

## DAIRY MARKET NEWS AT A GLANCE

### CME GROUP CASH MARKETS (12/13)

**BUTTER:** Grade AA closed at \$1.9600. The weekly average for Grade AA is \$1.9470 (+.0115).

**CHEESE:** Barrels closed at \$1.6950 and 40# blocks at \$1.7975. The weekly average for barrels is \$1.8690 (-.3795) and blocks, \$1.8965 (-.0630).

**NONFAT DRY MILK:** Grade A closed at \$1.2650. The weekly average for Grade A is \$1.2610 (+.0060).

**DRY WHEY:** Extra grade dry whey closed at \$.3375. The weekly average for dry whey is \$.3515 (-.0110).

**CHEESE HIGHLIGHTS:** Cheese markets, particularly barrel prices, are bound to be in damage control for the rest of 2019. After nearing historic peaks this fall, prices this week have been in a bearish descent. That said, pricing corrections were expected from most national cheese contacts, and producers have been waiting for some downward pressure to entice buyers. Reason being: End users have limited purchasing to a near-term/necessity basis due to the aforementioned high prices. Another positive note, for some cheese industry actors, is that barrel prices have declined and put blocks back in the driver's seat, which they say aligns with market balance. Cheese production is steady to higher. There is plenty of holiday season milk available. Spot load trading was slow, as milk handlers report most cheesemakers are well-supplied. Spot milk prices were unchanged from last week, from Class to \$2 under Class. Mozzarella and other pizza cheese producers are hopeful for a strong late 2019/early 2020 push, particularly as market prices have come down to earth. Curd producers relayed seasonal slowness in sales was late to come, but has arrived nonetheless.

**BUTTER HIGHLIGHTS:** With more butter in storage, butter contacts expect that to translate into more retail promotions and interest. Buyers may be enticed by the sub \$2 butter market prices, as its their first time to see that since 2016. Current stores are higher year-over-year, and current production is only adding to stocks. Cream is available nationwide. Midwestern butter plant managers say multiples at and/or below 1.20 have them full. Some relayed they are supplied on cream throughout the rest of 2019. Regarding markets, there is mixed sentiment. Some believe butter is at its nadir, while others expect a little more bearishness in the near-term. This week, butter prices have been steadily increasing.

**FLUID MILK:** Farm milk output is variant, in some cases from one farm to the next. The 30,000 foot view would suggest it is increasing week-to-week, but lower year-to-year on a number of farms nationwide. All that said, there is plentiful milk in most processing

facilities in the country. Bottlers have cut orders, in some cases, in the midst of the fall/winter holiday season. Cheese producers continue to report Class to sub-\$2 discounts on spot milk loads. Cream supplies are not as variant as raw milk, as they are generally abundant from coast to coast. Butter makers are churning hard. While Class II and Class III cream usage is still busy in some areas, some producers are allotting some extra time off this holiday season. F.O.B. cream multiples are **1.18-1.30** in the East, **1.14-1.28** in the Midwest, and **1.01-1.22** in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk (NDM) spot prices are steady to higher. Trading activities are steady to a bit slower, but the market tone is experiencing bullishness. High heat NDM prices are mostly higher. Inventories are reported as tight, yet interest is steady to slow this week. Dry buttermilk prices are steady to higher currently. In some areas, spot trades were slightly more active. Market conditions are fairly stable. Dry whole milk prices are unchanged on the price range. Trading was slower this close to the end -of-year holidays. Whey powder prices are mixed throughout the regions. Interest is also mixed, as some markets are showing strength. Whey protein concentrate 34% prices are steady to higher. There are some reports of a firming market tone. Lactose spot prices are unchanged. Some processors' inventories are committed through the end of the year. There is some uncertainty in the market. Acid and rennet casein prices are steady to higher. Spot prices are expected to rise.

**ORGANIC DAIRY MARKET NEWS:** The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for October 2019 were 230 million pounds, up 0.9 percent from October 2018, but down 2.2 percent compared to January -October 2018. Organic whole milk sales for October 2019, 104 million pounds, are up 11.2 percent compared to a year earlier and up 4.4 percent compared with year-to-date 2018. Reduced fat milk (2%) sales were 75 million pounds, up 1.1 percent from the previous year and up 0.7 percent year-to-date 2018. This retail survey period, total organic ads dipped 9 percent compared to the previous period. Total organic cheese ads decreased 14 percent and total organic yogurt ads tumbled 42 percent, while total organic milk ads increased 2 percent.

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### DAIRY MARKET NEWS PRICE SUMMARY FOR DECEMBER 9 - 13, 2019 PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES

Commodity	Range		Mostly		Commodity	Range		Mostly		Commodity	Range		Mostly	
<b>NDM</b>					<b>BUTTERMILK</b>					<b>LACTOSE</b>				
Central Low/Med. Heat	1.1925	1.2900	1.2300	1.2600	Central/East	1.1000	1.1400			Central/West	0.1800	0.3700	0.2500	0.3300
Change	0.0200	N.C.	N.C.	N.C.	Change	0.0100	0.0100			Change	N.C.	N.C.	N.C.	N.C.
Central High Heat	1.2800	1.3600			West	1.0550	1.1500	1.0900	1.1200	<b>WPC 34%</b>				
Change	0.0300	0.0200			Change	N.C.	N.C.	N.C.	N.C.	Central/West	0.7500	1.1250	0.9300	1.0500
West Low/Med. Heat	1.1775	1.2950	1.2200	1.2600	<b>WHEY</b>					Change	N.C.	N.C.	0.0500	N.C.
Change	0.0050	N.C.	N.C.	N.C.	Central	0.2900	0.4000	0.3250	0.3600	<b>CASEIN</b>				
West High Heat	1.2700	1.4100			Change	N.C.	-0.0200	N.C.	N.C.	Rennet	3.6125	3.7150		
Change	0.0200	N.C.			West	0.3000	0.4050	0.3175	0.3800	Change	N.C.	0.0050		
<b>DRY WHOLE MILK</b>					Change	0.0050	N.C.	0.0075	N.C.	Acid	3.4500	3.6600		
National	1.7000	1.9000			Northeast	0.3075	0.3900			Change	N.C.	0.0100		
Change	N.C.	N.C.			Change	N.C.	-0.0100			<b>ANIMAL FEED WHEY</b>				
										Central	0.2800	0.3000		
										Change	N.C.	-0.0200		

DAIRY MARKET NEWS AT A GLANCE

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**NATIONAL RETAIL REPORT (DMN):** Total conventional dairy ad numbers increased 13 percent, but total organic ad numbers declined 9 percent. Conventional butter in 1# containers was the most advertised dairy item. The weighted average advertised price for organic milk half gallons is \$4.26, down \$0.11 from last week. The weighted average advertised price for conventional milk half gallons, \$1.93, is up \$0.32 from last week. Conventional 8 oz shred cheese is the third most advertised dairy product, with 59 percent increase in the numbers of advertisements. The weighted average advertised price for conventional Greek yogurt in 4-6 oz containers is \$.97, down 7 cents from last week.

**OCTOBER MILK SALES (FMMO, CDFA):** 4.0 billion pounds of packaged fluid milk products were shipped by milk handlers in October 2019. This was 2.1 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 2.2 percent from October 2018 and estimated sales of total organic fluid milk products increased 0.9 percent from a year earlier.

**NOVEMBER CONSUMER PRICE INDEX AND PRODUCER PRICE INDEX (BLS):** The Consumer Price Index (CPI) for the all food category is 259.5, up 2.0 percent from 2018. The dairy products index is 221.5, up 2.6 percent from a year ago. The following are the November 2018 to November 2019 changes for selected products: fresh whole milk is +4.4 percent; cheese, +2.8 percent; and butter, -0.9 percent. In November 2019, the Producer Price Index (PPI) for the all food manufacturing is 202.9, up 2.9 percent from 2018. The PPI index for manufactured dairy products is 208.9, up 6.7 percent from a year ago. The following are the November 2018 to November 2019 changes for selected products: fresh whole milk is +7.8 percent; cheese, +14.7 percent; butter, -6.6 percent; and dry milk products and mixtures, up 0.6 percent.

**DECEMBER SUPPLY AND DEMAND ESTIMATES (USDA, WAOB):** The milk production forecasts for 2019 and 2020 are unchanged from the previous month. The 2019 and 2020 fat basis import forecasts are lowered largely on lower expected imports of butterfat products. The fat basis export forecast for 2019 is unchanged, but 2020 is raised on higher exports of butterfat products. Skim-solids basis import forecasts for 2019 and 2020 are unchanged. Skim-solids basis exports are raised on larger shipments of nonfat dry milk/skim milk powder. Cheese and butter price forecasts for 2019 are lowered, but the nonfat dry milk (NDM) price is raised. The whey price is unchanged. For 2020, the butter price is reduced on continued demand softness, but cheese prices are forecast slightly higher on stronger demand. NDM and whey prices are raised, supported by higher expected export demand. The 2019 Class III price forecasts is lowered on the weaker cheese price; the Class IV price is unchanged from last month as the lower butter price is offset by a higher NDM price. The 2020 forecast of both Class III and Class IV are raised on gains in most product prices with the exception of butter. The 2019 all milk price forecast is unchanged at \$18.60 per cwt; the 2020 all milk price is raised to \$19.40 per cwt.

COMMODITY	MONDAY DEC 9	TUESDAY DEC 10	WEDNESDAY DEC 11	THURSDAY DEC 12	FRIDAY DEC 13	:: WEEKLY CHANGE	:: WEEKLY AVERAGE
<b>CHEESE</b>							
BARRELS	\$2.0800 (-0.1475)	\$1.9475 (-0.1325)	\$1.8625 (-0.0850)	\$1.7600 (-0.1025)	\$1.6950 (-0.0650)	:: (-0.5325)	:: \$1.8690 (-0.3795)
40 POUND BLOCKS	\$1.9700 (N.C.)	\$1.9475 (-0.0225)	\$1.9100 (-0.0375)	\$1.8575 (-0.0525)	\$1.7975 (-0.0600)	:: (-0.1725)	:: \$1.8965 (-0.0630)
<b>NONFAT DRY MILK</b>							
GRADE A	\$1.2675 (N.C.)	\$1.2625 (-0.0050)	\$1.2525 (-0.0100)	\$1.2575 (+0.0050)	\$1.2650 (+0.0075)	:: (-0.0025)	:: \$1.2610 (+0.0060)
<b>BUTTER</b>							
GRADE AA	\$1.9300 (+0.0150)	\$1.9400 (+0.0100)	\$1.9500 (+0.0100)	\$1.9550 (+0.0050)	\$1.9600 (+0.0050)	:: (+0.0450)	:: \$1.9470 (+0.0115)
<b>DRY WHEY</b>							
EXTRA GRADE	\$0.3625 (-0.0050)	\$0.3625 (N.C.)	\$0.3525 (-0.0100)	\$0.3425 (-0.0100)	\$0.3375 (-0.0050)	:: (-0.0300)	:: \$0.3515 (-0.0110)

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](http://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

In the East region, during October 2019, butter production was up 6.6 year-over-year. Manufacturing sources indicate that churning is steady, but expected to increase as surplus cream becomes more available, at lower multiples, in the latter half of the week. Cream usage from Class II and Class III is still strong and restricts butter output at a few balancing plants that can produce heavier volumes. Production for holiday needs should continue through next week as orders remain good. Also, butter plants have started to build stocks as they position to expedite new and existing Q1 2020 commitments. Feature activity prompts the good holiday demand in retail outlets. Sales of bulk butter is steady at best. The current coverage is 4-8 over the market of the CME Group, with various time frames and averages used. Butter prices currently convey a weakening undertone in the market.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0400 - +0.0800

### WEST

Western butter makers say, with ample amounts of affordable cream, they are running their churns hard. Retail orders are strong as buyers try to get store shelves restocked ahead of the winter holidays. Bulk buyers continue to make inquiries for early 2020 butter needs. While some end users have a good share of their early year coverage in place, others want to take advantage of comfortable prices. Butter makers say the cash butter prices, that have eased back over the last few weeks, have taken a bite out of their inventory values. Processors are trying to find the right amount of butter to have on hand. Inventories are adequate to meet current needs, but manufacturers do not want to draw stocks too low.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0750

### CENTRAL

Butter producers report plentiful cream intakes in the midst of the fall/winter holiday season. Cream multiples for loads headed to the churn are floating at and below 1.20, and that is not expected to change for the remainder of 2019. Butter orders have already been placed to fulfill holiday needs, but current demand is meeting expectations. Butter contacts predict to see retail promotions increase ahead of the winter holidays. That is one result of declining market prices. Speaking of, butter markets are noticeably lower (sub-\$2) than they have been all year, but some contacts expect them to level off and find some steadiness soon, if they have not already. More bearish contacts expect to see butter prices in the area of \$1.80. As of midweek, butter markets are finding some steadiness.

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 - +0.0325

### Secondary Sourced Information:

#### 2019 U.S. Butter and Milkfat Imports (USDA-FAS) (Imports for Consumption)

	2019 Imports (Million Lb.)	% Change From 1 Year Ago
October Imports		
Total Butter, Fats, Milk (H.S. Code 0405)	12.9	- 2
Butter		
Quota (H.S. Code 405101000)	1.7	...
Over Quota (H.S. Code 405102000)	5.9	- 19
AMF		
Quota (H.S. Code 405901020)	0.7	- 20
Over Quota (H.S. Code 405902020)	2.8	+202
Other Milk Fat	1.9	- 23

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2019 Imports	% Change From		
		(Million Lb.)	1 Year Ago
TOTAL, JAN – OCT		115.3	+ 21
Imports – Country of Origin			
1 Ireland		63.2	+ 22
2 Mexico		19.6	+ 24
3 India		9.5	- 15
4 New Zealand		4.5	- 4
5 Australia		4.5	+ 537

**DAIRY PRODUCTS**

Released December 4, 2019, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

**Butter Production – States and United States: October 2018 and 2019**

	Monthly Production (1000 pounds)		Percent Change from		
Region	Oct 2018	Sep 2019	Oct 2019	Oct 2018	Sep 2019
United States	148,896	137,886	156,964	5.4	13.8
Atlantic	13,476	12,705	14,369	6.6	13.1
Central	59,549	53,829	64,977	9.1	20.7
West	75,871	71,352	77,618	2.3	8.8
California	46,082	44,071	48,794	5.9	10.7

**Butter Production – Cumulative Production January - October**

	Cumulative Production		Percent Change
Report Month	(1000 pounds)		from
	2018	2019	2018
October	1,571,191	1,572,858	0.1

**BUTTER EXPORTS****2019 U.S. BUTTER AND MILKFAT EXPORTS (USDA-FAS)**

	2019 Exports	% Change From
	(Million Lb.)	1 Year Ago
OCTOBER	4.7	- 62
TOTAL, JAN – OCT	47.0	- 45
Exports – Destination Country		
1 Canada	17.3	- 37
2 Mexico	7.0	- 76
3 South Korea	4.2	+129
4 Saudi Arabia	3.3	- 21
5 Columbia	3.2	+582

## CHEESE MARKETS

## NORTHEAST

Northeast cheese makers' production schedules are fairly steady in the region. Mozzarella and provolone cheese orders are healthy for the holiday season. Manufacturers' supplies are balanced to available. Many grocery stores are heavily advertising cheese discounts. This week, several market participants were anticipating cheese prices to decrease, as cheddar barrel prices plummeted. Market conditions are unsettled currently. In the Northeast, the wholesale cheese price for both cheddar and Muenster increased \$0.0350. In addition, the process cheese prices heightened by \$0.0550. The Grade A Swiss price grew \$0.0800 following the release of the November 2019 Announcement of Class and Component Prices. Additionally, the Class III skim milk price for November 2019 saw a \$2.10 increase.

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

Cheddar 40 pound Block	2.4150-2.7025
Muenster	2.4025-2.7525
Process American 5 pound Sliced	2.4050-2.8850
Swiss 10-14 pound Cuts	3.4925-3.8150

## MIDWEST

Cheese sales are steady just before the holiday season. Demand, in some cases, is falling behind stronger production and growing supplies. Curd makers say their demand has finally ebbed, as buyers have their holiday orders in. Milk is readily available and a number of cheesemakers are foregoing the spot milk market because they are at capacity. Producers are hopeful football playoff season will keep buyers busy. Milk production is higher in the region and declining spot milk prices are evidence of that. CME barrel prices have declined dramatically this week, converging with block prices on Tuesday after being higher for the majority of the fall season. Undoubtedly, cheese market tones are on shaky ground. Barrel producers report these declines may be some enticement for buyers, whom have been reticent with the \$2+ market price.

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

Blue 5 pounds	2.5975-3.6675
Brick 5 pounds	2.3300-2.7550
Cheddar 40 pound Block	2.0525-2.4525
Monterey Jack 10 pounds	2.3050-2.5100
Mozzarella 5-6 pounds	2.1300-3.0750
Muenster 5 pounds	2.3300-2.7550
Process American 5 pound Loaf	2.3350-2.6950
Swiss 6-9 pound Cuts	3.0075-3.1250

## WEST

Finally, cheese prices are catching up with the reality of what buyers have been feeling. In the last three days, CME barrels' prices have declined by 36.5 cents, whereas blocks' prices decreased 6 cents. Meanwhile, cheese intakes are stable for both retailers and the food service industry. Export demands are at seasonal levels. In the past weeks, multiple buyers were only getting cheese as needed; however, if the declines in prices are sustained, cheese sales are likely to become more active. Production continues to increase ahead of the festivities as milk supplies are plentiful. Barrels and blocks' supplies are both available at yearend to buyers. However, according to industry players, barrels' stocks are a bit tighter than blocks. In the West, wholesale prices were up \$.0550 for process, and up \$.0350 for cheddar block, cheddar cuts, and Monterey Jack. Swiss cut wholesale prices are up \$.0800 from the previous week.

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

Cheddar 10 pound Cuts	2.2900-2.4900
Cheddar 40 pound Block	2.0425-2.5325
Monterey Jack 10 pounds	2.2775-2.5525
Process American 5 pound Loaf	2.3525-2.6075
Swiss 6-9 pound Cuts	3.0900-3.5200

## FOREIGN TYPE

In Germany, the sliced cheese market tone is predominantly firm. Cheese suppliers are satisfied with their sale volumes. Currently, they are working on pre-holiday deliveries. Extensive requests from both domestic and international customers are keeping sliced cheese stocks very low. Retailers and the food service sector are building the stocks they need for the year-end holidays. Almost all available cheese offers are pre-scheduled for existing orders' fulfillments. According to contacts, partial delays in deliveries occurred throughout the week. At the moment, there is no cheese available to satisfy spot inquiries. To ensure that they will be served the volume of cheese needed, many buyers are obligated to accept higher prices. U.S. domestic prices for Blue, Gorgonzola, Parmesan, and Romano have increased \$0.0350. Swiss cheese prices moved up \$.0800. All the other prices are unchanged.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	2.6400-5.2300	2.4750-3.9625*
Gorgonzola	3.6900-5.7400	2.9825-3.7000*
Parmesan	-0-	3.8625-5.9525*
Romano	-0-	3.6650-5.8200*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggianito (Argentina)	3.2900-4.7800	-0-
Jarlsberg	2.9500-6.4500	-0-
Swiss	-0-	3.5300-3.8525*
Swiss (Finland)	2.6700-2.9300	-0-

\* = Price change.

## COLD STORAGE

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

	BUTTER	CHEESE
12/09/2019	48150	79136
12/01/2019	48777	79534
CHANGE	-627	-398
% CHANGE	-1	-1

## 2019 U.S. Cheese and Curd Exports (USDA-FAS)

	2019 Exports (Million Lb.)	% Change From 1 Year Ago
October	62.6	+ 5
TOTAL, JAN - OCT	668.7	+ 3
Exports - Destination Country		
1 Mexico	171.1	- 4
2 South Korea	119.1	+ 10
3 Japan	66.7	+ 4
4 Australia	40.0	- 14
5 Chile	20.4	+ 5

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## CHEESE MARKETS

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**2019 U.S. Cheese and Curd Imports (USDA-FAS)**  
**(Imports for Consumption)**

October Imports	2019 Imports (Million Lb.)	% Change From 1 Year Ago
TOTAL Cheese and Curd (H.S. Code 0406)	42.5	+ 4
Cheese, Except Fresh (H.S. Code 040690)	38.0	+ 5
Fresh Cheese (H.S. Code 040610)	1.4	- 29
Cheese, Processed (H.S. Code 040630)	1.6	+ 9
Cheese, Blue-Veined (H.S. Code 040640)	1.3	+ 25
TOTAL, JAN – OCT	333.2	+ 6
Imports - Country of Origin		
1 Italy	72.3	+ 25
2 France	40.5	- 4
3 Netherlands	27.5	+ 10
4 Spain	20.1	- 6
5 Switzerland	16.4	- 1



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**EAST**

Throughout the region, dairy farmers are offering varying reports, sometimes one farm to the next. **Northeastern** milk output is mixed. Class I sales are fairly steady in the region. Class II and III manufacturers are also receiving stable milk volumes. **Mid-Atlantic** milk off the farms is also mixed. Balancing operations are not at capacity. **Southeast** milk production is slightly climbing in areas, yet has slipped a bit in other parts this week. Class I sales are mostly unchanged, however some bottlers have cut a few milk loads from their current orders. **Florida** milk production is picking up. Class I sales are healthy ahead of the holiday. **Cream** interest continues to be on the lighter side. Loads are available for customers' needs. Spot market activity is slower currently. Cream multiples range from 1.18-1.30 F.O.B. **Condensed skim** markets are steady. Spot sales are limited on the market.

Northeastern U.S., F.O.B. Condensed Skim	
Price Range - Class II; \$/LB Solids:	0.95 - 1.07
Price Range - Class III; \$/LB Solids:	0.90 - 1.05

Northeastern U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.1800 - 1.3000
Price Range - Class II; \$/LB Butterfat:	2.2839 - 2.5162

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**MIDWEST**

Farm milk output reports are mixed, regionally. Some upper-Midwestern farmer contacts suggest milk yields are slightly up month to month, but steady annually even with fewer cows. Otherwise, reports span the spectrum from more milk to less milk, seasonally. Milk processors in the region do continue to say they are losing farm milk patrons, but others are filling in the gaps and milk is plentiful. Bottling is slower, with school holidays in the recent weeks and upcoming weeks. Cheesemakers say there is milk aplenty. Spot milk prices ranged from flat to \$2 under Class for the second week in a row. Multiple cheese plant managers relay they are not looking to buy additional loads. Others say they will shop it, but few are likely to pay anything at or above Class III in the upcoming pre-holiday weeks. **Cream** is also widely available. Butter makers are taking on more loads, while Class II and III producers are taking a step back with holiday orders already being fulfilled. Multiples did increase slightly on the top end, but cream is expected to remain available through the rest of 2019. South Central dairy farm contacts say wheat pasture is short in some areas, but hay stocks are in an acceptable balance. North from there, in the Midwest, silage and haylage reports are mixed.

Price Range - Class III Milk; \$/CWT; Spot Basis:	-2.00 - .00
Trade Activity: Slow	

Midwestern U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.1400 - 1.2800
Price Range - Class II; \$/LB Butterfat:	2.4000 - 2.4774
Multiples Range - Class II:	1.2400 - 1.2800

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**WEST**

In **California**, there is a lot of milk available for processing. As so, spot milk prices are a bit down. Milk production remains stable to increasing in most parts of the state. Class I demands are unchanged from a week ago. Milk yield is trending higher in **Arizona**, but it continues to be lower compared to the previous year. The state is self-

sufficient in producing and utilizing milk. There are seasonally high pulls of Class I milk for holiday needs. However, by the end of next week, demand is expected to be low. Class III interests are also increasing, whereas requests for the other Classes of milk are steady. In **New Mexico**, milk supplies are a bit down. Class III sales have decreased. Downtimes at a cheese processing plant are preventing the plant manager to take the usual loads of milk. However, no issue has arisen from redirecting the milk to other Classes. Class I intakes are increasing, whereas Class II sales are stable. Balancing needs have declined. **Pacific Northwest** milk production continues at a strong, steady pace. Bottling demand is following typical seasonal patterns. Manufacturers report having plenty of milk for processing needs. In the mountain states of **Idaho**, **Utah**, and **Colorado**, milk intakes remain strong. Industry contacts do not expect much let up in milk production over the next few weeks. The region has a good carryover of water, and inventories of silage are sound. There may be some pressures on dairy hay prices due to tight supplies elsewhere, but mountain state farmers appear to have good stocks of forages on hand. Manufacturers are running their facilities at or near full capacity. A few discounted milk loads are available in Idaho on a regular basis. **Condensed skim** sales are steady and most of the loads are being sold through contracts. As the result, spot trading is limited. In the West, **cream** supplies are abundant. Many sellers are struggling to clear spot loads. Cream multiples for all Classes increased at the top of the range.

Western U.S., F.O.B. Cream	
Multiples Range - All Classes:	1.0100 - 1.2200

**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 up on the bottom of the range, while holding steady on the mostly price series. After last week's uptick on both prices and trading, this week's trading activity took a step back. There are some expectations that trades will remain slow until after the new year. Production is also expected to slow, as some manufacturers are allotting some extra time off this year during the holiday, when compared to previous years. High heat NDM prices shifted up on the price range on steady trading. Regarding overall nonfat dry milk markets, market tone expectations range across the spectrum, but most contacts predict near-term steadiness or bullishness. At this point in the week, market prices have slid slightly, but are hanging around the mid-\$1.20s.

**EAST:** Spot prices for low/medium heat nonfat dry milk (NDM) are higher on the bottom of the price range. Buyers' heightened interest is also contributing to the supported market. Production schedules are steady, and supplies are available for customers' needs. However, some market participants relay inventories are fairly committed and spots are limited, factoring into the bullish market. High heat NDM prices are higher on the spot market. Outside of contracted needs, manufacturers' supplies are very tight in the region.

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: 1.1925 - 1.2900

Mostly Range - Low & Medium Heat; \$/LB: 1.2300 - 1.2600

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: 1.2800 - 1.3600

**NONFAT DRY MILK - WEST**

Western low/medium heat nonfat dry milk (NDM) prices have slightly increased at the bottom of the range while remaining steady on the mostly series. Industry participants are wondering if current price levels can be sustained in the long run. Despite increasing price trend, U.S. SMP/NDM prices are very competitive compared to EU prices. This is giving an extra boost to international demand for U.S. SMP/NDM. Low/medium heat NDM domestic sales are flat. Production is active, and stocks are balanced with the needs of purchasers. High heat NDM prices have increased at the bottom of the range. Market conditions are alike that of last week. Production and spot sales are both limited. Inventories are very low.

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: 1.1775 - 1.2950

Mostly Range - Low & Medium Heat; \$/LB: 1.2200 - 1.2600

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: 1.2700 - 1.4100

**U.S. NDM Exports, H.S. Code 0402100000(FAS)**

	2019 Exports (Million Lb.)	% Change From 1 Year Ago
OCTOBER Total	155.9	+17
TOTAL, JAN-OCT	1,244.1	- 8
1 Mexico	624.7	- 3
2 Philippines	119.8	- 25
3 Indonesia	116.7	+ 3
4 Vietnam	97.4	+ 32
5 Malaysia	42.9	- 28

**DRY BUTTERMILK - CENTRAL AND EAST**

**CENTRAL:** Dry buttermilk prices shifted a penny higher on both ends of the range. Trading activity was slightly more active than last week, but still markedly slower than trading in most other dry dairy commodities. Some contacts expected trading to come to a halt this late in the fall baking season and with holiday orders already in, but some regional manufacturers are still finding buyers and are, in fact, still busy. Therefore, late season drying remains somewhat active. Dry buttermilk market tones are, although quiet, steadily bullish.

**EAST:** Dry buttermilk spot prices shifted higher on the price range. In the East, trades are on the lighter side compared to other regions. Drying time has been more active in a few operations. Outside of committed contracts, inventories remain fairly limited. Market conditions are somewhat balanced.

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

Price Range ; \$/LB: 1.1000 - 1.1400

**DRY BUTTERMILK - WEST**

Western f.o.b. spot prices for dry buttermilk are flat, confirming currently stable market conditions. Condensed skim drying is taking place as the needs to satisfy contractual orders arise. Therefore, not a lot of stocks are available for spot sales. Right now, dry buttermilk demands from the bakery sector are a bit up, ahead of the upcoming holidays. However, there remains a good balance between sales and supplies.

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

Price Range ; \$/LB: 1.0550 - 1.1500

Mostly Range - ; \$/LB: 1.0900 - 1.1200

**DRY WHOLE MILK - U.S.**

Dry whole milk prices were steady as trading was slower this close to the end-of-year holidays. Most production, which is more limited with higher condensed skim drying upticks, is focused on Q1 contracts. Although spot demand is beginning to quiet down, inventories are reported from balanced to tight. Like with most powders, whole milk powder market tones are steady to steadily bullish.

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

Price Range - 26% Butterfat; \$/LB: 1.7000 - 1.9000



**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 slid on the top of the price range, while holding steady on the mostly. Trading, after last week's surge, was noticeably quieter. Buyers/end users are either in search of end-of-year inventories to shore up any last minute needs, or they are almost noncommittal and waiting to see what happens on the market before opting back in. Dry whey production is lower year over year, but active nonetheless with plentiful/seasonal milk supplies. Availability on the dry whey spot market has slimmed down in recent weeks, hence the market/pricing surge. Compared to previous years, a number of manufacturers are granting more time off during the holiday season. That said, drying is fairly active and as stated, milk is plentiful for Class III producers. The animal feed whey price range also drew down on the top. In spite of the prices dropping on the tops of the ranges of both edible and non-edible dry whey, market tones are generally healthy.

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

Price Range - Animal Feed; \$/LB: .2800 - .3000

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: .2900 - .4000

Mostly Range - Non-Hygroscopic; \$/LB: .3250 - .3600

**DRY WHEY—NORTHEAST**

Whey powder prices are steady to a bit lower on the price range in the East region. Drying time is stable, and supplies are fairly adequate at this time. Some market participants relay current contracts are keeping their dry whey needs filled. There are some buyers who purchased resales at higher prices this week. Several dairy contacts are in the process of negotiating 2020 agreements. In addition, market participants are reanalyzing current market shifts.

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: .3075 - .3900

**DRY WHEY—WEST**

In the West, dry whey f.o.b. spot prices have increased on the bottom of the range and on the bottom of the mostly series as more Chinese and Mexican buyers show interests in purchasing. Despite the increase in prices, uncertainties about the trade issues with China continue to weigh down on dry whey market sentiment. Domestic sales are unchanged from the previous week. Dry whey production is mostly stable. Stocks are largely available to satisfy current demands, but remain manageable.

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: .3000 - .4050

Mostly Range - Non-Hygroscopic; \$/LB: .3175 - .3800

Secondary Sourced Information:

The Extra Grade Dry Whey price at the CME Group on Wednesday closed at \$.3525, compared to the weekly average price of \$.3625 from last week.

**U.S. Dry Whey Exports. H.S. Code 0404104000(FAS)**

	2019 Exports (Million Lb.)	% Change From 1 Year Ago
October Total	21.7	- 40
TOTAL, JAN-OCT	284.6	- 33
1 China	57.6	- 62
2 Philippines	31.8	+1
3 Mexico	27.8	+1
4 Vietnam	19.6	- 34
5 Malaysia	18.9	- 3

**DRY WHEY PROTEIN CONCENTRATE**

The whey protein concentrate 34% price range is unchanged, but the bottom of the mostly price series moved higher. Even with spot sales distributed across the breadth of the price range, individual manufacturers report a trend to higher prices. Inventories are mixed. Some processors have WPC 34% available, but brands that meet tight end user specifications are in short supply. Manufacturers with limited supplies are willing to offer out WPC 34%, but only at higher prices. Industry contacts suggest the market tone is firming. WPC 34% production is steady, but lower than in previous years.

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: .7500 - 1.1250

Mostly Range - 34% Protein; \$/LB: .9300 - 1.0500

Secondary Sourced Information:

**U.S. WPC < 80% Exports, H.S. Code 0404100500(FAS)**

	2019 Exports (Million Lb.)	% Change From 1 Year Ago
OCTOBER Total	26.0	+ 14
TOTAL, JAN-OCT	224.1	- 24
1 Mexico	65.2	+ 16
2 China	61.5	- 48
3 Canada	20.8	- 27
4 Philippines	16.8	+ 29
5 Singapore	13.2	+ 132

**LACTOSE**

Lactose prices remain the same, but some contacts are predicting a firming trend. Manufacturers' inventories, while heavier than last year, have come down over the past few weeks. A few processors report their stocks are committed through the end of the year and well into 2020. Industry contacts think strong skim milk powder demand worldwide could be cleaning out some of the lactose supplies. Contracting is ongoing, with mixed results. Some manufacturers report having most of their contracts in place, while others say they are waiting on customer responses, or have gotten push back from buyers. There is still a dose of uncertainty in the market. A few industry contacts report buyers have lactose on hand and are looking for lower priced deals. So far, manufacturers do not seem interested in these lower bids, and it remains to be seen if these deals will materialize.

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

Price Range - Non Pharmaceutical; \$/LB: .1800 - .3700

Mostly Range - Non Pharmaceutical; \$/LB: .2500 - .3300

## Secondary Sourced Information:

**U.S. Lactose Exports, H.S. Code 1702110000(FAS)**

	2019 Exports (Million Lb.)	% Change From 1 Year Ago
OCTOBER Total	56.6	+ 9
TOTAL, JAN-OCT	540.7	- 7
1 Mexico	89.2	+ 14
2 China	86.6	- 35
3 New Zealand	72.1	- 4
4 Japan	60.0	- 8
5 Singapore	30.7	+9

**CASEIN**

Prices for acid and rennet casein are steady to higher. The market tone is firming. Manufacturers and sellers are reluctant to commit very far ahead because there is confidence in rising prices. Buyers are currently stuck with this situation, creating frustration. The expected price trend for coming weeks is up.

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

Acid; Price Range - \$/LB: 3.4500-3.6600

Rennet; Price Range - \$/LB: 3.6125-3.7150

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

WEEK ENDING	2019 WEEKLY DAIRY COWS	2019 CUMULATIVE DAIRY COWS	2018 WEEKLY DAIRY COWS	2018 CUMULATIVE DAIRY COWS
11/23/2019	64.3	2,916.1	50.9	2,833.9

WEBSITE: [http://www.ams.usda.gov/mnreports/sj\\_ls714.txt](http://www.ams.usda.gov/mnreports/sj_ls714.txt)

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

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

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2014	21.15	23.35	23.33	24.31	22.57	21.36	21.60	22.25	24.60	23.82	21.94	17.82
2015	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
2016	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
2017	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
2018	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78

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

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2014	22.29	23.46	23.66	23.34	22.65	23.13	23.78	23.89	22.58	21.35	18.21	16.70
2015	13.23	13.82	13.80	13.51	13.91	13.90	13.15	12.90	15.08	16.43	16.89	15.52
2016	13.31	13.49	12.74	12.68	13.09	13.77	14.84	14.65	14.25	13.66	13.76	14.97
2017	16.19	15.59	14.32	14.01	14.49	15.89	16.60	16.61	15.86	14.85	13.99	13.51
2018	13.13	12.87	13.04	13.48	14.57	14.91	14.14	14.63	14.81	15.01	15.06	15.09

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

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I (BASE)	15.12	15.30	15.98	15.76	16.42	17.07	17.18	17.89	17.85	17.84	18.14	19.33
II	15.74	16.13	16.61	16.38	16.48	17.30	17.61	17.60	16.93	16.68	16.85	
III	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	
IV	15.48	15.86	15.71	15.72	16.29	16.83	16.90	16.74	16.35	16.39	16.60	

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
12/07/2019	2.0109 4,712,012	1.9384 12,275,167	2.2434 12,102,254	.3199 7,359,532	1.2062 16,616,544

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	12/06	12/09	12/10	12/11	12/12
DEC 19	19.55	19.51	19.43	19.37	19.43
JAN 20	18.62	18.64	18.40	18.19	18.24
FEB 20	17.85	17.85	17.63	17.56	17.67

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

DATE	12/06	12/09	12/10	12/11	12/12
DEC 19	119.75	119.98	119.98	119.98	120.80
JAN 20	124.60	124.60	123.70	122.78	123.78
FEB 20	127.63	127.60	126.00	125.08	125.20

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

DATE	12/06	12/09	12/10	12/11	12/12
DEC 19	16.74	16.74	16.74	16.74	16.73
JAN 20	17.09	17.06	17.03	16.99	17.10
FEB 20	17.35	17.42	17.38	17.29	17.31

**WHEY (Electronic-Traded) (¢/lb)**

DATE	12/06	12/09	12/10	12/11	12/12
DEC 19	34.55	33.80	33.25	32.88	32.50
JAN 20	39.25	38.40	37.70	36.90	35.85
FEB 20	40.75	39.90	39.25	38.70	37.65

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

DATE	12/06	12/09	12/10	12/11	12/12
DEC 19	202.80	202.80	202.80	202.80	200.73
JAN 20	200.25	200.30	201.00	200.90	202.98
FEB 20	202.90	203.00	203.60	203.75	205.50

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

DATE	12/06	12/09	12/10	12/11	12/12
DEC 19	2.06	2.06	2.05	2.05	2.06
JAN 20	1.94	1.94	1.92	1.91	1.91
FEB 20	1.84	1.85	1.83	1.82	1.84

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

## ORGANIC DAIRY MARKET NEWS

Information gathered December 2 - 13, 2019

## ORGANIC DAIRY FLUID OVERVIEW

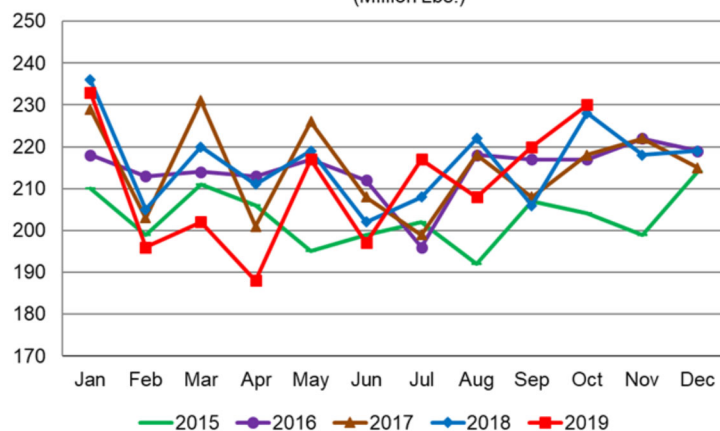
The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for October 2019 were 230 million pounds, up 0.9 percent from October 2018, but down 2.2 percent compared to January-October 2018.

Organic whole milk sales for October 2019, 104 million pounds, are up 11.2 percent compared to a year earlier and up 4.4 percent compared with year-to-date 2018. Reduced fat milk (2%) sales were 75 million pounds, up 1.1 percent from the previous year and up 0.7 percent year-to-date 2018.

ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS  
October 2019, with comparisons<sup>1/</sup>

Product Name	Sales <sup>1/</sup>		Change	
	October	Y-T-D	Prev Yr. <sup>2/</sup>	Y-T-D <sup>2/</sup>
	(million pounds)		(percent)	
ORGANIC PRODUCTION PRACTICE				
Whole Milk	104	912	11.2	4.4
Reduced Fat Milk (2%)	75	692	1.1	0.7
Low Fat Milk (1%)	28	272	-14.8	-13.8
Fat-Free Milk (Skim)	16	156	-15.2	-18.6
Flavored Fat-Reduced Milk	8	75	-16.5	-14.1
Other Fluid Milk Products	0	1	-29.8	13.5
Total Fat-Reduced Milk <sup>3/</sup>	126	1,195	- 6.3	- 6.8
Tot. Organic Milk Products	230	2,107	0.9	- 2.2

<sup>1</sup> Data may not add due to rounding. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. <sup>2</sup> Year to Date Sales, Change from Previous Year, and Change in Year to Date figures include the addition of the California Federal Milk Order, which also includes several changes in product classification. The California Federal Milk Marketing Order became effective on November 1, 2018.

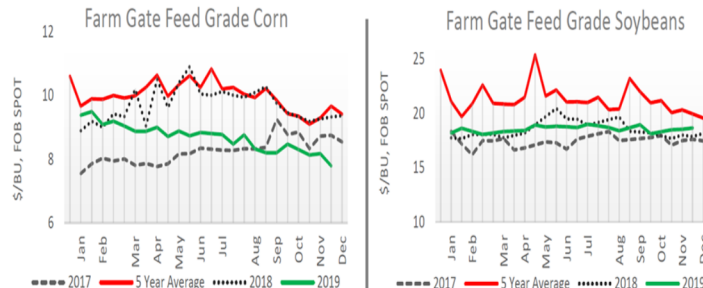
Estimated Total U.S. Sales of Organic Fluid Milk Products  
(Million Lbs.)

## ORGANIC GRAIN FEEDSTUFF OVERVIEW

**National Organic Grain and Feed Markets.** Organic feed grade corn trading is active on moderate demand. Bushels are trading 38 cents lower. Corn harvesting is at a higher level than normal. Moisture slows processing in some instances. Organic feed grade soybean sales are moderate with slight interest. Transactions have gained 11 cents. Trade activity and demand is light on all other organic grains. Markets are unchanged for corn, soybeans, and wheat. Organic food grade HRS wheat contracted 14.00 to 14.25, delivered elevator. A few loads of organic soybean oil traded 70 cents delivered to end users.

## Grower FOB Farm Gate Organic Grain

Spot Transactions						Forward Contracts		Cash Bids
Feed Grade	Unit	Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	7.60 - 8.00	7.79	-0.38	9.32	8.20 - 8.20	Feb-20 - Feb-20	N/A - N/A
Soybeans	\$/bu	17.80 - 19.25	18.66	0.11	17.87	N/A - N/A	N/A - N/A	N/A - N/A



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

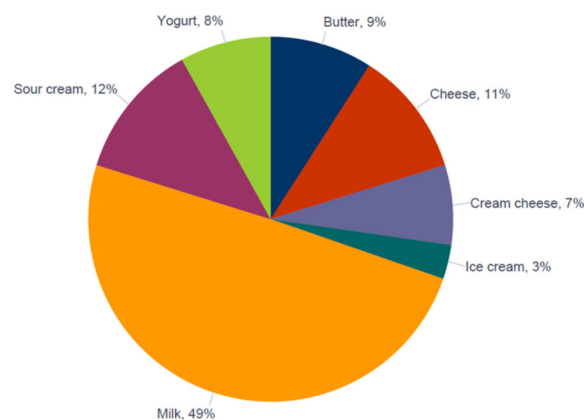
## ORGANIC DAIRY FLUID OVERVIEW

This retail survey period, total organic ads dipped 9 percent compared to the previous period. Total organic cheese ads decreased 14 percent and total organic yogurt ads tumbled 42 percent, while total organic milk ads increased 2 percent.

For organic milk in half gallon packages, prices declined 11 cents compared to the last survey period. The current retail milk price spread between organic and conventional half gallon milk is an organic premium of \$2.33. The price spread fell \$0.43 compared to the prior retail survey.

Organic milk, as a percentage of the total ads of organic dairy products is 49 percent, followed by organic sour cream at 12 percent. The pie chart below displays the percentages for all organic dairy commodities detailed in the ad survey.

Percentage of Total Organic Ads by Commodity



Data source: USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from December 13 - December 19, 2019. 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 December 2 - 13, 2019

-CONTINUED FROM PAGE 8-

### NATIONAL RETAIL ORGANIC DAIRY WEIGHTED AVERAGE ADVERTISED PRICE

COMMODITY	This Week	Last Week	Last Year
<b>Butter</b>	\$6.03	\$6.11	\$5.99
<b>Milk</b>			
Half Gal.	\$4.26	\$4.37	\$3.76
Gallon	\$6.99	\$6.99	\$3.99
8 oz.UHT	\$1.00	n.a.	\$1.25
<b>Yogurt</b>			
4-6 oz. Greek	\$1.25	n.a.	n.a.
32 oz. Greek	\$5.99	\$4.81	n.a.
4-6 oz. Yogurt	\$1.33	\$0.69	n.a.
32 oz. Yogurt	\$6.99	n.a.	\$3.99

### DIRECT TO CONSUMER ORGANIC DAIRY PRODUCTS PRICES

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

#### BUTTER

Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Butter		1 lb	: 13.45 -
Organic Butter		8 oz	: 4.75 - 10.00

#### CHEESE

Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Cheese	Cheddar - 10 year	8 oz	: 11.00 -
Organic Cheese	Cheddar - 11-14 year	8 oz	: 14.00 -
Organic Cheese	Cheddar - 2-4 year	8 oz	: 5.73 - 6.93
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.50 -
Organic Cheese	Cheddar - Medium	8 oz	: 4.52 - 8.00
Organic Cheese	Cheddar - Mild	8 oz	: 4.14 - 8.50
Organic Cheese	Cheddar - Sharp	8 oz	: 4.95 - 12.00
Organic Cheese	Colby	8 oz	: 5.25 - 8.00
Organic Cheese	Farmers	8 oz	: 4.00 - 6.00
Organic Cheese	Gouda	8 oz	: 12.00 -
Organic Cheese	Monterey Jack	8 oz	: 5.25 - 8.00
Organic Cheese	Mozzarella	8 oz	: 4.50 - 12.50
Organic Cheese	Muenster	8 oz	: 5.25 - 6.00
Organic Cheese	Pepper Jack	8 oz	: 12.50 -
Organic Cheese	Curds	Per Lb	: 6.80 - 12.00

Information for the period December 2 - December 13, 2019, issued monthly.



## October Milk Sales

4.0 billion pounds of packaged fluid milk products were shipped by milk handlers in October 2019. This was 2.1 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 2.2 percent from October 2018 and estimated sales of total organic fluid milk products increased 0.9 percent from a year earlier.

### Estimated Total U.S. Sales of Fluid Milk Products, October 2019, with Comparisons <sup>1</sup>

Product Name	Sales <sup>2</sup>		Change from:	
	Oct	Year to Date <sup>4</sup>	Previous Year <sup>4</sup>	Year to Date <sup>4</sup>
	<i>(million pounds)</i>		<i>(percent)</i>	
<b>Conventional Production Practice</b>				
Whole Milk	1,290	12,487	0.4	0.9
Flavored Whole Milk	73	629	13.4	8.9
Reduced Fat Milk (2%)	1,197	11,810	-4.2	-2.7
Low Fat Milk (1%)	503	4,707	-4.7	-5.7
Fat-Free Milk (Skim)	276	2,791	-11.8	-10.1
Flavored Fat-Reduced Milk	381	3,054	-1.1	-1.7
Buttermilk	40	363	-6.8	-9.9
Other Fluid Milk Products	46	269	82.3	326.8
Total Fat-Reduced Milk <sup>3</sup>	2,358	22,361	-4.8	-4.2
Total Conventional Milk Products	3,806	36,110	-2.2	-1.7
<b>Organic Production Practice</b>				
Whole Milk	104	912	11.2	4.4
Reduced Fat Milk (2%)	75	692	1.1	0.7
Low Fat Milk (1%)	28	272	-14.8	-13.8
Fat-Free Milk (Skim)	16	156	-15.2	-18.6
Flavored Fat-Reduced Milk	8	75	-16.5	-14.1
Other Fluid Milk Products	0	1	-29.8	13.5
Total Fat-Reduced Milk <sup>3</sup>	126	1,195	-6.3	-6.8
Total Organic Milk Products	230	2,107	0.9	-2.2
<b>Total Fluid Milk Products</b>	<b>4,036</b>	<b>38,217</b>	<b>-2.1</b>	<b>-1.8</b>

<sup>1</sup> These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. <sup>2</sup> Data may not add due to rounding. <sup>3</sup> Both conventional and organic fat-reduced milk categories are the total of reduced fat, lowfat, skim and flavored fat-reduced milk. <sup>4</sup> Year to Date Sales, Change from Previous Year, and Change in Year to Date figures include the addition of the California Federal Milk Order, which also includes several changes in product classification. The California Federal Milk Marketing Order became effective on November 1, 2018.

### Package Sales of Total Fluid Milk Products in Federal Milk Orders, October 2019, with Comparisons <sup>1</sup>

Marketing Area	Order Number	Sales <sup>2</sup>		Change from:	
		Oct	Year to Date	Previous Year <sup>3</sup>	Year to Date <sup>3</sup>
		<i>(million pounds)</i>		<i>(percent)</i>	
Northeast	001	669	6,330	-3.9	-3.4
Appalachian	005	272	2,594	-1.9	-2.8
Florida	006	229	2,218	-1.7	-1.1
Southeast	007	360	3,424	-3.7	-4.3
Upper Midwest	030	287	2,738	-4.1	-5.0
Central	032	345	3,221	-2.5	-2.9
Mideast	033	456	4,344	-3.7	0.6
California <sup>3</sup>	051	468	4,412	6.3	4.8
Pacific Northwest	124	160	1,495	-3.8	-4.0
Southwest	126	383	3,567	-1.7	-1.1
Arizona	131	84	817	-4.5	-5.0
<b>All Areas (Totals) <sup>1</sup></b>		<b>3,713</b>	<b>35,160</b>	<b>-2.1</b>	<b>-1.8</b>

<sup>1</sup> These figures are representative of the consumption of total fluid milk products in the respective area. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. <sup>2</sup> Data may not add due to rounding. <sup>3</sup> The figures for California include data obtained from the California Department of Food and Agriculture (CDFA) for the months of January through October 2018, and prior years. The California Federal Milk Marketing Order became effective November 1, 2018.

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

Consumer Price Index												
Month	All Food		Dairy Products		Fresh Whole Milk		Cheese		Butter		Meat, Poultry, Fish, and Eggs	
	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>	CPI <sup>2</sup>	Pct. Chg <sup>3</sup>
Sep 2019	258.9	1.8	219.8	1.4	200.9	2.8	229.7	0.3	248.2	0.0	249.7	0.3
Oct 2019	259.6	2.1	220.7	1.8	204.0	3.4	232.5	1.9	247.8	0.7	250.6	1.1
Nov 2019	259.5	2.0	221.5	2.6	205.1	4.4	233.9	2.8	240.2	-0.9	250.5	1.0

U.S. City Average Retail Prices										
Month	Whole Milk <sup>4</sup>		Butter <sup>5</sup>		Process Cheese <sup>6</sup>		Natural Cheese <sup>7</sup>		Ice Cream <sup>8</sup>	
	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018
	<i>(dollars)</i>									
Sep	3.102	2.890	N/A	N/A	3.875	4.040	5.406	5.128	4.802	4.754
Oct	3.119	2.913	N/A	N/A	3.821	3.994	5.277	5.158	4.940	4.864
Nov	3.189	2.877	N/A	N/A	3.917	N/A	5.309	5.229	4.935	4.786

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

## Producer Price Index (PPI)<sup>1</sup>

Producer Price Index												
Month	All Food Manufacturing		Dairy Products		Fresh Whole Milk		Cheese		Butter		Dry Milk Products and Mixtures	
	PPI	Pct. Chg <sup>2</sup>	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg	PPI	Pct. Chg
Sep 2019	202.2	2.6	206.8	5.5	229.6	9.3	189.7	7.3	158.4	0.2	164.5	4.6
Oct 2019	201.8	2.2	206.5	4.7	230.0	5.2	192.5	9.6	150.9	-6.2	163.5	2.3
Nov 2019	202.9	2.9	208.9	6.7	231.7	7.8	197.9	14.7	147.2	-6.6	163.9	0.6

<sup>1</sup> The standard reference base period for these indexes is 1981-1984 = 100. <sup>2</sup> Percent change from previous year.

## December Supply and Demand Estimates

The milk production forecasts for 2019 and 2020 are unchanged from the previous month. The 2019 and 2020 fat basis import forecasts are lowered largely on lower expected imports of butterfat products. The fat basis export forecast for 2019 is unchanged, but 2020 is raised on higher exports of butterfat products. Skim-solids basis import forecasts for 2019 and 2020 are unchanged. Skim-solids basis exports are raised on larger shipments of nonfat dry milk/skim milk powder. Cheese and butter price forecasts for 2019 are lowered, but the nonfat dry milk (NDM) price is raised. The whey price is unchanged. For 2020, the butter price is reduced on continued demand softness, but cheese prices are forecast slightly higher on stronger demand. NDM and whey prices are raised, supported by higher expected export demand. The 2019 Class III price forecasts is lowered on the weaker cheese price; the Class IV price is unchanged from last month as the lower butter price is offset by a higher NDM price. The 2020 forecast of both Class III and Class IV are raised on gains in most product prices with the exception of butter. The 2019 all milk price forecast is unchanged at \$18.60 per cwt; the 2020 all milk price is raised to \$19.40 per cwt.

U.S. Milk Supply and Use					
Commodity	2018	2019 Projected		2020 Projected	
		Nov	Dec	Nov	Dec
Milk	<i>(billion pounds)</i>				
Production	217.6	218.6	218.6	222.4	222.4
Farm Use	1.0	1.0	1.0	1.0	1.0
Fat Basis Supply					
Beginning Commercial Stocks	13.4	13.8	13.8	13.7	13.8
Marketings	216.6	217.5	217.6	221.4	221.4
Imports	6.3	7.2	7.1	6.5	6.4
Total Commercial Supply	236.3	238.5	238.5	241.6	241.6
Fat Basis Use					
Commercial Exports	10.4	9.0	9.0	9.2	9.3
Ending Commercial Stocks	13.8	13.7	13.8	13.2	13.3
CCC Donations	0.0	0.2	0.2	0.2	0.3
Domestic Commercial Use	212.1	215.6	215.5	219.0	218.7
Skim-Solid Basis Supply					
Beginning Commercial Stocks	11.8	10.7	10.7	10.6	10.6
Marketings	216.6	217.5	217.6	221.4	221.4
Imports	5.5	5.8	5.8	5.5	5.5
Total Commercial Supply	233.8	234.0	234.1	237.5	237.5
Skim-Solids Basis Use					
Commercial Exports	44.7	40.4	40.8	43.0	43.1
Ending Commercial Stocks	10.7	10.6	10.6	10.8	10.8
CCC Donations	0.0	0.2	0.2	0.1	0.1
Domestic Commercial Use	178.5	182.8	182.4	183.6	183.5

NOTE: Totals may not add due to rounding.

Continued on page 12

## December Milk Supply and Demand Estimates-cont'd

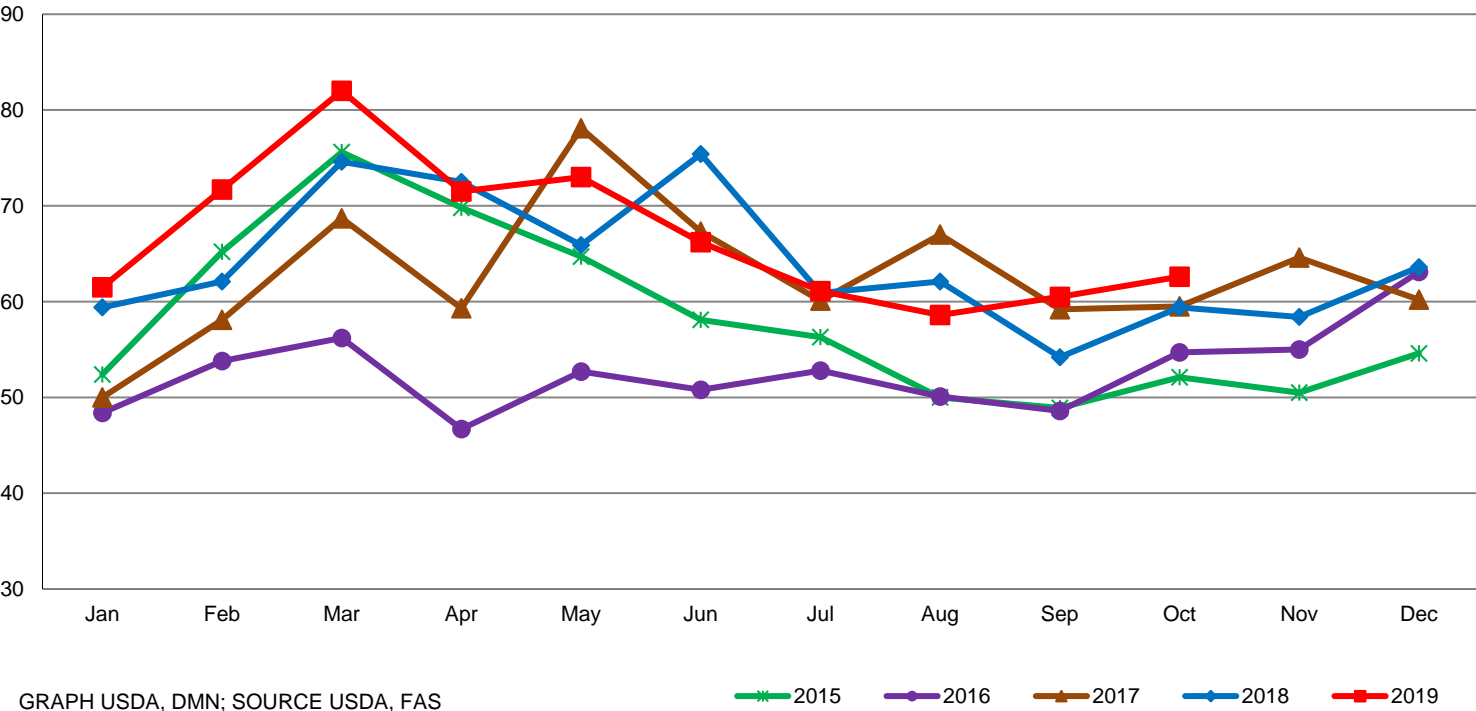
U.S. Dairy Prices						
Commodity	2018	2019 Projected		2020 Projected		
		Nov	Dec	Nov	Dec	
Product Prices <sup>1,5</sup>	(dollars per pound)					
	Cheese	1.5377	1.7650	1.7600	1.8600	1.8650
	Butter	2.2572	2.2500	2.2400	2.0600	2.0200
	Nonfat Dry Milk	0.7945	1.0350	1.0400	1.0950	1.2300
	Dry Whey	0.3422	0.3800	0.3800	0.3200	0.3450
Milk Prices <sup>2,5</sup>	(dollars per cwt)					
	Class III	14.61	17.00	16.95	17.50	17.65
	Class IV	14.23	16.30	16.30	15.95	16.95
	All Milk <sup>3</sup>	16.26	18.60	18.60	18.85	19.40
	Quarterly					
	2019 III	2019 IV <sup>4</sup>	2020 I <sup>4</sup>	2020 II <sup>4</sup>	2020 III <sup>4</sup>	
Milk Production	(billion pounds)					
	54.3	54.1	55.8	56.9	54.9	
All Milk Price <sup>2,3,5</sup>	(dollars per cwt)					
	18.97	20.45	19.75	19.30	19.20	
	Class III Price <sup>2,5</sup>	17.82	19.55	18.22	17.51	17.58
Class IV Price <sup>2,5</sup>	16.66	16.48	16.67	17.14	17.09	

<sup>1</sup> Simple average of monthly prices calculated from AMS weekly average dairy product prices for class price computations. Details may be found by going to <http://www.ams.usda.gov/rules-regulations/mmr/dmr>; scroll down to Publications, National Dairy Products Sales Reports, and select Current Release & Archives.” <sup>2</sup> Annual and quarterly Class III and Class IV prices are the simple average of monthly minimum Federal order milk prices paid by regulated plants for milk used in the respective classes. All milk price is the simple average of monthly prices received by farmers for milk at average test. <sup>3</sup> Does not reflect any deductions from producers as authorized by legislation. <sup>4</sup> Projection. <sup>5</sup> As of May 2019, price range forecasts for WASDE have been eliminated in favor of single price points for all crops and livestock.

**Source:** U.S. Department of Agriculture. World Agricultural Outlook Board. *World Agricultural Supply and Demand Estimates, WASDE-595, December 10, 2019*. Approved by the Interagency Commodity Estimates Committee [members for Dairy are: Shayle Shagam, ICEC Chair, WAOB; Carolyn Liebrand, AMS; Paul Kiendl, FAS; and Jerry Cessna, ERS].

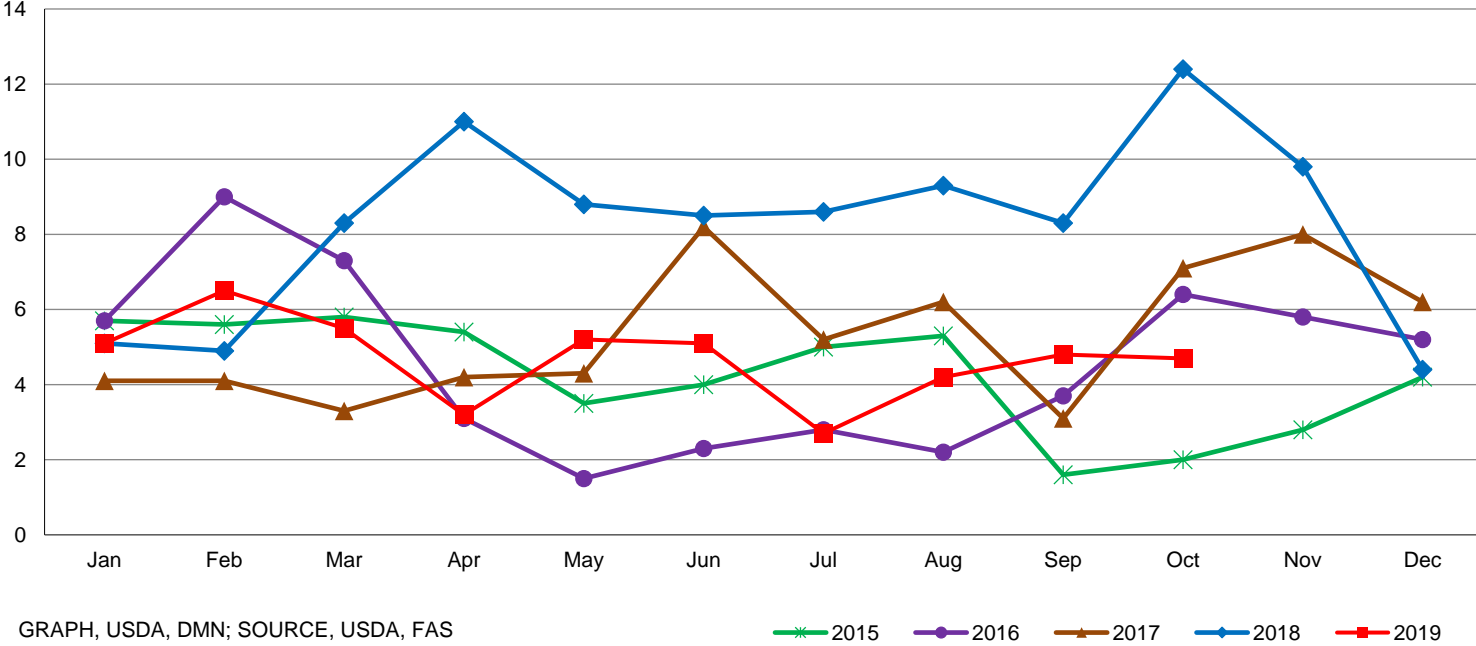
Million Pounds

Cheese Exports (various H.S. Codes)

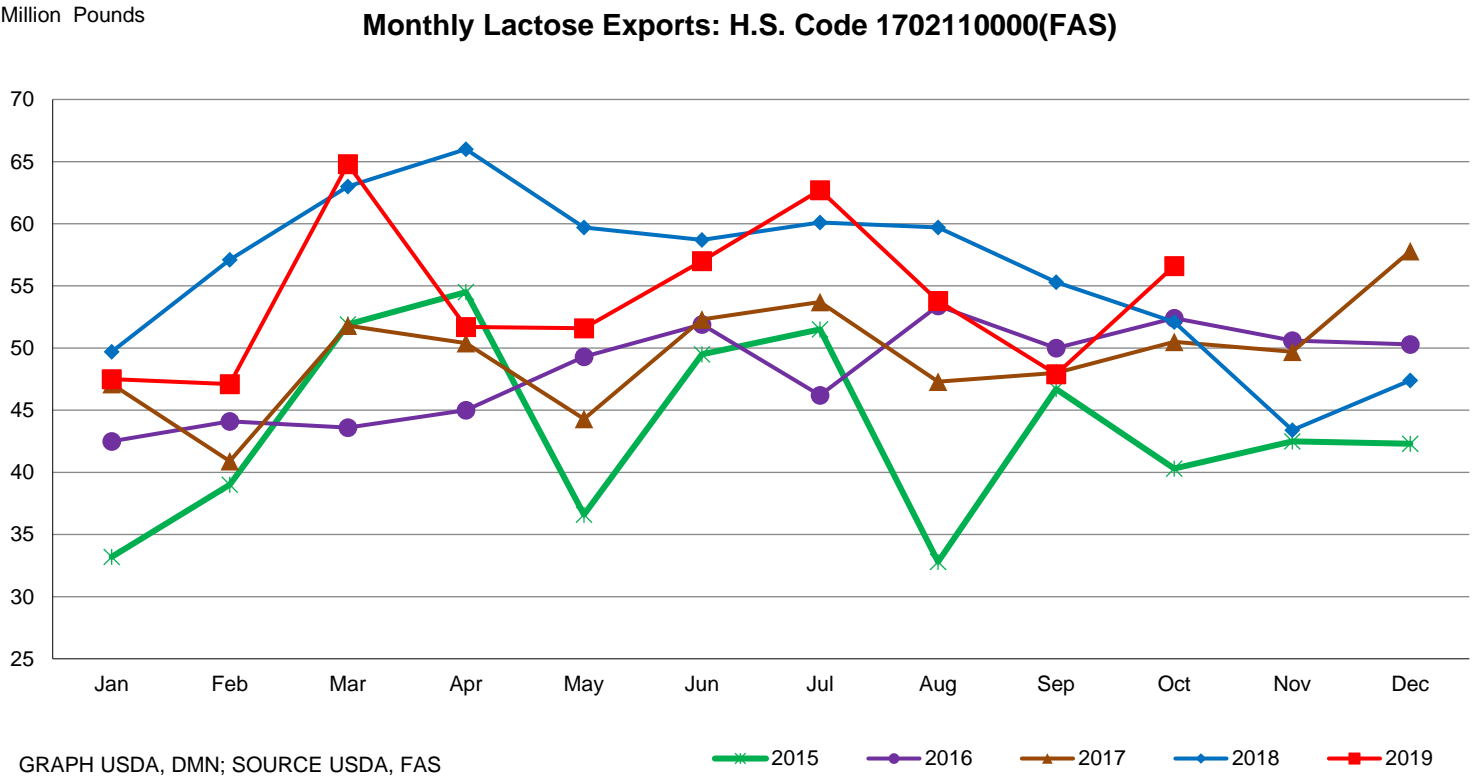
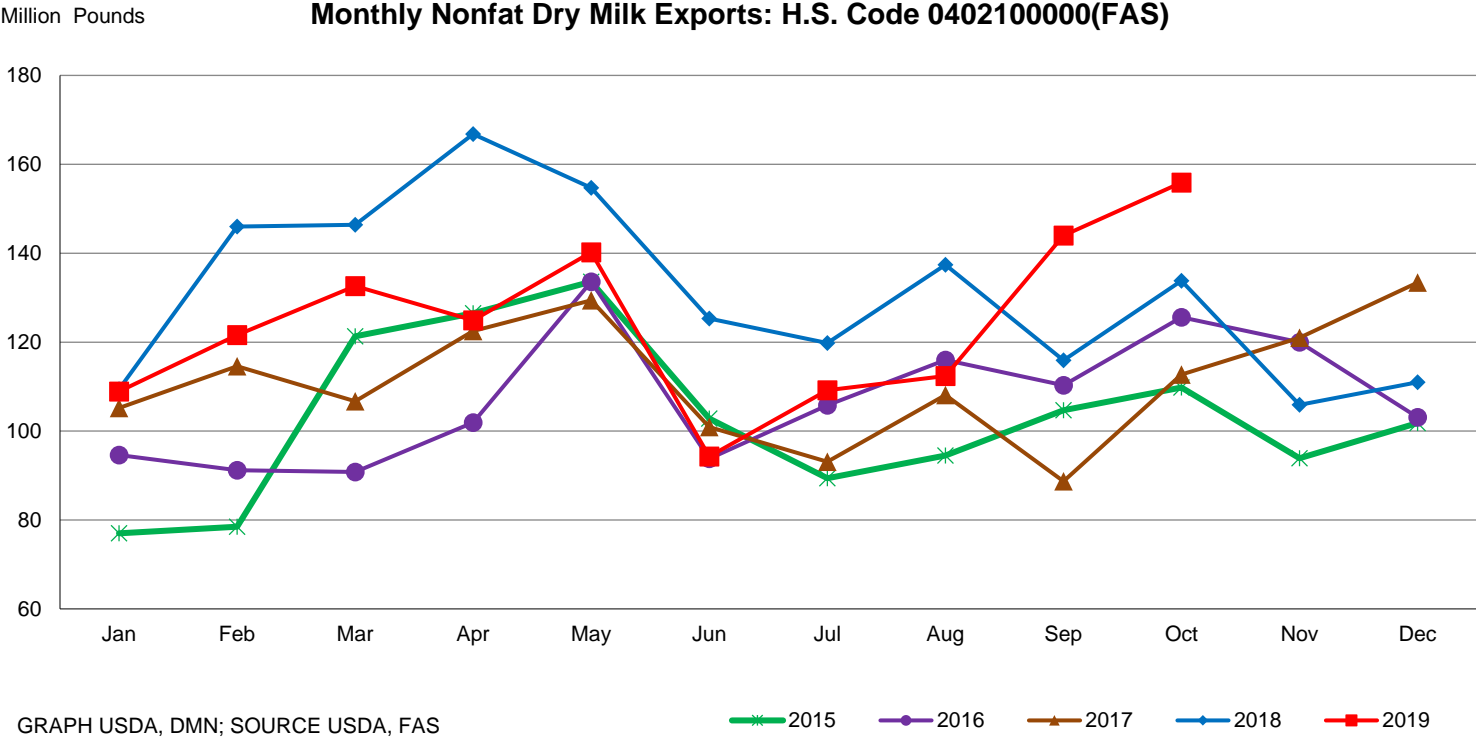


Million Pounds

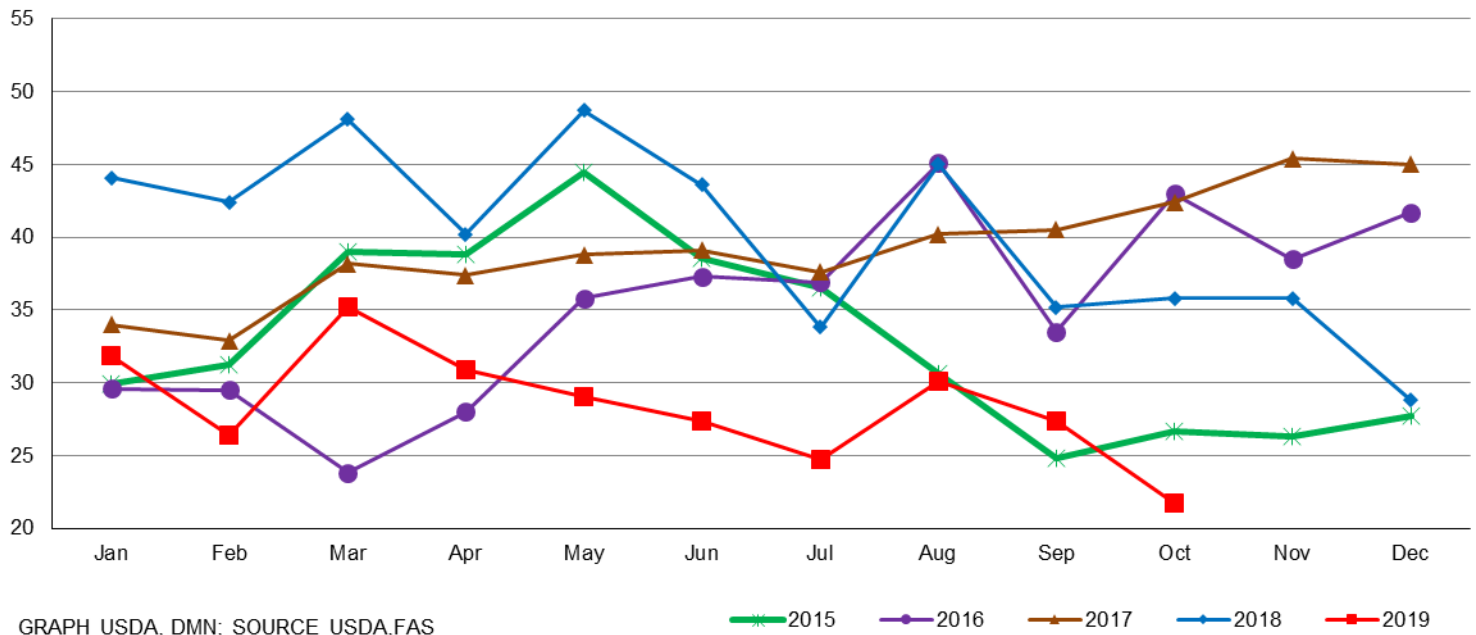
U.S. Butter and Milkfat Exports (various H.S. Codes)



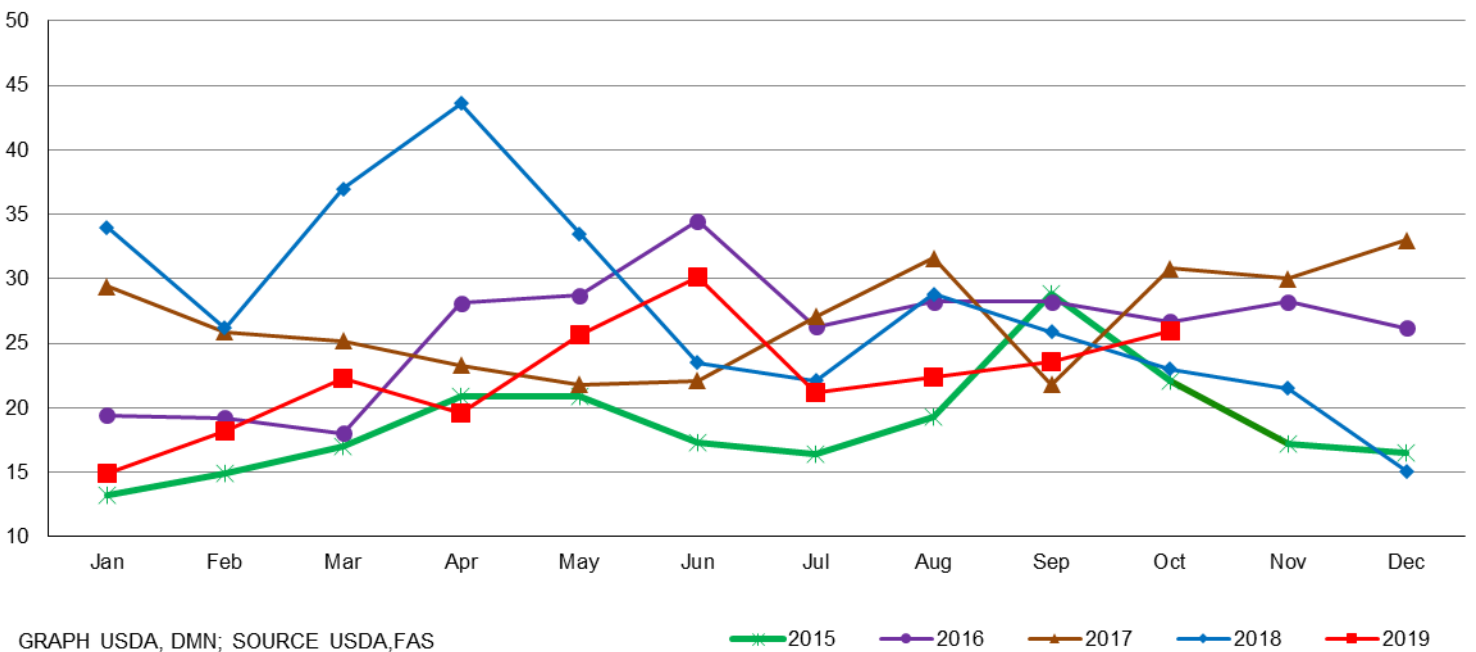




Million Pounds

**Monthly Dry Whey Exports: H.S. Code 0404104000(FAS)**

Million Pounds

**Monthly WPC <80% Exports: H.S. Code 0404100500(FAS)**



## Dairy Market News Branch

Agricultural  
Marketing  
Service

# National Retail Report-Dairy

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

Volume 86- Number 50

Issued Weekly

Friday, December 13, 2019

### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 12/13/2019 to 12/19/2019

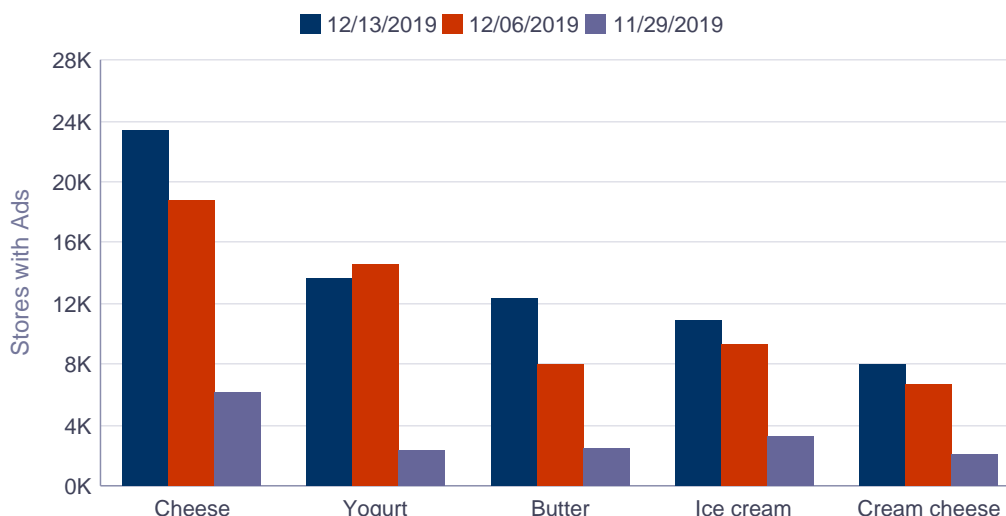
Total conventional dairy ad numbers increased 13 percent, but total organic ad numbers declined 9 percent. Conventional butter in 1# containers was the most advertised dairy item. Conventional ice cream in 48-64 oz containers moved from the first to the second place when it comes to the ad numbers. Despite a 29 percent decline in total ad numbers, half gallons organic milk maintained the position of the most advertised organic item.

The weighted average advertised price for organic milk half gallons is \$4.26, down \$0.11 from last week. The weighted average advertised price for conventional milk half gallons, \$1.93, is up \$0.32 from last week.

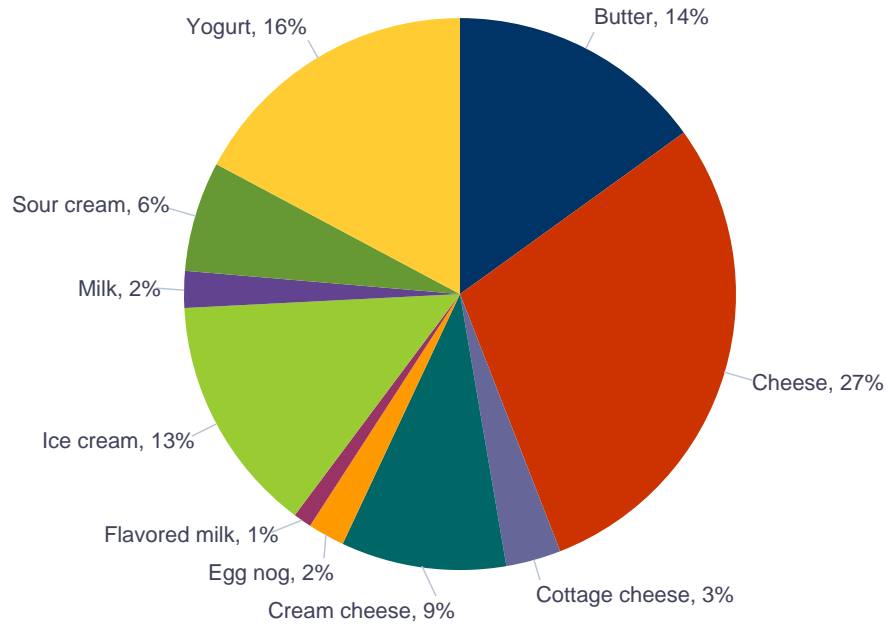
Conventional cheese ad numbers increased 26 percent. The weighted average price for conventional 8 oz shred cheese is \$2.29, down 3 cents from last week. There were no advertised organic 8 oz shred cheese this week. Conventional 8 oz shred cheese is the third most advertised dairy product, with 59 percent increase in the numbers of advertisements.

The weighted average advertised price for conventional Greek yogurt in 4-6 oz containers is \$.97, down 7 cents from last week. The weighted average price for organic Greek yogurt in 4-6 oz containers, is \$1.25, resulting in a \$.28 organic price premium. Total organic yogurt ad numbers are down 42 percent.

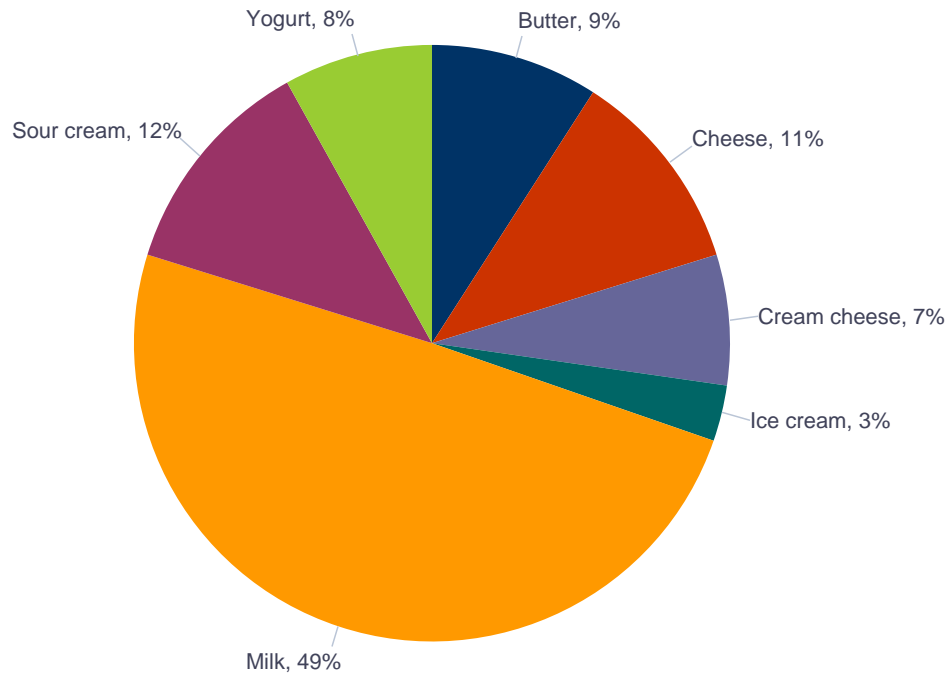
Top 5 Commodities Featured This Week



### Percentage of Total Conventional Ads by Commodity



### Percentage of Total Organic Ads by Commodity





## NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	11945	3.22	7682	3.43	7938	3.02
Cheese	Natural Varieties	8 oz block	8482	2.23	6566	2.29	7753	2.06
Cheese	Natural Varieties	1 # block	2230	4.02	2564	3.60	3111	4.17
Cheese	Natural Varieties	2 # block	289	5.99	1150	5.23	562	7.02
Cheese	Natural Varieties	8 oz shred	9857	2.29	6192	2.32	8997	2.13
Cheese	Natural Varieties	1 # shred	2144	4.08	1805	4.19	1333	4.53
Cottage cheese		16 oz	2532	1.92	4059	1.94	3066	2.00
Cream cheese		8 oz	7773	1.69	6085	1.60	8559	1.64
Egg nog		quart	549	2.64	445	3.10	1742	2.77
Egg nog		half gallon	1352	3.39	842	3.63	1710	3.75
Flavored milk	All fat tests	half gallon	351	2.15	180	2.00	546	2.90
Flavored milk	All fat tests	gallon	760	3.43	285	3.88	820	3.19
Ice cream		48-64oz	10806	3.26	9293	3.17	9966	2.84
Milk	All fat tests	half gallon	439	1.93	1015	1.61	606	2.82
Milk	All fat tests	gallon	1426	3.39	726	3.16	907	3.05
Sour cream		16 oz	4952	1.77	7507	1.74	5643	1.73
Yogurt	Greek	4-6 oz	6937	.97	8830	1.04	6752	.98
Yogurt	Greek	32 oz	1925	4.09	1222	3.76	1139	4.34
Yogurt	Yogurt	4-6 oz	3811	.53	3341	.54	3435	.50
Yogurt	Yogurt	32 oz	695	2.82	579	3.23	602	2.62

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	1.99-5.99	2356	3.19	1.99-3.99	3644	3.32	2.79-3.99	1819	3.30
Cheese	Natural Varieties	8 oz block	1.67-3.99	2143	2.20	1.99-3.00	2983	2.45	1.25-3.33	1156	1.98
Cheese	Natural Varieties	1 # block	2.50-3.50	209	3.16	3.99-4.99	1305	4.60	2.99-3.50	159	3.16
Cheese	Natural Varieties	8 oz shred	1.77-2.99	2215	2.23	2.00-3.50	3707	2.40	1.25-3.33	1197	1.99
Cheese	Natural Varieties	1 # shred	2.50-4.33	564	3.75	3.49-4.99	861	4.88	2.99-3.50	275	3.09
Cottage cheese		16 oz	1.67-2.99	1324	2.07	1.25-2.49	445	1.84	2.00-2.50	179	2.16
Cream cheese		8 oz	1.25-2.99	1172	1.72	0.99-3.00	3554	1.94	0.99-1.88	857	1.21
Egg nog		quart	2.79-3.99	255	3.35						
Egg nog		half gallon							2.99-3.99	652	3.15
Flavored milk	All fat tests	half gallon							2.50	107	2.50
Flavored milk	All fat tests	gallon				3.50	214	3.50	2.99-3.99	237	3.75
Ice cream		48-64oz	1.88-4.99	2880	2.99	1.99-5.99	2972	3.19	1.77-3.99	1718	3.20
Milk	All fat tests	half gallon							1.19	123	1.19
Milk	All fat tests	gallon	5.49	60	5.49	3.99	735	3.99	2.50	53	2.50
Sour cream		16 oz	1.00-2.00	2283	1.75	1.25-2.00	502	1.79	0.98-2.00	582	1.56

Wtd Avg - Simple weighted average





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Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Greek	4-6 oz	0.79-1.00	2020	.97	0.83-1.00	1298	.99	0.80-1.00	639	.92
Yogurt	Greek	32 oz	3.79-5.00	633	4.57	3.49-3.50	589	3.50	4.99	180	4.99
Yogurt	Yogurt	4-6 oz	0.47-0.69	1152	.57				0.29-0.60	524	.46
Yogurt	Yogurt	32 oz	2.29	100	2.29	2.49	64	2.49	1.99-3.50	242	2.56

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	1.99-4.29	1933	3.10	2.99-3.99	1453	3.13	1.99-3.49	634	3.00
Cheese	Natural Varieties	8 oz block	0.69-2.99	835	2.01	1.77-3.00	991	2.19	1.49-1.99	240	1.63
Cheese	Natural Varieties	1 # block	2.99	55	2.99	2.99-3.50	381	3.17	3.49	121	3.49
Cheese	Natural Varieties	2 # block							5.99	289	5.99
Cheese	Natural Varieties	8 oz shred	0.69-2.99	908	2.18	1.77-3.50	1190	2.44	1.49-2.79	568	2.25
Cheese	Natural Varieties	1 # shred							3.49-3.69	410	3.63
Cottage cheese		16 oz				1.49-1.50	422	1.49	1.25-2.29	127	1.75
Cream cheese		8 oz	0.79-2.29	746	1.29	1.49-1.67	381	1.55	0.99-1.67	1028	1.49
Egg nog		quart				1.99	246	1.99			
Egg nog		half gallon	2.99-3.99	280	3.49	2.99	120	2.99	3.99	289	3.99
Flavored milk	All fat tests	half gallon				1.99	244	1.99			
Flavored milk	All fat tests	gallon	3.99	99	3.99				2.50-2.99	210	2.75
Ice cream		48-64oz	2.69-5.85	1148	4.17	1.59-4.99	1466	3.32	2.49-3.49	466	2.82
Milk	All fat tests	half gallon	2.99	72	2.99	1.99	244	1.99			
Milk	All fat tests	gallon	1.97-2.99	184	2.71	1.99	63	1.99	1.99-2.99	331	2.47
Sour cream		16 oz	1.50-2.00	293	1.90	1.49-2.00	874	1.75	1.25-2.19	355	2.02
Yogurt	Greek	4-6 oz	1.00	475	1.00	0.79-1.00	1354	.94	0.88-1.00	1041	.98
Yogurt	Greek	32 oz	3.99-4.49	173	4.15				3.00-3.89	350	3.73
Yogurt	Yogurt	4-6 oz	0.49-0.50	665	.49	0.48-0.60	788	.51	0.50-0.60	644	.54
Yogurt	Yogurt	32 oz							3.29	289	3.29

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 #	2.99	21	2.99	3.00-3.99	85	3.71
Cheese	Natural Varieties	8 oz block	1.99-3.99	49	3.13	2.50-3.00	85	2.80
Cheese	Natural Varieties	8 oz shred	1.99	21	1.99	2.99-3.00	51	2.99
Cheese	Natural Varieties	1 # shred				2.50	34	2.50
Cottage cheese		16 oz	1.67	11	1.67	2.50	24	2.50
Cream cheese		8 oz	1.49	11	1.49	2.50	24	2.50
Egg nog		quart	1.99	21	1.99	2.49	27	2.49
Egg nog		half gallon	3.69	11	3.69			
Ice cream		48-64oz	3.49-6.99	71	5.11	3.99-4.48	85	4.15
Sour cream		16 oz	1.67-3.99	39	3.34	2.50	24	2.50

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
Yogurt	Greek	4-6 oz	0.79-2.00	49	1.48	0.99-1.25	61	1.13
Yogurt	Yogurt	4-6 oz	0.60	11	.60	0.99	27	.99

## 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 #	366	6.03	275	6.11	62	5.99
Cheese	Natural Varieties	8 oz block	295	4.59	178	4.99	234	4.99
Cheese	Natural Varieties	1 # block	117	5.99				
Cheese	Natural Varieties	8 oz shred			299	3.79		
Cottage cheese		16 oz			137	3.99		
Cream cheese		8 oz	289	2.49	628	2.76	426	2.52
Ice cream		48-64oz	117	5.99				
Milk	All fat tests	half gallon	1252	4.26	1774	4.37	2067	3.76
Milk	All fat tests	gallon	457	6.99	108	6.99	167	3.99
Milk	All fat tests	8 oz UHT	214	1.00			147	1.25
Sour cream		16 oz	454	2.37	299	2.11	503	2.32
Yogurt	Greek	4-6 oz	55	1.25				
Yogurt	Greek	32 oz	55	5.99	489	4.81		
Yogurt	Yogurt	4-6 oz	69	1.33	72	.69		
Yogurt	Yogurt	32 oz	147	6.99			118	3.99

## 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
Milk	All fat tests	half gallon	3.99-5.49	646	4.59				3.99	106	3.99
Milk	All fat tests	gallon	6.99	396	6.99	6.99	61	6.99			
Milk	All fat tests	8 oz UHT				1.00	214	1.00			

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Sour cream		16 oz	2.99	62	2.99	2.50	214	2.50			
Yogurt	Yogurt	4-6 oz							1.33	69	1.33
Yogurt	Yogurt	32 oz	6.99	147	6.99						

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #							4.99-6.29	355	6.05
Cheese	Natural Varieties	8 oz block				3.99-4.99	295	4.59			
Cheese	Natural Varieties	1 # block				5.99	117	5.99			
Cream cheese		8 oz							2.49	289	2.49
Ice cream		48-64oz				5.99	117	5.99			
Milk	All fat tests	half gallon				3.99	361	3.99	2.99	105	2.99
Sour cream		16 oz				1.99	178	1.99			
Yogurt	Greek	4-6 oz	1.25	55	1.25						
Yogurt	Greek	32 oz	5.99	55	5.99						

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	5.49	11	5.49			
Milk	All fat tests	half gallon				5.49	34	5.49

#### REGIONAL DEFINITIONS

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

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



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