

## DAIRY MARKET NEWS AT A GLANCE

### CME GROUP CASH MARKETS (9/27)

**BUTTER:** Grade AA closed at \$2.1475. The weekly average for Grade AA is \$2.1470 (+.0100).

**CHEESE:** Barrels closed at \$1.6550 and 40# blocks at \$1.9550. The weekly average for barrels is \$1.6220 (-.1650) and blocks, \$1.9675 (-.1565).

**NONFAT DRY MILK:** Grade A closed at \$1.1100. The weekly average for Grade A is \$1.1035 (+.0315).

**DRY WHEY:** Extra grade dry whey closed at \$.3475. The weekly average for dry whey is \$.3495 (-.0480).

**CHEESE HIGHLIGHTS:** Cheese production is generally active in the entire country. Midwestern milk supplies are tighter, ranging from \$.25 to \$1.75 over Class. Even still, many producers suggest production there is steady, and more are using condensed skim/nonfat dry milk for fortification. Cheese supplies are balanced to heavy, while demand reports range. Pizza cheese orders are still healthy, while some cheesemakers suggest recent market highs, and current downward pricing directions, are keeping buyers on the sidelines. For block makers, current market conditions are concerning. Last week, barrel prices plunged nearly \$.30 from Monday through Friday. This week, barrel prices have held mostly steady while 40-pound block prices are, although slower, beginning to trend lower.

**BUTTER HIGHLIGHTS:** Butter production is generally steady across the nation as cream volumes are in line with churning needs. However, a few butter makers in the Central region continue requesting cream from the West. Nationwide, the interest in butter is currently lackluster, but expected to improve ahead of the upcoming fall and year-end holidays. Compared to a few months ago, less inventories are building into cold storage as most of it continues clearing into warehouses, restaurants, and grocery stores. This week, bulk butter pricing varies among the regions: East, **5.0** cents to **8.0** cents

over the market; Central, **0.0** to **4.0** cents above the market; West, **0.0** cents to **7.5** cents over the market, with various periods and averages used.

**FLUID MILK:** Farm milk production is unchanged throughout most of the country. Market participants relay milk yields in the Pacific Northwest and parts of Idaho, Utah and Colorado are beginning to decline. Even still, dairy manufacturing remains busy with plentiful milk. In addition, manufacturers in the upper Midwest are finding spot offers are harder to come by. As bottlers have begun to clear more milk, milk for cheese and other production is tighter. Spot milk prices were reported from \$.25 to \$1.75 over Class. Condensed skim spot trading activities are currently mixed. Some manufacturers' condensed skim supplies have tightened. Cream is fairly available in all regions. Interest has been reported as soft. Some contacts suggest cream cheese production is not where it was expected to be at the start of the fall season. F.O.B. cream multiples are **1.25-1.35** in the East, **1.18-1.34** in the Midwest, and **1.09-1.26** in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk (NDM) spot prices are mixed. The demand has picked up in the United States as many buyers are willing to purchase spot loads at increased prices. Market conditions have strengthened. High heat NDM prices are steady to a bit higher. Outside of contracts, spot sales remain light. Dry buttermilk prices are mostly steady in the country. Interest is steady to strong. Dry whole milk prices shifted up on the bottom of the price range. The demand is stable and improving ahead of the upcoming year-end holidays. Whey powder spot prices are mixed throughout the regions. There are reports domestic demand is showing some signs of life. However, market conditions remain unsettled. Whey protein concentrate 34% prices are steady to higher this trading week. Interest continues to be mixed based upon end user requirements. Lactose prices are unchanged.

-CONTINUED ON PAGE 1A-

## TABLE OF CONTENTS

Product Highlights/CME/DMN at a Glance	1	Dry Whey/WPC 34%/Lactose/Casein	6	August Market Summary and Utilization	11
Weekly CME Cash Trading/Butter Markets	2	U.S. Dairy Cow Slaughter/Class Milk Prices/NDPSR/Futures	7	September Retail Milk Prices	12
Cheese Markets	3	International Dairy Market News	8		
Fluid Milk and Cream	4	August Cold Storage	9		
Nonfat Dry Milk/Dry Buttermilk/Dry Whole Milk	5	June Mailbox Milk Prices	10		

### DAIRY MARKET NEWS PRICE SUMMARY FOR SEPTEMBER 23 - 27, 2019

#### PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES

Commodity	Range		Mostly		Commodity	Range		Mostly		Commodity	Range		Mostly	
<b>NDM</b>					<b>BUTTERMILK</b>					<b>LACTOSE</b>				
Central Low/Med. Heat	1.0300	1.1200	1.0500	1.1000	Central/East	1.0400	1.1125			Central/West	0.1800	0.4500	0.2300	0.3550
Change	N.C.	0.0300	0.0100	0.0300	Change	N.C.	0.0075			Change	N.C.	N.C.	N.C.	N.C.
Central High Heat	1.1500	1.2000			West	1.0200	1.0900	1.0400	1.0600	<b>WPC 34%</b>				
Change	N.C.	N.C.			Change	N.C.	N.C.	N.C.	N.C.	Central/West	0.8600	1.1050	0.8800	1.0200
West Low/Med. Heat	1.0175	1.1250	1.0500	1.0800	<b>WHEY</b>					Change	0.0100	0.0050	N.C.	0.0100
Change	-0.0075	0.0200	0.0100	N.C.	Central	0.2800	0.3800	0.3400	0.3675	<b>CASEIN</b>				
West High Heat	1.1600	1.2450			Change	0.0100	-0.0200	N.C.	-0.0125	Rennet	2.9625	3.1925		
Change	N.C.	0.0025			West	0.3325	0.4325	0.3375	0.3900	Change	N.C.	N.C.		
<b>DRY WHOLE MILK</b>					Change	N.C.	0.0325	N.C.	N.C.	Acid	3.1200	3.2800		
National	1.7500	1.8000			Northeast	0.3200	0.4000			Change	N.C.	N.C.		
Change	0.1000	N.C.			Change	N.C.	N.C.			<b>ANIMAL FEED WHEY</b>				
										Central	0.2400	0.2700		
										Change	N.C.	N.C.		

### DAIRY MARKET NEWS PRICE SUMMARY FOR SEPTEMBER 16 - 27, 2019

#### PRICES (\$/MT) & CHANGES FROM PREVIOUS PUBLISHED PRICES

Commodity	Range		Commodity	Range		Commodity	Range	
<b>SMP</b>			<b>WHOLE MILK POWDER</b>			<b>BUTTER</b>		
W. Europe	2375	2525	W. Europe	3175	3375	W. Europe	3825	4125
Change	25	50	Change	75	25	Change	50	-50
Oceania	2600	2750	Oceania	3100	3250	Oceania	4150	4250
Change	75	75	Change	75	25	Change	125	125
S. America	2450	2700	S. America	2950	3350	<b>BUTTEROIL</b>		
Change	150	150	Change	100	100	W. Europe	4825	5775
<b>WHEY</b>						Change	-50	25
W. Europe	650	1000				<b>CHEDDAR CHEESE</b>		
Change	N.C.	25				Oceania	3750	3950
						Change	-100	N.C.

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

Impacts from the African swine fever continue to weigh heavily on market demand. Acid and rennet casein prices are steady.

**INTERNATIONAL DAIRY MARKET NEWS: EUROPE OVERVIEW: WESTERN:** Early indications are that September milk production in much of Western Europe is in a typical pattern of seasonally declining. Early observations in Germany suggest that it bucked the normal seasonal pattern with a weekly increase before the general decline resumed. Some observers believe the late August heat will have yielded a decline over August last year when official August data is released. The return to better weather in September seems to have slowed the decline in many countries, rather than result in an increase. **EASTERN:** Milk production for some top Eastern European member states of the European Union are shown below. The data is from Eurostat.

**2019 EU Eastern European Milk Production**

<u>Country</u>	<u>Percent Change</u>	
	<u>July YOY</u>	<u>YTD</u>
Poland	+1.0	+2.1
Czech Republic	-0.2	+0.8
Hungary	+1.0	+0.7
Lithuania	-0.9	-0.4

**OCEANIA OVERVIEW: AUSTRALIA:** As Australia moves closer to the seasonal milk production peak, expected in a few weeks, there is some tempered optimism. Milk pay prices are at a level that seems to be encouraging some producers in areas with less need to purchase water and feed, to work toward higher milk production. Competition among dairy processors for milk has led to offering higher milk pay prices. There also is some evidence of cows being moved from northern regions to southern regions with less need for irrigation. That too, could help boost milk production, or perhaps more realistically, slow the decline. **NEW ZEALAND:** The previously delayed announcement by a large dairy cooperative in New Zealand of final financial results for the recently ended milk season is expected this week. That will result in determination of the final milk price for last season. Many observers are not expecting particularly good results. Recent news of large write downs lingers.

**SOUTH AMERICA OVERVIEW:** Milk production at the farm level is generally improving throughout Brazil and the rest of the Southern Cone region as most part of the southern hemisphere transitions from winter to spring season. Temperatures are becoming more comfortable to dairy cows, boosting their milk yields. Fair/good quality feed grains supplies are readily available for most dairy farmers in the region. However, forage conditions are reported as weak due to the dry climate in the zone.

**NATIONAL RETAIL REPORT (DMN):** Conventional dairy ad numbers decreased 2 percent this week. Organic dairy ad numbers increased 31 percent. There are over twelve times more conventional dairy ads than organic dairy ads. The national weighted average advertised price for conventional milk half gallons is \$2.15, compared to \$3.99 for organic milk half gallons, an organic price premium of \$1.84. Conventional cheese ad numbers decreased 5 percent. Organic cheese ads decreased 48 percent. The weighted average price for conventional 8 oz. shred cheese is \$2.27, down 8 cents from last week. Conventional yogurt ad numbers decreased 32 percent. Organic yogurt ads slightly more than doubled.

**AUGUST COLD STORAGE (NASS):** On August 31, U.S. cold storage holdings of butter totaled 305.1 million pounds, down 7 percent from the previous month, but 5 percent higher from August 2018. Natural American cheese holdings totaled 768.2 million pounds, down 1 percent compared to the previous month and 2 percent lower than August 2018. Total natural cheese stocks were 1,363.1 billion pounds, unchanged from last month and August 2018.

**JUNE MAILBOX MILK PRICES (USDA, FMMO, CDFA):** In June 2019, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$17.45 per cwt, up \$0.06 from the May 2019 average and up \$1.72 from the June 2018 average (without California). When compared to the previous month, the June mailbox prices increased in 15 Federal milk order reporting areas and decreased in 4 Federal milk order reporting areas. Price changes from the previous month ranged from an increase of \$0.51 in the Appalachian States reporting area to a decrease of \$0.28 per cwt in the Iowa reporting area, averaging an increase of \$0.13 per cwt over all Federal milk order reporting areas (excluding California). Mailbox prices in June 2019 ranged from \$15.75 in New Mexico to \$19.16 in Florida. The component tests of producer milk in June 2019 were: butterfat, 3.80 percent; protein, 3.09 percent; and other solids, 5.79 percent. 2019 monthly mailbox statistics are not yet available for the California Order.

**AUGUST MARKET SUMMARY AND UTILIZATION REPORT (USDA):** During August 13.8 billion pounds of milk were received from Federally pooled producers. This volume of milk is 1.8 percent higher than the August 2018 volume. Regulated handlers pooled 3.7 billion pounds of producer milk as Class I products, down 2.8 percent when compared to the previous year. Class I utilization decreased from last year in 7 Federal Milk Order Marketing areas and increased in 3 Federal Milk Order Marketing areas (not counting California). The all-market average Class utilization percentages were: Class I = 27 percent, Class II = 12 percent, Class III = 41 percent, and Class IV = 20 percent. The weighted average statistical uniform price was \$18.36 per cwt, \$0.16 higher than last month and \$2.68 higher than last year.

**RETAIL PRICES FOR CONVENTIONAL AND ORGANIC MILK, SEPTEMBER 2019 (FMMO):** A survey of retail prices conducted by the Federal Milk Market Order administrators found conventional whole milk prices for September 2019 average \$3.35 per gallon. September organic whole milk prices average \$4.04 per half gallon. In September, conventional reduced fat (2 percent) milk gallons average \$3.27 and organic reduced fat (2 percent) milk half gallons average \$4.04.

COMMODITY	MONDAY SEP 23	TUESDAY SEP 24	WEDNESDAY SEP 25	THURSDAY SEP 26	FRIDAY SEP 27	:: WEEKLY CHANGE	:: WEEKLY AVERAGE
CHEESE							
BARRELS	\$1.6175 (-0.0375)	\$1.6125 (-0.0050)	\$1.6125 (N.C.)	\$1.6125 (N.C.)	\$1.6550 (+0.0425)	:: (N.C.)	:: \$1.6220 (-0.1650)
40 POUND BLOCKS	\$2.0500 (N.C.)	\$1.9925 (-0.0575)	\$1.9375 (-0.0550)	\$1.9025 (-0.0350)	\$1.9550 (+0.0525)	:: (-0.0950)	:: \$1.9675 (-0.1565)
NONFAT DRY MILK							
GRADE A	\$1.0900 (+0.0075)	\$1.1025 (+0.0125)	\$1.1075 (+0.0050)	\$1.1075 (N.C.)	\$1.1100 (+0.0025)	:: (+0.0275)	:: \$1.1035 (+0.0315)
BUTTER							
GRADE AA	\$2.1550 (+0.0400)	\$2.1425 (-0.0125)	\$2.1425 (N.C.)	\$2.1475 (+0.0050)	\$2.1475 (N.C.)	:: (+0.0325)	:: \$2.1470 (+0.0100)
DRY WHEY							
EXTRA GRADE	\$0.3675 (-0.0300)	\$0.3550 (-0.0125)	\$0.3375 (-0.0175)	\$0.3400 (+0.0025)	\$0.3475 (+0.0075)	:: (-0.0500)	:: \$0.3495 (-0.0480)

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

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

## BUTTER MARKETS

### NORTHEAST

Some manufacturers are receiving regular cream loads for stable butter production. However, a few operations are not churning at this time. Cream spot demand has been a bit softer. Cream multiples are also exhibiting lower prices. There are expectations cream demand will pick up in the near future. Additionally, some butter makers report orders are moderate to flat. Also, butter spot prices have been somewhat intermittent. With conditions currently mixed, various buyers have a wait and see approach to the market. Bulk butter prices for domestic sales are reported 5-8 cents over the market of the CME Group, 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

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance to sell 220,462 pounds (100 metric tons) of butter.

### CENTRAL

Butter producers continue to relay widely available cream offerings, which were expected this time of year. Cream offers are coming in from local sources, and some from the West. Some offers of Western-sourced cream are being scrutinized due to extra transportation costs and because of the growing local supplies. Current churning is steady, but producers are keeping a close eye on fall butter stocks. They say, though, that butter stores are in balance currently. Some butter plant managers say their micro-fixing rates in the first three quarters of 2019 were at record lows. Some butter producers suggest their fall butter inventory stores are in balance, ready for expected upticks in retail demand. Current demand reports, however, vary from flat to somewhat bullish. Butter markets are maintaining the low end of their rangebound status.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter

Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0400

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for 220,462 of butter (100 metric tons). So far this year, the program has assisted member cooperatives who have contracts to sell 4.5 million pounds of butter (82% milkfat) and 277,782 pounds of anhydrous milkfat in export markets. Year-to-date exports on butter equal 4.5 million pounds in total.

### WEST

In the West, the interest in butter has somewhat weakened as buyers take a break to reevaluate market conditions, hoping that prices will fall. Buyers' confidence in finding the supplies they need whenever they feel the need for it is also stronger. As a result, most buyers with immediate needs are looking into purchasing in the short-term. Others are waiting for the low of lows prices before jumping in. According to industry contacts, retailers are aggressively preparing for the holiday sales as they plan to use that opportunity to maximize profits. Cream is available to butter processors, but they are not easily getting discounted loads. Churning activities are steady, and butter supplies are readily available. Additionally, expensive prices in the domestic market compared to the global market and the strong value of the dollar have led to more imports of anhydrous milk fat or butter. Bulk butter prices have kept the same range as in the previous week.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter

Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0750

Secondary Sourced Information:

The Grade AA butter price at the CME Group on Wednesday closed at \$2.1425, compared to the weekly average price of \$2.1370 from last week.

This week, a cooperative export assistance program accepted requests for 220,462 pounds (100 metric tons) of butter. So far this year, the program has assisted member cooperatives who have contracts to sell 4.5 million pounds of butter (82% milkfat) and 277,782 pounds of anhydrous milkfat in export markets. When combined with other dairy products, the program has assisted members with sales of 819.6 million pounds of milk on a milkfat basis.

CONTINUED ON PAGE 2A

## CONTINUED FROM PAGE 2

**Cold Storage – Butter Summary**

Released September 23, 2019, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

	Stocks in all Warehouses		(1,000 pounds)		8/31/19 as a percent of	
	8/31/18	7/31/19	8/31/19	8/31/18	7/31/19	
Butter Stocks	290,851	329,595	305,123	105	93	

## CHEESE MARKETS

## NORTHEAST

Cheese production is fairly strong in the Northeast region. Milk availability for Class III is a bit higher than in recent weeks, as most schools have adequate milk supplies for their pipelines. Mozzarella and provolone cheese processing is active, and customers' orders are healthy. Swiss cheese production is a bit slower, as processing is not as vigorous for this time of year. Cheddar cheese production is fairly stable currently. Cheese supplies are balanced to increasing in the region. Spot market trading activities for cheddar barrels are steady to a bit higher. On the CME Group, cheddar cheese 40-pound block spot prices are still showing signs of strength. In the Northeast, the wholesale cheese prices for cheddar and Muenster increased \$0.0250 this week. However, the process cheese price decreased \$0.0600. The Grade A Swiss price is unchanged currently.

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

Cheddar 40 pound Block	2.5825-2.8675
Muenster	2.5675-2.9175
Process American 5 pound Sliced	1.9425-2.4225
Swiss 10-14 pound Cuts	3.2650-3.5875

## Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance to sell 608,476 pounds (276 metric tons) of cheese and 297,624 pounds (135 metric tons) of cream cheese.

## MIDWEST

Midwestern cheesemakers are continuing to express concern over the ongoing market correction. Cheddar block prices are steadily sliding from the \$2 plus range, but barrel prices took a heavy hit last week which grew the price gap to an alarming \$.30+, where it currently stands. A large price gap between blocks and barrels has a tendency to increase buyers' hesitation. Cheesemakers say spot milk is generally tight. However, some have reported finding deals in their respective region. Current spot milk prices range from \$.25 to \$1.75 over Class. Hence, cheesemakers are increasing their condensed skim and nonfat dry milk usage for fortification. Production rates are steady; most cheesemakers are on five- or six-day workweeks. Cheese inventories are somewhat balanced in the region.

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

Blue 5 pounds	2.7625-3.8325
Brick 5 pounds	2.4950-2.9200
Cheddar 40 pound Block	2.2175-2.6175
Monterey Jack 10 pounds	2.4700-2.6750
Mozzarella 5-6 pounds	2.2950-3.2400
Muenster 5 pounds	2.4950-2.9200
Process American 5 pound Loaf	1.8725-2.2325
Swiss 6-9 pound Cuts	2.7800-2.8975

## WEST

Western cheese production is active. Manufacturers say there is plenty of milk available for cheesemaking and are running cheese vats at or near full capacity. Regional cheese contacts suggest barrel inventories are heavy, but block supplies are tighter. And while stockpiles of mozzarella are substantial, contacts suggest the seasonal demand from pizza makers has spoken for much of the mozzarella. Market observers speculate the tightness on blocks nationwide was behind the rise in prices on the CME, however the precipitous fall is harder

to explain. Cheese demand has cooled, especially in export markets, as the price reached the apex. The block to barrel price spread has prompted some additional production of cheddar blocks, but this alone cannot be viewed as an axiomatic explanation of the price movements.

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

Cheddar 10 pound Cuts	2.4550-2.6550
Cheddar 40 pound Block	2.2075-2.6975
Monterey Jack 10 pounds	2.4425-2.7175
Process American 5 pound Loaf	1.8900-2.1450
Swiss 6-9 pound Cuts	2.8625-3.2925

## FOREIGN TYPE

Currently, the cheese market in Germany is firming up. There have been continuously good requests for German sliced cheese from the export market. However, the buying interest of Southern European is returning to normal with the end of the summer holiday season. German food retailers and large consumers' demands are good. With the limited ability to increase cheese production and the growth in cheese sales, processors are trapped with lesser supplies, making it impossible for them to satisfy all spot needs. In current negotiations, manufacturers are demanding higher prices. This week, U.S. domestic prices for blue, gorgonzola, parmesan, and Romano moved up by \$.0250.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	2.6400-5.2300	2.6400-4.1275*
Gorgonzola	3.6900-5.7400	3.1475-3.8650*
Parmesan	-0-	4.0275-6.1175*
Romano	-0-	3.8300-5.9850*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggianito (Argentina)	3.2900-4.7800	-0-
Jarlsberg	2.9500-6.4500	-0-
Swiss	-0-	3.3025-3.6250
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
09/23/2019	38235	81186
09/01/2019	39457	81770
CHANGE	-1222	-584
% CHANGE	-3	-1

Volumes for Butter and Cheese: U.S., Edible, and Pounds

CONTINUED ON PAGE 3A



## CHEESE MARKETS

## CONTINUED FROM PAGE 3

## Cold Storage – Cheese Summary

Released September 23, 2019, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

	Stocks in all Warehouses (1,000 pounds)			8/31/19	
	8/31/18	7/31/19	8/31/19	8/31/18	7/31/19
Natural Cheese					
Total natural cheese	1,360,489	1,362,375	1,363,080	100	100
American, total	787,435	774,786	768,202	98	99
New England	66,748	69,688	70,744	106	102
Middle Atlantic	63,823	74,628	79,442	124	106
East North Central	333,649	343,057	334,663	100	98
West North Central	140,196	119,968	110,699	79	92
South Atlantic	826	275	265	32	96
East South Central	11,940	9,813	9,977	84	102
West South Central	10,130	5,858	4,114	41	70
Mountain	54,986	47,060	51,046	93	108
Pacific	105,137	104,439	107,252	102	103
Swiss, total	31,211	27,203	26,940	86	99
Other, total	541,843	560,386	567,938	105	101
New England	760	697	955	126	137
Middle Atlantic	18,938	14,799	15,214	80	103
East North Central	371,683	369,451	366,095	98	99
West North Central	46,916	45,208	49,140	105	109
South Atlantic	26,982	39,604	38,442	142	97
East South Central	13,445	28,343	35,419	263	125
West South Central	1,190	1,639	1,462	123	89
Mountain	2,716	2,575	2,682	99	104
Pacific	59,213	58,070	58,529	99	101

## EAST

Milk off **Northeastern** farms has been fairly level currently. Class I sales are stable, and the majority of schools have adequate milk supplies for their pipelines. Some balancing operations report milk availability is a bit tight, as most milk loads are clearing to Class I and III. **Mid-Atlantic** milk production is down. Class I sales are unchanged compared to last week. Southeast milk output is lower. Bottlers' orders are stable. Due to limited milk availability, loads from other regions are traveling to the **Southeast** to fill that region's immediate needs. **Florida** milk production has leveled off at this time. The weather conditions continue to be hot, and thunderstorms have been on and off. Class I sales are level as well. **Cream** interest is a bit soft in the region. Outside of regular contracts, cream spot trades are slower this week. Market participants report cream is more available currently. There are anticipations cream market conditions will strengthen in the near future. Manufacturers' **condensed skim** supplies are tightening in the region. There is an uptick in condensed skim sales for Class III.

Northeastern U.S., F.O.B. Condensed Skim	
Price Range - Class II; \$/LB Solids:	0.80 - 0.95
Price Range - Class III; \$/LB Solids:	0.75 - 0.90

Northeastern U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.2500 - 1.3500
Price Range - Class II; \$/LB Butterfat:	2.6713 - 2.8850

## Secondary Sourced Information:

**MILK PRODUCTION:** According to NASS, milk production in the 24 major states during August 2019 totaled 17.4 billion pounds, up 0.4 percent from one year ago. Eastern states' monthly milk production and percent changes compared to a year ago are as follows:

## August 2019 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Florida	180	...
Georgia	139	...
New York	1,292	+ 1.1
Pennsylvania	829	- 6.0
Vermont	227	...
Virginia	117	-11.4

## MIDWEST

Current milk production is steady as agreeable early fall weather in the upper Midwest is optimal for herd comfort. Regionally, however, milk is less-than-available for production needs. After school bottling came back online late last month and earlier this month, cheesemakers have reported a noticeable decline in availability. Some Class III producers relayed finding spot milk loads at \$.25 over, but most prices range from \$1.00 to \$1.75 over Class. Cheesemakers have been busier with strong market prices and steady demand. With spot milk at premiums, they have increased fortification efforts with **condensed skim**/nonfat dry milk. **Cream**, on the other hand, is widely available in the region. Butter producers are finding it both locally and from Western sources. Cream cheese production, although it is expected to soon, has yet to pick up its seasonal pace, ahead of the busy winter holiday season. There are conflicting expectations regarding 2020 milk production. Some say farmers will be motivated by the increased milk check amounts of recent months. Others

suggest the current milk price bump is too little, too late for a number of regional farmers. Additionally, they say questionable feed quality/quantity this upcoming fall and winter will push more farmers out of the business.

Price Range - Class III Milk; \$/CWT; Spot Basis:	+ .25 - + 1.75
Trade Activity: Slow	

Midwestern U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.1800 - 1.3400
Price Range - Class II; \$/LB Butterfat:	2.7140 - 2.8636
Multiples Range - Class II:	1.2700 - 1.3400

## WEST

In **California**, farm milk production is steady at the moment, but according to market players, it is higher than last year at this time. Processing plants are getting the milk they need for their daily activities. Fluid milk demands from grocery stores and schools are flat. Class II sales are steady to a bit down. In **Arizona**, milk output is unchanged from the previous week despite some rain at the beginning of this week. Handlers are taking their usual volumes. Class I demand is stable. The loads of milk within the state are enough for all needs' fulfillment. Therefore, no milk is coming from out-of-state. In **New Mexico**, there is a steady flow of milk to Class I accounts. Class II interest is not as strong as in previous weeks. Balancing schedules are stable. Fluid milk production is mostly steady. Manufacturing plants are running close to full capacities, but holdovers of milk remain under control. **Pacific Northwest** milk production is seasonally slowing; however, manufacturers report intakes are above last year. There is plenty of milk available for most processing needs. Favorable weather is aiding cow comfort and milk handlers expect steady output to continue into the next few weeks. Milk production in the mountain states of **Idaho**, **Utah** and **Colorado** continues at a robust rate. Production per cow may be in seasonal decline, but more cows added into the milk herd keep manufacturing facilities full. Dairy contacts in Idaho suggest it is tough to balance the milk supply with processing needs. Most facilities are full and any small disruption results in the availability of discounted loads. **Condensed skim** contractual sales are steady, but spot demand is lower. **Cream** demand is quiet in the West because of the declining interest from buyers. Freight costs are limiting western sellers' ability to move cream to other regions. Some contacts say that there is currently more cream in the western market compared to a year ago. There have been some contracting requests for 2020 cream needs. Cream multiples have declined by one cent at the top of the range.

Western U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.0900 - 1.2600

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

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

## NONFAT DRY MILK - CENTRAL AND EAST

**CENTRAL:** Low/medium heat nonfat dry milk (NDM) prices increased on the top of the range and both sides of the mostly on a lively trading week. Multiple factors have cemented contacts' bullish viewpoints. As spot milk in the region has tightened, more condensed skim and NDM are being used for fortification in cheese plants. Mexican buying is another buoy for the market uptick. Production is steady, although increasing condensed skim prices may push some dryer time toward alternatives, such as condensed buttermilk. High heat NDM prices were unchanged, as most deals are based on contracts. Regionally, high heat trading remains very quiet. All said, nonfat dry milk market tones are bullish.

**EAST:** Eastern low/medium heat nonfat dry milk (NDM) mostly prices are higher in the region. Buyers are willing to purchase spot loads at increased prices currently. Low/medium heat NDM production is steady to slower. Inventories are stable to somewhat limited. The market tone is strengthening. High heat NDM prices are unchanged. Some operations have scheduled drying time. Trading activities are light.

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: 1.0300 - 1.1200

Mostly Range - Low & Medium Heat; \$/LB: 1.0500 - 1.1000

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: 1.1500 - 1.2000

## NONFAT DRY MILK - WEST

Western low/medium heat nonfat dry milk prices are mixed on the range, but are a bit up on the bottom of the mostly price series. Although price points are good for this time of the year, there are some contradictory feelings about the current state of sales. While some people state that demand is steady to strong, others say that buyers are using the wait and see approach. Generally, global sales are active. In the domestic market, the use of low/medium heat nonfat dry milk for cheese fortification is helping clear some of the stocks. However, current supplies vary from steady to tight depending on the manufacturer. Production is at a stable level. Western high heat nonfat dry milk prices are slightly up at the top of the range. The market tone is strong as reflected in the price tendency. While demand is good, supplies are barely enough to satisfy all spot needs. Production is intermittent.

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: 1.0175 - 1.1250

Mostly Range - Low & Medium Heat; \$/LB: 1.0500 - 1.0800

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: 1.1600 - 1.2450

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Buttermilk powder prices continue to inch up week by week. This week, prices on the top of the range increased by \$.0075. Although most trading is contract based, some producers are oversold and do not have spot prices to report. Inventories are tight and demand is increasing. Cream availability has increased, therefore more churning is expected to lead to add some timely inventories to the market in the midst of strengthening fall demand. Dry buttermilk market tones are unwavering of late.

**EAST:** Buttermilk powder prices are higher on the top of the range this week. Spot trading activities in the East were mostly quiet. Outside of regular contracts, production is limited. Manufacturers' supplies are fairly low at this time. There are expectations market conditions will strengthen once the fall baking season arrives.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk

Price Range ; \$/LB: 1.0400 - 1.1125

## DRY BUTTERMILK - WEST

The dry buttermilk market undertone appears to be firm. Sales vary between very strong and steady. Some sellers report being completely sold out, whereas others say that they have just enough to satisfy their current demands. The expectation is that requests will increase in the upcoming holiday seasons. F.O.B prices for dry buttermilk are stable on the range and on the mostly price series. Supplies are balanced to tight. Production is limited by insufficient drying time. As the result, dry buttermilk processing is mostly based on contractual needs, with a bulk of condensed buttermilk clearing into Class II.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk

Price Range ; \$/LB: 1.0200 - 1.0900

Mostly Range - ; \$/LB: 1.0400 - 1.0600

## DRY WHOLE MILK - U.S.

Nationwide, dry whole milk f.o.b. spot prices are mixed this week as some sales pushed up the bottom price of the range. The production of dry whole milk continues to be sporadic, driven by contractual needs. Some processors suggest that dry whole milk output will improve throughout Q4 as more volumes of milk/cream are expected to be cleared. Currently, the demands from bakers and dry mix processors are hearty and anticipated to improve ahead of the upcoming year-end holidays.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk

Price Range - 26% Butterfat; \$/LB: 1.7500 - 1.8000



**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's price range tightened up, but the mostly price decreased on both ends. Undoubtedly, trade turmoil and the swine flu epidemic are putting pressure on the dry whey and other dairy protein markets. That said, domestic demand is starting to show signs of life. Some buyers say warehouse space is finally beginning to open up here and there. However, end users are not rushing to place bids. They are finding offers, and taking in some spots, in the middle \$.30s range more often than not. Although current sentiment is bearish, lighter milk availability in the region and buyers beginning to come back online have some contacts expecting a potential bounce. Animal feed whey trading is fairly busy, but prices remain in the same range.

Prices for: Central U.S., All First Sales, F.O.B., Extra Grade & Grade A,  
Conventional, and Edible Dry Whey  
Price Range - Animal Feed; \$/LB: .2400 - .2700

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: .2800 - .3800  
Mostly Range - Non-Hygroscopic; \$/LB: .3400 - .3675

**DRY WHEY- NORTHEAST**

Eastern spot prices are unchanged this trading week. Outside of contracts, spot sales are slower. Manufacturers' production schedules and inventories are steady. There are several offers on the spot market. Buyers' demand continues to be the lighter side. Market conditions are steady.

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: .3200 - .4000

**DRY WHEY- WEST**

Western whey prices moved higher at the top of the price range, but otherwise held steady. Spot market activity is quiet. Industry contacts say buyers are out kicking some tires, but not a lot of the inquiries have resulted in sales. While contracted sales are enough to keep inventories comfortable, some say whey stocks are building. The market pressures caused by the African swine fever and trade issues with some of our trade partners loom over the market like a dark cloud. Until some of those concerns ease, the market tone may remain unsettled. Western whey production is steady to more active.

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: .3325 - .4325  
Mostly Range - Non-Hygroscopic; \$/LB: .3375 - .3900

**WHEY PROTEIN CONCENTRATE**

Whey protein concentrate 34% prices moved higher on the range and the top of the mostly price series. Demand is mixed, being active for WPC34% that meets infant formula or other end user requirements, and slower for WPC34% that is more interchangeable with other protein sources. While WPC34% prices may have gotten a little lift from firming within the nonfat dry milk market, there is an underlying concern about the weakness within higher whey protein concentrations. Heavy inventories and lower prices at the top of the whey protein complex may filter down into WPC34% markets as buyers choose to use the less expensive higher protein concentrations and manufacturers produce more WPC34%. Currently, however, WPC34% inventories are not burdensome, and are tight for preferred brands. Some end users describe specific brands of WPC34% as hard to find.

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: .8600 - 1.1050  
Mostly Range - 34% Protein; \$/LB: .8800 - 1.0200

**LACTOSE**

Prices for lactose stayed the same this week. An industry meeting gave market participants the opportunity to assess and predict market conditions through the end of the year. Many feel the pressures caused by the African swine fever and trade issues with China will continue through the fall. Manufacturers report buyers are still making inquiries, but spot market activity is slow. Industry contacts say more emphasis has been placed on establishing Q4 contracts. Market contacts suggest many of the agreements are in place, but a few have been slow to develop. While U.S. processors relay lactose inventories in the EU are comfortable and getting used for internal purposes, domestic inventories are building. Without acquiring more secured sales or additional new markets for the lactose, stocks could grow larger and place more pressure on prices. Production is generally steady to lower, as a few manufacturers try to avoid producing higher whey protein concentrations and the associated lactose.

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: .1800 - .4500  
Mostly Range - Non Pharmaceutical; \$/LB: .2300 - .3550

**CASEIN**

Rennet and acid casein prices are steady. Production in New Zealand is increasing as seasonal milk production moves closer to the seasonal peak. EU production is mostly steady overall, with Ireland continuing to stand out in production increases.

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: 3.1200-3.2800  
Rennet; Price Range - \$/LB: 2.9625-3.1925

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

WEEK ENDING	2019 WEEKLY DAIRY COWS	2019 CUMULATIVE DAIRY COWS	2018 WEEKLY DAIRY COWS	2018 CUMULATIVE DAIRY COWS
09/7/2019	57.3	2,224.4	57.3	2,151.5

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

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

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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
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

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

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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
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

**FEDERAL MILK ORDER CLASS PRICES FOR 2019 (3.5% Butterfat)**

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I (BASE)	15.12	15.30	15.98	15.76	16.42	17.07	17.18	17.89	17.85	17.84		
II	15.74	16.13	16.61	16.38	16.48	17.30	17.61	17.60				
III	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60				
IV	15.48	15.86	15.71	15.72	16.29	16.83	16.90	16.74				

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
09/21/2019	2,2683 1,927,458	1.9992 11,270,565	1.8246 11,840,491	.3676 5,801,917	1.0534 19,906,637

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	09/20	09/23	09/24	09/25	09/26
SEP 19	18.26	18.26	18.26	18.26	18.28
OCT 19	18.66	18.33	18.10	18.09	17.90
NOV 19	18.39	18.26	18.02	18.08	17.95

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

DATE	09/20	09/23	09/24	09/25	09/26
SEP 19	105.50	105.13	105.13	105.30	105.30
OCT 19	109.35	108.83	109.33	108.90	108.63
NOV 19	112.35	110.03	111.28	111.55	111.25

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

DATE	09/20	09/23	09/24	09/25	09/26
SEP 19	16.33	16.33	16.33	16.33	16.38
OCT 19	16.36	16.36	16.43	16.40	16.40
NOV 19	16.63	16.63	16.63	16.63	16.61

**WHEY (Electronic-Traded) (¢/lb)**

DATE	09/20	09/23	09/24	09/25	09/26
SEP 19	36.70	36.70	36.50	36.50	36.73
OCT 19	36.55	36.28	35.90	35.90	35.90
NOV 19	36.00	36.00	35.98	35.90	35.90

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

DATE	09/20	09/23	09/24	09/25	09/26
SEP 19	222.35	222.35	222.40	222.78	224.50
OCT 19	216.50	217.75	216.65	217.40	217.40
NOV 19	217.03	217.93	217.00	217.35	216.75

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

DATE	09/20	09/23	09/24	09/25	09/26
SEP 19	1.90	1.90	1.90	1.90	1.90
OCT 19	1.95	1.92	1.89	1.89	1.87
NOV 19	1.93	1.91	1.89	1.89	1.88

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

## INTERNATIONAL DAIRY MARKET NEWS - EUROPE

Information gathered September 16 - 27, 2019

Prices are U.S. \$/MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

## WESTERN OVERVIEW

Early indications are that September milk production in much of Western Europe is in a typical pattern of seasonally declining. Early observations in Germany suggest that it bucked the normal seasonal pattern with a weekly increase before the general decline resumed. Some observers believe the late August heat will have yielded a decline over August last year when official August data is released. The return to better weather in September seems to have slowed the decline in many countries, rather than result in an increase.

European Union milk production during July this year was up 0.5 percent from milk production during July last year. Milk production this year January – July, is up 0.3 percent from the same period in 2018, according to Eurolait. The overall increase occurred notwithstanding decreases in most of the top milk producing countries. The aggregate increase was achieved due to increases in smaller milk producing countries. While YTD milk production has lagged early 2019 expectations, a mitigating factor is that for the first half of 2019, on a milksolids basis, EU milkfat increased 1.1 percent from last year and protein increased 1.4 percent. This has contributed to increased production of butter, cheese and SMP in the EU during 2019.

Milk production results in the top five producing countries for 2019 are shown in the following table, with countries listed in descending order from most, to less, milk production.

## 2019 Western European Milk Production

<u>Country</u>	<u>Percent Change</u>	
	<u>July</u>	<u>YOY YTD</u>
Germany	1.2	-0.7
France	-0.8	-1.1
United Kingdom	+2.7	+2.8
Netherlands	-1.5	-2.6
Italy	-0.3	-1.1

Some cheese buyers with contracts have been rebuffed in attempts to increase short term deliveries beyond contracted volumes. Existing contracts are being filled but generally there is not any more cheese available for customers who ask. Most current cheese production is committed. In Western Europe, consumer demand and industrial demand is strong. Exports are very robust. Cheese manufacturers are limited by seasonally decreasing milk supplies.

European Union cheese production during July this year was up 0.8 percent from cheese production during July last year. Cheese production this year January – July, increased 0.2 percent from the same period in 2018, according to Eurolait. Results in the top four producing countries for 2019 are shown in the following table, with countries listed in descending order from most, to less, cheese production.

## 2019 Western European Cheese Production

<u>Country</u>	<u>Percent Change</u>	
	<u>July</u>	<u>YOY YTD</u>
Germany	+1.9	+1.8
France	+1.1	-0.4
Italy	+4.7	+0.5
Netherlands	-4.5	+3.2

EU cheese exports January - July 2019, 496,903 MT, increased 2 percent from January - July 2018, according to Eurostat.

## EU Cheese Exports – Top 3 Destinations

<u>Destination</u>	<u>MT</u>	<u>Percent Change</u>
	<u>Jan.-July 2019</u>	<u>Jan.-July 2019/2018</u>
USA	76,473	+7
Japan	66,750	+5
Switzerland	36,901	+1

## EASTERN OVERVIEW

Milk and cheese production for some top Eastern European member states of the European Union are shown below. The data is from Eurostat.

## 2019 EU Eastern European Milk Production

<u>Country</u>	<u>Percent Change</u>	
	<u>July</u>	<u>YOY YTD</u>
Poland	+1.0	+2.1
Czech Republic	-0.2	+0.8
Hungary	+1.0	+0.7
Lithuania	-0.9	-0.4

## 2019 EU Eastern European Cheese Production

<u>Country</u>	<u>Percent Change</u>	
	<u>July</u>	<u>YOY YTD</u>
Poland	+3.7	+0.7
Czech Republic	+2.6	-1.1
Hungary	+16.7	+15.8
Lithuania	+0.3	-5.8

## BUTTER/BUTTEROIL

Prices for butter in Western Europe are mixed. Butteroil prices are mixed, weaker at the low end of the price range, but higher at the top.

Demand for Western European butter has been strong. Orders have increased. Interest for future delivery is stronger than immediate needs. However, contracting discussions for early 2020 finds some buyers taking a wait and see approach even as other buyers decide to close deals.

Most buyers seem to be stocked for immediate demand. Butter pricing also moved higher due to non-butter demand for cream. There is some competition for cream and butter manufacturers are facing upward price pressure. Mostly they pay to get cream because making butter remains profitable.

Western Europe, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 3,825 - 4,125

Western Europe, 99% Butterfat, Free on Board - Port Butteroil  
Price Range - \$/MT: 4,825 - 5,775

CONTINUED ON PAGE 8A

## INTERNATIONAL DAIRY MARKET NEWS - EUROPE

Information gathered September 16 - 27, 2019

Prices are U.S. \$/MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

## CONTINUED FROM PAGE 8

## Secondary Sourced Information:

European Union butter production January – July, 2019, increased 2.2 percent from the same period in 2018, according to Eurolait. Results in the top five producing countries for 2019 are shown in the following table, with countries listed in descending order from most, to less, butter production.

## 2019 European Butter Production

Country	Percent Change July YOY YTD	
Germany	+3.6	+3.3
France	+6.4	-2.2
Ireland	+18.1	+12.8
Poland	+6.3	-0.6
United Kingdom	+10.0	+16.9

EU butter exports January - July 2019, 92,504 MT, increased 19 percent from January - July 2018, according to Eurostat.

## EU BUTTER EXPORTS – TOP 3 DESTINATIONS

DESTINATION	MT Jan.-July 2019	PERCENT CHANGE Jan.-July 2019/2018
USA	21,984	+45
Japan	6,086	+57
China	5,620	+13

## SKIM MILK POWDER

Prices for skim milk powder in Western Europe are stronger.

Demand for Western European SMP is strong. Even with substantial contracting already having been completed for some time, inquiries continue to be made for deliveries for Q4. Sometimes the inquiries are from customers already contracted. Manufacturers are significantly committed for near term production so it can be difficult to accommodate even good customers. This is exacerbated by the reality of disappointingly lower milk production growth during 2019, limiting SMP production.

While discussions about contracts for 2020 delivery continue, there is more evidence of a wait and see attitude from potential buyers. Factors cited are price uncertainty and raw material availability.

Export demand is strong and persistent. New inquiries continue to be received. Unless SMP manufacturers are able to increase output, it seems unlikely that all potential buyers seeking late 2019 delivery can be accommodated.

Prices for: Europe, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,375 - 2,525

## Secondary Sourced Information:

European Union SMP production January – July, 2019, increased 0.5 percent from the same period in 2018, according to Eurolait. Results in the top four producing countries for 2019 are shown in

the following table, with countries listed in descending order from most, to less, SMP production.

## 2019 European SMP Production

Country	Percent Change July YOY YTD	
France	-0.1	+5.3
Germany	-9.3	-9.5
Belgium	-10.4	-1.0
Poland	-16.7	-0.8

EU SMP exports January - July 2019, 606,133 MT, increased 28 percent from January - July 2018, according to Eurostat.

## EU SMP EXPORTS – TOP 3 DESTINATIONS

DESTINATION	MT Jan.-July 2019	PERCENT CHANGE Jan.-July 2019/2018
China	80,244	+66
Algeria	64,518	-30
Indonesia	54,713	+98

## DRY WHEY

Whey prices in Western Europe are mixed, unchanged at the low end of the price range, but higher at the top. Pricing is mixed in different countries, which contributes to the wider range.

Whey markets are at a price point where most buyers will lock in deals as needed without hesitation that prices might weaken if they hold back.

Prices for: Western Europe, All First Sales, Free on Board - Port, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/MT: 650 - 1,000

## Secondary Sourced Information:

EU whey exports January - July 2019, 401,000 MT, decreased 0.4 percent from January - July 2018, according to CLAL data made available to USDA.

## EU WHEY EXPORTS – TOP 3 DESTINATIONS

DESTINATION	MT Jan.-July 2019	PERCENT CHANGE Jan.-July 2019/2018
China	113,173	+9.0
Indonesia	45,433	-13.7
Malaysia	34,699	-5.9

CONTINUED ON PAGE 8B

## INTERNATIONAL DAIRY MARKET NEWS - EUROPE

Information gathered September 16 - 27, 2019

Prices are U.S. \$/MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

## CONTINUED FROM PAGE 8A

## WHOLE MILK POWDER

Prices for whole milk powder in Western Europe are higher.

Even with stronger prices, participants refer to the current market as calm. Most focus for producers is on EU internal markets. These markets tend to be quite consistent as to demand, timing, and source preferences. Relationships often have some longevity. There is more uncertainty from export customers. With exports being a lesser focus for EU WMP production, that mitigates the impact of global markets.

Prices for: Europe, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder  
Price Range - 26% Butterfat; \$/MT: 3,175 - 3,375

Information for the period September 16 - 27, 2019, issued biweekly

Secondary Sourced Information:

European Union WMP production January – July, 2019, decreased 3.6 percent from the same period in 2018, according to Eurolait. Results in the top four producing countries for 2019 are shown in the following table, with countries listed in descending order from most, to less, WMP production.

## 2019 European WMP Production

Country	Percent Change	
	July YOY	YTD
Netherlands	+5.6	-3.6
Germany	-6.0	-4.7
France	-13.9	-6.8
Denmark	+1.6	-3.4

EU WMP exports January - July 2019, 172,445 MT, decreased 19 percent from January - July 2018, according to Eurostat.

## EU WMP EXPORTS – TOP 3 DESTINATIONS

DESTINATION	MT	PERCENT CHANGE
	Jan.-July 2019	Jan.-July 2019/2018
Oman	29,531	-16
China	10,131	-24
Kuwait	9,043	+4



## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered September 16 - 27, 2019

Prices are U.S. \$/MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

## OCEANIA DAIRY MARKET OVERVIEW

**AUSTRALIA:** As Australia moves closer to the seasonal milk production peak, expected in a few weeks, there is some tempered optimism. Milk pay prices are at a level that seems to be encouraging some producers in areas with less need to purchase water and feed, to work toward higher milk production. Competition among dairy processors for milk has led to offering higher milk pay prices. There also is some evidence of cows being moved from northern regions to southern regions with less need for irrigation. That too, could help boost milk production, or perhaps more realistically, slow the decline.

So much depends on weather and water. Continued dry conditions will depress milk production in some regions. There is a more hopeful outlook for parts of Victoria, Gippsland, Tasmania, and Western Australia. Overall, observers note that Australia will remain a net surplus manufacturer of dairy products. Disappointing milk supplies however, may limit the volumes of net exports for the season.

**NEW ZEALAND:** August 2019 New Zealand milk production reported by DCANZ was 1,394 million MT, up 0.8 percent from August 2018 milk production, 1,383 million MT. August 2019 milk solids, 119,066 million kg, are up 2.2 percent from August 2018, 116,478 million kg. New Zealand milk production is near the seasonal peak.

The previously delayed announcement by a large dairy cooperative in New Zealand of final financial results for the recently ended milk season is expected this week. That will result in determination of the final milk price for last season. Many observers are not expecting particularly good results. Recent news of large write downs lingers. The delay in reporting also caused concerns. Another factor is that some agricultural lenders in New Zealand have been striving to reduce financial exposure to agriculture. That has made credit tighter and resulted in pressure to accelerate repaying principal.

Some observers report a recent cold snap in New Zealand, so it still feels quite wintery. Pastures still seem to be in good shape, so they expect September to be decent in terms of production when final results are released.

## BUTTER/BUTTEROIL

Oceania butter prices are higher. Buying interest is diverse, for near term deliveries as well as through 2019 and into 2020. With regional milk production near seasonal peaks, and butter plants maintaining active production schedules, many buyers are comfortable with locking in commitments. Stronger pricing has been evident through September, leading some buyers to feel it is advisable to get what they can at current prices. The concern is that prices may keep rising when seasonal milk production declines.

Oceania, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 4,150 - 4,250

Information for the period September 16 - 27, 2019, issued biweekly

Secondary Sourced Information:

This week Dairy Australia released final manufactured dairy product data for the July 2018– June 2019 season. Butter production, 40,567 MT, was 31.8 percent lower than the previous season. Production

every month was lower than the corresponding month of the previous season.

At GDT event 244 on September 17, the butter all contracts price, \$4,129, increased 2.7 percent.

## SKIM MILK POWDER

Prices for skim milk powder in Oceania are higher. Manufacturing volumes remain lower than they are expected to be in coming months. Some of the price strength is attributed to buyers with specific preferences for sourcing in Oceania. Buyers not leaning toward Oceania sourcing may be looking elsewhere to find lower pricing.

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,600 - 2,750

Secondary Sourced Information:

This week Dairy Australia released final manufactured dairy product data for the July 2018 – June 2019 season. SMP production, 176,573 MT, was 7.5 percent lower than the previous season.

At GDT event 244 on September 17, the SMP all contracts price, \$2,599, increased 3.4 percent.

## CHEESE

Cheddar prices in Oceania are mixed, weaker at the low end of the price range, but steady at the top. Cheese manufacturers are believed to have received a bit more milk than had been expected, leading to slightly higher production than expected. That was a factor in the lower range price reaction. Nevertheless, cheese production is still lighter than it is expected to be in coming months. Buyers are receiving the cheese they want. There is good export interest.

Prices for: Oceania Cheese, Cheddar, 39% Maximum Moisture, Free on Board - Port,  
Price Range - \$/MT: 3,750 - 3,950

Secondary Sourced Information:

This week Dairy Australia released final manufactured dairy product data for the July 2018– June 2019 season. Cheese production, 362,895 MT, was 0.9 percent higher than the previous season.

At GDT event 244 on September 17, the cheddar all contracts price, \$3,846, increased 0.4 percent.

CONTINUED ON PAGE 8D

---

**INTERNATIONAL DAIRY MARKET NEWS - OCEANIA**

Information gathered September 16 - 27, 2019

Prices are U.S. \$/MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

---

**CONTINUED FROM PAGE 8C****WHOLE MILK POWDER**

Whole milk powder prices in Oceania are stronger. Some buyers are looking harder for near term deliveries which are available, but not as much for deliveries in coming months. There is also more widespread steady activity finalizing contracts through Q4. With seasonal milk production nearing the high, most WMP plants are producing good volumes of WMP.

With pricing expected to remain in a generally steady range, buyers are making deals as they are motivated or need supplies. Manufacturers are happy to close deals. Export interest is very active. Contracts are being finalized. Many discussions are ongoing.

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder

Price Range - 26% Butterfat; \$/MT: 3,100 - 3,250

**Secondary Sourced Information:**

This week Dairy Australia released final manufactured dairy product data for the July 2018 – June 2019 season. WMP production, 47,534 MT, was 42.2 percent lower than the previous season. Production every month except one was lower than the corresponding month of the previous season.

At GDT event 244 on September 17, the WMP all contracts price, \$3,133, increased 1.9 percent.

---

**INTERNATIONAL DAIRY MARKET NEWS - SOUTH AMERICA**

Information gathered September 16 - 27, 2019

Prices are U.S. \$/MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

---

**SOUTH AMERICA OVERVIEW**

Milk production at the farm level is generally improving throughout Brazil and the rest of the Southern Cone region as most part of the southern hemisphere transition from winter to spring season. Temperatures are becoming more comfortable to dairy cows, boosting their milk yields. Fair/good quality feed grains supplies are readily available for most dairy farmers in the region. However, forage conditions are reported as weak due to the dry climate in the zone. While farm prices remain relatively high, they are not enough to cover all operating costs, according to several dairy farm operators. Milk intakes are more than adequate to cover most manufacturing needs. However, the domestic consumption of dairy products, particularly in Argentina, continues to decline over time. Therefore, as a business alternative, some processors are looking to sell abroad, outside the Mercosur bloc.

---

**SKIM MILK POWDER**

Currently, most balancing plant managers in the Southern Cone region of South America are prioritizing the production of whole milk powder (WMP) over skim milk powder (SMP). Drying schedules of condensed skim milk are limited and strictly committed to cover contractual needs. During the past two weeks, regional SMP export prices shifted up on light trading.

Prices for: South America, All First Sales, Free on Board - Port,  
Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 2,450 - 2,700

**Secondary Sourced Information:**

At the GDT Event 244 on September 17, skim milk powder (SMP) prices across all contract periods averaged \$2,599 per metric ton, up 3.4 percent from the last event.

---

**WHOLE MILK POWDER**

In the Southern Cone region of South America, free on board export prices for whole milk powder (WMP) adjusted higher, in line with recent upward pricing trends for WMP in some offshore auctions. The market undertone is firmer as WMP supply is below the immediate need from buyers. The production of WMP is active, prompted by higher farm milk outputs, while inventory levels vary from plant to plant.

Prices for: South America, All First Sales, Free on Board - Port,  
Conventional, and Edible Whole Milk Powder  
Price Range - 26% Butterfat; \$/MT: 2,950 - 3,350

**Secondary Sourced Information:**

At the GDT Event 244 on September 17, whole milk powder (WMP) prices across all contract periods averaged \$3,133 per metric ton, up 1.9 percent from the last event.

## 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

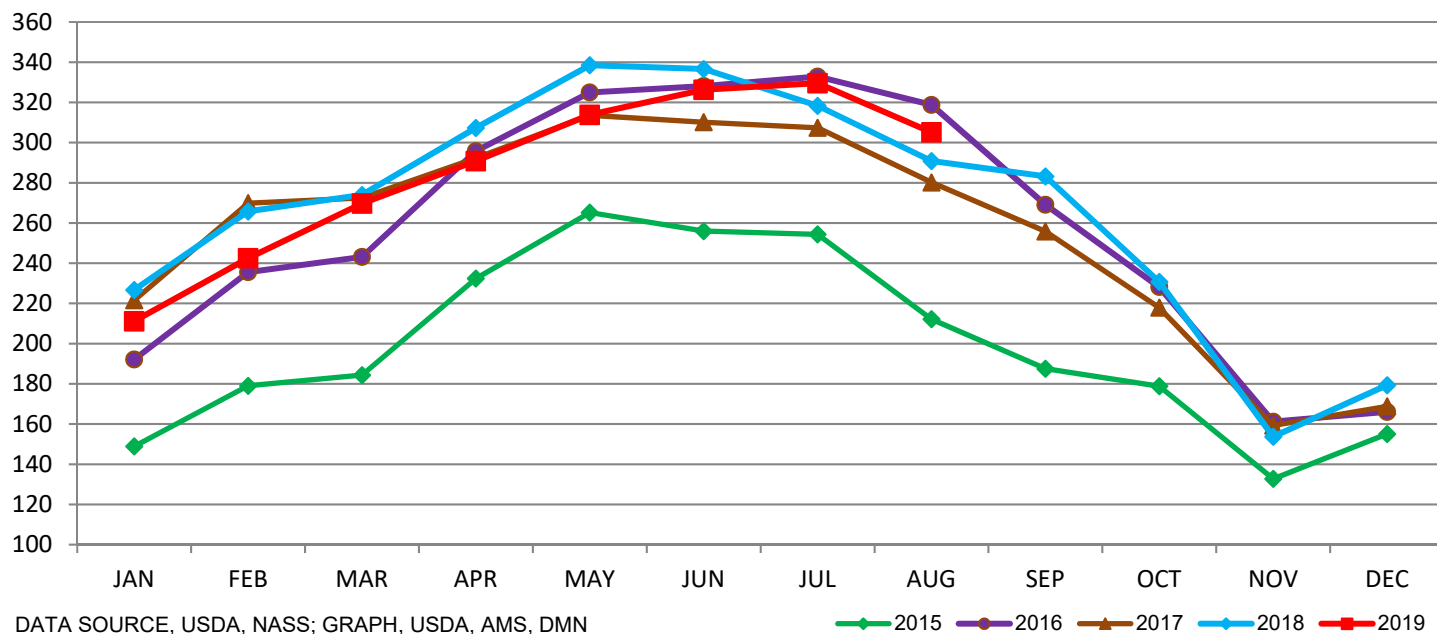
U.S. HOLDINGS OF DAIRY PRODUCTS						
COMMODITY	JULY 31, 2017	JULY 31, 2018	REVISED JULY 31, 2019	AUG 31, 2017	AUG 31, 2018	AUG 31, 2019
Butter	307,359	318,325	329,595	280,194	290,851	305,123
Cheese, Natural American	831,538	823,342	774,786	800,994	787,435	768,202
Cheese, Swiss	27,009	32,189	27,203	26,831	31,211	26,940
Cheese, Other Natural	510,959	557,449	560,386	505,726	541,843	567,938
Total Cheese	1,369,506	1,412,980	1,362,375	1,333,551	1,360,489	1,363,080

AUGUST STORAGE HOLDINGS BY REGION									
REGION	Natural American Cheese			Butter *			Other Natural Cheese		
	2017	2018	2019	2017	2018	2019	2017	2018	2019
New England	66,019	66,748	70,744				607	760	955
Middle Atlantic	57,671	63,823	79,442				15,969	18,938	15,214
East North Central	349,665	333,649	334,663				336,012	371,683	366,095
West North Central	118,910	140,196	110,699				47,638	46,916	49,140
South Atlantic	476	826	265				34,210	26,982	38,442
East South Central	13,943	11,940	9,977				16,276	13,445	35,419
West South Central	18,212	10,130	4,114				1,508	1,190	1,462
Mountain	51,094	54,986	51,046				6,269	2,716	2,682
Pacific	125,004	105,137	107,252				47,237	59,213	58,529
TOTAL	800,994	787,435	768,202	280,194	290,851	305,123	505,726	541,843	567,938

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

MILLION POUNDS

## Butter Cold Storage Holdings



## Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders, June 2019, With Comparisons

In June 2019, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$17.45 per cwt, up \$0.06 from the May 2019 average and up \$1.72 from the June 2018 average (without California). When compared to the previous month, the June mailbox prices increased in 15 Federal milk order reporting areas and decreased in 4 Federal milk order reporting areas. Price changes from the previous month ranged from an increase of \$0.51 in the Appalachian States reporting area to a decrease of \$0.28 per cwt in the Iowa reporting area, averaging an increase of \$0.13 per cwt over all Federal milk order reporting areas (excluding California). Mailbox prices in June 2019 ranged from \$15.75 in New Mexico to \$19.16 in Florida. The component tests of producer milk in June 2019 were: butterfat, 3.80%; protein, 3.09%; and other solids, 5.79%. 2019 monthly mailbox statistics are not yet available for the California Order (see footnote 12).

Reporting Area <sup>1</sup>	Mailbox Milk Price <sup>2</sup>		
	Jun 2018	May 2019	Jun 2019
	<i>(dollars per hundredweight)</i>		
New England States <sup>3</sup>	17.15	18.56	18.74
New York	16.01	17.52	17.70
Eastern Pennsylvania <sup>4</sup>	15.70	17.19	17.50
Appalachian States <sup>5</sup>	16.37	17.45	17.96
Southeast States <sup>6</sup>	16.29	17.69	18.03
Southern Missouri <sup>7</sup>	15.86	17.25	17.47
Florida	17.97	18.73	19.16
Western Pennsylvania <sup>8</sup>	15.87	17.50	17.72
Ohio	15.44	17.24	17.40
Indiana	14.90	17.12	17.17
Michigan	14.07	16.06	16.23
Wisconsin	16.25	17.92	17.67
Minnesota	15.94	18.15	17.98
Iowa	16.01	17.98	17.70
Illinois	15.79	17.89	17.80
Corn Belt States <sup>9</sup>	14.66	16.17	16.28
Western Texas <sup>10</sup>	15.47	17.08	17.25
New Mexico	14.01	15.63	15.75
Northwest States <sup>11</sup>	16.40	17.85	17.94
California <sup>12</sup>	15.17	NA	NA
All Federal Order Areas <sup>13</sup>	15.73	17.39	17.45

\* Revised. <sup>1</sup> Areas for which prices are reported for at least 75% of the milk marketed under Federal milk orders. <sup>2</sup> Net pay prices received by dairy farmers for milk. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are weighted averages of the prices reported for all orders receiving milk from the reporting area and are reported at the average butterfat tests. Prices include, for the most part, the assessment under the Cooperatives Working Together (CWT) program. <sup>3</sup> Includes Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont. <sup>4</sup> Includes all counties to the east of those listed in <sup>8</sup>. <sup>5</sup> Includes Kentucky, North Carolina, South Carolina, Tennessee, and Virginia. <sup>6</sup> Includes Alabama, Arkansas, Georgia, Louisiana, and Mississippi. <sup>7</sup> Includes the counties Vernon, Cedar, Polk, Dallas, Laclede, Texas, Dent, Crawford, Washington, St. Francois, and Perry, and all those to the south of these. <sup>8</sup> Includes the counties of Warren, Elk, Clearfield, Indiana, Westmoreland, and Fayette, and all those counties to the west of these. <sup>9</sup> Includes Kansas, Nebraska, and the Missouri counties to the north of those listed in <sup>7</sup>. <sup>10</sup> Includes all counties to the west of Fanin, Hunt, Van Zandt, Henderson, Houston, Cherokee, Nacogdoches, and Shelby. <sup>11</sup> Includes Oregon and Washington. <sup>12</sup> The California Federal Milk Marketing Order became effective on November 1, 2018. Prior to November 2018, the CA mailbox price was calculated by the California Department of Food and Agriculture. 2019 monthly mailbox data are not yet available for the California Federal Milk Marketing Order. <sup>13</sup> Weighted average of prices for all reporting areas (excluding California).



## Market Summary and Utilization Report, August 2019

**Highlights:** During August 13.8 billion pounds of milk were received from Federally pooled producers. This volume of milk is 1.8 percent higher than the August 2018 volume. Regulated handlers pooled 3.7 billion pounds of producer milk as Class I products, down 2.8 percent when compared to the previous year. Class I utilization decreased from last year in 7 Federal Milk Order Marketing areas and increased in 3 Federal Milk Order Marketing areas (not counting California). The all-market average Class utilization percentages were: Class I = 27%, Class II = 12%, Class III = 41%, and Class IV = 20%. The weighted average statistical uniform price was \$18.36 per cwt, \$0.16 higher than last month and \$2.68 higher than last year.

Federal Milk Order Marketing Area <sup>1</sup>	Order Number	Receipts of Producer Milk		Utilization of Producer Milk in Class I	
		Total	Change from Prev. Year	Total	Change from Prev. Year
		(million lbs)	(percent)	(million lbs)	(percent)
Northeast (Boston)	001	2,236.9	-1.4	678.9	-3.9
Appalachian (Charlotte)	005	465.6	-1.7	339.3	-1.1
Florida (Tampa)	006	215.0	<sup>2</sup>	184.4	2.7
Southeast (Atlanta)	007	405.2	-3.7	298.3	-6.3
Upper Midwest (Chicago)	030	3,172.8	7.6	223.0	-12.0
Central (Kansas City)	032	1,328.4	-0.9	391.4	-4.3
Mideast (Cleveland)	033	1,656.5	-2.5	551.7	0.4
California (Los Angeles) <sup>4</sup>	051	1,872.4	NA	442.6	NA
Pacific Northwest (Seattle)	124	784.4	23.3	140.2	-8.1
Southwest (Dallas)	126	1,287.2	0.1	358.9	-0.7
Arizona (Phoenix)	131	384.3	-4.5	107.1	0.7
All Market Total or Average <sup>3</sup>		13,808.6	1.8 <sup>5</sup>	3,715.8	-2.8 <sup>5</sup>

NA - Not available; California Federal Milk Order began operating in November 2018. <sup>1</sup> Each name in parentheses is the major city in the principal pricing point of the market. <sup>2</sup> The Total Receipts percent change from the previous year is less than 1 percent. <sup>3</sup> Averages are the weighted average percent change. <sup>4</sup> The California Federal Milk Order became effective November 1, 2018. <sup>5</sup> Percent changes from previous year include the addition of the California Federal Milk Order. The percent changes excluding California Federal Milk Order data from 2019 would be 2.1. and -3.2, respectively.

Federal Milk Order Marketing Area <sup>1</sup>	Order Number	Utilization of Producer Milk in All Classes <sup>2</sup>				Uniform Price <sup>3</sup>
		Class I	Class II	Class III	Class IV	
		(percent) <sup>2</sup>				(\$ per cwt)
Northeast (Boston)	001	30	25	27	17	18.97
Appalachian (Charlotte)	005	73	15	4	7	20.34
Florida (Tampa)	006	86	13	1	<sup>4</sup>	22.48
Southeast (Atlanta)	007	74	16	7	4	20.85
Upper Midwest (Chicago)	030	7	5	84	4	17.75
Central (Kansas City)	032	29	11	40	20	17.85
Mideast (Cleveland)	033	33	20	32	14	18.20
California (Los Angeles) <sup>5</sup>	051	24	7	12	57	17.84
Pacific Northwest (Seattle)	124	18	5	40	37	17.60
Southwest (Dallas)	126	28	9	43	21	18.69
Arizona (Phoenix)	131	28	9	37	27	18.11
All Market Total or Average		27	12	41	20	18.36

<sup>1</sup> Each name in parentheses is the major city in the principal pricing point of the market. <sup>2</sup> Totals may not add to 100 percent due to rounding. Averages are weighted averages. <sup>3</sup> Statistical uniform prices for component pricing orders (Class III price plus producer price differential). For other orders, uniform skim milk price times 0.965 plus uniform butterfat price times 3.5. <sup>4</sup> Class IV Utilization for the Florida Order was less than 1 percent. <sup>5</sup> The California Federal Milk Order became effective November 1, 2018.

**September 2019 Highlights:** U.S. simple average retail prices are: \$3.35 per gallon for conventional whole milk, \$3.27 per gallon for conventional reduced fat 2% milk, \$4.04 per half gallon organic whole milk, and \$4.04 per half gallon organic reduced fat 2% milk.

**Retail Prices for Conventional Whole Milk,  
Average of Three Outlets, Selected Cities, by Months, 2019 <sup>1,2</sup>**

City and State <sup>2</sup>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per gallon)</i>												
Atlanta, GA	3.64	3.36	3.79	3.39	3.39	3.39	3.39	3.26	3.52				3.46
Baltimore, MD	3.70	3.70	3.70	3.70	3.70	3.70	3.70	3.70	3.70				3.70
Boston, MA	3.25	3.24	3.26	3.27	3.27	3.28	3.28	3.24	3.20				3.25
Chicago, IL	3.99	3.99	3.92	4.09	4.09	4.09	4.02	4.02	4.02				4.03
Cincinnati, OH	2.09	2.26	2.26	2.36	2.39	2.32	2.32	2.22	2.69				2.32
Cleveland, OH	3.12	3.12	3.12	3.12	2.82	2.82	2.82	2.82	2.82				2.95
Dallas, TX	2.35	2.42	2.39	2.49	2.49	2.32	2.19	2.19	2.25				2.34
Denver, CO	3.14	3.16	3.19	3.29	3.29	3.22	3.19	3.22	3.26				3.22
Detroit, MI	2.69	2.66	2.72	2.76	2.76	2.82	2.89	2.89	2.89				2.79
Hartford, CT	3.64	3.64	3.63	3.58	3.24	3.27	3.28	3.30	3.40				3.44
Houston, TX	3.22	3.30	3.33	3.06	2.89	3.02	2.92	2.59	2.59				2.99
Indianapolis, IN	2.19	2.22	2.22	2.22	2.29	2.39	2.39	2.32	2.32				2.28
Kansas City, MO	4.08	4.19	4.09	4.06	4.19	4.31	4.28	4.32	4.39				4.21
Louisville, KY	1.82	1.82	1.99	1.99	1.99	1.99	1.99	2.16	2.22				2.00
Miami, FL	3.96	3.91	3.91	4.00	4.00	3.88	3.88	3.89	3.81				3.92
Milwaukee, WI	3.56	3.56	3.56	3.66	3.66	3.72	3.72	3.79	3.76				3.67
Minneapolis, MN	3.96	3.96	3.79	3.96	3.96	3.82	4.09	4.09	4.09				3.97
New Orleans, LA	3.79	3.78	3.78	3.84	3.91	3.89	3.88	3.88	4.10				3.87
New York, NY	3.70	3.70	3.69	3.76	3.76	3.77	3.77	3.68	3.78				3.73
Oklahoma City, OK	3.14	3.12	3.12	3.12	3.19	3.19	3.12	3.19	3.16				3.15
Philadelphia, PA	3.82	3.84	3.89	3.89	3.96	4.00	3.89	3.84	4.25				3.93
Phoenix, AZ	2.42	2.42	2.49	2.52	2.52	2.42	2.56	2.56	2.36				2.47
Pittsburgh, PA	3.79	3.74	3.77	3.81	3.95	3.98	3.98	4.14	4.22				3.93
Portland, OR	3.49	3.49	3.56	3.56	3.56	3.56	3.56	3.46	3.59				3.54
Seattle, WA	3.42	3.42	3.42	3.32	3.42	3.42	3.62	3.62	3.62				3.48
St. Louis, MO	3.26	3.62	3.62	3.62	3.62	3.69	3.69	3.69	3.69				3.61
Syracuse, NY	2.84	2.84	2.84	2.74	2.91	2.84	2.98	2.96	3.16				2.90
Washington, DC	3.82	3.82	3.79	3.79	3.79	3.82	3.79	3.82	3.79				3.80
Wichita, KS	2.26	2.32	2.36	2.36	2.36	2.46	2.36	2.36	2.36				2.36
Simple Average <sup>3</sup>	3.25	3.26	3.28	3.29	3.29	3.29	3.29	3.28	3.35				3.29

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains and the largest convenience store chain are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> The California Order became effective November 1, 2018. Retail price data for select cities in California are not yet available. <sup>3</sup> Simple average of monthly prices.

**Retail Prices for Conventional Reduced Fat (2%) Milk,  
Average of Three Outlets, Selected Cities, by Months, 2019<sup>1, 2</sup>**

City and State <sup>2</sup>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per gallon)</i>												
Atlanta, GA	3.98	3.36	3.79	3.39	3.39	3.39	3.39	3.26	3.52				3.50
Baltimore, MD	3.62	3.53	3.53	3.61	3.53	3.46	3.61	3.47	3.61				3.55
Boston, MA	3.19	3.18	3.25	3.25	3.26	3.28	3.26	3.21	3.19				3.23
Chicago, IL	3.89	3.89	3.82	3.99	3.99	3.99	3.92	3.92	3.92				3.93
Cincinnati, OH	2.09	2.26	2.26	2.36	2.36	2.32	2.32	2.22	2.69				2.32
Cleveland, OH	3.12	3.12	3.12	3.12	2.82	2.82	2.82	2.82	2.82				2.95
Dallas, TX	2.35	2.42	2.39	2.49	2.49	2.32	2.19	2.19	2.25				2.34
Denver, CO	3.14	3.16	3.19	3.29	3.29	3.22	3.19	3.22	3.26				3.22
Detroit, MI	2.62	2.59	2.66	2.69	2.69	2.76	2.82	2.82	2.82				2.72
Hartford, CT	3.56	3.56	3.55	3.50	3.19	3.19	3.24	3.23	3.32				3.37
Houston, TX	3.22	3.30	3.33	3.06	2.89	3.02	2.92	2.59	2.59				2.99
Indianapolis, IN	2.19	2.06	2.22	2.22	2.29	2.39	2.39	2.32	2.32				2.27
Kansas City, MO	3.82	3.96	3.89	3.86	3.96	3.98	4.01	4.08	4.11				3.96
Louisville, KY	1.82	1.82	1.99	1.99	1.99	1.99	1.99	2.16	2.22				2.00
Miami, FL	3.96	3.91	3.91	4.00	4.00	3.88	3.88	3.78	3.81				3.91
Milwaukee, WI	3.46	3.46	3.46	3.56	3.56	3.62	3.62	3.69	3.66				3.57
Minneapolis, MN	3.96	3.96	3.79	3.96	3.96	3.82	4.09	4.06	4.09				3.97
New Orleans, LA	3.79	3.78	3.78	3.84	3.91	3.89	3.88	3.88	4.10				3.87
New York, NY	3.70	3.70	3.68	3.74	3.74	3.75	3.76	3.66	3.76				3.72
Oklahoma City, OK	3.01	3.06	2.96	2.99	3.02	3.02	3.06	3.12	3.09				3.04
Philadelphia, PA	3.56	3.59	3.64	3.64	3.69	3.73	3.64	3.59	3.97				3.67
Phoenix, AZ	2.42	2.42	2.49	2.52	2.69	2.42	2.56	2.56	2.36				2.49
Pittsburgh, PA	3.56	3.49	3.53	3.55	3.69	3.71	3.71	3.86	3.95				3.67
Portland, OR	3.26	3.26	3.32	3.32	3.32	3.32	3.32	3.22	3.39				3.30
Seattle, WA	3.42	3.42	3.42	3.32	3.42	3.42	3.62	3.62	3.62				3.48
St. Louis, MO	3.19	3.52	3.52	3.52	3.52	3.55	3.62	3.62	3.62				3.52
Syracuse, NY	2.78	2.78	2.78	2.66	2.58	2.44	2.57	2.49	2.69				2.64
Washington, DC	3.82	3.82	3.79	3.79	3.79	3.82	3.79	3.82	3.79				3.80
Wichita, KS	2.32	2.26	2.36	2.36	2.36	2.46	2.36	2.36	2.36				2.36
Simple Average	3.20	3.19	3.22	3.23	3.22	3.21	3.23	3.20	3.27				3.22

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains and the largest convenience store chain are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> The California Order became effective November 1, 2018. Retail price data for select cities in California is not yet available. <sup>3</sup> Simple average of monthly prices.

**Retail Prices for Organic Whole Milk,  
Average of Two Outlets, Selected Cities, by Months, 2019 <sup>1, 2</sup>**

City and State <sup>2</sup>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	3.44	3.44	3.44	3.44	3.27	3.27	3.27	3.27	3.57				3.38
Baltimore, MD	4.59	4.59	4.60	4.89	4.59	4.89	4.59	4.59	4.59				4.66
Boston, MA	3.84	3.84	3.84	3.84	3.84	3.89	3.72	3.72	3.72				3.81
Chicago, IL	4.89	4.89	4.74	4.74	4.74	4.74	4.49	4.49	4.49				4.69
Cincinnati, OH	3.29	3.29	3.29	3.29	3.29	3.29	3.14	3.29	3.29				3.27
Cleveland, OH	3.99	3.99	3.99	3.99	3.79	3.79	3.79	3.79	3.79				3.88
Dallas, TX	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21				3.21
Denver, CO	3.49	3.49	3.29	3.49	3.49	3.29	3.39	3.29	3.29				3.39
Detroit, MI	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29				3.29
Hartford, CT	3.53	3.53	3.53	3.68	3.53	3.53	3.53	3.53	3.68				3.56
Houston, TX	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14				3.14
Indianapolis, IN	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15				3.15
Kansas City, MO	4.14	4.14	4.14	4.14	4.14	4.38	4.48	4.38	4.43				4.26
Louisville, KY	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.10				3.14
Miami, FL	4.21	4.21	4.21	4.70	4.70	4.21	4.21	4.21	4.21				4.32
Milwaukee, WI	4.89	*4.89	4.89	4.89	4.89	4.89	4.89	5.04	5.29				4.95
Minneapolis, MN	4.69	4.69	4.54	4.54	4.64	4.54	4.54	4.54	4.39				4.57
New Orleans, LA	4.84	4.84	4.84	4.99	4.99	4.99	4.99	4.49	4.49				4.83
New York, NY	4.15	4.15	4.15	4.15	4.15	4.15	3.74	3.74	3.74				4.01
OklahomaCity OK	5.23	5.23	5.23	5.23	4.63	4.63	4.63	4.63	4.63				4.90
Philadelphia, PA	4.69	4.69	4.69	4.69	4.69	4.69	4.69	4.69	4.69				4.69
Phoenix, AZ	3.89	3.89	3.89	3.89	3.89	3.89	3.89	3.89	3.89				3.89
Pittsburgh, PA	5.49	5.49	5.49	5.49	5.59	5.59	5.59	5.59	5.84				5.57
Portland, OR	4.64	4.64	4.64	4.39	4.79	4.79	4.79	4.39	4.39				4.61
Seattle, WA	3.54	3.54	3.54	3.54	3.49	3.54	3.54	3.44	3.49				3.52
St. Louis, MO	5.54	5.54	5.54	5.89	5.89	5.59	5.79	5.79	5.79				5.71
Syracuse, NY	4.41	4.24	4.24	4.24	4.39	4.24	4.24	4.24	4.39				4.29
Washington, DC	4.14	4.14	4.14	4.14	5.02	4.05	4.14	4.14	4.14				4.23
Wichita, KS	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15				3.15
Simple Average	4.09	*4.09	4.07	4.12	4.12	4.07	4.04	4.01	4.04				4.07

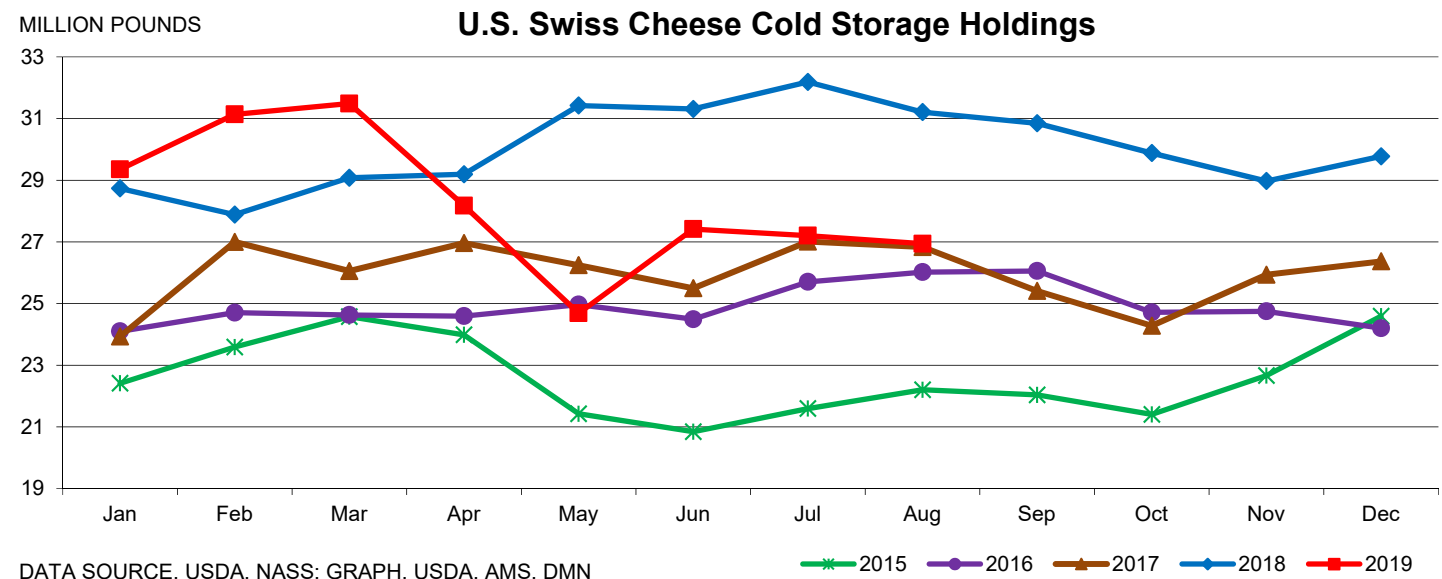
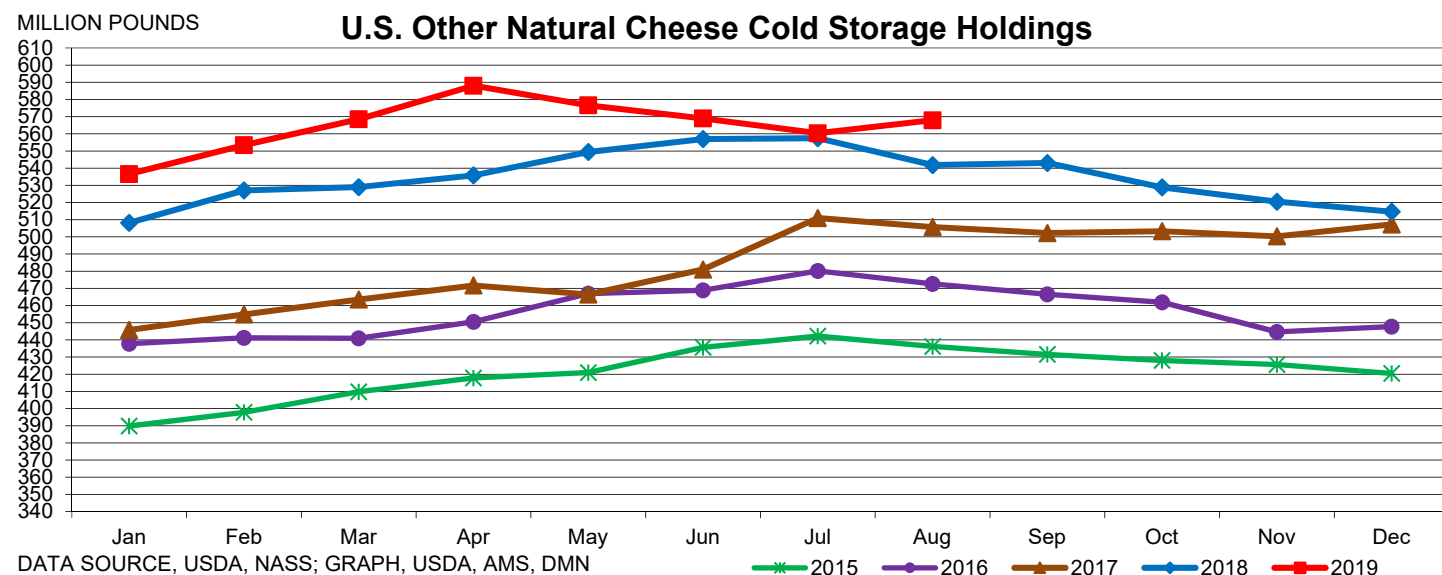
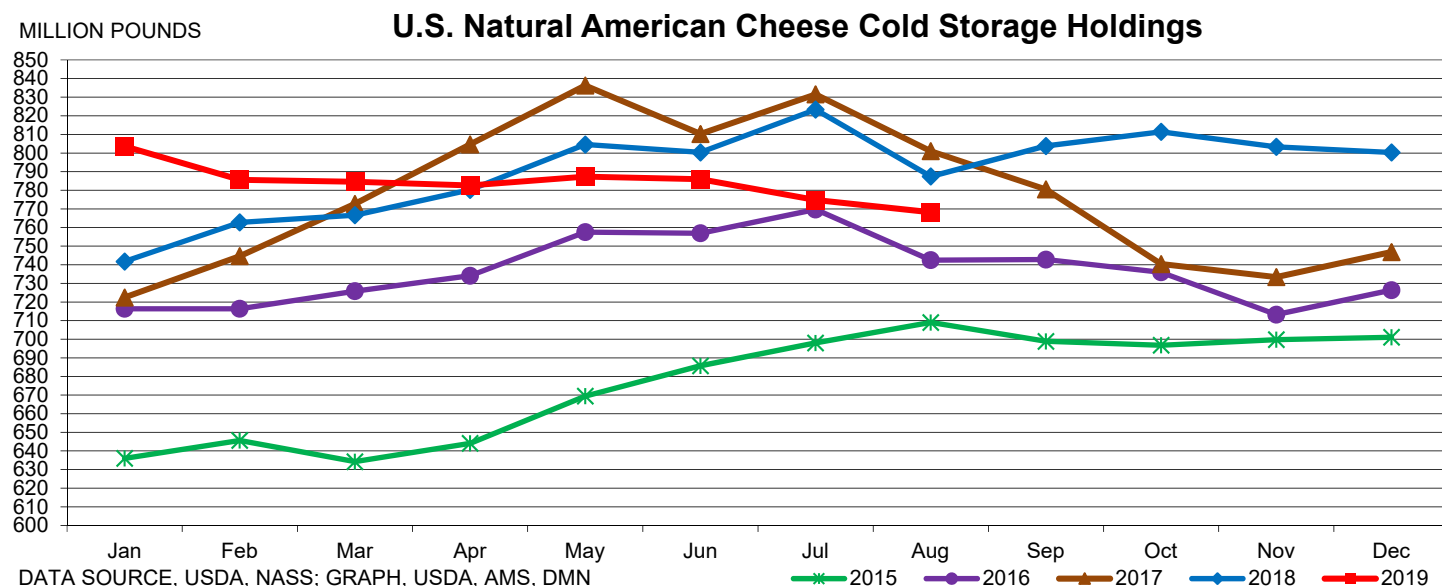
\* Revised: <sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains is surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> The California Order became effective November 1, 2018. Retail price data for select cities in California is not yet available. <sup>3</sup> Simple average of monthly prices.

**Retail Prices for Organic Reduced Fat (2%) Milk,  
Average of Two Outlets, Selected Cities, by Months, 2019<sup>1, 2</sup>**

City and State <sup>2</sup>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	3.44	3.44	3.44	3.44	3.27	3.27	3.27	3.27	3.57				3.38
Baltimore, MD	4.59	4.59	4.60	4.89	4.59	4.90	4.59	4.59	4.59				4.66
Boston, MA	3.84	3.84	3.84	3.84	3.84	3.89	3.72	3.74	3.72				3.81
Chicago, IL	4.89	4.89	4.74	4.74	4.74	4.74	4.49	4.49	4.49				4.69
Cincinnati, OH	3.29	3.29	3.29	3.29	3.29	3.29	3.14	3.29	3.29				3.27
Cleveland, OH	3.99	3.99	3.99	3.99	3.79	3.79	3.79	3.79	3.79				3.88
Dallas, TX	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21				3.21
Denver, CO	3.49	3.49	3.29	3.49	3.49	3.29	3.39	3.29	3.29				3.39
Detroit, MI	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29				3.29
Hartford, CT	3.53	3.53	3.53	3.68	3.53	3.53	3.53	3.53	3.68				3.56
Houston, TX	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14				3.14
Indianapolis, IN	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15				3.15
Kansas City, MO	4.14	4.14	4.14	4.14	4.14	4.38	4.48	4.38	4.43				4.26
Louisville, KY	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.10				3.14
Miami, FL	4.21	4.21	4.21	4.70	4.70	4.21	4.21	4.21	4.21				4.32
Milwaukee, WI	4.89	*4.89	4.89	4.89	4.89	4.89	4.89	5.04	5.29				4.95
Minneapolis, MN	4.69	4.69	4.54	4.54	4.64	4.64	4.54	4.54	4.39				4.58
New Orleans, LA	4.84	4.84	4.84	4.99	4.99	4.99	4.99	4.49	4.49				4.83
New York, NY	4.15	4.15	4.15	4.15	4.15	4.15	3.74	3.74	3.74				4.01
Oklahoma City, OK	5.23	5.23	5.23	5.23	4.63	4.63	4.63	4.63	4.63				4.90
Philadelphia, PA	4.69	4.69	4.69	4.69	4.69	4.69	4.69	4.69	4.69				4.69
Phoenix, AZ	3.89	3.89	3.89	3.89	3.89	3.89	3.89	3.89	3.89				3.89
Pittsburgh, PA	5.49	5.49	5.49	5.49	5.59	5.59	5.59	5.59	5.84				5.57
Portland, OR	4.64	4.64	4.64	4.39	4.79	4.79	4.79	4.39	4.39				4.61
Seattle, WA	3.54	3.54	3.54	3.54	3.49	3.54	3.54	3.44	3.49				3.52
St. Louis, MO	5.54	5.54	5.54	5.89	5.89	5.19	5.79	5.79	5.79				5.66
Syracuse, NY	4.41	4.24	4.24	4.39	4.24	4.24	4.24	4.24	4.39				4.29
Washington, DC	4.14	4.14	4.14	4.14	5.02	4.05	4.14	4.14	4.14				4.23
Wichita, KS	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15				3.15
Simple Average	4.09	*4.09	4.07	4.12	4.12	4.06	4.04	4.01	4.04				4.07

\* Revised. <sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains is surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> The California Order became effective November 1, 2018. Retail price data for select cities in California is not yet available. <sup>3</sup> Simple average of monthly prices.







## 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>

Volume 86- Number 39

Issued Weekly

Friday, September 27, 2019

### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 09/27/2019 to 10/03/2019

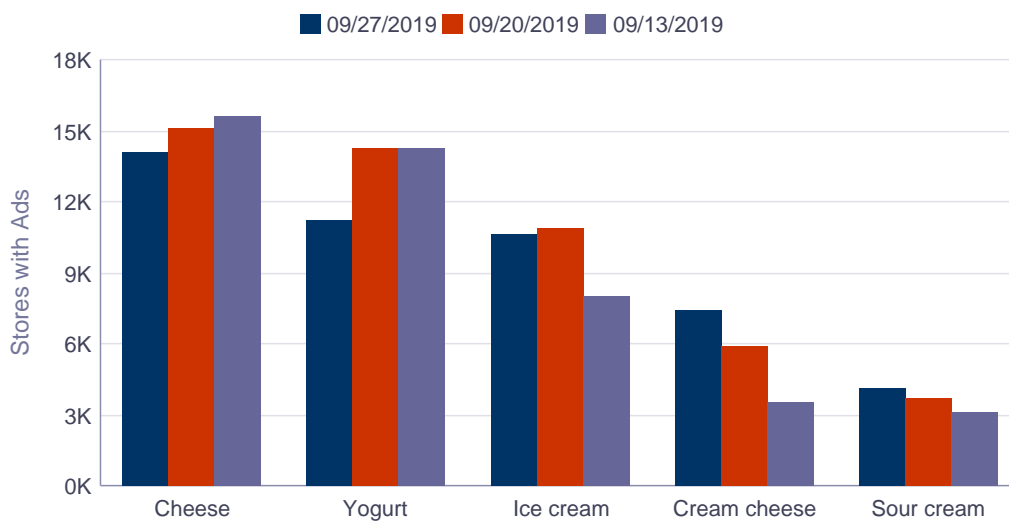
Conventional dairy ad numbers decreased 2 percent this week. Organic dairy ad numbers increased 31 percent. There are over twelve times more conventional dairy ads than organic dairy ads. The most advertised product/category this week is conventional ice cream in 48-64 oz. containers, down 4 percent from last week. The weighted average advertised price, \$2.99, is down 1 cent from last week.

The national weighted average advertised price for conventional milk half gallons is \$2.15, compared to \$3.99 for organic milk half gallons, an organic price premium of \$1.84. Conventional half gallon milk ad numbers decreased 54 percent. Organic half gallon milk ad numbers increased 25 percent. There are over five times more ads for organic milk half gallons than conventional milk half gallons.

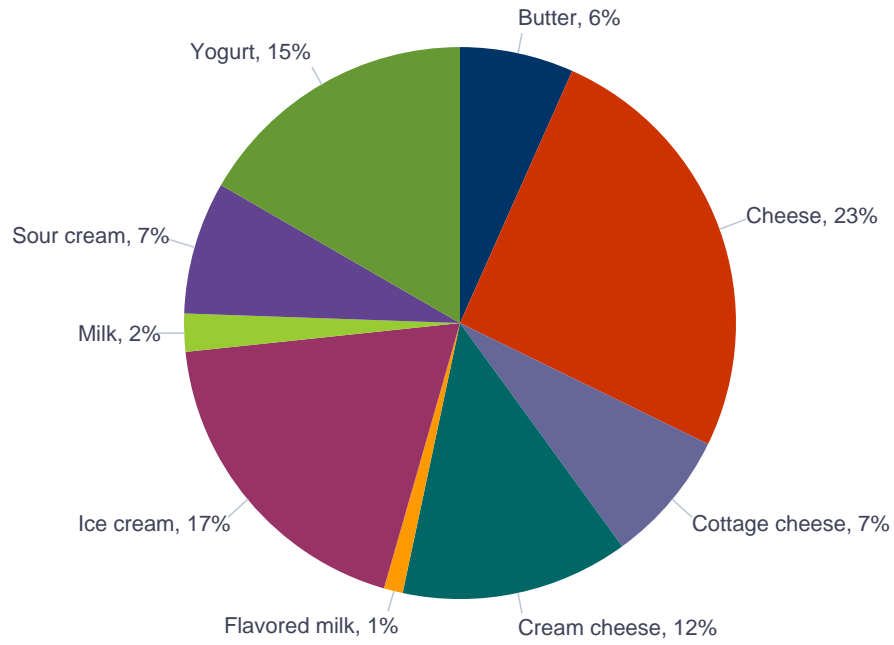
Conventional cheese ad numbers decreased 5 percent. Organic cheese ads decreased 48 percent. The weighted average price for conventional 8 oz. shred cheese is \$2.27, down 8 cents from last week. The weighted average price for organic 8 oz. shred cheese is \$3.49, up 13 cents from last week. This results in a \$1.22 organic price premium.

Conventional yogurt ad numbers decreased 32 percent. Organic yogurt ads slightly more than doubled. The weighted average advertised price for conventional yogurt in 4 to 6 oz. containers is \$0.51. The weighted average price for organic yogurt in 4 to 6 oz. containers, \$1.15, which results in a \$0.64 organic price premium.

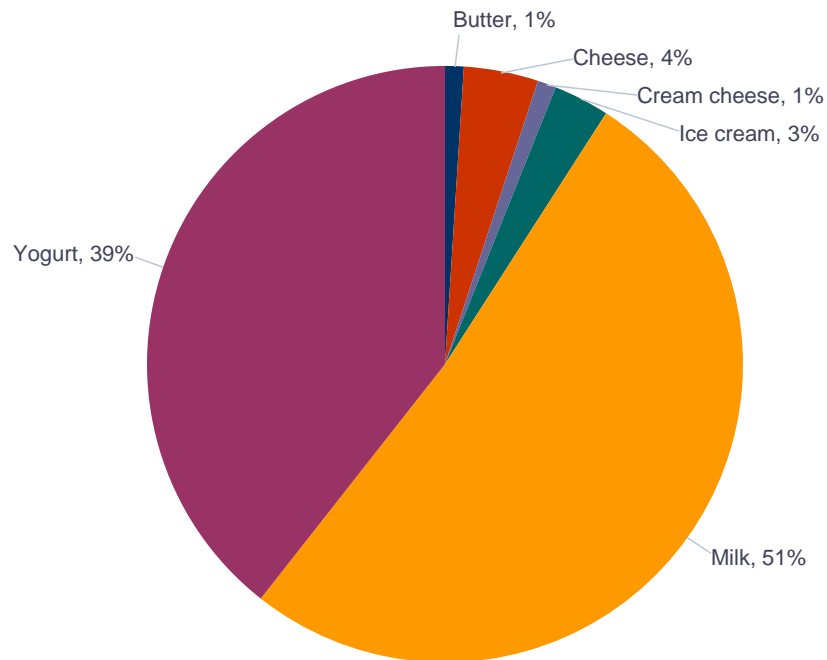
Top 5 Commodities Featured This Week



### 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 #	3768	3.61	2824	3.34	3427	3.16
Cheese	Natural Varieties	8 oz block	3881	2.07	5002	2.25	7582	2.39
Cheese	Natural Varieties	1 # block	2676	3.50	326	3.91	2585	3.57
Cheese	Natural Varieties	2 # block	228	5.53	888	6.54	1300	5.77
Cheese	Natural Varieties	8 oz shred	4853	2.27	7157	2.35	8765	2.35
Cheese	Natural Varieties	1 # shred	2231	3.73	1264	4.34	1399	3.08
Cottage cheese		16 oz	3926	1.99	788	1.99	3254	2.10
Cream cheese		8 oz	7358	1.96	5657	2.05	4861	2.04
Flavored milk	All fat tests	half gallon	388	2.09	1259	2.67	388	2.09
Flavored milk	All fat tests	gallon	74	3.50	285	2.62	735	4.99
Ice cream		48-64oz	10428	2.99	10889	3.00	11406	3.14
Milk	All fat tests	half gallon	527	2.15	1158	1.70	1037	1.63
Milk	All fat tests	gallon	378	2.54	665	2.44	1175	2.35
Sour cream		16 oz	4172	1.91	3753	1.91	5134	1.88
Yogurt	Greek	4-6 oz	4879	.97	6991	.92	10591	.97
Yogurt	Greek	32 oz	1560	4.34	2314	4.06	1160	4.23
Yogurt	Yogurt	4-6 oz	2075	.51	3144	.51	7123	.66
Yogurt	Yogurt	32 oz	469	2.70	724	2.72	1708	2.87

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.99-3.99	1139	3.56	2.99-3.99	1116	3.89	2.99	468	2.99
Cheese	Natural Varieties	8 oz block	1.69-2.99	1587	2.20	1.88-2.50	513	2.20	1.67-2.00	724	1.96
Cheese	Natural Varieties	1 # block	1.99-3.00	549	2.44	3.00-4.99	2004	3.80			
Cheese	Natural Varieties	8 oz shred	1.99-3.00	1569	2.49	1.29-2.50	1125	2.19	1.99-2.00	584	1.99
Cheese	Natural Varieties	1 # shred	3.00	110	3.00	3.00-4.99	1790	3.83	3.50	69	3.50
Cottage cheese		16 oz	1.99-2.79	1121	2.24	1.00-2.50	2208	1.80	1.50	69	1.50
Cream cheese		8 oz	1.69-2.50	1308	2.02	0.99-2.49	3032	1.90	1.50-1.96	917	1.91
Flavored milk	All fat tests	half gallon				2.50	214	2.50			
Ice cream		48-64oz	0.60-4.29	2748	2.53	2.00-4.50	3861	3.17	2.49-3.99	1122	2.84
Milk	All fat tests	gallon							0.99	69	.99
Sour cream		16 oz	1.69-2.29	1586	1.93	1.66-2.00	2134	1.96	1.50	69	1.50
Yogurt	Greek	4-6 oz	0.80-1.00	1959	.94	1.00	616	1.00	0.88-1.00	361	.96
Yogurt	Greek	32 oz	3.69-4.99	716	4.38	3.99	61	3.99	3.99	116	3.99
Yogurt	Yogurt	4-6 oz	0.50-0.60	331	.55	0.50	1197	.50	0.50	180	.50
Yogurt	Yogurt	32 oz	2.69	59	2.69						



Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.99	219	2.99	3.99	137	3.99	1.99-4.79	689	3.80
Cheese	Natural Varieties	8 oz block	1.29-2.00	498	1.85	1.77-1.99	490	1.88	2.00	69	2.00
Cheese	Natural Varieties	1 # block	2.99	60	2.99	3.99	63	3.99			
Cheese	Natural Varieties	2 # block				5.99	62	5.99	4.99-5.99	166	5.36
Cheese	Natural Varieties	8 oz shred	1.29-3.29	514	2.36	1.77-3.00	743	2.07	1.67-2.50	279	2.06
Cheese	Natural Varieties	1 # shred	2.99-3.29	199	3.17	3.99	63	3.99			
Cottage cheese		16 oz	1.79-2.00	109	1.90				1.59-2.69	419	2.41
Cream cheese		8 oz	1.39-2.50	1422	2.01	1.96	344	1.96	1.67-3.00	296	2.07
Flavored milk	All fat tests	half gallon							0.99-2.50	174	1.59
Flavored milk	All fat tests	gallon	3.50	74	3.50						
Ice cream		48-64oz	2.50-3.99	855	3.36	2.49-5.99	1186	3.26	2.49-3.99	645	3.09
Milk	All fat tests	half gallon	1.89	133	1.89				0.99-2.69	394	2.24
Milk	All fat tests	gallon				2.50-2.99	309	2.89			
Sour cream		16 oz	1.50-2.00	254	1.76				0.99	105	.99
Yogurt	Greek	4-6 oz	0.79-1.25	615	1.04	0.79-1.00	689	.93	1.00	639	1.00
Yogurt	Greek	32 oz				4.99-5.00	309	5.00	3.69-3.89	358	3.85
Yogurt	Yogurt	4-6 oz	0.50-0.69	238	.57				0.40	105	.40
Yogurt	Yogurt	32 oz	2.50	60	2.50				2.69-2.99	350	2.74

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
Cheese	Natural Varieties	8 oz shred	2.49-4.99	39	4.28			
Cream cheese		8 oz	2.69-3.99	39	3.62			
Ice cream		48-64oz	4.49	11	4.49			
Sour cream		16 oz				2.50	24	2.50
Yogurt	Yogurt	4-6 oz				0.50	24	.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 #	69	5.49			391	6.37
Cheese	Natural Varieties	8 oz block	117	3.99	51	3.00	254	5.07
Cheese	Natural Varieties	8 oz shred	121	3.49	407	3.36	620	3.42
Cottage cheese		16 oz			137	3.50		
Cream cheese		8 oz	69	2.99	283	2.50		

Wtd Avg - Simple weighted average



Ice cream		48-64oz	200	6.02			1333	4.68
Milk	All fat tests	half gallon	2755	3.99	2201	3.70	2227	4.00
Milk	All fat tests	gallon	148	5.81	105	5.00	1201	6.17
Milk	All fat tests	8 oz UHT			62	1.00	61	.83
Sour cream		16 oz					330	2.49
Yogurt	Greek	32 oz	1829	4.29	804	4.94	322	3.16
Yogurt	Yogurt	4-6 oz	245	1.15	137	1.00		
Yogurt	Yogurt	32 oz	167	3.50	167	3.50	535	4.53

## 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 #							5.49	69	5.49
Milk	All fat tests	half gallon	3.99-4.79	919	4.30	3.50-3.99	502	3.78			
Milk	All fat tests	gallon				4.99-6.99	148	5.81			
Yogurt	Greek	32 oz	3.99	110	3.99	3.00-5.00	1430	3.99			
Yogurt	Yogurt	4-6 oz	1.33	108	1.33						
Yogurt	Yogurt	32 oz	3.50	167	3.50						

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
Cheese	Natural Varieties	8 oz block				3.99	117	3.99			
Cheese	Natural Varieties	8 oz shred	3.49	121	3.49						
Cream cheese		8 oz							2.99	69	2.99
Ice cream		48-64oz	5.99	72	5.99	5.99	117	5.99			
Milk	All fat tests	half gallon	3.50-3.99	311	3.88	2.99-3.99	674	3.62	3.99-4.39	349	4.32
Yogurt	Greek	32 oz							5.89	289	5.89
Yogurt	Yogurt	4-6 oz				1.00	137	1.00			

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
Ice cream		48-64oz	6.49	11	6.49			

## 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

Volume 86, Report 39

September 27, 2019

## GENERAL NUMBER

(608) 422-8587

Elizabeth Frederick

(608) 422-8587

[Elizabeth.Frederick@USDA.GOV](mailto:Elizabeth.Frederick@USDA.GOV)

## ORGANIC/ EAST

Daniel Johnson

(608) 422-8605

[Daniel.Johnson4@USDA.GOV](mailto:Daniel.Johnson4@USDA.GOV)

## EAST

Jessica Mueller

(608) 422-8589

[Jessica.Mueller@USDA.GOV](mailto:Jessica.Mueller@USDA.GOV)

## CENTRAL

Israel Weber

(608) 422-8601

[Israel.Weber@USDA.GOV](mailto:Israel.Weber@USDA.GOV)

## SOUTHWEST/SOUTH AMERICA

AJ (Angel José) Terán

(608) 422-8593

[Angel.Terán@USDA.GOV](mailto:Angel.Terán@USDA.GOV)

## SOUTHWEST

Florence Kone-Gonzalez

(608) 422-8594

[Florence.KoneGonzalez@USDA.GOV](mailto:Florence.KoneGonzalez@USDA.GOV)

## NORTHWEST/MOUNTAIN

Mike Bandli

(608) 422-8592

[Mike.Bandli@USDA.GOV](mailto:Mike.Bandli@USDA.GOV)

## EUROPE/OCEANIA

Eric Graf

(608) 422-8590

[Eric.Graf@USDA.GOV](mailto:Eric.Graf@USDA.GOV)

## NATIONAL SUPERVISOR

Janet Linder

(608) 422-8588

[Janet.Linder@USDA.GOV](mailto:Janet.Linder@USDA.GOV)

## BRANCH CHIEF

Butch Speth

(608) 422-8586

[Butch.Speth@USDA.GOV](mailto:Butch.Speth@USDA.GOV)

## RECORDED INFORMATION SYSTEM

(608) 422-8602

## FAX

(608) 240-6689

USDA, Dairy Market News

4600 American Parkway, STE 106

Madison, WI 53718-8334

Additional Dairy Market News Information:

DMN Website: <https://www.ams.usda.gov/market-news/dairy>

DMN MARS (My Market News): <https://mymarketnews.ams.usda.gov/>