestic manufacturers are reluctant to decrease prices on current offers and are limiting offers to weekly or monthly pricing. A few end users indicated they secured 6-month price guarantees through Oceania sellers after trying to shop domestically. U.S. manufacturers face this international competition as well as competition from other domestic manufacturers who are geared toward producing dry whole milk. Dry whole milk inventories are steady. Production is lower as some plant operators switch to drying NDM or SMP.

F.O.B. PRODUCING PLANT: 1.9700 - 2.2100

**CALIFORNIA MANUFACTURING PLANTS - NDM**

WEEK ENDING	PRICE	TOTAL SALES
July 18	\$1.8109	11,116,613
July 11	\$1.8043	11,695,253

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**

Whey prices in the Central region are steady on the bottom, but lower on the top of both the range and mostly series. The market tone is mixed as a growing divergence of prices amongst purchasers that are flexible, bargain shopping and those in need of specific material. Some buyers noted additional condensed whey available. Domestic demand is mixed as interest is tightly correlated to the user's supply situation. Export orders are ongoing. Production rates are mixed following lower seasonal milk intakes reducing cheese production. However, some manufacturers are ramping up whey streams for dry whey production. Inventories are adequate for current needs. Prices for animal feed whey are unchanged on light FOB spot trading. Buyer interest is active.

F.O.B. CENTRAL: .5700 - .7275 MOSTLY: .6250 - .6925  
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .4925 - .6375

**DRY WHEY - NORTHEAST**

Prices for dry whey moved lower on the upper end of the range, due to declines in various price indices. Production of dry whey is incrementally increasing as cheese production expands to fill new orders ahead of the upcoming school year. Demand is about steady with previous weeks' activity with a majority of product moving through contracts. Spot sale pricing is below contract pricing, providing the market with a weak undertone.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .6675 - .7425

**DRY WHEY - WEST**

Western dry whey prices were mixed this week as prices narrowed on both the full range and the mostly series. The market tone is also mixed as downward pressure from other milk protein sources weigh on the market. Conversely, whey production is lower as milk supplies into cheese plants contract. Whey stocks are tight with some brokers mentioning forward commitments for available supplies reducing spot availability. Demand for whey is unchanged. Most contract buyers are receiving loads on a timely basis. Spot buyers are finding loads harder to source.

NONHYGROSCOPIC: .6300 - .7075 MOSTLY: .6350 - .7050

**WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST**

Whey protein concentrate 34% prices are mostly lower. The market tone is mixed, with two-tier pricing prevalent on FOB spot loads offers and contracts. WPC 34% FOB spot load availability is steady from a few manufacturers, including loads in bags and totes. Some manufacturers report receiving requests for spot loads from off shore customers. Decisions on filling some of these FOB spot opportunities are pending as manufacturers consider inventories, projected near term production, and pricing. Production is variable, with various plants switching into other end products. Other plant operators report manufacturing milk intakes are seasonally lower and reducing weekly WPC 34% output. Inventory trends vary from plant to plant.

F.O.B. EXTRA GRADE 34% PROTEIN: 1.5000-1.7575 MOSTLY: 1.5350-1.6575

**LACTOSE - CENTRAL AND WEST**

Lactose prices shifted lower on a weak market. Although several manufacturers report they have light inventories and are not selling outside of contracts, steady FOB spot load availability from other producers is affecting the market. Conversely, producers are also receiving inquiries from potential new buyers in the Middle East and Asia for FOB spot loads. Lactose production is uneven, with some declines as manufacturing milk supplies decrease. However, at a few plants, changes in protein end products are yielding additional lactose quantities. Inventories range from moderate to ample.

Including spot sales and up to 3 month contracts.

F.O.B. EDIBLE, NON PHARMACEUTICAL .3500-.6500 MOSTLY: .5000-.5925

**CASEIN - NATIONAL**

Prices for casein are unchanged this week. Production in Europe is increasing as prices for skim milk powder have declined. Demand for rennet casein is steady to weak with some buyers monitoring their inventories closely and purchasing in smaller volumes to cover near term commitments. Demand for acid casein remains fairly good. The outlook for increased production in the coming weeks has given the market a weak undertone.

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: 4.6500 - 5.0000  
ACID: 4.8000 - 5.4000

U.S. Dairy Cow Slaughter (000 head) under Federal Inspection & Comparable Week 2013

WEEK ENDING	2014 WEEKLY DAIRY COWS	2014 CUMULATIVE DAIRY COWS	2013 WEEKLY DAIRY COWS	2013 CUMULATIVE DAIRY COWS
07/05/2014	41.6	1,448.7	47.2	1,623.0

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

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

CLASS III MILK PRICES (3.5% BF)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2009	10.78	9.31	10.44	10.78	9.84	9.97	9.97	11.20	12.11	12.82	14.08	14.98
2010	14.50	14.28	12.78	12.92	13.38	13.62	13.74	15.18	16.26	16.94	15.44	13.83
2011	13.48	17.00	19.40	16.87	16.52	19.11	21.39	21.67	19.07	18.03	19.07	18.77
2012	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
2013	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95

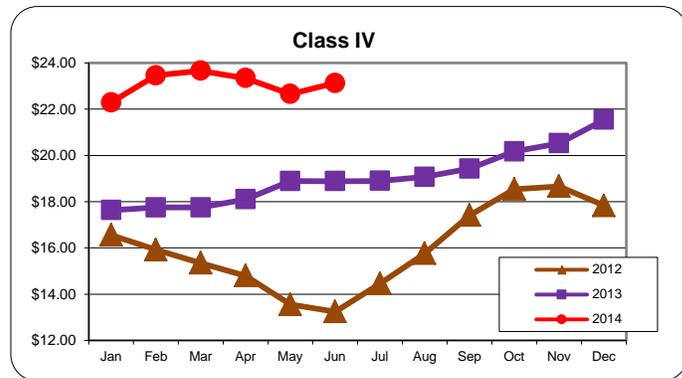
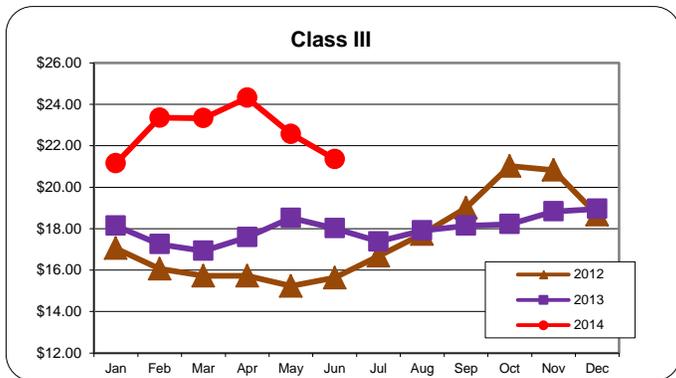
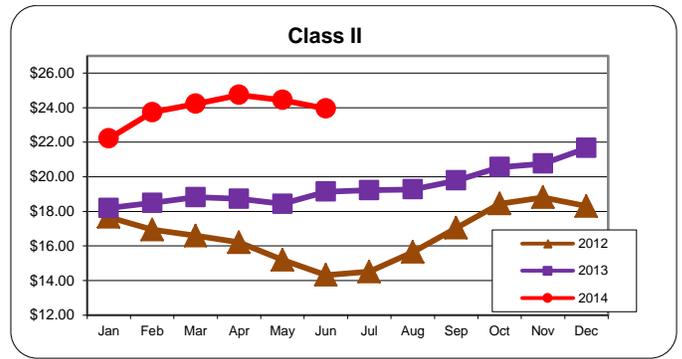
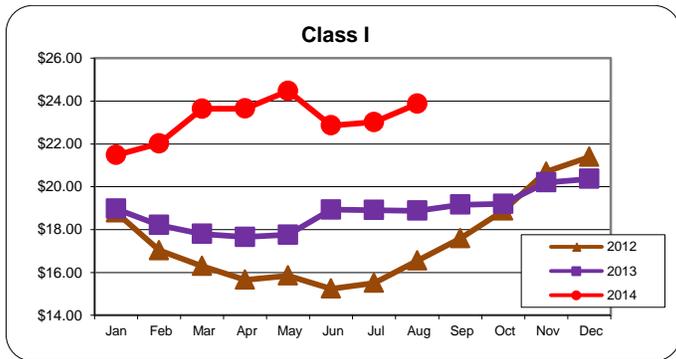
CLASS IV MILK PRICES (3.5%)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2009	9.59	9.45	9.64	9.82	10.14	10.22	10.15	10.38	11.15	11.86	13.25	15.01
2010	13.85	12.90	12.92	13.73	15.29	15.45	15.75	15.61	16.76	17.15	16.68	15.03
2011	16.42	18.40	19.41	19.78	20.29	21.05	20.33	20.14	19.53	18.41	17.87	16.87
2012	16.56	15.92	15.35	14.80	13.55	13.24	14.45	15.76	17.41	18.54	18.66	17.83
2013	17.63	17.75	17.75	18.10	18.89	18.88	18.90	19.07	19.43	20.17	20.52	21.54

FEDERAL MILK ORDER CLASS PRICES FOR 2014 (3.5%)

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I 1/	21.48	22.02	23.64	23.65	24.47	22.86	23.02	23.87				
II	22.21	23.73	24.22	24.74	24.44	23.94						
III	21.15	23.35	23.33	24.31	22.57	21.36						
IV	22.29	23.46	23.66	23.34	22.65	23.13						

1/ Specific order differentials to be added to this base price can be found by going to: [www.ams.usda.gov/DairyMarketingStatistics](http://www.ams.usda.gov/DairyMarketingStatistics); then select "Prices"; and then select "Principal Pricing Points."



## ORGANIC DAIRY MARKET NEWS

Information gathered July 14 - 25, 2014

## ORGANIC DAIRY FLUID OVERVIEW

**Organic Dairy News.** Although the severe drought affecting organic dairy herds in parts of California is not present in many parts of Washington state and the Northwest, there is a regional impact on western organic dairy producers. Organic hay is moving from Washington to California to feed organic cows in drought areas.

Washington organic producers not raising all of the hay they need, are bidding against California organic producers for organic hay. Currently organic hay is selling in Washington for up to \$350 per ton. Super quality organic hay "is already gone". Organic feed corn is even more expensive in Washington. Current prices are near \$750 a ton, having increased from \$650 at the end of the last growing season.

With the organic pay price generating about \$600 a ton for organic milk for some Washington organic dairy producers, supplementing feed with organic feed corn costing more than what organic milk brings is not logical. Yet not using some organic feed corn as a supplement tends to keep milk production lower.

Organic feed prices are also increasing due to interest by some international customers to buy organic feed for export.

Hay and feed price levels in the face of little movement in organic milk pay prices, often in the range of \$30 per hundredweight, is having an impact. With about 40 organic dairy producers in Washington, 1 recently converted to conventional dairy, 1 is planning to sell out next week, and 2 more producers expect to leave organic milk production by fall.

The high prices organic cows bring at slaughter auctions are drawing some producers to sell cows into slaughter, especially cows getting older that would have been kept milking in recent years, but are now going to the organic beef market.

At a recent auction in Oregon, organic cows were sold for slaughter for as much as \$1.96 a pound, versus \$1.36 for conventional cows. These prices for organic cows at slaughter will result in many of the cows from the Washington organic dairy producers leaving organic farming, being sold for slaughter rather than to other organic dairy operations.

Nevertheless, there is a trend of large organic dairy operations in Texas and parts of the south, seeking to expand. To that end, there is some effort by those organic producers to "aggressively" seek to buy organic cows from producers leaving organic dairy farming. There are continuing shifts in cow numbers, herd size, and organic milk production, toward Texas and the south.

Organic hay in New York is not as expensive as in the West. Both square bales weighing approximately 440 pounds, and square bales weighing approximately 750 pounds, are selling for \$175 a ton for first cutting and \$225 a ton for second cutting.

The tightness of organic milk supplies is also affecting prices on the secondary market for organic dairy powders, such as WPC 80 and nonfat dry milk. The secondary market typically involves smaller 3,000 to 10,000 pound lots of product, sold by food manufacturers.

Even at the end of last year this secondary product was often sold primarily to move it before it aged too much, rather than hold for future food processing, with price a factor but moving it a more significant consideration. This year general pricing on secondary markets has moved closer to primary markets, citing the tightness of organic milk and hence, dairy powders. The current situation has also made it easier to find buyers for product in the organic dairy secondary market.

## ORGANIC DAIRY RETAIL OVERVIEW

## NATIONALLY ADVERTISED PRICE COMPARISON

**Organic Dairy Overview.** The only organic dairy ads this period are for milk and yogurt. There are above average numbers of organic milk ads, below average numbers of organic yogurt ads, with slightly below average total organic dairy ad numbers.

Last year at this time, there were slightly more organic milk ads than currently. Organic yogurt ads have declined in number by over one fourth from this reporting period last year. Total organic dairy ads are 20% below the number one year ago.

Advertising information presented is compiled from nearly 14,000 surveyed newspaper supermarket ads for the period July 14 to July 25, 2014, identifying weekly "specials" and containing organic dairy content. Surveyed ads reflect advertised "specials" and not the range of non-advertised supermarket cooler prices.

Complete results of this bi-weekly survey providing additional graphs, tables, and regional delineation, follow at the end of Dairy Market News, or can be accessed at: <http://www.ams.usda.gov/AMSV1.0/DairyRetailReport>

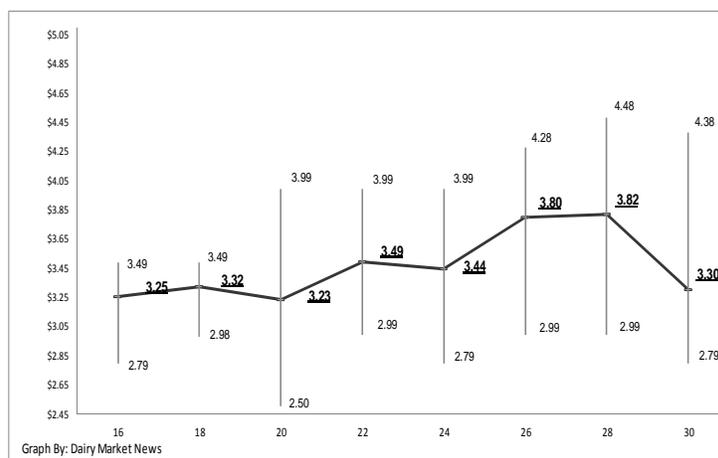
**Regional Organic Dairy Ad Trends.** Organic dairy ads appeared in all 6 regions. The percentage change in ad numbers increased from two weeks ago in the Midwest, +147%; Southeast, +580%; and South Central, +29%. The percentage declined in the Northeast, -66%; Southwest, -34%; and Northwest, -27%.

**Organic Milk Half Gallons.** The U.S. weighted average advertised price of organic milk half gallons is \$3.30, down 52 cents from 2 weeks ago. One year ago the national price was \$3.36.

The lowest price is down 20 cents to \$2.79, while the top of the price range is down 10 cents to \$4.38. The lowest advertised price, \$2.79, is advertised in the Southwest and South Central regions. The highest advertised price, \$4.38, is found in the Midwest. There are no ads for half gallon organic milk in the Northeast.

**Organic - Conventional Milk Half Gallon Price Spread.** The conventional-organic milk half gallon price spread is \$.94. Last year at this time, the price spread was \$1.36. The spread is calculated from the organic milk half-gallon price, \$3.30, and the conventional milk half gallon average advertised price of \$2.36. The price spread this year has ranged between \$0.67 and \$2.55.

## U.S. Advertised Organic Milk Half Gallon Price Range and



## Weighted Average Advertised Price by 2014 Week

## ORGANIC DAIRY MARKET NEWS

Information gathered July 14 - 25, 2014

CONTINUED ON PAGE 8-A  
CONTINUED FROM PAGE 8

**Organic Milk Gallons.** The U.S. weighted average advertised price of organic milk gallons is \$6.38. There were no ads 2 weeks ago. One year ago the national price was \$5.63 and there were over three times as many ads as this year. Prices range from \$5.79 in the Southeast and South Central regions, to \$6.99 in the Northeast and Midwest..

**Organic 8 Ounce Milk.** Ad volume for organic 8 ounce milk is almost double the bi-weekly average for this year. The U.S. weighted average advertised price is \$1.19, up 35 cents from two weeks ago. One year ago the national price was \$1.00. There are over twice as many ads this year as there were last year during this period. All ads this year are priced \$1.19, for a store brand offered by a national supermarket chain.

**Organic Yogurt.** All organic yogurt ads are for 4-6 ounce organic Greek yogurt. The national average price is \$1.13, up 8 cents from two weeks ago and up 7 cents from one year ago. The lowest priced ads are in the Southeast, \$1.00, while the highest priced ads, \$1.50, are in the Northeast and Southeast. There are nearly 60% more ads for 4-6 ounce organic yogurt this period than one year ago.

	LOW	HIGH	RANGE
<b>FLAVMILK - half gallon</b>			
<b>All fat tests</b>	<b>4.09</b>	<b>5.69</b>	<b>1.60</b>
<b>YOGURT</b>			
<b>Yogurt - 4-6 oz</b>			
<b>Yogurt</b>	<b>0.49</b>	<b>0.99*</b>	<b>0.50*</b>
<b>CHEESE</b>			
<b>Cheese - 8 oz block</b>			
<b>Mozzarella</b>	<b>3.75</b>	<b>6.49*</b>	<b>2.74*</b>
<b>Mild Cheddar</b>	<b>3.69</b>	<b>5.39</b>	<b>1.70</b>
<b>Monterey Jack</b>	<b>3.39</b>	<b>6.99*</b>	<b>3.60*</b>
<b>Pepper Jack</b>	<b>3.49</b>	<b>6.99*</b>	<b>3.50*</b>
<b>Cheese - 6 oz string</b>			
<b>Mozzarella</b>	<b>3.99</b>	<b>5.99*</b>	<b>2.00*</b>
<b>Colby Jack</b>	<b>3.89</b>	<b>5.99*</b>	<b>2.10*</b>
<b>BUTTER</b>			
<b>Butter - 1 Pound</b>	<b>4.99</b>	<b>6.79</b>	<b>1.80</b>

\* = Price change from prior reporting period.

## 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. 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 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.

While Wisconsin has more organic dairy producers than any other state, half gallon containers of private label organic milk bottled in Colorado, as well as in Idaho, were noted in Wisconsin supermarkets this period.

ORGANIC MILK, YOGURT, CHEESE, BUTTER PRICE RANGE  
2014 REPORTING WEEK 30

	MADISON, WISCONSIN		
	LOW	HIGH	RANGE
	(in Dollars)		
<b>FLUID MILK</b>			
<b>MILK - gallon</b>			
<b>Whole</b>	<b>5.50*</b>	<b>7.49</b>	<b>1.99*</b>
<b>Reduced fat (2%)</b>	<b>5.50*</b>	<b>7.49</b>	<b>1.99*</b>
<b>Low fat (1%)</b>	<b>5.50*</b>	<b>7.49</b>	<b>1.99*</b>
<b>Nonfat (Skim)</b>	<b>5.50*</b>	<b>7.49</b>	<b>1.99*</b>
<b>MILK - half gallon</b>			
<b>Whole</b>	<b>3.49*</b>	<b>5.19</b>	<b>1.70*</b>
<b>Reduced fat (2%)</b>	<b>3.49*</b>	<b>5.19</b>	<b>1.70*</b>
<b>Low fat (1%)</b>	<b>3.49*</b>	<b>5.19</b>	<b>1.70*</b>
<b>Nonfat (Skim)</b>	<b>3.49*</b>	<b>5.19</b>	<b>1.70*</b>

## ORGANIC GRAIN AND FEEDSTUFF MARKETS:

Prices are trending mostly steady on organic corn and soybeans, mixed on organic wheat, and steady on all other reported grains. Market activity is slow to moderate for organic corn and soybeans, moderate to active on organic wheat, and slow to moderate on the balance of reported grains. Demand for organic corn and soybeans is light to moderate, organic wheat good, and on the remainder of grains light to moderate. Industry continues to closely monitor and discuss the mixed organic wheat yields and the potential future yields for organic corn and soybeans.

Additional livestock and grain market news information is available at: [www.ams.usda.gov/LSMarketNews](http://www.ams.usda.gov/LSMarketNews)

MONTHLY COLD STORAGE REPORT – TOTAL U.S. STOCKS

NOTE: Data for this report is collected from public, private and semiprivate warehouses, apple houses, and meat packing plants where food products are generally stored for 30 days or more. Commodities in space owned or leased and operated by the armed services are not reported. Food stocks held under bond are included in the storage data.

All stocks in thousand pounds except where otherwise indicated

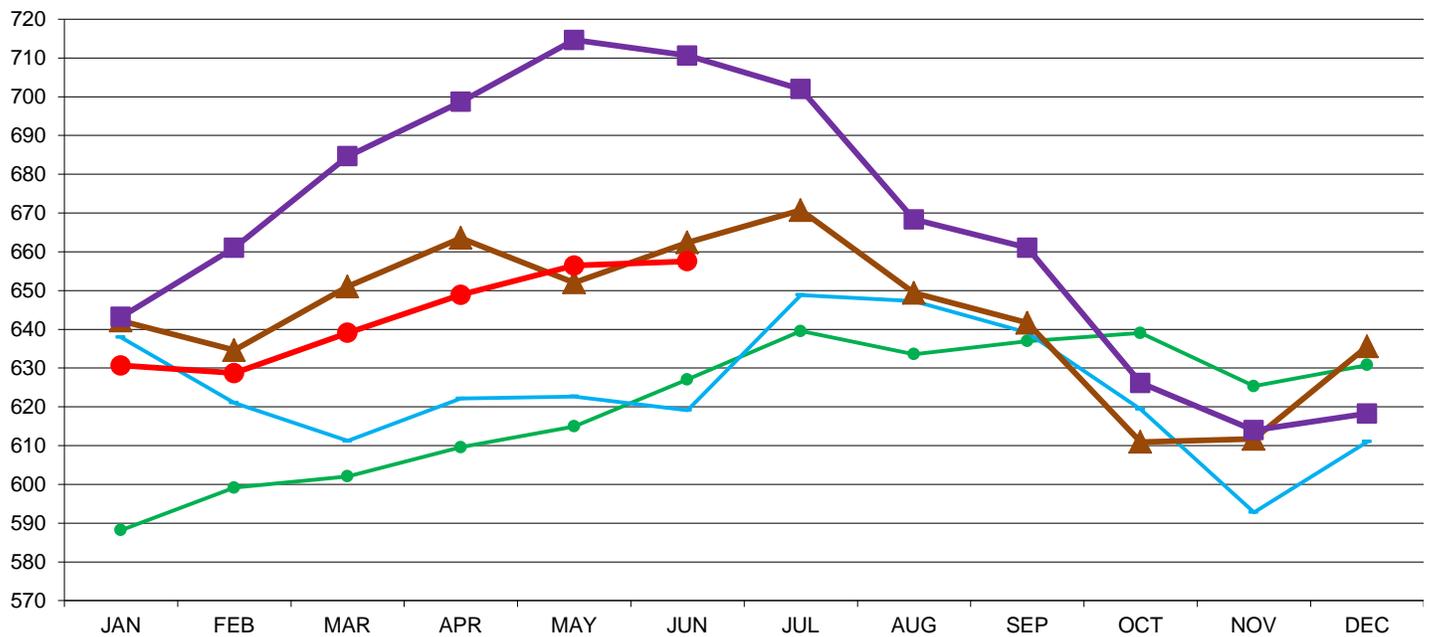
U.S. HOLDINGS OF DAIRY PRODUCTS						
COMMODITY	MAY 31, 2012	MAY 31, 2013	REVISED MAY 31, 2014	JUNE 30, 2012	JUNE 30, 2013	JUNE 30, 2014
Butter	261,586	321,954	192,569	243,235	318,893	186,128
Cheese, Natural American	652,052	714,637	656,446	662,387	710,604	657,531
Cheese, Swiss	29,576	29,051	30,538	30,377	31,347	31,478
Cheese, Other Natural	387,458	406,351	378,556	402,201	407,426	372,526
Total Cheese	1,069,086	1,150,039	1,065,540	1,094,965	1,149,377	1,061,535

JUNE STORAGE HOLDINGS BY REGION									
REGION	Natural American Cheese			Butter *			Other Natural Cheese		
	2012	2013	2014	2012	2013	2014	2012	2013	2014
New England	39,402	47,866	59,875	---	---	---	801	858	713
Middle Atlantic	51,365	53,829	61,886	---	---	---	17,851	21,819	23,738
East North Central	293,628	303,259	237,240	---	---	---	290,937	284,498	244,326
West North Central	95,676	105,681	107,109	---	---	---	37,185	37,407	45,377
South Atlantic	39	683	688	---	---	---	6,379	9,386	4,465
East South Central	5,267	5,791	5,180	---	---	---	13,816	15,100	17,404
West South Central	15,796	12,431	19,818	---	---	---	1,086	525	534
Mountain	49,675	53,186	57,724	---	---	---	7,035	4,831	2,260
Pacific	111,539	127,878	108,011	---	---	---	27,111	33,002	33,709
TOTAL	662,387	710,604	657,531	243,235	318,893	186,128	402,201	407,426	372,526

\*Regional breakdowns are not reported to avoid possible disclosure of individual operations.

U.S. NATURAL AMERICAN CHEESE COLD STORAGE HOLDINGS

MILLION POUNDS



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

● 2010    ◆ 2011    ▲ 2012    ■ 2013    ● 2014

## JUNE MILK PRODUCTION

Milk production in the 23 major States during June totaled 16.2 billion pounds, up 2.0 percent from June 2013. May revised production at 16.9 billion pounds, was up 1.6 percent from May 2013. The May revision represented an increase of 25 million pounds or 0.1 percent from last month's preliminary production estimate. Production per cow in the 23 major States averaged 1,888 pounds for June. This is the highest production per cow for the month of June since the 23 State series began in 2003. Milk production in the United States during the April - June quarter totaled 52.8 billion pounds, up 1.6 percent from the April - June quarter last year. The average number of milk cows in the United States during the quarter was 9.25 million head, 39,000 head more than the January - March quarter.

STATE	MILK COWS <sup>1/2/</sup>				MILK PRODUCTION <sup>1/3/</sup>			
	JUNE		APRIL - JUNE		JUNE		APRIL - JUNE	
	2013 <sup>4/</sup>	2014	2013 <sup>4/</sup>	2014	2014	% CHANGE FROM 2013	2014	% CHANGE FROM 2013
	THOUSANDS				MILLION LBS.	PERCENT	MILLION LBS.	PERCENT
AL	--	--	--	8.5	--	--	31.0	-8.8
AK	--	--	--	0.3	--	--	0.9	12.5
AZ	--	193	--	192.0	386	2.1	1,237.0	3.1
AR	--	--	--	7.5	--	--	23.0	-23.3
CA	--	1,779	--	1,779.0	3,549	1.7	10,979.0	1.4
CO	--	145	--	144.0	306	9.7	914.0	9.7
CT	--	--	--	19.0	--	--	97.0	-1.0
DE	--	--	--	4.7	--	--	24.5	-0.8
FL	--	123	--	123.0	207	2.5	669.0	3.4
GA	--	--	--	81.0	--	--	452.0	7.4
HI	--	--	--	2.2	--	--	7.8	-1.3
ID	--	577	--	574.0	1,180	2.1	3,519.0	2.0
IL	--	95	--	95.0	157	2.6	486.0	---
IN	--	177	--	177.0	324	1.6	991.0	0.4
IA	--	207	--	207.0	387	1.0	1,181.0	-0.1
KS	--	142	--	141.0	262	7.4	802.0	7.1
KY	--	--	--	65.0	--	--	272.0	-4.2
LA	--	--	--	15.0	--	--	56.0	-3.4
ME	--	--	--	30.0	--	--	152.0	-3.2
MD	--	--	--	50.0	--	--	254.0	2.0
MA	--	--	--	12.5	--	--	61.0	---
MI	--	386	--	384.0	795	3.2	2,408.0	3.2
MN	--	460	--	460.0	761	0.1	2,314.0	-0.3
MS	--	--	--	13.0	--	--	50.0	-2.0
MO	--	--	--	91.0	--	--	373.0	1.1
MT	--	--	--	14.0	--	--	79.0	3.9
NE	--	--	--	54.0	--	--	303.0	1.3
NV	--	--	--	29.0	--	--	179.0	8.5
NH	--	--	--	14.0	--	--	71.0	4.4
NJ	--	--	--	7.0	--	--	33.0	---
NM	--	323	--	323.0	688	1.3	2,102.0	0.4
NY	--	615	--	615.0	1,150	0.3	3,475.0	0.1
NC	--	--	--	45.0	--	--	251.0	2.4
ND	--	--	--	16.5	--	--	83.0	-6.7
OH	--	266	--	266.0	451	-1.5	1,385.0	-2.5
OK	--	--	--	40.0	--	--	186.0	-11.4
OR	--	125	--	125.0	218	1.4	667.0	2.6
PA	--	530	--	530.0	882	0.2	2,715.0	-0.4
RI	--	--	--	0.9	--	--	4.4	-6.4
SC	--	--	--	16.0	--	--	72.0	---
SD	--	97	--	97.0	177	5.4	530.0	5.8
TN	--	--	--	46.0	--	--	200.0	-1.5
TX	--	468	--	463.0	866	8.3	2,678.0	9.0
UT	--	95	--	95.0	180	4.0	536.0	3.1
VT	--	131	--	131.0	224	1.4	676.0	0.6
VA	--	93	--	93.0	149	4.2	461.0	2.2
WA	--	274	--	273.0	562	3.9	1,695.0	3.6
WV	--	--	--	9.0	--	--	37.0	-9.8
WI	--	1,269	--	1,269.0	2,316	0.6	7,011.0	0.2
WY	--	--	--	6.0	--	--	33.0	0.9
23 STATE TOTAL	--	8,570	--	---	16,177	2.0	---	---
U.S. <sup>5/6/</sup>	--	--	--	9,253.0	--	--	52,817.0	1.6

<sup>1/</sup> Preliminary. <sup>2/</sup> Includes dry cows, excludes heifers not yet fresh. <sup>3/</sup> Excludes milk sucked by calves. <sup>4/</sup> Survey was not conducted in April and July, resulting in no milk cow data for March through June. <sup>5/</sup> Includes states for which individual monthly estimates are not available. <sup>6/</sup> Milk cows will not add due to rounding. **Source:** U.S. Department of Agriculture, National Agricultural Statistics Service, *Milk Production, July 2014*.

FEDERAL MILK ORDER ADVANCE PRICES, AUGUST

**Base Class I Price:** Under the Federal milk order pricing system, the base Class I price for August 2014 is \$23.87 per cwt. This price is derived from the advanced Class IV skim milk pricing factor of \$15.22 and the advanced butterfat pricing factor of \$2.6235. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price.

**Comparison to Previous Month:** The base Class I price increased \$0.85 per cwt when compared to the previous month of July 2014. For selected consumer products, the price changes are: whole milk (3.25% milk fat), \$0.81 per cwt, \$0.070 per gallon; reduced fat milk (2%), \$0.57 per cwt, \$0.049 per gallon; fat-free (skim milk), \$0.31 per cwt, \$0.027 per gallon.

**Class II Price Information:** The advanced Class IV skim milk pricing factor is \$15.22. Thus, the Class II skim milk price for August 2014 is \$15.92 per cwt, and the Class II nonfat solids price is \$1.7689.

**Product Price Averages:** The two-week product price averages for August 2014 are: butter \$2.3379, nonfat dry milk \$1.8763, cheese \$2.0445 and dry whey \$0.6873.

FEDERAL MILK ORDER CLASS I PRICE INFORMATION <sup>1/2/</sup>				
Federal Milk Order Marketing Area <sup>3/</sup>	Order Number	August 2014		
		Class I Price (3.5%)	Class I Skim Milk Price	Class I Butterfat Price
		<u>\$ per cwt.</u>	<u>\$ per cwt.</u>	<u>\$ per pound</u>
Northeast (Boston) <sup>4/</sup>	001	27.12	18.47	2.6560
Appalachian (Charlotte) <sup>5/</sup>	005	27.27	18.62	2.6575
Florida (Tampa) <sup>6/</sup>	006	29.27	20.62	2.6775
Southeast (Atlanta) <sup>7/</sup>	007	27.67	19.02	2.6615
Upper Midwest (Chicago) <sup>8/</sup>	030	25.67	17.02	2.6415
Central (Kansas City) <sup>9/</sup>	032	25.87	17.22	2.6435
Mideast (Cleveland) <sup>10/</sup>	033	25.87	17.22	2.6435
Pacific Northwest (Seattle) <sup>11/</sup>	124	25.77	17.12	2.6425
Southwest (Dallas) <sup>12/</sup>	126	26.87	18.22	2.6535
Arizona (Phoenix)	131	26.22	17.57	2.6470
All-Market Average		26.76	18.11	2.6524

<sup>1/</sup> To convert the Class I price per 100 pounds to the Class I price per gallon, divide by 11.63 - the approximate number of gallons in 100 pounds of milk.

<sup>2/</sup> Note: The mandatory \$0.20 per cwt. processor assessment under the Fluid Milk Promotion Order is not included in the Class I prices shown on this table.

<sup>3/</sup> Names in parentheses are the major city in the principal pricing point of the markets.

<sup>4/</sup> Class I prices at other cities are: New York City, minus \$0.10; Philadelphia, minus \$0.20; Baltimore, minus \$0.25, and Washington, DC, minus \$0.25.

<sup>5/</sup> Class I prices at other cities are: Knoxville, minus \$0.20 and Louisville, minus \$1.10.

<sup>6/</sup> Class I prices at other cities are: Orlando, same; Miami, plus \$0.60; and Jacksonville, minus \$0.40.

<sup>7/</sup> Class I prices at other cities are: New Orleans, same; Memphis, minus \$0.90; Nashville, minus \$0.90; and Springfield, MO, minus \$1.40.

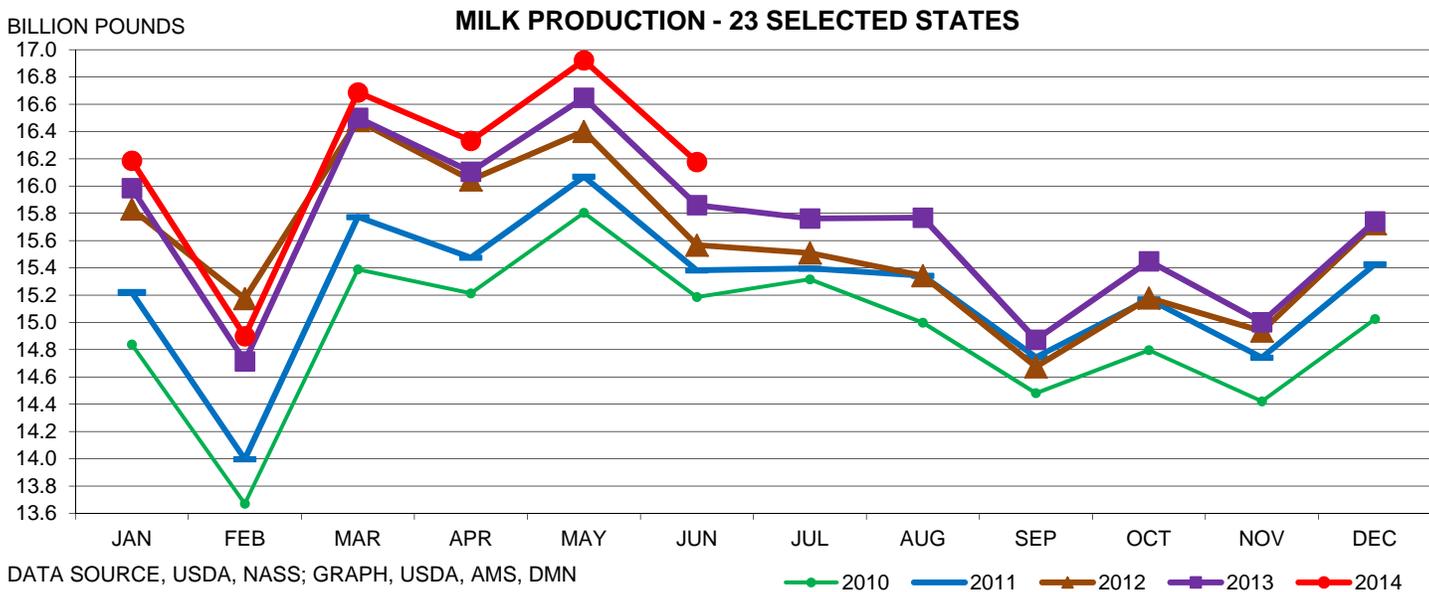
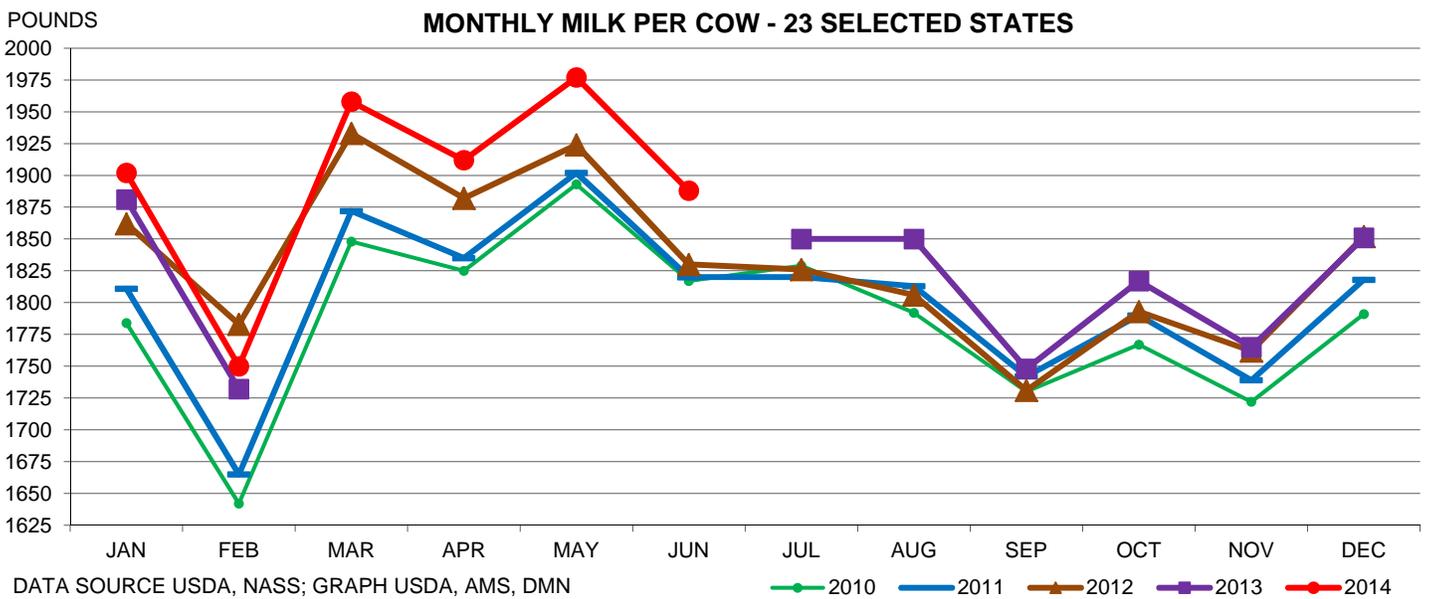
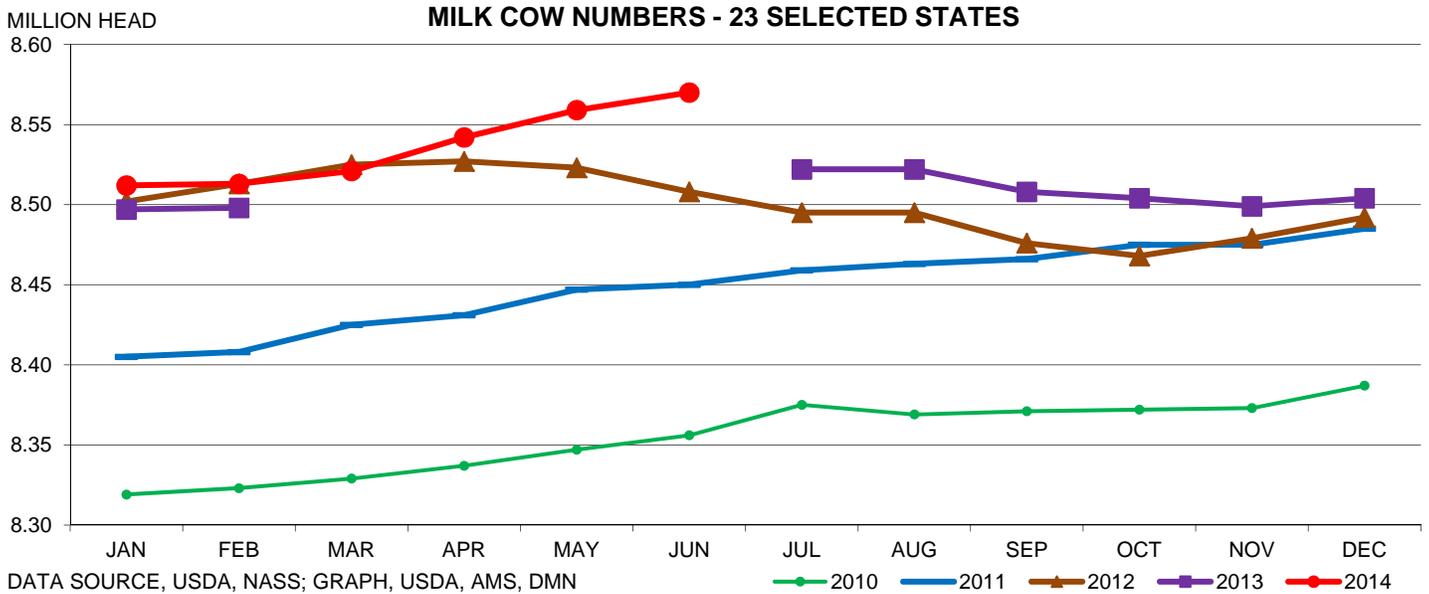
<sup>8/</sup> Class I prices at other cities are: Milwaukee, minus \$0.05; and Minneapolis, minus \$0.10.

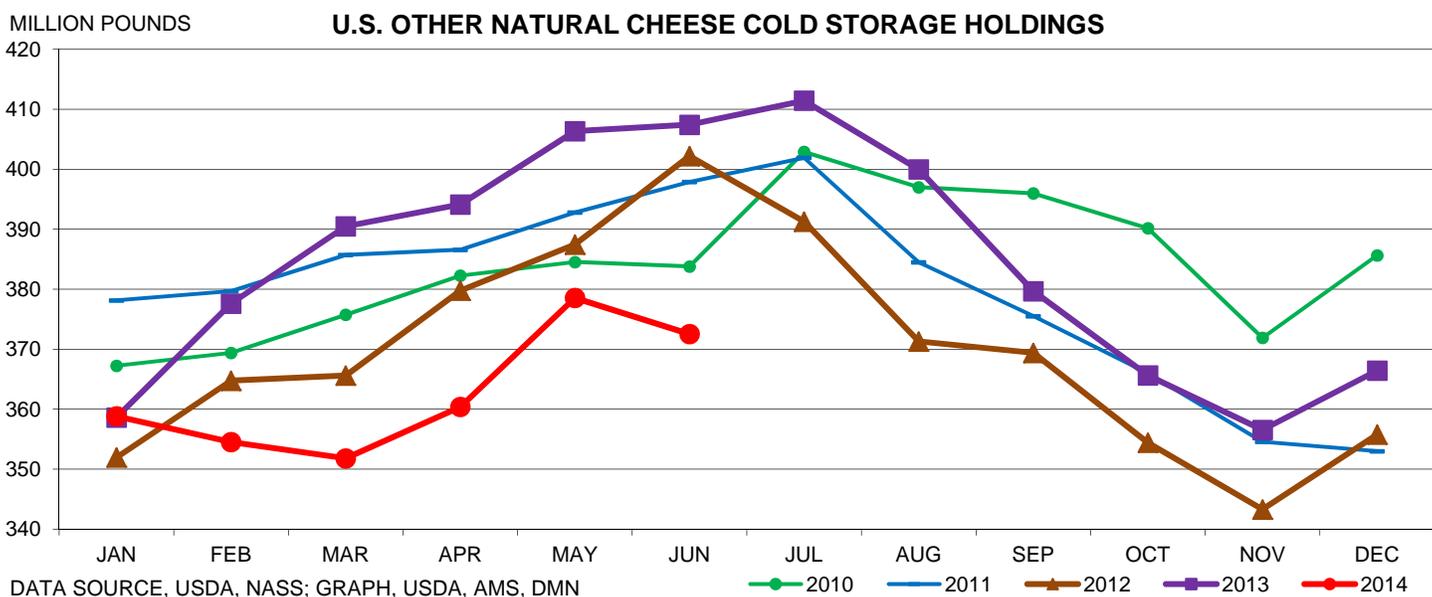
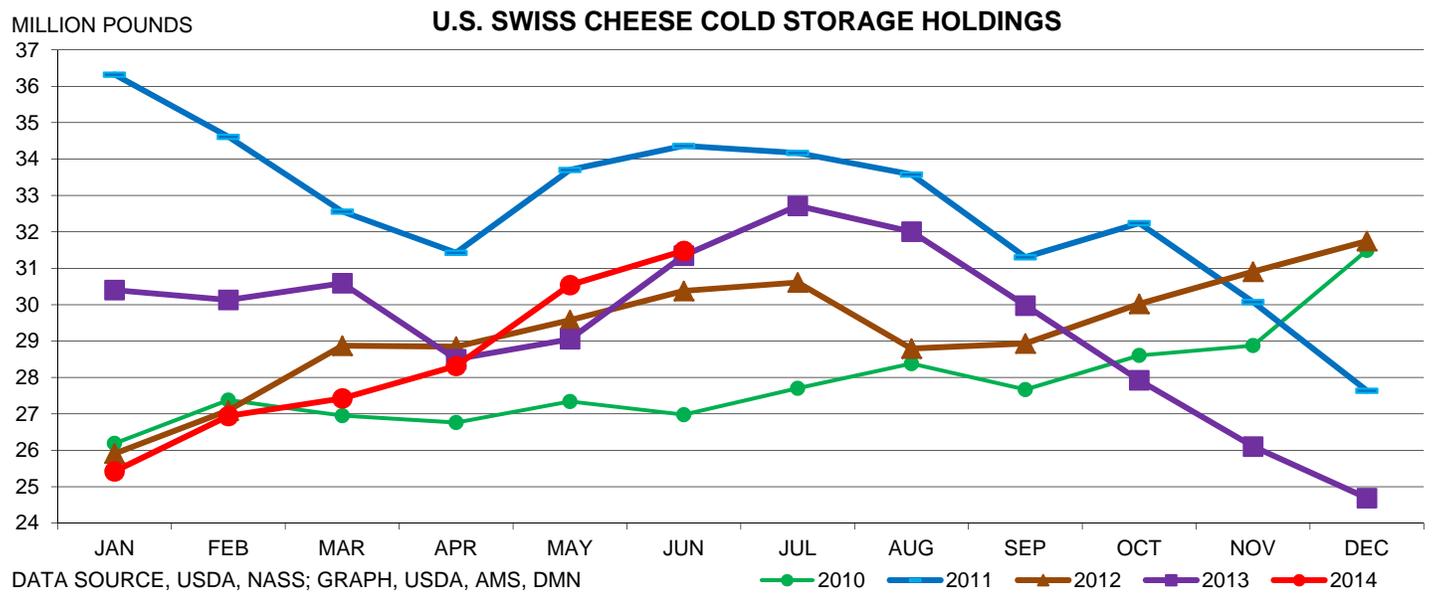
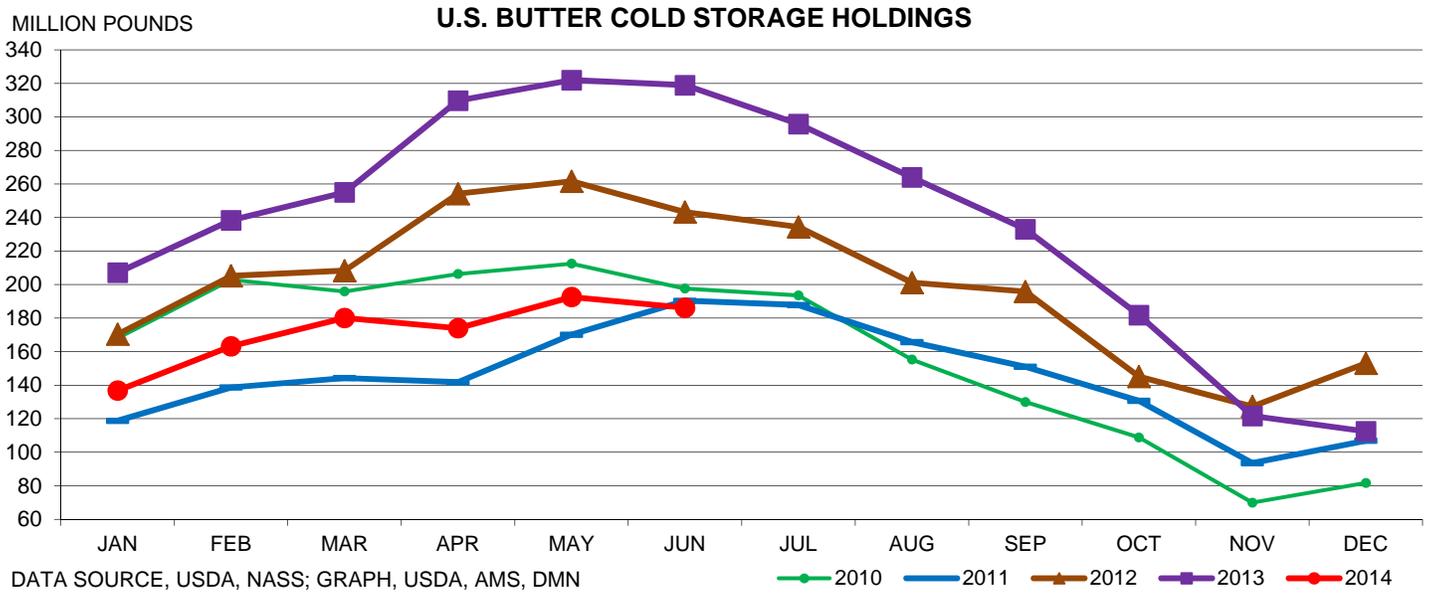
<sup>9/</sup> Class I prices at other cities are: Des Moines, minus \$0.20; Omaha, minus \$0.15; Oklahoma City, plus \$0.60; St. Louis, same; and Denver, plus \$0.55.

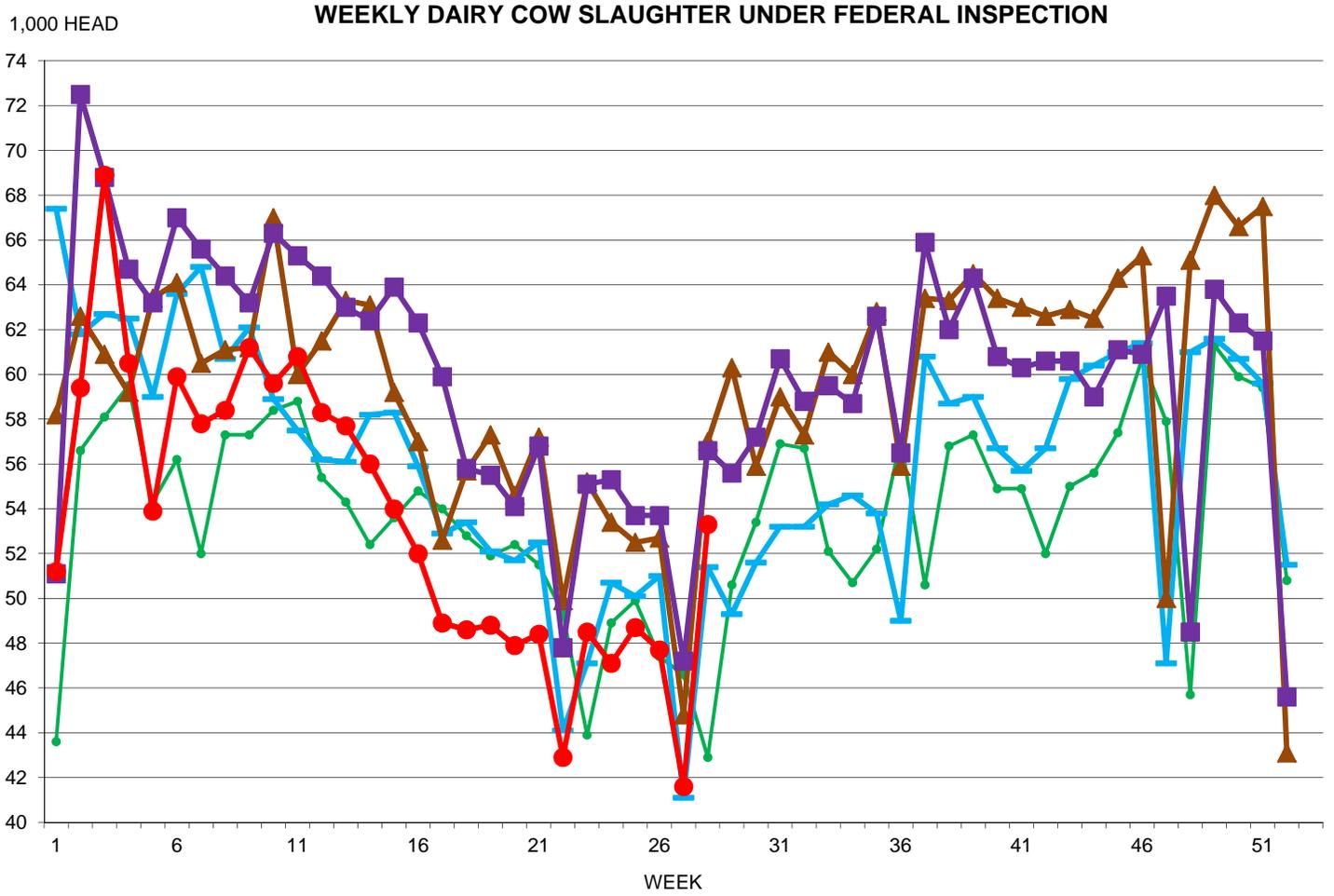
<sup>10/</sup> Class I prices at other cities are: Indianapolis, same; Cincinnati, plus \$0.20; Pittsburgh, plus \$0.10; and Detroit, minus \$0.20.

<sup>11/</sup> Class I prices at other cities are: Portland, same; and Spokane, same.

<sup>12/</sup> Class I prices at other cities are: Houston, plus \$0.60; San Antonio, plus \$0.45; Albuquerque, minus \$0.65; and El Paso, minus \$0.75.







DATA SOURCES, USDA, NASS & AMS, LMN; GRAPH, USDA, AMS, DMN

—●— 2010    —▲— 2011    —▲— 2012    —■— 2013    —●— 2014

# DAIRY MARKET NEWS

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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>

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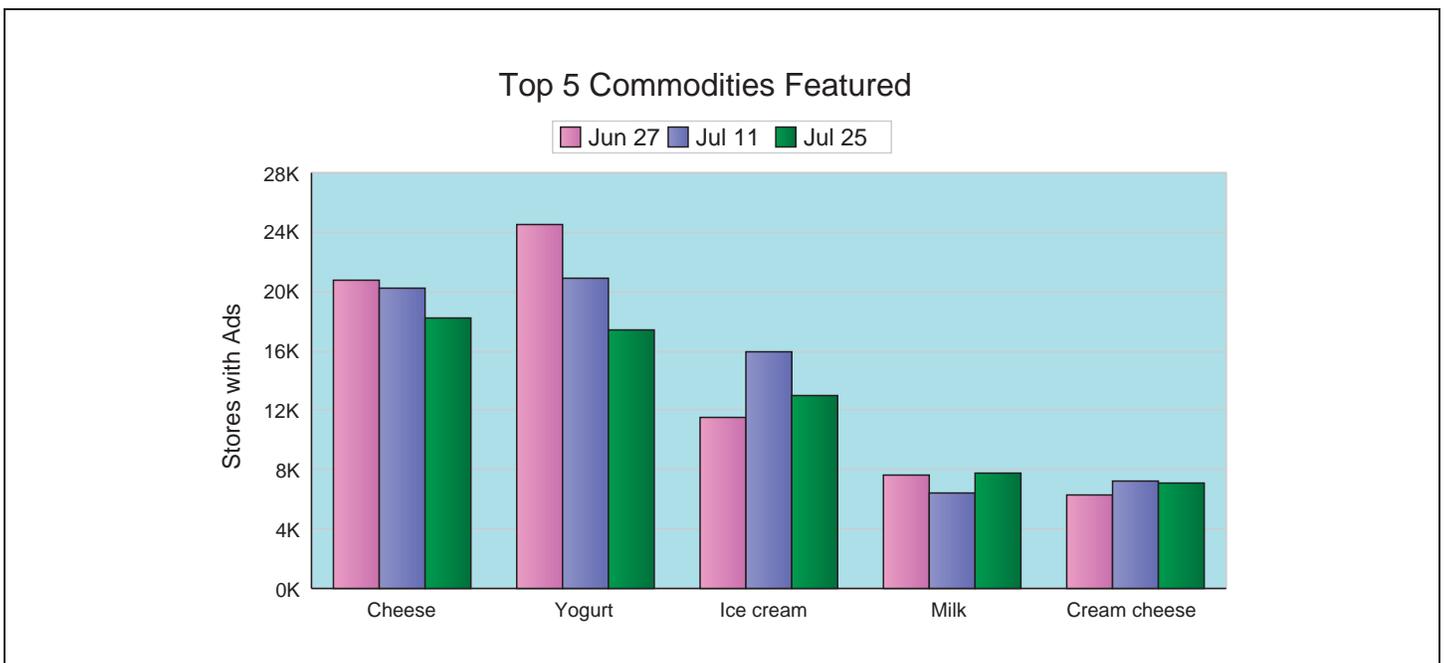
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets 07/14 to 07/25

Advertising of dairy products was mostly lower following the 4th of July holiday period. Combined cheese ads were down 10%, milk features up 9% and yogurt ads down 15%. Cottage cheese in the 16 oz. package had ads up 60% from two weeks ago and the weighted average price at \$2.20 compared to \$2.25 two weeks ago. Sour cream in 16 oz. packages was featured 73% less than two weeks ago. Sour cream averaged \$1.78, compared to \$1.82 two weeks ago. Ice cream ads were down 18% with the 48-64 oz. containers priced at \$3.17 compared to \$3.15 two weeks ago.

The national weighted average advertised price of 8 oz. shredded cheese was the most heavily featured cheese item. Packages averaged \$2.33, down 25 cents from two weeks ago, but 9 cents higher than a year ago. One pound block cheese ads were over 4 times higher than two weeks ago. The weighted average price was \$4.40, up 41 cents from two weeks ago and 26 cents higher than last year.

The most advertised yogurt product was the 4-6 oz. package of Greek yogurt. The weighted average price was \$0.99, up 1 cent from two weeks ago and the same as last year. The price for 4-6 oz. yogurt was \$0.48, 5 cents lower than two weeks ago and 2 cents lower than a year ago.

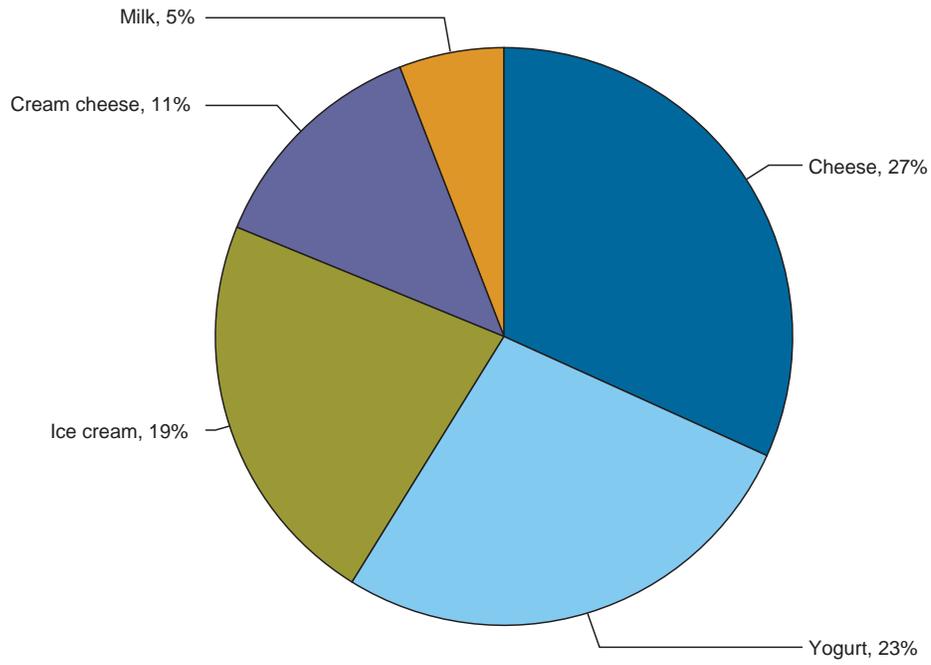
The conventional-organic milk half gallon price spread is 94 cents. The spread is calculated from the conventional milk half gallon average advertised price of \$2.36, and the organic milk half-gallon price, \$3.30.



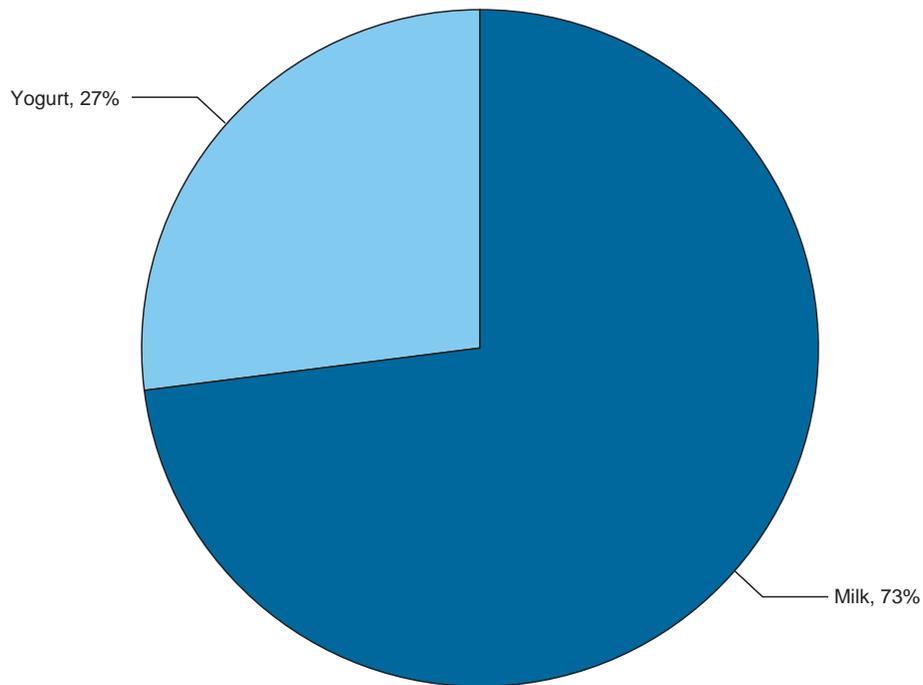
1 -- Dairy Market News surveys nearly 100 retailers, comprising over 14,000 individual stores, with online weekly advertised features.

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 PERIOD		TWO WEEKS AGO		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	3076	3.49	3970	3.04	3268	2.53
Cheese	Natural Varieties	8 oz block	4905	2.57	7422	2.57	6051	2.36
Cheese	Natural Varieties	1 # block	1895	4.40	361	3.99	1542	4.14
Cheese	Natural Varieties	2 # block	116	4.99	1486	8.15	1242	5.42
Cheese	Natural Varieties	8 oz shred	10672	2.33	9407	2.58	6168	2.24
Cheese	Natural Varieties	1 # shred	588	4.63	1570	3.23	1573	3.71
Cottage cheese		16 oz	2417	2.20	1513	2.25	4337	2.17
Cream cheese		8 oz	7142	1.74	7248	1.65	3135	1.50
Flavored milk	All fat tests	half gallon	520	2.84			1107	2.74
Flavored milk	All fat tests	gallon	144	4.21	235	3.84	415	3.28
Ice cream		48-64oz	12949	3.17	15760	3.15	12734	2.94
Milk	All fat tests	half gallon	533	2.36	947	3.14	464	2.00
Milk	All fat tests	gallon	3008	3.04	2299	3.04	4248	3.02
Sour cream		16 oz	2886	1.78	10813	1.82	5050	1.63
Yogurt	Greek	4-6 oz	10523	.99	11630	.98	9859	.99
Yogurt	Greek	32 oz	461	4.15	165	3.50	329	3.99
Yogurt	Yogurt	4-6 oz	4415	.48	5467	.53	5051	.50
Yogurt	Yogurt	32 oz	427	2.84	1386	2.52	3452	2.43

### REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.50-3.99	1081	3.35	3.99	1212	3.99	2.50-3.00	394	2.72
Cheese	Natural Varieties	8 oz block	1.88-3.50	2157	2.62	2.00-2.99	449	2.50	1.66-2.50	509	2.03
Cheese	Natural Varieties	1 # block	3.50-4.29	288	3.95	3.98	202	3.98	5.49	176	5.49
Cheese	Natural Varieties	8 oz shred	1.99-3.50	2083	2.67	1.49-3.00	3489	2.31	1.49-2.50	1659	1.95
Cheese	Natural Varieties	1 # shred	3.50-4.29	288	3.95	4.99	124	4.99	5.49	176	5.49
Cottage cheese		16 oz	1.99-2.50	887	2.06	2.00-2.50	1109	2.35	1.79-2.50	368	2.03
Cream cheese		8 oz	1.33-2.50	1788	2.08	1.49-2.50	1045	1.59	1.00-2.00	1455	1.46
Flavored milk	All fat tests	half gallon	2.99-3.00	257	3.00				1.66-3.00	263	2.68
Flavored milk	All fat tests	gallon							3.79	94	3.79
Ice cream		48-64oz	1.98-3.99	3788	2.97	2.49-5.50	3067	3.70	1.98-4.00	1295	3.04
Milk	All fat tests	half gallon	1.99-2.99	401	2.57				1.66-1.79	132	1.73
Milk	All fat tests	gallon	3.69	112	3.69	2.99-3.69	1318	3.02	2.49-2.99	344	2.82
Sour cream		16 oz	1.50-2.50	1250	1.96	1.39-1.67	556	1.51	1.50-1.99	326	1.83
Yogurt	Greek	4-6 oz	0.80-1.25	2913	1.00	1.00	1776	1.00	0.88-1.00	1808	.99
Yogurt	Greek	32 oz	3.99	54	3.99	3.50-4.99	231	4.30	3.99	176	3.99
Yogurt	Yogurt	4-6 oz	0.40-0.60	1408	.44	0.40-0.50	1500	.49	0.40-0.60	395	.53

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	1.99-3.50	295	2.95						

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 #	3.49	87	3.49				2.89-3.00	302	2.92
Cheese	Natural Varieties	8 oz block	2.00-2.99	436	2.53	1.50-2.99	858	2.68	1.99-3.00	496	2.83
Cheese	Natural Varieties	1 # block	4.49	122	4.49	3.99-4.49	809	4.39	4.49	298	4.49
Cheese	Natural Varieties	2 # block							4.99	116	4.99
Cheese	Natural Varieties	8 oz shred	1.49-2.99	1157	2.05	1.49-3.50	1708	2.40	1.49-3.00	576	2.64
Cottage cheese		16 oz	2.50	53	2.50						
Cream cheese		8 oz	1.19-1.99	986	1.53	1.49-1.99	1410	1.82	1.49-1.99	458	1.82
Flavored milk	All fat tests	gallon							4.99	50	4.99
Ice cream		48-64oz	2.50-5.50	1162	3.49	2.50-4.99	2671	2.98	2.00-3.00	966	2.59
Milk	All fat tests	gallon	1.99-2.99	234	2.47	1.88-3.99	768	3.25	2.89-3.79	232	3.08
Sour cream		16 oz	0.88-1.79	227	1.54	1.29-1.99	329	1.88	1.00-1.99	198	1.40
Yogurt	Greek	4-6 oz	1.00	1059	1.00	0.88-1.00	1937	.99	0.79-1.25	1030	.99
Yogurt	Yogurt	4-6 oz	0.40-0.50	530	.49	0.50	532	.50	0.50	50	.50
Yogurt	Yogurt	32 oz	3.50	52	3.50				2.00	80	2.00

### NATIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		TWO WEEKS AGO		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #					326	3.99
Cottage cheese		16 oz					80	3.99
Flavored milk	All fat tests	half gallon					232	4.29
Ice cream		48-64oz			143	5.99	118	4.99
Milk	All fat tests	half gallon	2400	3.30	2707	3.82	2074	3.36
Milk	All fat tests	gallon	477	6.38			1586	5.63
Milk	All fat tests	8 oz UHT	1351	1.19	440	.84	639	1.00
Sour cream		16 oz			112	2.39		
Yogurt	Greek	4-6 oz	1542	1.13	867	1.05	883	1.06
Yogurt	Yogurt	4-6 oz					742	.77
Yogurt	Yogurt	32 oz			1351	3.85	533	3.35

Wtd Avg - Simple weighted average

## 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
Milk	All fat tests	half gallon				2.99-3.50	440	3.35	2.99-4.38	685	3.38
Milk	All fat tests	gallon	6.99	100	6.99	5.79	107	5.79	5.99-6.99	218	6.54
Milk	All fat tests	8 oz UHT	1.19	112	1.19	1.19	58	1.19			
Yogurt	Greek	4-6 oz	1.25-1.50	345	1.33	1.00-1.50	1081	1.03			

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	2.79-3.50	464	3.04	2.79-3.50	613	3.36	3.00-3.50	198	3.30
Milk	All fat tests	gallon	5.79	52	5.79						
Milk	All fat tests	8 oz UHT	1.19	234	1.19	1.19	649	1.19	1.19	298	1.19
Yogurt	Greek	4-6 oz				1.50	116	1.50			

Notice: Effective with Report 12, 2013, the tables breaking out information by national and store brands are no longer available.

### 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