

## NATIONAL DAIRY MARKET NEWS AT A GLANCE

## CME GROUP CASH MARKETS (10/23)

**BUTTER:** Grade AA closed at \$2.4700. The weekly average for Grade AA is \$2.4660 (+.0765).

**CHEESE:** Barrels closed at \$1.5500 and 40# blocks at \$1.6125. The weekly average for barrels is \$1.5830 (-.0650) and blocks, \$1.6215 (-.0655).

**NONFAT DRY MILK:** Grade A closed at \$.8450. The weekly average for Grade A is \$.8585 (-.0995).

## Dairy Market News Reporting Changes Proposal

Dairy Market News (DMN) is proposing updating the Dairy Market News Working Guidelines. This proposal is the result of an industry comment period. The updates would allow DMN market reports to additionally include information and sales prices reported by individuals and firms functioning as marketing agents selling on the behalf of dairy product manufacturers. The Working Guidelines updates are intended to capture more information on pricing and market conditions and reflect the evolution of the marketing of dairy products. Currently, market pricing information is collected for first sale, f.o.b. producers' plants or warehouses. The changes would be effective starting with Report 1, January 2016.

Comment by October 30, 2015 to: [DMN@ams.usda.gov](mailto:DMN@ams.usda.gov)

Link to current DMN working guidelines:

<http://www.ams.usda.gov/market-news/individual-dairy-market-news-commodity-reports>

**BUTTER HIGHLIGHTS:** Butter production remains active, especially for print butter. Manufacturers are not having trouble sourcing cream, as supplies have become more available, but most processors are using in-house or contracted cream supplies and not buying on the spot market. There have been some purchases of cream from region to region. Processors and end users are careful not to keep high stock levels with the price fluctuations happening lately at the CME Group, Inc. The strong demand levels are helping inventory levels in check. There are some buyers looking for imported spot loads, but are having trouble securing them with the recent tariffs that were added. According to NASS, on September 30, U.S. cold storage

holdings of butter totaled 187.5 million pounds, down 12% from the previous month, but up 23% from September 2014. Friday at the CME Group, Grade AA butter closed at \$2.4700 up \$.0200 from last week's close.

**CHEESE HIGHLIGHTS:** Cheese production is generally in line with regular milk supplies. A number of plants are using manufacturer inventories to meet brisk sales orders. For a few plants in the West, this has led to adjusting production schedules to rebuild inventories, but that is not a factor for other plants in the West, nor in the Midwest or Northeast. There is general confidence that holiday orders will be easily filled. NASS reports that total natural cheese stocks in refrigerated warehouses on September 30, 2015, 1.149 billion pounds, were down 2 percent from the previous month but up 13 percent from one year earlier. In CME Group trading Friday, barrels closed at \$1.5500, down \$.0900 from last Friday and 40# blocks closed at \$1.6125, down \$.0525 from last Friday.

**FLUID MILK:** Farm milk production is following the typical seasonal declines in most areas of the country. The exception is in Florida, where cooler conditions seem to edge milk production slightly higher. Class I movement is lower in New Mexico compared to a week ago, while steady to higher in the other areas in the West, as well as the East and Midwest regions. Manufacturing milk supplies, although limited by strong sales to Class I, are adequate for processing. Cream demand from ice cream and cream cheese accounts in the West are strong in advance of Q4 holidays. Fat and protein levels are improving.

**DRY PRODUCTS:** Low/medium nonfat dry milk prices are lower. Current production is steady to seasonal lighter. Most buyers are hesitant to make purchases beyond covering their near term needs. Dry buttermilk prices are mixed. In the Central and East regions, sizeable fob spot transaction moved prices sharply lower. Western dry buttermilk prices rose higher. Dry whey prices differ regionally. Western dry whey prices are steady; prices in the East are mixed, while prices are steady to lower in the Central region. Producers' dry whey stocks are limited. Resell activity has increased in the Northeast. Whey protein concentrate 34% prices are mixed. Buyer interest is steady.

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## CME GROUP CASH TRADING

COMMODITY	MONDAY OCT 19	TUESDAY OCT 20	WEDNESDAY OCT 21	THURSDAY OCT 22	FRIDAY OCT 23	WEEKLY CHANGE*	WEEKLY AVERAGE#
CHEESE BARRELS	\$1.5900 (-.0500)	\$1.5800 (-.0100)	\$1.6025 (+.0225)	\$1.5925 (-.0100)	\$1.5500 (-.0425)	:-.0900	\$1.5830 (-.0650)
40# BLOCKS	\$1.6450 (-.0200)	\$1.6250 (-.0200)	\$1.6125 (-.0125)	\$1.6125 (N.C.)	\$1.6125 (N.C.)	:-.0525	\$1.6215 (-.0655)
NONFAT DRY MILK GRADE A	\$.8825 (-.0075)	\$.8600 (-.0225)	\$.8450 (-.0150)	\$.8600 (+.0150)	\$.8450 (-.0150)	:-.0450	\$.8585 (-.0995)
BUTTER GRADE AA	\$2.5300 (+.0800)	\$2.4400 (-.0900)	\$2.4200 (-.0200)	\$2.4700 (+.0500)	\$2.4700 (N.C.)	:+.0200	\$2.4660 (+.0765)

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 international purposes. This data is available on the Internet at [WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY](http://WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY)

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

Dry whole milk prices are unchanged, as the market settles. The lactose market prices are flat. Casein prices are steady in a soft market.

**ORGANIC DAIRY MARKET NEWS (DMN):** AMS reports total organic milk products sales for August 2015, 192 million pounds, were down 5.9% from August last year and down 2.1% year to date through August this year compared with last year. Total organic whole milk products sales for August 2015, 64 million pounds, were up 3.4% compared with August last year and up 10.0% January through August 2015 compared with the same months of 2014. Current organic whole milk availability is spotty in some Midwest stores, where coolers have some empty slots for various brands while stocked with other types of organic milk. A large number of organic dairy producers in the Midwest have contracted to receive pay prices that work out to a 12 month average mailbox price of \$33.13. This is based on 12.2% component levels of 3.5% butterfat, 3.05% protein, and 5.65% other solids. The U.S. weighted average advertised price of organic milk half gallons is \$3.99, down 15 cents from last week. One year ago the price was \$3.47. The U.S. weighted average advertised price of organic milk gallons is \$6.72, down \$.64 from last week. One year ago the price was \$6.59. The U.S. weighted average price of 4-6 ounce organic Greek yogurt is \$1.25, down 7 cents from last week. One year ago the price was \$1.50. The U.S. weighted average price of 1# organic butter is \$4.58. That is \$.59 higher than a week ago.

**NATIONAL RETAIL REPORT – DAIRY (DMN):** Advertisements for all conventional milk packages increased 56%. Flavored milk in gallons had the biggest increase at 144%, followed by unflavored all test milk in gallons at 129%. Butter ads were cut in nearly half from last week. The average price for conventional 1# butter was \$3.35 this week compared to \$3.25 last week and \$4.20 one year ago. Ads for all conventional dairy products increased 5%, in contrast to an 8% decrease in total organic dairy ad numbers. Conventional yogurt ad numbers increased 4% from last week, but organic yogurt ads decreased by 42%. The average price of 4-6 ounce conventional Greek yogurt is 96 cents, up 2 cents from last week but down 1 cent from a year ago. Conventional yogurt in 4-6 ounce packages averaged 52 cents, up 2 cents from last week and up 1 cent from a year ago. The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.16, down 14 cents from last week and down 47 cents from a year ago; 8 ounce shred cheese averaged \$2.29, up 4 cents from one week ago, but down 40 cents from one year ago. Ads for conventional cheese increased 7% from last week, while organic cheese ads were unchanged. The price spread between organic and conventional half gallon milk is \$2.66. Last week the spread was \$1.55. The price spread is the difference between national weighted average prices for organic, \$3.99, and conventional, \$1.33.

**INTERNATIONAL DAIRY MARKET NEWS UPDATE (DMN):** At the October 20 GDT event #150, average prices ranged from 11.1% lower to 3.2% higher from the prior event across categories. The all contracts price averages (US\$ per MT) and percent changes from the previous average are: anhydrous milk fat, \$3,856 +2.4%; butter, \$2,850 -11.1%; buttermilk powder, \$2,064 +3.2%; cheddar cheese, \$3,163 -2.2%; lactose, \$507 -3.8%; rennet casein, \$6,178 +2.1%; skim milk powder, \$2,178 -4.5%; and whole milk powder, \$2,694 -4.6%.

**SEPTEMBER MILK PRODUCTION (NASS):** Milk production in the 23 major States during September totaled 15.6 billion pounds, up 0.4 percent from September 2014. August revised production, at 16.3 billion pounds, was up 0.9 percent from August 2014. The August revision represented an increase of 15 million pounds or 0.1 percent from last month's preliminary production estimate. Production per cow

in the 23 major States averaged 1,805 pounds for September, 1 pound below September 2014. This is the second highest production per cow for the month of September since the 23 State series began in 2003. The number of milk cows on farms in the 23 major States was 8.63 million head, 41,000 head more than September 2014, but unchanged from August 2015. Milk production in the United States during the July – September quarter totaled 51.6 billion pounds, up 0.9 percent from the July - September quarter last year. The average number of milk cows in the United States during the quarter was 9.31 million head, 7,000 head fewer than the April – June quarter, but 43,000 head more than the same period last year.

**SEPTEMBER COLD STORAGE (NASS): COLD STORAGE (NASS):** On September 30, U.S. cold storage holdings of butter totaled 187.5 million pounds, down 12% from the previous month, but up 23% from September 2014. Natural American cheese holdings total 698.9 million pounds, 1% lower than the previous month but 11% more than September 2014. Total natural cheese stocks were 1,149.4 billion pounds, 2% lower than last month but 13% more than September 2014.

**AUGUST ESTIMATED MILK SALES (FMO & CDF):** During August 4.0 billion pounds of packaged fluid milk products is estimated to have been sold in the United States. This was 1.4% lower than August 2014. Estimated sales of total conventional fluid milk products decreased 1.2% from August 2014 and estimated sales of total organic fluid milk products decreased 5.9% from a year earlier.

**NOVEMBER FEDERAL MILK ORDER ADVANCE PRICES (FMMO):** Under the Federal milk order pricing system, the base Class I price for November 2015 is \$16.48 per cwt. This price is derived from the advanced Class IV skim milk pricing factor of \$6.65 and the advanced butterfat pricing factor of \$2.8756. 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 \$0.64 per cwt when compared to the previous month of October 2015. For selected consumer products, the price changes are: whole milk (3.25% milk fat), \$0.60 per cwt, \$0.052 per gallon; reduced fat milk (2%), \$0.40 per cwt, \$0.034 per gallon; fat-free (skim milk), \$0.16 per cwt, \$0.014 per gallon. The advanced Class IV skim milk pricing factor is \$6.65. Thus, the Class II skim milk price for November 2015 is \$7.35 per cwt, and the Class II nonfat solids price is \$0.8167. The two-week product price averages for November 2015 are: butter \$2.5461, nonfat dry milk \$0.9139, cheese \$1.6678 and dry whey \$0.2262.

**SEPTEMBER FEDERAL MILK ORDER MARKETING AND UTILIZATION SUMMARY (FMMO):** Handler reports of receipts and utilization under the Federal milk order system for September 2015 have been filed and tabulated. Combined totals for the 10 consolidated orders are being released. During September, more than 10.437 billion pounds of milk were received from federally pooled producers. This volume of milk is 3.9% lower than the September 2014 volume. Regulated handlers pooled 3.433 billion pounds of producer milk as Class I products, down 1.7% when compared to the previous year. Class I utilization decreased from last year in 9 of the 10 Federal Milk Order Marketing areas. The all-market average Class utilization percentages were: Class I = 33%, Class II = 15%, Class III = 41% and Class IV = 11%. The weighted average statistical uniform price was \$17.22 per cwt, up \$0.48 from last month and down \$8.25 from last year.

## **Dairy Market News Reporting Changes Proposal**

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The rest of the Dairy Market News report follows in the subsequent pages.

## CME GROUP

MONDAY, OCTOBER 19, 2015

CHEESE -- SALES: 3 CARS 40# BLOCKS: 1 @ \$1.6650, 1 @ \$1.6600, 1 @ \$1.6500; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.5900; 2 CARS 40# BLOCKS @ \$1.6450  
 NONFAT DRY MILK -- SALES: 4 CARS GRADE A: 1 @ \$0.9000, 3 @ \$0.8825; LAST BID UNFILLED: 1 CAR GRADE A @ \$0.8500; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: 5 CARS GRADE AA: 1 @ \$2.4900, 1 @ \$2.5025, 1 @ \$2.5100, 2 @ \$2.5300; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.5000; LAST OFFER UNCOVERED: NONE

TUESDAY, OCTOBER 20, 2015

CHEESE -- SALES: 6 CARS BARRELS: 4 @ \$1.5900, 2 @ \$1.5800; 2 CARS 40# BLOCKS @ \$1.6250; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.5800  
 NONFAT DRY MILK -- SALES: 7 CARS GRADE A: 2 @ \$0.8650, 5 @ \$0.8600; LAST BID UNFILLED: 1 CAR GRADE A @ \$0.8550; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: 9 CARS GRADE AA: 1 @ \$2.5325, 2 @ \$2.4500, 1 @ \$2.4525, 1 @ \$2.4500, 2 @ \$2.4425, 2 @ \$2.4400; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

WEDNESDAY, OCTOBER 21, 2015

CHEESE -- SALES: 12 CARS BARRELS: 2 @ \$1.5800, 1 @ \$1.5875, 2 @ \$1.5925, 2 @ \$1.6000, 1 @ \$1.6025, 2 @ \$1.6050, 2 @ \$1.6025; 1 CAR 40# BLOCKS @ \$1.6125; LAST BID UNFILLED: 1 CAR 40# BLOCKS @ \$1.6125; LAST OFFER UNCOVERED: 2 CARS BARRELS @ \$1.6200  
 NONFAT DRY MILK -- SALES: 4 CARS GRADE A: 1 @ \$0.8575, 1 @ \$0.8500, 1 @ \$0.8525, 1 @ \$0.8450; LAST BID UNFILLED: 7 CARS GRADE A @ \$0.8400; LAST OFFER UNCOVERED: 6 CARS GRADE A @ \$0.8500  
 BUTTER -- SALES: 2 CARS GRADE AA: 1 @ \$2.4300, 1 @ \$2.4200; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

THURSDAY, OCTOBER 22, 2015

CHEESE -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 2 CARS BARRELS @ \$1.5925  
 NONFAT DRY MILK -- SALES: 10 CARS GRADE A: 1 @ \$0.8500, 1 @ \$0.8375, 7 @ \$0.8625, 1 @ \$0.8600; LAST BID UNFILLED: 2 CARS GRADE A @ \$0.8600; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: 2 CARS GRADE AA: 1 @ \$2.4600, 1 @ \$2.4700; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.4600; LAST OFFER UNCOVERED: NONE

FRIDAY, OCTOBER 23, 2015

CHEESE -- SALES: 6 CARS BARRELS: 2 @ \$1.5900, 3 @ \$1.5800, 1 @ \$1.5600; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.5500  
 NONFAT DRY MILK -- SALES: 3 CARS GRADE A @ \$0.8450; LAST BID UNFILLED: 1 CAR GRADE A @ \$0.8400; LAST OFFER UNCOVERED: 2 CARS GRADE A @ \$0.8500  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

## BUTTER MARKETS

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## NORTHEAST

Butter production remains steady. Some manufacturers anticipate reducing production schedules as those plants move closer to completing projected year-end holiday supplies. Subsequent to the recently imposed EU import tariff, some buyers looking to source import butter are having difficulty finding loads. The tariff is in effect through December 2015. Packaged butter sales are active at the retail level. The market undertone remains unsettled. Current bulk butter prices for domestic sales are reported 3-7 cents over the market of the CME Group, with various time frames and averages used. According to the *DMN National Retail Report-Dairy*, for October 16-22, the U.S. weighted average advertised price for 1 pound butter is \$3.25, down 95 cents from a year ago, but up 16

cents from the previous week. The Northeast average butter price is \$3.16, down 60 cents from last week. The Southeast price averaged \$3.28 up 57 cents from a week ago. At the CME, Grade AA butter closed Tuesday at \$2.44, up \$0.0900 from a week ago.

## CENTRAL

Butter production is active as retail demand is picking up. Food service demand is steady. The price fluctuation at the CME Group, Inc. is not affecting demand, some sources indicate. Most manufacturers strongly dislike the volatility and are keeping low inventory levels. Some bulk butter is clearing into the Midwest from the Western region. Cream is more available than it has been in the past several weeks. Butter producers in the Midwest are also buying cream from the Western region. Most processors are using in-house or contracted cream and are buying very little on the spot market. Sources indicate retail butter inventories are in check with where companies want them, while bulk butter inventories are high at some plants. Bulk butter prices range from 4 cents under to 7 cents over the market, based on CME Group prices and various indices. The *DMN National Retail Report-Dairy* for October 16-22, noted the national weighted average advertised price for a 1 pound package of butter is \$3.25, up \$0.16 from a week ago, but down \$0.95 from a year ago. The weighted average advertised price in the Midwest is \$2.92. The CME Group Grade AA butter market closed at \$2.4200. This is up 7 cents from last Wednesday.

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

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
October 17, 2015	2,4352 3,933,712	1,6880 9,880,683	1,6480 9,122,587	2,269 7,747,966	.9488 13,392,258

Further data and revisions may be found on the internet at: <http://www.ams.usda.gov/rules-regulations/mmr/dmr>

## CONTINUED FROM PAGE 2

## WEST

Domestic demand for retail butter has remained strong in advance of the Q4 holidays. Manufacturers state butter production is steady and active for both bulk and print butter. Cream supplies are adequate for butter making needs. Regular customers are taking orders of butter, but are cautious of large price fluctuations. Some industry contacts suggest the current demand has been able to help reduce inventories. The DMN National Retail Report – Dairy for the week of October 16 - 22, found that the U.S. weighted average advertised price of 1 pound butter is \$3.25, up \$.16 from one week ago but down \$.95 from one year ago. In the Southwest, the weighted average advertised price for 1 pound butter was \$3.92 with a price range of \$2.88 - \$5.49, and in the Northwest, \$3.11 with a price range of \$2.99 - \$3.99. Bulk butter pricing in the West this week is 4 cents under market to 3 cents above, based on the CME Group with various time frames and averages used. The Grade AA butter price at the CME Group on Wednesday closed at \$2.4200, up \$.0700 from a week ago.

## 2015 U.S. Butter Imports (USDA-FAS)

	(Million Lb.)	% Change From 1 Year Ago	% of Yearly Quota
Sep Quota Imports	0.6	- 19.0	4.1
Jan. – Sep High Tier	15.1	+ 463.8	N.A.
Quota Imports	12.4	+ 1.5	80.6

## CHEESE MARKETS

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## NORTHEAST

Cheese output in the region is steady to improving. In general, milk supplies are adequate; however, reports indicate milk availability at some plants is near levels that lead to capacity production. As retail ad volumes increase, cheese sales range from steady to improving. Orders are good for aged cheddar and mozzarella cheeses. Stocks are balanced. Ample cream supplies are advancing cream cheese production. According to the DMN National Retail Report-Dairy, during the week of October 16–22, the weighted average advertised price for 8 ounce cheese blocks in the Northeast was \$2.53, 23 cents more than the national average and 28 cents more than a week ago. The Southeast 8 ounce block cheese price was \$2.27, 22 cents less than a week ago. Northeast wholesale cheddar and Muenster declined \$0.0400, while prices for processed cheese increased \$0.0050. Grade A Swiss prices are steady. Tuesday's CME Group daily cash trading saw barrels close at \$1.5800, down \$0.0725 from a week ago; blocks closed at \$1.6250, down \$0.0675 from a week ago.

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

Cheddar 40# Block	:	2.0825-2.3675
Process 5# Sliced	:	1.8625-2.3425
Muenster	:	2.1025-2.4525
Grade A Swiss Cuts 10 - 14#	:	3.2675-3.5900

## MIDWEST

Cheese is moving out of some plants faster than it is being made, leading to a draw on manufacturer inventories. Good cheese sales are welcome and plants intentionally have inventories to accommodate sales at this time of year when cheese production declines. Little spot milk is available to cheese manufacturers. A few loads

have moved at from \$1.25 to \$2.00 over Class, but these transactions are rare. The DMN National Retail Report - Dairy shows that October 16 – October 22 Midwest ads for 8 ounce shredded cheese have a weighted average advertised price of \$1.93, 32 cents lower than the national average. Midwest prices range from \$1.38 - \$2.50. One year ago the national price was \$2.69. For 8 ounce blocks, the Midwest average price is \$1.90, 40 cents lower than the national average price. Midwest ads are priced from \$1.38 to \$2.50. Last year, the national price was \$2.63. Midwestern wholesale prices are unchanged for Swiss cuts, up \$.0050 for process, but down \$.0040 for all other types. In CME Group trading Wednesday, barrels closed at \$1.6025, down \$.0375 from last Wednesday and blocks closed at \$1.6125, down \$.0775.

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

Process American 5# Loaf	:	1.7450-2.1050
Brick And/Or Muenster 5#	:	2.0625-2.4875
Cheddar 40# Block	:	1.7900-2.1850
Monterey Jack 10#	:	2.0375-2.2425
Blue 5#	:	2.3300-3.3175
Mozzarella 5 - 6# (Low Moisture, Part Skim)	:	1.8625-2.8025
Grade A Swiss Cuts 6 - 9#	:	2.7850-2.9025

## WEST

Western cheese production is steady. Manufacturers report there is no problem getting milk for cheese making, but discounted loads of milk aren't widely available either. A strong domestic demand for natural cheese has continued into fall. Some manufacturers report being short certain varieties of cheese and adjusting production schedules to rebuild inventories a little. Other industry contacts suggest cheese stocks are sufficient to meet Q4 holiday demand. These contacts are concerned about what a typical, post-Super Bowl decline in demand may have on cheese prices. The DMN National Retail Report - Dairy for the week of October 16 – 22 shows the U.S. weighted average advertised retail price for an 8 ounce pack of natural shredded cheese is \$2.25, down \$.22 from last week and down \$.44 from a year ago. Packs averaged \$2.13 in the Southwest and \$2.49 in the Northwest. For 8 ounce blocks, the U.S. price is \$2.30, down \$.07 from last week and down \$.33 from a year ago. Blocks in the Southwest averaged \$2.39, and in the Northwest, \$2.53. In the West, wholesale prices are up \$.0050 for process, but down \$.0400 for cheddar block, cuts, and Monterey jack. Prices for Swiss cuts are unchanged. This week, a cooperative export assistance program accepted requests for 2.196 million pounds cheese. In CME Group trading Wednesday, barrels closed at \$1.6025, down \$.0375 from last Wednesday and blocks closed at \$1.6125, down \$.0775.

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

Process 5# Loaf	:	1.7600-2.0175
Cheddar 40# Block	:	1.7950-2.2400
Cheddar 10# Cuts	:	1.9750-2.1950
Monterey Jack 10#	:	1.9850-2.1450
Grade A Swiss Cuts 6 - 9#	:	2.8450-3.2750

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## CHEESE MARKETS

CONTINUED FROM PAGE 3

## 2015 U.S. Cheese Imports (USDA-FAS)

	(Million Lb.)	% Change From 1 Year Ago	% of Yearly Quota
Sep Quota Imports	18.5	+ 8.1	6.2
Jan. - Sep			
High Tier	27.1	+ 25.5	N.A.
Quota Imports	152.3	+ 25.2	51.0

## FOREIGN

Swiss and imported cheese prices are steady, with some anticipation of prices rising in the near term. Prices for domestically produced foreign cheese are down. Demand is strong as holiday orders are coming to a close. Sellers are choosing to keep inventory levels at lower levels.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	: 2.6400-5.3800	: 2.2575-3.7450*
Gorgonzola	: 3.6900-5.8900	: 2.7650-3.4625*
Parmesan (Italy)	: -0-	: 3.6475-5.7375*
Provolone (Italy)	: -0-	: 2.3000-2.5525*
Romano (Cows Milk)	: -0-	: 3.4475-5.5975*
Sardo Romano (Argentine)	: 2.8500-4.9300	: -0-
Reggianito (Argentine)	: 3.2900-4.9300	: -0-
Jarlsberg-(Brand)	: 2.9500-6.4500	: -0-
Swiss Cuts Switzerland	: -0-	: 3.3050-3.6275
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
		:	
10/19/15	13,161	:	102,538
10/01/15	14,301	:	100,326
CHANGE	-1,140	:	2,212
% CHANGE	-8	:	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	215	0	230	0	160	0
SOUTHEAST STATES	0	0	0	0	0	0

Milk production in the Northeast and Mid-Atlantic regions is mostly steady around typical seasonal low points. Sales to Class I operations are good, while continuing to limit manufacturing milk intakes. However, fluid milk supplies are considered well balanced in most processing channels. Milk production in the Southeast is steady in some areas, but slightly up in others. Manufacturing milk intakes are being moderated by strong Class I demand. Florida producers are reporting slightly higher milk output. Milk handlers expect volumes to trend higher. Class I sales are balanced, with not much change expected over the next few weeks. Import spot milk shipments totaled 215 loads this week. According to the *DMN National Retail Report-Dairy*, for October 16-22, the U.S. weighted average advertised price for a gallon of milk was \$2.45, a decrease of \$1.25 cents from a year ago, and a decrease of 11 cents from last week. **Condensed skim** spot transactions are limited, as the majority of available supplies target customer needs. Eastern **cream multiples** range, **1.27** to **1.37**, slightly lower compared to the previous week. Offerings are active, while the market in general is fairly balanced. Cream cheese manufacturers are ordering more spot loads, as seasonal sales increase. At the CME Group, Grade AA butter closed at \$2.4200 Wednesday, \$0.0700 higher than the previous week.

**MILK PRODUCTION:** According to NASS, milk production in the 23 major states during September 2015 totaled 15.6 billion pounds, up 0.4% from one year ago. Eastern states' milk production are as follows:

**September 2015 Milk Production, (USDA-NASS)**

	(Million Lb.)	% Change From 1 Year Ago
Florida	178	+ 1.7
New York	1,141	+ 1.1
Pennsylvania	848	- 1.9
Vermont	213	- 1.8
Virginia	139	NC

## 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 - 3.0347-3.2736

F.O.B. producing plants: Upper Midwest - 2.8196-3.2258

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

## F.O.B. PRODUCING PLANTS:

Northeast - Class II - includes monthly formula prices - .87-.90

Northeast - Class III - spot prices - .86-.89

## MIDWEST

Milk production in the Central region is slowing. Manufacturers report full production schedules, but less excess milk is available. Demand for Class II has slowed and sources report cream is available. Central milk is still finding its way to other regions to aid in filling demand. Processors in the region are gearing up for the holiday season. Crop harvesting is reportedly going well in the Upper Midwest, with some farmers disappointed in yield numbers throughout the region.

Unfavorable weather conditions were a factor. Prices on milk spot loads range from \$1.25 to \$2.00 over. Spot loads of milk are less available than in the past few weeks. Most manufacturers are only using in house or contracted supplies. Cream multiples for Class II are steady to lower, with a range of 1.18-1.35. Cream sales into butter production are also active. According to the *DMN National Retail Report-Dairy* for the week of October 16-22, the national weighted average advertised price for one gallon of milk is \$2.45 and \$2.35 in the Midwest.

## WEST

Milk output is steady to lower in California. High humidity in the Central Valley is adversely affecting cow comfort. Bottled milk sales to groceries stores and food service are improving. Although milk production is down, various processors note some improvement in the butterfat component level. Bottled milk demand is steady to higher. Condensed skim interest from NDM processors is steady to higher. According to California Department of Food and Agriculture, September 2015 Class 1 sales in California totaled 55.1 million gallons, 5.1% lower compared to September last year. From January through September 2015 Class 1 sales totaled 492.5 million gallons, 4.9% lower from the comparable period in 2014. Arizona milk intakes are lower. Raining conditions are taking a toll on dairy herd comfort. Some dairy processors indicate some equipment/maintenance works throughout the week. Thus, milk volumes into manufacturing are lower. The current demand for Class I and Class II is higher. Milk pooled on the Arizona Order 131 totaled 367 million pounds in September 2015. Class I utilization accounted for about 29.7% of producer milk. The uniform price was \$16.80, \$0.92 above last month but \$8.11 below one year ago. New Mexico milk production is lower. Thunderstorms with heavy rains are negatively affecting the milk yield of herd. However, manufacturing milk volumes are adequate in and out of the state. Class I and Class II sales are lower compared with a week ago. According to the *DMN National Retail Report-Dairy* for the week of October 16-22, the national weighted average advertised price for one gallon of milk is \$2.45 and \$2.14 in the Southwest. Pacific Northwest milk production continues to slow a little and is following seasonal trends. Processors say the slowdown has allowed time for routine maintenance. Milk intakes are adequate for processing needs. Bottling demand remains steady. Utah and Idaho milk production is in a typical fall decline. Industry contacts say there is no problem getting enough milk for processing needs, but discounted loads are not readily available. Milk components are increasing slightly. Milk pooled on Pacific Northwest Order 124 totaled 475.3 million pounds in September 2015. Class I utilization accounted for about 35.7% of producer milk. The uniform price was \$16.36, \$1.51 above last month but \$7.94 below one year ago. Demand for cream from butter and cream cheese processors remains strong in advance of the Q4 holidays. Spot sales of cream loads are active throughout the West. Cream supplies are mostly steady. Western cream multiples range is unchanged, ranging from 1.12 to 1.32. The Grade AA butter price at the CME Group on Wednesday closed at \$2.4200, up 7 cents from a week ago. According to NASS, September milk production for the 23 surveyed states totals 15.6 billion pounds, +0.4% higher than a year ago. September milk production changes from a year ago for selected Western states are as follows: Arizona +1.2%, California -3.6%, Colorado +4.4%, Idaho +1.7%, New Mexico -2.0%, Oregon -2.9%, Washington -0.2% and no changes in Utah. Monthly milk production per cow for the 23 surveyed is one pound below September 2014. Milk cow numbers on farms in the 23 selected states totaled 8.63 million cows, 41,000 head more than September 2014.

CONTINUED ON PAGE 4A

## FLUID MILK AND CREAM

CONTINUED FROM PAGE 4

**Dairy Market News Reporting Changes Proposal**

Dairy Market News (DMN) is proposing updating the *Dairy Market News Working Guidelines*. This proposal is the result of an industry comment period. The updates would allow DMN market reports to additionally include information and sales prices reported by individuals and firms functioning as marketing agents selling on the behalf of dairy product manufacturers. The Working Guidelines updates are intended to capture more information on pricing and market conditions and reflect the evolution of the marketing of dairy products. Currently, market pricing information is collected for first sale, f.o.b. producers' plants or warehouses. The changes would be effective starting with Report 1, January 2016.

Comment by October 30, 2015 to: [DMN@ams.usda.gov](mailto:DMN@ams.usda.gov)

Link to current DMN working guidelines:

<http://www.ams.usda.gov/market-news/individual-dairy-market-news-commodity-reports>

## 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.

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**NONFAT DRY MILK - CENTRAL AND EAST**

**CENTRAL:** Central low/medium heat nonfat dry milk prices are lower. Production remains strong. Spot demand is mixed as some sellers report being tight on supplies while others cannot find buyers. Contracts are being filled and negotiations for 2016 are underway. Pricing continues to be an issue as sellers believe NDM is under-valued currently, while buyers are saying the price increases are sentimental. Sources note producers are willing to store product until prices get to desired levels. High heat NDM prices in the Central region are steady to increasing. Production is limited even though demand is picking up for baking season. Manufacturers report not having enough drying space for high heat NDM as other products are more profitable.

**EAST:** Prices for low/medium nonfat dry milk moved lower in the range, based on regional f.o.b spot pricing. Production is steady at most drying facilities; however, there are indications of some decline in overall production with reports of dryers being down. Some buyers are in a "wait-and-see" mode prior to stepping back into the market, as they anticipate prices will move lower. Price drops in the low/medium heat NDM market, as noted by some market participant, have not stimulated the expected level of interest from some cheese markets. Overall, low/medium nonfat dry milk demand is fair to good. Producers' inventories range from fair to ample. Regional prices for high heat nonfat dry milk moved higher. Stocks are reportedly tight. Production schedules for high heat nonfat dry milk is usually dependent on available processing time and customer needs. The NDM market undertone is steady to weak.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A  
LOW/MEDIUM HEAT: .9200 - 1.0900 MOSTLY: .9600 - 1.0000  
HIGH HEAT: 1.1000 - 1.2000

**NONFAT DRY MILK - WEST**

Low/medium heat nonfat dry milk f.o.b. spot prices are lower. With this drop in prices, sales are still active in the Western spot market. Some processors indicate good demand from cheese makers and hot chocolate mix manufacturers. At this point, the market tone is mixed. Condensed skim milk availability for NDM is lower. Thus, drying schedules has been slow down throughout the region. Inventories are steady to lower. High heat nonfat dry milk prices are higher to steady. Spot sales are irregular. Supplies from some manufacturers are committed through the end of the year. Some industry participants are starting to negotiate contracts for Q1 2016. Inventories are mostly steady.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A  
LOW/MEDIUM HEAT: .8000 - 1.0600 MOSTLY: .9000 - .9700  
HIGH HEAT: .9500 - 1.1800

**CALIFORNIA MANUFACTURING PLANTS - NDM**

WEEK ENDING	PRICE	TOTAL SALES
October 16	\$.9174	9,288,178
October 9	\$.8708	16,224,081

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. Compiled by Dairy Marketing Branch, California Department of Food and Agriculture.

**DRY BUTTERMILK - CENTRAL AND EAST**

**CENTRAL:** Central dry buttermilk prices are sharply lower on several large volume spot sales. Producers are reporting decreased production as they are choosing to dry other dairy products. Spot sales are mixed as some buyers report no problems acquiring product, while others suggest tightness in the market. Contracts are being supplied above spot sales. Contract negotiations for 2016 are underway.

**EAST:** Prices for dry buttermilk declined abruptly with adjustments to the range series on reports of lower fob spot pricing. Dry buttermilk drying schedules are active at some plants, as condensed buttermilk to ice cream operations slows along seasonal patterns. Producers' inventories are light to moderate. Demand is at seasonal levels. Supplies are being actively routed to existing customers, with limited spot activity. The market undertone is weak.

F.O.B. CENTRAL/EAST: .8275 - .9600

**DRY BUTTERMILK - WEST**

Dry buttermilk prices are higher. The market tone continues firming up. Drying schedules are active along with the butter production in the West. Inventories are mostly steady. Demand from bakers is higher as the Q4 holiday season approaches. In addition, the demand from salad dressing and snack food manufacturers is active.

F.O.B. WEST: .8700 - .9500 MOSTLY: .8900 - .9400

**DRY WHOLE MILK - NATIONAL**

Spot prices for dry whole milk are unchanged. The market undertone is unsettled. Spot sales are very limited during this week. Production has been sporadic and mostly based on contracts. Exports through Central and South America are active.

F.O.B. PRODUCING PLANT: 1.2500 - 1.3500

**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.

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Comment by October 30, 2015 to: [DMN@ams.usda.gov](mailto:DMN@ams.usda.gov) Link to current DMN working guidelines: <http://www.ams.usda.gov/market-news/individual-dairy-market-news-commodity-reports>

**DRY WHEY - CENTRAL**

Central dry whey prices are steady to lower. Contract demand is steady for dry whey, but spot sales are lower. Customers are taking contracted loads. Negotiations for 2016 are underway, but this remains a slow process due to pricing levels. Dry whey production is firm. Cheese production continues to remain strong, although it has declined slightly with the seasonal declines in the milk supply. Animal feed dry whey prices are unchanged. With the narrow gap in pricing between edible and feed grade whey, buyers are tending to choose food grade. Demand for animal feed blends is strong. Some manufacturers have added extra shifts to be able to fill orders and they have increased purchases.

F.O.B. CENTRAL: .1700 - .2800 MOSTLY: .1800 - .2200  
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .1000 - .1900

**DRY WHEY - NORTHEAST**

Dry whey prices in the Northeast moved up at the bottom of the range and adjusted lower at the top, a result of fob spot prices and changes to pricing indices. Dry whey output is equivalent to moderate regional cheese production. However, sources are reporting limited dry whey availability from some producers' inventories. Demand is fair to good, with active trading in the resell market. The market undertone is mixed.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .2300 - .2600

**DRY WHEY - WEST**

Western whey prices held steady within an unsettled market. Buyer inquiries are active, but spot sales activity is lighter. A few contacts are asking if the market is firming, but are cautious about acting on the current market signals. Some manufacturers report not having stocks available for spot sales. However, industry contacts suggest inventories are substantial within second-tier markets. Dry whey production is steady.

NONHYGROSCOPIC: .1850 - .3000 MOSTLY: .1900 - .2300

**WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST**

Whey protein concentrate 34% prices are mixed this week. The bottom of the price range moved lower. However, WPC 34 with characteristics desired in certain markets is commanding a slightly higher price. Manufacturers note a steady interest from buyers. Inventories are mixed with some processors reporting committed stocks and others reporting mostly higher supplies. Although WPC 34 production is stable, a few industry contacts suggest some production is shifting within the whey protein complex.

F.O.B. EXTRA GRADE 34% PROTEIN: .4650 - .6900 MOSTLY: .4900 - .5800

**LACTOSE - CENTRAL AND WEST**

Lactose prices are flat. Manufacturers report engaging buyers in the 2016 contracting process. As agreements get established, inventories are becoming more committed and product for spot sales less available. Production is stable.

Including spot sales and up to 3 month contracts.  
F.O.B. EDIBLE, NON PHARMACEUTICAL .1450 - .2600 MOSTLY: .1600 - .2100

**CASEIN - NATIONAL**

Rennet and acid casein prices are unchanged this week in a soft market. Sources indicate low spot sales. Contracts are still being negotiated as pricing continues to be an issue. The market has a weak undertone. Production of casein has slowed due to lower milk volumes abroad. End users supplies are balanced.

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: 2.6500 - 3.3500  
ACID: 2.7000 - 3.5000

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

WEEK ENDING	2015 WEEKLY DAIRY COWS	2015 CUMULATIVE DAIRY COWS	2014 WEEKLY DAIRY COWS	2014 CUMULATIVE DAIRY COWS
10/03/2015	59.3	2,231.1	53.9	2,146.9

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
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
2014	21.15	23.35	23.33	24.31	22.57	21.36	21.60	22.25	24.60	23.82	21.94	17.82

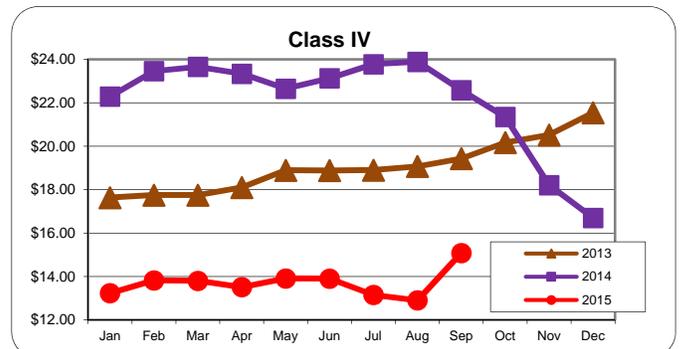
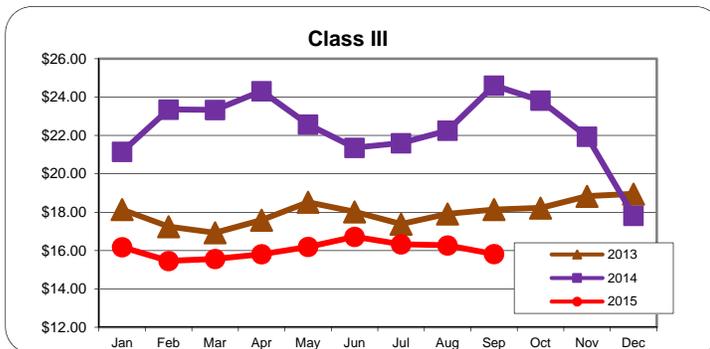
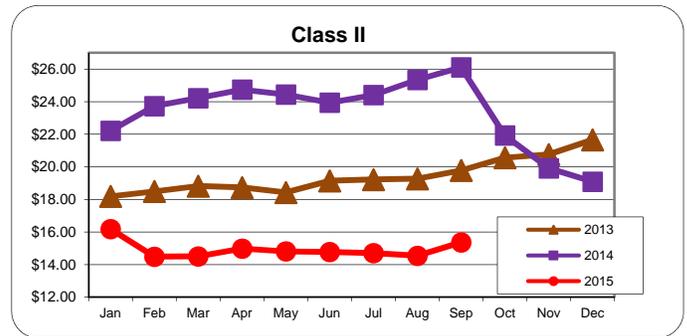
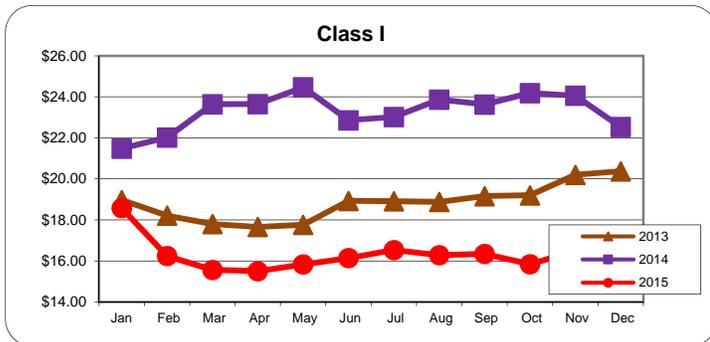
CLASS IV MILK PRICES (3.5%)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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
2014	22.29	23.46	23.66	23.34	22.65	23.13	23.78	23.89	22.58	21.35	18.21	16.70

FEDERAL MILK ORDER CLASS PRICES FOR 2015 (3.5%)

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I 1/	18.58	16.24	15.56	15.50	15.83	16.14	16.53	16.28	16.34	15.84	16.48	
II	16.18	14.48	14.50	14.98	14.81	14.77	14.70	14.54	15.36			
III	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82			
IV	13.23	13.82	13.80	13.51	13.91	13.90	13.15	12.90	15.08			

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 October 12 - 23, 2015

ORGANIC DAIRY FLUID OVERVIEW

**Milk Product Sales.** AMS reports total organic milk products sales for August 2015, 192 million pounds, were down 5.9% from August last year and down 2.1% year to date through August this year compared with last year.

Total organic whole milk products sales for August 2015, 64 million pounds, were up 3.4% compared with August last year and up 10.0% January through August 2015 compared with the same months of 2014.

Current organic whole milk availability is spotty in some Midwest stores, where coolers have some empty slots for various brands while stocked with other types of organic milk.

ESTIMATED TOTAL U.S. SALES OF FLUID MILK PRODUCTS, AUGUST 2015, WITH COMPARISONS 1/

Product Name	Sales		Change from: 2/	
	AUG	Y-T-D	Prev Yr.	Y-T-D
	Mil. Lbs.		Percent	

ORGANIC PRODUCTION PRACTICE

Whole Milk	64	531	3.4	10.0
Reduced Fat Milk (2%)	59	476	-6.3	-4.1
Low Fat Milk (1%)	36	299	-5.1	-5.8
Fat-Free Milk (Skim)	27	235	-16.6	-14.2
Flavored Fat-Reduced Milk	5	71	-35.0	-5.4
Other Fluid Milk Products	0	1	--	--
Total Fat-Reduced Milk 3/	127	1,081	-10.0	-7.0
Tot. Organic Milk Products	192	1,613	-5.9	-2.1

\*Total Fluid Milk Products Adjusted for Calendar Composition will not be published until release of "An Overview of Calendar Composition of Fluid Milk Sales." 1/ These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas and California, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order and California data. 2/ Percent changes, as well as sales volumes, unless otherwise noted, are shown on an unadjusted basis; 3/ Organic fat-reduced milk categories are total of reduced fat, low-fat, skim, and flavored fat reduced milk composition.

Lower organic milk products sales for August are a function of more limited production, rather than lower consumer demand. Demand from consumers has been strong and growing. Efforts to encourage more transitioning into certified production are intensifying. A significant organic processor, for example, is working with numbers of transitioning organic dairy producers representing 25% of current contracted organic producers. Full transitioning is a three year process, so that will be a significant increase in producer numbers for this large processor in this specific time horizon. Other organic processors have varied numbers of transitioning prospective producers.

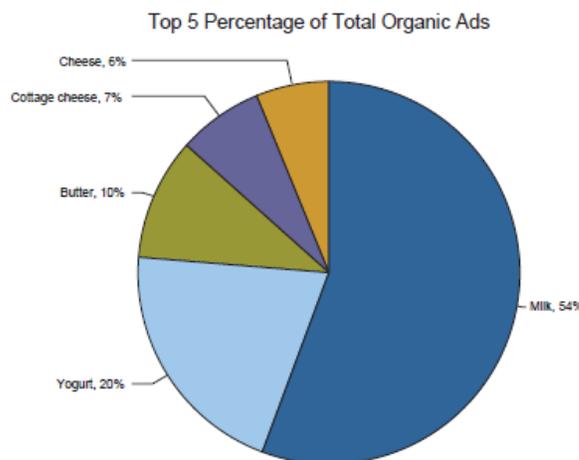
A large number of the organic dairy producers in the Midwest have contracted to receive pay prices that work out to a 12 month average mailbox price of \$33.13. This is based on 12.2% component levels of 3.5% butterfat, 3.05% protein, and 5.65% other solids.

ORGANIC DAIRY RETAIL OVERVIEW

**Organic Dairy Overview.** Organic dairy ads continue to be at a low level for this year.

Organic milk held the largest volume of organic dairy ads, 54%. The other organic category percentages are yogurt, 20%, butter,

10%; cottage cheese, 7%; and cheese, 6%.



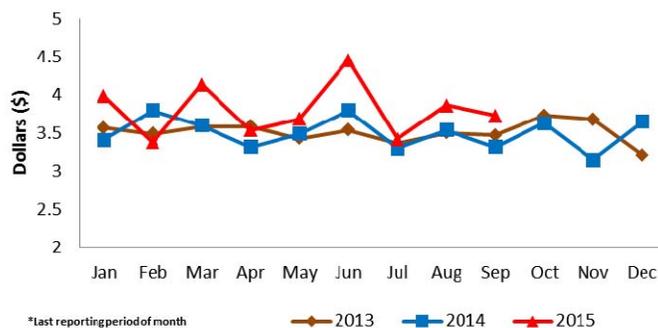
Organic milk ad numbers declined 8% from last week, with organic yogurt numbers down 42% and organic cheese unchanged. Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads with prices valid from October 23-October 29, 2015 identifying weekly "specials" and containing organic dairy content. Surveyed ads reflect advertised "specials" and not the range of non-advertised supermarket cooler prices.

Complete results of this 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/market-news/retail-dairy-market-news>

**Organic Milk Half Gallons.** The U.S. weighted average advertised price of organic milk half gallons is \$3.99, down 15 cents from last week. One year ago the price was \$3.47. Ads appeared in all regions except the Northeast.

U.S. Weighted Average Advertised Price of Organic Milk Half Gallons\*



**Organic Milk Gallons.** The U.S. weighted average advertised price of organic milk gallons is \$6.72, down \$.64 from last week. One year ago the price was \$6.59. Ads appeared only in the Midwest and Southwest.

**8 Ounce Organic Milk.** The U.S. weighted average advertised price of 8 ounce organic milk is \$.89, down 17 cents from last week. One year ago the price was 92 cents. Ads appeared only in the Northeast, Southwest and Northwest.

ORGANIC DAIRY MARKET NEWS

Information gathered October 12 - 23, 2015

CONTINUED FROM PAGE - 8 -

**Organic Greek Yogurt.** The U.S. weighted average price of 4-6 ounce organic Greek yogurt is \$1.25, down 7 cents from last week. One year ago the price was \$1.50.

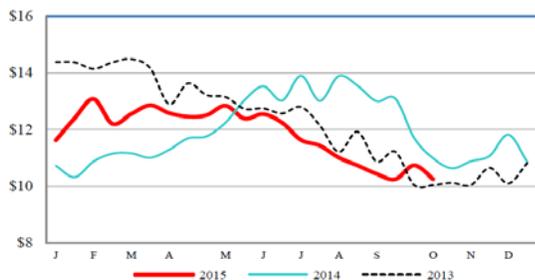
**Organic 1# Butter.** The U.S. weighted average price of 1# organic butter is \$4.58. That is \$.59 higher than a week ago. There were no ads a year ago.

**Organic Cheese.** The U.S. weighted average price of 8 ounce cheese blocks is \$4.75, unchanged from last week. One year ago the price was \$4.39. All ads appeared in the South Central Region.

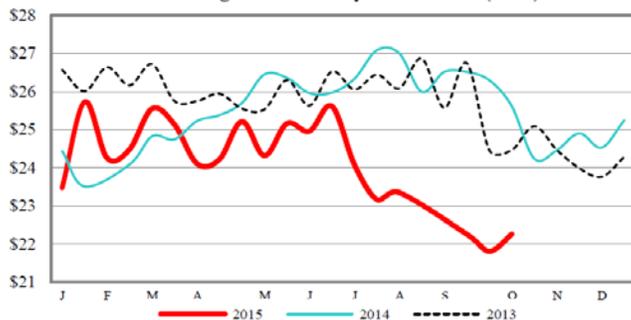
**ORGANIC GRAIN AND FEEDSTUFF MARKETS**

**Organic Grain and Feedstuff Markets.** Organic corn prices are slightly lower with good demand and moderate trading activity. Organic soybeans are trading slightly higher, with limited trades. Organic imports continue to have an effect on domestic demand and trade activity. Feed grade organic wheat prices are trending steady to slightly lower from the prior trading period.

National Organic Feed Corn Prices (\$/bu)



National Organic Feed Soybean Prices (\$/bu)



**Organic Spot Market Negotiated Prices**

Organic Commodity	Price Range	Average***
Corn*:	Feed Yellow 9.75 - 11.00	10.25
Corn**:	Feed Yellow 10.00 - 11.50	10.79
Soybeans*:	Feed Grade 20.77 - 23.00	22.26

\*Prices quoted \$/bushel FOB the farm, except soybean meal (\$/ton and FOB the mill).

\*\*Prices quoted \$/bushel delivered the elevator/warehouse, except soybean meal (\$/ton and FOB the mill).

\*\*\*Weighted average price.

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

## September Milk Production

Milk production in the 23 major States during September totaled 15.6 billion pounds, up 0.4 percent from September 2014. August revised production, at 16.3 billion pounds, was up 0.9 percent from August 2014. The August revision represented an increase of 15 million pounds or 0.1 percent from last month's preliminary production estimate. Production per cow in the 23 major States averaged 1,805 pounds for September, 1 pound below September 2014. This is the second highest production per cow for the month of September since the 23 State series began in 2003. The number of milk cows on farms in the 23 major States was 8.63 million head, 41,000 head more than September 2014, but unchanged from August 2015. Milk production in the United States during the July – September quarter totaled 51.6 billion pounds, up 0.9 percent from the July – September quarter last year. The average number of milk cows in the United States during the quarter was 9.31 million head, 7,000 head fewer than the April – June quarter, but 43,000 head more than the same period last year.

State	Milk Cows <sup>1,2</sup>				Milk Production <sup>1,3</sup>			
	Sep		Jul – Sep		Sep	Percent change from 2014	Jul – Sep	
	2014	2015	2014	2015	2015		2015	Percent change from 2014
	<i>(thousands)</i>				<i>(million lbs)</i>			
AL	--	--	8.0	7.5	--	--	21.0	-8.7
AK	--	--	0.3	0.3	--	--	0.9	--
AZ	193	195	193.0	195.0	348	1.2	1,100.0	0.7
AR	--	--	7.5	7.0	--	--	21.0	-4.5
CA	1,779	1,778	1,779.0	1,778.0	3,174	-3.6	9,922.0	-3.3
CO	145	145	145.0	145.0	311	4.4	953.0	3.6
CT	--	--	19.0	19.5	--	--	98.0	3.2
DE	--	--	4.8	5.0	--	--	23.8	3.5
FL	123	125	123.0	125.0	178	1.7	586.0	1.4
GA	--	--	81.0	83.0	--	--	415.0	5.9
HI	--	--	2.2	2.2	--	--	9.0	20.0
ID	579	586	579.0	586.0	1,163	1.7	3,617.0	1.0
IL	94	94	94.0	94.0	143	0.7	450.0	1.6
IN	179	183	179.0	182.0	326	2.8	995.0	2.3
IA	208	210	208.0	211.0	383	2.1	1,189.0	3.1
KS	143	144	143.0	144.0	257	1.6	784.0	1.3
KY	--	--	60.0	60.0	--	--	250.0	9.2
LA	--	--	14.0	13.0	--	--	37.0	-11.9
ME	--	--	30.0	30.0	--	--	151.0	-1.9
MD	--	--	49.0	48.0	--	--	240.0	0.8
MA	--	--	12.5	12.0	--	--	54.0	-6.9
MI	396	410	395.0	410.0	824	4.0	2,589.0	5.2
MN	460	460	460.0	460.0	754	2.2	2,360.0	4.0
MS	--	--	12.5	10.5	--	--	32.0	-20.0
MO	--	--	88.0	88.0	--	--	334.0	-0.9
MT	--	--	14.0	14.0	--	--	75.0	-1.3
NE	--	--	54.0	57.0	--	--	323.0	8.8
NV	--	--	28.0	29.0	--	--	179.0	1.7
NH	--	--	14.0	14.0	--	--	70.0	--
NJ	--	--	7.0	7.0	--	--	31.0	--
NM	323	323	323.0	323.0	633	-2.0	1,941.0	-3.5
NY	615	620	615.0	619.0	1,141	1.1	3,564.0	2.2
NC	--	--	45.0	46.0	--	--	232.0	1.8
ND	--	--	16.0	16.0	--	--	84.0	5.0
OH	267	266	266.0	266.0	442	0.2	1,376.0	1.0
OK	--	--	40.0	38.0	--	--	161.0	-1.2
OR	124	123	123.0	122.0	201	-2.9	620.0	-2.4
PA	530	530	530.0	530.0	848	-1.9	2,658.0	0.3
RI	--	--	0.9	0.9	--	--	4.0	-7.0
SC	--	--	15.0	15.0	--	--	58.0	-1.7
SD	97	107	97.0	107.0	196	12.6	604.0	13.3
TN	--	--	45.0	43.0	--	--	169.0	-4.0
TX	470	462	470.0	462.0	825	0.6	2,507.0	-0.7
UT	96	96	96.0	96.0	181	--	566.0	0.7
VT	132	131	132.0	132.0	213	-1.8	667.0	-0.9
VA	93	90	93.0	91.0	139	--	432.0	-0.2
WA	275	276	273.0	275.0	541	-0.2	1,666.0	0.1
WV	--	--	9.0	8.5	--	--	34.0	--
WI	1,272	1,280	1,271.0	1,280.0	2,362	3.1	7,354.0	4.5
WY	--	--	6.0	6.0	--	--	35.0	6.1
23 State Total	8,593	8,634	--	--	15,583	0.4	--	--
U.S. <sup>4,5</sup>			9,270.0	9,313.0			51,642.0	0.9

<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> Includes states for which individual monthly estimates are not available.

<sup>5</sup> Milk cows will not add due to rounding. **Source:** U.S. Department of Agriculture, National Agricultural Statistics Service, *Milk Production, October 2015*.

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

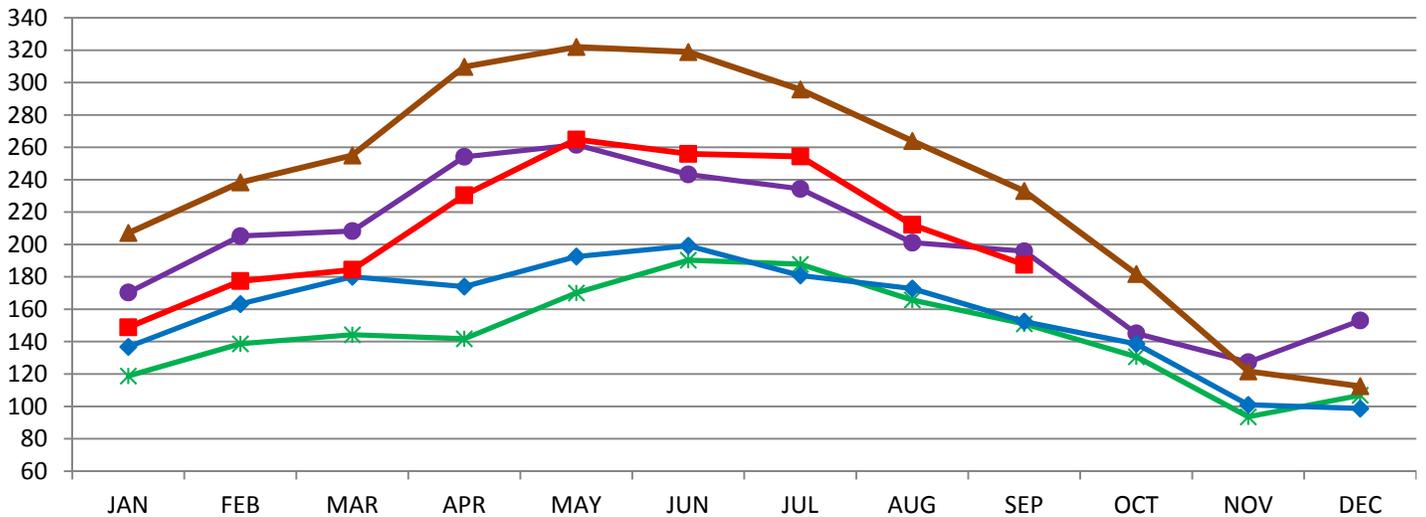
U.S. HOLDINGS OF DAIRY PRODUCTS						
COMMODITY	AUG 31, 2013	AUG 31, 2014	REVISED AUG 31, 2015	SEP 30, 2013	SEP 30, 2014	SEP 30, 2015
Butter	263,928	172,789	212,189	233,031	152,361	187,484
Cheese, Natural American	668,361	648,784	709,029	661,046	631,279	698,914
Cheese, Swiss	32,006	27,085	22,203	29,975	25,684	22,037
Cheese, Other Natural	399,984	365,539	436,161	379,676	356,819	428,403
Total Cheese	1,100,351	1,041,408	1,167,393	1,070,697	1,013,782	1,149,354

SEPTEMBER STORAGE HOLDINGS BY REGION									
REGION	Natural American Cheese			Butter *			Other Natural Cheese		
	2013	2014	2015	2013	2014	2015	2013	2014	2015
New England	48,700	63,593	63,259	---	---	---	909	1,003	670
Middle Atlantic	58,924	54,112	72,990	---	---	---	18,032	22,094	19,909
East North Central	264,201	237,633	273,769	---	---	---	272,472	239,228	272,079
West North Central	95,027	107,592	110,814	---	---	---	39,971	42,244	46,927
South Atlantic	644	636	830	---	---	---	5,039	5,576	28,982
East South Central	4,850	4,773	6,489	---	---	---	9,304	13,942	12,794
West South Central	9,625	17,870	13,293	---	---	---	612	704	1,055
Mountain	63,115	53,786	59,822	---	---	---	3,510	2,115	3,945
Pacific	115,960	91,284	97,648	---	---	---	29,827	29,913	42,042
TOTAL	661,046	631,279	698,914	233,031	152,361	187,484	379,676	356,819	428,403

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

MILLION POUNDS

BUTTER COLD STORAGE HOLDINGS



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

Legend: 2011 (green asterisk), 2012 (purple circle), 2013 (brown triangle), 2014 (blue diamond), 2015 (red square)

## August Milk Sales

During August 4.0 billion pounds of packaged fluid milk products is estimated to have been sold in the United States. This was 1.4 percent lower than August 2014. Estimated sales of total conventional fluid milk products decreased 1.2 percent from August 2014 and estimated sales of total organic fluid milk products decreased 5.9 percent from a year earlier.

<b>Estimated Total U.S. Sales of Fluid Milk Products, August 2015, with Comparisons <sup>1,4</sup></b>				
Product Name	Sales		Change from: <sup>2</sup>	
	Aug	Year to Date	Previous Year	Year to Date
	<i>(million pounds)</i>		<i>(percent)</i>	
<b>Conventional Production Practice</b>				
Whole Milk	1,155	9,063	4.3	3.7
Flavored Whole Milk	48	369	6.5	5.5
Reduced Fat Milk (2%)	1,332	10,548	-7.2	-7.4
Low Fat Milk (1%)	576	4,730	8.0	8.6
Fat-Free Milk (Skim)	428	3,543	-9.7	-10.3
Flavored Fat-Reduced Milk	268	2,303	3.1	2.0
Buttermilk	41	337	5.8	6.6
Other Fluid Milk Products	3	29	-10.6	-8.2
Total Fat-Reduced Milk <sup>3</sup>	2,605	21,124	-3.6	-3.8
Total Conventional Milk Products	3,851	30,922	-1.2	-1.5
<b>Organic Production Practice</b>				
Whole Milk	64	531	3.4	10.0
Reduced Fat Milk (2%)	59	476	-6.3	-4.1
Low Fat Milk (1%)	36	299	-5.1	-5.8
Fat-Free Milk (Skim)	27	235	-16.6	-14.2
Flavored Fat-Reduced Milk	5	71	-35.0	-5.4
Other Fluid Milk Products	0	1	----	----
Total Fat-Reduced Milk <sup>3</sup>	127	1,081	-10.0	-7.0
Total Organic Milk Products	192	1,613	-5.9	-2.1
<b>Total Fluid Milk Products</b>	<b>4,043</b>	<b>32,535</b>	<b>-1.4</b>	<b>-1.5</b>

<sup>1</sup> These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas and California, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order and California data. <sup>2</sup> Percent changes, as well as sales volumes, unless otherwise noted, are shown on an unadjusted basis. <sup>3</sup> Both conventional and organic fat-reduced milk categories are total of reduced fat, lowfat, skim and flavored fat-reduced milk. <sup>4</sup> The California Department of Food and Agriculture (CDFA) clarified reporting instructions for packaged product moving plant to plant prior to ultimate distribution. This improved the accuracy of current numbers, but makes current year to prior years less accurate, and will overstate any year over year decrease in sales. Report contact: Daniel Manzoni, [Daniel.manzoni@ams.usda.gov](mailto:Daniel.manzoni@ams.usda.gov) or 202-720-2352

<b>Packaged Sales of Total Fluid Milk Products in Federal Milk Orders and California, August 2015, with Comparisons <sup>1</sup></b>					
Marketing Area	Order Number	Sales		Change from: <sup>2</sup>	
		Aug	Year to Date	Previous Year	Year to Date
		<i>(million pounds)</i>		<i>(percent)</i>	
Northeast	001	669	5,565	-0.1	-0.6
Appalachian	005	268	2,141	-1.2	-0.5
Florida	006	228	1,807	2.2	-0.2
Southeast	007	390	2,982	0.3	-1.4
Upper Midwest	030	298	2,476	-3.1	-2.9
Central	032	341	2,723	-3.1	-2.6
Mideast	033	450	3,590	-2.7	-1.3
Pacific Northwest	124	162	1,314	-1.9	-1.5
Southwest	126	359	2,911	1.5	0.8
Arizona	131	92	713	-0.9	-2.6
California	---	462	3,709	-5.1	-4.4
All Orders (Total)		3,258	26,224	-0.9	-1.1
All Areas (Total)		3,720	29,933	-1.4	-1.5

<sup>1</sup> These figures are representative of the consumption of total fluid milk products in the respective area; see footnote <sup>4</sup> above for the products included. <sup>2</sup> Percent changes, as well as sales volumes, are shown on an unadjusted basis.

**Source:** U.S. Department of Agriculture. California Department of Food and Agriculture. Milk Stabilization Branch.

### Federal Milk Order Advance Prices, November

**Base Class I Price:** Under the Federal milk order pricing system, the base Class I price for November 2015 is \$16.48 per cwt. This price is derived from the advanced Class IV skim milk pricing factor of \$6.65 and the advanced butterfat pricing factor of \$2.8756. 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 \$0.64 per cwt when compared to the previous month of October 2015. For selected consumer products, the price changes are: whole milk (3.25% milk fat), \$0.60 per cwt, \$0.052 per gallon; reduced fat milk (2%), \$0.40 per cwt, \$0.034 per gallon; fat-free (skim milk), \$0.16 per cwt, \$0.014 per gallon.

**Class II Price Information:** The advanced Class IV skim milk pricing factor is \$6.65. Thus, the Class II skim milk price for November 2015 is \$7.35 per cwt, and the Class II nonfat solids price is \$0.8167.

**Product Price Averages:** The two-week product price averages for November 2015 are: butter \$2.5461, nonfat dry milk \$0.9139, cheese \$1.6678 and dry whey \$0.2262.

Federal Milk Order Class I Price Information <sup>1,2</sup>				
Federal Milk Order Marketing Area <sup>3</sup>	Order Number	November 2015		
		Class I Price (3.5%) (per cwt)	Class I Skim Milk Price (per cwt)	Class I Butterfat Price (dollar per pound)
Northeast (Boston) <sup>4</sup>	001	19.73	9.90	2.9081
Appalachian (Charlotte) <sup>5</sup>	005	19.88	10.05	2.9096
Florida (Tampa) <sup>6</sup>	006	21.88	12.05	2.9296
Southeast (Atlanta) <sup>7</sup>	007	20.28	10.45	2.9136
Upper Midwest (Chicago) <sup>8</sup>	030	18.28	8.45	2.8936
Central (Kansas City) <sup>9</sup>	032	18.48	8.65	2.8956
Mideast (Cleveland) <sup>10</sup>	033	18.48	8.65	2.8956
Pacific Northwest (Seattle) <sup>11</sup>	124	18.38	8.55	2.8946
Southwest (Dallas) <sup>12</sup>	126	19.48	9.65	2.9056
Arizona (Phoenix)	131	18.83	9.00	2.8991
All-Market Average		19.37	9.54	2.9045

<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.

## Federal Milk Order Marketing and Utilization Summary, September 2015

**Highlights.** Handler reports of receipts and utilization under the Federal milk order system for September 2015 have been filed and tabulated. Combined totals for the 10 consolidated orders are being released. During September, more than 10.437 billion pounds of milk were received from Federally pooled producers. This volume of milk is 3.9 percent lower than the September 2014 volume. Regulated handlers pooled 3.433 billion pounds of producer milk as Class I products, down 1.7 percent when compared to the previous year. Class I utilization decreased from last year in 9 of the 10 Federal Milk Order Marketing areas. The all-market average Class utilization percentages were: Class I = 33%, Class II = 15%, Class III = 41%, and Class IV = 11%. The weighted average statistical uniform price was \$17.22 per cwt, up \$0.48 from last month and down \$8.25 from last year.

### Price and Pool Statistics for Federal Milk Order Marketing Areas for the Month of September 2015

Federal Milk Order Marketing Area <sup>1</sup>	Order Number	Receipts of Producer Milk		Utilization of Producer Milk in Class I		Utilization of Producer Milk in All Classes <sup>3</sup>				Uniform Price <sup>2</sup>
		Total	Change from Prev. Year	Total	Change from Prev. Year	Class I	Class II	Class III	Class IV	
		<i>(million lbs)</i>	<i>(percent)</i>	<i>(million lbs)</i>	<i>(percent)</i>	<i>(percent)</i> <sup>3</sup>				<i>(\$ per cwt)</i>
Northeast (Boston)	001	2,122.3	2.4	747.8	-1.6	35	25	26	14	17.68
Appalachian (Charlotte)	005	448.9	0.4	324.8	-0.8	72	16	5	7	19.44
Florida (Tampa)	006	215.4	-1.7	184.1	-3.2	85	11	0	3	21.66
Southeast (Atlanta)	007	400.6	1.1	321.0	-1.3	80	13	4	3	20.19
Upper Midwest (Chicago)	030	2,443.0	-13.4	291.0	-4.6	12	7	77	4	16.20
Central (Kansas City)	032	1,213.4	-2.9	400.5	-2.3	33	12	45	9	16.68
Mideast (Cleveland)	033	1,560.5	6.3	521.4	-1.0	33	23	29	15	16.77
Pacific Northwest (Seattle)	124	475.3	-33.7	169.9	-0.8	36	9	5	50	16.36
Southwest (Dallas)	126	1,191.2	5.1	363.2	-1.8	30	8	56	6	17.49
Arizona (Phoenix)	131	367.0	7.8	108.8	1.1	30	14	33	24	16.80
All Market Average or Total		10,437.6	-3.9	3,432.6	-1.7	33	15	41	11	17.22

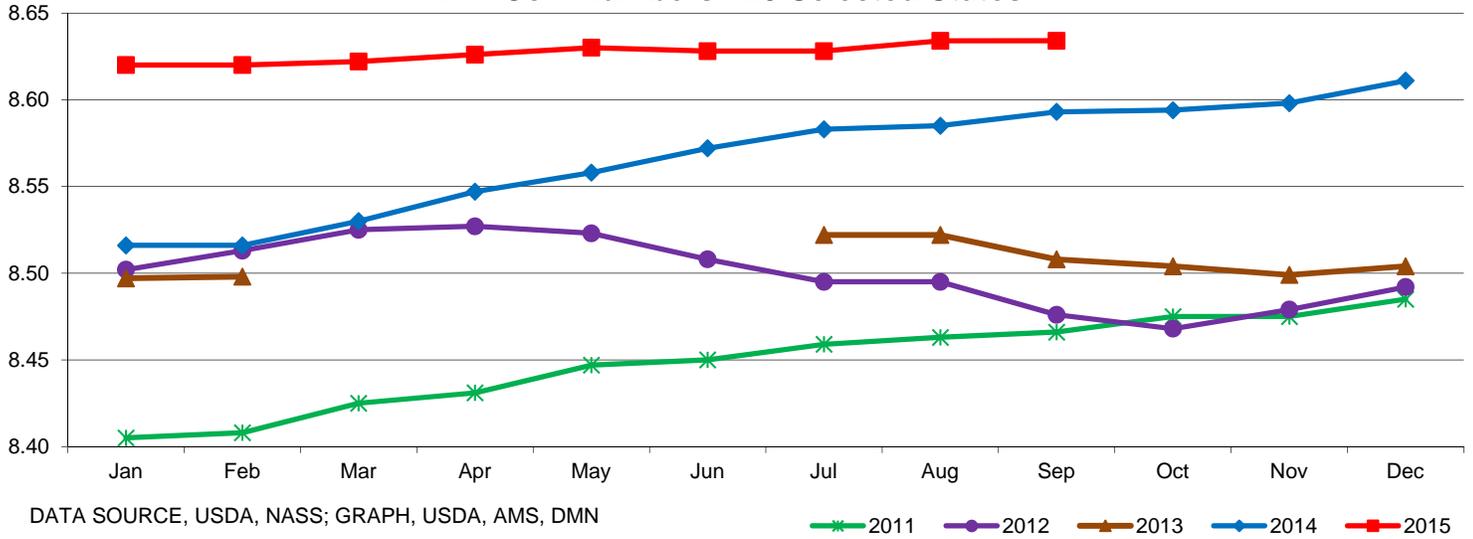
<sup>1</sup> Each city name in parentheses is the major city in the principal pricing point of that market.

<sup>2</sup> Statistical uniform price for component pricing orders (Class III price plus producer price differential). For other orders, uniform skim milk price times 0.965 plus

<sup>3</sup> Totals may not add to 100 percent due to rounding.

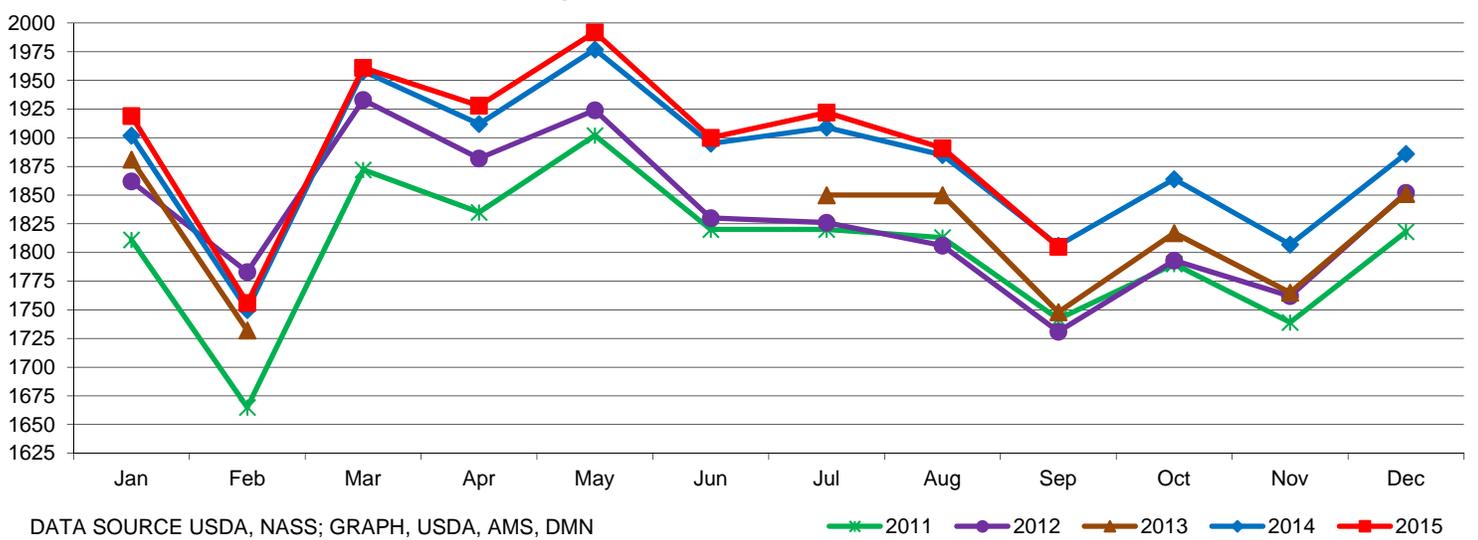
MILLION HEAD

### Milk Cow Numbers - 23 Selected States



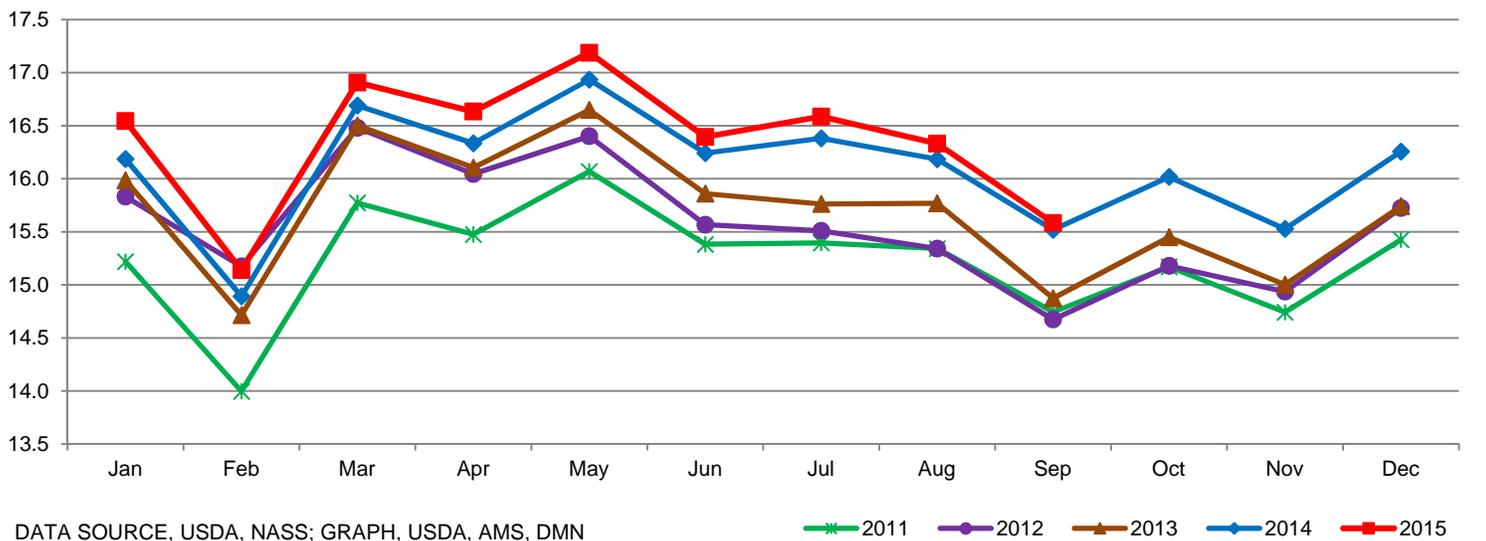
POUNDS

### Monthly Milk Per Cow - 23 Selected States



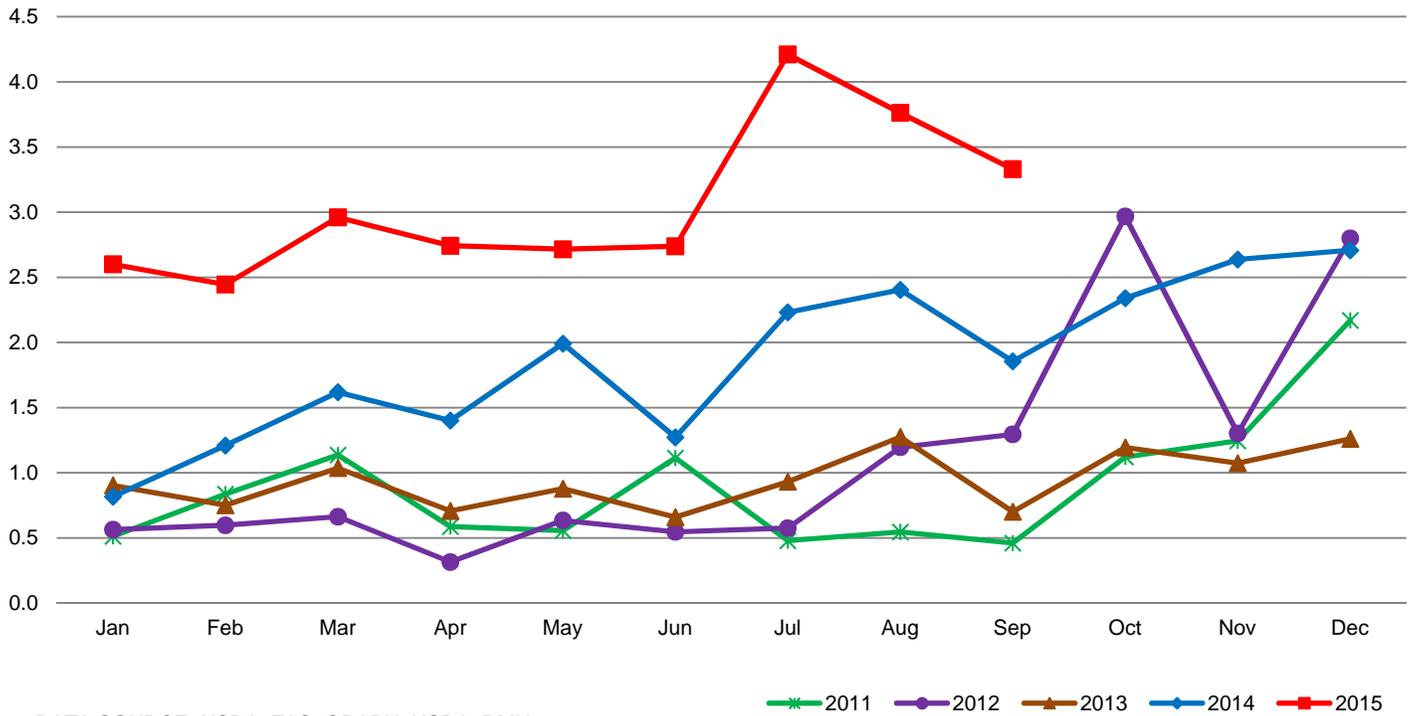
BILLION POUNDS

### Milk Production - 23 Selected States



### Total U.S. Butter Imports High Tier and Quota Volumes Combined

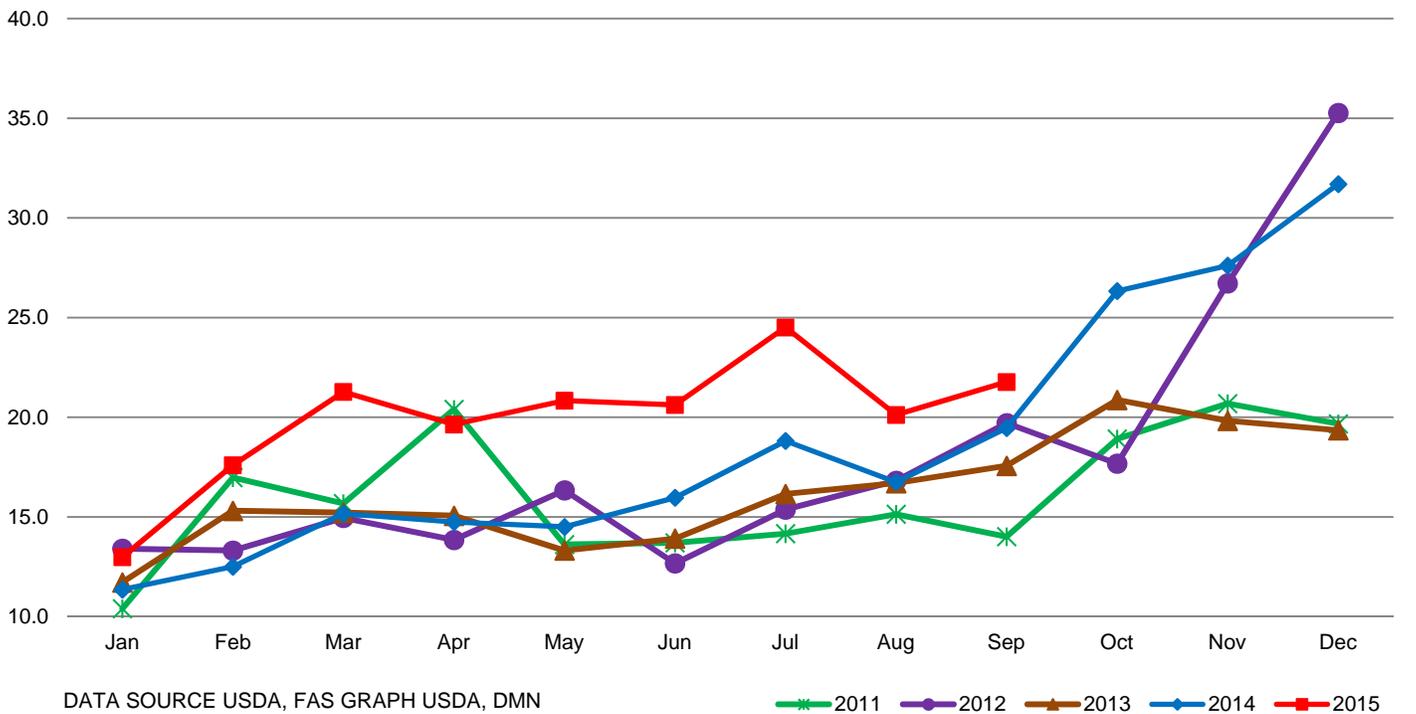
MILLION POUNDS



DATA SOURCE, USDA, FAS; GRAPH, USDA, DMN

### Total U.S. Cheese Imports High Tier and Quota Volumes Combined

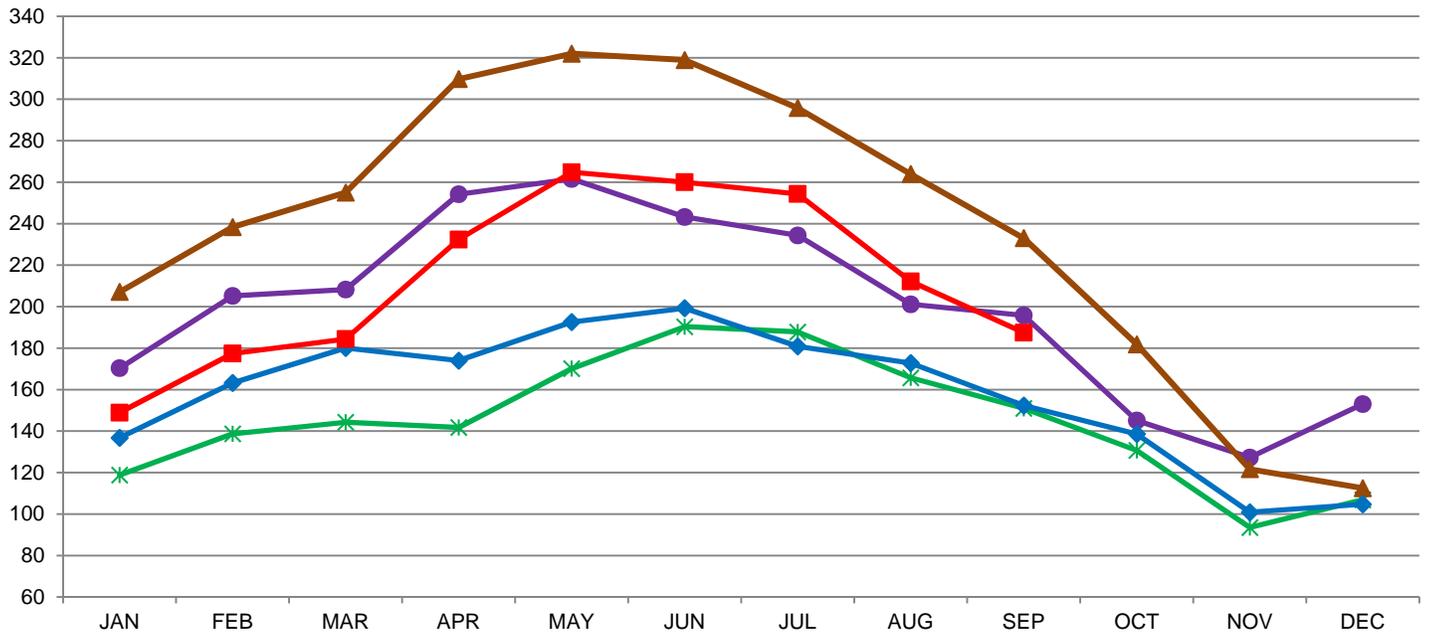
MILLION POUNDS



DATA SOURCE USDA, FAS GRAPH USDA, DMN

### U.S. Butter Cold Storage Holdings

MILLION POUNDS

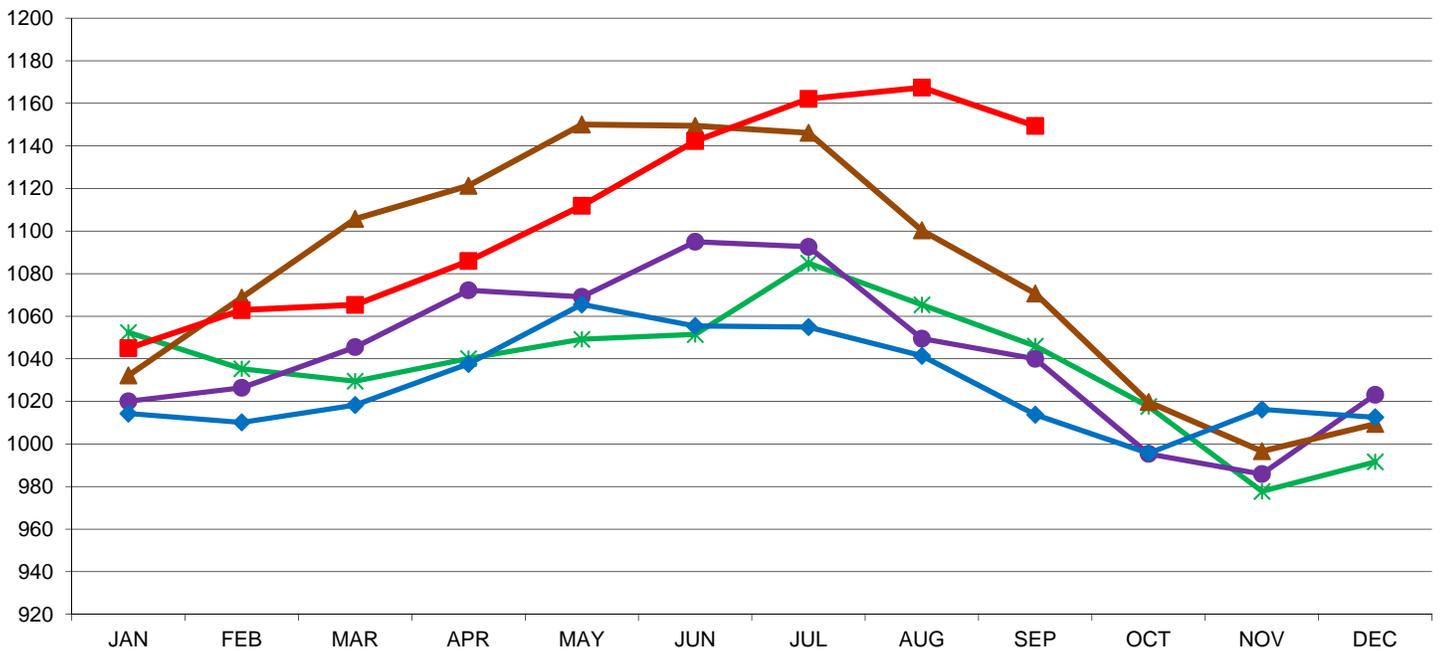


DATA SOURCE, USDA, NASS; GRAPH, USDA, AMS, DMN

2011 2012 2013 2014 2015

### U.S. Total Natural Cheese Cold Storage Holdings

MILLION POUNDS

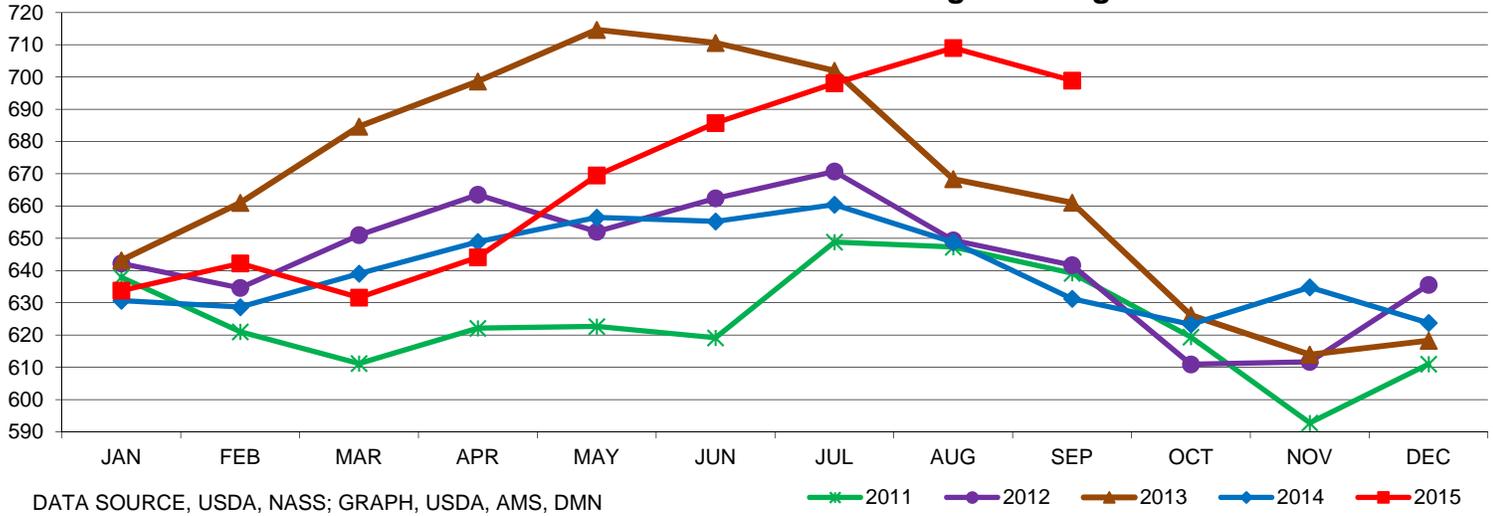


DATA SOURCE, USDA, NASS; GRAPH, USDA, AMS, DMN

2011 2012 2013 2014 2015

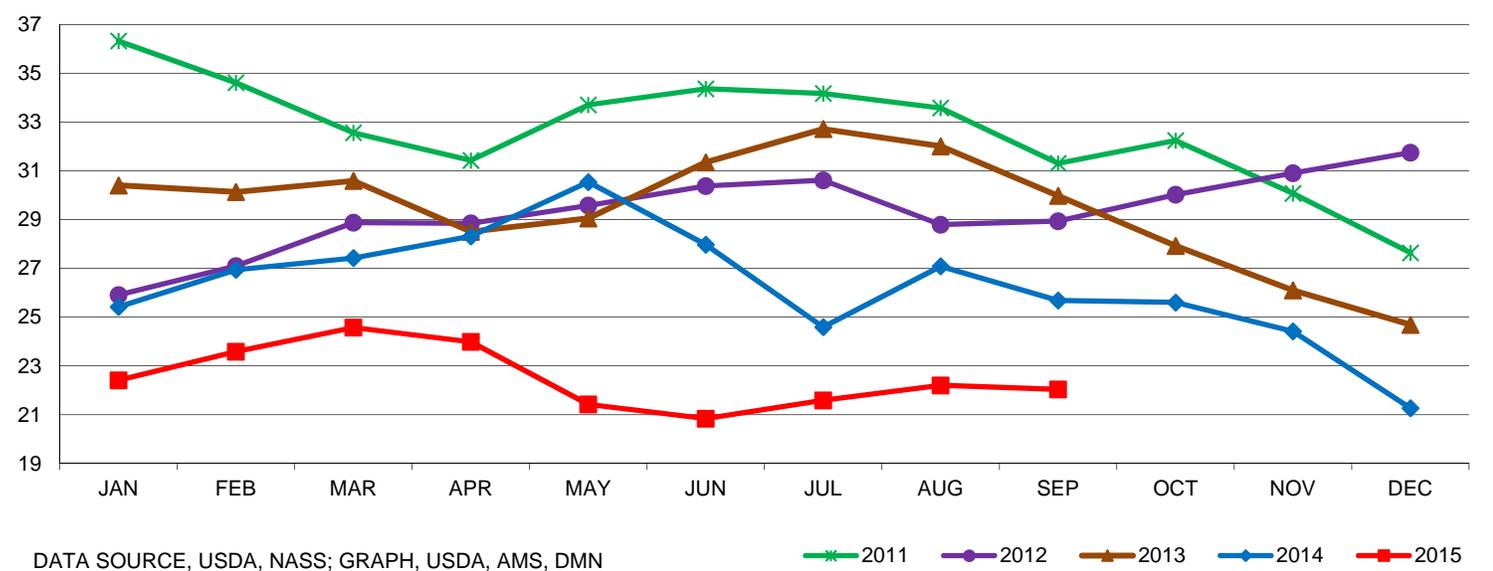
MILLION POUNDS

### U.S. Natural American Cheese Cold Storage Holdings



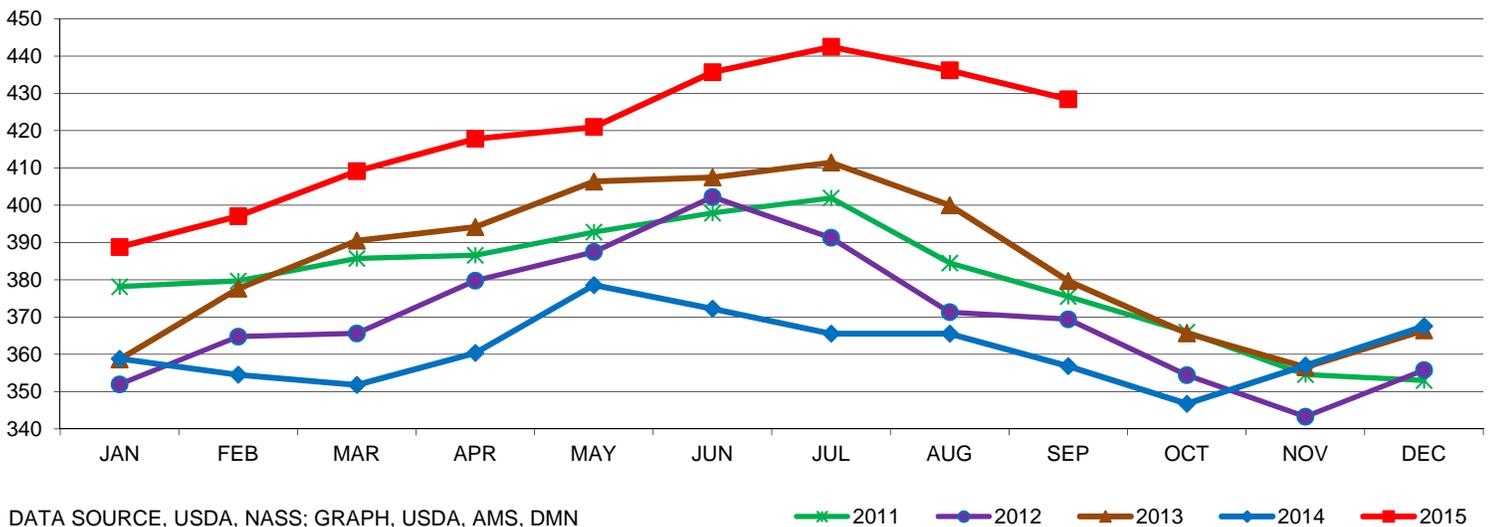
MILLION POUNDS

### U.S. Swiss Cheese Storage Holdings



MILLION POUNDS

### U.S. Other Natural Cheese Cold Storage Holdings





## Dairy Market News Branch

**Agricultural  
Marketing  
Service**

# National Retail Report - Dairy

Websites: <http://www.marketnews.usda.gov/mnp/da-home> and <http://www.ams.usda.gov/mnreports/dybretail.pdf>  
and [http://www.ams.usda.gov/mnreports/wa\\_lo100.txt](http://www.ams.usda.gov/mnreports/wa_lo100.txt)

Volume 82- Number 42

Issued Weekly

Friday, October 23, 2015

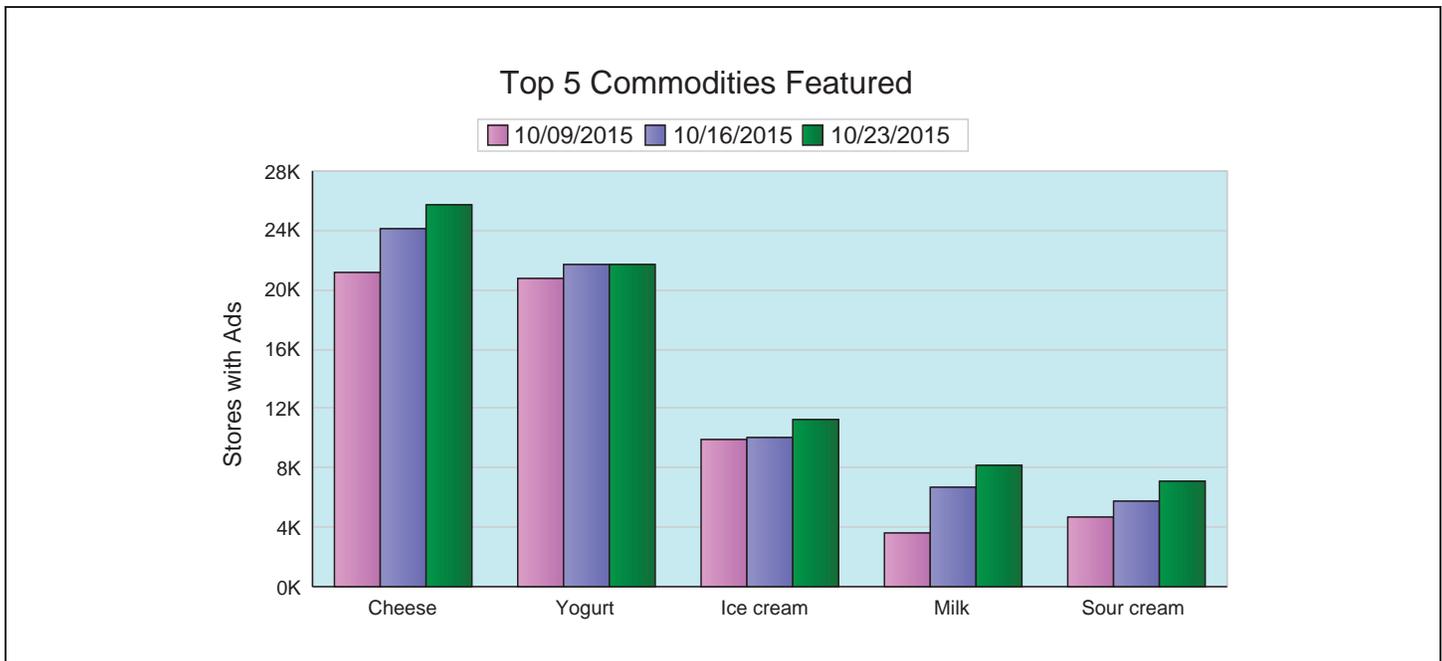
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 10/23/2015 to 10/29/2015

Advertisements for all conventional milk packages increased 56%. Flavored milk in gallons had the biggest increase at 144%, followed by unflavored all test milk in gallons at 129%. Butter ads were cut in nearly half from last week. The average price for conventional 1# butter was \$3.35 this week compared to \$3.25 last week and \$4.20 one year ago. Ads for all conventional dairy products increased 5%, in contrast to an 8% decrease in total organic dairy ad numbers.

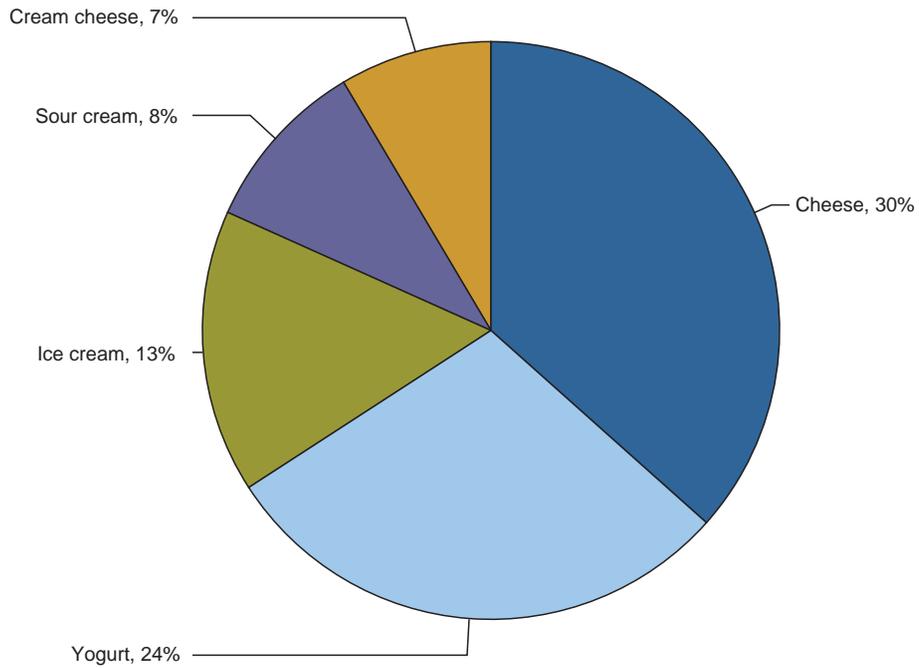
Conventional yogurt ad numbers increased 4% from last week, but organic yogurt ads decreased by 42%. The average price of 4-6 ounce conventional Greek yogurt is 96 cents, up 2 cents from last week but down 1 cent from a year ago. Conventional yogurt in 4-6 ounce packages averaged 52 cents, up 2 cents from last week and up 1 cent from a year ago.

The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.16, down 14 cents from last week and down 47 cents from a year ago; 8 ounce shred cheese averaged \$2.29, up 4 cents from one week ago, but down 40 cents from one year ago. Ads for conventional cheese increased 7% from last week, while organic cheese ads were unchanged.

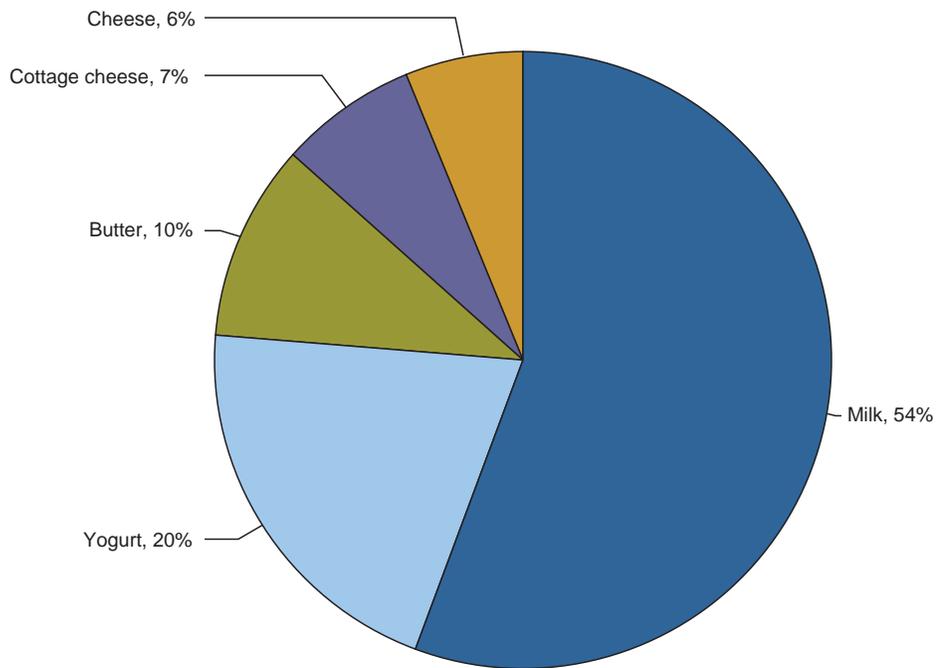
The price spread between organic and conventional half gallon milk is \$2.66. Last week the spread was \$1.55. The price spread is the difference between national weighted average prices for organic, \$3.99, and conventional, \$1.33.



### Top 5 Percentage of Total Conventional Ads



### Top 5 Percentage of Total Organic Ads





## NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	2929	3.35	5560	3.25	3729	4.20
Cheese	Natural Varieties	8 oz block	8883	2.16	9940	2.30	5610	2.63
Cheese	Natural Varieties	1 # block	891	3.83	1228	4.27	2208	4.34
Cheese	Natural Varieties	2 # block	642	5.28	614	7.36	2005	7.83
Cheese	Natural Varieties	8 oz shred	12124	2.29	9941	2.25	10864	2.69
Cheese	Natural Varieties	1 # shred	2907	4.65	2036	3.75	2626	4.35
Cottage cheese		16 oz	3646	1.80	4629	1.73	3883	1.89
Cream cheese		8 oz	5517	1.95	5230	1.96	6104	1.78
Egg nog		half gallon					202	3.49
Flavored milk	All fat tests	half gallon	625	1.93	519	2.86	271	2.28
Flavored milk	All fat tests	gallon	788	2.83	323	3.06	259	3.28
Ice cream		48-64oz	11292	2.98	9991	2.91	12227	2.94
Milk	All fat tests	half gallon	631	1.33	1317	2.59	296	1.84
Milk	All fat tests	gallon	4461	2.60	1949	2.45	1600	3.70
Sour cream		16 oz	6832	1.69	5768	1.71	6025	1.72
Yogurt	Greek	4-6 oz	12327	.96	12447	.94	13928	.97
Yogurt	Greek	32 oz	2186	4.38	1193	3.57	488	5.71
Yogurt	Yogurt	4-6 oz	5635	.52	5446	.50	6999	.51
Yogurt	Yogurt	32 oz	293	2.38	664	2.00	593	3.06

## 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 #	2.99-4.99	799	3.47				2.99-3.00	695	2.99
Cheese	Natural Varieties	8 oz block	1.49-2.79	2192	2.23	1.79-2.50	2380	2.10	1.50-2.50	1588	1.95
Cheese	Natural Varieties	1 # block	3.99-4.29	199	4.08	3.50	214	3.50			
Cheese	Natural Varieties	2 # block	5.99	84	5.99						
Cheese	Natural Varieties	8 oz shred	1.24-3.00	2425	2.30	1.79-3.00	4531	2.38	1.50-2.50	1695	2.02
Cheese	Natural Varieties	1 # shred	3.99	135	3.99				3.33-4.96	879	4.83
Cottage cheese		16 oz	1.50-3.00	1088	2.06	1.00-2.50	417	1.84	1.25-2.00	1065	1.62
Cream cheese		8 oz	1.50-2.50	1295	2.09	1.67-2.50	2012	2.07	0.99-2.50	1027	1.71
Flavored milk	All fat tests	half gallon	1.99	161	1.99				1.00-2.00	297	1.52
Flavored milk	All fat tests	gallon	3.99-4.99	199	4.68				2.99	107	2.99
Ice cream		48-64oz	1.99-3.99	2407	2.69	2.39-3.99	4216	2.86	2.00-3.99	1570	3.13
Milk	All fat tests	half gallon				1.25	184	1.25	1.00-2.99	300	1.47
Milk	All fat tests	gallon	1.99-3.69	745	2.83	2.50	1293	2.50	2.77	53	2.77
Sour cream		16 oz	1.49-2.00	1576	1.64	1.00-2.00	686	1.73	1.00-1.99	1794	1.68
Yogurt	Greek	4-6 oz	0.79-1.00	2935	.97	0.85-1.00	1714	.98	0.69-1.25	2858	.92

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Greek	32 oz	3.99	147	3.99	3.50-5.99	1481	4.53	3.50	119	3.50
Yogurt	Yogurt	4-6 oz	0.45-0.60	1277	.50	0.50-0.60	1799	.56	0.50	778	.50
Yogurt	Yogurt	32 oz	2.00-2.50	209	2.35				2.39	81	2.39

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.49-4.49	454	3.32	2.88-4.28	378	3.41	2.99-3.99	524	3.52
Cheese	Natural Varieties	8 oz block	1.79-2.50	1082	2.19	1.99-2.99	1392	2.42	1.67-1.99	240	1.76
Cheese	Natural Varieties	1 # block	2.99	162	2.99	4.99	178	4.99	2.99-3.99	138	3.49
Cheese	Natural Varieties	2 # block	5.00	114	5.00	5.99	90	5.99	4.99-5.00	350	5.00
Cheese	Natural Varieties	8 oz shred	1.37-3.00	1787	2.19	1.99-2.99	1380	2.52	1.67-3.00	301	2.01
Cheese	Natural Varieties	1 # shred	3.29-4.69	1124	4.50	4.96-5.18	481	5.02	2.99-4.96	268	4.20
Cottage cheese		16 oz	1.00	288	1.00	1.00-1.89	394	1.62	2.29	394	2.29
Cream cheese		8 oz	1.00-2.50	633	1.38				1.50-2.50	496	2.29
Flavored milk	All fat tests	half gallon	1.99	62	1.99				2.99	105	2.99
Flavored milk	All fat tests	gallon	1.99	351	1.99	1.99	120	1.99			
Ice cream		48-64oz	1.99-3.99	984	3.16	1.88-4.99	1234	3.20	2.50-4.99	705	3.23
Milk	All fat tests	half gallon	1.00	78	1.00				1.25	66	1.25
Milk	All fat tests	gallon	1.99-3.29	605	2.28	1.99-3.99	1649	2.71	1.99	105	1.99
Sour cream		16 oz	1.00-2.00	1437	1.70	1.00-1.98	795	1.69	1.50-1.98	524	1.68
Yogurt	Greek	4-6 oz	0.85-1.00	2117	.98	0.99-1.00	991	1.00	0.75-1.25	1604	.93
Yogurt	Greek	32 oz	4.99	196	4.99				3.50-4.00	243	3.64
Yogurt	Yogurt	4-6 oz	0.33-1.00	837	.58	0.33-0.50	673	.43	0.50	190	.50

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.98-4.00	52	3.67	4.49	27	4.49
Cheese	Natural Varieties	8 oz block				2.99-4.77	9	4.18
Cheese	Natural Varieties	2 # block	5.99-8.99	4	7.49			
Cheese	Natural Varieties	8 oz shred	3.00	2	3.00	2.99	3	2.99
Cheese	Natural Varieties	1 # shred	6.46	8	6.46	6.46	12	6.46
Cream cheese		8 oz	2.79	21	2.79	2.29	33	2.29
Flavored milk	All fat tests	gallon	3.59	11	3.59			
Ice cream		48-64oz	4.00	21	4.00	3.50-6.99	155	5.33
Milk	All fat tests	half gallon				2.98	3	2.98
Milk	All fat tests	gallon	3.59	11	3.59			
Sour cream		16 oz	2.14	8	2.14	3.08	12	3.08
Yogurt	Greek	4-6 oz	0.99-1.50	40	1.41	1.00-1.25	68	1.11
Yogurt	Yogurt	4-6 oz	0.50-0.88	24	.83	0.69-0.79	57	.73
Yogurt	Yogurt	32 oz	3.98	3	3.98			



### NATIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	560	4.58	114	3.99		
Cheese	Natural Varieties	8 oz block	63	4.75	63	4.75	58	4.39
Cheese	Natural Varieties	8 oz shred	267	3.99	267	3.99		
Cottage cheese		16 oz	376	3.00	438	3.27	58	5.19
Cream cheese		8 oz					58	3.89
Flavored milk	All fat tests	half gallon					58	4.49
Milk	All fat tests	half gallon	1417	3.99	2421	4.14	2973	3.47
Milk	All fat tests	gallon	436	6.72	221	7.36	58	6.59
Milk	All fat tests	8 oz UHT	1287	.89	774	1.06	1242	.92
Sour cream		16 oz	214	3.00			56	2.99
Yogurt	Greek	4-6 oz	304	1.25	558	1.32	112	1.50
Yogurt	Greek	32 oz	237	5.88	153	4.59		
Yogurt	Yogurt	4-6 oz	304	1.22	69	1.01		
Yogurt	Yogurt	32 oz	304	3.49	1191	2.88		

### 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 #	3.99-4.99	375	4.57				4.50	116	4.50
Cottage cheese		16 oz				3.00	214	3.00			
Milk	All fat tests	half gallon	2.99-4.50	459	3.74	3.99	214	3.99	4.50	116	4.50
Milk	All fat tests	gallon							6.00-6.99	299	6.60
Milk	All fat tests	8 oz UHT	0.83-0.99	680	.86						
Sour cream		16 oz				3.00	214	3.00			
Yogurt	Greek	4-6 oz	1.25	304	1.25						
Yogurt	Yogurt	4-6 oz							1.33	69	1.33
Yogurt	Yogurt	32 oz	3.99	137	3.99				2.79	98	2.79

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #							4.79	69	4.79
Cheese	Natural Varieties	8 oz block	4.75	63	4.75						
Cheese	Natural Varieties	8 oz shred	3.99	162	3.99				3.99	105	3.99
Cottage cheese		16 oz	2.99	162	2.99						
Milk	All fat tests	half gallon	2.99-3.99	324	3.49	4.49-4.99	304	4.72			
Milk	All fat tests	gallon				6.98	137	6.98			
Milk	All fat tests	8 oz UHT				0.75-1.00	538	.92	1.00	69	1.00
Yogurt	Greek	32 oz	5.99	210	5.99						
Yogurt	Yogurt	4-6 oz	0.99	63	.99	1.25	167	1.25			
Yogurt	Yogurt	32 oz							3.50	69	3.50

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Greek	32 oz				4.99	27	4.99
Yogurt	Yogurt	4-6 oz	1.50	5	1.50			

**REGIONAL DEFINITIONS**

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

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

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