

DAIRY MARKET NEWS AT A GLANCE

CME GROUP CASH MARKETS (9/24)

BUTTER: Grade AA closed at \$1.7275. The weekly average for Grade AA is \$1.7450 (-0.0625).

CHEESE: Barrels closed at \$1.6000 and 40# blocks at \$1.7075. The weekly average for barrels is \$1.5960 (+0.1070) and blocks, \$1.7230 (-0.0765).

NONFAT DRY MILK: Grade A closed at \$1.3600. The weekly average for Grade A is \$1.3580 (+0.0185).

DRY WHEY: Extra grade dry whey closed at \$0.5725. The weekly average for dry whey is \$0.5585 (+0.0285).

CHEESE HIGHLIGHTS: Cheese markets have traced a path of unavoidable inevitability since July, according to market participants. That inevitability, movement toward the convergence of block and barrel prices, is closer to being realized this week, as block prices tumble while barrel prices are mostly steady. Cheese production was less than steady this week, as a number of cheesemakers ran scheduled maintenance in both the East and Midwest regions. This added to the spot milk supplies, as reported prices in the Midwest were \$.25 under to \$.75 over Class III. Cheese stocks are available, particularly in the Western region, where production was somewhat steady with plentiful milk supplies. Undoubtedly, truck driver and plant employee shortages are hindering smooth transportation/processing.

BUTTER HIGHLIGHTS: Central butter makers say cream availability increases over the course of the week. Some cream has been moving out of the West into other regions. Butter production varies, and operating capacities continue to be impacted by trucking issues tying up cream and plant staffing shortages. Salted butter inventories are sturdy and stocks are available for near term needs. Some stakeholders relay tighter unsalted butter availability, however, as its production is more limited but demand is strong in domestic and export markets. Food service orders are fairly steady overall, although demand is reportedly strengthening in some locales while faltering in others. Retail sales are picking up steam ahead of fall baking and the holiday season. Bulk butter overages range from 1 to 8 cents above market this week.

FLUID MILK: Farm level milk production is mixed. Cooler fall temps have helped increase output in some areas. Class I sales vary throughout the country. Bottling demand remains high in some areas, while, in others, school pipelines have refilled and demand is leveling off. Some balancing plants are working through lighter milk volumes. Handlers shuffled milk loads to other facilities to work around planned downtime for maintenance at some cheese plants. Condensed skim markets have a stable undertone; volumes are available for the near term and contracts are steady. Cream demand is mixed. Availability is

lighter in the East but varies throughout the week in the Midwest. Western cream-based manufacturers report generally receiving adequate cream supplies for current production needs. Widespread hauling challenges persist and have led to delivery inconsistencies, including canceled and late cream loads. F.O.B. cream multiples for all classes are 1.30-1.48 in the East, 1.24-1.42 in the Midwest, and 1.16-1.28 in the West.

DRY PRODUCTS: Low/medium heat nonfat dry milk (NDM) price and mostly ranges are mixed. Availability has tightened, but demand is steady from export customers and domestic cheesemakers. For all regions, the top of the high heat NDM price range held steady, however, the bottom of the range increased in the Central and East but decreased in the West. High heat availability is limited, and NDM trading activity is quiet. The Central and East dry buttermilk price range narrowed. Western dry buttermilk range and mostly prices are unchanged. Domestic demand is limited, but international demand, particularly out of Mexico, is steady. Production is limited as plant managers prioritize the production of other powders, and most condensed buttermilk is still moving into ice cream churns. The dry whole milk price range expanded at the top. Demand is strengthening as the baking season begins, and some contacts anticipate that demand may outpace supply for the near term. Dry whey prices tightened in the West, increased in the Central, and held steady in the Northeast. Domestic and international demand are steady to stronger. Production has been hindered by limited milk availability and strong demand for higher protein powders. The top of the whey protein concentrate (WPC) 34% price range dropped, but the mostly is unchanged. The spot market is quiet, with manufacturers receiving only sporadic inquiries. Production is steady to lower. The lactose price range and mostly are unchanged. Steady demand is reported for standardization, but interest is limited for other lactose. Contracting for Q4 is in progress. Production is steady to lower, and heavy inventories are largely committed. Acid casein and rennet casein prices did not change.

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**DAIRY MARKET NEWS PRICE SUMMARY FOR SEPTEMBER 20-24, 2021
PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES**

Commodity	Range		Mostly		Commodity	Range		Mostly		Commodity	Range		Mostly	
NDM					BUTTERMILK					LACTOSE				
Central Low/Med. Heat	1.3200	1.4000	1.3400	1.3600	Central/East	1.2400	1.3000			Central/West	0.3400	0.5600	0.4000	0.4800
Change	0.0200	0.0100	0.0100	N.C.	Change	0.0250	N.C.			Change	N.C.	N.C.	N.C.	N.C.
Central High Heat	1.4400	1.5400			West	1.2400	1.2950	1.2500	1.2700	WPC 34%				
Change	0.0200	N.C.			Change	N.C.	N.C.	N.C.	N.C.	Central/West	1.0200	1.3200	1.0700	1.2175
West Low/Med. Heat	1.2875	1.4075	1.3200	1.3500	WHEY					Change	N.C.	-0.0100	N.C.	N.C.
Change	-0.0175	N.C.	-0.0100	-0.0050	Central	0.4500	0.5500	0.5000	0.5200	CASEIN				
West High Heat	1.4275	1.5425			Change	0.0100	0.0075	0.0200	N.C.	Rennet	4.7000	4.9000		
Change	-0.0175	N.C.			West	0.4800	0.5975	0.5200	0.5600	Change	N.C.	N.C.		
DRY WHOLE MILK					Change	0.0100	-0.0025	N.C.	N.C.	Acid	4.7000	5.1100		
National	1.8200	1.9300			Northeast	0.5000	0.5700			Change	N.C.	N.C.		
Change	N.C.	0.0800			Change	N.C.	N.C.			ANIMAL FEED WHEY				
									Central	0.3800	0.4200			
									Change	N.C.	N.C.			

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ORGANIC DAIRY MARKET NEWS: The Agricultural Marketing Service (AMS) reports estimated U.S. sales of total organic milk products for July 2021 were 221 million pounds, up 9.0 percent from July 2020, but down 2.1 percent year-to-date. Organic whole milk sales for July 2021, 98 million pounds, were down -7.0 percent compared to a year earlier and down -1.2 percent year-to-date from 2020. Reduced fat milk (2%) sales were 76 million pounds, down -7.4 percent from the previous year and down -0.9 percent year-to-date. Total organic dairy retail ad numbers are trending higher with another increase in advertisements, up 51 percent this week in stores. Organic milk posted the largest volume of ads for an organic commodity. Organic cheese posted the highest ad percentage increase, rising 114 percent.

NATIONAL RETAIL REPORT (DMN): Conventional ice cream in 48-64-ounce containers maintained the top spot as the most advertised dairy item across the country. Conventional cheese ad numbers increased 4 percent, while organic cheese ads increased 114 percent. Conventional yogurt ad numbers increased by 14 percent and organic yogurt ads increased 53 percent. Conventional milk ads increased 45 percent, while organic milk ads increased 83 percent. The national weighted average advertised price for conventional milk gallons is \$2.99, compared to \$1.15 for conventional milk half gallons. The national weighted average advertised price for organic milk half gallons is \$3.96, resulting in an organic price premium of \$2.81.

AUGUST MILK PRODUCTION (NASS): Milk production in the 24 major States during August totaled 18.0 billion pounds, up 1.1 percent from August 2020. July revised production, at 18.3 billion pounds, was up 2.0 percent from July 2020. The July revision represented a decrease of 18 million pounds or 0.1 percent from last month's preliminary production estimate. Production per cow in the 24 major States averaged 2,007 pounds for August, 3 pounds below August 2020. The number of milk cows on farms in the 24 major States was 8.97 million head, 112,000 head more than August 2020, but 20,000 head less than July 2021.

AUGUST COLD STORAGE (NASS): On August 31, U.S. cold storage holdings of butter totaled 367.0 million pounds, down 7 percent from the previous month, and down 1 percent from August 2020. Natural American cheese holdings total 823.6 million pounds, up 1 percent from the previous month, and up 4 percent from August 2020. Total natural cheese stocks were 1.4 billion pounds, down 1 percent from last month, but up 4 percent from August 2020.

OCTOBER ADVANCED CLASS PRICES BY ORDER (FMMO): The base Class I price for October 2021 is \$17.08 per cwt, an increase of \$0.49 per cwt when compared to September 2021. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price. For October 2021, the advanced Class IV skim milk pricing factor is \$9.93 per cwt, the Class II skim milk price is \$10.63 per cwt, and the Class II nonfat solids price is \$1.1811 per pound. The two-week product price averages for October 2021 are: butter \$1.7752, nonfat dry milk \$1.2822, cheese \$1.6242, and dry whey \$0.5310.

COMMODITY	MONDAY SEP 20	TUESDAY SEP 21	WEDNESDAY SEP 22	THURSDAY SEP 23	FRIDAY SEP 24	:: WEEKLY CHANGE	:: WEEKLY AVERAGE
CHEESE							
BARRELS	\$1.6000 (+0.0900)	\$1.6000 (N.C.)	\$1.5800 (-0.0200)	\$1.6000 (+0.0200)	\$1.6000 (N.C.)	:: (+0.0900)	:: \$1.5960 (+0.1070)
40 POUND BLOCKS	\$1.7250 (-0.0675)	\$1.7500 (+0.0250)	\$1.7250 (-0.0250)	\$1.7075 (-0.0175)	\$1.7075 (N.C.)	:: (-0.0850)	:: \$1.7230 (-0.0765)
NONFAT DRY MILK							
GRADE A	\$1.3500 (N.C.)	\$1.3500 (N.C.)	\$1.3600 (+0.0100)	\$1.3700 (+0.0100)	\$1.3600 (-0.0100)	:: (+0.0100)	:: \$1.3580 (+0.0185)
BUTTER							
GRADE AA	\$1.7725 (-0.0175)	\$1.7500 (-0.0225)	\$1.7225 (-0.0275)	\$1.7525 (+0.0300)	\$1.7275 (-0.0250)	:: (-0.0625)	:: \$1.7450 (-0.0625)
DRY WHEY							
EXTRA GRADE	\$0.5350 (N.C.)	\$0.5500 (+0.0150)	\$0.5650 (+0.0150)	\$0.5700 (+0.0050)	\$0.5725 (+0.0025)	:: (+0.0375)	:: \$0.5585 (+0.0285)

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

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

BUTTER MARKETS

NORTHEAST

East butter plant stocks are satisfactory, but new butter production falls somewhat short of the usual penchant of manufacturers. Trucking issues tend to underscore frequent cancellations of cream deliveries, which prevent butter churns from running at ideal levels. Active micro-fixing supports the filling of sale orders as stocks are worked lower. Orders are picking up across retail and food service, on good demand, ahead of the fall baking and holiday season. The East bulk butter overage continues to range 2-8 cents above the CME, with various time frames and averages used. While spot prices at the CME advanced last week, by this Tuesday's close, the spot price had lost 4 cents. Retail buyers are trying to manage their purchases around staying ahead of upward price movement. The butter market undertone is unsettled as prices shift. According to the most recent DMN National Dairy Retail Report, Northeast retail butter ads totaled 1,930, 25% of the total national ad count of 7,722. Meanwhile, the weighted average price for a 1 lb. package of Northeast butter was \$3.49, 39 cents above the national weighted average price.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0200 - +0.0800

WEST

Butter churning schedules remain mixed across the West, and plant managers throughout the region generally report that current cream supplies are meeting their varying production needs. Some contacts indicate strong ongoing demand for unsalted butter, in both domestic and international markets, is surpassing availability. Salted butter inventories, however, are abundant and available for spot and contract sales. Retail sales are steady. Some stakeholders say food service orders are trending level to higher, but others have noted spottier demand as some restaurants weather staffing shortages, reduced hours of service, and/or dine-in restrictions. Western bulk overages are unchanged from last week and range from 2.5 to 7.5 cents over the CME market butter price.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0250 - +0.0750

CENTRAL

Butter markets have settled down a bit after a somewhat bullish previous week. Now, market tones have returned to their rangebound state. Butter makers continue to report similar overall notes from one week to the next. Cream is more available later in the week. Regional producers say they are finding more cream loads from Western sources, but there are also comparable prices for cream within the region. Butter production remains stunted by employee shortages and plant managers do not see a near-term remedy for this. Unsalted butter production is quite limited, although export demand is reportedly strong. In spite of butter production hindrances, right now plant managers say inventories are available for strengthening demand ahead. Food service butter demand is healthy, and retail demand is seasonally increasing.

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

CHEESE MARKETS

NORTHEAST

In the Northeast, Class III sales are steady to lower this week. A few cheese operations are shut down for a couple days for scheduled maintenance. Cheddar, mozzarella and provolone cheese inventory levels are stable for the near term. Manufacturers report customers' cheese demands are seasonally growing. There are reports trucking challenges are factoring into supply chain challenges in the dairy industry. Retail cheese sales are solid for a variety of retail outlets. Cheese sales in the foodservice sector are mixed in some areas. Many restaurants are ordering regular cheese supplies for their immediate needs. On the CME Group, cheddar cheese block and barrel prices are steady to slightly lower. The cheese market varies at this time.

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

Cheddar 40 pound Block	2.2525-2.5400
Muenster	2.2400-2.5900
Process American 5 pound Sliced	1.5950-2.0750
Swiss 10-14 pound Cuts	3.3850-5.7075

MIDWEST

Cheesemakers say spot milk is somewhat steady regarding availability. Milk prices at the midweek point are slightly over Class III, but some cheesemakers are full. Production in some plants was briefly disrupted by maintenance over the weekend, but a commonality in plants throughout the region is staffing shortages. It has become a lingering issue across the industry, and cheesemakers are not immune. Plant management reports that overtime usage has shifted higher, and nearly all shifts are understaffed. Barrel cheese production has increased. Barrel inventories are noted as available, but not overly concerning. Market price movements on Monday did exactly what a number of contacts expect in the periods of time when a relatively large barrel/block price gap persists. Block prices dropped by almost 7 cents, while barrel prices shot up 9 cents, closing the gap by nearly 16 cents in a single trading day.

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

Blue 5 pounds	2.4375-3.5050
Brick 5 pounds	2.1675-2.5925
Cheddar 40 pound Block	1.8900-2.2900
Monterey Jack 10 pounds	2.1425-2.3475
Mozzarella 5-6 pounds	1.9675-2.9125
Muenster 5 pounds	2.1675-2.5925
Process American 5 pound Loaf	1.5800-1.9400
Swiss 6-9 pound Cuts	2.9000-3.0175

WEST

Demand for cheese across both retail and food service markets has held steady, in the West, this week. International demand is steady, as contacts report notable demand for export of cheese to Asian markets. Export loads are facing delays due to port congestion, causing warehouse inventories to build. A shortage of truck drivers and limited shipping supplies are causing further delays to loads, limiting available warehouse space. While warehouse inventories are high, much of these inventories represent near term contract needs. Spot purchasers report that available cheese barrel inventories have begun to tighten, while block availability is unchanged. The block/barrel price spread has narrowed since last Wednesday. The prices of barrels have climbed by \$0.0875 on the CME, while the price for blocks have fallen by \$0.07. Cheese production is strong in the region, as milk continues to be available for plants to run busy schedules.

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

Cheddar 10 pound Cuts	2.1275-2.3275
Cheddar 40 pound Block	1.8800-2.3700
Monterey Jack 10 pounds	2.1150-2.3900
Process American 5 pound Loaf	1.5975-1.8525
Swiss 6-9 pound Cuts	3.1925-3.6225

FOREIGN TYPE

Demand for European cheese is growing, and prices are slowly rising. Retail orders are strong. Buyer interest from the food service and ingredient sectors is growing. However, seasonally declining milk output has hampered European cheese production. In many cases, production is not able to keep up with demand. Cheese inventories are getting pulled lower, and the age profiles within aging programs are becoming younger. Export demand is present, but it comes at a cost. Shipping delays are common due to short cheese supplies and logistical challenges.

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

VARIETY	:	NEW YORK	:	
	:	IMPORTED	:	DOMESTIC
	:		:	
Blue	:	2.6400-5.2300	:	2.2600-3.7475*
Gorgonzola	:	3.6900-5.7400	:	2.7675-3.4850*
Parmesan	:	-0-	:	3.6475-5.7375*
Romano	:	-0-	:	3.4500-5.6050*
Sardo Romano (Argentina)	:	2.8500-4.7800	:	-0-
Reggianito (Argentina)	:	3.2900-4.7800	:	-0-
Jarlsberg	:	-0-	:	-0-
Swiss	:	-0-	:	3.4200-3.7450
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>
09/20/2021	:	63894	:	83957
09/01/2021	:	68130	:	85055
CHANGE	:	-4236	:	-1098
% CHANGE	:	-6	:	-1

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance on contracts to sell 1.4 million pounds (644 metric tons) of American-type cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 36.8 million pounds of American-type cheeses and 9.6 million pounds of cream cheese in export markets.

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CHEESE MARKETS

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The United States purchased 4,959 MT of UK cheese, up 50.17 percent from January-July 2020. EU cheese production January – July 2021, is estimated at 5,580,574 MT, an increase of 2.0 percent from January – July 2020 according to CLAL data made available to USDA. Among some of the leading Western European cheese producing countries, the January – June 2021 cheese production and the percentage change compared with January – July 2020 are Germany, 1,472,594 MT, +1.2 percent; France, 995,060 MT, +1.5 percent; Italy, 692,080 MT +5.1 percent; and Netherlands, 563,200 MT, +1.3 percent.

According to CLAL data made available to USDA, cheese exports from the EU27 January – July 2021, 802,000 MT are unchanged from January – July 2020. Main destinations January – July 2021, quantity, and percent change from January – July 2020 are United Kingdom, 239,609 MT, -12.20 percent; United States, 74,650 MT, +16.55 percent; and Japan, 71,557 MT, -6.16 percent.

Cheese exports from the United Kingdom January – July 2021, 82,000 MT, decreased 20.5 percent from January – July 2020. Main destinations January – July 2021, quantity, and percent change from January – July 2020 are Ireland, 18,644 MT, -37.52 percent; Belgium, 13,477 MT, +296 percent; and France, 7,274 MT, -40.71 percent.

Cold Storage – Cheese Summary

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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)			8/31/21 as a percent of	
	8/31/20	7/31/21	8/31/21	8/31/20	7/31/21
Total natural cheese	1,373,349	1,449,790	1,428,712	104	99
American, total	789,923	817,627	823,609	104	101
New England	69,681	73,368	71,699	103	98
Middle Atlantic	69,684	75,618	73,598	106	97
East North Central	326,799	347,047	357,360	109	103
West North Central	125,703	126,582	132,891	106	105
South Atlantic	114	134	129	113	96
East South Central	11,811	17,938	17,562	149	98
West South Central	7,576	6,705	6,686	88	100
Mountain	49,443	53,293	50,287	102	94
Pacific	129,112	116,942	113,397	88	97
Swiss, total	20,602	22,768	22,465	109	99
Other, total	562,824	609,395	582,638	104	96
New England	738	608	724	98	119
Middle Atlantic	17,697	22,395	18,965	107	85
East North Central	349,932	368,238	366,667	105	100
West North Central	48,038	45,317	40,822	85	90
South Atlantic	37,952	38,775	39,482	104	102
East South Central	35,535	32,878	20,201	57	61
West South Central	8,588	3,875	3,844	45	99
Mountain	3,620	4,888	3,436	95	70
Pacific	60,724	92,421	88,497	146	96

FLUID MILK AND CREAM

EAST

In the Northeast, milk output is steady to lower off farms. Milk availability remains mostly available for milk processing needs in the region. Bottling sales are up this week. There are reports Class III sales are steady to lower in the region, as some cheese operations are shut down for scheduled maintenance. Some balancing plants are receiving lighter milk supplies. Mid-Atlantic milk production is reportedly level to lower. Milk supplies are tighter in the area. Class I sales are stable to higher. Industry contacts continue to report freight/transportation challenges are factoring into supply chain disruptions in a variety of dairy product markets. Milk production is leveling off from farms in the Southeast. Milk availability is somewhat stabilizing in the region. Bottling demands are slightly lower this week. In the state of Florida, milk output is mixed. Market participants relay milk loads are fulfilling most processing demands. Class I sales are lower. Educational institutions have refilled milk pipelines. Cream markets are mostly steady. Butter makers are working through lighter cream supplies/churning schedules. Transportation challenges are factoring into canceled/late cream deliveries in the region. Condensed skim volumes remain available for the near term. Ice cream makers are decreasing production schedules for the season. Condensed skim markets are holding a steady undertone.

Northeastern U.S., F.O.B. Condensed Skim
 Price Range - Class II; \$/LB Solids: 0.90 - 1.15
 Price Range - Class III; \$/LB Solids: 0.95 - 1.15

Northeastern U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.3000 - 1.4800
 Price Range - Class II; \$/LB Butterfat: 2.3498 - 2.6751

MIDWEST

Farmers in the upper Midwest are filling silos with corn silage. Some report this year's hay crop is not overly abundant, but adequate and of high quality. Others have said they are seeing record amounts of hay this year. Soybeans are dropping leaves as harvest nears. The onset of fall has brought an increase in milk output, as late summer weather was optimally cool. Farmers report components are very hearty, potentially due to feed quality/arrangements. Cheese plant managers scheduled some downtime this weekend, therefore milk handlers had a little extra work in dispersing milk loads. Cheesemakers also paid a little less for some spots, as the range was \$.25 under to \$.75 over Class III. Last year, during week 38, milk prices were \$2 under to \$1.50 over Class, while 2019 prices ranged from \$.25 to \$1.50 over Class. Cream availability remains mixed from one half of the week to the next, but generally it is moving out of financial reach for butter producers. Cream demand is mixed from both butter producers and Class II producers. With cooler weather, there could be some more accessible cream loads upcoming. Trucking issues remain a nagging issue, particularly in the Northeastern portion of the Midwest. Cream buyers say receiving cream loads is growing in inconsistency weekly.

Price Range - Class III Milk; \$/CWT; Spot Basis: -.25 -.75
 Trade Activity: Slow

Midwestern U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.2400 - 1.4200
 Price Range - Class II; \$/LB Butterfat: 2.3859 - 2.5667
 Multiples Range - Class II: 1.3200 - 1.4200

WEST

California milk production is stable. Bottling sales are steady to higher. Class II and Class III orders are level. Arizona milk production is down seasonally as well as year over year. Handlers are pulling generous volumes to meet robust bottling demand, and some say milk is getting tight. Class II sales are steady, but Class III sales are lower than last week. Milk output is up slightly in New Mexico. Contacts say holdover numbers are comfortable, and some milk loads have been reallocated to other facilities to accommodate planned maintenance. Class I and Class II demand are higher. Class III demand is lower, in part due to the planned downtime for plant maintenance. Cooler, more cow-friendly, temps continue to bolster farm level milk production in the Pacific Northwest. Bottling sales are steady, but pipelines are filling. Class II and Class III orders remain steady. Milk output is flat to higher across the mountain states of Idaho, Utah, and Colorado. Contacts report limited spot loads have been available in Idaho for \$1.00 under to \$1.00 over Class III pricing. Bottling demand is lower this week, but Class III demand is steady as cheesemaking operations remain busy. Contracted condensed skim is steady. Cream supplies are tighter but, plant managers say, more or less sufficient for current cream-based dairy manufacturing levels. Ice cream production is seasonally subsiding while cream cheese manufacturing is steady to meet strong consumer demand. Butter production levels remain mixed. The top of the cream multiples range increased a few points.

Western U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.1600 - 1.2800

Secondary Sourced Information:

CALIFORNIA MARKET ORDER

Milk pooled on the California Order 51 totaled 2.541 billion pounds in August 2021. Class I utilization was 409.8 million pounds and accounted for about 16.1 percent of producer milk. The Statistical Uniform Price for milk delivered to plants in Los Angeles County, CA was \$16.59, down \$0.35 from July 2021, but \$2.06 above the same month a year ago.

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MONTHLY MILK PRODUCTION

The NASS *Milk Production* report noted August 2021 milk production in the 24 major states was 18.0 billion pounds, 1.1 percent higher than a year ago. Milk cows in the 24 selected states totaled 8.97 million head, 112,000 head more than a year ago. The following table shows the 24 states included in the report and the monthly milk production changes compared to a year ago:

August 2021
Milk Production, (USDA-NASS)

	(Million Pounds)	% Change From 1 Year Ago
Arizona	368	-0.5
California	3397	0.7
Colorado	452	2.5
Florida	167	-4.0
Georgia	142	4.4
Idaho	1429	1.1
Illinois	141	-1.4
Indiana	388	4.3
Iowa	463	2.7
Kansas	341	0.6
Michigan	1032	3.9
Minnesota	890	2.3
New Mexico	608	-9.3
New York	1300	0.3
Ohio	484	2.1
Oregon	221	0.5
Pennsylvania	841	0.0
South Dakota	316	16.2
Texas	1272	3.2
Utah	194	3.2
Vermont	213	-0.9
Virginia	118	-2.5
Washington	541	-6.6
Wisconsin	2684	2.6
24 Major States	18002	1.1

NONFAT DRY MILK, BUTTERMILK & WHOLE MILK

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

NONFAT DRY MILK - CENTRAL AND EAST

CENTRAL: Low/medium heat nonfat dry milk (NDM) prices shifted higher on the range and bottom of the mostly series. High heat NDM prices shifted higher on the bottom of the range. Midwestern end users/brokers say NDM availability has tightened. Milk end usage is widely dispersed, therefore condensed skim drying has decreased. Latin American demand, and demand for domestic cheese production, are steadily healthy. Regionally, NDM market tones have received a bullish tailwind in the past couple weeks.

EAST: Low/medium heat nonfat dry milk (NDM) prices moved higher in most facets. Eastern region trading activity was quiet this week. Availability is tighter and some end users are not rushing into the market right now, as prices in the region are landing in the mid \$1.30s. Condensed skim is accessible, but there are definitely hurdles in production due to staff shortages. Trucker shortages and freight costs are becoming very apparent in the Mid-Atlantic and Northeast. High heat NDM prices shifted higher on the bottom of the range. High heat trading was also quiet, regionally. Inventories are noted as very tight. Eastern NDM market tones, based on regional supply/demand, are steady to slightly 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: 1.3200 - 1.4000

Mostly Range - Low & Medium Heat; \$/LB: 1.3400 - 1.3600

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: 1.4400 - 1.5400

NONFAT DRY MILK - WEST

In the West, the price range for low/medium heat nonfat dry milk (NDM) held steady at the top, while moving lower at the bottom. The mostly price shifted lower, falling by \$0.01 at the bottom and by \$0.005 at the top. Certain indexes used for pricing trended lower this week, putting downward pressure on NDM prices. Demand for low/medium heat NDM has held steady in domestic markets. Contacts report that some international purchasers have become hesitant to buy at current, higher, market prices. Inventories available for spot purchasing are tight. Milk availability is limited, as production has declined seasonally. Due to this, low/medium heat NDM production is slowing as some plant managers are, reportedly, unable to obtain enough supplies to run full schedules. The price range for high heat NDM has shifted lower at the bottom, while the top is unchanged. High heat inventories are tight on the spot market, but remain in balance with current, limited, market demands. Production of high heat NDM is limited; plant managers are focusing their drying time on the production of low/medium heat NDM.

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: 1.2875 - 1.4075

Mostly Range - Low & Medium Heat; \$/LB: 1.3200 - 1.3500

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: 1.4275 - 1.5425

DRY BUTTERMILK - CENTRAL AND EAST

CENTRAL: The price range tightened for dry buttermilk, on limited spot trading activity. Buying demands are somewhat quiet, while manufacturers' spot offers are very limited. Dry buttermilk production is showcasing the same tune this week as last week. Condensed buttermilk is clearing to ice cream makers and cream supplies are not as available for butter production, moving less condensed buttermilk into dryers. Dry buttermilk inventory levels are very tight. The market undertone is firm.

EAST: Dry buttermilk prices are steady on the top of the range yet shifted higher on the bottom of the price range this week. Market participants relay very few to no offers are available on the spot market in the East region. Dry buttermilk production schedules are limited. Regional butter makers are running lower churning schedules. Dry buttermilk buyers continue to watch and see where dry buttermilk prices and availability lead. The market is currently fixed on a firm undertone.

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

Price Range ; \$/LB: 1.2400 - 1.3000

DRY BUTTERMILK - WEST

The price range and mostly price series for dry buttermilk powder are unchanged, in the West, this week. Domestic demand for dry buttermilk has slowed, as some purchasers are hesitant of current, higher, market prices. International demand is steady; contacts report notable purchasing of loads for export to Mexico. Port congestion, along with a shortage of truck drivers is causing delays to deliveries of loads. Delays to loads are causing warehouse inventories to build up, with much of this inventory representing near term contract needs. Dry buttermilk inventories available for spot purchasing are limited. Production is limited as plant managers continue to prioritize the production of nonfat dry milk and skim milk powder over dry buttermilk.

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

Price Range ; \$/LB: 1.2400 - 1.2950

Mostly Range - ; \$/LB: 1.2500 - 1.2700

DRY WHOLE MILK - U.S.

Baking season is upon us, and demand tones have strengthened for dry whole milk. Prices moved above the \$1.90 mark on the top end. Offer prices vary by region, but there were some trades in the low \$1.80s, as well. Although availability also varies by location, there is a general bullish sense on dry whole milk market tones. Some contacts expect supply to lag behind demand in the near term.

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

Price Range - 26% Butterfat; \$/LB: 1.8200 - 1.9300

WHEY, WPC 34%, LACTOSE & CASEIN

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

DRY WHEY- CENTRAL

Dry whey prices increased across the range and on the bottom of the mostly series. Demand is not overwhelming, but production has been met with some forks in the road. Milk is not as available as it was throughout most of the year after school district orders came on strong in 2021. Additionally, high-protein markets, such as WPC 80% and whey protein isolates, are very strong. Therefore, production is being pulled away from sweet whey production into those blends. Freight/port issues in the West are a potential bearish factor, though. Producers say inventories could bottleneck at the port, keeping Western region inventories in domestic markets, which may reverberate east. Right now, though, there is a slight uplift in short-term market tones. Animal feed whey market tones are less uplifted, though. As feed options like deproteinized whey and permeate drop in price, feed whey demand has slackened. Prices, though, held steady on quiet trading.

Prices for: Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey
Price Range - Animal Feed; \$/LB: .3800 - .4200

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: .4500 - .5500
Mostly Range - Non-Hygroscopic; \$/LB: .5000 - .5200

DRY WHEY- NORTHEAST

Dry whey prices are unchanged in the East region this week. Market participants are purchasing several spot sales ranging in the mid \$0.50s. In addition, buyers and traders are purchasing spot loads based on various market indices currently. Seasonal demands are starting to rev up from the bakery sector. Dry whey production rates are slightly lower in the East region. A few cheese operations are shut down for scheduled maintenance, lightening some whey streams this week. Manufacturers' inventory levels are in line with customer demands. The dry whey market undertone is stable.

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: .5000 - .5700

DRY WHEY- WEST

In the West, the price range for dry whey has held steady at the top, while moving \$0.01 higher at the bottom. Both ends of the mostly price series are unchanged this week. Demand for dry whey is steady to higher across both domestic and international markets. Purchasers in Asian markets are, reportedly, a steady driver of export demand. These export loads are facing delays due to port congestion. Further delays to loads are present due to a shortage of truck drivers and limited available shipping supplies. Warehouse space is limited as delayed loads are causing inventories to build up. Inventories of dry whey available for spot purchasing are currently tight. Higher whey protein concentrates and permeate continue to be the priority of plant managers, limiting the production of dry whey.

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: .4800 - .5975
Mostly Range - Non-Hygroscopic; \$/LB: .5200 - .5600

WHEY PROTEIN CONCENTRATE

Prices for whey protein concentrate 34% are mostly steady, only dipping slightly lower at the top of the price range. Spot market activity is still quiet, and for most manufacturers, inquiries are sporadic. WPC 34% brands that meet stringent end user requirements have more regular inquiries. Aside from the preferred brands, WPC 34% is readily available. Production is steady to lower. Seasonally lower milk volumes and reduced whey solids, along with active WPC 80% and WPI production, are restraining WPC 34% production.

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: 1.0200 - 1.3200
Mostly Range - 34% Protein; \$/LB: 1.0700 - 1.2175

LACTOSE

Lactose prices are unchanged. Spot market activity is largely quiet but covers a wide range in prices. Manufacturers report steady demand and supported prices for 200 mesh and lactose used for standardization. However, there is limited interest for other lactose. A few spot sales in the lower reaches of the price range continue to clear the market as processors offer some lactose for immediate shipment to free up space in the warehouse. Market participants are working through Q4 contracting. While some contacts share prices below Q3 levels, a few manufacturers report Q4 contract prices that are similar to Q3. The variations seem to reflect the differences in brands, manufacturer stock availability and ability to ship. Lactose inventories are heavy but are also mostly committed. Production is steady to lower, in line with lower milk volumes and components.

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: .3400 - .5600
Mostly Range - Non Pharmaceutical; \$/LB: .4000 - .4800

CASEIN

There were no price movements on acid or rennet casein this week. Buyers are holding out, awaiting September/October seasonal milk production numbers in New Zealand. Globally, casein producers are looking at early 2022 contracts. Expectations are that bullish markets are here to stay, at least in the near term. Producers say some adjustments could be made due to the dramatic international freight cost increases in a relatively short amount of time. Still, market tones remain steadily bullish.

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: 4.7000-5.1100
Rennet; Price Range - \$/LB: 4.7000-4.9000

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
09/11/2021	58.6	2,216.3	54.7	2,174.5

WEBSITE: http://www.ams.usda.gov/mnreports/sj_ls714.txt

SOURCE: The slaughter data are gathered and tabulated in a cooperative effort by the Agricultural Marketing Service, the Food Safety and Inspection Service, and the National Agricultural Statistics Service, all of USDA

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

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

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

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

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

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

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

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

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
09/18/2021	1,782.8 2,875,743	1,775.3 10,217,542	1,466.4 12,653,335	.5259 6,460,868	1,290.2 20,316,265

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

**CME GROUP, INC FUTURES
Selected settling prices**

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

DATE	09/17	09/20	09/21	09/22	09/23
SEP 21	16.61	16.61	16.60	16.60	16.54
OCT 21	17.18	17.10	17.42	17.35	17.27
NOV 21	16.98	16.86	17.15	16.98	16.96

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

DATE	09/17	09/20	09/21	09/22	09/23
SEP 21	16.40	16.40	16.40	16.40	16.40
OCT 21	16.81	16.81	16.90	16.86	16.86
NOV 21	16.93	16.94	17.07	17.07	17.07

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

DATE	09/17	09/20	09/21	09/22	09/23
SEP 21	179.80	179.00	179.00	179.00	178.65
OCT 21	182.00	180.50	179.78	178.25	178.00
NOV 21	180.75	180.00	179.75	178.00	178.53

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

DATE	09/17	09/20	09/21	09/22	09/23
SEP 21	128.35	128.35	128.00	127.90	127.90
OCT 21	132.00	132.80	133.35	133.75	133.70
NOV 21	134.00	134.75	135.85	136.30	136.00

WHEY (Electronic-Traded) (¢/lb)

DATE	09/17	09/20	09/21	09/22	09/23
SEP 21	53.10	53.10	53.10	53.35	53.35
OCT 21	52.90	52.25	52.90	53.50	53.50
NOV 21	49.53	48.80	50.00	51.03	51.85

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

DATE	09/17	09/20	09/21	09/22	09/23
SEP 21	1.78	1.78	1.78	1.78	1.78
OCT 21	1.77	1.75	1.77	1.77	1.77
NOV 21	1.75	1.74	1.75	1.74	1.72

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

ORGANIC DAIRY MARKET NEWS
Information gathered September 13 - 24, 2021

ORGANIC DAIRY FLUID OVERVIEW

Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reports estimated U.S. sales of total organic milk products for July 2021 were 221 million pounds, up 9.0 percent from July 2020, but down 2.1 percent year-to-date. Organic whole milk sales for July 2021, 98 million pounds, were down -7.0 percent compared to a year earlier and down -1.2 percent year-to-date 2020. Reduced fat milk (2%) sales were 76 million pounds, down -7.4 percent from the previous year and down -0.9 percent year-to-date.

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

Product Name	SALES ¹		CHANGE from:	
	July (million pounds)	Y-T-D	Prev Yr. (percent)	Y-T-D
ORGANIC PRODUCTION				
Whole Milk	98	733	-7.0	-1.2
Flavored Whole Milk	2	11	113.6	112.9
Reduced Fat Milk (2%)	76	565	-7.4	-0.9
Low Fat Milk (1%)	24	185	-22.4	-8.6
Fat-Free Milk (Skim)	14	104	-18.8	-10.6
Flavored Fat-Reduced Milk	7	51	11.0	6.9
Other Fluid Milk Products	0	0	627.1	-70.3
Total Fat-Reduced Milk	121	906	-11.2	-3.4
Tot. Organic Milk Products	221	1,650	9.0	-2.1

¹ Data may not add due to rounding.

New Cheese Plant Location Finalized. A site has been determined for relocation and new construction of an established Northeast cheese manufacturing operation. The 480,000 square foot cheese facility will rest on 130 acres in Western New York. Up to 200 additional jobs are expected to be created, including the likely prospect of an increase in demand for milk from area dairy producers. Erection of the site is scheduled to begin within one year.

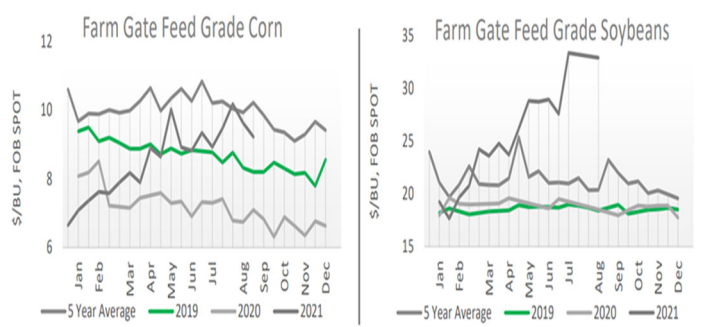
Organic Cow Auction Prices. In a recent report from a Pacific Northwest livestock auction, organic cull cows traded higher than conventional cows. The average price for the top 10 organic cows auctioned was \$118.23 per hundredweight, compared to an average price of \$72.78 per hundredweight for the top 10 conventional cows auctioned.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. This week, the organic feed corn market displayed moderate trading on good demand. Bushels traded 40 cents lower FOB with few forward contracts. Organic feed soybean trades are light with good spot market interest. The bulk of activity was forward contracting. Sources were unable to determine a trend due to scarce trading. The organic feed wheat market is steady, with light activity on good demand. Organic soybean meal and oil traded light, with firm undertones. All other organic grains interest were sluggish.

Grower FOB Farm Gate Organic Grain

Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	
Yellow Corn	\$/bu	8.60 - 10.00	9.22	-0.40	6.82	8.75 - 9.30	Oct-21 - May-22	9.00 - 9.00
Soybeans	\$/bu	N/A - N/A	N/A	N/A	17.97	28.80 - 31.25	Oct-21 - Mar-22	32.00 - 32.00
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	10.25 - 10.25	Nov-21 - Feb-22	N/A - N/A
Oats	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A



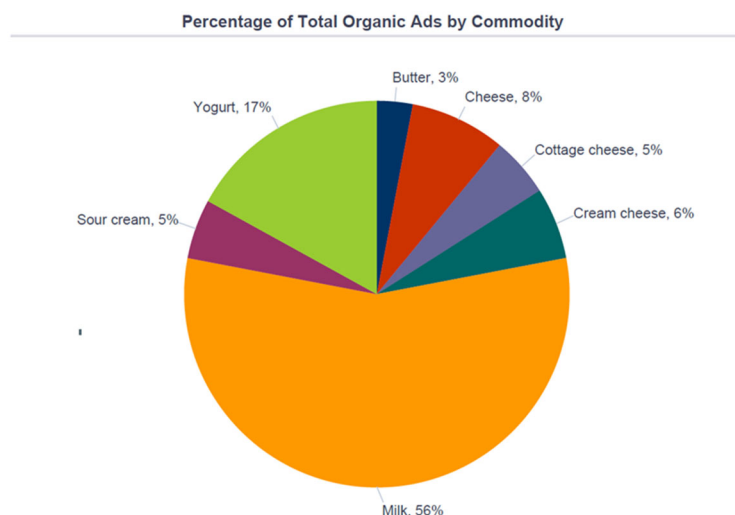
For more additional information, access the link: <https://www.ams.usda.gov/mnreports/lbfnof.pdf>

ORGANIC DAIRY RETAIL OVERVIEW

Dairy Retail Ads Summary. Total organic dairy retail ad numbers are trending higher with another increase in advertisements, up 51 percent this week in stores. The largest volume of ads reported are from the Northeast region, where organic retail ads increased 141 percent. Organic milk posted the largest volume of ads for an organic commodity. Organic cheese posted the highest ad percentage increase, rising 114 percent. Organic 8 oz. block cheese led the way, as retail ads jumped 508 percent. Organic yogurt 32 oz. packing followed in ad adjustments with a 494 percent jump in store ads this survey period.

The difference between the half gallon conventional milk price, \$1.15, and the half gallon organic milk price, \$3.96, is an organic premium of \$2.81. The price spread between organic and conventional milk, half gallon package, increased \$0.66 from the previous survey.

The advertised organic dairy products and ad percentages from the Dairy Market News retail survey are provided in the pie chart below:



Data source: USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from September 24-30, 2021. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

-CONTINUED ON PAGE 8A-

ORGANIC DAIRY MARKET NEWS
Information gathered September 13 - 24, 2021

-CONTINUED FROM PAGE 8-

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

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

COMMODITY	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
Butter 16 oz.	\$5.99	n.a.	\$6.49
Cream Cheese 16 oz.	\$2.73	\$2.55	\$2.69
Sour Cream 8oz	\$2.40	\$2.68	\$2.50
Milk			
Half Gal.	\$3.96	\$4.57	\$3.75
Gallon	n.a.	\$5.98	\$4.99
8 oz.UHT	n.a.	n.a.	n.a.
Yogurt			
4-6 oz. Greek	n.a.	\$0.79	\$1.25
32 oz. Greek	\$4.98	\$5.43	n.a.
4-6 oz. Yogurt	\$0.99	n.a.	n.a.
32 oz. Yogurt	\$3.45	\$3.49	\$4.49

Data source: USDA Dairy Market News

**DIRECT TO CONSUMER
ORGANIC DAIRY PRODUCTS PRICES**

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

BUTTER

Commodity	Type	Pack Size	: Organic : <u>Price Range \$</u>
Organic Butter		1 lb	: 3.50 - 5.50
Organic Butter		8 oz	: 2.75 - 10.00

CHEESE

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

MILK

Commodity	Type	Pack Size	: Organic : <u>Price Range \$</u>
Organic Milk	All fat tests	Half Gallon	: 6.00

Information for the period September 13-24, 2021 , issued monthly.

August Milk Production

Milk production in the 24 major States during August totaled 18.0 billion pounds, up 1.1 percent from August 2020. July revised production, at 18.3 billion pounds, was up 2.0 percent from July 2020. The July revision represented a decrease of 18 million pounds or 0.1 percent from last month's preliminary production estimate.

Production per cow in the 24 major States averaged 2,007 pounds for August, 3 pounds below August 2020.

The number of milk cows on farms in the 24 major States was 8.97 million head, 112,000 head more than August 2020, but 20,000 head less than July 2021.

August 2021 Milk Cows and Milk Production, by States

State	Milk Cows ¹		Milk per Cow ²		Milk Production ²		Change from 2020
	2020	2021	2020	2021	2020	2021	
	(thousands)		(pounds)		(million pounds)		(percent)
AZ	200	199	1,850	1,850	370	368	-0.5
CA	1,721	1,720	1,960	1,975	3,373	3,397	0.7
CO	198	203	2,225	2,225	441	452	2.5
FL	111	108	1,570	1,545	174	167	-4.0
GA	80	82	1,700	1,730	136	142	4.4
ID	645	654	2,190	2,185	1,413	1,429	1.1
IL	83	82	1,720	1,720	143	141	-1.4
IN	189	197	1,970	1,970	372	388	4.3
IA	218	226	2,070	2,050	451	463	2.7
KS	170	171	1,995	1,995	339	341	0.6
MI	428	445	2,320	2,320	993	1,032	3.9
MN	445	461	1,955	1,930	870	890	2.3
NM	326	311	2,055	1,955	670	608	-9.3
NY	626	628	2,070	2,070	1,296	1,300	0.3
OH	254	260	1,865	1,860	474	484	2.1
OR	124	125	1,775	1,770	220	221	0.5
PA	482	475	1,745	1,770	841	841	---
SD	138	160	1,970	1,975	272	316	16.2
TX	593	625	2,080	2,035	1,233	1,272	3.2
UT	95	97	1,975	1,995	188	194	3.2
VT	121	120	1,775	1,775	215	213	-0.9
VA	74	73	1,640	1,620	121	118	-2.5
WA	279	269	2,075	2,010	579	541	-6.6
WI	1,257	1,278	2,080	2,100	2,615	2,684	2.6
24 State Total	8,857	8,969	2,010	2,007	17,799	18,002	1.1

¹ Includes dry cows. Excludes heifers not yet fresh.

² Excludes milk sucked by calves.

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

MONTHLY COLD STORAGE REPORT – TOTAL U.S. STOCKS

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

All stocks in thousand pounds except where otherwise indicated

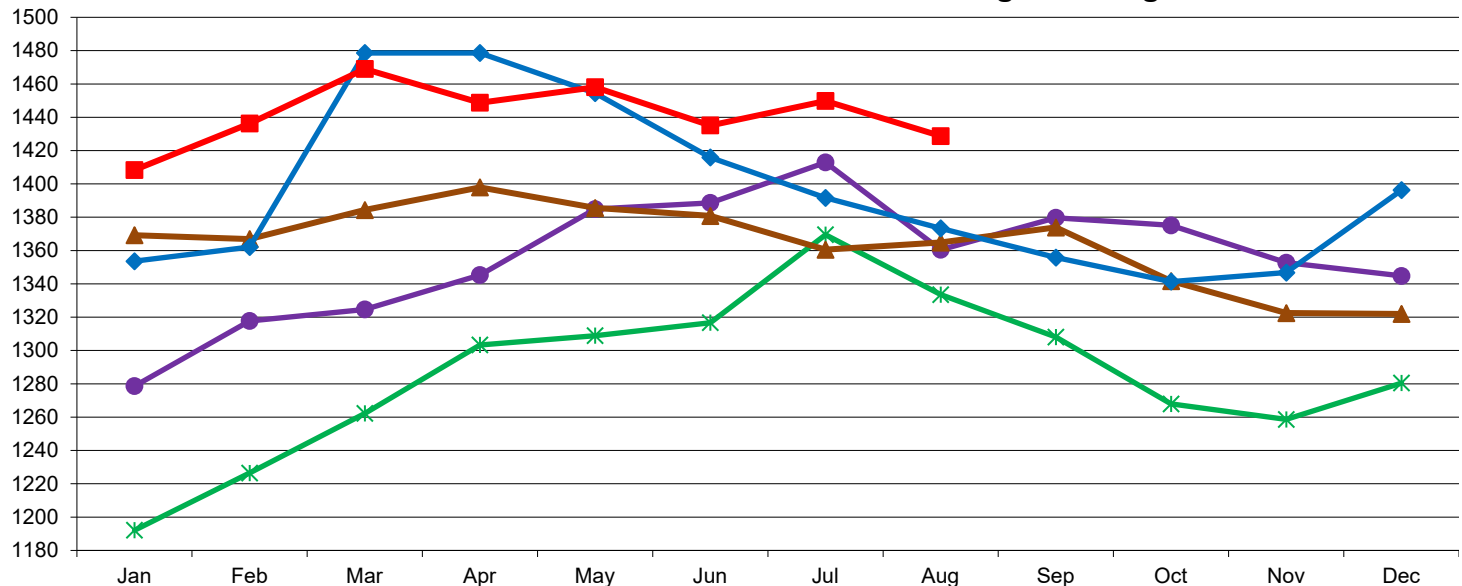
U.S. HOLDINGS OF DAIRY PRODUCTS						
COMMODITY	JUL 31, 2019	JUL 31, 2020	REVISED JULY 31, 2021	AUG 31, 2019	AUG 31, 2020	AUG 31, 2021
Butter	329,595	371,467	396,474	304,368	371,519	366,956
Cheese, Natural American	773,183	785,521	817,627	767,366	789,923	823,609
Cheese, Swiss	27,179	20,537	22,768	27,340	20,602	22,465
Cheese, Other Natural	560,148	585,606	609,395	570,124	562,824	582,638
Total Cheese	1,360,510	1,391,664	1,449,790	1,364,830	1,373,349	1,428,712

AUGUST STORAGE HOLDINGS BY REGION									
REGION	Natural American Cheese			Butter *			Other Natural Cheese		
	2019	2020	2021	2019	2020	2021	2019	2020	2021
New England	70,744	69,681	71,699				955	738	724
Middle Atlantic	79,442	69,684	73,598				15,214	17,697	18,965
East North Central	334,381	326,799	357,360				367,687	349,932	366,667
West North Central	112,125	125,703	132,891				49,140	48,038	40,822
South Atlantic	265	114	129				38,915	37,952	39,482
East South Central	9,973	11,811	17,562				35,588	35,535	20,201
West South Central	4,114	7,576	6,686				1,462	8,588	3,844
Mountain	51,046	49,443	50,287				2,682	3,620	3,436
Pacific	105,276	129,112	113,397				58,481	60,724	88,497
TOTAL	767,366	789,923	823,609	304,368	371,519	366,956	570,124	562,824	582,638

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

MILLION POUNDS

U.S. Total Natural Cheese Cold Storage Holdings



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

—*— 2017 —●— 2018 —▲— 2019 —◆— 2020 —■— 2021

Advanced Class Prices by Order, October 2021

October 2021 Highlights

Base Class I Price: The base Class I price for October 2021 is \$17.08 per cwt, an increase of \$0.49 per cwt when compared to September 2021. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price.

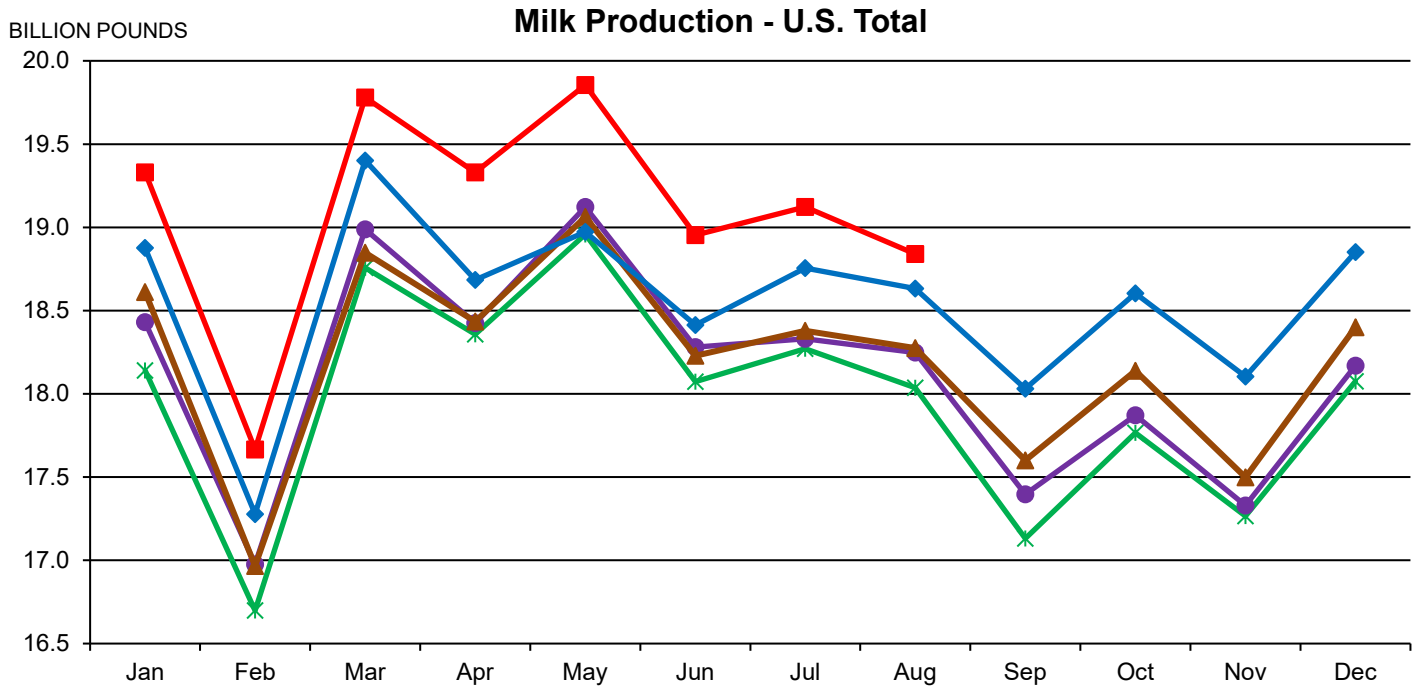
Class II Price Information: For October 2021, the advanced Class IV skim milk pricing factor is \$9.93 per cwt, the Class II skim milk price is \$10.63 per cwt, and the Class II nonfat solids price is \$1.1811 per pound.

Product Price Averages: The two-week product price averages for October 2021 are: butter \$1.7752, nonfat dry milk \$1.2822, cheese \$1.6242, and dry whey \$0.5310.

Advanced Class Prices by Order for October 2021

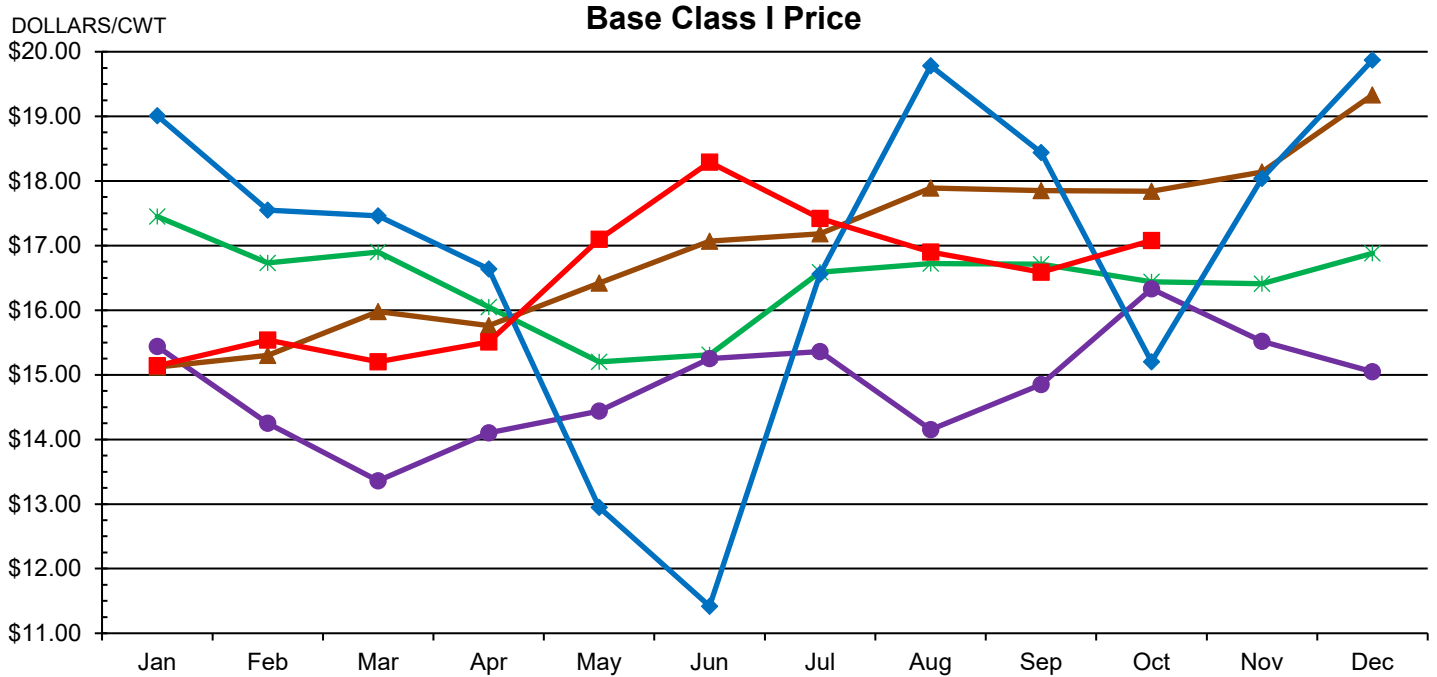
Federal Milk Order Class I Price Information ^{1,2}				
Federal Milk Order Marketing Area ³	Order Number	Oct 2021		
		Class I Price (3.5%) <i>(dollars per cwt)</i>	Class I Skim Milk Price ⁴ <i>(dollars per cwt)</i>	Class I Butterfat Price <i>(dollars per pound)</i>
Northeast (Boston)	001	20.33	13.91	1.9746
Appalachian (Charlotte)	005	20.48	14.06	1.9761
Florida (Tampa)	006	22.48	16.06	1.9961
Southeast (Atlanta)	007	20.88	14.46	1.9801
Upper Midwest (Chicago)	030	18.88	12.46	1.9601
Central (Kansas City)	032	19.08	12.66	1.9621
Mideast (Cleveland)	033	19.08	12.66	1.9621
California (Los Angeles)	051	19.18	12.76	1.9631
Pacific Northwest (Seattle)	124	18.98	12.56	1.9611
Southwest (Dallas)	126	20.08	13.66	1.9721
Arizona (Phoenix)	131	19.43	13.01	1.9656
All-Market Average		19.90	13.48	1.9703

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



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

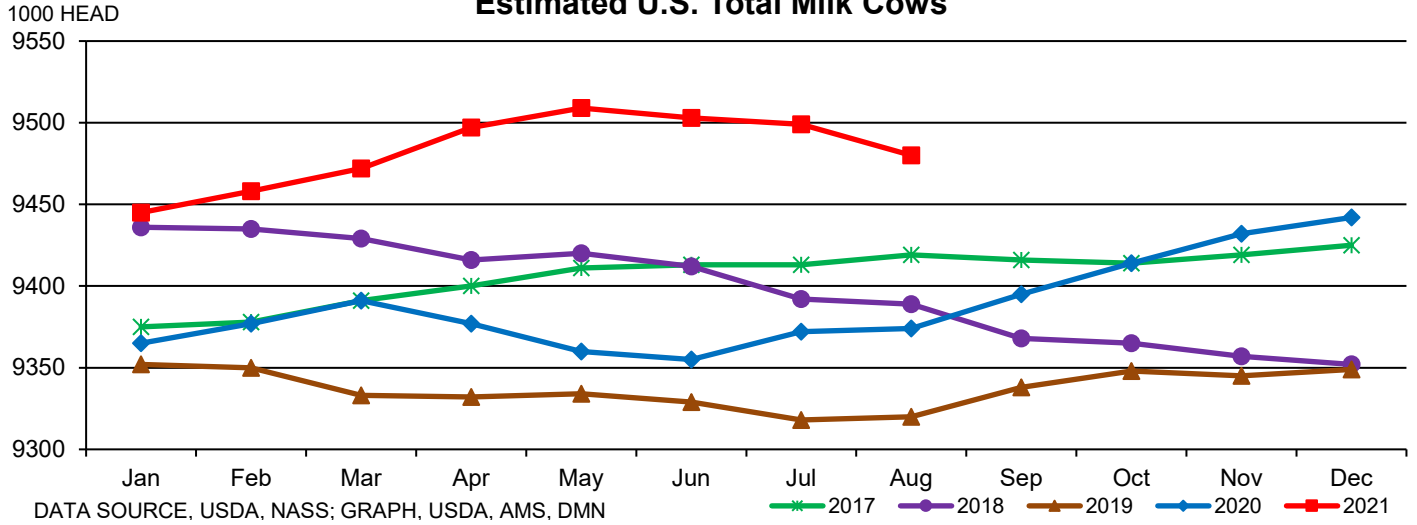
2017 2018 2019 2020 2021



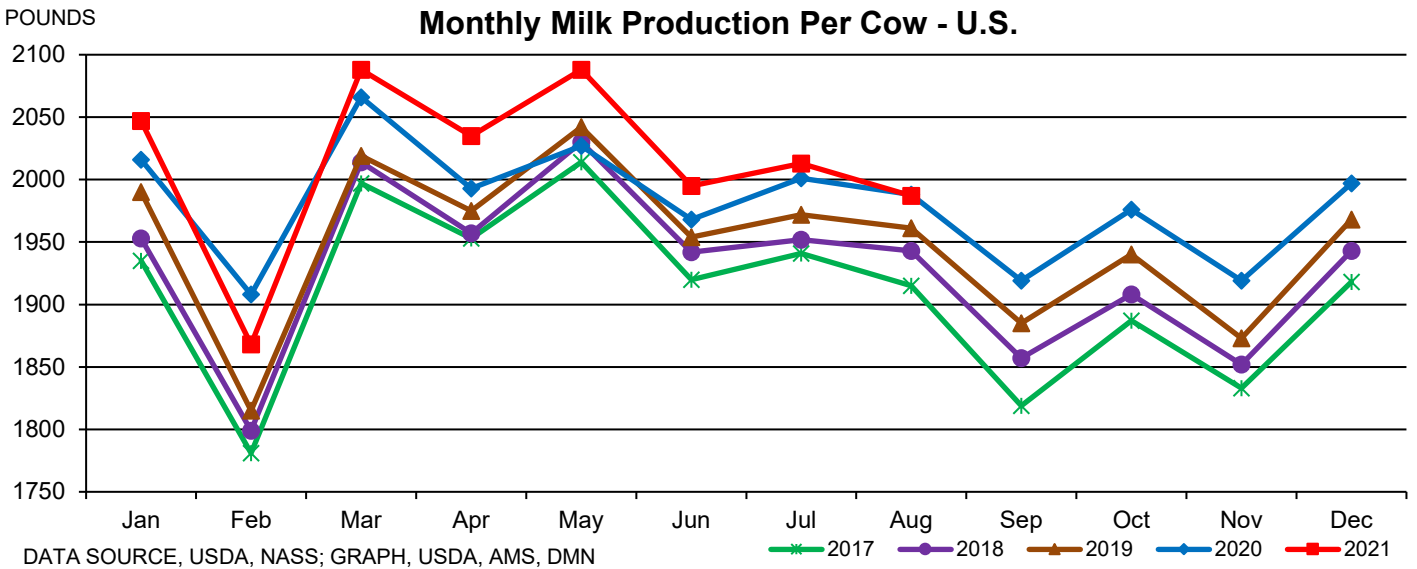
DATA SOURCE, USDA, FMMO; GRAPH, USDA, AMS, DMN

2017 2018 2019 2020 2021

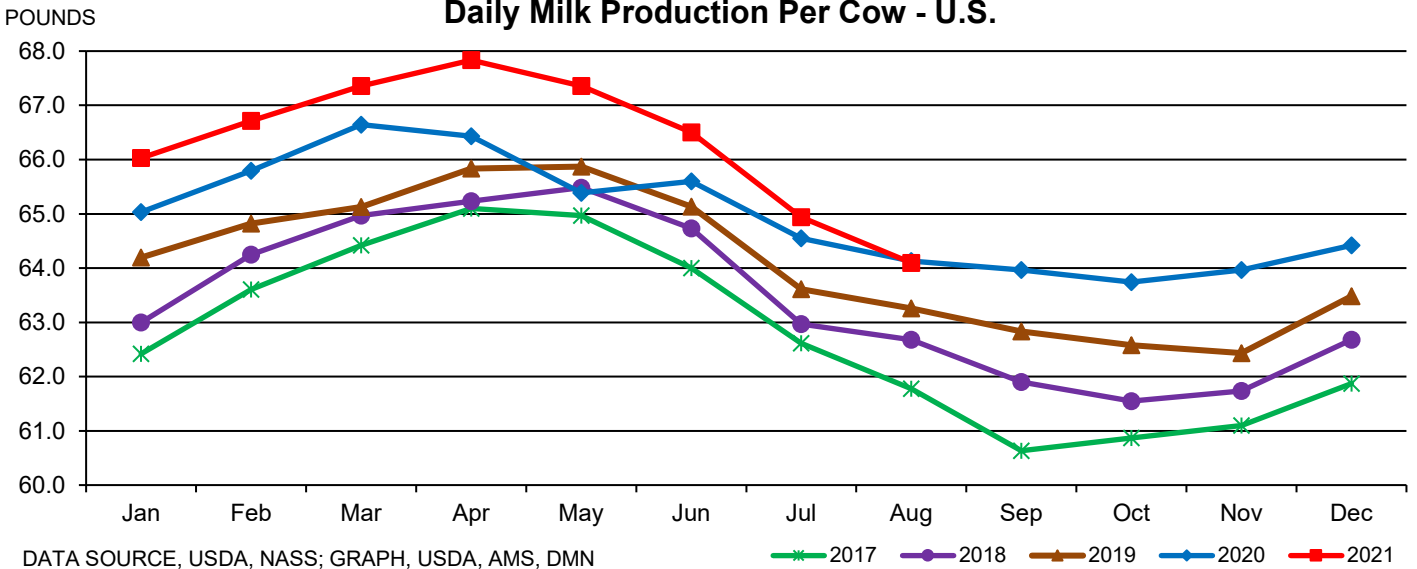
Estimated U.S. Total Milk Cows

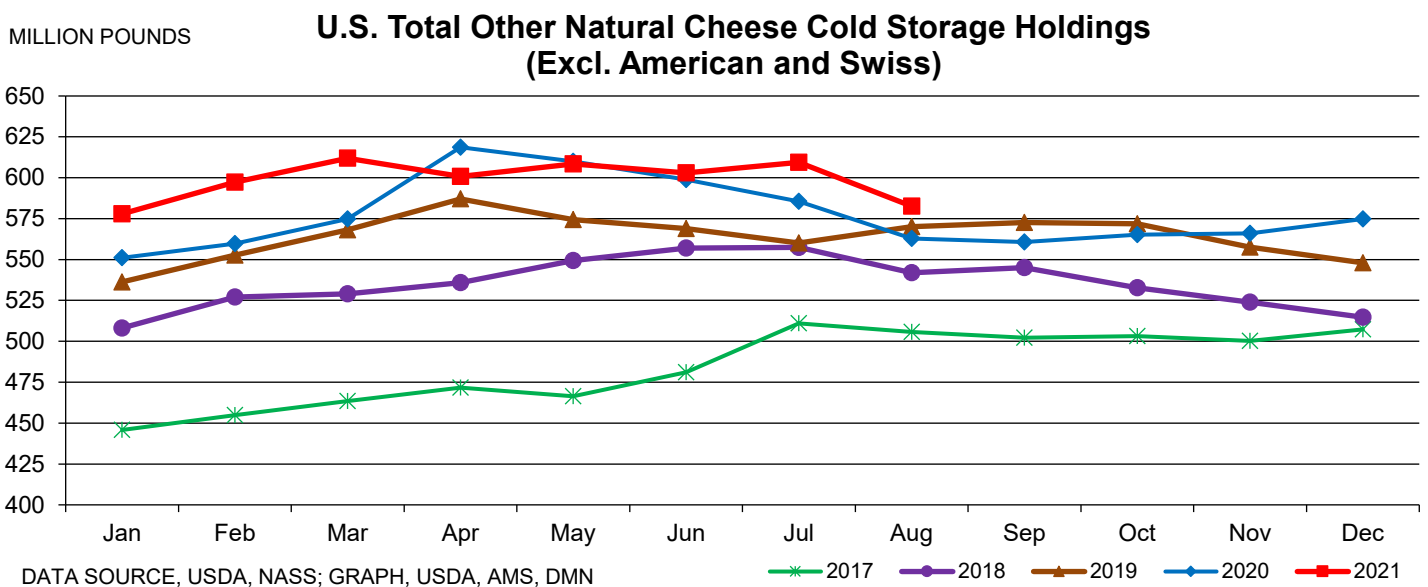
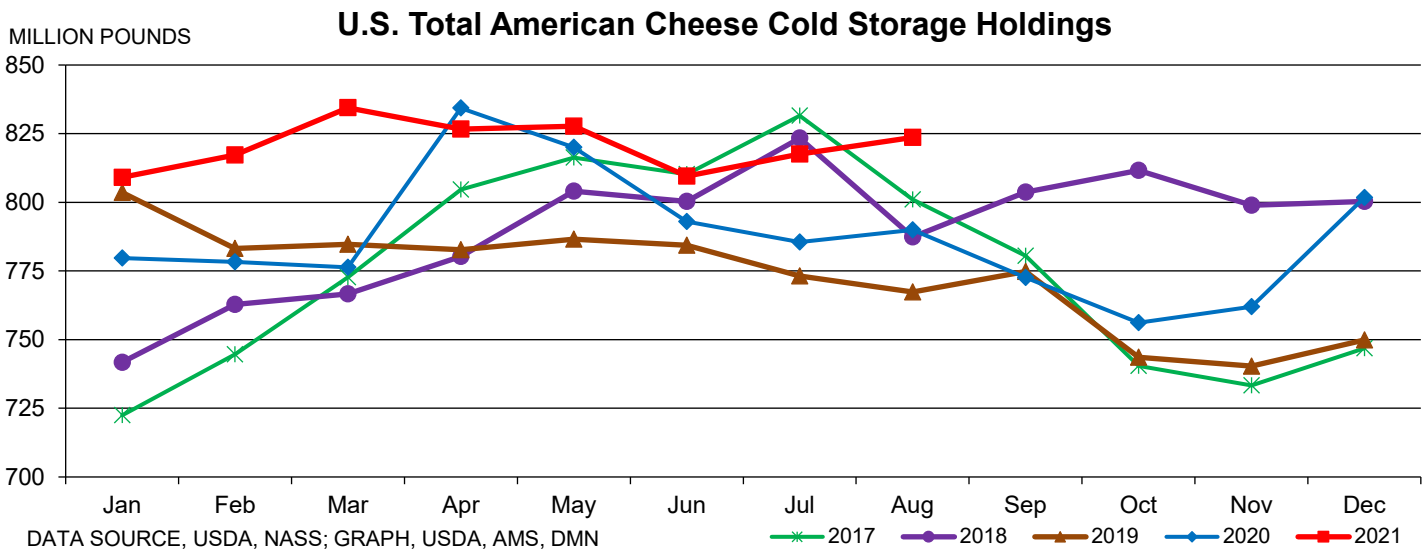
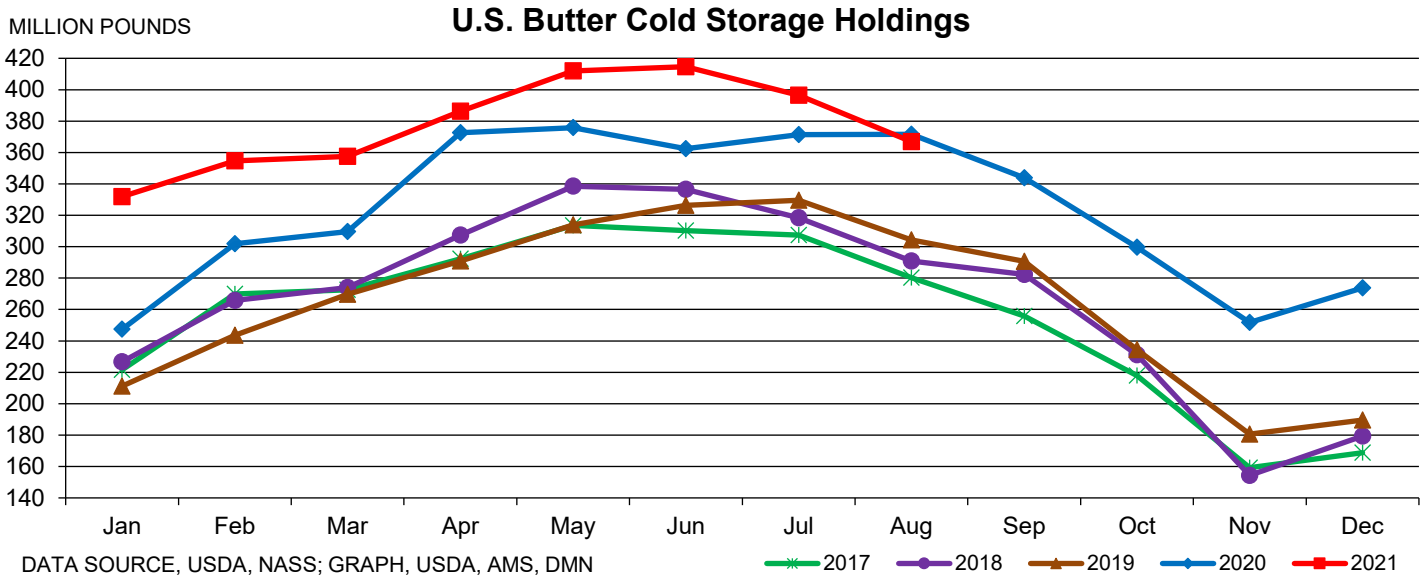


Monthly Milk Production Per Cow - U.S.



Daily Milk Production Per Cow - U.S.







Dairy Market News Branch

Agricultural
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National Retail Report-Dairy

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

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Friday, September 24, 2021

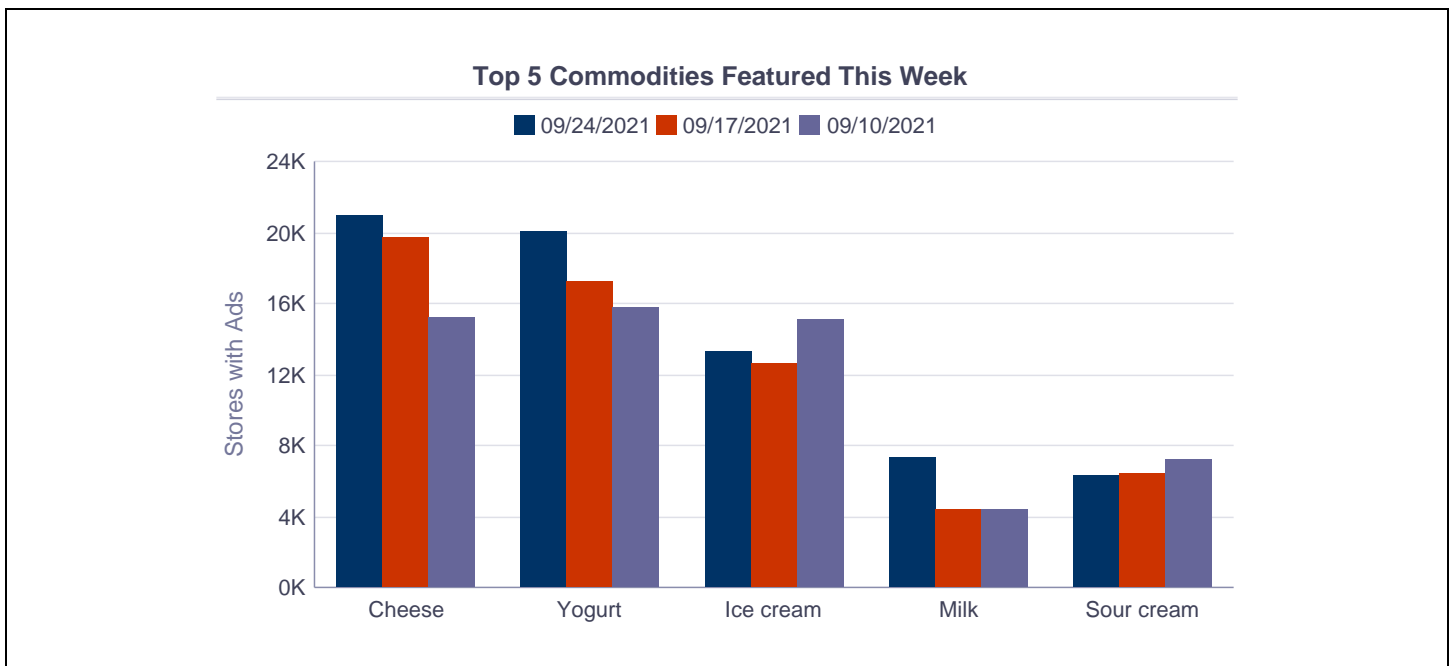
Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 09/24/2021 to 09/30/2021

The total number of conventional dairy advertisements is unchanged, but the total organic ad numbers increased by 51 percent. Conventional ice cream in 48–64-ounce containers maintained the top spot as the most advertised dairy item across the country. The national weighted average advertised price for ice cream in 48-64-ounce containers is \$2.91, down 11 cents from the previous week.

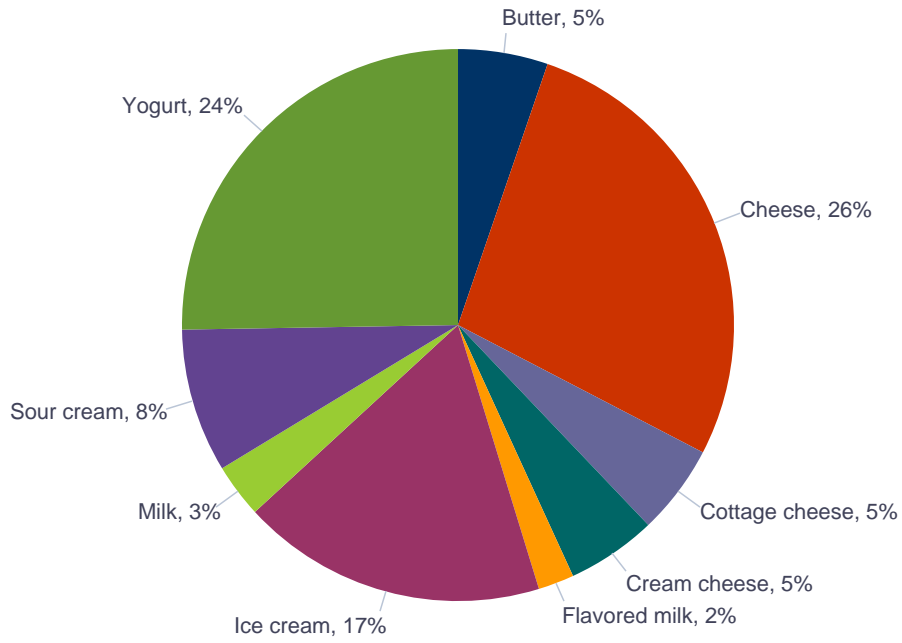
Conventional cheese ad numbers increased 4 percent, while organic cheese ads increased 114 percent. The weighted average advertised price for conventional 8-ounce block cheese is \$2.19, down 41 cents from last week, and the weighted average advertised price for conventional 8-ounce shred cheese is \$2.33, down 30 cents from last week.

Conventional yogurt ad numbers increased by 14 percent and organic yogurt ads increased 53 percent. Conventional Greek yogurt in 4–6-ounce containers was the most advertised yogurt item, with a national weighted average price of \$.94, down 4 cents from last week.

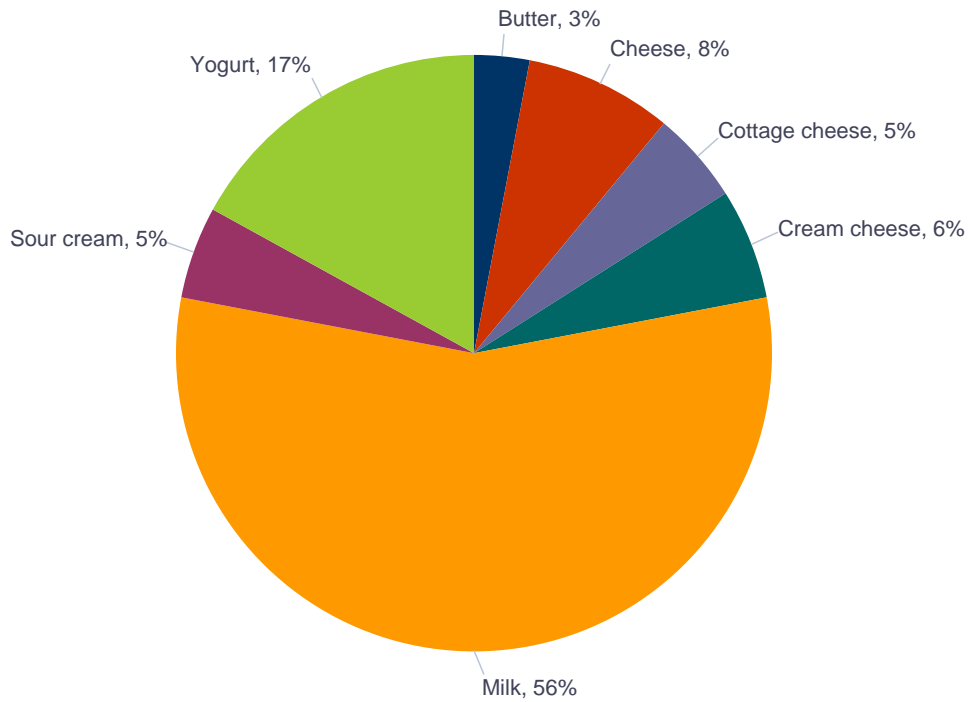
Conventional milk ads increased 45 percent, while organic milk ads increased 83 percent. The national weighted average advertised price for conventional milk gallons is \$2.99, compared to \$1.15 for conventional milk half gallons. The national weighted average advertised price for organic milk half gallons is \$3.96, resulting in an organic price premium of \$2.81. Organic half gallon milk is the most advertised organic item.



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 #	3641	3.15	7722	3.10	3177	2.82
Cheese	Natural Varieties	8 oz block	8654	2.19	5264	2.60	3391	2.30
Cheese	Natural Varieties	1 # block	713	4.07	306	4.16	1197	3.78
Cheese	Natural Varieties	2 # block	457	7.30	846	7.33	3329	7.37
Cheese	Natural Varieties	8 oz shred	10126	2.33	12312	2.63	8466	2.46
Cheese	Natural Varieties	1 # shred	243	4.12	636	3.87	771	2.86
Cottage cheese		16 oz	3447	2.08	4507	2.26	1941	2.16
Cream cheese		8 oz	3592	1.73	3415	2.36	6038	2.24
Flavored milk	All fat tests	half gallon	1032	2.64	422	3.23	396	3.20
Flavored milk	All fat tests	gallon	306	3.85	499	2.51	105	1.99
Ice cream		48-64oz	13322	2.91	12561	3.02	9313	2.97
Milk	All fat tests	half gallon	1818	1.15	1060	2.42	254	2.23
Milk	All fat tests	gallon	666	2.99	651	3.49	272	1.62
Sour cream		16 oz	5950	1.86	5978	1.99	4386	1.83
Yogurt	Greek	4-6 oz	9731	.94	9383	.98	8119	.97
Yogurt	Greek	32 oz	1984	4.35	2428	4.91	1367	4.31
Yogurt	Yogurt	4-6 oz	6061	.52	3779	.54	4217	.50
Yogurt	Yogurt	32 oz	772	2.71	729	2.62	2390	2.56

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 #	2.88-4.49	1401	3.45	2.49-3.50	1121	2.67	2.99-4.49	360	3.74
Cheese	Natural Varieties	8 oz block	1.48-3.00	2899	2.47	0.99-2.50	2521	2.22	1.28-3.00	1024	2.04
Cheese	Natural Varieties	1 # block	3.99	108	3.99	3.99	334	3.99	3.00	106	3.00
Cheese	Natural Varieties	2 # block							6.99	107	6.99
Cheese	Natural Varieties	8 oz shred	1.77-3.50	2248	2.57	0.99-3.00	3860	2.42	1.28-3.00	1097	2.07
Cheese	Natural Varieties	1 # shred							3.00	106	3.00
Cottage cheese		16 oz	1.50-2.99	1016	2.22	2.00-3.00	1458	2.16	1.49-2.50	542	2.02
Cream cheese		8 oz	1.48-1.99	1082	1.76	1.50-1.99	1391	1.58	1.79-2.00	175	1.92
Flavored milk	All fat tests	half gallon				2.50	334	2.50	1.50-2.50	163	1.85
Flavored milk	All fat tests	gallon	4.99	167	4.99						
Ice cream		48-64oz	1.99-3.99	2494	2.91	2.50-5.99	4019	2.99	2.50-3.99	2365	3.00
Milk	All fat tests	half gallon				0.88	114	.88	0.88	595	.88
Milk	All fat tests	gallon							2.58	57	2.58
Sour cream		16 oz	1.50-2.50	1483	2.03	0.98-2.49	2154	1.87	1.49-2.50	256	1.96
Yogurt	Greek	4-6 oz	0.69-1.00	2633	.98	0.80-1.00	1606	.93	0.80-1.00	1521	.91
Yogurt	Greek	32 oz	3.99-4.99	864	4.49	3.99-5.00	395	4.84	4.50	69	4.50



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Yogurt	4-6 oz	0.50-0.69	1558	.54	0.50-0.60	2074	.55	0.39-0.60	642	.50
Yogurt	Yogurt	32 oz	2.49-3.50	510	2.92						

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.99-3.49	264	3.10	2.99	167	2.99	1.99-3.98	317	2.96
Cheese	Natural Varieties	8 oz block	0.99-3.49	710	2.03	1.28-1.99	1052	1.57	1.28-2.99	413	2.15
Cheese	Natural Varieties	1 # block				4.98	137	4.98			
Cheese	Natural Varieties	2 # block							6.98-7.49	350	7.40
Cheese	Natural Varieties	8 oz shred	1.28-3.49	968	2.30	1.28-2.99	1221	1.77	1.28-2.99	697	2.41
Cheese	Natural Varieties	1 # shred				4.98	137	4.98			
Cottage cheese		16 oz	1.49	351	1.49				1.69	69	1.69
Cream cheese		8 oz	1.33-2.50	410	1.83	1.99	360	1.99	1.69-1.99	174	1.87
Flavored milk	All fat tests	half gallon				1.99	246	1.99	3.79	289	3.79
Flavored milk	All fat tests	gallon	2.49	139	2.49						
Ice cream		48-64oz	1.97-3.99	1278	2.84	1.99-3.99	2290	2.62	2.47-3.99	816	2.97
Milk	All fat tests	half gallon	0.88-2.99	697	1.56	0.88	120	.88	0.88-0.97	292	.91
Milk	All fat tests	gallon	2.68-2.99	272	2.83	3.18-3.19	337	3.19			
Sour cream		16 oz	1.49-2.09	850	1.65	1.49-1.99	290	1.83	0.97-2.19	882	1.73
Yogurt	Greek	4-6 oz	0.80-1.25	1279	.97	0.80-1.00	1649	.93	0.69-1.00	1021	.87
Yogurt	Greek	32 oz	2.99	121	2.99	3.49-4.50	474	4.14	3.28	61	3.28
Yogurt	Yogurt	4-6 oz	0.39-0.50	657	.45	0.40-0.60	803	.50	0.50-0.60	292	.54
Yogurt	Yogurt	32 oz	2.00-2.50	262	2.29						

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	3.49	11	3.49			
Cheese	Natural Varieties	8 oz block	3.99	11	3.99	3.00	24	3.00
Cheese	Natural Varieties	1 # block	4.99	28	4.99			
Cheese	Natural Varieties	8 oz shred	3.99	11	3.99	3.00	24	3.00
Cottage cheese		16 oz	1.99	11	1.99			
Ice cream		48-64oz	4.00-6.99	60	5.74			
Sour cream		16 oz	1.99	11	1.99	2.50	24	2.50
Yogurt	Greek	4-6 oz	1.00-1.25	22	1.13			
Yogurt	Yogurt	4-6 oz	0.60	11	.60	0.80	24	.80

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 #	264	5.99			69	6.49
Cheese	Natural Varieties	8 oz block	310	3.53	51	3.99	178	3.99
Cheese	Natural Varieties	8 oz shred	418	3.91	289	3.79	178	3.49
Cottage cheese		16 oz	410	3.64	624	3.86	214	4.29
Cream cheese		8 oz	540	2.73	693	2.55	69	2.69
Milk	All fat tests	half gallon	4848	3.96	2511	4.57	3318	3.75
Milk	All fat tests	gallon			137	5.98	213	4.99
Sour cream		16 oz	410	2.40	467	2.68	178	2.50
Yogurt	Greek	4-6 oz			51	.79	137	1.25
Yogurt	Greek	32 oz	137	4.98	674	5.43		
Yogurt	Yogurt	4-6 oz	63	.99				
Yogurt	Yogurt	32 oz	1229	3.45	207	3.49	114	4.49

REGIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	5.99	264	5.99						
Cheese	Natural Varieties	8 oz shred	4.99	108	4.99						
Cream cheese		8 oz				3.99	61	3.99	3.50	69	3.50
Milk	All fat tests	half gallon	3.59-4.99	1181	4.29	3.00-4.99	318	4.28	3.00-4.99	1067	4.07
Yogurt	Yogurt	4-6 oz	0.99	63	.99						
Yogurt	Yogurt	32 oz	3.49-3.99	895	3.62	3.00	334	3.00			

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cheese	Natural Varieties	8 oz block							3.50	289	3.50
Cheese	Natural Varieties	8 oz shred							3.50	289	3.50
Cottage cheese		16 oz	3.29	121	3.29				3.79	289	3.79
Cream cheese		8 oz	2.49	121	2.49				2.39	289	2.39
Milk	All fat tests	half gallon	3.00-3.29	409	3.09	3.00-4.99	1325	3.86	3.00-4.29	537	3.75
Sour cream		16 oz	2.19	121	2.19				2.49	289	2.49
Yogurt	Greek	32 oz				4.98	137	4.98			

Wtd Avg - Simple weighted average

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cheese	Natural Varieties	8 oz block	4.00	21	4.00			
Cheese	Natural Varieties	8 oz shred	4.00	21	4.00			
Milk	All fat tests	half gallon	3.50	11	3.50			

REGIONAL DEFINITIONS

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

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



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United States Department of Agriculture

Agricultural Marketing Service

Dairy Programs

Market Information Branch

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