

NATIONAL DAIRY MARKET NEWS AT A GLANCE**CME GROUP CASH MARKETS (7/29)**

**BUTTER:** Grade AA closed at \$2.1350. The weekly average for Grade AA is \$2.2070 (-.0870).

**CHEESE:** Barrels closed at \$1.7750 and 40# blocks at \$1.7325. The weekly average for barrels is \$1.7750 (+.0180) and blocks, \$1.7195 (+.0400).

**NONFAT DRY MILK:** Grade A closed at \$.8500. The weekly average for Grade A is \$.8425 (-.0135).

**BUTTER HIGHLIGHTS:** Although cream supplies are tight across the nation, butter production remains active. Many manufacturers are running full schedules this week. However, a few processors have decided to slow their churns and opted to sell off the excess cream. Domestic demand for butter is fair to good. Orders from private labels are steady. Processors are comfortable with the volume of stocks for Q3 and Q4 buyers' needs. Bulk butter prices reported throughout the country are ranging from one cent under to 8 cents over the market, based on the CME Group with various periods and averages used. The NASS Cold Storage report noted U.S. butter stocks as of June 30, 2016, were 326.0 million pounds, unchanged from last month and up 27% from last year. Butter stocks in all warehouses were 256.0 million pounds last year at this time. The Grade AA butter price at the CME Group on Friday closed at \$2.1350, down \$.1575 from a week ago.

**CHEESE HIGHLIGHTS:** Heat and humidity across the U.S. have slightly dampened milk production, and as a result, cheese manufacturers are reporting slight declines to constant milk intake. The demand for cheese, especially for fresh loads of cheese, continues to persist during grilling season. Some Midwest industry contacts had to reject the buyers interested in fresh loads due to shortage in stocks. In the East and West, some contacts have suitable inventories for near-term contractual commitments. Inventories in the Midwest are long. Cheese production across the board is steady as suppliers look to clear the cheese market. With strong demand for cheese, sales for many market participants are solid. International demand remains light with current cheese prices. The market undertone is mixed. According to NASS Cold Storage, U.S. stocks of total natural cheese as of June 30 totaled 1.252 billion pounds, 10% more than the previous year, but unchanged from last month. In CME Group trading Friday, barrels closed at \$1.7750, unchanged from last Friday and blocks closed at \$1.7325, up \$.0250.

**FLUID MILK:** In most regions of the country, farm milk production is trending lower as temperature and humidity continue raising. However, the Pacific Northwest and Mountain regions are having milk yields gains. Nationwide, bottled milk sales to grocery stores and food service are seasonally lower as demand for popular summer drinks is increasing. Processors are anticipating improvements on bottled milk orders as K-12 schools are reopening in a couple of weeks. Considerable volumes of condensed skim are moving into ice cream and NDM manufacturing. Cream supplies continue tightening across the country. Cream demands from ice cream/frozen desserts makers remain strong. This week, multiples for all classes range 1.28-1.35 in the East, 1.18-1.36 in the Central region, and 1.13-1.28 in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk production is ongoing, but at a lower rate compared Q2 production. The domestic interest is fair to good throughout the country. Sales to Mexico are lower this week. The market undertone is mixed. High heat nonfat dry milk inventories are tight. Therefore, sales in the spot market are very slow. The dry buttermilk market undertone is steady in the East and Central region, but firmer in the West. Inventories vary in every region. National dry whole production is sporadic, based on contractual needs. The whey market is mixed. Sufficient whey streams are moving to production due to active cheese production. Inventories are vary from plant to plant. Demand for WPC34% is strong. Available stocks are already committed. Production is generally steady to lower. Demand for lactose is steady.

**ORGANIC DAIRY MARKET NEWS (DMN):** The U.S. weighted average advertised price of organic milk half gallons is \$3.72, down 18 cents from last week but up 30 cents from a year ago. The U.S. weighted average price of 8 ounce organic cheese shreds is \$3.68, down 14 cents from last week and down 31 cents from a year ago. Organic 1 pound butter has a U.S. weighted average price of \$4.36, down 63 cents from last week and down 56 cents from a year ago. In New England, Federal Milk Market Order 1 reports utilization of types of organic milk by pool plants. During June, 2016, organic whole milk

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DAIRY GRAPHS (G1-G2)  
NATIONAL RETAIL REPORT-DAIRY

CME GROUP CASH TRADING

COMMODITY	MONDAY JUL 25	TUESDAY JUL 26	WEDNESDAY JUL 27	THURSDAY JUL 28	FRIDAY JUL 29	:: WEEKLY :: CHANGE*	:: WEEKLY :: AVERAGE#
CHEESE BARRELS	\$1.7750 (N.C.)	\$1.7750 (N.C.)	\$1.7750 (N.C.)	\$1.7750 (N.C.)	\$1.7750 (N.C.)	:: (N.C.)	:: \$1.7750 :: (+.0180)
40# BLOCKS	\$1.7075 (N.C.)	\$1.7050 (-.0025)	\$1.7200 (+.0150)	\$1.7325 (+.0125)	\$1.7325 (N.C.)	:: (+.0250)	:: \$1.7195 :: (+.0400)
NONFAT DRY MILK GRADE A	\$.8450 (N.C.)	\$.8375 (-.0075)	\$.8425 (+.0050)	\$.8375 (-.0050)	\$.8500 (+.0125)	:: (+.0050)	:: \$.8425 :: (-.0135)
BUTTER GRADE AA	\$2.2600 (-.0325)	\$2.2475 (-.0125)	\$2.2225 (-.0250)	\$2.1700 (-.0525)	\$2.1350 (-.0350)	:: (-.1575)	:: \$2.2070 :: (-.0870)

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

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utilization totaled 13.8 million pounds, 15.2% higher than June 2015. The 2016 butterfat content was 3.29%, up from 3.27% in 2015. Organic reduced fat milk utilization for June this year, 22.4 million pounds, was 3.5% above June last year. Butterfat this June was 1.18%, up from 1.15% last year.

**NATIONAL RETAIL REPORT-DAIRY (DMN):** Conventional Greek yogurt in 4 to 6 ounce containers is the single most advertised dairy item, having a U.S. weighted average advertised price of 93 cents, down from 94 cents last week. Ice cream in 48 to 64 ounce containers is the second most advertised with a price of \$3.02, up from \$2.78. Total conventional dairy ad numbers decreased 7%, while organic dairy ad numbers increased 2%. The price spread between organic and conventional half gallon milk is \$1.45. Last week the spread was \$2.49. The price spread is the difference between the national weighted average price for organic, \$3.72, and conventional, \$2.27. Both total conventional and organic milk ad numbers decreased this week, conventional milk ad numbers decreased 30% and organic milk ads decreased 32%. The national weighted average price for conventional 1 pound butter is \$3.21, while organic 1 pound butter is \$4.36, an organic premium of \$1.15. When compared to the previous week, the volume of ad numbers for conventional butter increased 2%, while organic butter ad numbers declined by 57%. The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.05, down 8 cents from last week; 8 ounce shred cheese averaged \$2.22, down 4 cents from last week. Ads for 8 ounce organic shred cheese average \$3.68, an organic premium of \$1.46. The number of conventional cheese ads decreased 13%, while organic cheese ads increased 5% this week.

**JUNE CONSUMER PRICE INDEX (BLS):** The CPI for all food is 247.5, up 0.3% from 2015. The dairy products index is 214.8, down 2.2% from a year ago. The following are the June-to-June changes for selected products: fresh whole milk is -4.8%; cheese, -2.6%; and butter, +4.8%.

**COLD STORAGE (NASS):** On June 30, 2016, U.S. cold storage holdings of butter totaled 326.0 million pounds, even from the previous month and up 27% from June 2015. Natural American cheese holdings total 758.6 million pounds, no change from the previous month, but 11% more than June 2015. Total natural cheese stocks were 1.252 billion pounds, even from last month, but 10% more than June 2016.

**CME GROUP**

MONDAY, JULY 25, 2016

CHEESE -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE A @ \$0.8000; LAST OFFER UNCOVERED: NONE  
 BUTTER -- SALES: 4 CARS GRADE AA: 1 @ \$2.2600, 1 @ \$2.2625, 1 @ \$2.2700, 1 @ \$2.2600; LAST BID UNFILLED: 2 CARS GRADE AA @ \$2.2500; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.2625

TUESDAY, JULY 26, 2016

CHEESE -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR 40# BLOCKS @ \$1.7050  
 NONFAT DRY MILK -- SALES: 2 CARS GRADE A @ \$0.8375; LAST BID UNFILLED: 6 CARS GRADE A @ \$0.8000; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.8400  
 BUTTER -- SALES: 5 CARS GRADE AA: 1 @ \$2.2675, 1 @ \$2.2625, 1 @ \$2.2600, 1 @ \$2.2500, 1 @ \$2.2475; LAST BID UNFILLED: 2 CARS GRADE AA @ \$2.2400; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.2525

WEDNESDAY, JULY 27, 2016

CHEESE -- SALES: 2 CARS 40# BLOCKS: 1 @ \$1.7150, 1 @ \$1.7200; LAST BID UNFILLED: 1 CAR 40# BLOCKS @ \$1.7100; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: 4 CARS GRADE A: 3 @ \$0.8375, 1 @ \$0.8425; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.8475  
 BUTTER -- SALES: 2 CARS GRADE AA: 1 @ \$2.2350, 1 @ \$2.2275; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.2225

THURSDAY, JULY 28, 2016

CHEESE -- SALES: 2 CARS 40# BLOCKS: 1 @ \$1.7350, 1 @ \$1.7325; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: 3 CARS GRADE A: 1 @ \$0.8400, 2 @ \$0.8375; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.8400  
 BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.1000; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.1700

FRIDAY, JULY 29, 2016

CHEESE -- SALES: 4 CARS BARRELS @ \$1.7750; LAST BID UNFILLED: 1 CAR BARRELS @ \$1.7750; LAST OFFER UNCOVERED: NONE  
 NONFAT DRY MILK -- SALES: 7 CARS GRADE A: 2 @ \$0.8375, 2 @ \$0.8350, 1 @ \$0.8475, 1 @ \$0.8450, 1 @ \$0.8425; LAST BID UNFILLED: 1 CAR GRADE A @ \$0.8500; LAST OFFER UNCOVERED: 1 CAR GRADE A @ \$0.8575  
 BUTTER -- SALES: 1 CAR GRADE AA @ \$2.1300; LAST BID UNFILLED: 1 CAR GRADE AA @ \$2.1350; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ \$2.1700

**BUTTER MARKETS**

**NORTHEAST**

Butter plants are focusing production efforts on filling current needs. Industry sources note declines in output as milk intakes move marginally lower. Suppliers' cream volumes are readily available. However, the market expects falloff in availability due to the effect of widespread heat waves covering the Eastern region. Domestic demand for butter is fair, with steady orders from private labels. Some manufacturers are seeing strong fall purchasing from retail and food service customers. Export butter demand is sluggish and significantly lags May 2015 year-to-date transactions. Inventoried butter volumes are sufficient. Producers are content with the volume of stocks for third and fourth quarter needs. The market undertone is mixed. The Northeast cash price for bulk butter is market to 8 over, based on the CME Group, with various time frames and averages used. The butter market has a mixed undertone, as prices fluctuate. According to the *DMN National Retail Report-Dairy*, for July 22-28, this week's national weighted average advertised price for 1-pound butter is \$3.07, up 2 cents from last week, but down 22 cents from the previous year. The Northeast regional price is \$3.33 up 2 cents from the previous week. Tuesday's CME Group cash trading saw Grade AA butter close at \$2.2475, down \$0.0475 from a week ago. According to *NASS Cold Storage*, U.S. butter in storage on June 30, 2016 totaled 326.0 million pounds, 27% above a year ago, but unchanged from the previous month.

**CENTRAL**

Butter production is steady this week. Manufacturers are running at or near full schedules. Cream is available on the spot market and several manufacturers are capitalizing on that, maxing out production schedules. A few processing facilities experienced down time for maintenance last week, but are back up and running. Those manufacturers are running full schedules this week to lessen the

production losses from last week. Demand is solid. Manufacturers report buyers requesting additional loads outside of contracts and calls from new buyers looking to make a purchase. However, market participants report not always being able to meet buyers' needs, especially for fresh bulk butter. Bulk butter prices reported ranged from market to 7.5 cents over the market, with various time frames and averages used. Inventories are mixed. Industry contacts who have comfortable to heavy butter stocks report little spot market availability for the time being. The market undertone is firm. The *DMN National Retail Report-Dairy* for July 22-28 noted the national weighted average advertised price for a 1 pound package of butter was \$3.07, \$0.02 above one week ago, but \$0.22 below one year ago. There were no reported ads for 1 pound packages of butter in the Midwest. The weighted average price in the South Central region was \$3.25 with a price range of \$3.00-\$3.50. The *NASS Cold Storage* report noted U.S. butter stocks on June 30, 2016 were 326.0 million pounds, up 27% from a year ago and unchanged from last month. Wednesday at the CME Group, Grade AA butter closed at \$2.2225, down \$0.0750 from last Wednesday.

**WEST**

Western butter makers are working hard to fulfill current contract needs and position themselves for the end-of-year butter season ahead. Cream availability is getting tighter, but most butter makers are saying cream is not too difficult to find on the spot market. However, market participants expect to see changes in cream availability within the next few weeks. A few processors have decided to slow their churns and opted to sell off the excess cream. Butter inventories are high. Some industry contacts say manufacturers are comfortable with existing butter stocks, but are

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

<u>WEEK ENDING</u>	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
July 23, 2016	2,3098 4,060,566	1,6211 12,351,462	1,7403 8,734,554	.2821 6,759,776	.8472 20,858,271

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

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not too eager to release spot loads of bulk butter, especially as coverage of late year demand looms ahead. Currently, domestic demand is solid and manufacturers are providing steady shipments. The DMN *National Retail Report-Dairy* for the week of July 22-28 found that the U.S. weighted average advertised price of 1 pound butter is \$3.07, up \$.02 from last week. The U.S. weighted average price was up \$.22, at \$3.29, one year ago. In the Southwest, the weighted average advertised price of 1 pound butter is \$1.88, with a range of \$0.88-2.99. In the Northwest, the weighted average advertised price of 1 pound butter is \$3.39, with a range of \$2.99-3.59. The NASS *Cold Storage* report noted U.S. butter stocks as of June 30, 2016, were 326.0 million pounds, unchanged from last month and up 27% from last year. Butter stocks in all warehouses were 256.0 million pounds last year at this time. Bulk butter pricing in the West this week is 1 cent 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 \$2.2225, down \$.0750 from a week ago.

## CHEESE MARKETS

## NORTHEAST

Milk supplies to cheese plants are decreasing seasonally with some areas noting stronger declines due to recent spells of heat and humidity. Cheddar programs for aging are maintaining mostly steady production schedules. Mozzarella demand from pizza is fair to good. Manufacturing inventories are adequate for near-term commitments. The market undertone is unsettled. According to the *DMN National Retail Report-Dairy*, for July 22-28, the Northeast weighted average advertised price for 8 oz. cheese blocks was \$2.00, 13 cents below the national average and 22 cents below the previous week's Northeast price. The Southeast 8 oz. block cheese price was \$1.98, down 33 cents from last week's Southeast price. The CME Group's daily cash cheese price continues to trend higher. Last week, the weekly average block and barrel prices climbed \$0.0395 and \$0.0280, respectively. This week, Northeast wholesale prices reflect those increases, with the exception of Swiss Cuts. Tuesday, at the CME Group, cheese barrels closed at \$1.7750, up \$0.0200 from last week, while blocks closed at \$1.7050, up \$0.0250 from week ago prices. According to *NASS Cold Storage*, U.S. stocks of total natural cheese as of June 30, 2016 totaled 1.252 billion pounds, 10% more than the previous year, but unchanged from last month. Swiss cheese totaled 24.5 million pounds, 17% more than a year ago, but down 2% from last month.

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

Cheddar 40# Block	:	2.0825-2.3675
Process 5# Sliced	:	1.9575-2.4375
Muenster	:	2.1025-2.4525
Grade A Swiss Cuts 10 - 14#	:	2.9650-3.2875

## CENTRAL

Midwest cheese production is active. Some manufacturers report falling milk intakes and are running one to two less vats a week. Other processors are seeking out additional spot loads of milk to maintain full production schedules. While manufacturers anticipated spot loads of milk to be difficult to come by at this point in the season, they report being able to find spot loads of milk with little difficulty. Sales are strong for many market participants. Several manufacturers of specialty cheese varieties report difficulty keeping up with demand and are sold out. American and processed varieties of cheese are also doing well. Industry contacts attribute this to the grilling and fair season. Due to high levels of sales, contacts report having to turn away buyers interested in fresh loads of cheese due to lack of stocks. However, inventories in the Midwest are still long. The majority of these stocks are cheeses with some age on them. Some manufacturers are choosing to manage large aged cheese stocks by blending them with fresher cheese. The market undertone is steady. The *DMN National Retail Report-Dairy* shows that July 22-28 Midwest ads for 8 ounce shred cheese have a weighted average advertised price of \$2.28, 2 cents higher than the national average. Midwest prices range from \$2.00-\$2.99. One year ago, the national price was \$2.43. For 8 ounce blocks, the Midwest average price is \$2.54, 41 cents above the national average price. Midwest ads are priced from \$2.00-\$3.99. Last year, the national price was \$2.27. Midwestern wholesale prices are unchanged for Swiss cuts, but up \$.0275 for process, and up \$.0400 for all other types. According to the *NASS Cold Storage* report, the East North Central region (Wisconsin, Illinois, Michigan, Indiana and Ohio) American cheese stocks on June 30, 2016, were 12% higher than last year, and 1% above last month. East North Central region other cheese stocks were 8% higher than June 30, 2015 and 1% above May 31, 2016. Total U.S. natural cheese stocks on June 30, 2016, were 10%

higher than a year ago and slightly above the previous month. In CME Group trading Wednesday, barrels closed at \$1.7750, up \$.0200 from last Wednesday and blocks closed at \$1.7200 up \$.0400 from last Wednesday

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

Process American 5# Loaf	:	1.8500-2.2100
Brick And/Or Muenster 5#	:	2.0525-2.4775
Cheddar 40# Block	:	1.7800-2.1750
Monterey Jack 10#	:	2.0275-2.2325
Blue 5#	:	2.3200-3.3075
Mozzarella 5 - 6# (Low Moisture, Part Skim)	:	1.8525-2.7925
Grade A Swiss Cuts 6 - 9#	:	2.4825-2.6000

## WEST

Fluid milk intake continues to be fairly flat with the exception of minor seasonal fluctuations. Western cheese manufacturers' cheese production is steady as the producers look to balance the market's demand. Domestic demand is good for most types of cheese. Retail cut and wrap cheese sales are solid. As demand for cheese is steady, especially in fresh cheese barrels, the remaining cheese in cold storage remains stable with some age. While the cheese in cold storage are getting some age, other cheese in inventories are expecting to be moved due to prior contractual orders. On the other hand of demand, international demand remains low as not too much opportunity is available for exporting at the current prices. The *DMN National Retail Report-Dairy* for the week of July 22-28 shows the U.S. weighted average advertised retail price for an 8 ounce pack of natural shredded cheese is \$2.26, up \$.07 from last week, but down \$.17 from a year ago. Packs average \$2.32 in the Southwest and \$2.31 in the Northwest. For 8 ounce blocks, the U.S. price is \$2.13, down \$.06 from last week, and down \$.14 from a year ago. Blocks average \$2.50 in the Southwest and \$2.33 in the Northwest this week. In the West, wholesale prices are up \$.0275 for process, and up \$.0400 for cheddar block, cuts, and Monterey Jack. Swiss cut wholesale prices are unchanged. According to the *NASS Cold Storage* report, U.S. stocks of cheese (total natural) at the end of June 2016 were 1.252 billion pounds, unchanged from May 2016 holdings, and up 10% from June 2015. American stocks were 11% more, other natural stocks were 8% more, and Swiss stocks were up 17% compared to last year. In the Mountain Region, American cheese stocks were 11% lower than one year earlier, and 7% less than one month earlier. Pacific Region American cheese stocks were 7% more than one year earlier, and 1% more than the previous month. Also in the Pacific Region, other natural cheese stocks were 9% above a year ago, and up 1% from a month ago. Mountain Region other natural cheese stocks were up 30% from one year ago, and 53% more than last month. This week, a cooperative export assistance program accepted three requests for 90,390 pounds (41 metric tons) of cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 29.916 million pounds of cheese in export markets. In CME Group trading Wednesday, barrels closed at \$1.7750, up \$.0200 from a week ago and blocks closed at \$1.7200, up \$.0400.

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

Process 5# Loaf	:	1.8650-2.1225
Cheddar 40# Block	:	1.7850-2.2300
Cheddar 10# Cuts	:	1.9650-2.1850
Monterey Jack 10#	:	1.9750-2.1350
Grade A Swiss Cuts 6 - 9#	:	2.5425-2.9725

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## CHEESE MARKETS

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## FOREIGN

Cheese demand within Europe remains strong. This is especially true in Southern European countries with holiday seasonal high demand for cheese. Supplies remain tight in most manufacturing countries. Younger cheese is being drawn from European aging stocks to meet current demand. In the U.S., wholesale domestic blue, gorgonzola, parmesan and Romano cheese prices increased \$0.0400 following higher weekly average CME Group block prices. The remaining prices are unchanged.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	: 2.6400-5.2300	: 2.2475-3.7350*
Gorgonzola	: 3.6900-5.7400	: 2.7550-3.4725*
Parmesan (Italy)	: -0-	: 3.6375-5.7275*
Romano (Cows Milk)	: -0-	: 3.4375-5.5875*
Sardo Romano (Argentine)	: 2.8500-4.7800	: -0-
Reggianito (Argentine)	: 3.2900-4.7800	: -0-
Jarlsberg-(Brand)	: 2.9500-6.4500	: -0-
Swiss Cuts Switzerland	: -0-	: 3.0025-3.3250
Swiss Cuts Finnish	: 2.6700-2.9300	: -0-

\* = Price change.

## COLD STORAGE

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

	<u>BUTTER</u>	:	<u>CHEESE</u>
		:	
07/25/16	30,478	:	93,979
07/01/16	30,664	:	92,020
CHANGE	-186	:	1,959
% CHANGE	-1	:	2

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	13	0	50	20	0
SOUTHEAST STATES	0	0	0	0	6	0

Southern portions of the Northeast along with the Mid-Atlantic are suffering cow distress due to the heat wave, which has simultaneously lowered milk production. Manufacturing milk supplies, as well, are lower from the production declines and increased draws from Class I plants. As milk routes see reductions, milk handlers are consolidating loads. The Southeast is very low on fluid milk as area heat and humidity significantly reduce milk production volumes. Manufacturing is seeing heavier pulls on milk supplies, as loads move in from New Mexico to support area Class I demand. Florida weather is hot with little rain. July is on pace to record, on average, the hottest month in history. Consequently, milk production at the farm continues to fall and expects to maintain the trend. Milk sales are flat. Export milk shipments totaled 13 loads this week. **Condensed skim** volumes remain heavy. However, manufacturers are finding some relief as warmer conditions impact the level of milk receipts, as truckload sizes are seeing reductions at the farms. Most condensed skim trades are contracted volumes. Smaller quantities of East f.o.b. condensed skim are moving into Mid-west states. Traders note improved pricing for out of region transactions. The East **cream** market appears better balanced than in previous weeks, with sufficient supplies and steady demand. Cream demand, prompted by the regions' seasonally high temperatures, is generating high-volume ice cream utilization. Cream **multiples** for all Classes range **1.28-1.35**. According to the *DMN National Retail Report-Dairy*, for July 22-28, the U.S. weighted average advertised price for a gallon of milk was \$2.41, a 31 cents decrease from last week and an 8 cents drop compared to last year. The weighted average regional price for a gallon of milk in the Northeast was \$1.79, down significantly \$1.90 from the previous week. Wednesday's CME Group cash trading saw Grade AA butter close at \$2.2225, down \$0.0750 from a week ago. **MILK PRODUCTION:** According to NASS, milk production in the 23 major states during June 2016 totaled 16.7 billion pounds, up 1.6% from one year ago. Eastern states' milk production is as follows:

June 2016 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Florida	214	+ 4.5
New York	1,249	+ 4.2
Pennsylvania	914	+ 0.6
Vermont	229	+ 1.3
Virginia	143	- 2.7

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 - 2.9363-3.0969  
 F.O.B. producing plants: upper Midwest - 2.7069-3.1198  
 PRICES OF CONDENSED SKIM, DOLLARS PER LB. SOLIDS, F.O.B. PRODUCING PLANTS:  
 Northeast - Class II - includes monthly formula prices - .45-.90  
 Northeast - Class III - spot prices - .43-.65

MIDWEST

Milk production in the Central region is trending downward as summer advances. The South Central area has witnessed large week to week declines as continuing hot daytime temperatures add to the discomfort of dairy herds. North Central dairy operators report milk production is tapering off after the recent hot spell, but cows seem more comfortable since daytime temperatures starting ratcheting back to the mid-80s. Class I sales crept higher into bottling plants, as some areas start to refill the school pipeline ahead of the first day of instruction. Bottlers anticipate orders for single serve containers will build over the next few weeks until all educational institutions active for the 2016 fall semester. Interest in spot milk loads is moderate and most active from Class III manufacturers. Prices held steady from last week, ranging from class to \$2.00 under class. Cream loads are still surprisingly available considering the seasonal decline in farm milk production. Most end users are not reporting any issues with finding cream. The Central region is benefiting from some the availability of cream out of the West. Central cream multiples are unchanged to higher, 1.18 - 1.36. The *DMN National Retail Report-Dairy* for July 22-28 noted the national weighted average advertised price for one gallon of milk was \$2.41, down \$0.31 from a week ago, and \$0.08 lower than a year ago. The weighted average regional prices in the Midwest and South Central were \$1.93 and \$2.94, respectively. The *NASS Milk Production* report noted June 2016 milk production in the 23 selected states was 16.7 billion pounds, 1.6% above a year ago. Milk cows in the 23 selected states totaled 8.65 million head, 17,000 head more than a year ago. The following table shows Central states included in the report and the monthly milk production changes compared to a year ago:

June 2016 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Illinois	160	+ 0.6
Indiana	337	+ 2.1
Kansas	268	+ 3.5
Iowa	413	+ 2.0
Michigan	918	+ 5.4
Minnesota	813	+ 2.1
Ohio	466	+ 1.3
South Dakota	210	+ 6.6
Texas	880	+ 3.8
Wisconsin	2,543	+ 3.8

WEST

In California, the high daytime temperatures are raising heat stress on dairy cows. Consequently, milk yields are lower this week. However, milk volumes are sufficient to process any type of dairy product. Bottled milk sales to the retail sector are slightly up this week. Orders from restaurants are steady. Buyers' interest for flavored milk is active. Demand for Class 2 is even. Sales into Class 3 (ice cream/frozen desserts) continue trending up. Moderate to heavy manufacturing skim loads are moving into NDM and SMP manufacturing. According to California Department of Food and Agriculture (CDFA), June 2016 pool receipts of milk in the state total 3.21 billion pounds. This is 1.3% lower compared to the same month a year ago. From January through June 2016, receipts are 2.5% lower from the

## FLUID MILK AND CREAM

-CONTINUED FROM PAGE 4-

comparable period in 2015. The Value at Test price is \$13.80, \$0.96 higher than the previous month, but \$1.56 lower from a year ago. The percentage of receipts used in Class 1 products is 12.62%. The June quota price is \$14.62 and the over quota price is \$12.92. These prices are \$0.99 higher than May 2016, but \$1.72 below a year ago. CDFA noted June 2016 Class 1 sales in California totaled 50.2 million gallons, 2.3% lower than last year. From January through June 2016, Class 1 sales totaled 321.1 million gallons, down 2.8% from the comparable period in 2015. Farm milk production is trending lower in Arizona. The hot weather and high humidity are taking a toll on dairy cows' comfort. Some balancing plants are helping to clear milk surpluses from nearby states. Bottled milk orders from retailers and food service are steady. However, according to some processors, requests for Class I will increase very soon as most public K-12 schools will reopen during the second week of August. Demand for Class II is seasonally strong. Condensed skim sales into NDM and ice cream production are steady this week. Milk production is lower in New Mexico due to the warmer climate. Class I sales are slightly up this week. Sales into Class II are lower. Significant milk loads are moving to the Southeast region, which is typical for this time of year. Manufacturing milk volumes moving into cheese processing facilities are higher. Condensed skim sales to Class IV (butter/powder) manufacturers have been irregular throughout the week as some processing plants have repair/maintenance work. Dairy operators' demand for alfalfa hay is light. New Mexico is between the third and fourth cutting of high quality alfalfa hay. According to the DMN *National Retail Report-Dairy* for the week of July 22-28, the national weighted average advertised price for one gallon of milk is \$2.41, down 31 cents from last week and 8 cents below a year ago. The weighted average regional price in the Southwest is \$2.23. In the Pacific Northwest, temperatures are conducive to dairy herds' comfort. Milk production is seasonally up. Manufacturing volumes are sufficient to keep balancing plants busy. Class I demands from restaurants and grocery stores are steady. However, processors are expecting an increase in orders as educational institutions will restart in the next few weeks. In the mountain states of Colorado, Idaho and Utah, farm milk yields are higher. Some processing plants from nearby states are helping to clear heavy milk volumes. Bottled milk demand is seasonally lower. In the western region, cream supplies are tight in many processing plants. Demands from ice/cream and cream cheese manufacturers are strong. Moderated cream loads continue moving into butter churning. Regional butter processing is ongoing. Some western cream loads are moving to Mexico. The market undertone is firm. This week, multiples for all classes are mixed, ranging from 1.13 to 1.28.

The NASS Milk Production report noted June 2016 milk production in the 23 selected states was 16.7 billion pounds, 1.6% above a year ago. Milk cows in the 23 selected states totaled 8.65 million head, 17,000 head more than a year ago. The following table shows western states included in the report and the monthly milk production changes compared to a year ago:

**June 2016 Milk Production, (USDA-NASS)**

	(Million Lb.)	% Change From 1 Year Ago
Arizona	410	+ 2.8
California	3,363	- 1.0
Colorado	317	+ 2.3
Idaho	1,223	+ 2.3
New Mexico	634	- 3.5
Oregon	219	+ 1.9
Utah	179	- 6.3
Washington	553	...

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

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

## NONFAT DRY MILK - CENTRAL AND EAST

**CENTRAL:** Low/medium heat NDM prices increased in both price series. Prices at the high end of the range reflect buyers seeking specific brand and/or specification NDM. Sales occurring at the lower end of the price range can be attributed to sellers motivated to move inventory and buyers willing to purchase NDM that was produced three to six months ago. Central low/medium heat nonfat dry milk production is mixed. As milk seasonally tightens, more manufacturers are redirecting milk away from the dryer and into production of other commodities. Several producers are comfortable with this shift because it is an opportunity to manage inventory levels. Industry contacts speculate long inventories for end users and brokers alike. Domestic demand is light and buyers show little interest in loads outside of contractual commitments. International interest is still present and a large amount of low/medium NDM sales are being exported. The market undertone is mixed. High heat nonfat dry milk prices are steady to higher this week on light trading. High heat NDM production is unchanged. Dryer runs are intermittent based largely on contracts. Demand is steady. The market undertone is firm

**EAST:** Low/medium nonfat dry milk prices are higher reflecting adjustments applied to some NDM contracts and f.o.b. spot market sales. Low/medium nonfat dry milk is seeing slight declines in output rates due to lower farm milk intakes into manufacturing and declining component levels caused by the existing seasonal conditions. Market participants' interest is lukewarm as buyers weigh the question of when to take a position in the market with apprehension. Buyers/sellers are under pressure to agree on the value of the current market. Hence, manufacturers' stocks are growing as mostly light market trading occurs. The NDM market does not show much confidence at this point, as the undertone remains unsettled. Eastern high heat nonfat dry milk prices are steady to higher. The high heat NDM market tone is showing some strength. High heat NDM production continues to be sporadic. Supplies are tight, as demand improves around customers' fall baking needs. Some processors' in the region have reportedly sold out of high heat NDM stock that would normally supply spot market requests. Wednesday at the CME Group, Grade A NDM closed at \$0.8425, down \$0.0200 from last Wednesday.

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A  
LOW/MEDIUM HEAT: .8375 - .9400 MOSTLY: .8700 - .9300  
HIGH HEAT: .9350 - 1.0200

## NONFAT DRY MILK - WEST

In the West, f.o.b. spot prices for low/medium heat nonfat dry milk (NDM) are slightly lower on the range, but mixed on the mostly series. At this point, the market undertone is mostly unsettled. Many buyers/end users have been pushing manufacturers to drop prices for several weeks. However, a few processors are holding stocks anticipating higher prices in the near future. Spot sales activity has been lower compared to the previous week. NDM usage for cheese fortification is active. Also, demand from the bakery sector is good. Sales to Mexico are lower this week. A few NDM manufacturers are clearing supplies from Q4 2015 at prices near to the bottom of the range. Moderate to heavy condensed skim loads are clearing into dryers. Consequently, low/medium heat nonfat dry milk production is steady to higher. Inventories are slightly higher. High heat nonfat dry milk f.o.b. spot prices are mixed on light trading. The bottom price of the range moved up, but the top price held steady. The market undertone is firm as supply is above current demand. Interest from bakers is active. Production is sporadic, based on contractual needs. Inventories are tight.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A  
LOW/MEDIUM HEAT: .7825 - .9300 MOSTLY: .8500 - .9300  
HIGH HEAT: .9350 - 1.0300

## CALIFORNIA MANUFACTURING PLANTS - NONFAT DRY MILK

WEEK ENDING	PRICE	TOTAL SALES
July 22	\$.7859	9,569,453
July 15	\$.8118	10,519,545

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:** Dry buttermilk prices eased slightly this week. Production in the Central region is mixed. Several butter manufacturers report scattered production based on contractual needs. Some industry contacts feel that domestic market participants are currently more interested in condensed buttermilk than dry buttermilk. Therefore, some manufacturers are choosing to schedule fewer dry buttermilk runs. However, international interest is still present and several manufacturers continue to produce beyond contractual needs in order to have spot load availability. Ice cream and frozen dessert manufacturers continue to run full schedules and are purchasing dry buttermilk to meet production needs. Inventories are mixed. Some manufacturers report either being sold out or having very tight inventories while other industry contacts report comfortable stock levels. The market undertone is mixed.

**EAST:** Dry buttermilk prices in the East are lower on both ends of the range on f.o.b. spot sales, in a fairly quiet market. Churning rates are lower for some butter manufacturers as limited cream supplies fulfill contracted commitments. Lower butterfat levels and the declining milk supply are also reducing the supply of available cream for churning. The butter market is realizing competitive cream demand from ice cream and usage from other cream based dairy production. Manufacturers' buttermilk inventories are moderate, while building in some instances. Interest in f.o.b. spot loads of dry buttermilk is light as some buyers expect near term prices to trend lower. The undertone of the dry buttermilk market appears unsettled.

F.O.B. CENTRAL/EAST: .7400 - .8600

## DRY BUTTERMILK - WEST

Western dry buttermilk f.o.b. spot prices shifted higher this week on light trading. The market undertone is firming. Demands from bakers and some Class II processors are active. Dry buttermilk production is steady to lower as condensed buttermilk volumes are less available to dry. Inventories are tight in many processing plants.

F.O.B. WEST: .7600 - .8400 MOSTLY: .7800 - .8200

-CONTINUED ON PAGE 5A-

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

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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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**-CONTINUED FROM PAGE 5-**

**DRY WHOLE MILK - NATIONAL**

F.O.B. spot prices for national dry whole milk are mixed on light trading. Some spot sales pushed down the top of the range. Exports are lower this week. Some processors are trying to compete with lower international prices. The domestic market undertone is mixed throughout the country. Demand is steady. Dry whole milk production is irregular, based on contractual needs. Inventories vary from plant to plant. This week, a cooperative export assistance program accepted requests for 881,849 pounds of dry whole milk. So far this year, the program has accepted assistance requests for 22.860 million pounds of dry whole milk.

F.O.B. PRODUCING PLANT: 1.1800 - 1.3600

**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**

F.O.B. spot prices for Central dry whey are mixed on the range, but steady on the mostly series. Whey production is steady to slightly lower. Because milk intakes are dropping, some cheese production is decreasing, therefore slowing the whey stream. Demand for whey in the Central region is mixed this week. A few market participants feel buyers have purchased what they need and are stepping back from the market. Several industry contacts report resistance from buyers as they raise prices. However, other contacts continue to move loads at or above market pricing. International interest is still present, but a few market participants feel export sales are slowing. Inventories are mixed. The market undertone is steady. Animal feed whey prices are steady. Feed blenders report steady production and comfortable inventories. Demand is light. The market undertone is steady.

F.O.B. CENTRAL: .2300 - .3600 MOSTLY: .2350 - .2750  
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .1300 - .2150

**DRY WHEY - NORTHEAST**

Eastern dry whey prices inched upward at the top of the range due to marginal adjustments to pricing indices. Production is balanced, to somewhat lower, as farm milk clearing to cheese processing declines seasonally. Demand from end users is mostly steady. Dry whey stocks are adequate for near-term customer needs. The market undertone is generally steady, but seasonal indicators show some strengthening.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .2650 - .3025

**DRY WHEY - WEST**

Prices for western dry whey are mixed on the range, but steady on the mostly series. The market undertone continues to be mixed. Trades in the f.o.b. spot market have been lower from last week. Domestic interest for whey is fair to good. Demand from Mexico is active. Dry whey production is ongoing in line with the regional cheese manufacturing. Inventories are tight in some processing facilities. However, supplies are readily available according to some industry participants.

NONHYGROSCOPIC: .2350 - .3550 MOSTLY: .2500 - .2925

**WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST**

Whey protein concentrate 34% prices are unchanged. Sellers report they continue to experience pushback from buyers, but market fundamentals are generally on the side of firmer pricing. Demand is strong, but some buyers are less willing to purchase product priced above the market. Buyers seeking WPC 34% to meet certain specifications continue to pay a premium. Stocks are committed and mostly tight for WPC 34% that meets infant formula specification. Inventories are heavier for producers with other types of WPC 34%. International interest is steady this week. Production is active. The market undertone is steady.

F.O.B. EXTRA GRADE 34% PROTEIN: .5850 - .7800 MOSTLY: .6650 - .7275

**LACTOSE - CENTRAL AND WEST**

Prices for lactose are unchanged on light f.o.b. spot trading. Limited inventories for higher mesh lactose are keeping a lid on sales activity. Supplies of unground to 100 mesh lactose are available, and manufacturers report steady sales at prices within the range. Demand from both domestic and international buyers is steady. Production is ongoing, however the seasonal decline in milk is pushing overall cheese production lower and decreasing lactose output. Also, a few plant operators have dryers offline for regularly scheduled maintenance. Inventories vary from location to location and by lactose characteristics.

Including spot sales and up to 3 month contracts.

F.O.B. EDIBLE, NON PHARMACEUTICAL .1850 - .3775 MOSTLY: .2300 - .3300

**CASEIN - NATIONAL**

Rennet casein prices are unchanged on light trading. Acid casein prices are also stable. Parts of Europe are now in the holiday season, contributing to slower activity.

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 - 2.9000  
ACID: 2.7000 - 2.9500

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

WEEK ENDING	2016 WEEKLY DAIRY COWS	2016 CUMULATIVE DAIRY COWS	2015 WEEKLY DAIRY COWS	2015 CUMULATIVE DAIRY COWS
07/09/2016	43.9	1,544.9	52.7	1,572.5

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
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

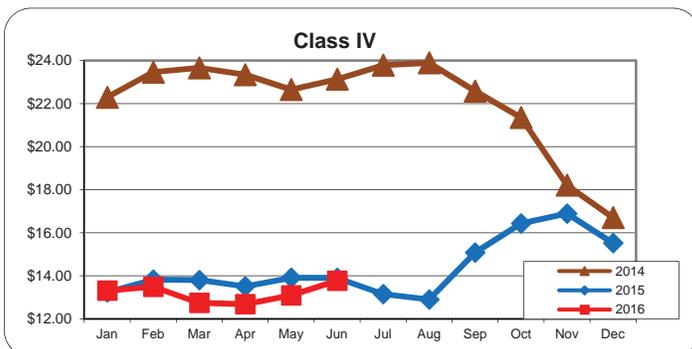
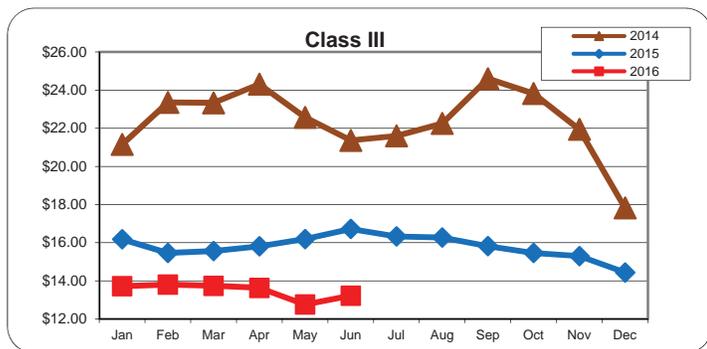
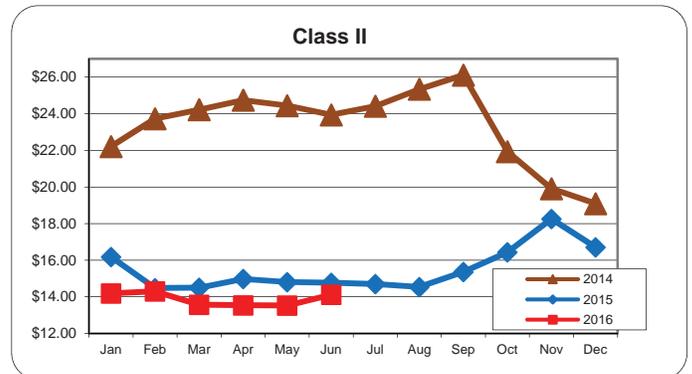
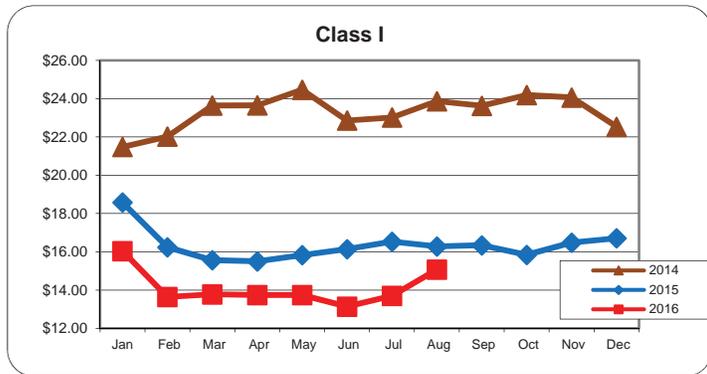
CLASS IV MILK PRICES (3.5%)

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	13.64	13.78	13.74	13.70	13.14	13.70	15.07				
II	14.19	14.30	13.57	13.54	13.53	14.12						
III	13.72	13.80	13.74	13.63	12.76	13.22						
IV	13.31	13.49	12.74	12.68	13.09	13.77						

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



ORGANIC DAIRY MARKET NEWS

Information gathered July 18 - 29, 2016

ORGANIC DAIRY FLUID OVERVIEW

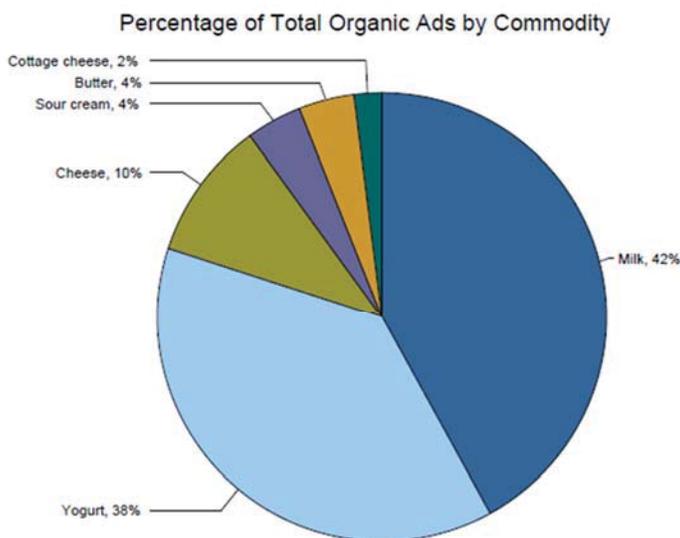
**June Organic Milk Sales and Sourcing – New England.** In New England, Federal Milk Market Order 1 reports utilization of types of organic milk by pool plants. During June, 2016, organic whole milk utilization totaled 13.8 million pounds, 15.2% higher than June 2015. The 2016 butterfat content was 3.29%, up from 3.27% in 2015. Organic reduced fat milk utilization for June this year, 22.4 million pounds, was 3.5% above June last year. Butterfat this June was 1.18%, up from 1.15% last year. During June there was also withdrawal of milk produced from outside the order which had previously been pooled and sold within Order 1. Michigan organic milk processed at a plant in Fairlawn, Ohio, had been shipping to Order 1, but withdrew in June. Similarly organic milk from Michigan processed in Novi, Michigan, has been withdrawn from Order 1.

**U.S. Organic Milk Producer Pay Price Premium over Conventional Milk.** The national average organic milk mailbox price premium over conventional milk is \$21.36 for April, the difference between the 12 month average national organic mailbox price and the April national conventional milk mailbox price. This premium is calculated by reference to publicly released data of a national organic dairy brand which sets prices separately for each of 17 regions based on geography and/or whether the organic milk is 100% grass-fed or not. The processor’s 12 month average mailbox price nationally, currently prevailing, is \$36.25, derived from the 17 regional prices which range from a low of \$33.43 in the Midwest, and Colorado for organic milk, to a high of \$39.68 in New England for organic grass-fed milk. In contrast, the most recently released monthly conventional milk mailbox price for April 2016 for all federal milk order areas was \$14.89. That was determined from area reports where the low was New Mexico at \$13.29 and the high was \$16.30 for New England. California, not included in the federal milk order system, had an April 2016 mailbox milk price of \$13.27.

**Organic Milk Pay Prices in the EU.** Organic milk farm gate prices in the EU are trending higher than a year ago. Average organic milk farm prices in Germany for May 2016, 47.29 Euros/100kg, are 0.85% higher than a year ago, but down 1.6% from April, according to CLAL. In Bavaria, the May price, 47.70 Euros/100kg, is up 1.38% from a year earlier but down 1.34% from April. In France the May average price of 38.71 Euros/100kg, is up 3.61% from a year earlier and up 0.60% from April.

ORGANIC DAIRY RETAIL OVERVIEW

**Organic Dairy Overview.** This week, organic milk accounts for 42% of organic dairy ads, yogurt 38%, cheese 10%, sour cream 4%, butter 4%, and cottage cheese 2%. Total organic ad numbers increased 2%.



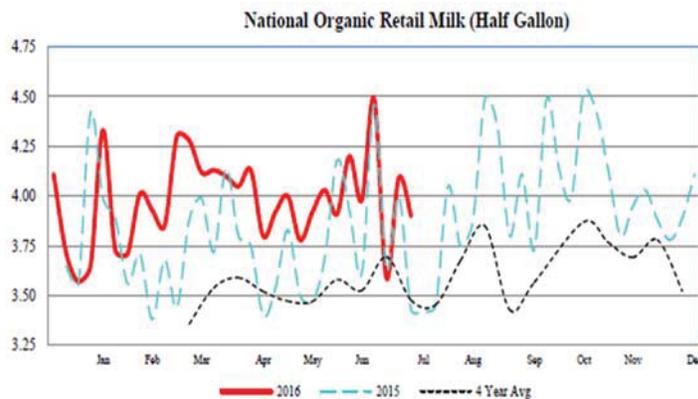
Data source/graph USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads with prices valid from July 29-August 4, 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 \$3.72, down 18 cents from last week but up 30 cents from a year ago. Ads appeared throughout every region including Alaska and Hawaii.



Data source/graph USDA/AMS/Dairy Market News

**Organic Milk Gallons.** The U.S. weighted average advertised price of organic milk gallons is \$5.51, 69 cents less than the previous week and 12 cents above a year ago.

**Organic Cheese Shreds.** The U.S. weighted average price of 8 ounce organic cheese shreds is \$3.68, down 14 cents from last week and down 31 cents from a year ago.

**Organic Butter.** The U.S. weighted average price of 1 pound organic butter is \$4.36, down 63 cents from last week and down 56 cents from a year ago.

**Organic Sour Cream.** The U.S. weighted average price of 16 ounce sour cream is \$2.26, down 8 cents from last week, and down 7 cents from a year ago.

**Organic Greek Yogurt.** The U.S. weighted average price of 4-6 ounce Greek yogurt is \$1.11, down 21 cents from last week but up 6 cents from a year ago.

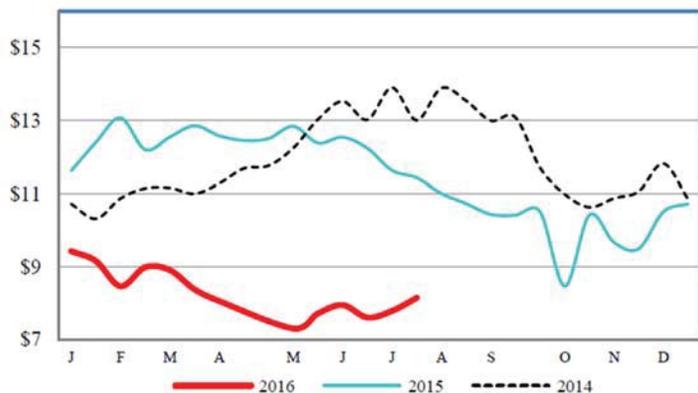
**ORGANIC GRAIN AND FEEDSTUFF MARKETS:** Organic grain trading volumes overall are moderate, with moderate demand. Feed grade corn trading activity is slightly higher, with prices 36 cents higher f.o.b. Feed grade soybean trading increased, with prices 5 cents higher f.o.b. Trading is limited on soybean meal. Trading is also limited on soybean oil, with steady undertones noted. Feed grade SRW and HRW wheat trading is too limited to trend, but firm undertones are noted. Forward contract activity for new crop organic grains generated the following grower bids: feed corn, \$7.00 to \$9.25 per bushel delivered; feed soybeans, \$18.50 per bushel delivered; feed grade wheat, \$8.00 per bushel delivered; feed oats, \$4.00 per bushel delivered; and feed rye, \$7.00 per bushel delivered. According to USDA FAS GATS, May imports for organic corn totaled 1,991,496.6 bushels, organic soybeans totaled 502,404.65 bushels, and organic durum wheat totaled 134,505.5 bushels.

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ORGANIC DAIRY MARKET NEWS

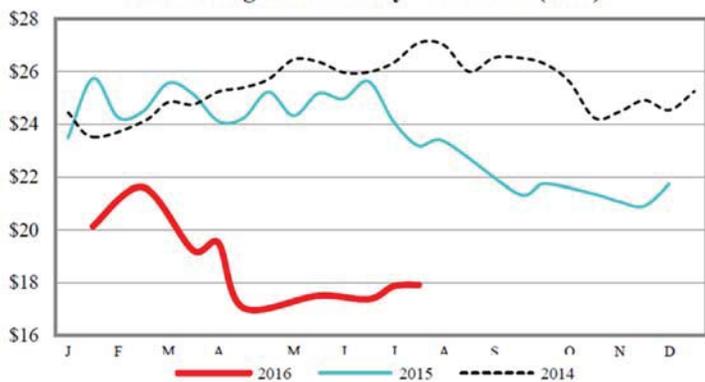
Information gathered July 18 - 29, 2016

National Organic Feed Corn Prices (\$/bu)



CONTINUED FROM PAGE -8-

National Organic Feed Soybean Prices (\$/bu)



Data source/graph USDA Livestock, Poultry & Grain Market News  
Data source/graph USDA Livestock, Poultry & Grain Market News

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

MONTHLY COLD STORAGE REPORT – TOTAL U.S. STOCKS

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

All stocks in thousand pounds except where otherwise indicated

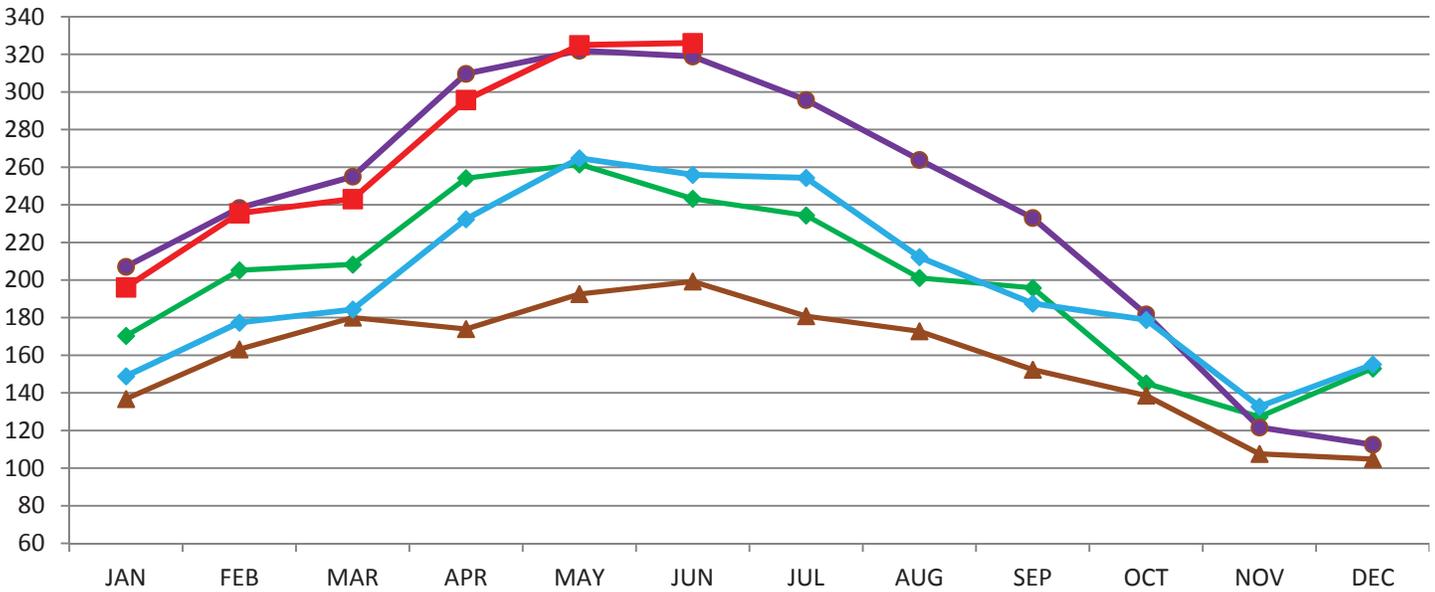
U.S. HOLDINGS OF DAIRY PRODUCTS						
COMMODITY	MAY 31, 2014	MAY 31, 2015	REVISED MAY 31, 2016	JUN 30, 2014	JUN 30, 2015	JUN 30, 2016
Butter	209,430	265,198	324,942	199,248	256,000	326,025
Cheese, Natural American	656,446	669,464	757,530	655,239	685,745	758,563
Cheese, Swiss	30,538	21,424	24,967	27,972	20,841	24,488
Cheese, Other Natural	378,556	420,966	466,885	372,231	435,655	468,537
Total Cheese	1,065,540	1,111,854	1,249,382	1,055,442	1,142,241	1,251,588

JUNE STORAGE HOLDINGS BY REGION									
REGION	Natural American Cheese			Butter *			Other Natural Cheese		
	2014	2015	2016	2014	2015	2016	2014	2015	2016
New England	59,852	62,818	63,273	---	---	---	700	927	690
Middle Atlantic	58,256	70,385	90,782	---	---	---	23,408	24,784	16,903
East North Central	238,713	265,482	297,667	---	---	---	244,355	275,954	297,094
West North Central	107,107	117,311	132,192	---	---	---	45,389	47,108	46,899
South Atlantic	688	1,109	1,216	---	---	---	4,465	23,323	28,040
East South Central	5,071	5,700	6,356	---	---	---	17,410	14,223	24,226
West South Central	19,818	13,331	16,779	---	---	---	534	787	1,203
Mountain	57,724	52,681	46,895	---	---	---	2,261	3,055	3,957
Pacific	108,010	96,928	103,403	---	---	---	33,709	45,494	49,525
TOTAL	655,239	685,745	758,563	199,248	256,000	326,025	372,231	435,655	468,537

\*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: 2012 (green diamond), 2013 (purple circle), 2014 (brown triangle), 2015 (light blue diamond), 2016 (red square)

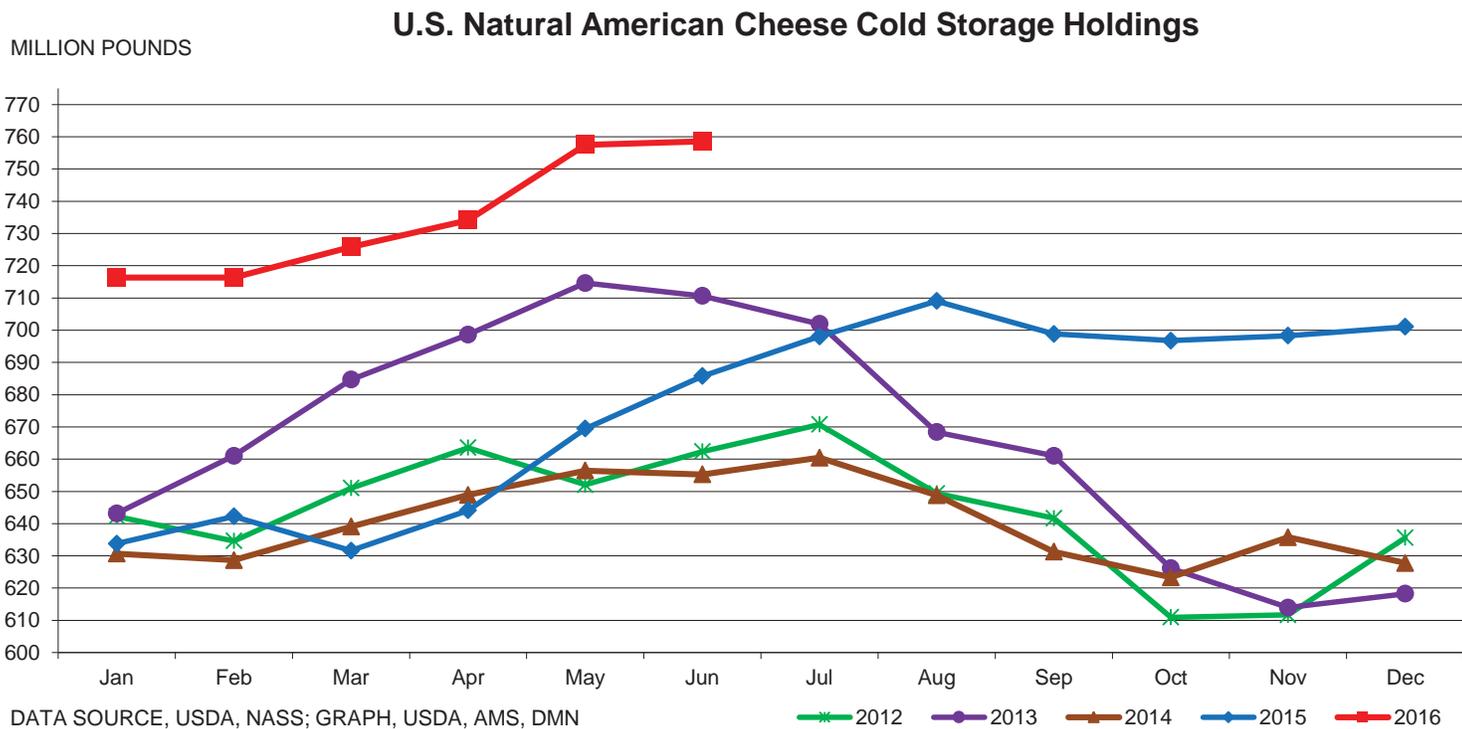
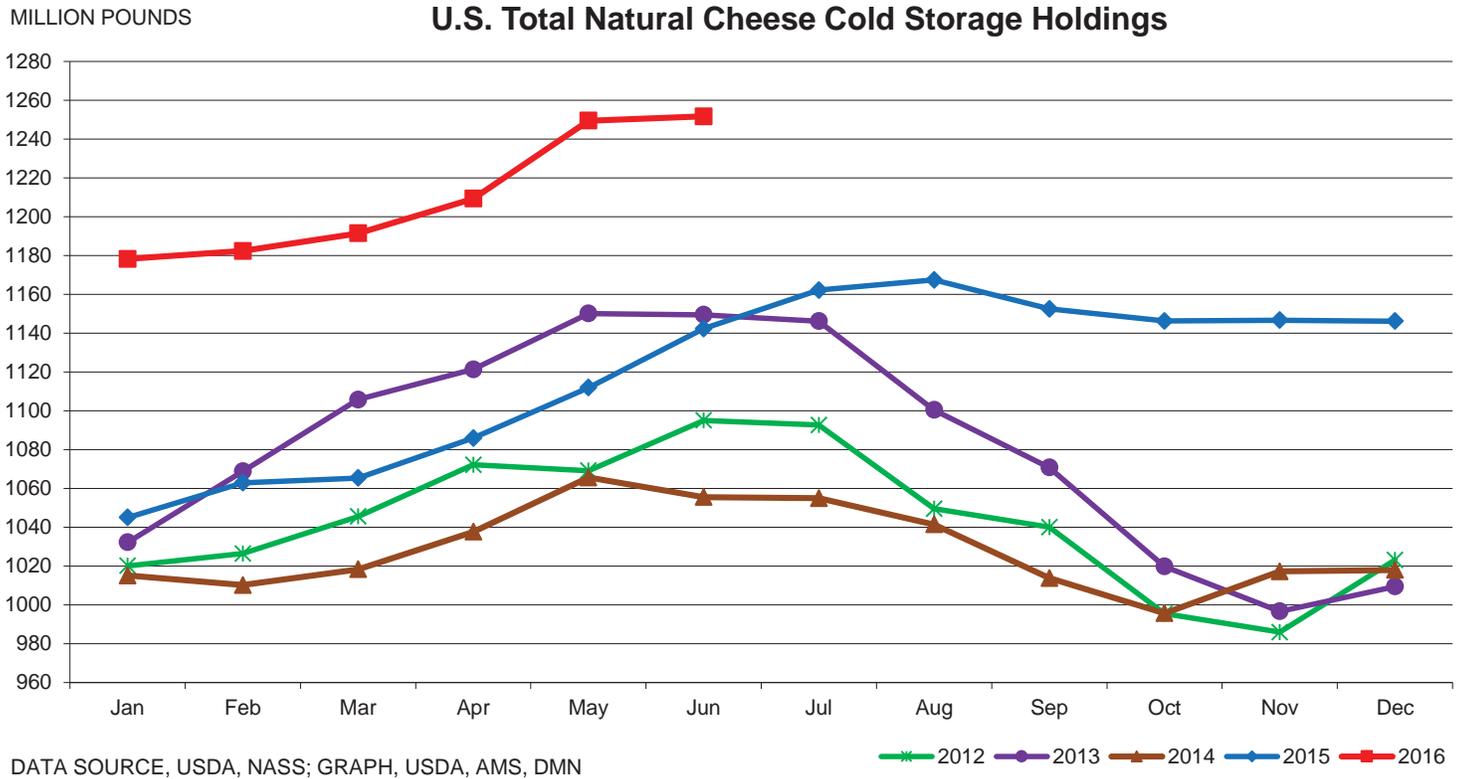
## Consumer Price Index and Average Retail Prices for Selected Products, U.S. City Average <sup>1</sup>

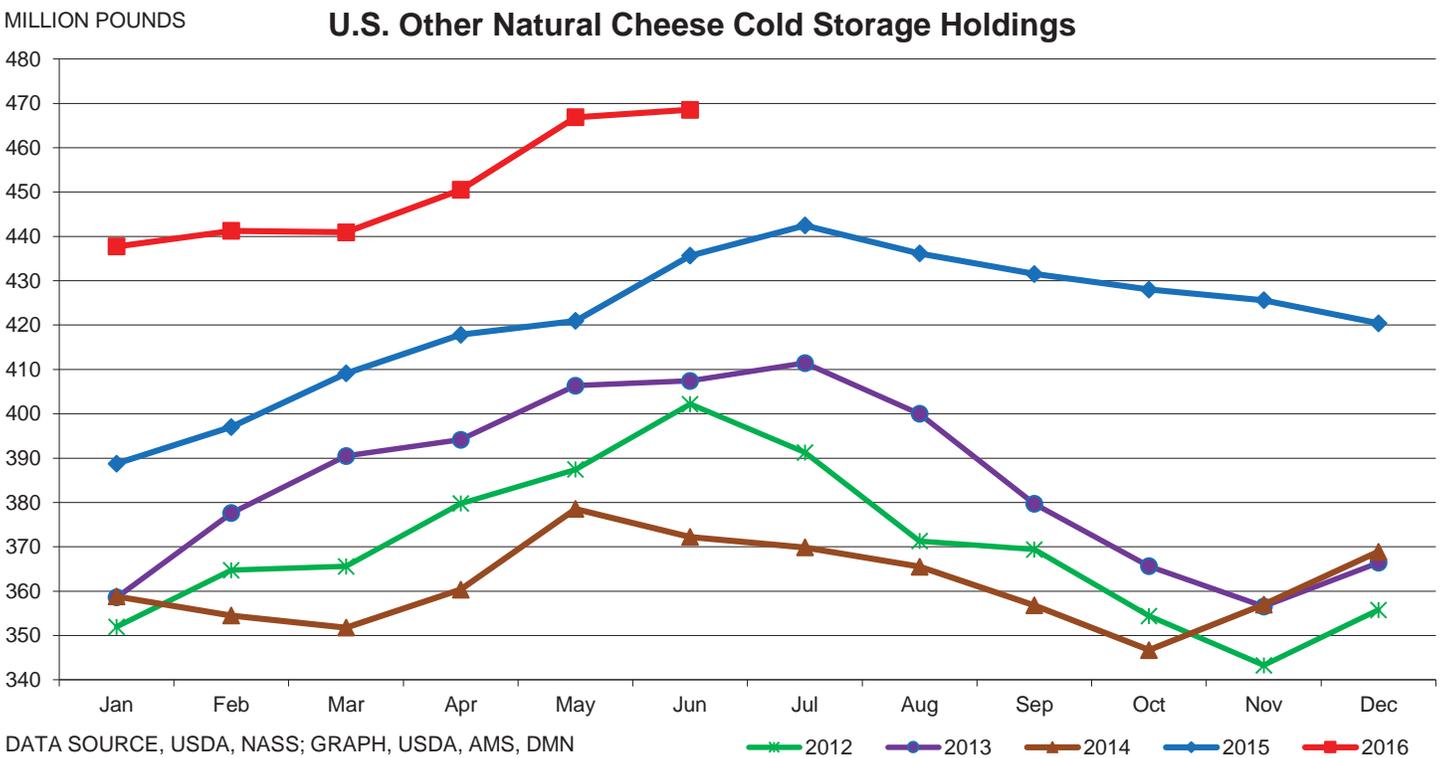
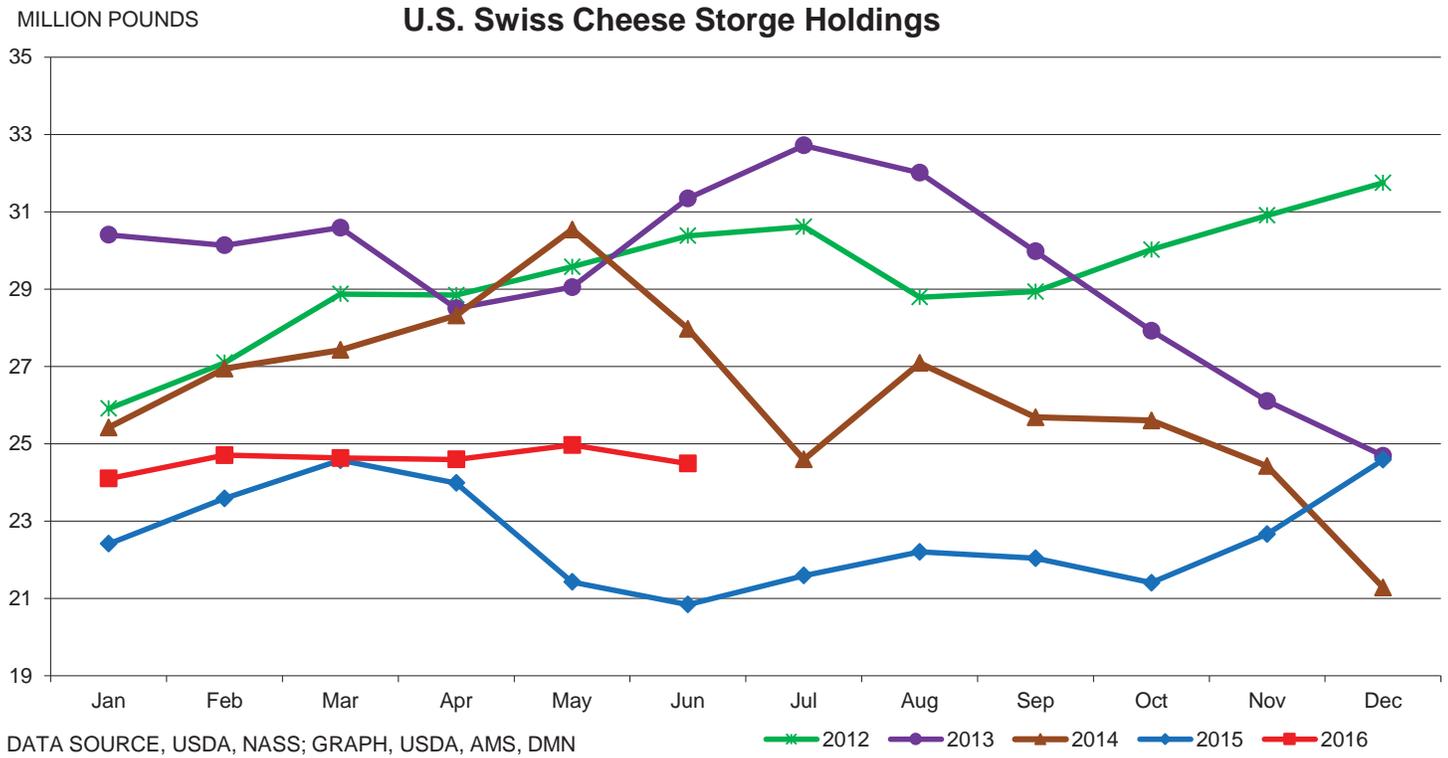
<b>Consumer Price Index</b>												
Month	All Food		Dairy Products		Fresh Whole Milk		Cheese		Butter		Meat, Poultry, Fish, and Eggs	
	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>								
Apr 2016	248.4	0.9	218.3	-2.0	201.1	-5.9	230.0	-1.3	234.6	5.6	250.8	-3.1
May 2016	247.9	0.7	216.1	-2.2	200.6	-5.3	228.6	-1.9	229.6	3.5	249.0	-3.2
Jun 2016	247.5	0.3	214.8	-2.2	199.2	-4.8	225.2	-2.6	233.6	4.8	248.0	-5.0

<b>U.S. City Average Retail Prices</b>										
Month	Whole Milk <sup>4</sup>		Butter <sup>5</sup>		Process Cheese <sup>6</sup>		Natural Cheese <sup>7</sup>		Ice Cream <sup>8</sup>	
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
	<i>(dollars)</i>									
Apr	3.155	3.397	N/A	N/A	4.434	4.543	5.399	5.384	4.915	4.791
May	3.157	3.387	N/A	N/A	4.325	4.417	5.365	5.312	4.801	4.696
Jun	3.115	3.366	N/A	N/A	4.310	4.265	5.269	5.256	4.710	4.620

N/A = Not available. <sup>1</sup> "CPI Detailed Report," "Consumer Prices: Energy and Food," BLS, U.S. Department of Labor. According to BLS, average prices are best used to measure the price level in a particular month. To measure price change over time, the CPI is more appropriate. <sup>2</sup> The standard reference base period for these indexes is 1982-1984 = 100. <sup>3</sup> Percent change over previous year. <sup>4</sup> Per gallon. <sup>5</sup> Per pound. Grade AA, salted, stick butter. <sup>6</sup> Per pound, any size and type of package. <sup>7</sup> Per pound, cheddar cheese in any size and type of package and variety (sharp, mild, smoked, etc). <sup>8</sup> Per 1/2 gallon prepackaged regular.







## Dairy Market News Branch

Agricultural  
Marketing  
Service

# National Retail Report-Dairy

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

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Friday, July 29, 2016

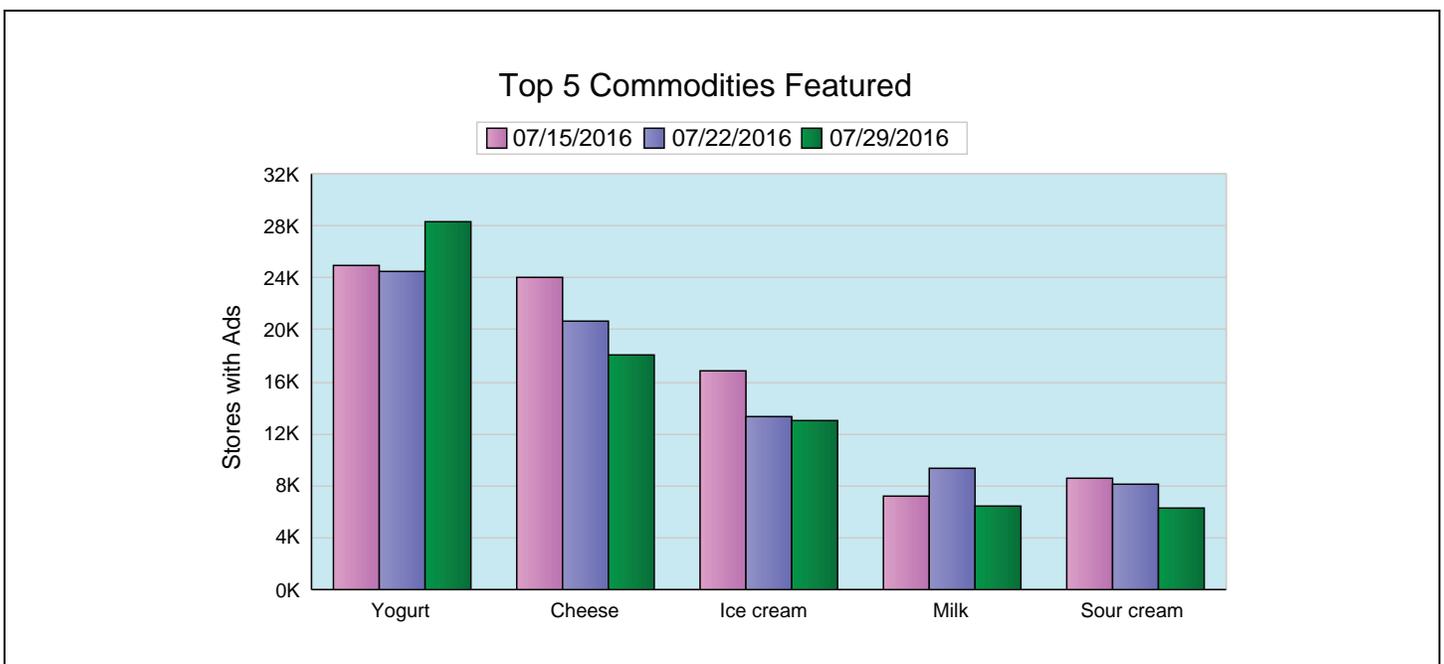
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 07/29/2016 to 08/04/2016

Conventional Greek yogurt in 4 to 6 ounce containers is the single most advertised dairy item, having a U.S. weighted average advertised price of 93 cents, down from 94 cents last week. Ice cream in 48 to 64 ounce containers is the second most advertised with a price of \$3.02, up from \$2.78. Total conventional dairy ad numbers decreased 7%, while organic dairy ad numbers increased 2%.

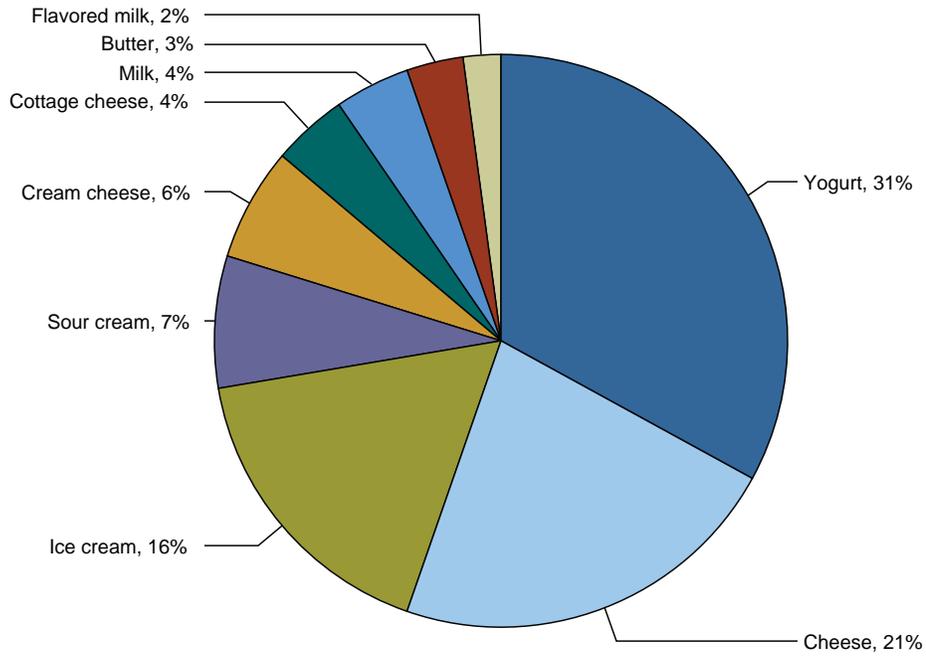
The price spread between organic and conventional half gallon milk is \$1.45. Last week the spread was \$2.49. The price spread is the difference between the national weighted average price for organic, \$3.72, and conventional, \$2.27. Both total conventional and organic milk ad numbers decreased this week, conventional milk ad numbers decreased 30% and organic milk ads decreased 32%.

The national weighted average price for conventional 1 pound butter is \$3.21, while organic 1 pound butter is \$4.36, an organic premium of \$1.15. When compared to the previous week, the volume of ad numbers for conventional butter increased 2%, while organic butter ad numbers declined by 57%.

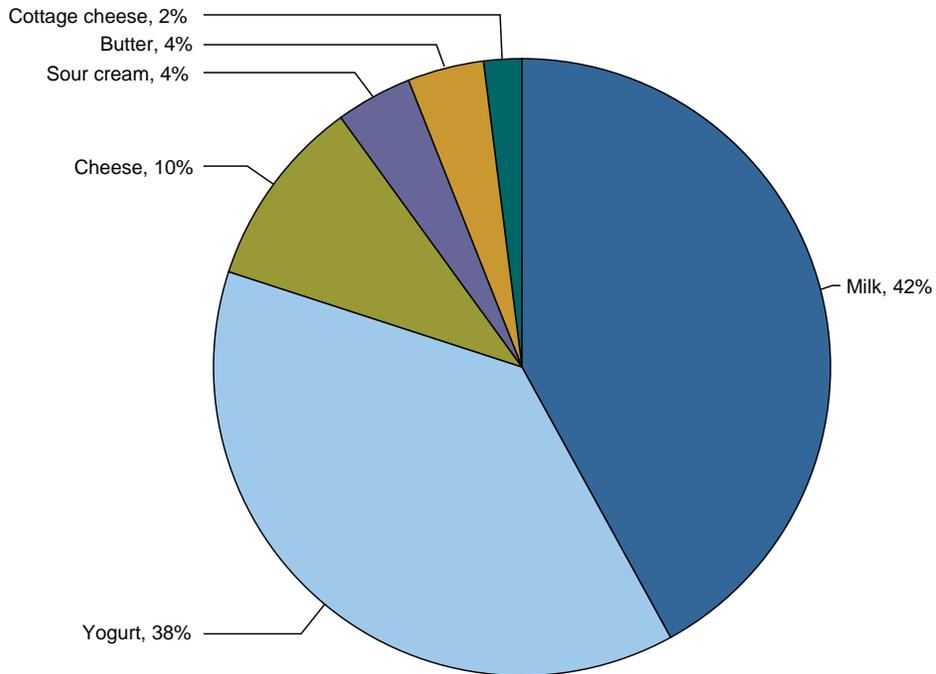
The U.S. advertised price for 8 ounce conventional cheese blocks averaged \$2.05, down 8 cents from last week; 8 ounce shred cheese averaged \$2.22, down 4 cents from last week. Ads for 8 ounce organic shred cheese average \$3.68, an organic premium of \$1.46. The number of conventional cheese ads decreased 13%, while organic cheese ads increased 5% this week.



### Percentage of Total Conventional Ads by Commodity



### Percentage of Total Organic Ads by Commodity





## NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	2648	3.21	2585	3.07	4473	3.36
Cheese	Natural Varieties	8 oz block	5834	2.05	5961	2.13	5744	2.22
Cheese	Natural Varieties	1 # block	383	4.10	3216	3.48	2114	3.39
Cheese	Natural Varieties	2 # block	761	6.59	395	6.32	263	7.46
Cheese	Natural Varieties	8 oz shred	10264	2.22	7479	2.26	7444	2.21
Cheese	Natural Varieties	1 # shred	69	3.99	2896	3.59	1352	3.27
Cottage cheese		16 oz	3193	1.80	4790	1.74	2660	2.38
Cream cheese		8 oz	4805	1.88	4298	1.95	5038	1.98
Flavored milk	All fat tests	half gallon	1475	2.30	1169	2.32	456	1.91
Flavored milk	All fat tests	gallon	380	3.43	595	2.76	826	2.74
Ice cream		48-64oz	13053	3.02	13390	2.78	12595	2.83
Milk	All fat tests	half gallon	907	2.27	939	1.41	678	2.18
Milk	All fat tests	gallon	2153	2.66	3445	2.41	1920	2.36
Sour cream		16 oz	6006	1.67	7734	1.72	5038	1.59
Yogurt	Greek	4-6 oz	14665	.93	13778	.94	11334	1.00
Yogurt	Greek	32 oz	3183	4.35	2068	4.64	1277	4.62
Yogurt	Yogurt	4-6 oz	6513	.46	7066	.47	8705	.51
Yogurt	Yogurt	32 oz	1005	2.51	882	2.49	3775	2.09

## 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 #	2.98-3.99	1538	3.43	3.00-3.18	256	3.14	1.99-2.50	175	2.19
Cheese	Natural Varieties	8 oz block	1.25-3.00	2233	2.07	2.00-3.00	1667	2.14	1.49-2.50	572	1.84
Cheese	Natural Varieties	8 oz shred	1.00-3.00	2341	2.32	1.99-2.50	3348	2.32	1.49-2.00	633	1.92
Cottage cheese		16 oz	1.00-2.50	851	1.98	1.50-1.68	1197	1.53	2.50	57	2.50
Cream cheese		8 oz	1.25-2.49	1393	1.79	2.00	1002	2.00	1.00-1.99	342	1.56
Flavored milk	All fat tests	half gallon	1.99-3.49	1170	2.41	2.50	61	2.50	1.49-2.00	244	1.70
Flavored milk	All fat tests	gallon				3.99	214	3.99			
Ice cream		48-64oz	1.99-4.49	4119	2.96	1.99-3.99	3216	2.96	1.99-4.99	1711	3.00
Milk	All fat tests	half gallon	2.50	137	2.50				1.66-2.00	138	1.86
Milk	All fat tests	gallon	1.99-2.79	492	2.57	2.75-4.97	276	4.47	1.49-2.79	649	2.05
Sour cream		16 oz	1.00-2.49	1947	1.78	1.38-1.77	1606	1.54	1.29-1.69	699	1.49
Yogurt	Greek	4-6 oz	0.69-1.50	3369	.99	0.70-1.00	4125	.91	0.70-1.00	2047	.90
Yogurt	Greek	32 oz	3.99-5.99	415	4.82	3.99	210	3.99	3.99-4.49	666	4.16
Yogurt	Yogurt	4-6 oz	0.25-0.50	1399	.45	0.40-0.50	1998	.49	0.50-0.59	422	.54
Yogurt	Yogurt	32 oz	2.50	147	2.50	2.50	84	2.50			



Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	0.88-2.99	298	2.01	3.99	246	3.99	2.99	105	2.99
Cheese	Natural Varieties	8 oz block	1.00-2.00	489	1.43	1.99-2.99	461	2.35	1.00-3.00	364	2.28
Cheese	Natural Varieties	1 # block	3.99	74	3.99	3.88-4.99	240	4.17	3.99	69	3.99
Cheese	Natural Varieties	2 # block				5.99-7.99	446	6.79	4.99-7.99	279	6.12
Cheese	Natural Varieties	8 oz shred	1.00-2.99	1959	2.06	1.49-3.50	1573	2.17	1.00-3.00	364	2.28
Cheese	Natural Varieties	1 # shred							3.99	69	3.99
Cottage cheese		16 oz	2.50	121	2.50	1.00-2.50	828	1.79	2.00	105	2.00
Cream cheese		8 oz	1.49-2.99	356	1.99	1.00-2.50	1006	1.91	1.50-2.50	601	1.81
Flavored milk	All fat tests	gallon	1.99	121	1.99						
Ice cream		48-64oz	1.99-4.49	477	2.91	1.99-4.50	3149	3.01	3.00-4.99	193	3.85
Milk	All fat tests	half gallon	1.37-2.50	430	2.02	2.79	178	2.79			
Milk	All fat tests	gallon	2.99	162	2.99	1.89-2.79	351	2.34	1.67-2.39	174	2.10
Sour cream		16 oz	1.99-2.50	433	2.08	0.99-2.00	876	1.63	1.50	394	1.50
Yogurt	Greek	4-6 oz	0.70-1.00	1551	.90	0.70-1.00	2856	.94	0.79-1.25	649	.93
Yogurt	Greek	32 oz	3.49-4.99	538	4.39	3.99-6.99	588	5.10	3.00-4.99	739	3.67
Yogurt	Yogurt	4-6 oz	0.33-0.50	767	.45	0.33-0.50	1244	.40	0.33-0.50	601	.44
Yogurt	Yogurt	32 oz	2.50	220	2.50	2.50-4.99	199	3.28	1.79-3.49	350	2.09

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 #				4.29-4.49	30	4.47
Cheese	Natural Varieties	8 oz block	2.00-3.50	45	3.13	1.97	3	1.97
Cheese	Natural Varieties	2 # block	4.99	2	4.99	7.99	34	7.99
Cheese	Natural Varieties	8 oz shred	2.00-3.98	43	2.67	1.97	3	1.97
Cottage cheese		16 oz				3.25	34	3.25
Cream cheese		8 oz	1.50-3.00	54	2.55	2.00-3.00	51	2.53
Flavored milk	All fat tests	gallon	3.49	11	3.49	4.99	34	4.99
Ice cream		48-64oz	2.99-8.99	76	6.03	3.49-5.29	112	4.44
Milk	All fat tests	half gallon				3.79	24	3.79
Milk	All fat tests	gallon	3.49	11	3.49	4.99-5.19	38	5.01
Sour cream		16 oz				1.99-2.00	51	1.99
Yogurt	Greek	4-6 oz	1.25-1.66	34	1.59	0.99-1.20	34	1.01
Yogurt	Greek	32 oz				5.99	27	5.99
Yogurt	Yogurt	4-6 oz	0.50	21	.50	0.49-0.88	61	.71
Yogurt	Yogurt	32 oz	2.50	2	2.50	3.50	3	3.50

**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 #	291	4.36	675	4.99	187	4.92
Cheese	Natural Varieties	8 oz block	345	4.02	246	4.99	365	3.99
Cheese	Natural Varieties	1 # block			27	5.99		
Cheese	Natural Varieties	8 oz shred	463	3.68	498	3.82	84	3.99
Cottage cheese		16 oz	198	3.41	246	3.99		
Flavored milk	All fat tests	half gallon			161	4.79		
Milk	All fat tests	half gallon	2924	3.72	4095	3.90	1502	3.42
Milk	All fat tests	gallon	162	5.51	763	6.20	332	5.39
Milk	All fat tests	8 oz UHT	244	1.00	69	1.00	105	1.00
Sour cream		16 oz	324	2.26	326	2.34	206	2.33
Yogurt	Greek	4-6 oz	2296	1.11	314	1.32	313	1.05
Yogurt	Greek	32 oz	422	4.67	315	6.59		
Yogurt	Yogurt	4-6 oz					315	1.12
Yogurt	Yogurt	32 oz	221	3.99			353	3.51

### 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	108	4.99						
Cottage cheese		16 oz	3.99	84	3.99						
Milk	All fat tests	half gallon	2.99-4.99	745	4.11	2.99	120	2.99	2.99-4.79	316	3.45
Milk	All fat tests	gallon	5.99	84	5.99						
Milk	All fat tests	8 oz UHT				1.00	61	1.00			
Yogurt	Greek	4-6 oz	1.25-1.39	710	1.38	1.00-1.39	1205	1.03	1.00	137	1.00
Yogurt	Yogurt	32 oz	3.99	221	3.99						

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	3.99	114	3.99				3.99	69	3.99
Cheese	Natural Varieties	8 oz block	3.99	162	3.99	3.49	114	3.49	4.99	69	4.99
Cheese	Natural Varieties	8 oz shred							3.49-3.99	463	3.68
Cottage cheese		16 oz	2.99	114	2.99						
Milk	All fat tests	half gallon	2.99	303	2.99	2.99-4.49	944	4.00	2.99-3.99	460	3.22

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
Milk	All fat tests	gallon	4.99	78	4.99						
Milk	All fat tests	8 oz UHT				1.00	114	1.00	1.00	69	1.00
Sour cream		16 oz	2.49	114	2.49				1.99-2.29	210	2.14
Yogurt	Greek	4-6 oz				0.80	244	.80			
Yogurt	Greek	32 oz				3.49-6.29	422	4.67			

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	3.99	6	3.99	5.97-5.99	30	5.99

**REGIONAL DEFINITIONS**

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

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



# Dairy Market News

United States Department of Agriculture

Agricultural Marketing Service

Dairy Programs

Market Information Branch

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