

NATIONAL DAIRY MARKET NEWS AT A GLANCE**CME GROUP CASH MARKETS (1/15)**

BUTTER: Grade AA closed at \$2.2500. The weekly average for Grade AA is \$2.1145 (+.0775).

CHEESE: Barrels closed at \$1.5250 and 40# blocks at \$1.4950. The weekly average for barrels is \$1.5245(+.0215) and blocks, \$1.4870(+.0085).

NONFAT DRY MILK: Grade A closed at \$.7500. The weekly average for Grade A is \$.7405 (-.0035).

BUTTER HIGHLIGHTS: Butter production is active across the nation. Many processing plants are running at full capacity, mainly producing bulk butter. Some cream loads from the East and West are clearing into Central region churns. Butter inventories are building to cover needs for Q2-Q3. Interest for print butter from retailers is light but steady from food service. In the East, the market tone for butter is steady to firm. Some manufacturers are using internal cream supplies for churning rather than selling at low prices. This week, a cooperative export assistance program accepted requests for 1.323 million pounds of butter. At the CME Group, Grade AA butter price on Friday closed at \$2.25, up 21.5 cents from a week ago.

CHEESE HIGHLIGHTS: U.S. cheese production is steady and active. Mozzarella production is higher to meet frozen pizza manufacturing demand. Cut and wrap operations are busy meeting good retail demand. Especially in the West, inventories of barrels are long. There were some disruptions to cheese production in the Midwest due to mechanical reactions to extremely cold weather. The impact of winter storm Goliath left some New Mexico cheese plants with disrupted milk supplies, leading to milk from across the Southwest being sent to the plants to make up for shortfalls. Northeast Swiss production has eased due to lower demand. At the CME Group, Barrels closed the week on Friday at \$1.5250, down \$0.0150 from last week's close and blocks closed at \$1.4950, up \$0.0350 from last week's close.

FLUID MILK: Weather impact affected milk production and processing in the center of the country. The South Central area hit by Goliath, reported mixed milk pick up volumes. In the North Central, increased feeding occurred to keep cows producing, but some supply lines were disrupted by cold. Midwest spot milk

prices ranged from \$3.00 under Class to \$0.75 over. California farm level milk production is steady to higher and Pacific Northwest milk production is steady. Utah and Idaho milk production is consistent with normal seasonal patterns. Northeast and Mid-Atlantic milk production is climbing seasonally, as is milk production in Florida.

DRY PRODUCTS: Central and East nonfat dry milk low heat range prices widened, but are steady to lower in the mostly series. Production is active. West NDM prices widened in both price series, with production being lower and inventories mixed. High heat prices are steady. Prices for dry buttermilk are steady to lower with a mixed to weak undertone. Inventories are building in the Central and West, but tight in the East. Dry whole milk prices increased and decreased, influenced by some manufacturers clearing inventories while others sought higher prices. Dry whey price trends are steady to higher. Production is active with steady inventories in the Central, adequate in the Northeast, and steady in the West. Whey protein concentrate 34% prices are largely steady and inventories are committed to tight. Lactose prices are mixed and inventories tighter.

ORGANIC DAIRY MARKET NEWS (DMN): The U.S. weighted average advertised price of organic milk half gallons is \$3.57, up 1 cent from last year, but down 15 cents from last week. For 8 ounce cheese blocks, the average price is \$3.99, unchanged from one year ago, but up 49 cents from last week. This week, 8 ounce cheese shreds average \$3.55, down 44 cents from one year ago, but up 12 cents from a week ago. Global factors are increasingly important when organic dairy is examined because organic dairy imports are increasingly a factor in meeting U.S. demand that isn't met by domestic organic dairy production. For example, grass fed organic milk from southwest England, made into organic cheddar, is now widely available in a national natural food store chain and individual stores throughout the U.S. Organic cheese made in Australia is also sold throughout the U.S. in retail stores as well as online. Australia has developed as a significant

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CME GROUP CASH TRADING

COMMODITY	MONDAY JAN 11	TUESDAY JAN 12	WEDNESDAY JAN 13	THURSDAY JAN 14	FRIDAY JAN 15	WEEKLY CHANGE*	WEEKLY AVERAGE#
CHEESE							
BARRELS	\$1.5350 (-.0050)	\$1.5225 (-.0125)	\$1.5200 (-.0025)	\$1.5200 (N.C.)	\$1.5250 (+.0050)	:: (-.0150)	:: \$1.5245 (+.0215)
40# BLOCKS	\$1.4600 (N.C.)	\$1.4900 (+.0300)	\$1.4950 (+.0050)	\$1.4950 (N.C.)	\$1.4950 (N.C.)	:: (+.0350)	:: \$1.4870 (+.0085)
NONFAT DRY MILK							
GRADE A	\$.7325 (N.C.)	\$.7350 (+.0025)	\$.7425 (+.0075)	\$.7425 (N.C.)	\$.7500 (+.0075)	:: (+.0175)	:: \$.7405 (-.0035)
BUTTER							
GRADE AA	\$2.0350 (N.C.)	\$2.0350 (N.C.)	\$2.1000 (+.0650)	\$2.1525 (+.0525)	\$2.2500 (+.0975)	:: (+.2150)	:: \$2.1145 (+.0775)

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

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

factor in the world of manufactured dairy products which easily withstand shipping times and conditions from Australia to our shores.

NATIONAL RETAIL REPORT-DAIRY (DMN): The volume of conventional dairy ads increased 1%, while organic dairy ads decreased by 33% this week. Conventional Greek yogurt in 4-6 ounce containers had the largest volume of ads, followed by 48-64 ounce containers of ice cream and 8 ounce blocks of cheese. Advertisements for 1 pound butter had the largest percentage increase for both conventional and organic ads, 118% and 71% respectively. The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.35, up 16 cents from last week, and up 2 cents from a year ago; 8 ounce shred cheese averaged \$2.51, up 34 cents from last week, but 3 cents below one year ago. Organic 8 ounce blocks averaged \$3.99, while 8 ounce shred cheese averaged \$3.55. Advertisements for conventional cheese were unchanged, but organic cheese ads dropped 58% from last week. The average price for conventional yogurt in 4-6 ounce packages is \$.49, up 1 cent from last week, and up 2 cents from a year ago. The average price of 4-6 ounce conventional Greek yogurt is \$.93, down 1 cent from last week and 3 cents lower than a year ago. The average price of 4-6 ounce organic yogurt was \$1.50, while organic Greek yogurt was \$1.33. Conventional yogurt ad numbers increased 6% from last week. Organic yogurt ads are down 22% from the previous week. The price spread between organic and conventional half gallon milk is \$1.36. The price spread is the difference between national weighted average prices for organic, \$3.57, and conventional, \$2.21. Conventional milk ads increased by 1% from last week, while organic ads decreased by 30%.

OCTOBER MAILBOX PRICES (FMO & CDFM): In October 2015, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$17.60 per cwt, up \$0.23 per cwt from the September 2015 average, but down \$7.28 per cwt from the October 2014 average. The component tests of producer milk in October 2015 were: butterfat, 3.80%; protein, 3.18%; and other solids, 5.73%. When compared to the previous month, the October Mailbox prices increased in 14 Federal milk order reporting areas and decreased in 5 Federal milk order reporting areas. The Corn Belt States experienced the greatest increase of \$0.87 per cwt while the Southeast States experienced the greatest decrease of \$0.44 per cwt. Averaged over all Federal milk reporting areas, the October 2015 Mailbox price increased an average of \$0.19 per cwt. Mailbox prices in October 2015 ranged from \$19.76 in Florida to \$15.55 in New Mexico.

JANUARY SUPPLY AND DEMAND ESTIMATES

(FMMO): Milk production for 2015 is raised on slightly stronger growth in milk per cow. Forecast 2016 milk production is reduced from last month. Cow numbers are lowered due to lower expected milk prices and the recent blizzard in Texas and New Mexico. Growth in milk per cow is reduced on lower milk prices. Exports are lowered on both a fat and skim-solids basis as global supplies of dairy products remain large and demand remains relatively weak. Continued strength in domestic butter use will also limit the competitiveness of U.S. butter in world markets. Fat and skim-solid basis imports for 2015 are unchanged. For 2016 both fat and skim-solids imports are raised largely on higher cheese imports. Dairy product prices for 2015 are adjusted for December data. For 2016, butter prices are raised from last month on relatively strong demand and lower expected production. Cheese, nonfat dry milk (NDM), and whey prices are reduced. Relatively large beginning stocks of cheese and weaker beginning year prices underlie the reduction in the cheese price forecast. NDM and whey prices are expected to be pressured by weakness in exports. The Class III price for 2016 is lowered on lower cheese and whey prices and the Class IV price is reduced as a lower NDM price more than offsets a higher butter price. The all milk price is lowered to \$15.35 to \$16.15 per cwt for 2016.

CME GROUP

MONDAY, JANUARY 11, 2016

CHEESE -- SALES: 8 CARS BARRELS: 1 @ \$1.5450, 1 @ \$1.5400, 3 @ \$1.5375, 1 @ \$1.5400, 1 @ \$1.5375, 1 @ \$1.5350; LAST BID UNFILED: 1 CAR 40# BLOCKS @ \$1.4600; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.5400
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILED: 2 CARS GRADE A @ \$0.7250; LAST OFFER UNCOVERED: NONE
 BUTTER -- SALES: NONE; LAST BID UNFILED: 1 CAR GRADE AA @ \$1.9500; LAST OFFER UNCOVERED: NONE

TUESDAY, JANUARY 12, 2016

CHEESE -- SALES: 1 CAR BARRELS @ \$1.5250; LAST BID UNFILED: 1 CAR 40# BLOCKS @ \$1.4900; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.5225
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILED: 1 CAR GRADE A @ \$0.7350; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.7400
 BUTTER -- SALES: NONE; LAST BID UNFILED: 2 CARS GRADE AA @ \$2.0350; LAST OFFER UNCOVERED: NONE

WEDNESDAY, JANUARY 13, 2016

CHEESE -- SALES: 2 CARS 40# BLOCKS: 1 @ \$1.4925, 1 @ \$1.4950; LAST BID UNFILED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ \$1.5200; 1 CAR 40# BLOCKS @ \$1.5000
 NONFAT DRY MILK -- SALES: 3 CARS GRADE A: 1 @ \$0.7375, 1 @ \$0.7400, 1 @ \$0.7425; LAST BID UNFILED: 2 CARS GRADE A @ \$0.7425; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.7500
 BUTTER -- SALES: 11 CARS GRADE AA: 2 @ \$2.0500, 3 @ \$2.0700, 2 @ \$2.0800, 4 @ \$2.1000; LAST BID UNFILED: 5 CARS GRADE AA @ \$2.1000; LAST OFFER UNCOVERED: NONE

THURSDAY, JANUARY 14, 2016

CHEESE -- SALES: 1 CAR 40# BLOCKS @ \$1.4950; LAST BID UNFILED: NONE; LAST OFFER UNCOVERED: 1 CAR 40# BLOCKS @ \$1.5000
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILED: 1 CAR GRADE A @ \$0.7400; LAST OFFER UNCOVERED: NONE
 BUTTER -- SALES: NONE; LAST BID UNFILED: 1 CAR GRADE AA @ \$2.1525; LAST OFFER UNCOVERED: NONE

FRIDAY, JANUARY 15, 2016

CHEESE -- SALES: NONE; LAST BID UNFILED: 1 CAR BARRELS @ \$1.5250; LAST OFFER UNCOVERED: 1 CAR 40# BLOCKS @ \$1.5000
 NONFAT DRY MILK -- SALES: 2 CARS GRADE A @ \$0.7500; LAST BID UNFILED: 1 CAR GRADE A @ \$0.7475; LAST OFFER UNCOVERED: NONE
 BUTTER -- SALES: 1 CAR GRADE AA @ \$2.2500; LAST BID UNFILED: 1 CAR GRADE AA @ \$2.2125; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.3000

BUTTER MARKETS

NORTHEAST

Northeast butter output rates are steady to somewhat higher. For most manufacturers, current production surpasses demand, thus, surplus stocks are clearing to inventory. Balancing plant managers note a preference for buying and churning surplus cream instead of selling cream at current multiples. Both salted and unsalted butter are being manufactured. The undertone for the butter market is steady to firm. The current bulk butter prices for domestic sales are reported 4-7 cents over the market of the CME Group, with various time frames and averages used. According to the *DMN National Retail Report-Dairy*, during the week of January 8-14, 2015, the U.S. weighted average advertised price for 1 pound butter was \$3.39, up 39 cents from a year ago and the previous week. The weighted average butter price in the Northeast was \$3.43, compared to \$2.99 a week ago. This week, a cooperative export assistance program accepted requests for 1.323 million pounds of butter. At the CME Group Grade AA butter closed Tuesday at \$2.0350, down \$0.0050 from last Tuesday. The Foreign Agricultural Service (FAS) reports November 2015 U.S. exports of butter and milkfat totaled 2.8 million pounds, a 56% drop from a year ago.

DAIRY PRODUCTS: According to NASS, U.S. butter production for November 2015 totals 150.8 million pounds, up 4.4% from last year and 2.2% from a month ago. Butter output in the Atlantic region totals 14.1 million pounds, down 3.1% from last year and 8.1% from a month ago.

CENTRAL

Churn operators report spot cream loads are clearing into the Central region from the east and west coasts, and points in between. Cream sellers report limited interest from Class II end users. Many Central region butter making plants are running full. Current interest from the retail sector is light, while foodservice orders are steady. Orders from bakery operations are light. Despite the mixed interest for current production, churn operators are comfortable with starting to

build inventories for Q2-Q3 needs. The *DMN National Dairy Retail Report-Dairy* for January 8-14 noted the national weighted average advertised price for a 1 pound package of butter was \$3.39, up \$0.39 from both one week and one year ago. The weighted average price in the South Central region was \$2.98, while there were no retail ads carried within the Midwest region. The CME Group Grade AA butter market closed Wednesday at \$2.1000. This is up 6.25 cents from last Wednesday. Bulk butter prices range from 4 cents under to 7 cents over the market, based on CME Group prices and various indices.

WEST

Western butter production is active, but processors are carefully managing their inventories. Butter stocks are slowly rebuilding following the peak seasonal demand last month. Manufacturers are using internal cream supplies rather than buying additional loads of cream. Furthermore, a few butter makers who had been selling cream are now diverting the cream back into their churns. Although most of the current butter production is focused on bulk, a few manufacturers report an increase of orders for retail print butter. The demand for butter destined for store shelves through the spring holidays is providing some price support within the market. The *DMN National Retail Report-Dairy* for the week of January 8-14 found that the U.S. weighted average advertised price of 1 pound butter is \$3.39, up \$.39 from both one week and from one year ago. There were no retail prices reported for surveyed stores in the Southwest this week. In the Northwest, the weighted average advertised price of 1 pound butter was \$3.99. This week, a cooperative export assistance program accepted requests for 1.323 million pounds of butter. Bulk butter pricing in the West this week is 4 cents under market to 2 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 \$2.1000, up \$.0625 from a week ago.

NATIONAL DAIRY PRODUCTS SALES REPORT

U.S. AVERAGES AND TOTAL POUNDS

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
January 9, 2016	2,0459 4,723,918	1,4635 13,511,049	1,5160 11,141,233	.2339 6,422,788	.7807 13,315,418

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

CHEESE MARKETS

NORTHEAST

Overall, cheese production in the Northeast is steady to increasing seasonally. Demand is improving, as retailers return to the market following post-holiday inventory appraisals. However, manufacturers of Swiss cheese eased production in an effort to control stock levels as sales have dipped behind lackluster demand. Food service accounts are fairly active with orders being placed by some larger cheese buyers in anticipation of Super Bowl events. This week, wholesale cheese prices are steady to strong. Cheddar and Muenster increased \$0.0250. Processed cheese prices increased \$0.0150. Grade A Swiss prices are steady. According to the DMN *National Retail Report-Dairy*, for January 8-14, 2016, the Northeast weighted average advertised price for 8 oz. cheese blocks was \$2.33, 14 cents more than the national average and 28 cents more than a week ago. The Southeast 8 oz. block cheese price was \$2.20, 13 cents more than the previous week. Tuesday's CME Group daily cash prices saw barrels close at \$1.5225, up \$0.0425 from a week ago; blocks closed at \$1.4900, unchanged from last Tuesday. The Foreign Agricultural Service (FAS) reports that November 2015 U.S. cheese and curd exports totaled 50.5 million pounds, a 7% drop from a year ago. DAIRY PRODUCTS: According to NASS, U.S. total cheese production in November 2015 was 975.7 million pounds, 0.6% more than a year ago, but 2.2% less than the previous month. In the Atlantic region, total cheese production was 129.8 million pounds, 7.1% more than a year ago, but 0.7% less than the previous month. The total cheese production and percentage change from one year ago for individual Eastern states are: New York 68.8 million pounds, +2.6%; Pennsylvania 34.2 million pounds, -4.7%; and Vermont 11.5 million pounds, +0.8%.

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

Cheddar 40# Block	:	1.8950-2.1800
Process 5# Sliced	:	1.7000-2.1800
Muenster	:	1.9150-2.2650
Grade A Swiss Cuts 10 - 14#	:	3.1700-3.4925

MIDWEST

This week, mozzarella production has notched up to sustain post-holiday frozen pizza production demand. Cheese manufacturing is back closer to normal schedules, with less spot milk now available. The arrival of the coldest weather of this winter in the Upper Midwest has brought disruptions to cheese manufacturing. Broken water mains have temporarily affected some cheese production, sending milk out to find other manufacturers. A few incidents of milk trucks not starting have affected the flow of milk from some producers to cheese plants. The year opens with uncertainty hanging over cheese markets. The retrospective on last year is surprise, but relief, that the unanticipated higher cheese production was successfully absorbed. However, global milk supplies for 2016 are looking like they will also be strong, at least in the U.S. and the EU. Oceania is in the middle of summer, with hot and increasingly dry conditions in some milk regions, leaving milk volumes there more uncertain. Higher milk volumes domestically and in the EU will likely keep cheese volumes strong and global export competition active. Thus, the significant question hovering over early 2016 is whether markets will continue to absorb volumes of cheese without prices being adversely affected. The DMN *National Retail Report-Dairy* shows that January 8-14 Midwest ads for 8 ounce shred cheese have a weighted average advertised price of \$1.94, 23 cent low-

er than the national average. Midwest prices range from \$1.50-\$2.50. One year ago, the national price was \$2.54. For 8 ounce blocks, the Midwest average price is \$1.89, 30 cents below the national average price. Midwest ads are priced from \$1.50-\$2.50. Last year, the national price was \$2.33. Midwestern wholesale prices are unchanged for Swiss cuts, up \$.0150 for process, and up \$.0250 for all other types. In CME Group trading Wednesday, barrels closed at \$1.5200, up \$.0400 from last Wednesday and blocks closed at \$1.4950, up \$0.0250.

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

Process American 5# Loaf	:	1.6000-1.9600
Brick And/Or Muenster 5#	:	1.8575-2.2825
Cheddar 40# Block	:	1.5850-1.9800
Monterey Jack 10#	:	1.8325-2.0375
Blue 5#	:	2.1250-3.1125
Mozzarella 5 - 6# (Low Moisture, Part Skim)	:	1.6575-2.5975
Grade A Swiss Cuts 6 - 9#	:	2.6875-2.8050

WEST

Western cheese production is mostly steady and active. Readily available milk supplies are keeping manufacturers busy. Cut and wrap operators continue to see good retail demand. Requests for mozzarella and other cheese for pizzas are steady in advance of the Super Bowl and football playoffs. Inventories are long for cheese barrels, and to a lesser extent blocks. Storage availability is becoming an issue in some locations. Cheese production in New Mexico is returning to normal after winter storm Goliath. The impact on area milk production will take a long time to assess. New Mexico cheese plants in the epicenter of the storm are receiving milk from across the region to make up for any shortfalls. The DMN *National Retail Report-Dairy* for the week of January 8-14 shows the U.S. weighted average advertised retail price for an 8 ounce pack of natural shredded cheese is \$2.17, down \$.07 from last week, and down \$.37 from a year ago. Packs averaged \$2.59 in the Southwest and \$2.34 in the Northwest. For 8 ounce blocks, the U.S. price is \$2.19, up \$.18 from last week, but down \$.14 from a year ago. Blocks averaged \$2.60 in the Southwest and \$2.36 in the Northwest this week. In the West, wholesale prices are up \$.0150 for process, and up \$.0250 for cheddar block, cuts, and Monterey jack. Prices are unchanged for Swiss cuts. This week, a cooperative export assistance program accepted requests for 2.090 million pounds of cheese. In CME Group trading Wednesday, barrels closed at \$1.5200, up \$.0400 from a week ago and blocks closed at \$1.4950, up \$.0250.

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

Process 5# Loaf	:	1.6150-1.8725
Cheddar 40# Block	:	1.5900-2.0350
Cheddar 10# Cuts	:	1.7700-1.9900
Monterey Jack 10#	:	1.7800-1.9400
Grade A Swiss Cuts 6 - 9#	:	2.7475-3.1775

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CHEESE MARKETS

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FOREIGN TYPE CHEESE

In the EU, cheese stocks were drawn down to meet end of year demand. Rebuilding of cheese in aging programs is underway and nearly complete. Domestic orders within the EU for cheese produced in the EU are near expected levels, but prices are weaker for semi hard cheese. Cheese available for export is at levels manufacturers find to be comfortable. EU milk production is higher than year ago levels and the winter has been mild. Some of the additional milk is expected to head to cheese manufacturing. In the U.S., Domestic Swiss prices are unchanged and the remaining domestic foreign type cheese prices in the U.S. adjusted up \$0.0250.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	: 2.6400-5.3800	: 2.0525-3.5400*
Gorgonzola	: 3.6900-5.8900	: 2.5600-3.2575*
Parmesan (Italy)	: -0-	: 3.4425-5.5325*
Provolone (Italy)	: -0-	: 2.0950-2.3475*
Romano (Cows Milk)	: -0-	: 3.2425-5.3925*
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-	: 3.2075-3.5300
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

	:	
01/11/16	9,648	: 92,896
01/01/16	7,658	: 93,970
CHANGE	1,990	: -1,074
% CHANGE	26	: -1

FLUID MILK AND CREAM

EAST

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

	THIS WEEK		LAST WEEK		LAST YEAR	
	IN	OUT	IN	OUT	IN	OUT
FLORIDA	0	0	0	90	150	0
SOUTHEAST STATES	0	0	0	0	0	0

Throughout parts of the region Class I demand is strong as weather related concerns prompt heavy add-on orders to bottling. Some manufacturers report that discounted milk is harder to find compared to previous weeks' availability. Milk production on the farm in the Northeast and Mid-Atlantic is climbing seasonally. Milk receipts are now at a comfortable level for most balancing operations. Southeast's farm milk production is mostly steady, but down slightly in some areas due to weather related events. Add-ons to bottling are exceptionally strong, as manufacturing intakes are cut to accommodate active Class I demand. Transportation issues affected haulers causing delays in milk deliveries. Florida's milk production is inching higher. Sales are balanced. There were no f.o.b. spot milk shipments reported for the state this week. Demand is being generated from the re-opening of schools and a return of seasonal residents. **Condensed skim** prices strengthened from lows in recent weeks. Supplies are meeting contract demand, as ice cream operations are back in the market. As a result, market conditions are not as soft as a few weeks back. **Cream** is available at multiples ranging **1.07-1.20**. Most plants with churning capacity prefer to churn cream that's not required to fill contracts. Sources state that a few sales continue to occur out of region, but they do anticipate sales will improve in the East. Cream cheese production has declined, with seasonally slow sales. At the CME Group, Grade AA butter closed Wednesday at \$2.1000, up \$0.0625 from a week ago.

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 - 2.1796-2.4444

F.O.B. producing plants: Upper Midwest - 2.2814-2.5666

PRICES OF CONDENSED SKIM, DOLLARS PER LB. SOLIDS, F.O.B. PRODUCING PLANTS:

Northeast - Class II - includes monthly formula prices - .75-.90

Northeast - Class III - spot prices - .49-.64

MIDWEST

Subzero temperatures occurred in much of the North Central region while the temperatures in the South Central region ranged from the mid-teens to the 50s in the early part of the week. Some reports of milk trucks not operating were received from processors in the north, but those incidents were infrequent. There were also reports of problems with waterlines in barns, and one or two processors were dealing with broken water mains coming into their plants. This prompted some rerouting of milk loads. Dairy cows are consuming feed at a higher rate to compensate for the cold weather, but dairy operators indicate feed supplies are adequate to handle the increased demands for the near term. Milk intakes trended lower in the North Central. In those areas in the South Central area hit by Goliath, milk handlers also report pick up volumes are mixed. The full impacts of lost dairy cows and reduced milk production for surviving cows cannot be fully assessed at this time. Bottled milk demand is higher than last week as retailers stock up ahead of the extended holiday weekend. Also, a few bottlers are running colored/flavored milk

varieties in conjunction with some regional professional football leagues. Spot milk availability is moderate with prices ranging from \$3.00 under Class to \$0.75 over, depending on time, volume, and location. Milk volumes are moving within the region and outside the region to handle shortfalls at various bottling and/or processing plants. Sales of condensed skim and cream are steady to higher into Class II plants. Hard ice cream production at some plants is ramping up. Operators indicate both the multi-serving and stick/cup/cone individual serving lines are running. Some cream cheese plants are also adding production time. Multiples for Central region Class II cream are higher, 1.12-1.26. According to the *DMN National Retail Report-Dairy* for the week of January 8-14, the national and Midwest weighted average advertised prices for one gallon of milk are, respectively, \$2.54 and \$2.50.

WEST

Farm level milk production is steady to higher in California. Cooler temperatures, around 60 degrees, are raising comfort of dairy cows. Orders from bottlers serving K-12 schools are steady to lower as most schools will be closed on Monday for Martin Luther King Day. However, the reopening of higher education institutions is pulling heavy milk supplies into other bottling plants. As a result, manufacturing milk volumes for other classes are lower, but sufficient to keep balancing plants busy. The February 2015 Class 1 prices in California are \$14.98 in the north and \$15.25 in the south. The statewide average Class 1 price based on production is \$14.99. This price is \$2.91 cents lower than January 2016 and \$2.11 lower than February 2015. In Arizona, the favorable weather pattern to dairy herds is enhancing milk yields. Bottled milk demand is seasonally strong. Condensed skim volumes into Class II are increasing, especially into yogurt and ice cream manufacturing. In New Mexico, dairy operations are still recovering from the damages of winter storm Goliath. Compared to the previous week, milk output is steady to slightly higher. Some producers anticipate a slow increase in production in the next couple of weeks. Class I sales are higher, but lower for Class II. Manufacturing milk volumes moving into Class III are steady. According to the *DMN National Retail Report-Dairy* for the week of January 8-14, the national weighted average advertised price for one gallon of milk is \$2.54, \$3.12 in the Southwest and \$2.49 in the Northwest. Pacific Northwest milk production is steady. Temperatures have been mostly comfortable, but occasional cold or wet conditions challenge cow comfort and suppress milk output. Industry contacts report good volumes of forage are available. Prices for premium alfalfa hay have come down from the previous month. Utah and Idaho milk production are consistent with normal seasonal patterns. Processors say there is plenty of milk for manufactured products. Western cream supplies continue to be clearing into butter manufacturing. Interest for cream is light. However, cream demand from ice cream makers is slightly improving. Some dairy operations are still using internal cream for churning rather than selling at lower prices. Multiples for all classes are mixed, ranging from 1.00 to 1.20. At the CME Group, Grade AA butter price on Wednesday closed at \$2.1000, up 6.25 cents from a week ago.

NONFAT DRY MILK, BUTTERMILK & 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: The Central region low/medium heat nonfat dry milk range price series widened as prices adjusted to various indices and current buyer interest. The mostly series is unchanged to lower. Buyer interest is light. Sellers indicate buyers are focusing on price more strongly than date of manufacture or packaging in some instances. The market has yet to supply a need for buyers to get ahead of a steady upward price trend, thus buyers are content to shop from week to week. Production of low/medium heat NDM is active throughout the region. Seasonally light interest in condensed skim from the Class II market sector is leaving condensed skim volumes in balancing plants that must clear through the dryers. Low/medium heat NDM production is active. Manufacturers' inventories are growing as demand is lighter than weekly production. High heat NDM prices are steady on light trading. Bakery accounts have yet to pull on high heat NDM inventories for the spring baking season. Even pallet-size demand is light. High heat NDM production is limited to occasional runs, as contract needs demand. Inventories are steady.

EAST: Low/medium heat nonfat dry milk prices are mixed. NDM production continues to be active. Producers' low/medium NDM stocks are growing, as moderate trading takes place. Contracts are satisfied on time, with spot purchases being made primarily on a hand-to-mouth basis and/or less than truck load basis. In general, buyer transactions are limited as the NDM settles. Prices for high heat nonfat dry milk in the East are unchanged. A decrease in manufacturing milk supplies generated an opportunity for production of high heat NDM at several regional balancing plants this week. Supplies are tight. Buyer interest from bakeries has declined. The market undertone is steady.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A
 LOW/MEDIUM HEAT: .7700 - .8775 MOSTLY: .8100 - .8500
 HIGH HEAT: .9000 - 1.1500

NONFAT DRY MILK - WEST

Prices for low/medium heat nonfat dry milk (NDM) are mixed. The strong demand for bottled milk is pulling away moderate manufacturing milk volumes from dryers. As a result, NDM production is slightly lower, compared to the previous week. Inventories are mixed. Some processors note a little tightness of NDM inventories. On the other hand, some industry participants note adequate to heavy supply levels. Spot sales for cheese fortification are active. The market undertone is unsettled. Prices for high heat nonfat dry prices are unchanged. Spot sales to the bakery sector are less active. Some manufacturers are producing more actively to replenish inventories ahead of filling orders for contract based customers.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A
 LOW/MEDIUM HEAT: .6775 - .8300 MOSTLY: .7200 - .7625
 HIGH HEAT: .8400 - 1.1000

CALIFORNIA MANUFACTURING PLANTS - NDM

WEEK ENDING	PRICE	TOTAL SALES
January 8	\$.8041	5,443,499
January 1	\$.7872	7,228,110

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: Prices for Central dry buttermilk are steady to lower. The market tone is mixed. While component values waffled during the last week, tighter spot availability is keeping price decreases in check. Manufacturers are drying quantities of liquid buttermilk coming off the churns as butter making is active. With the active ice cream production season a few weeks away, some dry buttermilk manufacturers are content to rebuild inventories while churning is active. These upcoming needs are also keeping manufacturers from clearing dry buttermilk loads outside of current and upcoming contract needs. Inventories are building.

EAST: Dry buttermilk prices are steady to lower at the top of the range, due to f.o.b. spot movement. Regional butter production continues to facilitate dry buttermilk output volumes, but at levels slightly lower than last week. Output rates will likely increase towards week's end as dryers that were down return to production. Some dry buttermilk market contacts suggest stocks are tight in the region. New production, in some instances, is already sold due to strong buyer interest from the ice cream and blends sectors. The market undertone is unsettled.

F.O.B. CENTRAL/EAST: .7800 - .8725

DRY BUTTERMILK - WEST

Dry buttermilk f.o.b. spot prices are unchanged. Sales are slow in the spot market. The market undertone continues to be weak. Some ice cream plant operators are requesting moderate loads of condensed buttermilk. As a result, dry buttermilk production is active, but slightly lower. Inventories are steady.

F.O.B. WEST: .8200 - .8750 MOSTLY: .8200 - .8400

DRY WHOLE MILK - NATIONAL

The price range for dry whole milk is wider this week. Some producers are clearing inventories at lower f.o.b. spot prices, reflected on the bottom of the range. On the other hand, some manufacturers are selling at higher prices, pushing up the top price of the range. Compared to the previous week, sales outside contracts are more active. At this point, the market tone is unsettled. Dry whole milk production is sporadic. Inventories vary from plant to plant. This week, a cooperative export assistance program accepted requests for 396,832 pounds of dry whole milk.

F.O.B. PRODUCING PLANT: .9500 - 1.4700

WHEY, WPC 34%, LACTOSE & CASEIN

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

DRY WHEY - CENTRAL

Prices for Central dry whey are unchanged to higher on the range and mostly series. Descriptions of market conditions differ, depending on point of view. Some manufacturers and resellers term the market as recovering some of its stability, with the futures markets showing higher prices in the upcoming months. Conversely, others indicate the market remains steady to weak, as evidenced by a regular stream of offers for loads from manufacturers, brokers, and resellers. End users do have interest in filling near term needs, however, that interest is strongly price dependent. Potential buyers report receiving requests from sellers to make bids on warehoused dry whey. Bids falling short of usual premiums for various brands are being rejected by sellers. Dry whey production is active, although at lower rates than during the holiday weeks. This stems from cheese manufacturers not wanting to get ahead of current orders on most cheese varieties. Dry whey inventories are steady. Animal feed dry whey prices are higher on light to moderate trading activity. Manufacturers report they'd cleared out much of their inventory ahead of the end of the year. Now it will take some time to rebuild full loads of animal feed dry whey.

F.O.B. CENTRAL: .1900 - .2800 MOSTLY: .2000 - .2500
 F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .1425 - .1900

DRY WHEY - NORTHEAST

Dry whey prices moved higher at the bottom of the range on f.o.b. spot sales. The region's steady to lower production rate is the result of a falloff in manufacturing milk supplies, as Class I demand increases. Dry whey inventories are adequate for current demand, as primarily contracts and occasional spot sales pull on available supplies. The Northeast dry whey market in general is showing some strength, while unsettled.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .2300 - .2775

DRY WHEY - WEST

Western whey prices are mostly steady this week. The bottom end of the range price series came up a little. Manufacturers report inventories are tight and they can be a little choosier on bids accepted. Some processors say their production, inventories, and demand are better balanced than they were in the last half of 2015. Production is steady and volumes of dry whey are clearing mostly through regular contracts. A few industry contacts report blocks of export sales have developed this week.

NONHYGROSCOPIC: .2200 - .3100 MOSTLY: .2200 - .2600

WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST

Whey protein concentrate 34% prices are largely steady this week. However, the upper end of the mostly price series moved slightly higher. A few processors made spot sales at the top or a little above the mostly price series. There continues to be several tiers within the WPC 34% market and no tier is fully controlling market prices. Some buyers seem willing to pay a premium for product that meets specific characteristics, brand, or location parameters. Manufacturers state their inventories are generally committed/tight. Production is steady to lower as some processors seek to move production to higher protein concentrations. Demand is stable and the market tone is unsettled.

F.O.B. EXTRA GRADE 34% PROTEIN: .4900 - .6800 MOSTLY: .4900 - .5800

LACTOSE - CENTRAL AND WEST

Lactose prices were mixed this week. A few sellers completed lower-priced transactions to fulfill short-term obligations and prices moved slightly lower at the bottom of the range price series. However, the upper end of the mostly price series went up slightly this week. Manufacturers generally report tighter inventories and the ability to be selective on bids accepted. Processors have pushed Q1 contracts and spot prices a little higher. Some manufacturers are beginning to work on Q2 contracts. Demand has been relatively steady. Lactose producers say they are getting more inquiries from buyers. In some cases, regular customers are asking about getting more lactose, but so far, have held back from finalizing the deals. The general market tone is stable to slightly firming.

Including spot sales and up to 3 month contracts.
 F.O.B. EDIBLE, NON PHARMACEUTICAL .1400 - .2650 MOSTLY: .1800 - .2300

CASEIN - NATIONAL

Casein markets are quiet with low volumes of activity and weak demand. Prices this week are unchanged. Many potential buyers have adopted a wait and see attitude. The weak undertone is reflective of weak skim milk powder prices, as the EU continues accepting sales into intervention. Negotiations for Q2 are underway.

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: 2.7800 - 3.3500
 ACID: 2.7300 - 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
12/26/2015	42.6	2,907.5	42.4	2,806.3

WEBSITE: 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
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
2015	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44

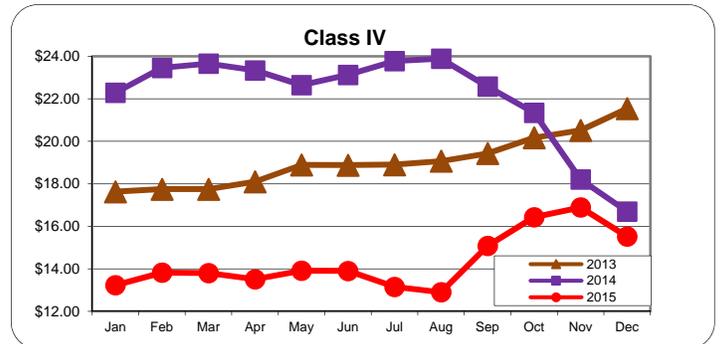
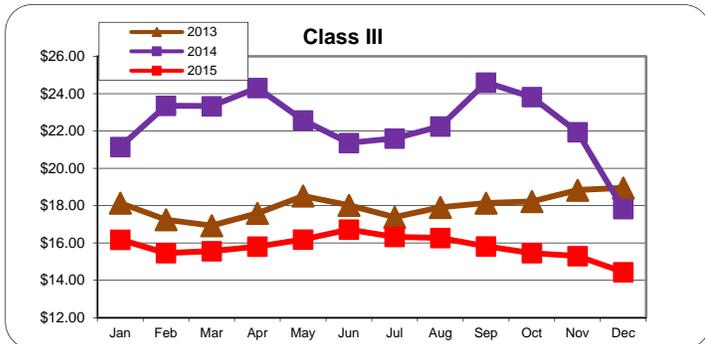
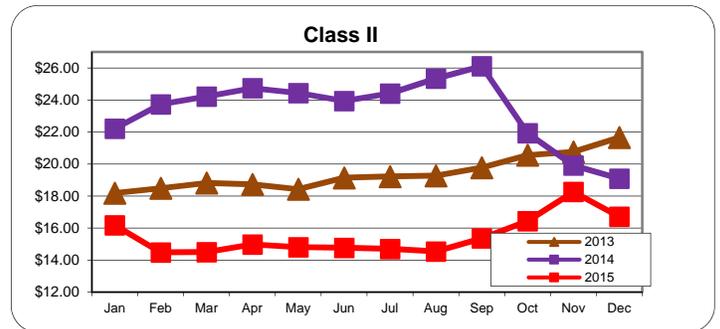
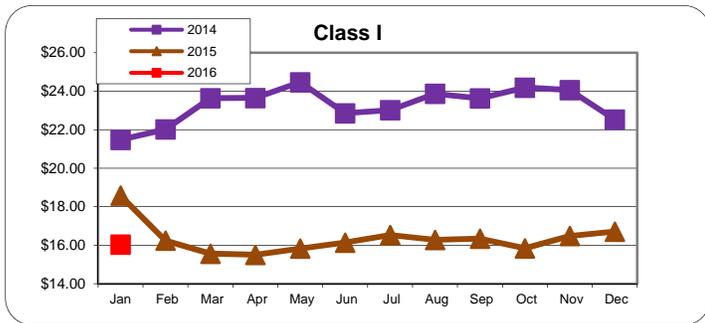
CLASS IV MILK PRICES (3.5%)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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
2015	13.23	13.82	13.80	13.51	13.91	13.90	13.15	12.90	15.08	16.43	16.89	15.52

FEDERAL MILK ORDER CLASS PRICES FOR 2016 (3.5%)

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I 1/	16.04											
II												
III												
IV												

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



ORGANIC DAIRY MARKET NEWS

Information gathered January 4 - 15, 2016

ORGANIC DAIRY FLUID OVERVIEW

Global factors are increasingly important when organic dairy is examined because organic dairy imports are increasingly a factor in meeting U.S. demand that isn't met by domestic organic dairy production. For example, grass fed organic milk from southwest England, made into organic cheddar, is now widely available in a national natural food store chain and individual stores throughout the U.S. In fact, the 7 ounce size of imported organic sharp cheddar is even available through a U.S. based online internet sales company for \$6.48. Even at over twice the price of some domestically manufactured organic cheddar, sales are said to be good.

Organic cheese made in Australia is also sold throughout the U.S. in retail stores as well as online. Australia has developed as a significant factor in the world of manufactured dairy products which easily withstand shipping times and conditions from Australia to our shores. Some brands perceived as domestic brands source cheeses and milk powders in Australia to stretch what is domestically available.

Some Northeast U.S. based regular customers for organic skim milk powder and whole milk powder generally make purchases from Oceania. They find assurance of supply as well as pricing are preferable to current availability of U.S. domestic product.

While efforts continue to get more transitioning into certified organic dairy production in the U.S. to meet demand, specifics are difficult to discover. Reports from some certifiers in Australia reveal that organic dairy transitioning acreage in 2015 was up 40% from 2014. Australia already has nearly eight times as much total organic acreage as the U.S., according to a recent global study by the International Federation of Organic Agriculture (IFOAM) and Europe-based Research Institute of Organic Agriculture (FiBL), with results detailed below.

The Ten Countries With the Largest Areas of Organic Agricultural Land 2013 (in Million Hectares)

Australia	17.2
Argentina	3.2
U.S. (2011)	2.2
China	2.1
Spain	1.6
Italy	1.3
France	1.1
Germany	1.1
Uruguay (2006)	0.9
Canada	0.9

Also noteworthy is that in Oceania, where Australia is located, a higher percentage of total agricultural land is organic than in North America, where the U.S. is located. The data on the following table shows that organic acreage in Oceania as a percentage of total agricultural acreage is nearly 7 times greater than in North America.

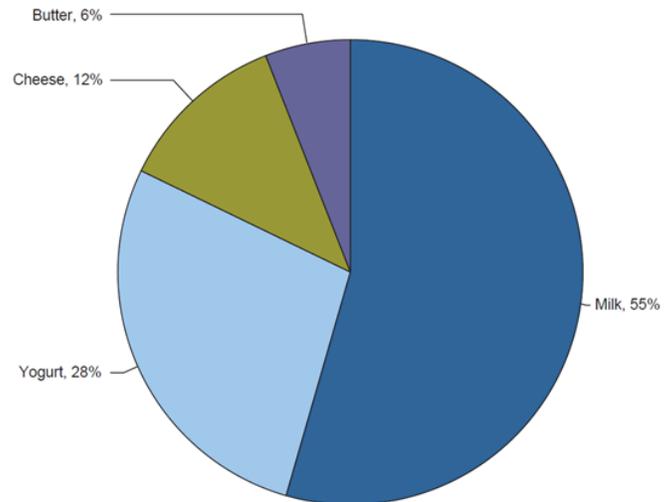
Organic Agricultural Land As A Share of Total Agricultural Land By Region (2013)

Africa	0.1%
Asia	0.2%
Europe	2.4%
Latin America	1.2%
North America	0.7%
Oceania	4.1%

These data illustrate the challenge as well as the potential facing U.S. based organic dairy production. The challenge being the head start elsewhere but the potential being proof of success elsewhere in increasing the percentage of total agricultural acreage certified as organic.

ORGANIC DAIRY RETAIL OVERVIEW

This holiday week, organic milk accounts for 55% of ads this period, organic yogurt 28%, organic cheese 12%, and organic butter 6%.



Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads with prices valid from January 15-21, 2016 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 \$3.57, up 1 cent from last year, but down 15 cents from last week. Ads appeared in all regions except the Southeast and Northwest.

Organic Milk 8 Ounce UHT. The U.S. weighted average advertised price of organic 8 ounce UHT milk is \$0.96, down 4 cents from a year ago, but up 3 cents from last week. Ads appeared in the Northeast, Midwest, South Central, Southwest, and Northwest.

8 Ounce Block Organic Cheese. The U.S. weighted average price of 8 ounce cheese blocks is \$3.99, unchanged from one year ago, but up 49 cents from last week. Ads appeared in the Northeast and Northwest.

8 Ounce Shred Organic Cheese. The U.S. weighted average price of 8 ounce cheese shreds is \$3.55, down 44 cents from one year ago, but up 12 cents from a week ago. Ads appeared in the Midwest, South Central and Northwest.

4-6 Ounce Organic Greek Yogurt. The U.S. weighted average price of 4-6 ounce organic Greek yogurt is \$1.33, up 31 cents from one year ago and up 25 cents from last week. Ads appeared in all regions except for the Northeast and Hawaii.

ORGANIC DAIRY MARKET NEWS

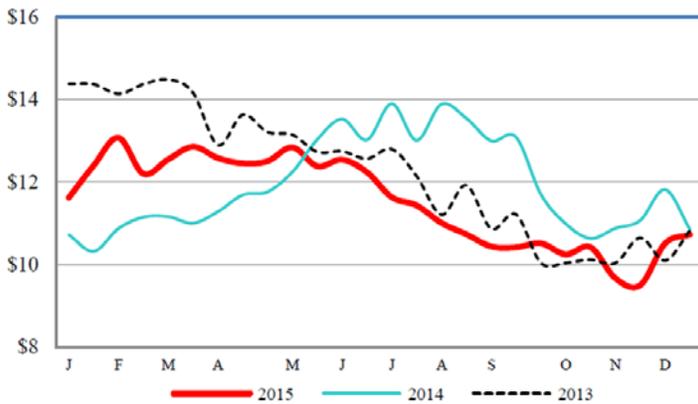
Information gathered January 4 - 15, 2016

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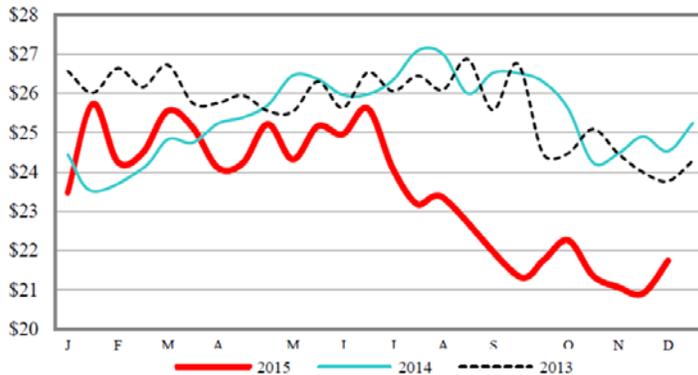
1 Pound Organic Butter. The U.S. weighted average price of 1 pound organic butter is \$5.16, up 17 cents from one week ago. Ads appeared in the Northeast and Northwest.

ORGANIC GRAIN AND FEEDSTUFF MARKETS: Organic grains traded moderately, with good demand. The bulk of organic grain trading has involved previously contracted grain. Organic feed grade corn prices moved slightly lower. There was limited trading of food grade organic corn. Trade activity is spotty for organic feed and food grade wheat, and limited trading activity for organic barley and oats. Imports are steady and export volume is down due to a stronger U.S. dollar.

National Organic Feed Corn Prices (\$/bu)



National Organic Feed Soybean Prices (\$/bu)



Organic Spot Market Negotiated Grain Prices

Organic Commodity	Price Range	Average**
Corn*: Feed Yellow	8.50 – 10.00	9.43

*Prices quoted \$/bushel FOB the farm, 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

Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders and California, October 2015, With Comparisons

In October 2015, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$17.60 per cwt, up \$0.23 per cwt from the September 2015 average, but down \$7.28 per cwt from the October 2014 average. The component tests of producer milk in October 2015 were: butterfat, 3.80%; protein, 3.18%; and other solids, 5.73%. When compared to the previous month, the October Mailbox prices increased in 14 Federal milk order reporting areas and decreased in 5 Federal milk order reporting areas. The The Corn Belt States experienced the greatest increase of \$0.87 per cwt while the Southeast States experienced the greatest decrease of \$0.44 per cwt. Averaged over all Federal milk reporting areas, the October 2015 Mailbox price increased an average of \$0.19 per cwt. Mailbox prices in October 2015 ranged from \$19.76 in Florida to \$15.55 in New Mexico.

Reporting Area ¹	Mailbox Milk Price ²		
	October 2014	September 2015	October 2015
	<i>(dollars per hundredweight)</i>		
New England States ³	25.80	18.66	19.29
New York	24.85	17.32	17.95
Eastern Pennsylvania ⁴	24.85	17.45	18.06
Appalachian States ⁵	26.11	19.01	18.83
Southeast States ⁶	26.79	19.36	18.92
Southern Missouri ⁷	26.44	19.36	19.35
Florida	28.10	20.19	19.76
Western Pennsylvania ⁸	25.24	17.66	18.27
Ohio	24.88	17.61	18.09
Indiana	24.31	16.83	16.99
Michigan	23.69	16.61	16.78
Wisconsin	25.76	17.76	17.85
Minnesota	25.91	17.44	17.63
Iowa	25.55	17.59	17.35
Illinois	26.00	17.72	17.98
Corn Belt States ⁹	23.88	15.83	16.70
Western Texas ¹⁰	23.65	16.62	16.71
New Mexico	22.59	15.52	15.55
Northwest States ¹¹	24.04	17.24	17.35
All Federal Order Areas ¹²	24.88	17.37	17.60
California ¹³	22.66	15.71	15.82

¹ Areas for which prices are reported for at least 75% of the milk marketed under Federal milk orders.

² Net pay prices received by dairy farmers for milk. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are weighted averages of the prices reported for all orders receiving milk from the reporting area and are reported at the average butterfat tests. Prices include, for the most part, the assessment under the Cooperatives Working Together (CWT) program.

³ Includes Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont.

⁴ Includes all counties to the east of those listed in ⁸.

⁵ Includes Kentucky, North Carolina, South Carolina, Tennessee, and Virginia.

⁶ Includes Alabama, Arkansas, Georgia, Louisiana, and Mississippi.

⁷ Includes the counties Vernon, Cedar, Polk, Dallas, Laclede, Texas, Dent, Crawford, Washington, St. Francois, and Perry, and all those to the south of these.

⁸ The counties of Warren, Elk, Clearfield, Indiana, Westmoreland, and Fayette, and all those counties to the west of these.

⁹ Includes Kansas, Nebraska, and the Missouri counties to the north of those listed in ⁷.

¹⁰ Includes all counties to the west of Fanin, Hunt, Van Zandt, Henderson, Houston, Cherokee, Nacogdoches, and Shelby.

¹¹ Includes Oregon and Washington.

¹² Weighted average of prices for all selected reporting areas.

¹³ Calculated by California Department of Food and Agriculture, and published at

<http://cdfa.ca.gov/dairy/uploader/docs/MailBox%20Data%202014.pdf>

Report Contact: Randal Stoker, randal.stoker@usda.gov or 202-690-1932

January Supply and Demand Estimates

Milk production for 2015 is raised on slightly stronger growth in milk per cow. Forecast 2016 milk production is reduced from last month. Cow numbers are lowered due to lower expected milk prices and the recent blizzard in Texas and New Mexico. Growth in milk per cow is reduced on lower milk prices. Exports are lowered on both a fat- and skim-solids basis as global supplies of dairy products remain large and demand remains relatively weak. Continued strength in domestic butter use will also limit the competitiveness of U.S. butter in world markets. Fat and skim solid-basis imports for 2015 are unchanged. For 2016 both fat and skim-solids imports are raised largely on higher cheese imports. Dairy product prices for 2015 are adjusted for December data. For 2016, butter prices are raised from last month on relatively strong demand and lower expected production. Cheese, nonfat dry milk (NDM), and whey prices are reduced. Relatively large beginning stocks of cheese and weaker beginning year prices underlie the reduction in the cheese price forecast. NDM and whey prices are expected to be pressured by weakness in exports. The Class III price for 2016 is lowered on lower cheese and whey prices and the Class IV price is reduced as a lower NDM price more than offsets a higher butter price. The all milk price is lowered to \$15.35 to \$16.15 per cwt for 2016.

U.S. Milk Supply and Use					
Commodity	2014	2015		2016 Projected	
		Projected	Estimated	Dec	Jan
		Dec	Jan		
Milk	<i>(billion pounds)</i>				
Production	206.0	208.3	208.4	212.4	211.8
Farm Use	1.0	1.0	1.0	1.0	1.0
Fat Basis Supply					
Beginning Commercial Stocks	11.2	11.2	11.2	12.9	12.8
Marketings	205.1	207.3	207.4	211.5	210.8
Imports	4.3	5.8	5.8	5.8	5.9
Total Commercial Supply	220.6	224.4	224.5	230.2	229.6
Fat Basis Use					
Commercial Exports	12.4	8.8	8.7	9.0	8.6
Ending Commercial Stocks	11.2	12.9	12.8	12.2	12.0
CCC Donations	0.0	0.0	0.0	0.0	0.0
Domestic Commercial Use	196.9	202.7	203.0	208.9	209.0
Skim-Solid Basis Supply					
Beginning Commercial Stocks	11.7	13.1	13.1	13.8	14.0
Marketings	205.1	207.3	207.4	211.5	210.8
Imports	5.6	6.0	6.0	6.1	6.2
Total Commercial Supply	222.4	226.4	226.5	231.4	231
Skim-Solids Basis Use					
Commercial Exports	39.1	37.7	37.3	38.7	37.7
Ending Commercial Stocks	13.1	13.8	14.0	13.7	14.0
CCC Donations	0.0	0.0	0.0	0.0	0.0
Domestic Commercial Use	170.2	174.9	175.2	178.9	179.3

NOTE: Totals may not add due to rounding.

Continued on page 11

December Milk Supply and Demand Estimates-cont'd

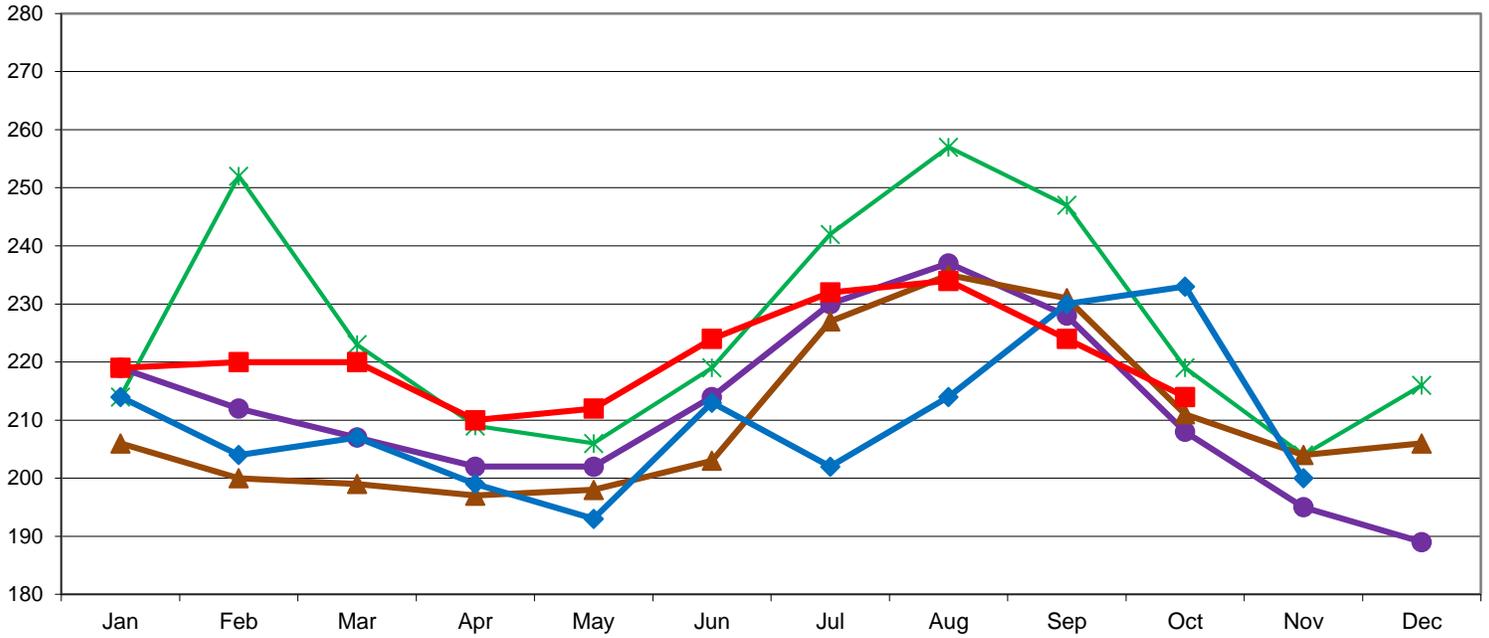
U.S. Dairy Prices					
Commodity	2014	2015		2016 Projected	
		Projected	Estimated		
		Dec	Jan	Dec	Jan
<i>(dollars per pound)</i>					
Product Prices ¹					
Cheese	2.1551	1.640-1.650	1.6454	1.595-1.675	1.545-1.625
Butter	2.1361	2.065-2.095	2.0670	1.880-1.990	1.890-2.000
Nonfat Dry Milk	1.7682	0.890-0.910	0.9016	0.915-0.975	0.865-0.925
Dry Whey	0.6538	0.375-0.385	0.3804	0.280-0.310	0.240-0.270
<i>(dollars per cwt)</i>					
Milk Prices ²					
Class III	22.34	15.75-15.85	15.80	14.75-15.55	14.05-14.85
Class IV	22.09	14.30-14.50	14.35	13.70-14.60	13.35-14.25
All Milk ³	23.97	17.05-17.15	17.08	15.95-16.75	15.35-16.15
Quarterly					
	2015 IV	2016 I ⁴	2016 II ⁴	2016 III ⁴	2016 IV ⁴
<i>(billion pounds)</i>					
Milk Production	51.1	52.8	54.0	52.5	52.4
<i>(dollars per cwt)</i>					
All Milk Price ^{2,3}	17.65-17.75	15.25-15.65	14.60-15.30	15.45-16.45	16.10-17.10
Class III Price ²	15.00-15.10	13.35-13.75	13.70-14.40	14.60-15.60	14.55-15.55
Class IV Price ²	16.20-16.40	12.80-13.30	12.85-13.65	13.70-14.80	14.05-15.15

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

Source: U.S. Department of Agriculture. World Agricultural Outlook Board. *World Agricultural Supply and Demand Estimates, WASDE-549, January 12, 2016*. Approved by the Interagency Commodity Estimates Committee [members for Dairy are: Shayle Shagam, Chairperson, WAOB; Roger Cryan, AMS; Paul Kiendl, FAS; Jerry Cessna, ERS; and Milton Madison, FSA].

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

THOUSANDS



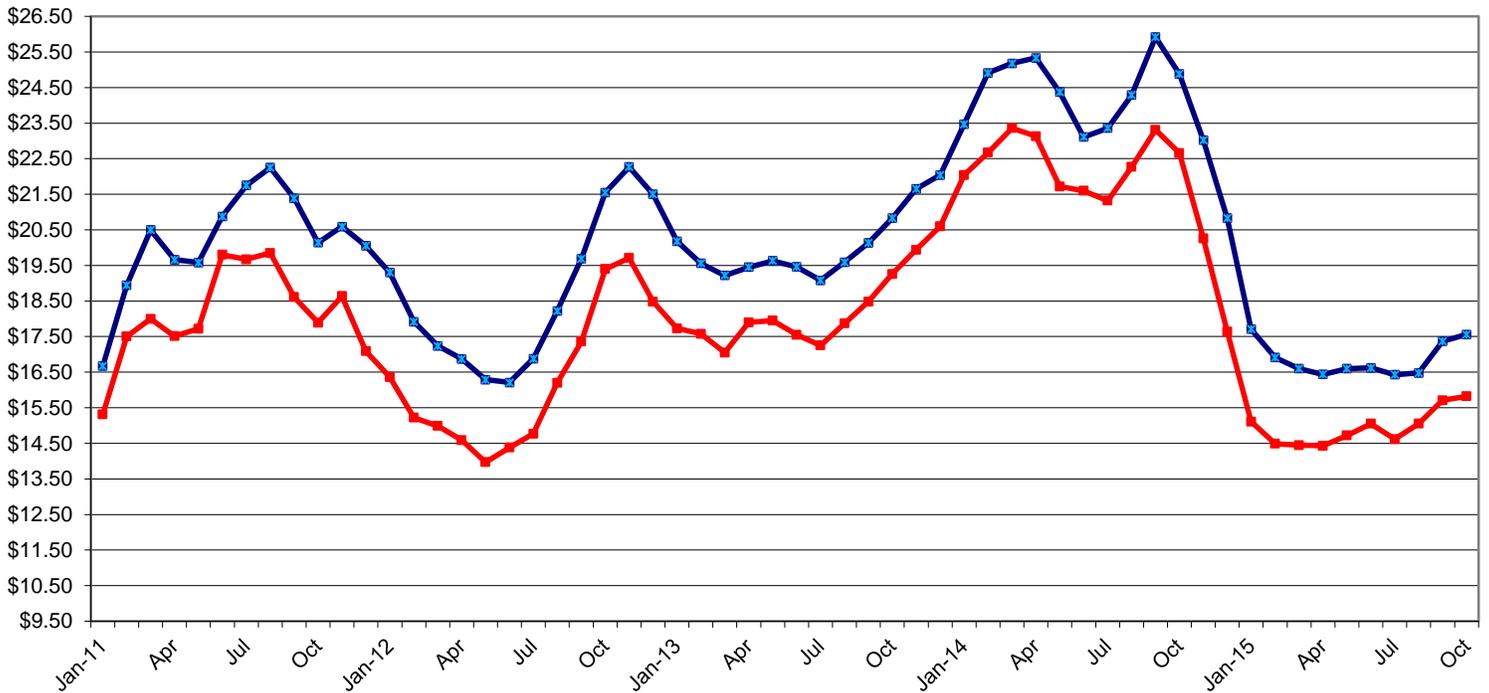
FEDERAL ORDERS INCLUDED ARE: 30, 32, 33, 126

DATA SOURCE, USDA, AMS, DAIRY PROGRAMS, MIB; GRAPH, USDA, AMS, DMN

2011 2012 2013 2014 2015

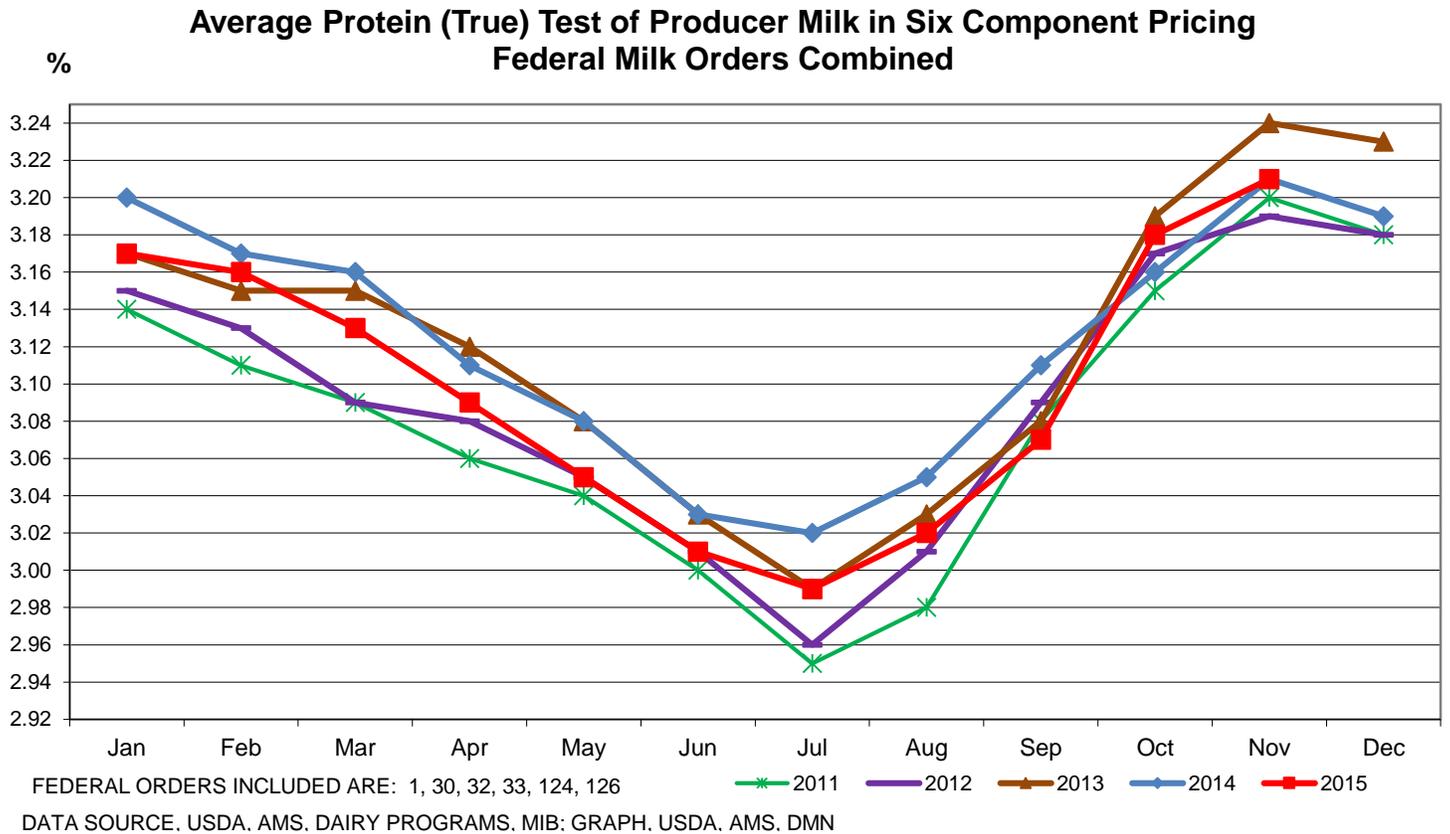
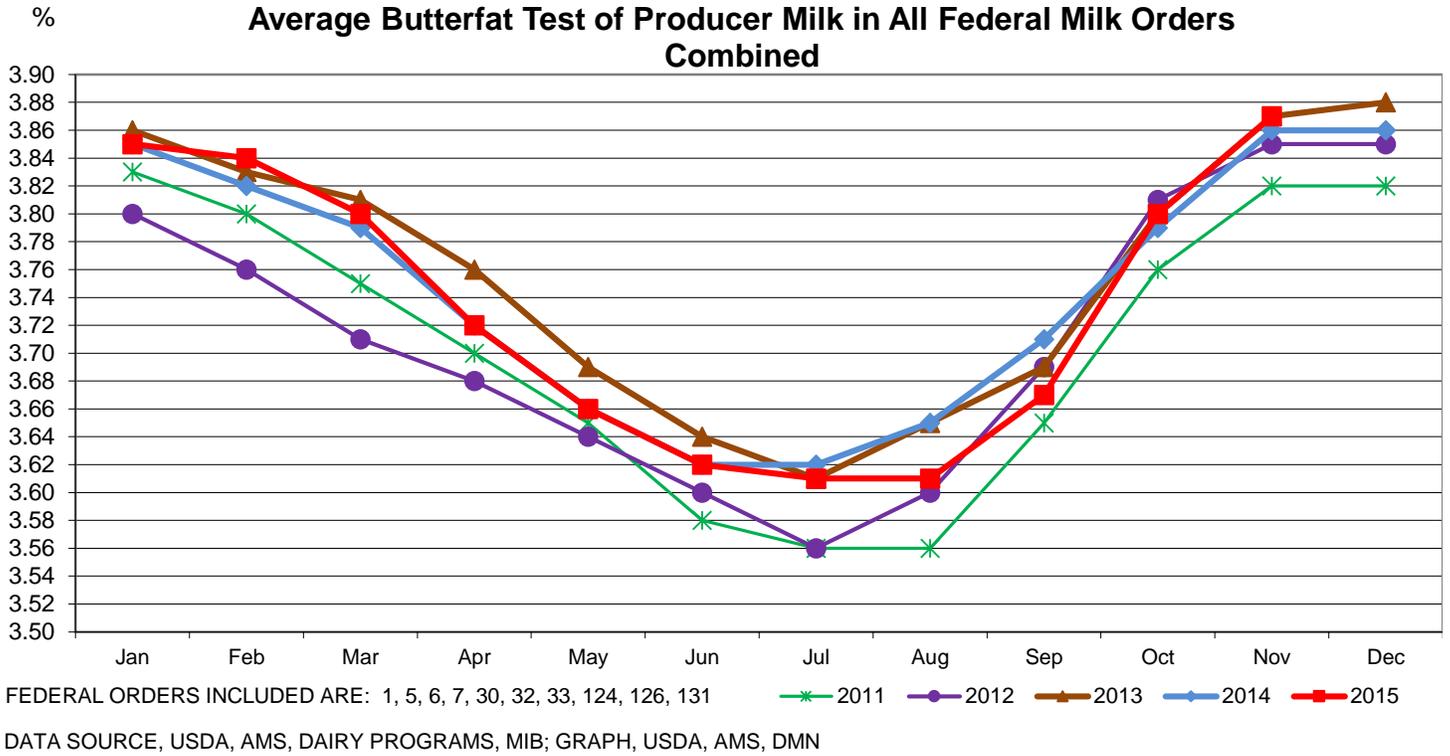
Monthly Mailbox Price Average for Federal Orders and California

PER CWT



DATA SOURCE: USDA, DAIRY PROGRAMS, CDFA; GRAPH: USDA, DMN

FO CA





Dairy Market News Branch

**Agricultural
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National Retail Report - Dairy

Websites: <http://www.marketnews.usda.gov/mnp/da-home> and <http://www.ams.usda.gov/mnreports/dybretail.pdf>
and http://www.ams.usda.gov/mnreports/wa_lo100.txt

Volume 83- Number 2

Issued Weekly

Friday, January 15, 2016

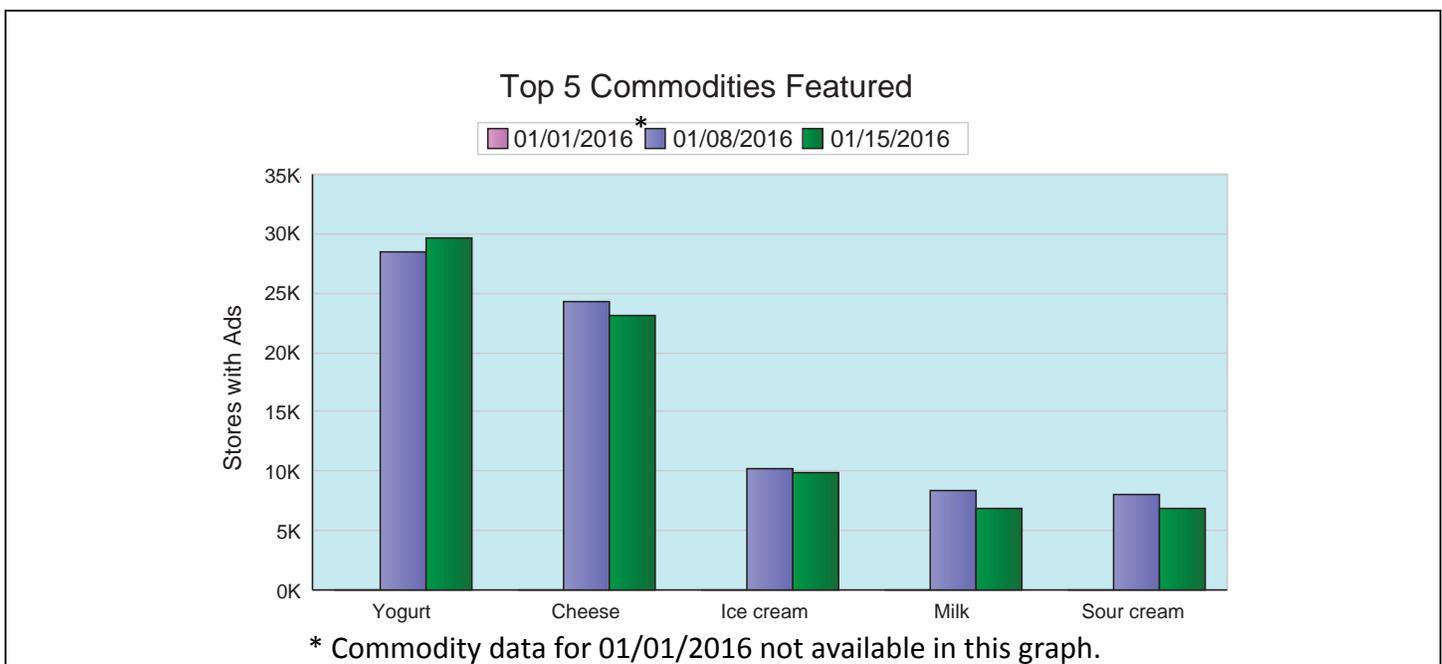
Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 01/15/2016 to 01/21/2016

The volume of conventional dairy ads increased 1%, while organic dairy ads decreased by 33% this week. Conventional Greek yogurt in 4-6 ounce containers had the largest volume of ads, followed by 48-64 ounce containers of ice cream and 8 ounce blocks of cheese. Advertisements for 1 pound butter had the largest percentage increase for both conventional and organic ads, 118% and 71% respectively.

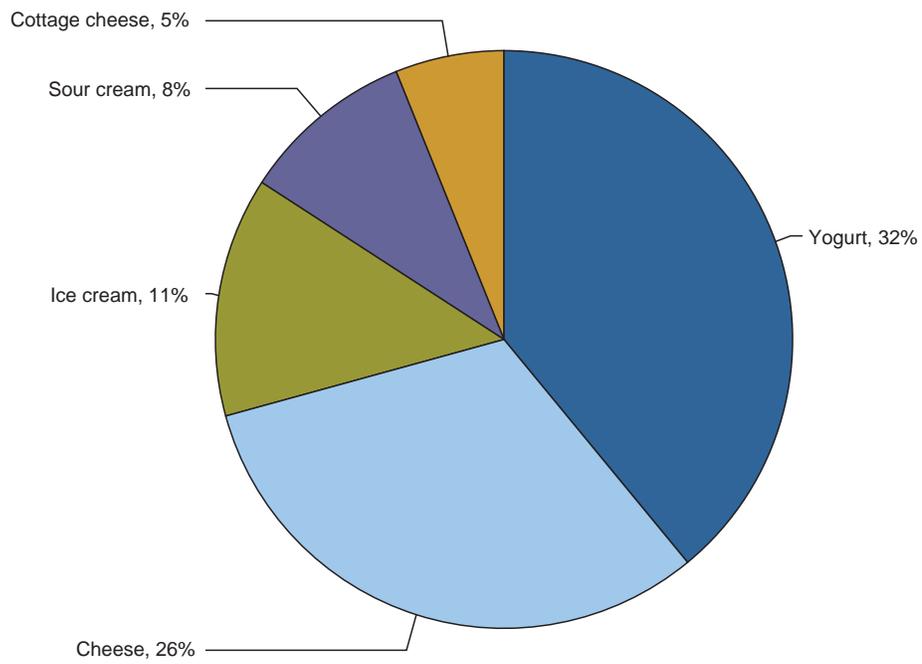
The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.35, up 16 cents from last week, and up 2 cents from a year ago; 8 ounce shred cheese averaged \$2.51, up 34 cents from last week, but 3 cents below one year ago. Organic 8 ounce blocks averaged \$3.99, while 8 ounce shred cheese averaged \$3.55. Advertisements for conventional cheese were unchanged, but organic cheese ads dropped 58% from last week.

The average price for conventional yogurt in 4-6 ounce packages is \$.49, up 1 cent from last week, and up 2 cents from a year ago. The average price of 4-6 ounce conventional Greek yogurt is \$.93, down 1 cent from last week and 3 cents lower than a year ago. The average price of 4-6 ounce organic yogurt was \$1.50, while organic Greek yogurt was \$1.33. Conventional yogurt ad numbers increased 6% from last week. Organic yogurt ads are down 22% from the previous week.

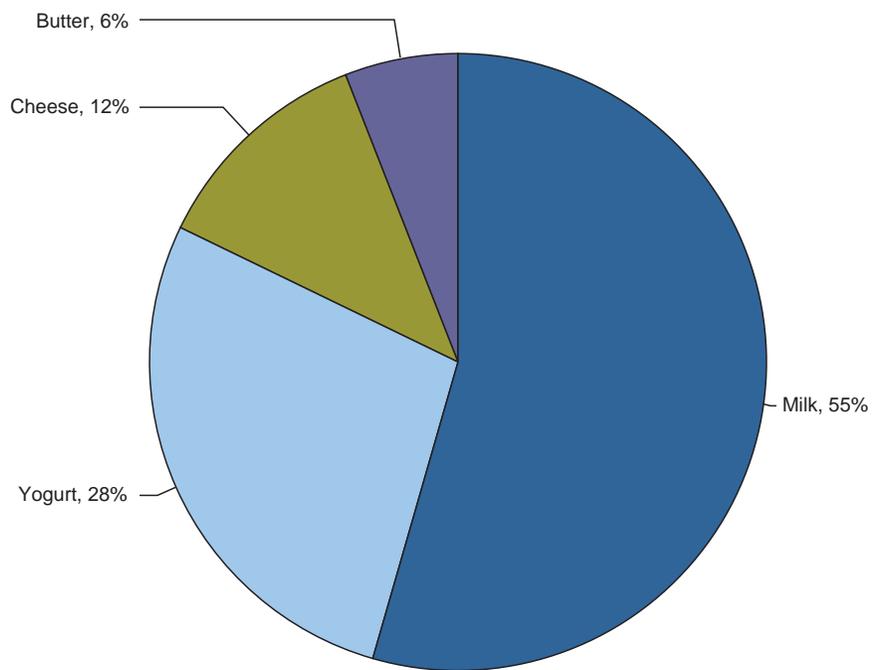
The price spread between organic and conventional half gallon milk is \$1.36. The price spread is the difference between national weighted average prices for organic, \$3.57, and conventional, \$2.21. Conventional milk ads increased by 1% from last week, while organic ads decreased by 30%.



Top 5 Percentage of Total Conventional Ads



Top 5 Percentage of Total Organic Ads *



* Only 4 commodities with organic dairy ads this week.



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 #	3859	3.57	1339	3.39	1710	3.00
Cheese	Natural Varieties	8 oz block	8977	2.35	8854	2.19	6270	2.33
Cheese	Natural Varieties	1 # block	2656	3.53	1461	3.92	1862	4.25
Cheese	Natural Varieties	2 # block	918	5.35	1529	5.81	1412	7.88
Cheese	Natural Varieties	8 oz shred	7895	2.51	8931	2.17	8340	2.54
Cheese	Natural Varieties	1 # shred	1891	3.13	1642	3.77	1591	4.28
Cottage cheese		16 oz	4317	1.77	6228	1.98	4491	2.25
Cream cheese		8 oz	4030	1.83	3550	1.60	3103	1.97
Egg nog		quart			84	2.50		
Flavored milk	All fat tests	half gallon	495	1.63	1083	2.27	105	3.79
Flavored milk	All fat tests	gallon	271	2.89	295	3.54	310	3.88
Ice cream		48-64oz	9779	3.26	10190	3.04	7649	3.11
Milk	All fat tests	half gallon	1088	2.21	852	1.83	2093	2.37
Milk	All fat tests	gallon	2091	2.62	2285	2.54	1193	2.92
Sour cream		16 oz	6850	1.65	7997	1.57	5910	1.73
Yogurt	Greek	4-6 oz	17423	.93	15902	.94	16906	.96
Yogurt	Greek	32 oz	2789	4.13	2497	4.05	1347	4.19
Yogurt	Yogurt	4-6 oz	4712	.49	6096	.48	8504	.47
Yogurt	Yogurt	32 oz	2875	2.05	1659	2.06	450	2.70

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 #	2.79-3.99	944	3.65	3.50-3.99	2085	3.74	3.00	213	3.00
Cheese	Natural Varieties	8 oz block	1.77-3.00	1930	2.33	1.99-2.88	3139	2.43	1.79-2.99	1633	2.24
Cheese	Natural Varieties	1 # block	3.59-3.99	574	3.95	2.99-3.99	246	3.24	2.99-3.49	451	3.10
Cheese	Natural Varieties	2 # block							4.49	221	4.49
Cheese	Natural Varieties	8 oz shred	1.88-3.69	2618	2.68	2.50-2.88	1749	2.54	1.66-2.50	787	2.22
Cheese	Natural Varieties	1 # shred	3.99	304	3.99	2.99	184	2.99	2.99-3.49	451	3.10
Cottage cheese		16 oz	1.50-2.89	1113	2.13	1.50-2.00	1216	1.59	1.00-2.00	429	1.19
Cream cheese		8 oz	1.50-2.50	909	1.71	1.50-2.35	2220	1.83	1.29-2.29	426	1.90
Flavored milk	All fat tests	half gallon							1.00-2.00	495	1.63
Flavored milk	All fat tests	gallon							3.89	119	3.89
Ice cream		48-64oz	2.00-4.99	3264	3.08	2.50-4.49	1982	2.87	1.89-4.49	1834	3.31
Milk	All fat tests	half gallon	1.69-3.49	570	2.36				1.00-2.99	286	1.60
Milk	All fat tests	gallon	2.99	62	2.99	2.50	184	2.50			
Sour cream		16 oz	1.49-2.00	2061	1.68	1.50-1.79	1277	1.56	1.00-1.50	573	1.16
Yogurt	Greek	4-6 oz	0.79-1.25	4878	.98	0.69-1.00	5170	.98	0.69-1.00	2183	.84

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	3.99-4.49	1292	4.11	3.99-4.99	275	4.77	1.50-3.69	707	3.32
Yogurt	Yogurt	4-6 oz	0.40-0.60	1639	.49	0.50-0.80	1330	.51	0.33-0.59	646	.47
Yogurt	Yogurt	32 oz	1.99-2.69	411	2.28	1.99	508	1.99	1.69-2.00	1476	1.91

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 #	2.79-3.49	412	3.07	2.99	178	2.99			
Cheese	Natural Varieties	8 oz block	1.25-2.99	930	2.15	1.67-3.00	741	2.30	1.99-2.50	463	2.38
Cheese	Natural Varieties	1 # block	2.50-5.99	857	3.51	2.88-4.99	528	3.60			
Cheese	Natural Varieties	2 # block				5.99	268	5.99	4.99-5.99	394	5.26
Cheese	Natural Varieties	8 oz shred	1.79-2.99	773	2.38	1.48-3.00	1323	2.39	1.99-2.99	590	2.46
Cheese	Natural Varieties	1 # shred	2.50-2.99	591	2.86	2.88-2.99	361	2.95			
Cottage cheese		16 oz	1.50-1.99	236	1.65	0.89-1.99	1019	1.73	1.99-2.69	243	2.19
Cream cheese		8 oz	1.99-2.35	161	2.12	1.78	107	1.78	1.50-2.50	199	1.98
Flavored milk	All fat tests	gallon	1.99	141	1.99						
Ice cream		48-64oz	2.49-5.50	1161	3.80	2.49-4.99	776	3.72	2.49-4.99	602	3.21
Milk	All fat tests	half gallon	1.00	78	1.00				2.69	69	2.69
Milk	All fat tests	gallon	1.99-2.50	472	2.22	1.99-3.99	1073	2.83	2.50	289	2.50
Sour cream		16 oz	0.88-1.49	436	1.15	0.89-1.99	1673	1.85	1.50-2.00	803	1.90
Yogurt	Greek	4-6 oz	0.69-1.00	1957	.87	0.69-1.00	1515	.84	0.62-1.00	1570	.91
Yogurt	Greek	32 oz				3.99-5.99	488	4.99			
Yogurt	Yogurt	4-6 oz	0.32-0.50	462	.42	0.50	524	.50	0.50	105	.50
Yogurt	Yogurt	32 oz	1.99-2.50	241	2.14				2.50	182	2.50

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 #				4.49	27	4.49
Cheese	Natural Varieties	8 oz block	3.00-4.50	49	3.86	2.00-3.99	92	3.11
Cheese	Natural Varieties	2 # block	6.98-6.99	35	6.98			
Cheese	Natural Varieties	8 oz shred	3.00	21	3.00	3.00	34	3.00
Cottage cheese		16 oz				2.50-2.79	61	2.66
Cream cheese		8 oz	1.49-2.50	8	1.74			
Flavored milk	All fat tests	gallon	3.59	11	3.59			
Ice cream		48-64oz	3.50-7.99	62	5.71	2.99-5.99	98	4.96
Milk	All fat tests	half gallon				3.49-4.49	85	3.89
Milk	All fat tests	gallon	3.59	11	3.59			
Sour cream		16 oz				2.99	27	2.99
Yogurt	Greek	4-6 oz	1.00-1.66	61	1.42	0.99-1.50	89	1.27
Yogurt	Greek	32 oz				3.99	27	3.99
Yogurt	Yogurt	4-6 oz	0.60	6	.60			



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	Yogurt	32 oz				2.49-2.99	57	2.73

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 #	380	5.16	222	4.99		
Cheese	Natural Varieties	8 oz block	177	3.99	290	3.50	84	3.99
Cheese	Natural Varieties	2 # block					107	7.99
Cheese	Natural Varieties	8 oz shred	615	3.55	1611	3.43	84	3.99
Cottage cheese		16 oz			121	3.49		
Ice cream		48-64oz					137	5.99
Milk	All fat tests	half gallon	2459	3.57	4098	3.72	1029	3.56
Milk	All fat tests	gallon	105	6.99				
Milk	All fat tests	8 oz UHT	1119	.96	1186	.93	2677	1.00
Sour cream		16 oz			114	1.99		
Yogurt	Greek	4-6 oz	1293	1.33	1828	1.08	1639	1.02
Yogurt	Greek	32 oz			536	3.85	189	4.99
Yogurt	Yogurt	4-6 oz	430	1.50			114	1.00
Yogurt	Yogurt	32 oz	121	2.49				

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 #	4.99	275	4.99						
Cheese	Natural Varieties	8 oz block	3.99	72	3.99						
Cheese	Natural Varieties	8 oz shred							3.50-3.99	348	3.68
Milk	All fat tests	half gallon	3.50-4.50	459	3.92				2.79-4.50	1121	3.13
Milk	All fat tests	8 oz UHT	0.83-0.92	221	.86				1.00	137	1.00
Yogurt	Greek	4-6 oz				1.25	210	1.25	1.50	343	1.50

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Yogurt	4-6 oz	1.50	253	1.50						

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #							5.59	105	5.59
Cheese	Natural Varieties	8 oz block							3.99	105	3.99
Cheese	Natural Varieties	8 oz shred	2.99	162	2.99				3.99	105	3.99
Milk	All fat tests	half gallon	2.99-3.49	186	3.30	2.99-4.49	655	4.09			
Milk	All fat tests	gallon							6.99	105	6.99
Milk	All fat tests	8 oz UHT	0.92-1.00	409	.98	1.00	178	1.00	1.00	174	1.00
Yogurt	Greek	4-6 oz	1.25-1.50	311	1.44	1.00-1.25	358	1.08	1.50	60	1.50
Yogurt	Yogurt	4-6 oz				1.50	174	1.50			
Yogurt	Yogurt	32 oz							2.49	121	2.49

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon	3.49	11	3.49	4.99	27	4.99
Yogurt	Greek	4-6 oz	1.50	11	1.50			
Yogurt	Yogurt	4-6 oz				1.25	3	1.25

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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Market Information Branch

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GENERAL NUMBER

(608)557-7000

Elizabeth Frederick

(608) 557-7002

Elizabeth.Frederick@AMS.USDA.GOV

EAST

Daniel Johnson

(608) 557-7006

Daniel.Johnson@AMS.USDA.GOV

CENTRAL

Janet Linder

(608) 557-7003

Janet.Linder@AMS.USDA.GOV

SOUTHWEST

Angel Teran

(608) 557-7011

Angel.Teran@AMS.USDA.GOV

NORTHWEST/MOUNTAIN

Mike Bandli

(608) 557-7010

Mike.Bandli@AMS.USDA.GOV

ACTING NATIONAL SUPERVISOR

Janet Linder

(608) 557-7003

Janet.Linder@AMS.USDA.GOV

ORGANIC/INTERNATIONAL

Eric Graf

(608) 557-7005

Eric.Graf@AMS.USDA.GOV

INTERNET ADDRESS

www.ams.usda.gov/market-news/dairy

MARKET NEWS PORTAL

www.marketnews.usda.gov/mnp/da-home

RECORDED INFORMATION SYSTEM

(608) 557-7000

FAX

(608) 819-0629

USDA, Dairy Market News
4600 American Parkway, STE 106
Madison, WI 53718-8334