USDA Agricultural Marketing Service

# DAIRY MARKET NEWS

WEEK OF NOVEMBER 15 - 19, 2021
VOLUME 88, REPORT 46

## DAIRY MARKET NEWS AT A GLANCE

**CME GROUP CASH MARKETS (11/19)**

**BUTTER:** Grade AA closed at $2.0475. The weekly average for Grade AA is $1.9890 (+0.0265).

**CHEESE:** Barrels closed at $1.5200 and 40# blocks at $1.8575. The weekly average for barrels is $1.4795 (-0.0515) and blocks, $1.7235 (-0.0220).

**NONFAT DRY MILK:** Grade A closed at $1.5550. The weekly average for Grade A is $1.5410 (-0.0210).

**DRY WHEY:** Extra grade dry whey closed at $0.7000. The weekly average for dry whey is $0.6920 (+0.0300).

**CHEESE HIGHLIGHTS:** Cheese demand has slid a little the week before Thanksgiving, in some cases. Generally, though, it remains somewhat strong nationwide. Retail purchases are busy in the Eastern region. Milk is available, although overages from $.40 to $1 are being reported in the Midwest. Contacts are uncertain as to what will take place next week as plants close down an extra day, or more, for the Thanksgiving holiday. Speaking of production, staffing shortages continue to be reported regularly from all regions. Market tones are uncertain, and contacts say the questions regarding market tones due to freight cost increases, supply chain snags, and employee tightness are far from being answered.

**BUTTER HIGHLIGHTS:** Supplies of cream are tight in the East and Central region, while mixed across the West. Labor shortages as well as a shipping delays are causing some butter production plants in the West to run below capacity. Labor issues are also limiting some plants' ability to micro-fix. Although, plants in the East are, reportedly, micro-fixing to finalize orders in time for the Thanksgiving holiday. Butter demand is strong, seasonally, across all regions. Spot inventories are tight in the West, while remaining available to meet current demand in the East. Butter market tones are steady to bullish in the Central and West regions. Bulk butter overages range from 3 to 15 cents above market this week.

**FLUID MILK:** Farm level milk production is steady in the Midwest, steady to increasing in the East, and somewhat mixed throughout the West. In areas where demand is outpacing supply, including Arizona and the Southeast, some dairy processors are bringing in milk from other regions. Boosted by Thanksgiving and other end-of year holidays, Class I demand is growing for retail outlets. Some Midwestern cheesemakers have been able to find spot milk, but they report paying overages. Condensed skim markets have a stable undertone; contracts are steady and manufacturer supplies are reportedly in good balance with buyer demands. Cream is tighter in the East and Midwest, but availability varies throughout the West. Staffing shortages, supply chain challenges, and logistics issues continue to impact cream-based manufacturers and the dairy industry as a whole. F.O.B. cream multiples for all classes are **1.35 – 1.50** in the East, **1.30-1.50** in the Midwest, and **1.21-1.40** in the West.

**DRY PRODUCTS:** The top of the low/medium heat nonfat dry milk (NDM) price range shifted up in the Central and East, and the top of the mostly range increased as well. In the West, the bottom of the price range increased while the top, and mostly range, held steady. Spot inventories are tighter. Demand is firm in both export and domestic markets. The top of the high heat NDM price range increased in all regions. High heat demand is steady, but availability and production are limited. Dry buttermilk price ranges moved higher in all regions. The Western mostly range shifted up as well. Domestic demand is steady to higher and inventories are snug. The dry whole milk price range is holding steady. Inventories are tight as production is limited. Dry whey prices are steady to higher in all regions. In the Central and West regions, the mostly ranges inched higher. Domestic and export interest are steady to stronger. Production and availability vary. The whey protein concentrate (WPC) 34% price range jumped up, and so did the mostly range. Production is steady. Some manufacturers report receiving regular inquiries as end users look to WPC 34% for a possible substitute as other dairy protein prices increase. The lactose price range is unchanged, but the top of the mostly dropped. Inventories are heavy as logistical issues are slowing the pace at which lactose moves through contracts. Prices are steady for acid casein and rennet casein.

**ORGANIC DAIRY MARKET NEWS (DMN):** The Agricultural Marketing Service (AMS) reports estimated U.S. sales of total organic milk products for September 2021 were 227 million pounds, down 4.1 percent from September 2020 and down 2.3 percent year-to-date. Organic whole milk sales for 2021, 101 million pounds, were down 2.1 compared to a year earlier and down 1.2 percent year-to-date 2020. Reduced fat milk (2%) sales were 78 million pounds, down 7.8 percent from the previous year and down 2.1 percent year-to-date. Across the country, organic dairy retail advertisements increased 11 percent in surveyed stores. In general, organic milk ads grew 22 percent and organic yogurt ads 113 increased percent. Meanwhile, holiday butter demand led to a 27 percent uptick in 16-ounce organic butter ads, with prices increasing to $5.57, up 8 cents over last week. The difference between the half gallon conventional milk price, $1.79 and the half gallon organic milk price, $4.42, is an organic premium of $2.63. The price spread between organic and conventional milk, half gallon package, increased $0.93 from the previous organic retail survey.

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### DAIRY MARKET NEWS PRICE SUMMARY FOR NOVEMBER 15-19, 2021
### PRICES ($/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES

| Commodity | | Range | | Mostly | |
|---|---|---|---|---|---|
| **NDM** | | | | | |
| Central Low/Med. Heat | | 1.5100 | 1.6200 | 1.5250 | 1.5500 |
| | Change | N.C. | 0.0200 | N.C. | 0.0050 |
| Central High Heat | | 1.6500 | 1.8000 | | |
| | Change | N.C. | 0.0500 | | |
| West Low/Med. Heat | | 1.5100 | 1.6000 | 1.5400 | 1.5800 |
| | Change | 0.0100 | N.C. | N.C. | N.C. |
| West High Heat | | 1.6525 | 1.7400 | | |
| | Change | N.C. | 0.0125 | | |
| **DRY WHOLE MILK** | | | | | |
| National | | 1.8000 | 1.9400 | | |
| | Change | N.C. | N.C. | | |

| Commodity | | Range | | Mostly | |
|---|---|---|---|---|---|
| **BUTTERMILK** | | | | | |
| Central/East | | 1.3500 | 1.4250 | | |
| | Change | 0.0200 | 0.0400 | | |
| West | | 1.3200 | 1.4050 | 1.3400 | 1.3700 |
| | Change | 0.0200 | 0.0350 | 0.0200 | 0.0200 |
| **WHEY** | | | | | |
| Central | | 0.5000 | 0.6900 | 0.6200 | 0.6650 |
| | Change | 0.0500 | 0.0500 | 0.0300 | 0.0450 |
| West | | 0.5725 | 0.6850 | 0.5950 | 0.6500 |
| | Change | 0.0150 | 0.0250 | 0.0250 | 0.0300 |
| Northeast | | 0.5700 | 0.6800 | | |
| | Change | N.C. | 0.0450 | | |

| Commodity | | Range | | Mostly | |
|---|---|---|---|---|---|
| **LACTOSE** | | | | | |
| Central/West | | 0.3300 | 0.5500 | 0.3600 | 0.4650 |
| | Change | N.C. | N.C. | N.C. | -0.0050 |
| **WPC 34%** | | | | | |
| Central/West | | 1.1500 | 1.3800 | 1.1800 | 1.2550 |
| | Change | 0.0300 | 0.0300 | 0.0300 | 0.0150 |
| **CASEIN** | | | | | |
| Rennet | | 4.7200 | 4.9300 | | |
| | Change | N.C. | N.C. | | |
| Acid | | 4.9000 | 5.6700 | | |
| | Change | N.C. | N.C. | | |
| **ANIMAL FEED WHEY** | | | | | |
| Central | | 0.4600 | 0.5100 | | |
| | Change | N.C. | 0.0100 | | |

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**NATIONAL RETAIL REPORT (DMN):** The most advertised dairy item this week is conventional butter in a 1-pound package. The national weighted average advertised price for 1-pound conventional butter is $2.90. Conventional Greek yogurt in 4 to 6-ounce containers, the most advertised conventional yogurt item, has a weighted average advertised price of $0.97. The most advertised cheese item this week is conventional 8-ounce shred cheese, featured in 28 percent more ads than last week. The weighted average advertised price for conventional 8-ounce shred cheese is $2.39, 23 cents lower than last week. Conventional half gallon milk ad numbers skyrocketed 618 percent from last week.

**OCTOBER MILK PRODUCTION (NASS):** Milk production in the 24 major States during October totaled 17.7 billion pounds, down 0.3 percent from October 2020. September revised production, at 17.3 billion pounds, was up 0.2 percent from September 2020. The September revision represented a decrease of 37 million pounds or 0.2 percent from last month's preliminary production estimate. Production per cow in the 24 major States averaged 1,990 pounds for October, 6 pounds below October 2020. The number of milk cows on farms in the 24 major States was 8.90 million head, 4,000 head more than October 2020, but 15,000 head less than September 2021.

**SEPTEMBER 2021 MILK SALES (FMMO):** Total Fluid Products Sales - 3.7 billion pounds of packaged fluid milk products were shipped by milk handlers in September 2021. This was 1.3 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 1.1 percent from September 2020 and estimated sales of total organic fluid milk products decreased 4.1 percent from a year earlier.

**DECEMBER ADVANCED CLASS PRICES BY ORDER (FMMO):** The base Class I price for December 2021 is $19.17 per cwt, an increase of $1.19 per cwt when compared to November 2021. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price. For December 2021, the advanced Class IV skim milk pricing factor is $11.52 per cwt, the Class II skim milk price is $12.22 per cwt, and the Class II nonfat solids price is $1.3578 per pound. The two-week product price averages for December 2021 are: butter $1.9171, nonfat dry milk $1.4612, cheese $1.8046, and dry whey $0.5729.

| COMMODITY | MONDAY NOV 15 | TUESDAY NOV 16 | WEDNESDAY NOV 17 | THURSDAY NOV 18 | FRIDAY NOV 19 | :: | WEEKLY CHANGE | :: | WEEKLY AVERAGE |
|---|---|---|---|---|---|---|---|---|---|
| CHEESE | | | | | | | | | |
| BARRELS | $1.5175 | $1.4600 | $1.4450 | $1.4550 | $1.5200 | :: | | :: | $1.4795 |
| | (+0.0200) | (-0.0575) | (-0.0150) | (+0.0100) | (+0.0650) | :: | (+0.0225) | :: | (-0.0515) |
| 40 POUND | $1.7000 | $1.6600 | $1.6700 | $1.7300 | $1.8575 | :: | | :: | $1.7235 |
| BLOCKS | (-0.0500) | (-0.0400) | (+0.0100) | (+0.0600) | (+0.1275) | :: | (+0.1075) | :: | (-0.0220) |
| NONFAT DRY MILK | | | | | | | | | |
| GRADE A | $1.5450 | $1.5450 | $1.5300 | $1.5300 | $1.5550 | :: | | :: | $1.5410 |
| | (-0.0050) | (N.C.) | (-0.0150) | (N.C.) | (+0.0250) | :: | (+0.0050) | :: | (-0.0210) |
| BUTTER | | | | | | | | | |
| GRADE AA | $1.9500 | $1.9500 | $1.9600 | $2.0375 | $2.0475 | :: | | :: | $1.9890 |
| | (N.C.) | (N.C.) | (+0.0100) | (+0.0775) | (+0.0100) | :: | (+0.0975) | :: | (+0.0265) |
| DRY WHEY | | | | | | | | | |
| EXTRA GRADE | $0.6750 | $0.6850 | $0.7000 | $0.7000 | $0.7000 | :: | | :: | $0.6920 |
| | (+0.0050) | (+0.0100) | (+0.0150) | (N.C.) | (N.C.) | :: | (+0.0300) | :: | (+0.0300) |

Prices shown are in U.S. dollars per lb. in carlot quantities. Carlot unit weights: CHEESE, 40,000-44,000 lbs.; NONFAT DRY MILK, 41,000-45,000 lbs.; BUTTER, 40,000-43,000 lbs.;DRY WHEY, 41,000-45,000 lbs. Weekly Change is the sum of Daily Price Changes. Weekly Average is the simple average of the Daily Cash Close prices for the calendar week. Weekly Average Change is the difference between current and previous Weekly Average. Computed by Dairy Market News for informational purposes. This data is available on the Internet at WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY

NOTICE: Five days of trading information can be found at www.cmegroup.com/trading/agricultural/spot-call-data.html

# BUTTER MARKETS

## NORTHEAST

Class II holiday production continues to tighten the cream market and in so doing detains butter production output ahead of the Thanksgiving Holiday. Plants are micro-fixing freezer supplies to finalize butter orders on time. Manufacturers' inventories are at a sufficient level to meet the holiday demand. Domestic interest is seasonally active from retail and food service butter accounts. According to the DMN National Retail Report-Dairy, for the week of November 8-12, 2021, the U.S. weighted average advertised price for 16-ounce butter was $3.06, up from $2.83 last week, but down from $3.13 a year ago. The average butter price in the Northeast, $3.29, is up 30 cents from last week. Domestic bulk butter trading is pale. The bulk price ranges 5-8 cents over market, based on CME, with various time frames and averages used.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat $/LB: +0.0500 - +0.0800

## CENTRAL

Because of tight cream supplies, microfixing has grown in regards to production. Therein lies the rub for butter plant managers, as microfixing requires additional hands which are in short supply in recent months. Butter demand is very strong, meeting seasonal expectations. Cream tightness is expected to continue through the holidays and potentially into 2022. Multiple contacts suggest cream contractual negotiations are cloudy for next year, particularly because of the freight/driver limitations. Butter market tones are steadily hearty.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat $/LB: +0.0600 - +0.1500

## WEST

In the West cream availability is mixed; some contacts report spot availability while others say inventories are tight. Contacts report strong demand for cream throughout the region. Domestic demand for butter is steady to higher across both retail and food service markets. International demand for butter is strong. Increased purchasing of butter in preparation for the holidays has caused spot availability to tighten. A shortage of truck drivers is causing delays to cream and butter loads. Some producers report that shipping delays are causing them to run shortened schedules. Plant managers also say that labor shortages are causing them to run shortened schedules. Butter market tones are steady to bullish. Bulk butter overages range from 3.0 to 12.0 cents over the CME market price.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat $/LB: +0.0300 - +0.1200

# CHEESE MARKETS

## NORTHEAST

Milk is available for Class III production in the Northeast. Steady milk supplies are flowing to cheddar, mozzarella, and provolone operations to support busy production schedules; plant managers report that some facilities are running at maximum capacity. Regional inventories are hearty but cheese stocks are reportedly well-balanced with customer demands. Food service cheese sales are steady to stronger. Retail demand is increasing. Some grocers are placing additional cheese orders and featuring cheese promotions in weekly advertisements. Some market participants believe that supply chain issues, driver shortages, and delivery delays may be contributing factors to recent price swings and market volatility. Despite these challenges, however, and at least for the near term, other contacts feel that cheese markets have a bullish undertone.

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

| | |
|---|---|
| Cheddar 40 pound Block | 2.2000-2.4875 |
| Muenster | 2.1875-2.5375 |
| Process American 5 pound Sliced | 1.6350-2.5375 |
| Swiss 10-14 pound Cuts | 3.2450-5.5675 |

## MIDWEST

Spot milk offers have remained somewhat quiet this week. Spot prices are solely above Class, around $1 over, at midweek. Cheese production remains similar to recent weeks/months. Those plant managers who are able to run full schedules continue to do so. That said, some are cutting back on production. Some plants are fitting in some pre-holiday scheduled maintenance this week, as well. Cheese demand is strong in most cases for Midwestern producers. Some cheese producers reported lighter customer interests this week. They say this is timely, as they have been in catchup mode for weeks with labor shortages and busy orders. Cheese market tones are wobbly. Some contacts say freight price increases have producers adjusting prices for cheese loads.

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

| | |
|---|---|
| Blue 5 pounds | 2.3850-3.4525 |
| Brick 5 pounds | 2.1150-2.5400 |
| Cheddar 40 pound Block | 1.8375-2.2375 |
| Monterey Jack 10 pounds | 2.0900-2.2950 |
| Mozzarella 5-6 pounds | 1.9150-2.8600 |
| Muenster 5 pounds | 2.1150-2.5400 |
| Process American 5 pound Loaf | 1.6200-1.9800 |
| Swiss 6-9 pound Cuts | 2.7600-2.8775 |

## WEST

Retail demand for cheese is strong as purchasers are buying loads in preparation for upcoming holidays. Food service demand for cheese is steady. Domestic cheese prices are favorable for international purchasers that are looking for cheese to meet current market demands. Loads of cheese intended for export are facing delays due to port congestion. Delays to loads are also occurring in the region due to a shortage of truck drivers. Barrel prices on the CME are currently $1.4450, while 40 pound blocks are $1.6700. Despite fluctuations in cheese prices on the CME, contacts report a bullish market. Cheese inventories are, reportedly, tightening as spot purchases ramp up for the holidays. Cheese production is mixed. Milk is available for producers to run at or near capacity, though some plant managers say that staffing shortages are limiting their production schedules.

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

| | |
|---|---|
| Cheddar 10 pound Cuts | 2.0750-2.2750 |
| Cheddar 40 pound Block | 1.8275-2.3175 |
| Monterey Jack 10 pounds | 2.0625-2.3375 |
| Process American 5 pound Loaf | 1.6375-1.8925 |
| Swiss 6-9 pound Cuts | 3.0525-3.4825 |

## FOREIGN

Most cheese produced in Western Europe remains in a tight supply situation. For many manufacturers in Germany, France, and Netherlands, production is having difficulty keep up with demand. That is keeping pressure on prices. An exception is mozzarella, where some Italian manufacturers have been able to maintain enough production that they have uncommitted supplies available, resulting in some price flexibility.

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

| VARIETY | NEW YORK IMPORTED | DOMESTIC |
|---|---|---|
| Blue | 2.6400-5.2300 | 2.2075-3.6950* |
| Gorgonzola | 3.6900-5.7400 | 2.7150-3.4325* |
| Parmesan | -0- | 3.5950-5.6850* |
| Romano | -0- | 3.3975-5.5525* |
| Sardo Romano (Argentina) | 2.8500-4.7800 | -0- |
| Reggianito (Argentina) | 3.2900-4.7800 | -0- |
| Jarlsberg | -0- | -0- |
| Swiss | -0- | 3.2800-3.6050* |
| Swiss (Finland) | 2.6700-2.9300 | -0- |

* = Price change.

## COLD STORAGE

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

| | BUTTER | CHEESE |
|---|---|---|
| 11/15/2021 | 37060 | 74194 |
| 11/01/2021 | 48906 | 83293 |
| CHANGE | -11846 | -9099 |
| % CHANGE | -24 | -11 |

## FLUID MILK AND CREAM

### EAST

Milk output off farms is increasing throughout the Northeast. Bottling sales are relatively stable. Class III demand is strong, and cheesemaking operations are working through steady volumes of milk. Across food service and retail sectors, demand for dairy products is level to higher. Milk production in the Mid-Atlantic region is steady to growing. Across Classes, milk demands are firm. Persistent logistics and supply chain snags continue to take a toll on markets, pricing, and delivery of production/packaging supplies and dairy products. Farm level milk production is increasing in the Southeast. Some handlers are sourcing additional milk from other regions to help meet dairy processor needs. Class II sales are said to be picking up, as well, but strong bottling orders are soaking up most of the increase in output. Florida milk production is picking up. Bottling demand is steady. Cream prices are steady to higher as spot availability is reportedly tight and demand is robust. Bustling Class II holiday production is pulling some cream away from butter churns, but stakeholders relay that butter inventories are adequate for seasonal demand. Condensed skim markets are steady as manufacturers continue to work through committed condensed skim agreements.

| | |
|---|---|
| Northeastern U.S., F.O.B. Condensed Skim | |
| Price Range - Class II; $/LB Solids: | 0.90 - 1.35 |
| Price Range - Class III; $/LB Solids: | 0.95 - 1.40 |

| | |
|---|---|
| Northeastern U.S., F.O.B. Cream | |
| Multiples Range - All Classes: | 1.3500 - 1.5000 |
| Price Range - Class II; $/LB Butterfat: | 2.6494 - 2.9438 |

### MIDWEST

Milk output is steady week to week. Milk-per-cow numbers continue to improve when compared to previous months and previous years. However, some more contacts are pointing to stronger culling numbers in recent months. Milk hauling is adding to the pressures that suppliers are already facing. Finding drivers who are willing to leave their respective areas, particularly in the upper Midwest, has become increasingly difficult. However, some South Central area contacts say milk load hauling has steadied, as companies are very actively hiring. Class I demand is growing on the retail side week to week. Thanksgiving and the end-of-year holidays have bolstered Class I demand. Cheesemakers are finding spot milk, but they are paying overages. Others say they are not actively searching, but offers have quieted regardless. Cream is tightening. Cream cheese production was expected to peak in late October and early-mid November, and those expectations have come to fruition.

| | |
|---|---|
| Price Range - Class III Milk; $/CWT; Spot Basis: | .40 – 1.00 |
| Trade Activity: Slow | |

| | |
|---|---|
| Midwestern U.S., F.O.B. Cream | |
| Multiples Range - All Classes: | 1.3000 - 1.5000 |
| Price Range - Class II; $/LB Butterfat: | 2.7475 - 2.9438 |
| Multiples Range - Class II: | 1.4000 - 1.5000 |

### WEST

Farm level milk output in California is steady and some milk contacts do not expect a near term decline in production. Class I demand is strong, while Class II sales are holding steady in the state. Milk output is unchanged but down year over year in Arizona. Much of the available supplies are going into bottling operations to meet strong local demand. Some dairy processors are bringing in milk from out of state to meet production needs. Strong demand is present for Class II and III. In New Mexico milk production has increased. Shipping issues persist in the state, though some contacts report moving milk out of state and into regions with tighter supplies. Class I orders are steady to slightly lower, while Class II demand has ticked higher this week. Milk production is declining in the Pacific Northwest; recent heavy rain in the region has reportedly had a negative effect on cow comfort. Bottling demand is unchanged. Class III producers are running at capacity heading into the holiday season, pulling on tighter milk supplies. Farm-level milk production is level in the mountain states of Idaho, Utah, and Colorado. Demand for milk for bottling is steady, seasonally. In parts of the area Class III demand is strong. Contracted condensed skim is steady. Demand for cream is present in the West, though availability varies throughout the region. In preparation for the holidays end users are searching for additional spot loads to meet production demand. Cream multiples in the West pushed higher this week.

| | |
|---|---|
| Western U.S., F.O.B. Cream | |
| Multiples Range - All Classes: | 1.2100 - 1.4000 |

## 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**: Low/medium heat nonfat dry milk (NDM) prices moved higher on the top end of the range and mostly series. Contacts say pricing movements have slowed regarding offers, although price shifts are still moving up. Undoubtedly, availability has slimmed in recent weeks/months. Condensed skim is reportedly unchanging regarding availability, but staffing/driver issues continue to hinder production. Spot trading activity was somewhat quiet. High heat prices continued their upward shift. Contacts say markets are similar, but high heat NDM is, as usual, even tighter than low/medium heat NDM. Market tones are slightly mixed.
**EAST**: Eastern region low/medium heat nonfat dry milk (NDM) trading activity actually eclipsed Central region activity this week. Buyers are more actively seeking loads, and they are seemingly more willing to pay a little more per load. Production is somewhat active, relative to other drying, but labor tightness has created some problems. High heat NDM prices continued to move higher on the top of the range. High heat NDM is notably tight right now. NDM market tones are currently steady, but some contacts question the longevity of the current bullishness.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
Price Range - Low & Medium Heat; $/LB: 1.5100 - 1.6200
Mostly Range - Low & Medium Heat; $/LB: 1.5250 - 1.5500

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
Price Range - High Heat; $/LB: 1.6500 - 1.8000

### NONFAT DRY MILK - WEST

In the West, the price range for low/medium heat nonfat dry milk (NDM) moved higher at the bottom of the range, while holding steady at the top. The mostly price series is unchanged from last week. Interest in nonfat dry milk is steady to lower in domestic and international markets. Stakeholders say that while there is a need for low/medium heat NDM purchasers appear to be hesitant to buy at current high market prices. Spot inventories are tight, though buyers are able to find loads to meet current market demands. Low/medium heat NDM production is steady; some plant managers are continuing to run below capacity due to labor shortages. High heat NDM production is limited as plant managers focus their schedules on the production of low/medium heat NDM and skim milk powder. Demand for high heat NDM is steady. Spot purchasers say that high heat inventories are tight. Prices for high heat NDM are unchanged at the bottom of the range, but increased at the top.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
Price Range - Low & Medium Heat; $/LB: 1.5100 - 1.6000
Mostly Range - Low & Medium Heat; $/LB: 1.5400 - 1.5800

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
Price Range - High Heat; $/LB: 1.6525 - 1.7400

### DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL**: Dry buttermilk prices moved higher in the Central region; the top of the range climbed above $1.40 for the first time since October 2014. Spot availability is tight, and due to the tightness, limited trading occurred. As the holidays approach, some baking operations are searching for additional loads of dry buttermilk. Drying schedules are limited in the Central region.
**EAST**: Limited spot trading was noted in the East region with prices pushing higher this week. Inventories are increasingly tight as demand for dry buttermilk powder is trending higher. Production is limited, and some operations have paused drying buttermilk until after Thanksgiving. A shortage of drivers continues to delay deliveries throughout the region.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk
Price Range ; $/LB: 1.3500 - 1.4250

### DRY BUTTERMILK - WEST

Dry buttermilk powder prices moved higher across both the range and the mostly price series, in the West, this week. Prices for dry buttermilk powder are, reportedly, supported by the strong market prices for nonfat dry milk and skim milk powder. Demand for dry buttermilk is steady to higher as purchasers are buying in preparation for holiday baking. International demand for dry buttermilk powder is strong. A shortage of truck drivers and port congestion are causing delays to loads throughout the region. Dry buttermilk inventories are available for spot purchasing, though some contacts report less availability than in recent weeks. Production of dry buttermilk powder is steady.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk
Price Range ; $/LB: 1.3200 - 1.4050
Mostly Range - ; $/LB: 1.3400 - 1.3700

### DRY WHOLE MILK - U.S.

Dry whole milk prices are unchanged. Market tones are quietly steady for domestic dry whole milk markets. As widespread staffing shortages persist, condensed skim and buttermilk drying continue to be prioritized over whole milk drying. Dry whole milk inventories are tight as production is limited and focused on fulfilling current contract obligations.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk
Price Range - 26% Butterfat; $/LB: 1.8000 - 1.9400

## 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

Dry whey prices moved up a nickel on both sides of the range, and shifted up on both sides of the mostly series. Markets are briskly bullish, as CME market prices are nearing $.70, but Midwestern producers say offers at that range are not gaining much traction. That said, some expect this may soon be the case. Production has been hindered by labor shortages. Spot milk is not scarce, but reported prices were exclusively at premiums again this week. More production is being shifted toward high protein blends, as those markets remain very bullish. Animal feed whey trading remains somewhat slow, as prices moved up a penny on the top of the range.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey

| | |
|---|---|
| Price Range - Animal Feed; $/LB: | .4600 - .5100 |

Prices for: Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey

| | |
|---|---|
| Price Range - Non-Hygroscopic; $/LB: | .5000 - .6900 |
| Mostly Range - Non-Hygroscopic; $/LB: | .6200 - .6650 |

### DRY WHEY– NORTHEAST

The eastern region dry whey price range expanded this week amid limited trading. The top of the range shifted higher while the bottom held steady. Strong demand for dry whey is present in the region, though contacts report limited available inventories. Cheesemakers are running busy schedules as milk is available for cheese production. Dry whey production is steady, although some plant managers with the capacity to produce higher protein whey concentrates and permeate are focusing their schedules on these more lucrative products. Market participants continue to experience shipping delays due to a shortage of truck drivers and shipping supplies. Whey market undertones are firm.

Prices for: Eastern U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey

| | |
|---|---|
| Price Range - Non-Hygroscopic; $/LB: | .5700 - .6800 |

### DRY WHEY– WEST

Dry whey prices are trending higher in the West across both the range and the mostly price series. Demand for dry whey is steady in domestic and international markets. Dry whey market prices are trending higher, with CME prices at $.70 as of reporting. Contacts note that there is strong demand for dry whey for export to Asian markets. Port congestion is causing delays to these exports, while contacts report that loads throughout the region are also facing delays due to a shortage of truck drivers. Spot inventories of dry whey are, reportedly, tight. Dry whey production is limited, as plant managers focus their schedules on higher whey protein concentrates and permeate.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey

| | |
|---|---|
| Price Range - Non-Hygroscopic; $/LB: | .5725 - .6850 |
| Mostly Range - Non-Hygroscopic; $/LB: | .5950 - .6500 |

### WHEY PROTEIN CONCENTRATE

Whey protein concentrate 34% prices moved higher at both ends of the price range and mostly price series. As prices for other dairy proteins have moved higher, there has been a lift to WPC 34% prices and a renewed interest from shoppers. Manufacturers report getting regular inquiries from end users. Some of the increase in demand is from end users that require specific brands that meet stringent requirements and a need to assure coverage. Other contacts suggest end users are looking to WPC 34% as a lower cost alternative for nonfat dry milk and other protein sources. WPC 34% production is steady, but a few manufacturers have run into production restraints due to staffing issues or the pressing need and desire to make higher whey protein concentrations first. Inventories for WPC 34% have gotten tighter.

Prices for: Central and Western U.S., All First Sales, F.O.B., Extra Grade, Conventional, and Edible Whey Protein Concentrate

| | |
|---|---|
| Price Range - 34% Protein; $/LB: | 1.1500 - 1.3800 |
| Mostly Range - 34% Protein; $/LB: | 1.1800 - 1.2550 |

### LACTOSE

Lactose prices are steady to lower. While the price range and the bottom of the mostly price series are unchanged, the top of the mostly price series moved slightly lower. Industry contacts report lactose is moving satisfactorily through contracts, albeit at a slow pace because of logistical challenges. Spot sales activity is quiet. Manufacturers are working to move whatever lactose will ship to keep back-ups from building further. Inventories are heavy. That said, a few manufacturers say they are running behind and trying to catch up on orders. Others say they are juggling available loads to get lactose out of the warehouse. Most manufacturers relay they are working hard to expedite shipments, but with scarce shipping equipment and difficulties with scheduling, getting lactose out the door has been challenging. Some industry contacts suggest a few international buyers are looking at supplying lactose from Europe, even at higher European lactose prices, to avoid the freight costs and shipping delays in buying lactose from the United States. U.S. lactose production is relatively steady, but as the weight of unshipped lactose builds, some market participants worry that with fiscal years ending, the industry may see more lactose show up in domestic markets to get the lactose off the books, possibly putting some downward pressure on prices.

Prices for: Central and Western U.S., Spot Sales And Up to 3 Month Contracts, F.O.B., Conventional, and Edible Lactose

| | |
|---|---|
| Price Range - Non Pharmaceutical; $/LB: | .3300 - .5500 |
| Mostly Range - Non Pharmaceutical; $/LB: | .3600 - .4650 |

### CASEIN

Prices are steady for acid casein and rennet casein. Current pricing reflects generally increasing prices through 2021. This is illustrated looking back at casein pricing one year ago, which were more than $1.00/LB lower at each end of the price range for both acid and rennet casein. Last year this week, the acid casein price range in $/LB was 3.6000-3.7500. The rennet casein price range was 3.4650-3.4975. Tight casein supplies in New Zealand and in Western Europe, coupled with strong demand, continue to support higher prices. This is expected to persist in the immediate future.

Prices for: Spot Sales And Up to 3 Month Contracts, Free on Board - Warehouse, Non-Restricted, All Mesh Sizes, Conventional, and Edible Casein

| | |
|---|---|
| Acid; Price Range - $/LB: | 4.9000-5.6700 |
| Rennet; Price Range - $/LB: | 4.7200-4.9300 |

Secondary Sourced Information:

GLOBAL DAIRY TRADE (GDT) EVENT
At the GDT Event 296, on November 16, the lactose price for the January contract period was $0.5892 per pound, up 1.6 percent from the last GDT event.

United States casein imports from January – September 2021 increased 15.8 percent according to CLAL data made available to USDA. The three top sources are New Zealand, Ireland, and France.

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

| WEEK ENDING | 2021 WEEKLY DAIRY COWS | 2021 CUMULATIVE DAIRY COWS | 2020 WEEKLY DAIRY COWS | 2020 CUMULATIVE DAIRY COWS |
|---|---|---|---|---|
| 10/30/2021 | 59.6 | 2,640.3 | 57.8 | 2,582.5 |
| 11/06/2021 | 59.9 | 2,700.2 | 57.8 | 2,640.3 |

**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

### FEDERAL MILK ORDER CLASS III MILK PRICES (3.5% Butterfat)

| YEAR | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 2016 | 13.72 | 13.80 | 13.74 | 13.63 | 12.76 | 13.22 | 15.24 | 16.91 | 16.39 | 14.82 | 16.76 | 17.40 |
| 2017 | 16.77 | 16.88 | 15.81 | 15.22 | 15.57 | 16.44 | 15.45 | 16.57 | 16.36 | 16.69 | 16.88 | 15.44 |
| 2018 | 14.00 | 13.40 | 14.22 | 14.47 | 15.18 | 15.21 | 14.10 | 14.95 | 16.09 | 15.53 | 14.44 | 13.78 |
| 2019 | 13.96 | 13.89 | 15.04 | 15.96 | 16.38 | 16.27 | 17.55 | 17.60 | 18.31 | 18.72 | 20.45 | 19.37 |
| 2020 | 17.05 | 17.00 | 16.25 | 13.07 | 12.14 | 21.04 | 24.54 | 19.77 | 16.43 | 21.61 | 23.34 | 15.72 |

### FEDERAL MILK ORDER CLASS IV MILK PRICES (3.5% Butterfat)

| YEAR | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 2016 | 13.31 | 13.49 | 12.74 | 12.68 | 13.09 | 13.77 | 14.84 | 14.65 | 14.25 | 13.66 | 13.76 | 14.97 |
| 2017 | 16.19 | 15.59 | 14.32 | 14.01 | 14.49 | 15.89 | 16.60 | 16.61 | 15.86 | 14.85 | 13.99 | 13.51 |
| 2018 | 13.13 | 12.87 | 13.04 | 13.48 | 14.57 | 14.91 | 14.14 | 14.63 | 14.81 | 15.01 | 15.06 | 15.09 |
| 2019 | 15.48 | 15.86 | 15.71 | 15.72 | 16.29 | 16.83 | 16.90 | 16.74 | 16.35 | 16.39 | 16.60 | 16.70 |
| 2020 | 16.65 | 16.20 | 14.87 | 11.40 | 10.67 | 12.90 | 13.76 | 12.53 | 12.75 | 13.47 | 13.30 | 13.36 |

### FEDERAL MILK ORDER CLASS PRICES FOR 2021 (3.5% Butterfat)

| CLASS | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| I (BASE) | 15.14 | 15.54 | 15.20 | 15.51 | 17.10 | 18.29 | 17.42 | 16.90 | 16.59 | 17.08 | 17.98 | 19.17 |
| II | 14.18 | 14.00 | 15.07 | 15.56 | 16.22 | 16.66 | 16.83 | 16.51 | 16.89 | 17.08 | | |
| III | 16.04 | 15.75 | 16.15 | 17.67 | 18.96 | 17.21 | 16.49 | 15.95 | 16.53 | 17.83 | | |
| IV | 13.75 | 13.19 | 14.18 | 15.42 | 16.16 | 16.35 | 16.00 | 15.92 | 16.36 | 17.04 | | |

**Further information may be found at:** https://www.ams.usda.gov/rules-regulations/mmr/dmr

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

| WEEK ENDING | BUTTER | CHEESE 40# BLOCKS | CHEESE BARRELS 38% MOISTURE | DRY WHEY | NDM |
|---|---|---|---|---|---|
| 11/13/2021 | 1.9599 | 1.7571 | 1.7485 | .5718 | 1.4873 |
| | 1,784,905 | 13,800,781 | 13,140,873 | 5,360,789 | 16,375,037 |

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

### CME GROUP, INC FUTURES
Selected settling prices

**CLASS III MILK FUTURES** (Pit-Traded) ($/cwt)

| DATE | 11/12 | 11/15 | 11/16 | 11/17 | 11/18 |
|---|---|---|---|---|---|
| NOV 21 | 18.01 | 18.00 | 17.97 | 17.98 | 17.91 |
| DEC 21 | 17.62 | 17.49 | 17.21 | 17.15 | 17.48 |
| JAN 22 | 18.17 | 18.12 | 17.98 | 17.75 | 18.00 |

**CLASS IV MILK FUTURES** (Pit-Traded) ($/cwt)

| DATE | 11/12 | 11/15 | 11/16 | 11/17 | 11/18 |
|---|---|---|---|---|---|
| NOV 21 | 18.68 | 18.68 | 18.68 | 18.68 | 18.70 |
| DEC 21 | 19.11 | 19.11 | 19.10 | 19.06 | 19.13 |
| JAN 22 | 19.03 | 19.00 | 18.95 | 18.80 | 19.07 |

**CASH SETTLED BUTTER FUTURES** (Electronic-Traded) (¢/lb)

| DATE | 11/12 | 11/15 | 11/16 | 11/17 | 11/18 |
|---|---|---|---|---|---|
| NOV 21 | 195.00 | 195.00 | 195.00 | 195.00 | 195.00 |
| DEC 21 | 194.25 | 194.25 | 195.35 | 195.00 | 197.75 |
| JAN 22 | 194.00 | 193.18 | 193.58 | 193.75 | 197.50 |

**NONFAT DRY MILK FUTURES** (Pit-Traded) (¢/lb)

| DATE | 11/12 | 11/15 | 11/16 | 11/17 | 11/18 |
|---|---|---|---|---|---|
| NOV 21 | 146.80 | 146.80 | 146.00 | 146.00 | 147.55 |
| DEC 21 | 151.25 | 151.00 | 151.15 | 150.00 | 151.00 |
| JAN 22 | 150.25 | 151.00 | 150.20 | 149.15 | 149.78 |

**WHEY** (Electronic-Traded) (¢/lb)

| DATE | 11/12 | 11/15 | 11/16 | 11/17 | 11/18 |
|---|---|---|---|---|---|
| NOV 21 | 59.05 | 59.05 | 59.05 | 59.05 | 58.55 |
| DEC 21 | 62.25 | 62.25 | 61.75 | 61.75 | 62.50 |
| JAN 22 | 65.00 | 65.00 | 64.50 | 65.25 | 65.25 |

**BLOCK CHEESE CSC** (Electronic-Traded) ($/lb)

| DATE | 11/12 | 11/15 | 11/16 | 11/17 | 11/18 |
|---|---|---|---|---|---|
| NOV 21 | 1.75 | 1.75 | 1.75 | 1.75 | 1.75 |
| DEC 21 | 1.77 | 1.71 | 1.69 | 1.68 | 1.69 |
| JAN 22 | 1.77 | 1.77 | 1.76 | 1.73 | 1.73 |

**Further information may be found at:** http://www.cmegroup.com/market-data/daily-bulletin.html

## ORGANIC DAIRY MARKET NEWS

Information gathered November 8 - 19, 2021

## ORGANIC DAIRY FLUID OVERVIEW

**Organic Milk Product Sales.** The Agricultural Marketing Service (AMS) reports estimated U.S. sales of total organic milk products for September 2021 were 227 million pounds, down 4.1 percent from September 2020 and down 2.3 percent year-to-date. Organic whole milk sales for 2021, 101 million pounds, were down 2.1 compared to a year earlier and down 1.2 percent year-to-date 2020. Reduced fat milk (2%) sales were 78 million pounds, down 7.8 percent from the previous year and down 2.1 percent year-to-date.

ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS
September 2021, with comparisons

| Product Name | SALES[1] | | CHANGE from: | |
|---|---|---|---|---|
| | Sept. | Y-T-D | Prev Yr. | Y-T-D |
| | *(million pounds)* | | *(percent)* | |
| **ORGANIC PRODUCTION** | | | | |
| Whole Milk | 101 | 937 | -2.1 | -1.2 |
| Flavored Whole Milk | 2 | 14 | 249.4 | 118.3 |
| Reduced Fat Milk (2%) | 78 | 721 | -7.8 | -2.1 |
| Low Fat Milk (1%) | 26 | 237 | 0.1 | -6.7 |
| Fat-Free Milk (Skim) | 14 | 132 | -12.4 | -10.4 |
| Flavored Fat-Reduced Milk | 7 | 64 | -8.6 | 4.5 |
| Other Fluid Milk Products | 0 | 0 | 2,253.7 | -32.8 |
| Total Fat-Reduced Milk | 124 | 1,154 | -6.7 | -3.8 |
| Tot. Organic Milk Products | 227 | 2,105 | -4.1 | -2.3 |

[1] Data may not add due to rounding.

**Average Organic Milk Pay Prices in Europe.** The September 2021 organic milk pay price in Europe adjusted higher over the previous month in Germany, Bavaria, Austria, and France. Additional information is presented in the table below.

ORGANIC MILK PAY PRICES in EUROPE
September 2021

| | Euros/100lt | *($USD) | % Change Aug 2021 | % Change Sept 2020 |
|---|---|---|---|---|
| Germany | 49.67 | $56.34 | + 0.14 | + 4.13 |
| Bavaria | 49.92 | $56.63 | + 0.04 | + 3.91 |
| France | 47.97 | $54.41 | + 1.72 | - 2.58 |
| Austria | 46.09 | $53.42 | + 0.34 | + 5.25 |

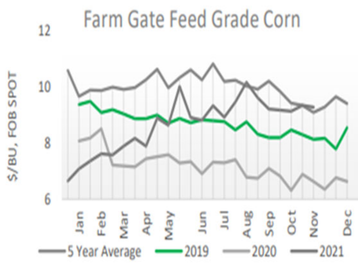
* Results are based on the Nov. 19, 2021, 10:0:0 exchange rate.

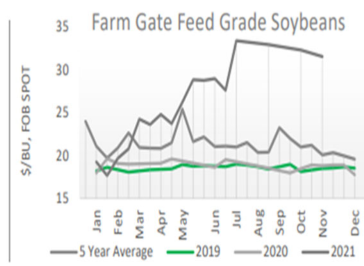
## ORGANIC GRAIN FEEDSTUFF OVERVIEW

**National Organic Grain Feedstuff.** This week, organic feed corn trade activity has been good, with large volume exchanges for both the spot market and forward contracts. Forward contractual agreements primarily focus on Q1 and Q2 2022, as bushels exchanged 7 cents lower FOB. Sales are active on very good demand for organic feed soybeans, with the bulk of trading in the spot market. Few spot purchases and sales contracts were observed in the organic soybean meal market. Trading was inactive on all other organic grains.

Grower FOB Farm Gate Organic Grain

| | | Spot Transactions | | | | Forward Contracts | | Cash Bids |
|---|---|---|---|---|---|---|---|---|
| Feed Grade | Unit | Price Range | Avg. | Change | Prior Year | Price Range | Delivery Period | Price Range |
| Yellow Corn | $/bu | 8.80 - 10.00 | 9.28 | -0.07 | 6.35 | 8.80 - 10.00 | Nov-21 - May-22 | 9.00 - 9.00 |
| Soybeans | $/bu | 29.00 - 32.00 | 31.52 | N/A | 18.89 | 30.50 - 35.75 | Nov-21 - Jun-22 | 31.00 - 31.00 |
| Wheat | $/bu | N/A - N/A | N/A | N/A | N/A | N/A - N/A | N/A - N/A | N/A - N/A |
| Oats | $/bu | N/A - N/A | N/A | N/A | N/A | N/A - N/A | N/A - N/A | N/A - N/A |
| Barley | $/bu | N/A - N/A | N/A | N/A | N/A | N/A - N/A | N/A - N/A | N/A - N/A |
| Rye | $/bu | N/A - N/A | N/A | N/A | N/A | N/A - N/A | N/A - N/A | N/A - N/A |
| Sorghum | $/bu | N/A - N/A | N/A | N/A | N/A | N/A - N/A | N/A - N/A | N/A - N/A |

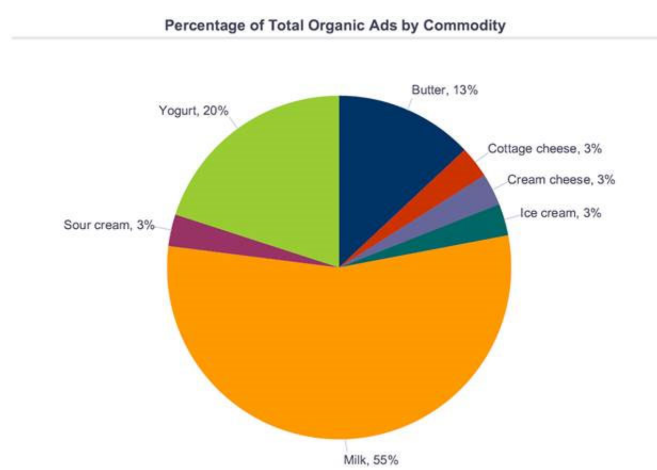



For more additional information, access the link: https://www.ams.usda.gov/mnreports/lsbnof.pdf

## ORGANIC DAIRY RETAIL OVERVIEW

**Organic Dairy Retail Ads Summary.** Across the country, organic dairy retail advertisements increased 11 percent in surveyed stores. In general, organic milk ads grew 22 percent and organic yogurt ads 113 increased percent. Meanwhile, holiday butter demand led to a 27 percent uptick in 16-ounce organic butter ads, with prices increasing to $5.57, up 8 cents over last week. The difference between the half gallon conventional milk price, $1.79 and the half gallon organic milk price, $4.42, is an organic premium of $2.63. The price spread between organic and conventional milk, half gallon package, increased $0.93 from the previous organic retail survey. The advertised organic dairy products and ad percentages from the Dairy Market News retail survey are provided in the pie chart below:




Product pricing information of selected organic dairy commodities, from the current weekly retail survey, is presented in the following table:

**NATIONAL RETAIL ORGANIC DAIRY**
**WEIGHTED AVERAGE ADVERTISED PRICE**

| COMMODITY | This Week | Last Week | Last Year |
|---|---|---|---|
| **Butter** 16 oz. | $5.57 | $5.49 | $5.99 |
| **Cream Cheese** 8 oz. | $2.50 | $2.50 | n.a. |
| **Sour Cream** 8oz | $2.69 | $2.49 | $2.19 |
| **Milk** | | | |
| Half Gal. | $4.42 | $3.70 | $3.92 |
| Gallon | $5.48 | $5.57 | $5.43 |
| 8 oz.UHT | n.a. | $1.25 | $1.00 |
| **Yogurt** | | | |
| 4-6 oz. Greek | n.a. | n.a. | n.a. |
| 32 oz. Greek | $6.34 | n.a. | $4.99 |
| 4-6 oz. Yogurt | n.a. | $1.14 | n.a |
| 32 oz. Yogurt | $4.21 | $3.50 | $5.14 |

Data source: USDA Dairy Market News

-CONTINUED ON PAGE 8A-

ORGANIC DAIRY MARKET NEWS
Information gathered November 8 - 19, 2021

-CONTINUED FROM PAGE 8-

## DIRECT TO CONSUMER ORGANIC DAIRY PRODUCTS PRICES

The following tables identify U.S. price range results from a Dairy Market News national survey of publicly available prices of organic dairy products, available from farmstead outlets and online. There may be prices offered outside of the price range which were not identified by the survey. These are cows' milk products.

BUTTER

| Commodity | Type | Pack Size | Organic Price Range $ |
|---|---|---|---|
| Organic Butter | | 1 lb | 3.50 - 5.50 |
| Organic Butter | | 8 oz | 2.75 - 10.00 |

CHEESE

| Commodity | Type | Pack Size | Organic Price Range $ |
|---|---|---|---|
| Organic Cheese | Cheddar - 2-4 year | 8 oz | 5.73 - 10.00 |
| Organic Cheese | Cheddar - 5-9 year | 8 oz | 8.50 - |
| Organic Cheese | Cheddar - Medium | 8 oz | 4.50 - 4.52 |
| Organic Cheese | Cheddar - Mild | 8 oz | 4.14 - 6.00 |
| Organic Cheese | Cheddar - Sharp | 8 oz | 4.50 - 6.93 |
| Organic Cheese | Colby | 8 oz | 4.50 - 6.29 |
| Organic Cheese | Farmers | 8 oz | 4.00 - 6.00 |
| Organic Cheese | Gouda | 8 oz | 12.00 - |
| Organic Cheese | Monterey Jack | 8 oz | 4.50 - 6.67 |
| Organic Cheese | Mozzarella | 8 oz | 7.50 - 12.50 |
| Organic Cheese | Muenster | 8 oz | 5.25 - 6.00 |
| Organic Cheese | Pepper Jack | 8 oz | 5.33 - 12.50 |
| Organic Cheese | Curds | per lb | 12.00 - |

MILK

| Commodity | Type | Pack Size | Organic Price Range $ |
|---|---|---|---|
| Organic Milk | All fat tests | Half Gallon | 6.00 |

Information for the period November 8 - 19, 2021 , issued monthly.

# October Milk Production

**Milk production** in the 24 major States during October totaled 17.7 billion pounds, down 0.3 percent from October 2020. September revised production, at 17.3 billion pounds, was up 0.2 percent from September 2020. The September revision represented a decrease of 37 million pounds or 0.2 percent from last month's preliminary production estimate.

**Production per cow** in the 24 major States averaged 1,990 pounds for October, 6 pounds below October 2020.

**The number of milk cows** on farms in the 24 major States was 8.90 million head, 4,000 head more than October 2020, but 15,000 head less than September 2021.

**October 2021 Milk Cows and Milk Production, by States**

| State | Milk Cows [1] | | Milk per Cow [2] | | Milk Production [2] | | |
|---|---|---|---|---|---|---|---|
| | 2020 | 2021 | 2020 | 2021 | 2020 | 2021 | Change from 2020 |
| | *(thousands)* | | *(pounds)* | | *(million pounds)* | | *(percent)* |
| AZ | 200 | 195 | 2,000 | 1,975 | 400 | 385 | -3.8 |
| CA | 1,720 | 1,720 | 1,965 | 1,940 | 3,380 | 3,337 | -1.3 |
| CO | 201 | 199 | 2,185 | 2,185 | 439 | 435 | -0.9 |
| FL | 112 | 105 | 1,525 | 1,550 | 171 | 163 | -4.7 |
| GA | 81 | 82 | 1,740 | 1,750 | 141 | 144 | 2.1 |
| ID | 645 | 651 | 2,100 | 2,100 | 1,355 | 1,367 | 0.9 |
| IL | 84 | 82 | 1,740 | 1,735 | 146 | 142 | -2.7 |
| IN | 191 | 186 | 1,990 | 1,985 | 380 | 369 | -2.9 |
| IA | 219 | 225 | 2,065 | 2,055 | 452 | 462 | 2.2 |
| KS | 172 | 169 | 1,985 | 1,975 | 341 | 334 | -2.1 |
| MI | 431 | 435 | 2,270 | 2,240 | 978 | 974 | -0.4 |
| MN | 452 | 461 | 1,910 | 1,925 | 863 | 887 | 2.8 |
| NM | 332 | 298 | 2,065 | 2,020 | 686 | 602 | -12.2 |
| NY | 626 | 628 | 2,035 | 2,050 | 1,274 | 1,287 | 1.0 |
| OH | 256 | 251 | 1,850 | 1,820 | 474 | 457 | -3.6 |
| OR | 125 | 125 | 1,750 | 1,750 | 219 | 219 | --- |
| PA | 482 | 475 | 1,760 | 1,730 | 848 | 822 | -3.1 |
| SD | 140 | 161 | 1,955 | 1,960 | 274 | 316 | 15.3 |
| TX | 603 | 625 | 2,100 | 2,105 | 1,266 | 1,316 | 3.9 |
| UT | 95 | 95 | 1,950 | 1,940 | 185 | 184 | -0.5 |
| VT | 120 | 120 | 1,765 | 1,760 | 212 | 211 | -0.5 |
| VA | 74 | 71 | 1,660 | 1,650 | 123 | 117 | -4.9 |
| WA | 279 | 264 | 2,035 | 2,005 | 568 | 529 | -6.9 |
| WI | 1,257 | 1,278 | 2,055 | 2,075 | 2,583 | 2,652 | 2.7 |
| 24 State Total | 8,897 | 8,901 | 1,996 | 1,990 | 17,758 | 17,711 | -0.3 |

[1] Includes dry cows. Excludes heifers not yet fresh.
[2] Excludes milk sucked by calves.

**Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. *Milk Production,* (November *2021*).

# September 2021 Milk Sales

**Total Fluid Products Sales** 3.7 billion pounds of packaged fluid milk products were shipped by milk handlers in September 2021. This was 1.3 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 1.1 percent from September 2020 and estimated sales of total organic fluid milk products decreased 4.1 percent from a year earlier.

| Product Name | Sales [2] | | Change from: | |
|---|---|---|---|---|
| | Sep | Year to Date | Previous Year | Year to Date |
| **Conventional Production Practice** | *(million pounds)* | | *(percent)* | |
| Whole Milk | 1,196 | 10,901 | -3.4 | -6.6 |
| Flavored Whole Milk | 63 | 582 | -2.2 | 7.5 |
| Reduced Fat Milk (2%) | 1,059 | 10,120 | -9.5 | -7.1 |
| Low Fat Milk (1%) | 420 | 3,793 | -3.6 | -5.8 |
| Fat-Free Milk (Skim) | 203 | 1,870 | -9.8 | -13.2 |
| Flavored Fat-Reduced Milk | 353 | 2,296 | 47.2 | 10.3 |
| Buttermilk | 37 | 333 | 7.7 | 8.8 |
| Other Fluid Milk Products | 111 | 869 | 54.3 | 49.7 |
| Total Fat-Reduced Milk [3] | 2,035 | 18,080 | -1.7 | -5.6 |
| Total Conventional Milk Products | 3,442 | 30,765 | -1.1 | -4.6 |
| **Organic Production Practice** | | | | |
| Whole Milk | 101 | 937 | -2.1 | -1.2 |
| Flavored Whole Milk | 2 | 14 | 249.4 | 118.3 |
| Reduced Fat Milk (2%) | 78 | 721 | -7.8 | -2.1 |
| Low Fat Milk (1%) | 26 | 237 | 0.1 | -6.7 |
| Fat-Free Milk (Skim) | 14 | 132 | -12.4 | -10.4 |
| Flavored Fat-Reduced Milk | 7 | 64 | -8.6 | 4.5 |
| Other Fluid Milk Products | 0 | 0 | 2,253.7 | -32.8 |
| Total Fat-Reduced Milk [3] | 124 | 1,154 | -6.7 | -3.8 |
| Total Organic Milk Products | 227 | 2,105 | -4.1 | -2.3 |
| Total Fluid Milk Products [2] | 3,669 | 32,870 | -1.3 | -4.5 |

[1] These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by extrapolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. [2] Data may not add due to rounding. [3] Both conventional and organic fat-reduced milk categories are the total of reduced fat, lowfat, skim and flavored fat-reduced milk.

**Package Sales of Total Fluid Milk Products in Federal Milk Orders, September 2021, with Comparisons [1]**

| Marketing Area | Order Number | Sales [2] | | Change from: | |
|---|---|---|---|---|---|
| | | Sep | Year to Date | Previous Year | Year to Date |
| | | *(million pounds)* | | *(percent)* | |
| Northeast | 001 | 594 | 5,310 | -1.4 | -5.2 |
| Appalachian | 005 | 268 | 2,434 | -3.9 | -2.0 |
| Florida | 006 | 212 | 1,906 | 1.9 | -5.4 |
| Southeast | 007 | 322 | 2,865 | 1.1 | -5.4 |
| Upper Midwest | 030 | 253 | 2,236 | -1.1 | -8.1 |
| Central | 032 | 310 | 2,809 | -3.6 | -4.5 |
| Mideast | 033 | 441 | 3,969 | -0.4 | 0.1 |
| California | 051 | 405 | 3,623 | -2.4 | -5.9 |
| Pacific Northwest | 124 | 143 | 1,266 | -2.7 | -5.7 |
| Southwest | 126 | 349 | 3,107 | -0.1 | -4.1 |
| Arizona | 131 | 79 | 715 | -1.3 | -4.2 |
| All Areas (Totals) [1] | | 3,375 | 30,240 | -1.3 | -4.5 |

[1] These figures are representative of the consumption of total fluid milk products in the respective area. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. [2] Data may not add due to rounding.

# Advanced Class Prices by Order, December 2021

**December 2021 Highlights**

**Base Class I Price:** The base Class I price for December 2021 is $19.17 per cwt, an increase of $1.19 per cwt when compared to November 2021. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price.

**Class II Price Information:** For December 2021, the advanced Class IV skim milk pricing factor is $11.52 per cwt, the Class II skim milk price is $12.22 per cwt, and the Class II nonfat solids price is $1.3578 per pound.

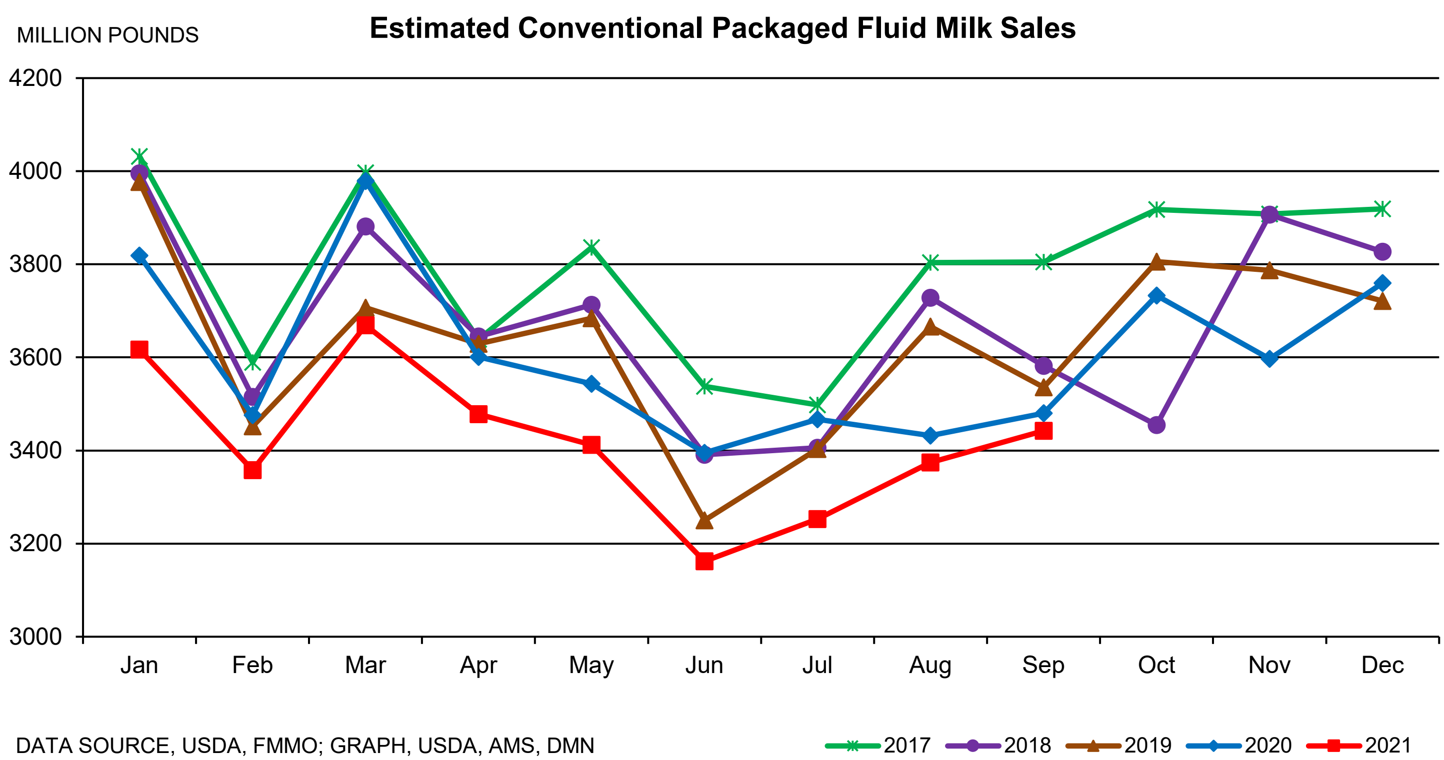
**Product Price Averages:** The two-week product price averages for December 2021 are: butter $1.9171, nonfat dry milk $1.4612, cheese $1.8046, and dry whey $0.5729.

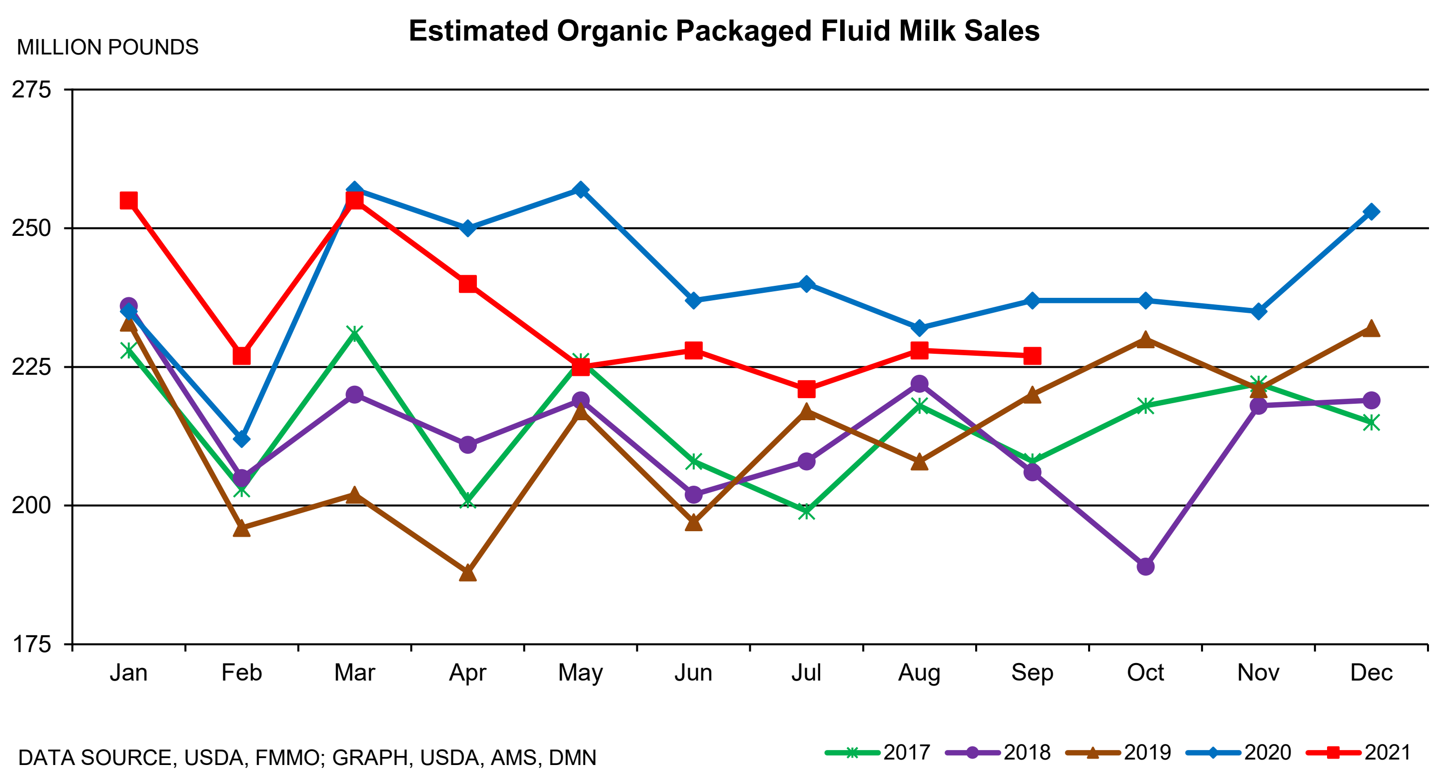
## Advanced Class Prices by Order for December 2021

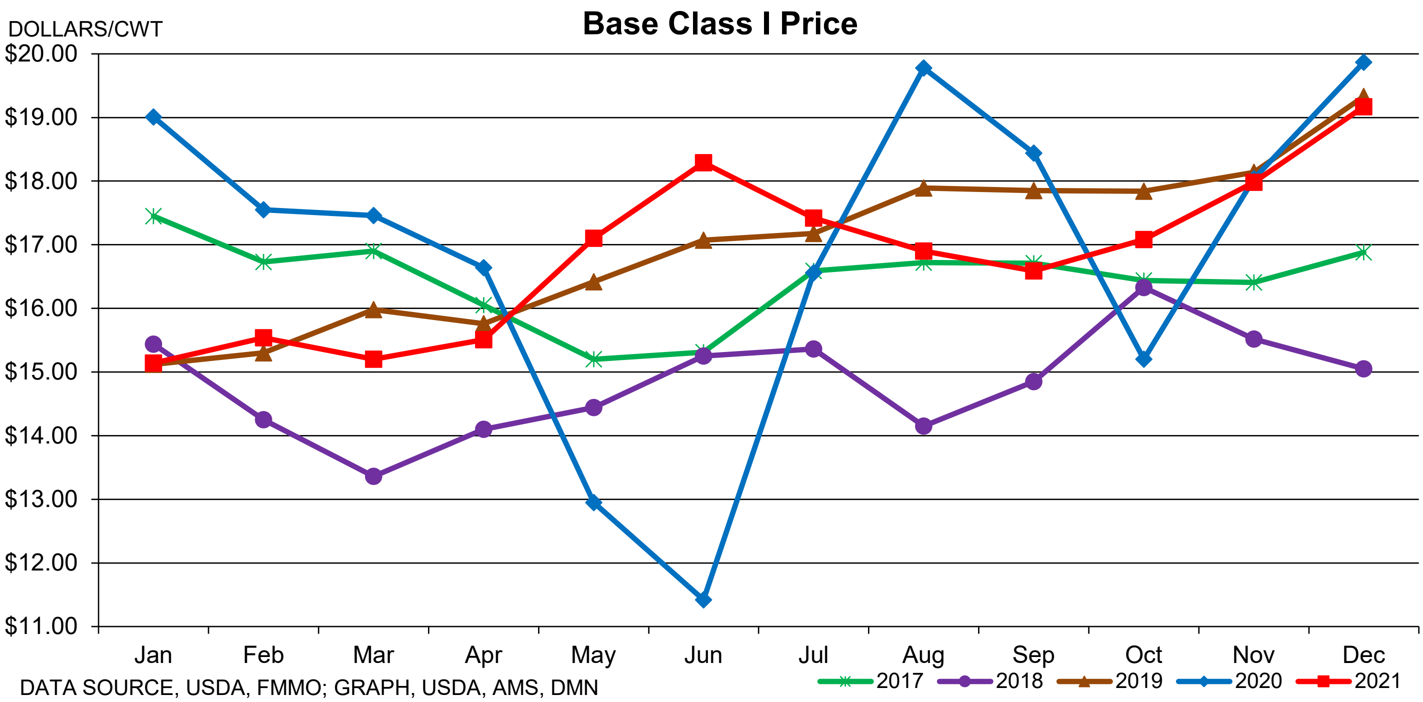
**Federal Milk Order Class I Price Information** [1, 2]

| Federal Milk Order Marketing Area [3] | Order Number | Dec 2021 Class I Price (3.5%) | Dec 2021 Class I Skim Milk Price [4] | Dec 2021 Class I Butterfat Price |
|---|---|---|---|---|
| | | *(dollars per cwt)* | *(dollars per cwt)* | *(dollars per pound)* |
| Northeast (Boston) | 001 | 22.42 | 15.45 | 2.1464 |
| Appalachian (Charlotte) | 005 | 22.57 | 15.60 | 2.1479 |
| Florida (Tampa) | 006 | 24.57 | 17.60 | 2.1679 |
| Southeast (Atlanta) | 007 | 22.97 | 16.00 | 2.1519 |
| Upper Midwest (Chicago) | 030 | 20.97 | 14.00 | 2.1319 |
| Central (Kansas City) | 032 | 21.17 | 14.20 | 2.1339 |
| Mideast (Cleveland) | 033 | 21.17 | 14.20 | 2.1339 |
| California (Los Angeles) | 051 | 21.27 | 14.30 | 2.1349 |
| Pacific Northwest (Seattle) | 124 | 21.07 | 14.10 | 2.1329 |
| Southwest (Dallas) | 126 | 22.17 | 15.20 | 2.1439 |
| Arizona (Phoenix) | 131 | 21.52 | 14.55 | 2.1374 |
| All-Market Average | | 21.99 | 15.02 | 2.1421 |

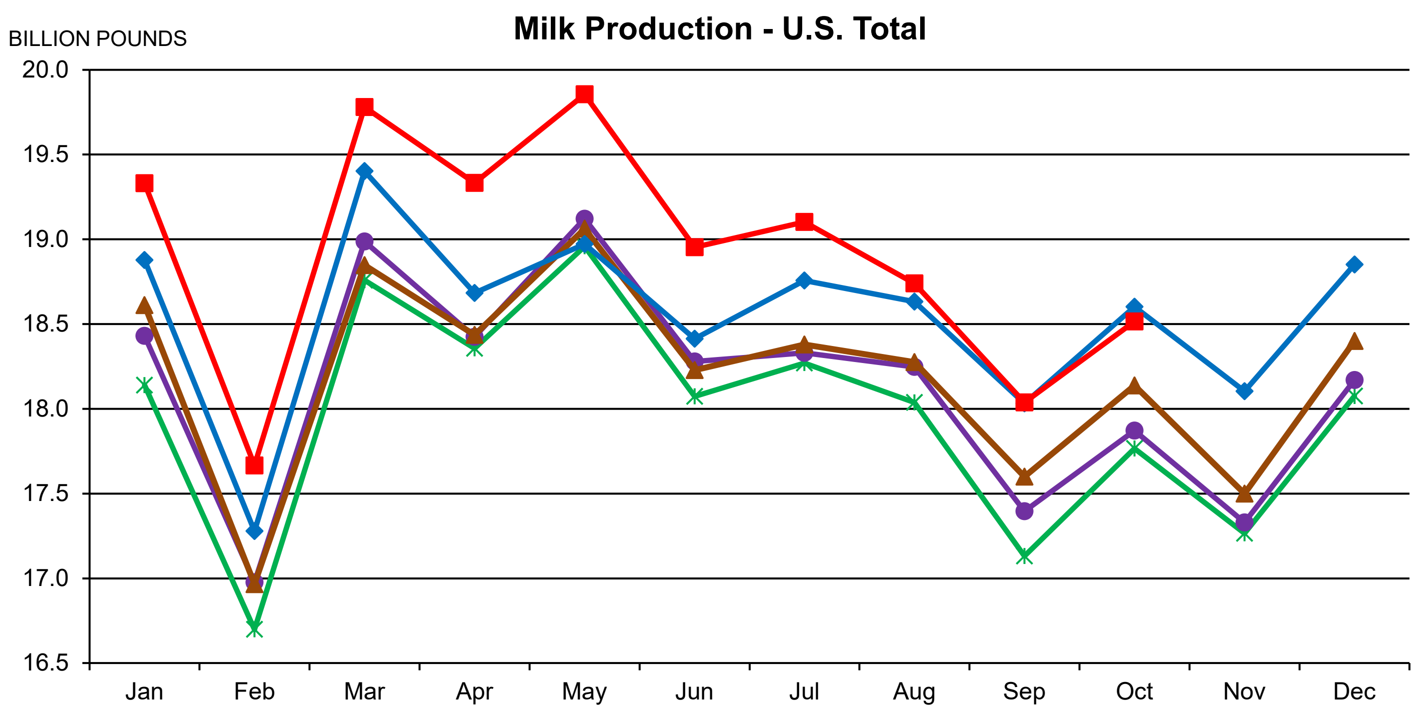
[1] To convert the Class I price per 100 pounds to the Class I price per gallon, divide by 11.63 - the approximate number of gallons in 100 pounds of milk. [2] The mandatory $0.20 per cwt processor assessment under the Fluid Milk Promotion Order is not included in the Class I prices shown in this table. [3] Names in parentheses are the major city in the principal pricing point of the markets. [4] Please see the Advanced Prices and Pricing Factors Announcement: https://www.ams.usda.gov/mnreports/dymadvancedprices.pdf.


MILLION POUNDS
Estimated Conventional Packaged Fluid Milk Sales
4200
4000
3800
3600
3400
3200
3000
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
DATA SOURCE, USDA, FMMO; GRAPH, USDA, AMS, DMN
2017
2018
2019
2020
2021

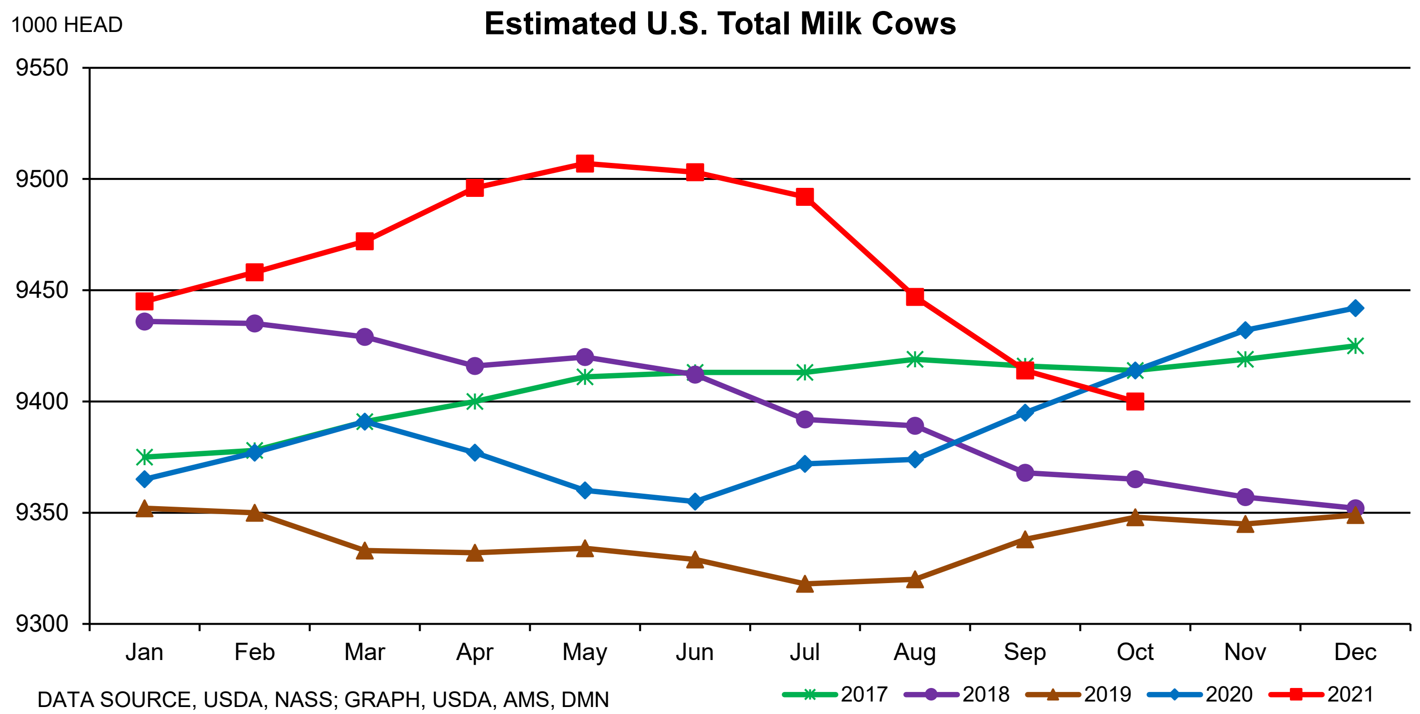

MILLION POUNDS
Estimated Organic Packaged Fluid Milk Sales
275
250
225
200
175
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
DATA SOURCE, USDA, FMMO; GRAPH, USDA, AMS, DMN
2017
2018
2019
2020
2021

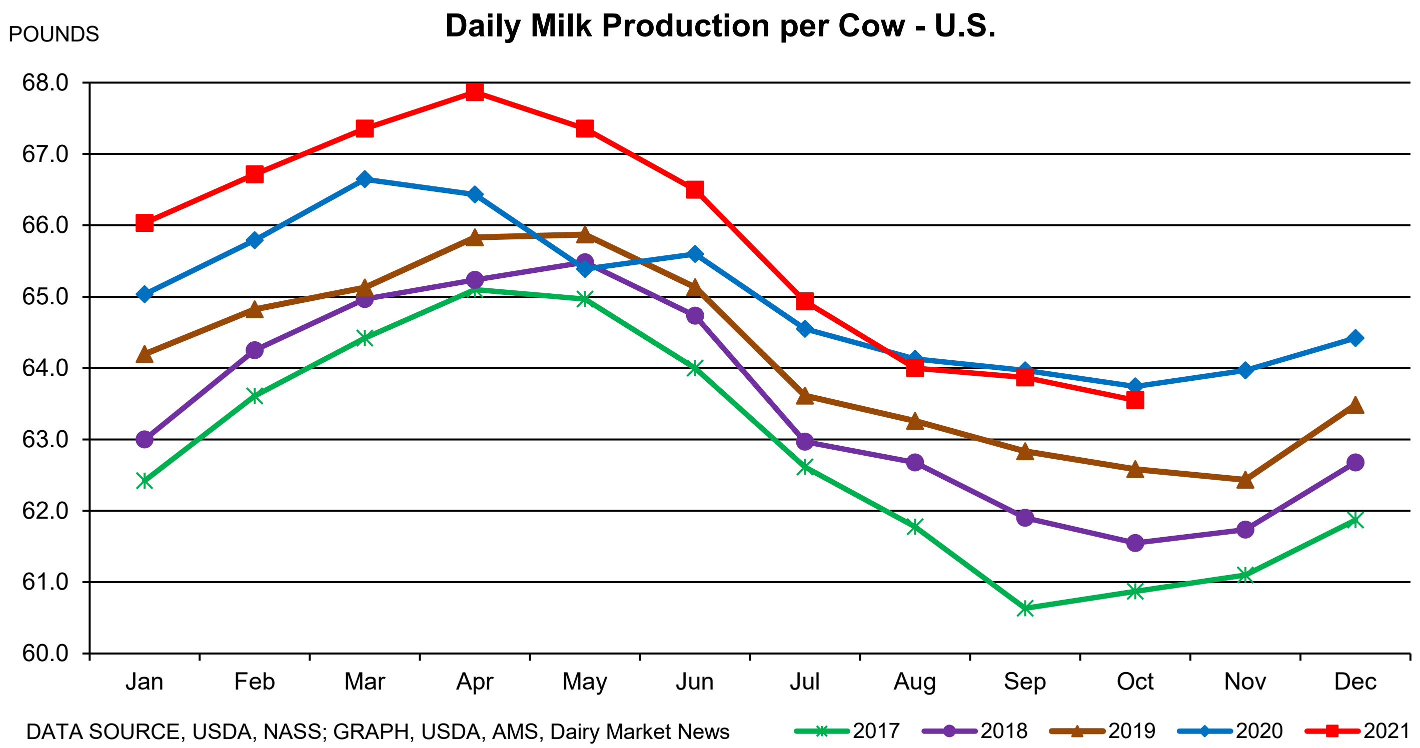



DATA SOURCE, USDA, FMMO; GRAPH, USDA, AMS, DMN




DATA SOURCE, USDA, NASS; GRAPH, USDA, AMS, Dairy Market News
NOTE: FEB DATA FOR 2020 ADJUSTED TO 28 DAY EQUIVALENTS


1000 HEAD
Estimated U.S. Total Milk Cows
9550
9500
9450
9400
9350
9300
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec
DATA SOURCE, USDA, NASS; GRAPH, USDA, AMS, DMN
2017 2018 2019 2020 2021


POUNDS
Daily Milk Production per Cow - U.S.
68.0
67.0
66.0
65.0
64.0
63.0
62.0
61.0
60.0
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec
DATA SOURCE, USDA, NASS; GRAPH, USDA, AMS, Dairy Market News
2017 2018 2019 2020 2021

USDA

Agricultural Marketing Service

Dairy Market News Branch

# National Retail Report-Dairy

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

Volume 88- Number 46 | Issued Weekly | Friday, November 19, 2021

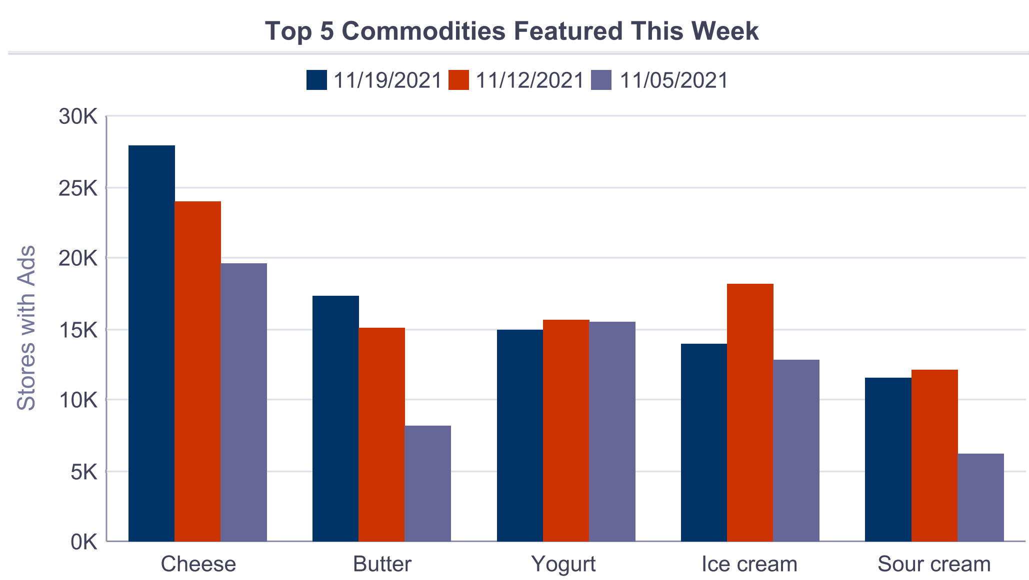
## Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 11/19/2021 to 11/25/2021

Total conventional dairy ads increased 8 percent from last week, and organic dairy ads are up 11 percent. The most advertised dairy item this week is conventional butter in a 1-pound package. The national weighted average advertised price for 1-pound conventional butter is $2.90, down 16 cents from $3.06 last week.

This week, conventional yogurt ad numbers dropped 10 percent while organic yogurt ads climbed 113 percent. Conventional Greek yogurt in 4 to 6-ounce containers, the most advertised conventional yogurt item, has a weighted average advertised price of $0.97, which is unchanged from last week. Ads for conventional Greek yogurt in 32-ounce containers increased 84 percent and feature a national weighted average price of $4.75, up 26 cents from $4.49 last week.

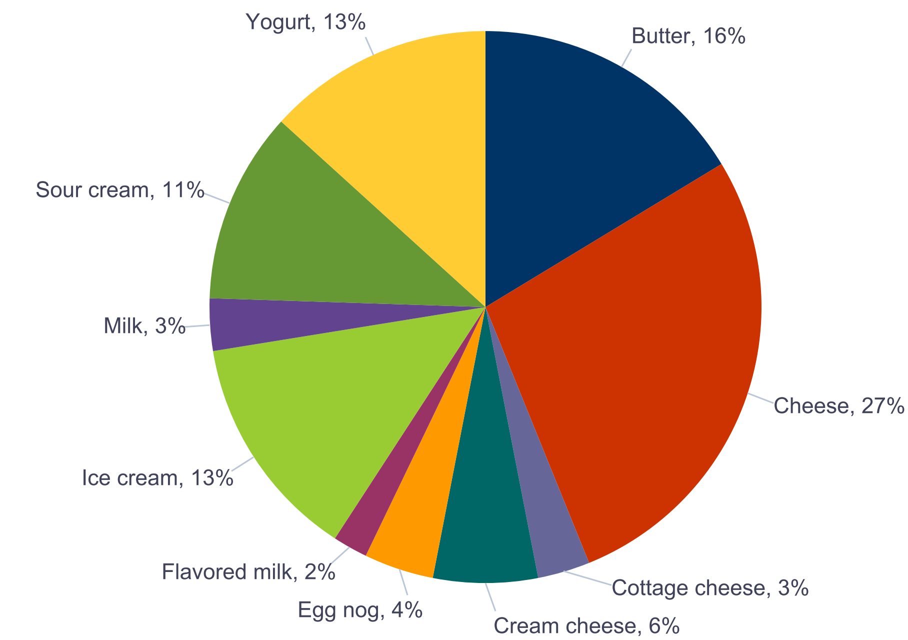
Conventional cheese advertisements increased 19 percent from last week. The most advertised cheese item this week is conventional 8-ounce shred cheese, featured in 28 percent more ads than last week. The weighted average advertised price for conventional 8-ounce shred cheese is $2.39, 23 cents lower than last week. Ads for conventional 1-pound shred cheese jumped 158 percent and feature a weighted average price of $4.15, unchanged from last week.

Total conventional milk ads surged 454 percent, and organic milk ads grew 22 percent compared to last week's advertisements. Conventional half gallon milk ad numbers skyrocketed 618 percent from last week. The national weighted average advertised price for conventional milk half gallons is $1.79, compared to $4.42 for organic milk half gallons, providing an organic price premium of $2.63. Organic half gallon milk is the most advertised organic item.

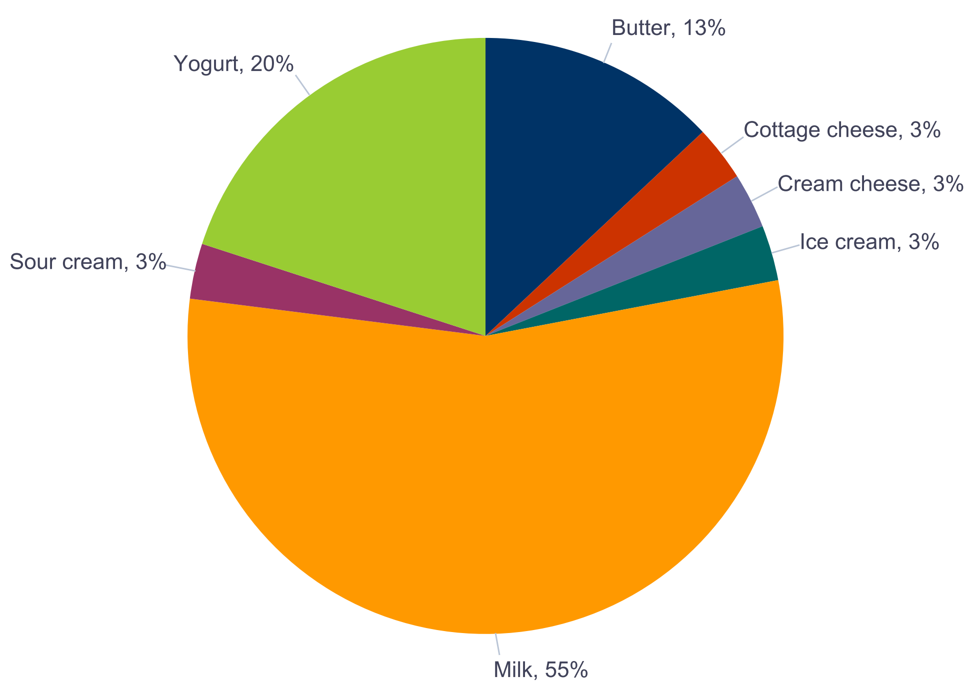



1 -- Dairy Market News surveys nearly 150 retailers, comprising over 23,000 individual stores, with online weekly advertised features.

## Percentage of Total Conventional Ads by Commodity




## Percentage of Total Organic Ads by Commodity




Wtd Avg - Simple weighted average

## 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 # | 16410 | 2.90 | 14316 | 3.06 | 9653 | 3.14 |
| Cheese | Natural Varieties | 8 oz block | 10857 | 2.39 | 8958 | 2.45 | 6833 | 2.36 |
| Cheese | Natural Varieties | 1 # block | 1699 | 3.85 | 927 | 4.78 | 548 | 4.50 |
| Cheese | Natural Varieties | 2 # block | 947 | 6.22 | 2916 | 5.60 | 1761 | 6.13 |
| Cheese | Natural Varieties | 8 oz shred | 12595 | 2.39 | 9845 | 2.62 | 7493 | 2.21 |
| Cheese | Natural Varieties | 1 # shred | 1752 | 4.15 | 678 | 4.15 | 401 | 4.23 |
| Cottage cheese | | 16 oz | 2666 | 1.78 | 3319 | 2.13 | 2583 | 2.07 |
| Cream cheese | | 8 oz | 6809 | 1.85 | 5501 | 1.66 | 7478 | 1.37 |
| Egg nog | | quart | 411 | 3.06 | 537 | 3.02 | 3271 | 3.02 |
| Egg nog | | half gallon | 4093 | 4.07 | 1964 | 3.84 | 133 | 3.00 |
| Flavored milk | All fat tests | half gallon | 831 | 2.81 | 121 | 2.50 | 594 | 2.27 |
| Flavored milk | All fat tests | gallon | 863 | 2.94 | | | | |
| Ice cream | | 48-64oz | 13736 | 3.28 | 17953 | 3.06 | 8979 | 2.85 |
| Milk | All fat tests | half gallon | 955 | 1.79 | 133 | 2.00 | 370 | 2.57 |
| Milk | All fat tests | gallon | 2627 | 3.39 | 514 | 3.75 | 813 | 3.67 |
| Sour cream | | 16 oz | 11363 | 1.80 | 11723 | 1.80 | 4816 | 1.80 |
| Yogurt | Greek | 4-6 oz | 6564 | .97 | 5604 | .97 | 5558 | .95 |
| Yogurt | Greek | 32 oz | 3029 | 4.75 | 1645 | 4.49 | 2142 | 4.74 |
| Yogurt | Yogurt | 4-6 oz | 1975 | .57 | 6137 | .52 | 2275 | .63 |
| Yogurt | Yogurt | 32 oz | 1968 | 2.89 | 1611 | 2.68 | 189 | 2.65 |

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

| Commodity | Type | Pack Size | NORTHEAST U.S. | | | SOUTHEAST U.S. | | | MIDWEST U.S. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price |
| Butter | | 1 # | 1.99-3.99 | 3168 | 2.78 | 1.50-3.69 | 3340 | 2.76 | 1.00-4.49 | 2347 | 2.67 |
| Cheese | Natural Varieties | 8 oz block | 1.86-3.50 | 4168 | 2.36 | 1.67-3.50 | 2703 | 2.62 | 1.50-2.99 | 1103 | 2.06 |
| Cheese | Natural Varieties | 1 # block | 2.99-3.99 | 918 | 3.64 | | | | 3.00-5.98 | 223 | 4.43 |
| Cheese | Natural Varieties | 8 oz shred | 1.49-3.99 | 4292 | 2.41 | 1.49-3.50 | 2919 | 2.51 | 1.50-3.50 | 1508 | 2.14 |
| Cheese | Natural Varieties | 1 # shred | 3.58-4.49 | 767 | 3.74 | | | | 5.98 | 107 | 5.98 |
| Cottage cheese | | 16 oz | 2.50-3.29 | 239 | 2.82 | 1.00-2.00 | 1026 | 1.63 | 1.00-2.49 | 409 | 1.66 |
| Cream cheese | | 8 oz | 1.00-3.84 | 2422 | 1.91 | 1.25-2.00 | 829 | 1.89 | 0.99-2.50 | 320 | 1.66 |
| Egg nog | | quart | 2.99-3.49 | 357 | 3.07 | | | | | | |
| Egg nog | | half gallon | 4.49-5.99 | 549 | 5.14 | 3.49-3.50 | 1267 | 3.50 | 3.49-3.99 | 564 | 3.58 |
| Flavored milk | All fat tests | half gallon | 3.60 | 316 | 3.60 | 2.50 | 214 | 2.50 | 1.99 | 180 | 1.99 |
| Flavored milk | All fat tests | gallon | 3.10 | 316 | 3.10 | 3.99 | 62 | 3.99 | | | |
| Ice cream | | 48-64oz | 1.99-4.99 | 2890 | 3.06 | 2.50-5.99 | 2046 | 4.06 | 1.77-5.50 | 2602 | 2.95 |
| Milk | All fat tests | half gallon | 1.86 | 316 | 1.86 | | | | | | |
| Milk | All fat tests | gallon | 2.97-4.73 | 1264 | 3.87 | | | | | | |
| Sour cream | | 16 oz | 0.89-2.50 | 1724 | 1.85 | 1.00-2.00 | 3084 | 1.83 | 0.99-2.39 | 1140 | 1.45 |

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 | 4-6 oz | 0.59-1.00 | 2231 | .90 | 1.00-1.25 | 2098 | 1.01 | 0.99-1.00 | 318 | 1.00 |
| Yogurt | Greek | 32 oz | 3.69-5.99 | 956 | 4.85 | 4.99-5.00 | 275 | 5.00 | | | |
| Yogurt | Yogurt | 4-6 oz | 0.50-0.60 | 618 | .58 | 0.49-0.50 | 151 | .49 | 0.50-0.60 | 360 | .55 |
| Yogurt | Yogurt | 32 oz | 2.00-4.50 | 413 | 2.99 | | | | 3.99-4.98 | 286 | 4.61 |

| Commodity | Type | Pack Size | SOUTH CENTRAL U.S. | | | SOUTHWEST U.S. | | | NORTHWEST U.S. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price |
| Butter | | 1 # | 1.77-3.69 | 1834 | 2.92 | 1.00-4.54 | 4468 | 3.07 | 0.97-4.29 | 1101 | 3.19 |
| Cheese | Natural Varieties | 8 oz block | 1.50-3.00 | 896 | 2.27 | 1.50-3.99 | 1226 | 2.30 | 1.86-3.00 | 661 | 2.46 |
| Cheese | Natural Varieties | 1 # block | 2.99-4.99 | 194 | 3.81 | 3.99 | 200 | 3.99 | 3.68 | 130 | 3.68 |
| Cheese | Natural Varieties | 2 # block | 5.97-5.99 | 235 | 5.98 | 5.99-6.99 | 538 | 6.77 | 4.77-4.99 | 174 | 4.86 |
| Cheese | Natural Varieties | 8 oz shred | 1.50-3.00 | 1085 | 2.48 | 1.50-3.50 | 2076 | 2.32 | 1.98-3.00 | 670 | 2.30 |
| Cheese | Natural Varieties | 1 # shred | 2.99-5.99 | 274 | 4.45 | 4.22 | 344 | 4.22 | 3.58-4.88 | 260 | 4.23 |
| Cottage cheese | | 16 oz | | | | 1.00-1.77 | 605 | 1.50 | 1.00-2.76 | 365 | 2.11 |
| Cream cheese | | 8 oz | 0.99-1.99 | 244 | 1.21 | 1.46-2.50 | 2113 | 1.72 | 0.97-3.84 | 784 | 2.17 |
| Egg nog | | quart | 2.99 | 54 | 2.99 | | | | | | |
| Egg nog | | half gallon | 3.49-4.79 | 199 | 4.28 | 3.49-4.49 | 915 | 3.85 | 4.99-5.19 | 578 | 5.09 |
| Flavored milk | All fat tests | half gallon | 2.50 | 121 | 2.50 | | | | | | |
| Flavored milk | All fat tests | gallon | | | | 2.55 | 344 | 2.55 | 3.10 | 130 | 3.10 |
| Ice cream | | 48-64oz | 1.77-6.00 | 1086 | 3.33 | 1.77-4.99 | 3288 | 3.12 | 0.97-5.49 | 1758 | 3.42 |
| Milk | All fat tests | half gallon | | | | 1.53 | 344 | 1.53 | 1.86 | 260 | 1.86 |
| Milk | All fat tests | gallon | 3.09 | 133 | 3.09 | 2.45-2.55 | 688 | 2.50 | 2.97-4.73 | 520 | 3.48 |
| Sour cream | | 16 oz | 1.50-2.49 | 724 | 2.01 | 0.99-2.99 | 3556 | 1.82 | 1.00-2.19 | 1041 | 1.73 |
| Yogurt | Greek | 4-6 oz | 0.99-1.25 | 723 | 1.02 | 1.06-1.25 | 481 | 1.11 | 0.79-1.00 | 713 | .90 |
| Yogurt | Greek | 32 oz | | | | 3.47-5.34 | 1798 | 4.66 | | | |
| Yogurt | Yogurt | 4-6 oz | 0.50 | 74 | .50 | 0.60 | 344 | .60 | 0.49-0.50 | 394 | .50 |
| Yogurt | Yogurt | 32 oz | 1.99-2.50 | 134 | 2.20 | 1.92-2.78 | 1032 | 2.44 | 1.99 | 69 | 1.99 |

| Commodity | Type | Pack Size | ALASKA U.S. | | | HAWAII U.S. | | |
|---|---|---|---|---|---|---|---|---|
| | | | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price |
| Butter | | 1 # | 2.47-5.49 | 60 | 3.97 | 3.50-5.39 | 92 | 4.56 |
| Cheese | Natural Varieties | 8 oz block | 1.99 | 42 | 1.99 | 2.50-3.79 | 58 | 3.26 |
| Cheese | Natural Varieties | 1 # block | | | | 5.59 | 34 | 5.59 |
| Cheese | Natural Varieties | 8 oz shred | 2.49 | 11 | 2.49 | 3.79 | 34 | 3.79 |
| Cottage cheese | | 16 oz | 1.00-1.67 | 22 | 1.34 | | | |
| Cream cheese | | 8 oz | 1.49-4.49 | 49 | 3.20 | 1.67-2.50 | 48 | 2.09 |
| Egg nog | | half gallon | 3.99 | 21 | 3.99 | | | |
| Flavored milk | All fat tests | gallon | 2.99 | 11 | 2.99 | | | |
| Ice cream | | 48-64oz | 2.49-3.99 | 42 | 3.24 | 6.99 | 24 | 6.99 |
| Milk | All fat tests | half gallon | 1.99 | 11 | 1.99 | 3.89 | 24 | 3.89 |

Wtd Avg - Simple weighted average

| 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 | gallon | 2.79-2.99 | 22 | 2.89 | | | |
| Sour cream | | 16 oz | 1.00-3.99 | 60 | 2.74 | 2.99 | 34 | 2.99 |
| Yogurt | Yogurt | 4-6 oz | | | | 1.49 | 34 | 1.49 |
| Yogurt | Yogurt | 32 oz | | | | 5.39 | 34 | 5.39 |

## 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 # | 896 | 5.57 | 705 | 5.49 | 289 | 5.99 |
| Cheese | Natural Varieties | 8 oz block | | | 289 | 3.79 | | |
| Cheese | Natural Varieties | 8 oz shred | | | 289 | 3.79 | 78 | 3.33 |
| Cottage cheese | | 16 oz | 214 | 4.29 | 289 | 3.79 | 503 | 4.00 |
| Cream cheese | | 8 oz | 214 | 2.50 | 334 | 2.50 | | |
| Ice cream | | 48-64oz | 189 | 5.99 | 189 | 5.99 | 117 | 5.99 |
| Milk | All fat tests | half gallon | 2834 | 4.42 | 2439 | 3.70 | 1497 | 3.92 |
| Milk | All fat tests | gallon | 823 | 5.48 | 413 | 5.57 | 381 | 5.43 |
| Milk | All fat tests | 8 oz UHT | | | 147 | 1.25 | 87 | 1.00 |
| Sour cream | | 16 oz | 199 | 2.69 | 334 | 2.49 | 289 | 2.19 |
| Yogurt | Greek | 32 oz | 344 | 6.34 | | | 147 | 4.99 |
| Yogurt | Yogurt | 4-6 oz | | | 255 | 1.14 | | |
| Yogurt | Yogurt | 32 oz | 977 | 4.21 | 365 | 3.50 | 336 | 5.14 |

## 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 # | 5.79-5.99 | 200 | 5.89 | 4.00-4.99 | 275 | 4.77 | 5.79-5.99 | 232 | 5.89 |
| Cottage cheese | | 16 oz | | | | 4.29 | 214 | 4.29 | | | |
| Cream cheese | | 8 oz | | | | 2.50 | 214 | 2.50 | | | |
| Milk | All fat tests | half gallon | 4.18-4.46 | 1264 | 4.39 | 3.50-4.99 | 428 | 4.25 | 4.69-5.28 | 360 | 4.99 |

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 |
| Milk | All fat tests | gallon | | | | | | | 5.49 | 119 | 5.49 |

| 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 # | 5.99 | 72 | 5.99 | 5.99 | 117 | 5.99 | | | |
| Ice cream | | 48-64oz | 5.99 | 72 | 5.99 | 5.99 | 117 | 5.99 | | | |
| Milk | All fat tests | half gallon | 3.99 | 152 | 3.99 | 3.50-4.98 | 630 | 4.40 | | | |
| Milk | All fat tests | gallon | | | | 5.00-5.98 | 704 | 5.48 | | | |
| Sour cream | | 16 oz | | | | 2.49-2.78 | 199 | 2.69 | | | |
| Yogurt | Greek | 32 oz | | | | 6.34 | 344 | 6.34 | | | |
| Yogurt | Yogurt | 32 oz | | | | 3.88-3.97 | 688 | 3.93 | 4.89 | 289 | 4.89 |

| 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 |

## 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 |

Wtd Avg - Simple weighted average

# Dairy Market News

## United States Department of Agriculture

Agricultural Marketing Service | Dairy Programs | Market Information Branch

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