

## DAIRY MARKET NEWS AT A GLANCE

### CME GROUP CASH MARKETS (4/30)

**BUTTER:** Grade AA closed at \$1.7525. The weekly average for Grade AA is \$1.7860 (-0.0080).

**CHEESE:** Barrels closed at \$1.8350 and 40# blocks at \$1.8000. The weekly average for barrels is \$1.8110 (+0.0205) and blocks, \$1.8010 (+0.0085).

**NONFAT DRY MILK:** Grade A closed at \$1.3250. The weekly average for Grade A is \$1.3110 (+0.0690).

**DRY WHEY:** Extra grade dry whey closed at \$0.6600. The weekly average for dry whey is \$0.6630 (-0.0050).

**CHEESE HIGHLIGHTS:** Cheesemakers continue to report a bountiful, flush-level milk supply. Spot milk prices in the Midwest ranged from \$5 under Class to flat Class this week. Price points at \$5.00 over Class from last week were not reported. Food service sales maintained strength when compared to most of the past year, however demand has begun to level off as a number of customers have recently refilled pipelines. Retail cheese demand reports are mixed. Eastern retail sales are hearty. Midwestern demand reports vary, but some producers say buyers are hesitant to add to their growing inventories in case of a market shift down. Cheese inventories remain mixed. Barrels are generally noted as tighter, but blocks are more available depending on variety. Despite the atypical barrel-over-block price scheme on the CME, market tones are generally steady at this point.

**BUTTER HIGHLIGHTS:** Cream is reported to be a little tighter than last week. Butter production rates are stable to lower, with churn operations following typical seasonal patterns. Inventories are balanced in Central and Western coolers but growing in the East. Some contacts share that retail and food service orders are trending steady to lower overall, although there is some slight variation in demand between regions. Across the country, bulk prices range from 1.0 to 8.0 cents above the market this week.

**FLUID MILK:** Milk production is varied across the regions, this week, with high output reported in the Southeast, Midwest, and generally throughout the West. Production is steady in the Northeast.

Output is in a slow decline in Florida. Regardless, there is plenty of milk available across the country for processing operations. Class I demand is steady to higher nationwide, however some Midwestern contacts have reported a concern with limited bottling demand in the near future. Contacts report that condensed skim discounts are scarce to non-existent. Tanker delays related to driver shortages are a growing problem throughout all regions. Cream multiples are generally similar to last week, despite reports of a slightly tightening availability.

**DRY PRODUCTS:** Across all regions low/medium and high heat nonfat dry milk (NDM) prices increased this week. Global demand is putting a strain on domestic production/supply. Dry buttermilk prices shifted higher at the bottom of the range in the Central and East, while prices in the West also moved up at the bottom of the range and both sides of the mostly price series. Domestic demand for dry buttermilk has lessened in recent weeks, but international demand remains strong. The gap between international and domestic dry whole milk prices is closing as domestic prices continue to increase. National dry whey prices are steady to higher. Demand has slowed as higher prices have made purchasers hesitant. WPC 34% prices are steady to higher. Supplies are short for WPC 34% that is needed for specific purposes, particularly infant formula manufacturing. Lactose prices are steady as production is keeping pace with demand. Contacts are concerned that potential impediments, such as African swine fever or freight/port constraints, could abruptly shift currently healthy market prices. Acid and rennet casein prices held steady on the shortened week.

CONTINUED ON PAGE 1A

## TABLE OF CONTENTS

Product Highlights/CME/DMN at a Glance	1	U.S. Dairy Cow Slaughter/Class Milk Prices/NDPSR/Futures	7	Dairy Graphs	G1
Weekly CME Cash Trading/Butter Markets	2	International Dairy Market News	8	National Retail Report - Dairy	
Cheese Markets	3	2020 Mailbox Prices	9	Dairy Market News Contacts	
Fluid Milk and Cream	4	January Mailbox Prices	10		
Nonfat Dry Milk/Dry Buttermilk/Dry Whole Milk	5	March Milk Market Utilization	11		
Dry Whey/WPC 34%/Lactose/Casein	6	April Retail Milk Prices	12		

### DAIRY MARKET NEWS PRICE SUMMARY FOR APRIL 26 - 30, 2021 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	1.1900	1.3500	1.2600	1.3000	Central/East	1.1300	1.1675			Central/West	0.4000	0.5600	0.4200	0.4800
Change	0.0400	0.1000	0.0700	0.0800	Change	0.0300	N.C.			Change	N.C.	0.0100	N.C.	N.C.
Central High Heat	1.3400	1.4000			West	1.1100	1.1900	1.1300	1.1500	<b>WPC 34%</b>				
Change	0.0600	0.0200			Change	0.0100	N.C.	0.0200	0.0050	Central/West	1.0400	1.2700	1.0500	1.1600
West Low/Med. Heat	1.1875	1.3475	1.2300	1.2700	<b>WHEY</b>					Change	N.C.	N.C.	N.C.	0.0150
Change	0.0325	0.0700	0.0500	0.0300	Central	0.5700	0.7000	0.6150	0.6450	<b>CASEIN</b>				
West High Heat	1.3700	1.4850			Change	N.C.	N.C.	0.0025	0.0025	Rennet	3.7100	3.7800		
Change	0.1000	0.0700			West	0.6075	0.7100	0.6425	0.6675	Change	N.C.	N.C.		
<b>DRY WHOLE MILK</b>					Change	0.0025	N.C.	0.0050	0.0075	Acid	4.1800	4.3200		
National	1.7400	1.7800			Northeast	0.6100	0.6675			Change	N.C.	N.C.		
Change	0.0300	N.C.			Change	0.0100	0.0050			<b>ANIMAL FEED WHEY</b>				
									Central	0.5200	0.5925			
									Change	N.C.	N.C.			

### DAIRY MARKET NEWS PRICE SUMMARY FOR APRIL 19 - 30, 2021 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	3000	3150	W. Europe	3750	4000	W. Europe	4700	5000
Change	-25	50	Change	-50	N.C.	Change	-100	N.C.
Oceania	3400	3425	Oceania	4075	4125	Oceania	5700	5750
Change	25	-50	Change	N.C.	25	Change	-50	-75
S. America	3250	3450	S. America	3800	4050	<b>BUTTEROIL</b>		
Change	50	N.C.	Change	125	50	W. Europe	5000	6225
<b>WHEY</b>						Change	200	-25
W. Europe	1200	1400				<b>CHEDDAR CHEESE</b>		
Change	100	25				Oceania	4350	4575
						Change	50	75

## CONTINUED FROM PAGE 1

**INTERNATIONAL DAIRY MARKET NEWS: WESTERN EUROPEAN OVERVIEW:**

It is expected that seasonal peak milk production in the primary Western European milk producing countries will occur in a few weeks. Cheese prices in Germany and France are reported as steady. Italian cheese varieties are showing some price strength. UK sources are looking toward increased post Brexit cheese and yogurt production in coming years.

**EASTERN EUROPEAN OVERVIEW:** Poland is a leader in Eastern European milk production. January - March 2021 milk production increased 0.7 percent from January - March 2020 according to ZMB. Butter production January - March 2021 increased 0.4 percent from January - March 2020. Cheese production January - March is up 3.6 percent.

**OCEANIA DAIRY MARKET OVERVIEW: AUSTRALIA:** July 2020 - March 2021 seasonal milk production in Australia, increased 0.7 percent from July 2019 - March 2020, according to Dairy Australia. March 2021 milk production, 628.4 million liters, decreased 1.8 percent from March 2020.

**NEW ZEALAND:** March 2021 New Zealand milksolids reported by NZX are up 8.7 percent from March 2020 milksolids. March 2021 milk production on a tonnage basis is up 9.8 percent from March 2020. Season to date through March 2021 milk solids increased 1.8 percent from last season through March 2021. Seasonal milk tonnage is up 1.6 percent through March 2021. New Zealand commodity exchange sources attribute the March 2021 milk production increase to favorable pasture conditions during February into March.

**SOUTH AMERICA OVERVIEW:** Dry weather lingers in parts of South America. In Argentina, drier conditions are increasing farmers' soybean harvests. In parts of Mexico, very dry/drought weather conditions are taking a toll on milk output. In addition, these dry conditions are affecting some lakes in Mexico. There are positive forecasts of production increases in corn, barley and wheat. Moreover, there are expected increases in production and planting areas for soybeans and rice. WMP and SMP markets are displaying solid undertones. Buying demands have heightened at this time. Some WMP manufacturers are sold out of supplies. There is some continued pressure on margins for dairy operators with higher feed costs emerging. In Venezuela, farmers are faced with diesel shortages.

**NATIONAL RETAIL REPORT (DMN):** Dairy retail advertisement totals increased 2 percent in the conventional sector, and organic dairy ad totals increased 13 percent this reporting week. Conventional ice cream, in 48-64 oz containers, was the most advertised dairy item this week, with an average price of \$3.23, up 18 cents from last week. Organic milk, in half gallon containers, was the most advertised organic item. In half gallon containers, the weighted average price of conventional milk was \$2.19, compared to \$4.10 for organic milk, an organic premium of \$1.91.

**2020 MAILBOX PRICES (FMMO):** In 2020, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$16.96 per cwt., \$0.94 lower than 2019. The component tests of producer milk in 2020 averaged: butterfat, 3.92 percent; protein, 3.18 percent; and other solids, 5.77 percent.

**JANUARY MAILBOX PRICES (FMMO):** In January 2021, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$16.12 per cwt, down \$1.22 from the December 2020 average and down \$2.75 per cwt from the January 2020 average. The component tests of producer milk in January 2021 were: butterfat, 4.06%; protein, 3.26%; and other solids, 5.77%.

**MARCH MILK MARKET UTILIZATION (FMMO):** During March, 11.0 billion pounds of milk were received from Federally pooled producers. This volume of milk is 18.4 percent lower than the March 2020 volume. Regulated handlers pooled 3.7 billion pounds of producer milk as Class I products, down 6.8 percent when compared to the previous year. The all-market average Class utilization percentages were: Class I = 34%, Class II = 17%, Class III = 14%, and Class IV =

35%. The weighted average statistical uniform price was \$15.89 per cwt, \$0.77 higher than last month but \$1.13 lower than last year.

**APRIL RETAIL MILK PRICE (FMMO):** U.S. simple average prices are: \$3.58 per gallon for conventional whole milk, \$3.55 per gallon for conventional reduced fat 2% milk, \$4.09 per half gallon organic whole milk, and \$4.09 per half gallon organic reduced fat 2% milk.

COMMODITY	MONDAY APR 26	TUESDAY APR 27	WEDNESDAY APR 28	THURSDAY APR 29	FRIDAY APR 30	WEEKLY CHANGE	WEEKLY AVERAGE
<b>CHEESE</b>							
BARRELS	\$1.7950 (-0.0100)	\$1.7975 (+0.0025)	\$1.8125 (+0.0150)	\$1.8150 (+0.0025)	\$1.8350 (+0.0200)	:: (+0.0300)	:: \$1.8110 (+0.0205)
40 POUND BLOCKS	\$1.8000 (+0.0075)	\$1.8000 (N.C.)	\$1.8025 (+0.0025)	\$1.8025 (N.C.)	\$1.8000 (-0.0025)	:: (+0.0075)	:: \$1.8010 (+0.0085)
<b>NONFAT DRY MILK</b>							
GRADE A	\$1.2900 (+0.0375)	\$1.3100 (+0.0200)	\$1.3100 (N.C.)	\$1.3200 (+0.0100)	\$1.3250 (+0.0050)	:: (+0.0725)	:: \$1.3110 (+0.0690)
<b>BUTTER</b>							
GRADE AA	\$1.7700 (N.C.)	\$1.7975 (+0.0275)	\$1.8050 (+0.0075)	\$1.8050 (N.C.)	\$1.7525 (-0.0525)	:: (-0.0175)	:: \$1.7860 (-0.0080)
<b>DRY WHEY</b>							
EXTRA GRADE	\$0.6450 (+0.0250)	\$0.6600 (+0.0150)	\$0.6750 (+0.0150)	\$0.6750 (N.C.)	\$0.6600 (-0.0150)	:: (+0.0400)	:: \$0.6630 (-0.0050)

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

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

### BUTTER MARKETS

#### NORTHEAST

Butter production rates are stable to a bit lower in the East region. Operations are working 6 days a week, although there are reports output is down for a few plants. Cream pricing has slightly narrowed. Class II/cream-based productions are receiving a healthy supply of cream. In general, market participants relay cream markets are similar to last week's stable tone. Retail sales are lower for some manufacturers, as retailers have cut back on orders at this time. In the East, butter inventories are slightly increasing. Bulk butter prices range 3 – 8 cents over the CME, with various time frames and averages used. Butter markets are stable. The butter market is holding a steady undertone.

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

Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0300 - +0.0800

in restrictions have been relaxing. However, some industry contacts expect bulk butter demand to waver a little as some counties are now heightening public activity restrictions in response to rising COVID-19 cases and hospitalizations. Retail demand is steady.

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

Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0100 - +0.0750

#### Secondary Sourced Information:

#### CME CLOSING PRICE

The Grade AA butter price at the CME Group on Wednesday closed at \$1.8050, compared to the weekly average price of \$1.7940 from last week.

#### EXPORT ASSISTANCE

This week, a cooperative export assistance program accepted requests for export assistance to sell 826,734 pounds (375 metric tons) of butter. So far this year, the program has assisted member cooperatives who have contracts to sell 9.9 million pounds of butter (82% milkfat) and 5.8 million pounds of AMF in export markets. When combined with other dairy products, the program has assisted members with sales of 664.6 million pounds of milk on a milkfat basis.

#### COLD STORAGE – BUTTER SUMMARY

Released April 22, 2021, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

	3/31/21		3/31/20		2/28/21	
	Stocks in all Warehouses (1,000 pounds)	as a percent of	3/31/21	3/31/20	2/28/21	2/28/20
Butter Stocks	309,587	354,595	354,624	115	100	

#### CENTRAL

Food service demand has ebbed somewhat from a few weeks ago, when upticks due to easing of COVID-19 restrictions were boosting demand week to week. Retail demand reports are noted as lackluster. Butter inventories are generally balanced in the region. Butter plant managers report cream being a little tighter than last week. They say that bids at/ around multiples of 1.25 are not netting many loads. Butter market tones are uncertain, but market prices have improved day to day this week.

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

Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0100 - +0.0500

#### WEST

Cream abounds in the West. There are a few reports that availability may be tightening ever so slightly, and ice cream makers are pulling increasingly large volumes of cream. With that said, butter makers are easily getting quantities of cream necessary to support seasonally active production schedules. Butter inventories are fairly stable. In the food service sector, butter orders remain on an upward trajectory overall as dine-

**CHEESE MARKETS**

**NORTHEAST**

In the Northeast, cheese operations are receiving plenty of milk loads for active production schedules. Cheddar cheese production is unchanged from stable production rates. In addition, mozzarella and provolone cheese productions are strong. Regional milk supplies are keeping plants close/ at capacity levels. Manufacturers' inventories remain steady/balanced for the near term. Retail sales are healthy. Numerous grocery stores are ordering a variety of cheese products for their customers' solid demands. There are reports U.S. summer food programs are expanding. Foodservice sales continue to display stronger numbers. Restaurants/fast food outlets are ordering additional cheese supplies from suppliers. The cheese market is stable.

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

Cheddar 40 pound Block	2.2475-2.5350
Muenster	2.2350-2.5850
Process American 5 pound Sliced	1.8900-2.3700
Swiss 10-14 pound Cuts	3.2525-3.5750

**MIDWEST**

Midwestern cheese producers are running active schedules. Although there was an uptick on the spot milk price range last week, which is trending similarly early this week, most cheese plant manager contacts suggest there is enough milk to go around. Cheesemakers relay demand remains strong, however, buyers are becoming more hesitant regarding how much cheese they will take on. They relayed customers are buying on a necessity basis currently, as to not get caught holding extra loads if markets shift. According to producers, though, their inventories are generally moving out the door. Cheese market tones are remaining solid.

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

Blue 5 pounds	2.4325-3.5000
Brick 5 pounds	2.1625-2.5875
Cheddar 40 pound Block	1.8850-2.2850
Monterey Jack 10 pounds	2.1375-2.3425
Mozzarella 5-6 pounds	1.9625-2.9075
Muenster 5 pounds	2.1625-2.5875
Process American 5 pound Loaf	1.8750-2.2350
Swiss 6-9 pound Cuts	2.7675-2.8850

**WEST**

In the West, retail demand for cheese has held steady this week. Food service demand is still shifting higher, though some contacts report sales are beginning to level off as buyers have recently purchased enough to satisfy current and near-term needs. Asian export demands have shifted higher in recent weeks. Plenty of milk is available in the region, as producers continue to run full schedules. Barrel inventories are tight, while blocks are available for purchase. Regarding market tones, contacts still point out that barrel prices are outpacing block prices, but sentiment is still somewhat firm currently.

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

Cheddar 10 pound Cuts	2.1225-2.3225
Cheddar 40 pound Block	1.8750-2.3650
Monterey Jack 10 pounds	2.1100-2.3850
Process American 5 pound Loaf	1.8925-2.1475
Swiss 6-9 pound Cuts	3.0600-3.4900

**FOREIGN TYPE**

Germany and France, two of the principal Western European cheese producing countries, continue to struggle with lower than hoped for early 2021 milk production. Unusually cool weather is most often cited as the reason. This has translated into lower cheese production than factory capacity can handle. Manufacturers have finessed handling orders by pacing the timing of deliveries in some cases. Hopes remain that as spring warming continues, milk production will increase over production last year. Cheese production will be a primary destination for milk production increases. Italy has benefitted from decent 2020 increases in cheese production. Many Italian varieties are in demand. There is a joyful feeling among many Italian cheesemakers. Increased production is easily sold. Pricing remains profitable. Shipping exports is becoming more orderly as container capacity is easing.

	:	NEW YORK	:	
VARIETY	:	IMPORTED	:	DOMESTIC
Blue	:	2.6400-5.2300	:	2.2550-3.7425*
Gorgonzola	:	3.6900-5.7400	:	2.7625-3.4800*
Parmesan	:	-0-	:	3.6425-5.7325*
Romano	:	-0-	:	3.4450-5.6000*
Sardo Romano (Argentina)	:	2.8500-4.7800	:	-0-
Reggianito (Argentina)	:	3.2900-4.7800	:	-0-
Jarlsberg	:	2.9500-6.4500	:	-0-
Swiss	:	-0-	:	3.2875-3.6125
Swiss (Finland)	:	2.6700-2.9300	:	-0-

\* = Price change.

**COLD STORAGE**

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

	:	<u>BUTTER</u>	:	<u>CHEESE</u>
04/26/2021	:	68407	:	77158
04/01/2021	:	62556	:	79714
CHANGE	:	5851	:	-2556
% CHANGE	:	9	:	-3

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance on contracts to sell 524,700 pounds (238 metric tons) of Cheddar and Monterey Jack cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 14.2 million pounds of American-type cheeses and 4.7 million pounds of cream cheese in export markets.

**CONTINUED ON PAGE 3A**

## CHEESE MARKETS

## CONTINUED FROM PAGE 3

## Cold Storage – Cheese Summary

Released  
on: 4/22/2021

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

Natural Cheese	Stocks in all Warehouses (1,000 pounds)		3/31/21 as a percent of		
	3/31/20	2/28/21	3/31/21	3/31/20	2/28/21
Total natural cheese	1,374,507	1,436,253	1,466,255	107	102
American, total	776,360	817,178	831,795	107	102
New England	68,360	70,692	70,733	103	100
Middle Atlantic	73,350	73,271	71,893	98	98
East North Central	316,578	324,313	345,202	109	106
West North Central	128,431	142,586	149,070	116	105
South Atlantic	107	46	49	46	107
East South Central	10,188	6,522	7,680	75	118
West South Central	10,141	11,903	11,417	113	96
Mountain	52,567	57,799	55,597	106	96
Pacific	116,638	130,046	120,154	103	92
Swiss, total	23,272	21,692	22,707	98	105
Other, total	574,875	597,383	611,753	106	102
New England	820	1,050	765	93	73
Middle Atlantic	21,242	21,239	21,701	102	102
East North Central	353,357	370,092	379,574	107	103
West North Central	48,258	49,300	48,255	100	98
South Atlantic	43,866	35,158	38,756	88	110
East South Central	38,177	35,672	35,524	93	100
West South Central	3,837	1,889	3,329	87	176
Mountain	3,837	2,917	3,275	85	112
Pacific	61,481	80,066	80,574	131	101

## FLUID MILK AND CREAM

## EAST

Milk production in the Northeast is flat. Bottling demands are mostly steady. Farmers are working through planting preparations. There still are cold days in the region at this time. Balancing operations are receiving steady milk supplies. In addition, cheese plants are close/at capacity. Foodservice sales continue to heighten for various dairy commodities. Retailers are continuing to broaden online/in store-pick up options to meet consumer demands. Mid-Atlantic milk output is balanced to tight in the area. Class I sales are steady. Weather conditions have been fair with some freezing conditions. During the majority of the week, moderate weather allowed farmers to plant corn and prepare fields. Southeast milk output is up. Moderate temps are keeping cows fairly comfortable in the region. Class I sales are a bit lower. Some loads are clearing to Class II/III operations. In general, milk managers report milk markets are fairly steady. Milk production in Florida is past its peak and slightly dipping downwards. There are reports pastures are in fairly good condition throughout the state. Class I sales are mostly steady. Cream markets are stable. Cream multiples are trading within a slightly narrowed price range this week. Class II/cream-based productions are receiving a healthy supply of cream. Some butter makers are operating on 6 production days. There are reports condensed skim markets are solid. Market participants are not seeing any discounts in the market. There continue to be hauling challenges in the East region.

Northeastern U.S., F.O.B. Condensed Skim

Price Range - Class II; \$/LB Solids: 0.90 - 1.05

Price Range - Class III; \$/LB Solids: 0.95 - 1.10

Northeastern U.S., F.O.B. Cream

Multiples Range - All Classes: 1.2800 - 1.3700

Price Range - Class II; \$/LB Butterfat: 2.2963 - 2.4578

## MIDWEST

Central contacts continue to report strong milk yields, even though they say peak flush is not yet upon the upper Midwest. Some Midwestern farmers are reporting their Q1 figures and say yields were up by double-digit percentages when compared to last year. In some instances, milk output levels were higher in spite of lighter herd numbers. Component percentages vary. Some farmers relay protein levels lag previous years, while milkfat is steady or above the past two to three years. Hauling issues have become a real issue across the dairy industry. However, raw milk and cream contacts have more concerns due to the perishability of those loads. Qualified driver shortages are a growing and imminent concern. When e-logs became mandatory in late 2017, contacts reported numerous problems regarding hauling. Currently, though, there are a number of factors compounding the hauling shortages stemming from a lack of drivers for multiple reasons from COVID-19 restrictions to closures of driving schools during the pandemic. Spot milk prices were reported from \$5 under Class to flat Class. There is no shortage of extra milk for busy cheese operations, or other Class I operations. Class I demand reports were mixed. Some milk suppliers are concerned with the limited bottling demand, not just at the current moment, but moving forward. Southern Central Class I demand was notably a little busier than in previous weeks. Cream availability was steady to a little tighter than last week. Butter makers relayed receiving some extra loads at multiples in the mid-1.20s. Generally, though, ongoing butter and ice cream production has steadied since last week's short-term looseness on cream markets. Midwestern farmers are looking ahead to this weekend, when many plan to be in the fields. Some small grains are already in the ground, but more planted corn is expected by the end of the week as fields are dry enough to work. Farmers are trying to stay ahead of potentially wet weather, although

wet weather is needed throughout portions of the region, which are notably drier than in previous years.

Price Range - Class III Milk; \$/CWT; Spot Basis: -5.00 - .00

Trade Activity: Slow

Midwestern U.S., F.O.B. Cream

Multiples Range - All Classes: 1.2400 - 1.3000

Price Range - Class II; \$/LB Butterfat: 2.2784 - 2.3322

Multiples Range - Class II: 1.2700 - 1.3000

## WEST

Some industry contacts report that California's peak flush is likely in the rearview mirror. Milk production is following seasonal patterns; while April is up slightly year over year, the rate of output is very slowly decreasing. Class I orders are level. Spot milk sales and requests are limited as the market is still tight. Milk output is steady, and Class I demand in Arizona is high. Bottling plants and other dairy manufacturers are active. Milk production is steady in New Mexico, and Class I orders are flat. High holdover numbers and limited tanker availability have created some hauling and processing delays. However, balancing plants are maintaining busy production schedules, and contacts have not relayed any instances of milk discarding. Weather in the Pacific Northwest is optimal for cow comfort, and milk is in good supply. After an accidental fire recently damaged an Oregon dairy plant, partner plants and other regional dairy processors have been working to help clear milk originally destined for the damaged plant. Class I demand is strong, and bottling is active despite some lingering milk jug resin sourcing difficulties. Milk production in the mountain states of Idaho, Utah, and Colorado is strong. Some industry contacts say there is a slight decline in Class I demand. Spot sales of condensed skim are limited, but contracts are steady. There is some slight tightening of cream, but available supplies are still meeting the demands of seasonal butter and ice cream production schedules. Cream multiples for all classes are unchanged from last week.

Western U.S., F.O.B. Cream

Multiples Range - All Classes: 1.0500 - 1.2800

Secondary Sourced Information:

## PACIFIC NORTHWEST MARKET ORDER

Milk delivered to the Pacific Northwest Order 124 totaled 627.3 million pounds in March 2021. Class I utilization was 139.2 million pounds and accounted for 22.2 percent of producer milk. The uniform price was \$15.15, up \$0.72 from February 2021, but \$0.96 below the same month a year ago.

## ARIZONA MARKET ORDER

Milk delivered to the Arizona Order 131 totaled 357.1 million pounds in March 2021. Class I utilization was 113.1 million pounds and accounted for about 31.7 percent of producer milk. The uniform price was \$15.55, up \$0.86 from February 2021, but \$1.01 below the same month a year ago.

## CALIFORNIA MARKET ORDER

Milk pooled on the California Order 51 totaled 2.037 billion pounds in March 2021. Class I utilization was 429.8 million pounds and accounted for about 21.1 percent of producer milk. The uniform price was \$14.85, up \$0.86 from February 2021, but \$1.17 below the same month a year ago.

CONTINUED ON PAGE 4A

## CONTINUED FROM PAGE 4

## MONTHLY MILK PRODUCTION

The NASS *Milk Production* report noted March 2021 milk production in the 24 selected states was 18.8 billion pounds, 2.0 percent above a year ago. Milk cows in the 24 selected states totaled 8.95 million head, 93,000 head more than a year ago. The following table shows the 24 states included in the report and the monthly milk production and percent changes compared to a year ago:

March 2021  
Milk Production, (USDA-NASS)

	(Million Pounds)	% Change From 1 Year Ago
Arizona	443	-3.1
California	3732	1.5
Colorado	451	4.4
Florida	203	-7.3
Georgia	160	-1.8
Idaho	1392	0.8
Illinois	162	1.9
Indiana	396	10.0
Iowa	474	2.6
Kansas	362	3.1
Michigan	1034	3.5
Minnesota	915	7.6
New Mexico	721	-1.1
New York	1327	0.5
Ohio	497	3.3
Oregon	224	-0.9
Pennsylvania	893	-1.5
South Dakota	287	13.4
Texas	1336	3.9
Utah	187	-2.6
Vermont	222	-4.3
Virginia	134	-2.2
Washington	573	-1.2
Wisconsin	2718	3.7

## 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 jumped this week. Early in the week, trading was on steady ground when compared to week 16, however on Wednesday more trades began being reported at \$1.30 and above. Contacts report the reliance upon domestic production for global demand is creating an extremely tight market. Domestic demand is mixed. Some end users report being long, and they are content to wait out this prolonged bullish movement, but not everyone is in that situation. High heat nonfat dry milk prices moved up on both ends of the range. Contacts expect high heat prices to push up to the mid/high \$1.40s soon.

**EAST:** Low/medium heat nonfat dry milk (NDM) prices shifted higher in all facets this week. Eastern trading was moderately active. Some end users reported offers went up between a nickel and a dime from last week to this. They say the month of April has been perplexing, as prices have moved up week to week, and in some cases day by day. Production is mostly active, but condensed skim hauling issues and price elevations have created some setbacks. High heat NDM prices are moving higher as well. High heat NDM availability is reportedly scarce, particularly in the Eastern region. Generally, NDM market tones are bullish.

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: 1.1900 - 1.3500  
Mostly Range - Low & Medium Heat; \$/LB: 1.2600 - 1.3000

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: 1.3400 - 1.4000

## NONFAT DRY MILK - WEST

This week, prices for low/medium heat nonfat dry milk (NDM) have climbed higher across both the range and the mostly price series. Higher prices have been a trend, in the region, across the month of April. The price range in today's report is \$0.0775 higher on the bottom and \$0.1350 higher on the top than in Report 13, published on April 1st. Export demand has been very good, with Mexico notably importing a high volume of low/medium heat NDM. Domestic demand is steady. Readily available milk is allowing producers to remain active. Spot purchasers are finding that inventories are available. Markets remain bullish as contacts report higher priced near term offers. Prices for high heat NDM have increased, this week. Inventories are limited as manufacturers prefer the shorter drying times of low/medium heat NDM. Demand for high heat NDM, in the West, is steady.

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: 1.1875 - 1.3475  
Mostly Range - Low & Medium Heat; \$/LB: 1.2300 - 1.2700

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: 1.3700 - 1.4850

## Secondary Sourced Information:

## CME CLOSE

Grade A nonfat dry milk price at the CME Group on Wednesday closed at \$1.3100, up from last week's average price of \$1.2420.

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Buttermilk powder prices shifted higher on the bottom of the range on light trading activity this week. Producers are protective over any extra loads they have available due to scant overall availability. Customers have reported for a few weeks that the somewhat regular offers of late March/early April have dissipated in recent weeks. Drying time is limited in general and producers are mainly focused on drying condensed buttermilk to meet contractual needs. Buttermilk market tones are steady with bullish potential.

**EAST:** Buttermilk powder trading in the Eastern region was quiet. Prices moved up on the bottom of the range, as reported trades are no longer falling in the \$1.10 range. Contacts in the East suggest demand is not robust, but spot availability is scarce in any case. Nonfat dry milk production continues to be the focus of producers, as global demand continues to keep inventories moving. Dry buttermilk market tones are quietly bullish. Some contacts expect continued steadiness/bullishness through Q2, if not longer.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: 1.1300 - 1.1675

## DRY BUTTERMILK - WEST

Buttermilk powder prices moved higher at all points excepting the top of the range. Although buttermilk is not scarce in the region, drying time is primarily apportioned to drying buttermilk for contractual necessities. Additionally, condensed skim drying remains a focus of producers in the region. Domestic demand has seasonally slowed, but global demand has kept prices either steady or higher week in, week out. All said, buttermilk powder market tones are moving bullishly alongside other domestic dairy powder markets amid the global demand boom.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: 1.1100 - 1.1900  
Mostly Range - ; \$/LB: 1.1300 - 1.1500

## DRY WHOLE MILK - U.S.

Dry whole milk prices moved up on the bottom of the range. Trading remains somewhat quiet and mostly in the mid \$1.70s, as contacts do not foresee a bearish swing in the near-term. Global values for whole milk powder remain a little pricier than those of domestic dry whole milk. That said, domestic prices are inching up week to week, slowly closing the gap. Supplies are reportedly tight to balanced depending on the region. Domestic demand is moderate, but with limited to scarce production rates, markets remain in a steadily bullish situation.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk  
Price Range - 26% Butterfat; \$/LB: 1.7400 - 1.7800



**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**

The Central region dry whey price range remained steady, while the mostly series edged up on both sides. Dry whey remains generally tight, while customers are still able to clear loads in the low/mid \$.60s in a majority of cases this week. Some producers report they have an occasional extra load available for a spot purchase but they are not accepting any bids below \$.65. Interestingly, contacts noted a hesitancy when prices reach the \$.70 mark and say domestic demand is spotty, as end users are hesitant in general. Still, global demand has helped propel markets to rarefied air in recent weeks. Animal feed whey prices are unchanged on quieter trading this week than last. As some high protein blends have reached the \$5/lb mark, the entire whey complex is being viewed as resolutely bullish.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey  
 Price Range - Animal Feed; \$/LB: .5200 - .5925

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: .5700 - .7000  
 Mostly Range - Non-Hygroscopic; \$/LB: .6150 - .6450

**DRY WHEY- NORTHEAST**

Dry whey prices are slightly higher in the East this week. Market participants are working through regular variable contracts priced higher this week. There are reports dry whey supplies are slightly loosening with resellers offering some dry whey loads at this time. Market participants note shipping container/port challenges remain for several operations. Trading activities continue to be moderate in the region. Manufacturers are working through stable dry whey production schedules. Some market participants question if dry whey pricing has reached its peak. The dry whey market is regionally stable for the near term.

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: .6100 - .6675

**DRY WHEY- WEST**

Prices for dry whey, in the West, held steady at the top of the range, this week, while rising slightly at the bottom. The mostly price series continued to push higher this week. The recent trend toward weekly higher prices for dry whey have caused spot purchasers to become more hesitant and domestic demand has begun to slow. Contacts report that interest in dry whey for export is also waning, due to the current prices. Inventories remain tight, as dry whey production is mixed. While readily available milk, in the region, has allowed cheese producers to run full schedules, manufacturers are choosing to produce higher whey protein concentrates and permeate.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
 Price Range - Non-Hygroscopic; \$/LB: .6075 - .7100  
 Mostly Range - Non-Hygroscopic; \$/LB: .6425 - .6675

**WHEY PROTEIN CONCENTRATE**

The price range for whey protein concentrate 34% is unchanged, but the top of the mostly price series moved higher. Industry contacts say demand for WPC 34% is still outpacing supply. In particular, WPC 34% that meets stringent infant formula specifications is in high

demand and short supply. Manufacturers relay that they get regular inquiries from end users looking for coverage. In some cases, WPC 34% with higher fat content has also found some traction, as buyers shy away from the rising prices and limited availability of other dairy protein sources. While some stocks are available, WPC 34% supplies become increasingly tighter for those brands that are more highly favored. Production is steady to lower. A few manufacturers report being behind on production and shipping schedules.

Prices for: Central and Western U.S., All First Sales, F.O.B., Extra Grade, Conventional, and Edible Whey Protein Concentrate  
 Price Range - 34% Protein; \$/LB: 1.0400 - 1.2700  
 Mostly Range - 34% Protein; \$/LB: .0500 - 1.1600

**LACTOSE**

Lactose prices are steady to higher, as the top of the price range moved up a penny. The mostly price series is unchanged this week. Industry contacts say inventories are in good balance with demand. Current demand is steady, and some processors report moving healthy volumes of lactose used in standardization. Manufacturers and end users say Q3 contract negotiations are commencing. Early indications suggest Q3 contract prices and demand are looking like those of Q2. However, a few suppliers are nervous about what market conditions may be in Q3 and beyond. The shipping issues that have plagued the global economy for the last few months are still a major hurdle for exporters. Manufacturers suggest there was better availability of containers last month, but more recently, supplies of shipping equipment is once again limited. While the industry sees strong lactose prices currently, higher freight, storage and pallet expenses are making U.S. lactose offers less attractive to international buyers. In addition, some industry contacts are concerned that as delayed shipments reach their destinations, end users may find their needs fulfilled, drying up a portion of future demand. Another area of concern is the development of new African swine fever cases in China. A few contacts note that permeate prices have fallen, as buyers are cautious to take on more dairy carbohydrate. It remains to be seen if this will have an impact on the lactose market going forward. Manufacturers are watching inventories closely. U.S. lactose production is stable, but if demand wavers, manufacturers indicate stockpiles could rise and put downward pressure on market prices.

Prices for: Central and Western U.S., Spot Sales And Up to 3 Month Contracts, F.O.B., Conventional, and Edible Lactose  
 Price Range - Non Pharmaceutical; \$/LB: .4000 - .5600  
 Mostly Range - Non Pharmaceutical; \$/LB: .4200 - .4800

**CASEIN**

The price ranges for acid casein and for rennet casein remained steady this week. It was a holiday shortened trading week in New Zealand due to a national holiday on Monday, Anzac Day. Casein pricing and trading trends have been similar to other dairy powders, steady and quite stable pricing. Most Q2 2021 production is contracted. Buyers are focusing on later in 2021 as to buying interest. Little is expected to change in coming weeks in terms of production schedules or buying interest. The potential wild card is China, which has increased early 2021 imports over the same period last year. Even so, any large future purchase does not seem likely to be able to happen until Q3 in terms of uncommitted production.

**CONTINUED ON PAGE 6A**

**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.

**CONTINUED FROM PAGE 6**

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

Acid; Price Range - \$/LB:	4.1800-4.3200
Rennet; Price Range - \$/LB:	3.7100-3.7800

**Secondary Sourced Information:**

New Zealand casein exports January – March 2021, 15,000 MT, decreased 13 percent from January – March 2020 according to CLAL data made available to USDA. The top importers, January – March 2021 volumes, and percent change from January – March 2020 are United States, 3,786 MT, -29.39 percent; China, 2,822 MT, +52.74 percent; and Mexico, 2,646 MT, +4.27 percent.

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

WEEK ENDING	2021 WEEKLY DAIRY COWS	2021 CUMULATIVE DAIRY COWS	2020 WEEKLY DAIRY COWS	2020 CUMULATIVE DAIRY COWS
04/17/2021	60.4	1,038.0	67.8	1,049.0

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

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

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

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

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I (BASE)	15.14	15.54	15.20	15.51	17.10							
II	14.18	14.00	15.07									
III	16.04	15.75	16.15									
IV	13.75	13.19	14.18									

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
04/24/2021	1,8277 2,398,257	1,7964 12,557,975	1,6545 13,354,893	.6231 4,934,480	1,1761 18,181,710

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	04/23	04/26	04/27	04/28	04/29
APR 21	17.64	17.66	17.64	17.64	17.63
MAY 21	19.00	19.28	19.20	19.22	19.22
JUN 21	19.04	19.42	19.52	19.64	19.75

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

DATE	04/23	04/26	04/27	04/28	04/29
APR 21	117.13	117.53	117.50	117.25	117.23
MAY 21	122.40	124.10	124.90	124.75	124.65
JUN 21	128.75	131.50	134.00	132.50	133.50

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

DATE	04/23	04/26	04/27	04/28	04/29
APR 21	15.52	15.52	15.52	15.52	15.52
MAY 21	16.07	16.11	16.15	16.24	16.21
JUN 21	16.62	16.87	17.09	17.06	17.02

**WHEY (Electronic-Traded) (¢/lb)**

DATE	04/23	04/26	04/27	04/28	04/29
APR 21	61.60	61.88	62.00	61.60	61.60
MAY 21	64.80	66.00	66.95	66.95	66.95
JUN 21	64.00	67.28	69.60	69.63	69.40

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

DATE	04/23	04/26	04/27	04/28	04/29
APR 21	178.83	179.00	179.00	179.10	178.75
MAY 21	180.00	180.00	181.00	181.00	180.20
JUN 21	182.48	182.40	183.50	183.00	181.50

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

DATE	04/23	04/26	04/27	04/28	04/29
APR 21	1.80	1.80	1.80	1.80	1.80
MAY 21	1.80	1.82	1.83	1.83	1.83
JUN 21	1.87	1.90	1.89	1.89	1.89

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

**INTERNATIONAL DAIRY MARKET NEWS - EUROPE**

Information gathered April 19 - 30, 2021

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**

It is expected that seasonal peak milk production in the primary Western European milk producing countries will occur in a few weeks. German sources believe that milk production is up from last week and slightly higher than this week last year. However, observers also believe that France registered weekly lower milk production due to weather impacts.

Cheese prices in Germany and France are reported as steady. Balanced and steady demand is cited for this. Germany remains under a COVID lock down. Thus, food service cheese demand is lower than normal. COVID restrictions in Italy are loosening. Italian cheese varieties are showing some price strength. Export demand remains strong and shipments of cheese to non-European countries is very active.

UK sources are looking toward increased post Brexit cheese and yogurt production in coming years. Sources mention that the UK currently turns to cheddar imports to meet internal demand. A focus going forward will be increasing capacity to make cheddar in hopes of being more self-sufficient.

**EASTERN EUROPE**

Poland is a leader in Eastern European milk production. January - March 2021 milk production increased 0.7 percent from January - March 2020 according to ZMB. Butter production January - March 2021 increased 0.4 percent from January - March 2020. Cheese production January - March is up 3.6 percent.

**BUTTER/BUTTEROIL**

The butter price range in Western Europe weakened at the low end. Butteroil prices firmed at the low end but weakened at the top. Current packaged butter demand is called restrained and slow to develop. Seasonal increases in packaged butter demand are expected in coming weeks. Butter prices are expected to firm in coming months. Even so, not many buyers seem to be aggressively buying very far forward.

Bulk butter buyers are actively shopping around. Finalizing contracts is slowed because many sellers are holding firm for higher prices. Sellers are slow to accept the higher prices. Export volumes are expected to be mostly steady until June. Beginning in July, manufacturers expect export demand to move higher.

Western Europe, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 4,700 - 5,000

Western Europe, 99% Butterfat, Free on Board - Port Butteroil  
Price Range - \$/MT: 5,000 - 6,225

**SKIM MILK POWDER**

The skim milk powder price range in Western Europe diverged. Low range prices declined while high range prices firmed. There was a variety of pricing in some countries. Prices in Netherlands and Germany generated the low range price decline. Yet prices in Germany also generated the high range price strength. No conclusions are drawn from the price movement except that increased numbers of smaller deals have led to divergent pricing within countries and among countries. Available SMP stocks are low.

The production outlook in coming months remains uncertain. Many regular buyers are currently contracted. That has left some buyers to look harder to get stocked. Export volumes are expected to be steady for the next several months.

Prices for: Europe, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 3,000 - 3,150

**WHEY**

The Western European whey powder price range moved higher, reaching the highest level of 2021. Demand is brisk. Buyers may not like to pay the higher prices, but to get deals done many are doing so. Few buyers feel that there is a point in holding back and hoping for price weakness.

Prices for: Western Europe, All First Sales, Free on Board - Port, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/MT: 1,200 - 1,400

**WHOLE MILK POWDER**

In Western Europe the whole milk powder price range declined at the low end but remained steady at the top. The low-end price movement reflects prices in Netherlands. The market tone is considered to be calm. Most new contracts are easily finalized at current pricing. Many buyers feel that compared with WMP pricing in Oceania, Western European pricing is a bargain.

Prices for: Europe, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder  
Price Range - 26% Butterfat; \$/MT: 3,750 - 4,000

INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered April 19 - 30, 2021

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: July 2020 - March 2021 seasonal milk production in Australia, increased 0.7 percent from July 2019 – March 2020, according to Dairy Australia. March 2021 milk production, 628.4 million liters, decreased 1.8 percent from March 2020. More detailed production data are in the table which follows.

AUSTRALIA MILK PRODUCTION, MILKFAT and PROTEIN

July 2020 – March 2021

State	Million Liters		Percent Change From 1 Year Ago		Percentage Milkfat Protein	
New South Wales	824.4	+2.0	4.14	3.35		
Victoria	4,446.4	+0.4	4.55	3.52		
Queensland	237.3	-3.4	4.16	3.43		
South Australia	383.6	+2.5	4.02	3.37		
Western Australia	273.5	-0.9	4.08	3.20		
Tasmania	772.3	+1.7	4.72	3.71		
Australia (Total)	6,937.5	+0.7	4.44*	3.49**		

- -0.1 percent from prior year period
- \*\* -0.8 percent from prior year period

Australian dairy producers continue to struggle with labor shortages. The recent opening of the so-called trans-Tasman travel bubble allows quarantine free flights between Australia and New Zealand. In response, a new online advertising campaign seeks to recruit workers from New Zealand to go to Australia to work on farming operations. Free airfare and good wages are promised. The reaction in New Zealand is said to be enhanced efforts to retain experienced agricultural workers.

Australian dairy producers and manufacturers continue to express apprehension over the downward cycle of trade relations between China and Australia. Recent action by the government in Australia cancelling Victoria's Belt and Road deal with Beijing has been viewed in Beijing as provocative. The deal was intended to promote trade activity by infrastructure improvements. Some Australian dairy officials are concerned that Beijing may retaliate in ways that make exporting Australian dairy products to China more difficult.

NEW ZEALAND: March 2021 New Zealand milksolids reported by NZX are up 8.7 percent from March 2020 milksolids. March 2021 milk production on a tonnage basis is up 9.8 percent from March 2020. Season to date through March 2021 milk solids increased 1.8 percent from last season through March 2021. Seasonal milk tonnage is up 1.6 percent through March 2021.

New Zealand dairy officials certainly welcome the March milksolids increase. Nevertheless, some caution as to excessive exuberance regarding the monthly increase compared with one year ago. March milk production in New Zealand is quite diminished from the peak month, October. The typical low month for production, June, is not far off. The key point is that so late in the milk season a monthly YOY increase is not likely to significantly change the annual results very much.

New Zealand commodity exchange sources attribute the March 2021 milk production increase to favorable pasture conditions during Feb-

ruary into March. The increase was skewed toward the North Island. Another factor making March 2021 look good is that during March 2020 the North Island was suffering from drought, which suppressed milk production.

Some Waikato dairy producers on the upper North Island are said to have reported twice as much milk production during this season through March 2021 as last season through March. Some Taranaki dairy producers on the west side of the North Island also report quite positive increases. Waikato and Taranaki are the two primary milk producing areas on the North Island.

Recent rain on both the North island and South Island has helped maintain pasture conditions. Heavy rain is forecast for all areas in the coming week. That will help the South Island, in particular, even up with the North Island as to soil moisture.

Dairy trading in New Zealand is off to a delayed start this week. Anzac Day is officially celebrated Monday. This is the day of remembrance of losses sustained by New Zealand in various wars. For some people the three-day holiday weekend is stretched further into last week Friday.

A large dairy cooperative in New Zealand has invested in a foodservice application center in southern China. This initiative reflects efforts to develop innovative dairy products to supply coffee shops, restaurants, and food stores. Sales of value added dairy based products into China have been very profitable.

BUTTER/BUTTEROIL

The Oceania butter price range moved lower, more at the top range price than the bottom range price. Oceania sources view this decline as minor considering current butter supply pressure on pricing. More butter was made available for contracting the next two months and that decision had been expected to lower prices. The downward price movement in this circumstance was a nonevent for many buyers and sellers. Making butter remains profitable. In fact, SMP and butter are the most profitable for processors at current price levels. Plants focused on butter would make more if they had more milk available.

Oceania, 82% Butterfat, Free on Board - Port Butter  
Price Range - \$/MT: 5,700 - 5,750

Secondary Sourced Information:

At GDT event 282 on April 20, 2021, the butter all contracts price, \$5,736, decreased 0.6 percent. The May contract, \$5,720, decreased 0.7 percent.

## INTERNATIONAL DAIRY MARKET NEWS - OCEANIA

Information gathered April 19 - 30, 2021

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

## SKIM MILK POWDER

The Oceania skim milk powder price range contracted, with the low range price increasing and the high range price declining. SMP demand in Oceania remains strong. Most production is bought or contracted as it becomes available. Buyers from Southeast Asia have been less active in this cycle. China has dominated purchasing Oceania SMP available for export.

Even with the buying interest, buyers showed greater resistance to high range prices. This was a factor in the price weakness. SMP from Western Europe and the United States offered better bargains and that became a negotiating factor as buyers shopped Oceania.

While SMP and butter present the most profitable use of milk in Oceania, more milk is going to WMP, which is perceived as offering more steady demand. Thus, SMP production has a ceiling that is likely to help maintain prices in the declining milk production season.

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder  
Price Range - 1.25% Butterfat; \$/MT: 3,400 - 3,425

## Secondary Sourced Information:

At GDT event 282 on April 20, 2021, the SMP all contracts price, \$3,365, was essentially steady. The May contract, \$3,410, decreased 0.1 percent.

## CHEESE

The Oceania cheddar price range increased at each end, taking already strong prices even higher. With Oceania cheddar prices typically topping prices in the EU and USA, this reflects the strength of buying interest from Asian countries as seasonal production decreases. Price strength is also reflective of lower cheddar offerings from New Zealand as available milk is shifted toward WMP. While Oceania cheddar export activity tends to be relatively steady moving toward August, even as milk production has declined, some buyers have expressed greater interest in securing contracts now for coming months to assure availability.

Prices for: Oceania Cheese, Cheddar, 39% Maximum Moisture, Free on Board - Port,  
Price Range - \$/MT: 4,350 - 4,575

## Secondary Sourced Information

At GDT event 282 on April 20, 2021, the cheddar all contracts price, \$4,436, increased 1.2 percent. The only contracts that traded were September 2021, closing at \$4,495, up 1.9 percent; and October 2021, closing at \$4,380, up 0.8 percent.

## WHOLE MILK POWDER

Oceania whole milk powder prices pushed the range top higher. Low range prices remained steady. Almost all available WMP was purchased at the last GDT event. WMP buyers were also making deals at some manufacturing plants at prices different from the GDT price range. China was a significant buyer this period. New Zealand WMP manufacturers believe stocks of WMP in China are a bit low because milk produced there is tending to go toward fluid milk. That has increased demand for milk powder imports.

WMP buyers from many other regions are also in the fray. With WMP prices being considered high, New Zealand manufacturers have increased WMP manufacturing schedules. While a mix of SMP and butter may be more profitable than WMP, demand for WMP from New Zealand is more certain. That was the decisive factor in increasing WMP production at the expense of butter and SMP.

The typical annual pattern is for New Zealand WMP export volumes to trend lower from now until the seasonal low in August. Then WMP exports begin to increase in September. It may not be until November that WMP export volumes exceed April volumes. That fact of life is keeping contracting activity quite active and leading to deals closing quite readily when a buyer still needs WMP coverage.

Prices for: Oceania, All First Sales, Free on Board - Port, Conventional, and Edible Whole Milk Powder  
Price Range - 26% Butterfat; \$/MT: 4,075 - 4,125

## Secondary Sourced Information:

At GDT event 282 on April 20, 2021, the WMP all contracts price, \$4,097, increased 0.4 percent. The May contract, \$4,083, increased 0.1 percent.

Exchange rates for selected foreign currencies:  
April 26, 2021

.0107 Argentina Peso	.0134 India Rupee
.7799 Australian Dollar	.0093 Japan yen
.1840 Brazil Real	.0504 Mexican Peso
.8067 Canadian Dollar	.7237 New Zealand Dollar
.0014 Chile Peso	.2652 Poland Zloty
1.2088 Euro	.0227 Uruguay Peso

Conversion example: To compare the value of 1 US Dollar to Mexican Pesos: (1/.0504) = 19.8413 Mexican Pesos. Source: "Wall Street Journal"

**INTERNATIONAL DAIRY MARKET NEWS - SOUTH AMERICA**

Information gathered April 19 - 30, 2021

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**

Dry weather lingers in parts of South America. In Argentina, drier conditions are increasing farmers' soybean harvests. In parts of Mexico, very dry/drought weather conditions are taking a toll on milk output. In addition, these dry conditions are affecting some lakes in Mexico. There are positive forecasts of production increases in corn, barley and wheat. Moreover, there are expected increases in production and planting areas for soybeans and rice. WMP and SMP markets are displaying solid undertones. Buying demands have heightened at this time. Some WMP manufacturers are sold out of supplies. There is some continued pressure on margins for dairy operators with higher feed costs emerging. In Venezuela, farmers are faced with diesel shortages.

**SKIM MILK POWDER**

Skim milk powder (SMP) F.O.B. prices are steady to higher. In the Southern Cone of South America, spot trading activities are moderate. At this time, buyers' demands have heightened, with several market participants purchasing for their immediate needs. Industry contacts are waiting to see where SMP regional/EU pricing leads. Manufacturers' SMP production schedules are steady to light with most available drying time planned for whole milk powder. SMP inventory levels are declining. There are reports of continued shipping challenges for several dairy contacts. The SMP market tone is stable for the near term.

Prices for: South America, All First Sales, Free on Board - Port, Conventional, and Edible Skim Milk Powder

Price Range - 1.25% Butterfat; \$/MT: 3,250 - 3,450

**WHOLE MILK POWDER**

Whole milk powder (WMP) prices are higher on fairly active trading activity. Currently, market participants report a strong uptick in buying demands. Available WMP supplies are limited. Several industry contacts are seeing very few offers on the spot market. There are anticipations WMP availability will remain low for the near term. Market participants note regional WMP pricing is nearing European pricing on various market exchanges. Some buyers are waiting to see what happens with supply/demand before making spot purchases. Manufacturers' WMP inventories are very tight. WMP production schedules are somewhat stable as some are working through committed contracts. The WMP market tone is firm.

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

Price Range - 26% Butterfat; \$/MT: 3,800 - 4,050

## Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders, 2020 Annual Averages, with Comparisons <sup>1</sup>

In 2020, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$16.96 per cwt., \$0.94 lower than 2019. The component tests of producer milk in 2020 averaged: butterfat, 3.92 percent; protein, 3.18 percent; and other solids, 5.77 percent.

Reporting Area <sup>2</sup>	Mailbox Milk Prices <sup>3</sup>		
	2019	2020	Difference
	<i>(dollars per hundredweight)</i>		
New England States <sup>4</sup>	19.01	17.67	-1.34
New York	17.97	16.82	-1.15
Eastern Pennsylvania <sup>5</sup>	17.84	16.80	-1.04
Appalachian States <sup>6</sup>	18.21	18.05	-0.16
Southeast States <sup>7</sup>	18.34	18.13	-0.21
Southern Missouri <sup>8</sup>	18.17	16.91	-1.26
Florida	19.40	19.42	0.02
Western Pennsylvania <sup>9</sup>	18.15	16.93	-1.22
Ohio	17.88	17.09	-0.79
Indiana	17.67	17.09	-0.58
Michigan	16.51	15.42	-1.09
Wisconsin	18.33	17.69	-0.64
Minnesota	18.41	18.30	-0.11
Iowa	18.31	17.89	-0.42
Illinois	18.41	17.19	-1.22
Corn Belt States <sup>10</sup>	16.92	16.25	-0.67
Western Texas <sup>11</sup>	17.79	17.20	-0.59
New Mexico	16.15	15.54	-0.61
Northwest States <sup>12</sup>	18.52	17.24	-1.28
California	17.92	16.75	-1.17
All Federal Order Areas <sup>13</sup>	*17.90	16.96	-0.94

<sup>1</sup> Net pay price received by dairy farmers for milk. Includes all payments received for milk sold and all costs associated with marketing the milk. Price is a weighted average for the reporting area and is reported at the average butterfat test. Mailbox price does not include any Milk Income Loss Contract (MILC) payments. Mailbox price does include, for the most part, the assessment under the Cooperatives Working Together (CWT) program. <sup>2</sup> Information is shown for those areas for which prices are reported for at least 75 percent of the milk marketed under Federal milk orders. The price shown is the weighted average of the prices reported for all orders that received milk from that area. <sup>3</sup> Figures are annual averages -- the weighted average of the monthly figures. <sup>4</sup> Includes Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont. <sup>5</sup> All counties to the east of those listed in footnote <sup>9</sup>. <sup>6</sup> Includes Kentucky, North Carolina, South Carolina, Tennessee, and Virginia. <sup>7</sup> Includes Alabama, Arkansas, Georgia, Louisiana, and Mississippi. <sup>8</sup> The counties Vernon, Cedar, Polk, Dallas, Laclede, Texas, Dent, Crawford, Washington, St. Francois, and Perry, and all those to the south of these. <sup>9</sup> The counties of Warren, Elk, Clearfield, Indiana, Westmoreland, and Fayette, and all those counties to the west of these. <sup>10</sup> Includes Kansas, Nebraska, and the Missouri counties to the north of those listed in footnote <sup>8</sup>. <sup>11</sup> All counties to the west of Fanin, Hunt, Van Zandt, Henderson, Houston, Cherokee, Nacogdoches, and Shelby. <sup>12</sup> Includes Oregon and Washington. <sup>13</sup> Weighted average of prices for all reporting areas.



## Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders, January 2021, With Comparisons

In January 2021, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$16.12 per cwt, down \$1.22 from the December 2020 average and down \$2.75 per cwt from the January 2020 average. The component tests of producer milk in January 2021 were: butterfat, 4.06%; protein, 3.26%; and other solids, 5.77%.

### Mailbox Milk Prices, January 2021

Reporting Area <sup>1</sup>	Mailbox Milk Price <sup>2</sup>		
	Jan 2020	Dec 2020	Jan 2021
	<i>(dollars per hundredweight)</i>		
New England States <sup>3</sup>	19.72	18.43	17.18
New York	18.85	17.49	16.24
Eastern Pennsylvania <sup>4</sup>	18.96	17.49	16.21
Appalachian States <sup>5</sup>	20.04	20.20	16.95
Southeast States <sup>6</sup>	20.44	20.71	17.00
Southern Missouri <sup>7</sup>	19.78	19.42	16.06
Florida	22.11	21.50	18.01
Western Pennsylvania <sup>8</sup>	19.25	17.86	16.06
Ohio	19.19	18.60	16.65
Indiana	19.03	18.82	16.72
Michigan	17.50	16.91	15.01
Wisconsin	19.00	17.88	17.27
Minnesota	19.53	18.23	17.72
Iowa	19.00	17.93	16.96
Illinois	19.44	18.49	16.71
Corn Belt States <sup>9</sup>	17.31	16.24	15.05
Western Texas <sup>10</sup>	18.96	16.55	15.44
New Mexico	17.05	15.32	14.30
Northwest States <sup>11</sup>	19.18	16.75	16.12
California	18.96	16.63	16.04
All Federal Order Areas <sup>12</sup>	*18.87	17.34	16.12

<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. <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> Weighted average of prices for all reporting areas.

## Market Summary and Utilization Report, March 2021

**Highlights.** During March, 11.0 billion pounds of milk were received from Federally pooled producers. This volume of milk is 18.4 percent lower than the March 2020 volume. Regulated handlers pooled 3.7 billion pounds of producer milk as Class I products, down 6.8 percent when compared to the previous year. The all-market average Class utilization percentages were: Class I = 34%, Class II = 17%, Class III = 14%, and Class IV = 35%. The weighted average statistical uniform price was \$15.89 per cwt, \$0.77 higher than last month but \$1.13 lower 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	2,353.6	-0.5	716.4	-2.1
Appalachian (Charlotte)	005	488.7	-0.9	332.8	-4.7
Florida (Tampa)	006	205.7	-11.2	173.6	-9.1
Southeast (Atlanta)	007	439.9	-5.1	271.8	-11.3
Upper Midwest (Chicago)	030	964.5	-62.1	219.2	-10.7
Central (Kansas City)	032	980.6	-32.1	398.2	-6.7
Mideast (Cleveland)	033	1,475.8	-15.6	578.7	-6.4
California (Los Angeles)	051	2,037.1	<sup>3</sup>	429.8	-10.7
Pacific Northwest (Seattle)	124	627.3	-1.7	139.2	-10.2
Southwest (Dallas)	126	1,027.0	2.0	364.2	-6.5
Arizona (Phoenix)	131	357.1	-22.8	113.1	-3.2
All Market Total or Average <sup>2</sup>		10,957.6	-18.4	3,737.0	-6.8

<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 due to rounding. Averages are the weighted average percent change. <sup>3</sup> Less than 0.1 percent.

Federal Milk Order Marketing Area <sup>1</sup>	Order Number	Utilization of Producer Milk in All Classes <sup>2</sup>				Uniform Price <sup>4</sup>
		Class I	Class II	Class III	Class IV	
		(percent) <sup>2</sup>				(\$ per cwt)
Northeast (Boston)	001	30	26	25	19	16.50
Appalachian (Charlotte)	005	68	14	5	12	17.94
Florida (Tampa)	006	84	14	<sup>3</sup>	1	20.11
Southeast (Atlanta)	007	62	23	4	11	17.92
Upper Midwest (Chicago)	030	23	22	37	18	15.64
Central (Kansas City)	032	41	16	5	38	15.15
Mideast (Cleveland)	033	39	25	17	19	15.68
California (Los Angeles)	051	21	5	1	72	14.85
Pacific Northwest (Seattle)	124	22	7	27	43	15.15
Southwest (Dallas)	126	35	13	4	48	15.68
Arizona (Phoenix)	131	32	10	3	55	15.55
All Market Total or Average <sup>4</sup>		34	17	14	35	15.89

<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> Less than 1 percent. <sup>4</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.

**April 2021 Highlights:** U.S. simple average prices are: \$3.58 per gallon for conventional whole milk, \$3.55 per gallon for conventional reduced fat 2% milk, \$4.09 per half gallon organic whole milk, and \$4.09 per half gallon organic reduced fat 2% milk.

## Retail Prices for Conventional Whole Milk, Average of Three Outlets, Selected Cities, by Months, 2021 <sup>1</sup>

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>2</sup>
	<i>(dollars per gallon)</i>												
Atlanta, GA	3.52	3.61	3.24	3.21									3.40
Baltimore, MD	3.84	3.98	3.98	3.84									3.91
Boston, MA	3.51	3.53	3.53	3.52									3.52
Chicago, IL	4.16	4.16	4.16	4.16									4.16
Cincinnati, OH	2.70	2.87	2.90	2.97									2.86
Cleveland, OH	3.39	3.39	3.39	3.39									3.39
Dallas, TX	2.86	2.92	3.06	2.96									2.95
Denver, CO	3.52	3.52	3.52	3.52									3.52
Detroit, MI	3.02	2.87	2.87	3.06									2.96
Hartford, CT	3.92	3.86	3.86	3.86									3.88
Houston, TX	3.47	3.45	3.47	3.34									3.43
Indianapolis, IN	3.11	2.91	2.74	2.87									2.91
Kansas City, MO	4.64	4.66	4.66	4.67									4.66
Louisville, KY	2.96	2.97	2.93	2.62									2.87
Miami, FL	3.46	3.53	3.46	3.39									3.46
Milwaukee, WI	4.16	3.59	3.86	3.86									3.87
Minneapolis, MN	4.12	4.12	4.12	4.12									4.12
New Orleans, LA	3.94	3.88	3.91	3.99									3.93
New York, NY	4.02	4.01	4.01	3.97									4.00
Oklahoma City, OK	3.55	3.59	3.49	3.46									3.52
Philadelphia, PA	4.84	4.64	4.64	4.79									4.73
Phoenix, AZ	2.92	2.92	3.06	3.06									2.99
Pittsburgh, PA	4.25	4.26	4.21	4.24									4.24
Portland, OR	3.42	3.42	3.42	3.49									3.44
Sacramento, CA	3.75	3.68	3.68	3.68									3.70
Seattle, WA	3.59	3.46	3.59	3.52									3.54
St. Louis, MO	3.62	3.46	3.39	3.39									3.47
Syracuse, NY	3.55	3.55	3.55	3.55									3.55
Washington, DC	3.99	4.34	4.34	4.34									4.25
Wichita, KS	2.52	2.52	2.52	2.69									2.56
Simple Average	3.61	3.59	3.59	3.58									3.59

<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> Simple average of monthly prices.

## Retail Prices for Conventional Reduced Fat (2%) Milk, Average of Three Outlets, Selected Cities, by Months, 2021 <sup>1</sup>

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>2</sup>
	<i>(dollars per gallon)</i>												
Atlanta, GA	3.52	3.61	3.24	3.21									3.40
Baltimore, MD	3.84	3.88	3.88	3.84									3.86
Boston, MA	3.50	3.51	3.51	3.50									3.51
Chicago, IL	4.06	4.06	4.06	4.06									4.06
Cincinnati, OH	2.70	2.87	2.90	2.97									2.86
Cleveland, OH	3.39	3.39	3.39	3.39									3.39
Dallas, TX	2.86	2.99	3.02	2.96									2.96
Denver, CO	3.52	3.52	3.52	3.52									3.52
Detroit, MI	3.02	2.87	2.87	3.06									2.96
Hartford, CT	3.92	3.86	3.86	3.86									3.88
Houston, TX	3.47	3.45	3.45	3.29									3.42
Indianapolis, IN	3.09	2.91	2.79	2.87									2.92
Kansas City, MO	4.46	4.49	4.49	4.49									4.48
Louisville, KY	2.96	2.99	2.89	2.85									2.92
Miami, FL	3.46	3.47	3.46	3.39									3.45
Milwaukee, WI	4.09	3.56	3.82	3.82									3.82
Minneapolis, MN	4.12	4.12	4.12	4.12									4.12
New Orleans, LA	3.94	3.88	3.91	3.99									3.93
New York, NY	4.00	3.99	3.99	3.95									3.98
Oklahoma City, OK	3.42	3.42	3.41	3.29									3.39
Philadelphia, PA	4.74	4.54	4.54	4.64									4.62
Phoenix, AZ	2.92	2.92	3.06	3.06									2.99
Pittsburgh, PA	4.08	4.15	4.12	4.13									4.12
Portland, OR	3.42	3.42	3.42	3.49									3.44
Sacramento, CA	3.61	3.55	3.55	3.55									3.57
Seattle, WA	3.49	3.46	3.56	3.49									3.50
St. Louis, MO	3.58	3.46	3.39	3.39									3.46
Syracuse, NY	3.35	3.35	3.35	3.35									3.35
Washington, DC	3.99	4.34	4.34	4.34									4.25
Wichita, KS	2.52	2.52	2.56	2.72									2.58
Simple Average	3.57	3.55	3.55	3.55									3.56

<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> Simple average of monthly prices.

**Retail Prices for Organic Whole Milk,  
Average of Two Outlets, Selected Cities, by Months, 2021 <sup>1</sup>**

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>2</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	4.14	3.13	3.32	3.27									3.47
Baltimore, MD	5.19	5.19	5.19	5.19									5.19
Boston, MA	3.74	3.74	3.74	3.77									3.75
Chicago, IL	4.49	4.49	4.49	4.49									4.49
Cincinnati, OH	3.15	3.29	3.29	3.29									3.26
Cleveland, OH	3.54	3.54	3.54	3.54									3.54
Dallas, TX	3.21	3.21	3.21	3.21									3.21
Denver, CO	3.49	3.59	3.49	3.59									3.54
Detroit, MI	3.29	3.29	3.29	3.29									3.29
Hartford, CT	4.08	4.08	4.08	4.08									4.08
Houston, TX	3.14	3.14	3.14	3.21									3.16
Indianapolis, IN	3.00	3.00	3.00	3.15									3.04
Kansas City, MO	5.03	5.03	4.73	5.03									4.96
Louisville, KY	3.15	3.15	3.15	3.15									3.15
Miami, FL	3.71	3.71	3.71	3.71									3.71
Milwaukee, WI	4.64	4.64	4.99	4.99									4.82
Minneapolis, MN	4.44	4.44	4.50	4.34									4.43
New Orleans, LA	4.99	4.39	4.39	4.82									4.65
New York, NY	3.64	3.64	3.64	3.64									3.64
Oklahoma City, OK	5.23	5.33	5.23	5.23									5.26
Philadelphia, PA	4.64	4.64	4.64	4.64									4.64
Phoenix, AZ	3.89	3.89	3.99	3.89									3.92
Pittsburgh, PA	5.84	5.84	5.84	5.84									5.84
Portland, OR	4.49	4.34	4.49	4.49									4.45
Sacramento, CA	3.99	3.99	3.99	3.99									3.99
Seattle, WA	3.29	3.29	3.29	3.29									3.29
St. Louis, MO	5.24	5.24	5.24	5.24									5.24
Syracuse, NY	3.89	3.89	4.04	4.04									3.97
Washington, DC	5.19	5.19	5.19	5.19									5.19
Wichita, KS	3.15	3.15	3.15	3.15									3.15
Simple Average	4.10	4.05	4.07	4.09									4.08

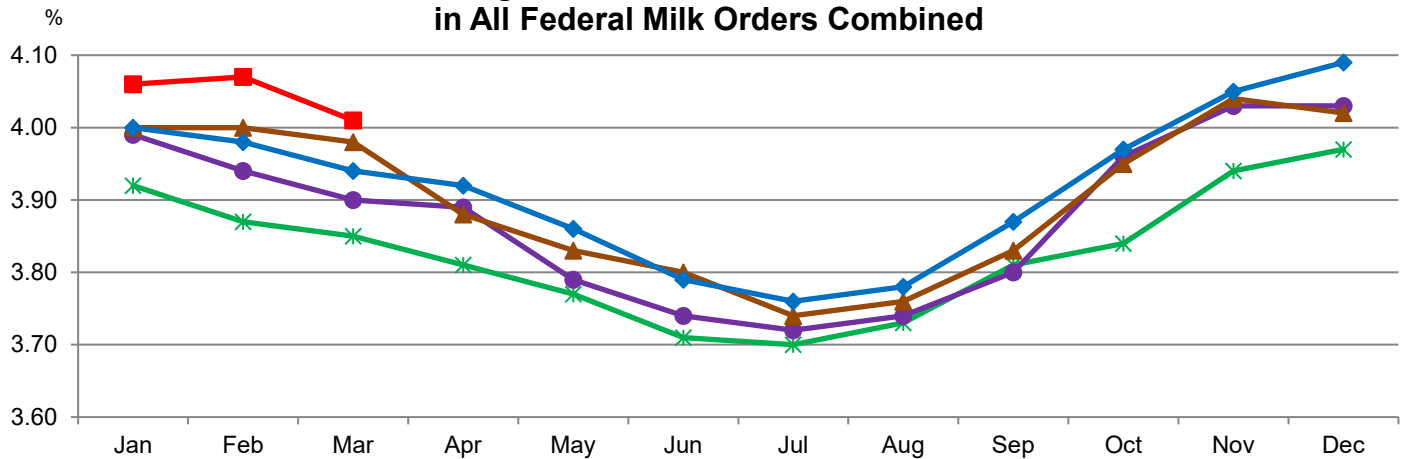
<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> Simple average of monthly prices.

**Retail Prices for Organic Reduced Fat (2%) Milk,  
Average of Two Outlets, Selected Cities, by Months, 2021 <sup>1</sup>**

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>2</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	4.14	3.27	3.32	3.27									3.50
Baltimore, MD	5.19	5.19	5.19	5.19									5.19
Boston, MA	3.71	3.71	3.71	3.74									3.72
Chicago, IL	4.49	4.49	4.59	4.49									4.52
Cincinnati, OH	3.15	3.29	3.29	3.29									3.26
Cleveland, OH	3.54	3.54	3.54	3.54									3.54
Dallas, TX	3.21	3.21	3.21	3.21									3.21
Denver, CO	3.49	3.59	3.49	3.59									3.54
Detroit, MI	3.29	3.29	3.29	3.29									3.29
Hartford, CT	4.08	4.08	4.08	4.08									4.08
Houston, TX	3.14	3.14	3.14	3.21									3.16
Indianapolis, IN	3.15	3.00	3.00	3.15									3.08
Kansas City, MO	5.03	5.03	4.73	5.03									4.96
Louisville, KY	3.15	3.15	3.15	3.15									3.15
Miami, FL	3.71	3.71	3.71	3.71									3.71
Milwaukee, WI	4.64	4.64	4.99	4.99									4.82
Minneapolis, MN	4.44	4.44	4.50	4.34									4.43
New Orleans, LA	4.99	4.39	4.39	4.82									4.65
New York, NY	3.64	3.64	3.64	3.64									3.64
Oklahoma City, OK	5.23	5.33	5.23	5.23									5.26
Philadelphia, PA	4.64	4.64	4.64	4.64									4.64
Phoenix, AZ	3.89	3.89	3.99	3.89									3.92
Pittsburgh, PA	5.84	5.84	5.84	5.84									5.84
Portland, OR	4.49	4.34	4.49	4.49									4.45
Sacramento, CA	3.99	3.99	3.99	3.99									3.99
Seattle, WA	3.29	3.29	3.29	3.29									3.29
St. Louis, MO	5.19	5.19	5.19	5.19									5.19
Syracuse, NY	3.89	3.89	4.04	4.04									3.97
Washington, DC	5.19	5.19	5.19	5.19									5.19
Wichita, KS	3.15	3.15	3.15	3.15									3.15
Simple Average	4.10	4.05	4.07	4.09									4.08

<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 are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> Simple average of monthly prices.

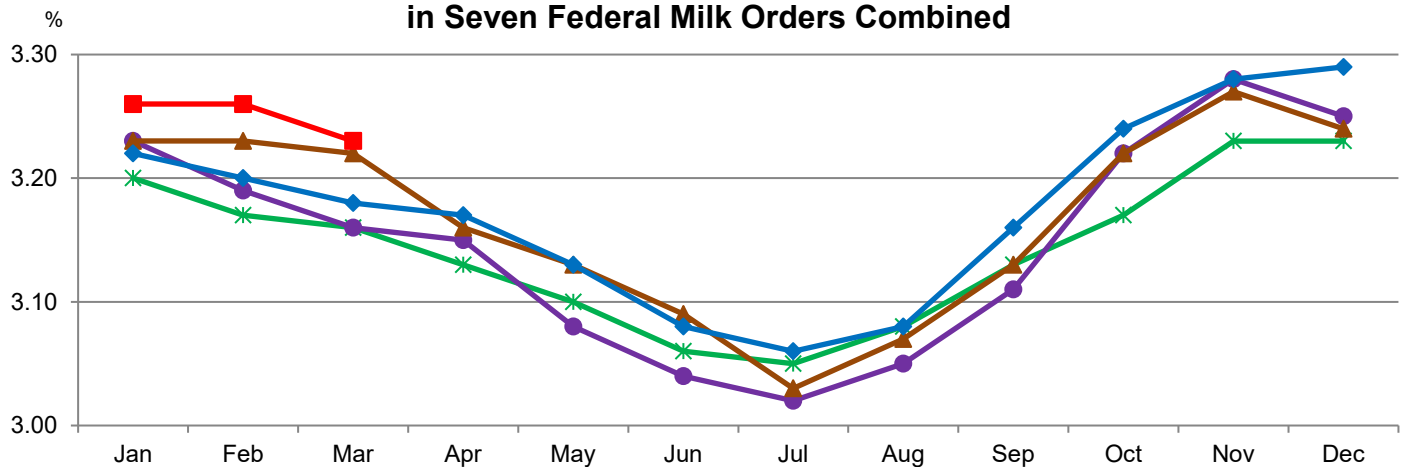
### Average Butterfat Test of Producer Milk in All Federal Milk Orders Combined



DATA SOURCE, USDA, AMS, DAIRY PROGRAMS, MIB; GRAPH, USDA, AMS, DMN  
 FEDERAL MILK ORDERS INCLUDED ARE: 1, 5, 6, 7, 30, 32, 33, 51, 124, 126, 131

2017 2018 2019 2020 2021

### Average Protein Test of Producer Milk in Seven Federal Milk Orders Combined



DATA SOURCE, USDA, AMS, DAIRY PROGRAMS, MIB; GRAPH, USDA, AMS, DMN  
 FEDERAL MILK ORDERS INCLUDED ARE: 1, 30, 32, 33, 51, 124, 126

2017 2018 2019 2020 2021



## 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 88- Number 17

Issued Weekly

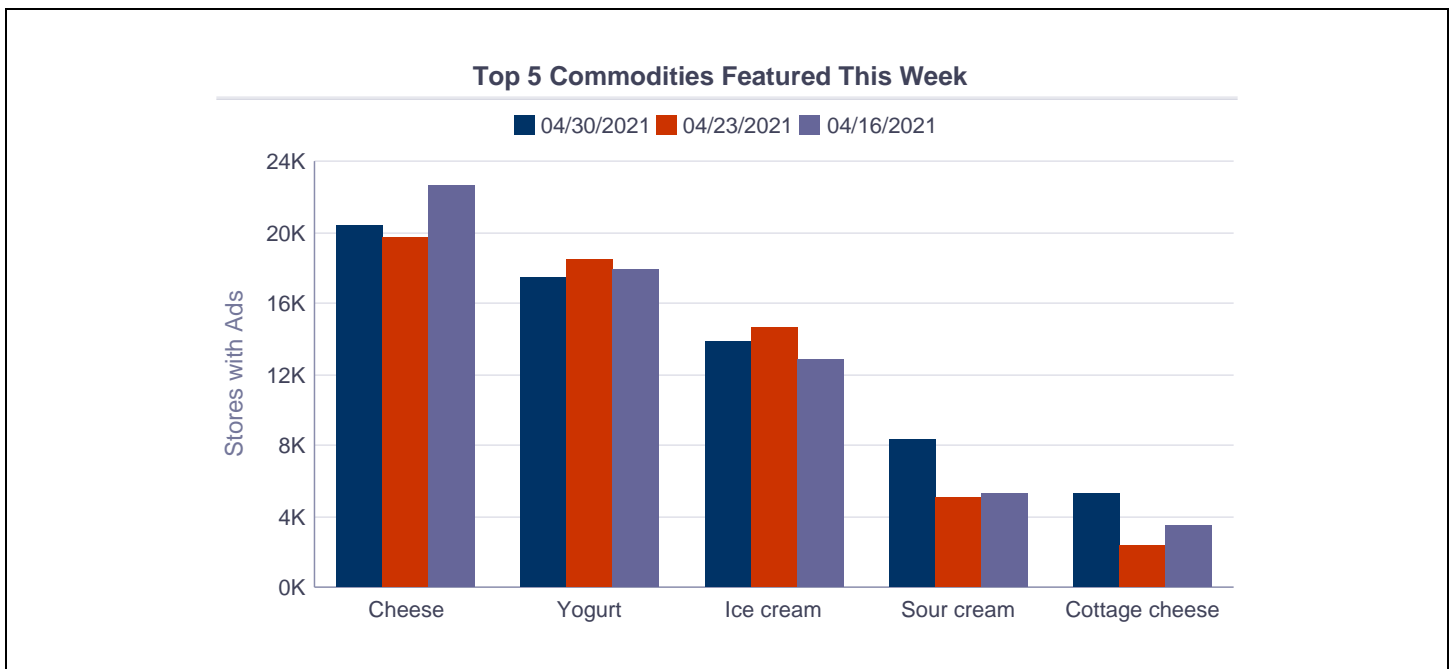
Friday, April 30, 2021

### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 04/30/2021 to 05/06/2021

Dairy retail advertisement totals increased 2 percent in the conventional sector, and organic dairy ad totals increased 13 percent this reporting week. Conventional ice cream, in 48-64 oz containers, was the most advertised dairy item this week, with an average price of \$3.23, up 18 cents from last week. Organic milk, in half gallon containers, was the most advertised organic item. In half gallon containers, the weighted average price of conventional milk was \$2.19, compared to \$4.10 for organic milk, an organic premium of \$1.91.

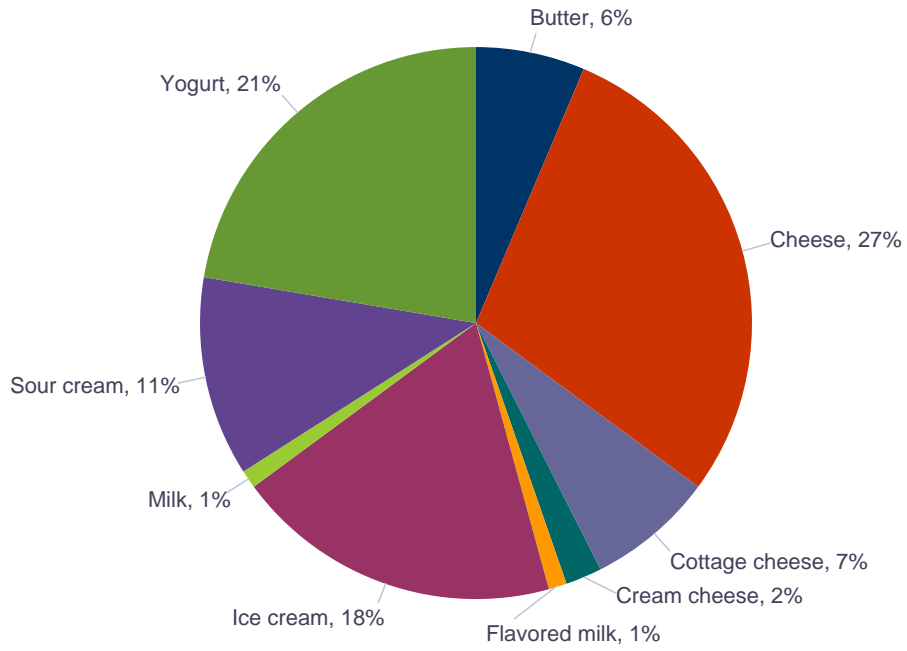
Conventional cheese, in 8 oz blocks, increased 16 percent in retail advertisements. The weighted average price of conventional 8 oz block cheese is \$2.67, compared to \$2.48 last week. Conventional cheese ad numbers, for 8 oz shred packaging, decreased 9 percent. The weighted average price of conventional 8 oz shred cheese is \$2.54, up 16 cents compared to last week.

Conventional yogurt, in 32 oz containers, decreased 16 percent in retail advertisements, however the weighted average price of \$3.06, is up 74 cents compared to last week. The weighted average price for organic yogurt in 32 oz containers is \$3.25, an organic premium of \$0.19.

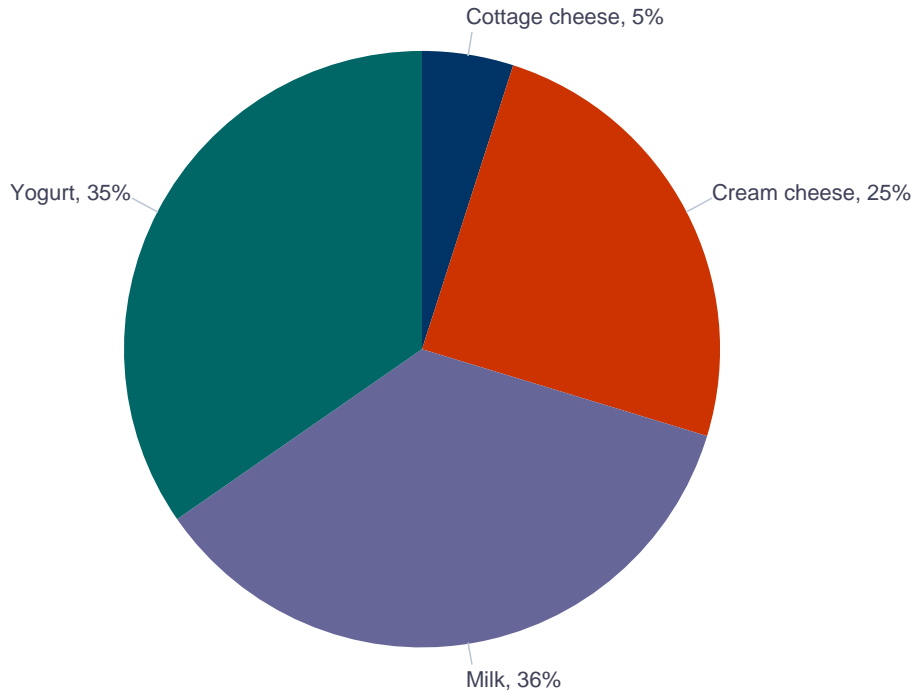




Percentage of Total Conventional Ads by Commodity



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 #	4482	3.37	5926	2.88	1228	3.15
Cheese	Natural Varieties	8 oz block	7606	2.67	6566	2.48	4675	2.43
Cheese	Natural Varieties	1 # block	753	4.33	272	3.74	563	4.48
Cheese	Natural Varieties	2 # block	924	6.25	543	7.14	473	5.91
Cheese	Natural Varieties	8 oz shred	11056	2.54	12090	2.38	4622	2.45
Cheese	Natural Varieties	1 # shred	62	3.50	61	3.50	99	5.99
Cottage cheese		16 oz	5125	2.10	2420	2.17	1735	2.08
Cream cheese		8 oz	1861	1.82	3097	2.16	3187	2.04
Flavored milk	All fat tests	half gallon	214	2.50	730	1.22	285	1.94
Flavored milk	All fat tests	gallon	249	3.99	367	1.94	180	4.99
Ice cream		48-64oz	13830	3.23	14620	3.05	7667	3.11
Milk	All fat tests	half gallon	659	2.19	433	1.59	1743	1.93
Milk	All fat tests	gallon	165	2.56	489	2.40	367	2.90
Sour cream		16 oz	8345	1.84	5019	1.90	4376	1.60
Yogurt	Greek	4-6 oz	6965	.97	9396	.88	5771	.99
Yogurt	Greek	32 oz	3216	4.45	2620	4.64	234	4.25
Yogurt	Yogurt	4-6 oz	4805	.52	4400	.53	3344	.49
Yogurt	Yogurt	32 oz	871	3.06	1035	2.32	626	2.29

## 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 #	2.50-4.49	1517	3.05	2.49-3.50	1391	3.45	3.49	458	3.49
Cheese	Natural Varieties	8 oz block	1.67-3.50	1805	2.41	2.00-3.50	3536	2.80	1.67-3.50	1099	2.57
Cheese	Natural Varieties	1 # block	3.99	233	3.99	3.99	214	3.99			
Cheese	Natural Varieties	2 # block	5.99	84	5.99						
Cheese	Natural Varieties	8 oz shred	1.88-3.50	2677	2.50	1.67-3.50	4066	2.55	1.67-3.50	1826	2.53
Cottage cheese		16 oz	1.79-2.99	1752	2.16	1.49-2.50	2567	2.08	1.49-2.49	278	2.14
Cream cheese		8 oz	1.29-2.00	1203	1.84				1.59	69	1.59
Flavored milk	All fat tests	half gallon				2.50	214	2.50			
Flavored milk	All fat tests	gallon							3.99	249	3.99
Ice cream		48-64oz	1.99-4.00	3762	3.02	1.99-5.99	3602	3.58	1.99-4.99	2968	3.00
Milk	All fat tests	half gallon	2.89	221	2.89						
Sour cream		16 oz	1.50-2.00	2465	1.89	1.29-2.00	2788	1.83	0.99-2.39	1359	1.70
Yogurt	Greek	4-6 oz	0.80-1.25	2273	.99	0.80-1.25	1512	.97	0.80-1.00	1167	.90
Yogurt	Greek	32 oz	3.99-4.99	672	4.44	3.99-5.00	1118	4.54	3.98-5.00	357	4.69
Yogurt	Yogurt	4-6 oz	0.40-0.69	1329	.56	0.49-1.00	644	.55	0.29-0.60	1256	.48
Yogurt	Yogurt	32 oz	2.49-3.49	632	3.05				1.99	106	1.99

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.98-3.49	271	3.13	3.49-4.99	451	4.39	2.49-3.50	394	3.23
Cheese	Natural Varieties	8 oz block	1.66-3.50	869	2.57	1.99-3.69	262	3.24			
Cheese	Natural Varieties	1 # block				3.50-6.49	306	4.84			
Cheese	Natural Varieties	2 # block	5.99	80	5.99	5.99-6.99	643	6.25	5.99	69	5.99
Cheese	Natural Varieties	8 oz shred	1.66-3.50	1146	2.59	1.67-3.69	1245	2.59	1.50	61	1.50
Cheese	Natural Varieties	1 # shred				3.50	62	3.50			
Cottage cheese		16 oz	1.49-2.29	254	1.98	2.49	169	2.49	1.00	105	1.00
Cream cheese		8 oz	1.79-1.99	195	1.91				1.67-1.99	394	1.76
Ice cream		48-64oz	1.99-4.49	1274	3.50	1.97-3.99	1450	2.95	1.99-3.99	752	3.56
Milk	All fat tests	half gallon	1.78-1.99	438	1.84						
Milk	All fat tests	gallon	3.55	60	3.55				1.99	105	1.99
Sour cream		16 oz	1.49-2.29	634	1.82	1.99-2.00	547	1.99	1.00-2.19	524	1.75
Yogurt	Greek	4-6 oz	0.80-1.00	944	.98	0.80-1.25	832	.96	0.99	187	.99
Yogurt	Greek	32 oz	3.29-4.99	176	3.82	2.99-5.00	788	4.49	3.49	105	3.49
Yogurt	Yogurt	4-6 oz	0.49-0.50	253	.49	0.49-0.60	1296	.52			
Yogurt	Yogurt	32 oz	3.99	133	3.99						

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cheese	Natural Varieties	8 oz block	2.50	11	2.50	3.00	24	3.00
Cheese	Natural Varieties	2 # block	6.99	21	6.99	7.99	27	7.99
Cheese	Natural Varieties	8 oz shred	2.50	11	2.50	3.00	24	3.00
Ice cream		48-64oz	2.99-3.50	22	3.25			
Sour cream		16 oz	3.99	28	3.99			
Yogurt	Greek	4-6 oz	0.80-2.00	50	1.52			
Yogurt	Yogurt	4-6 oz				0.60	27	.60

### 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 #			237	2.50	214	5.49
Cheese	Natural Varieties	8 oz shred			178	3.99		
Cottage cheese		16 oz	214	4.29				
Cream cheese		8 oz	1112	2.00			87	2.50

Wtd Avg - Simple weighted average



Milk	All fat tests	half gallon	1582	4.10	2576	3.92	1120	3.83
Milk	All fat tests	gallon					105	5.00
Milk	All fat tests	8 oz UHT					138	1.01
Yogurt	Greek	32 oz			389	5.57	214	3.00
Yogurt	Yogurt	4-6 oz			137	1.25		
Yogurt	Yogurt	32 oz	1541	3.25	429	3.41		

### 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
Cottage cheese		16 oz				4.29	214	4.29			
Cream cheese		8 oz	2.00	110	2.00	2.00	1002	2.00			
Milk	All fat tests	half gallon	3.99-4.99	569	4.35	3.99	214	3.99	4.46-4.98	360	4.72
Yogurt	Yogurt	32 oz	2.99-4.29	478	3.75	2.99-3.50	1063	3.02			

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon				3.00-3.49	439	3.31			

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price

### REGIONAL DEFINITIONS

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

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



# Dairy Market News

United States Department of Agriculture

Agricultural Marketing Service

Dairy Programs

Market Information Branch

Volume 88, Report 17

April 26 - 30, 2021

## GENERAL NUMBER

(608) 422-8587

Elizabeth Frederick

(608) 422-8591

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

## WEST

Mike Bandli

(608) 422-8592

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

## WEST

Roman Caraman

(608) 422-8593

[Roman.Caraman@USDA.GOV](mailto:Roman.Caraman@USDA.GOV)

## WEST

Chelsea Rochelle

(608) 422-8594

[Chelsea.Rochelle@USDA.GOV](mailto:Chelsea.Rochelle@USDA.GOV)

## EAST/SOUTH AMERICA

Jessica Mueller

(608) 422-8589

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

## ORGANIC/ EAST

Daniel Johnson

(608) 422-8605

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

## EUROPE/OCEANIA

Eric Graf

(608) 422-8590

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

## CENTRAL

Israel Weber

(608) 422-8601

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

## DEPUTY DIRECTOR, DAIRY MARKET NEWS

Janet Linder

(608) 422-8588

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

## DIRECTOR, DAIRY MARKET NEWS

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/>