

DAIRY MARKET NEWS AT A GLANCE

CME GROUP CASH MARKETS (10/22)

BUTTER: Grade AA closed at \$1.8350. The weekly average for Grade AA is \$1.8105 (+0.0315).

CHEESE: Barrels closed at \$1.8625 and 40# blocks at \$1.8100. The weekly average for barrels is \$1.8240 (+0.0560) and blocks, \$1.7640 (-0.0210).

NONFAT DRY MILK: Grade A closed at \$1.5375. The weekly average for Grade A is \$1.5310 (+0.0370).

DRY WHEY: Extra grade dry whey closed at \$0.6175. The weekly average for dry whey is \$0.6060 (+0.0055).

CHEESE HIGHLIGHTS: Cheesemakers reported spot milk prices from \$1.00 under Class to \$.25 over Class in the Midwest. Spot milk trading was fairly quiet in general, and Northeastern cheese producers say there are pockets of tightness regarding milk availability. Cheese production generally has been somewhat busy, despite reports of employee shortages and other logistical snags growing in regularity in recent months. Demand notes ring true across the regions. Retail demand has strengthened seasonally, across the board. CME prices have thrown a curveball at market participants. After a notable gap between block and barrel cheese prices for months, where block prices clearly outpaced those of barrels, the prices have now inverted. Barrel prices late last week and throughout this week have been higher than blocks. Cheese contacts in the Western region do relay block inventories are more available than barrels.

BUTTER HIGHLIGHTS: Cream is tight in the East region, while availability varies in the West. Following a fire at a butter plant in the Northwest, cream has been diverted to other nearby production facilities. In the Northeast some churns are, reportedly, idle this week as cream clears to holiday-related processing lines. Butter producers in the West and Central regions are running shorter schedules due to labor shortages. Demand for butter is strong. While inventories of butter are available in the Northeast and West, some purchasers are buying early in anticipation of the upcoming holiday season. In the Central region plant managers are focused on resolving ongoing hauling/logistical issues. Bulk butter overages range from 2 to 10 cents above market this week.

FLUID MILK: In most areas of the nation, milk production is increasing off farms. There are reports milk availability is slightly tight in areas of the Northeast. Manufacturers of milk output is up in parts of the West region, although Pacific Northwest fluid milk contacts relay milk supplies are somewhat lighter. Bottling demands are mostly steady. Seasonal retail products, like eggnog and aerated cream, have increased production schedules for customers' demands. Cream markets are stable. Internal cream supplies are meeting the needs of some end users.

Cream prices have increased in the Central and Eastern region. Condensed skim availability/volumes are steady to lighter in the country. F.O.B. cream multiples are 1.32-1.45 in the East, 1.31-1.39 in the Midwest, and 1.05-1.35 in the West.

DRY PRODUCTS: Low/medium heat nonfat dry milk (NDM) prices heightened in all regions. Western industry contacts note international demands are strengthening. Spot load availability is mixed in the United States. High heat prices are mostly higher. NDM markets are bullish. Dry buttermilk prices moved higher. A plant fire in the Western region has created some unsettledness, as buttermilk solids/powders were fairly limited even before the incident. Dry whole milk prices are steady on limited trading activity. Dry whey prices are mixed. International interests remain healthy, but port/freight congestion are impacting potential export opportunities. Whey protein concentrate 34% markets are steady to slightly higher on the top of the range. WPC34% markets are steady to firming. Lactose prices are steady to slightly lower. Demand for carbohydrates is noted as unstable. Casein prices are currently steady on steady to bullish market tones.

ORGANIC DAIRY MARKET NEWS: Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During September 2021, organic whole milk utilization totaled 14.1 million pounds, up from 12.4 million pounds the previous year. Butterfat content, 3.30 percent, improved from the 3.29 percent the previous year. The September 2021 utilization of organic reduced fat milk, 16.2 million pounds, declined from the 17.3 million pounds a year earlier. The butterfat content for organic reduced fat milk, 1.40 percent, declined from 1.55 percent the previous year. Total organic dairy retail advertisements declined 34 percent this week. By commodity, retailers announced fewer ads for organic milk, -39 percent, and organic yogurt, -21 percent. By pack size, organic yogurt 32-ounce retail ads declined 61 percent, 16-ounce organic butter ads dipped 50 percent and organic half gallon milk retail ads fell 36 percent. The Northwest and Hawaii were the only regions to expand organic dairy ads, 25 and 100 percent, respectively.

NATIONAL RETAIL REPORT (DMN): Total conventional dairy ads increased 9 percent from last week, but organic dairy ads are down 34 percent. Ads for conventional ice cream in 48-to-64-ounce containers are up 10 percent from last week. The national weighted average advertised price for conventional ice cream in 48-to-64-ounce containers is \$3.02, 13 cents less than last week. The national weighted average advertised price for butter in a 1-pound package is \$3.21, up 36 cents from \$2.85 last week.

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**DAIRY MARKET NEWS PRICE SUMMARY FOR OCTOBER 18-22, 2021
PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES**

Commodity	Range	Mostly	Commodity	Range	Mostly	Commodity	Range	Mostly
NDM								
Central Low/Med. Heat	1.4500	1.6100	1.4800	1.5200	BUTTERMILK			
Change	0.0700	0.0900	0.0500	0.0400	Central/East	1.2800	1.3400	
Central High Heat	1.5550	1.5850			Change	0.0400	0.0300	
Change	0.0250	N.C.			West	1.2700	1.3500	1.2900 1.3150
West Low/Med. Heat	1.4425	1.5750	1.4800	1.5300	Change	0.0300	0.0200	0.0100 0.0100
Change	0.0825	0.1125	0.0800	0.0900	WHEY			
West High Heat	1.5825	1.6675			Central	0.4500	0.6100	0.5500 0.6000
Change	0.0625	0.0300			Change	N.C.	N.C.	0.0050 0.0150
DRY WHOLE MILK								
National	1.8500	1.9800			West	0.5350	0.6025	0.5400 0.5950
Change	N.C.	N.C.			Change	0.0075	0.0025	-0.0025 0.0050
					Northeast	0.5000	0.6000	
					Change	N.C.	N.C.	
					LACTOSE			
					Central/West	0.3300	0.5500	0.3700 0.4700
					Change	N.C.	N.C.	N.C. -0.0100
					WPC 34%			
					Central/West	1.0700	1.3325	1.1100 1.2050
					Change	N.C.	0.0025	N.C. N.C.
					CASEIN			
					Rennet	4.7000	4.9000	
					Change	N.C.	N.C.	
					Acid	4.8000	5.2175	
					Change	N.C.	N.C.	
					ANIMAL FEED WHEY			
					Central	0.4600	0.4900	
					Change	0.0100	N.C.	

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SEPTEMBER MILK PRODUCTION (NASS): Milk production in the 24 major States during September totaled 17.3 billion pounds, up 0.4 percent from September 2020. August revised production, at 17.9 billion pounds, was up 0.7 percent from August 2020. The August revision represented a decrease of 75 million pounds or 0.4 percent from last month's preliminary production estimate. Production per cow in the 24 major States averaged 1,937 pounds for September, 4 pounds below September 2020. The number of milk cows on farms in the 24 major States was 8.93 million head, 48,000 head more than September 2020, but 22,000 head less than August 2021. Milk production in the United States during the July - September quarter totaled 55.9 billion pounds, up 0.9 percent from the July - September quarter last year. The average number of milk cows in the United States during the quarter was 9.45 million head, 48,000 head less than the April - June quarter, but 74,000 head more than the same period last year.

NOVEMBER ADVANCED CLASS PRICES BY ORDER (FMMO): The base Class I price for November 2021 is \$17.98 per cwt, an increase of \$0.90 per cwt when compared to October 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 November 2021, the advanced Class IV skim milk pricing factor is \$10.53 per cwt, the Class II skim milk price is \$11.23 per cwt, and the Class II nonfat solids price is \$1.2478 per pound. The two-week product price averages for November 2021 are: butter \$1.7436, nonfat dry milk \$1.3497, cheese \$1.7624, and dry whey \$0.5385.

COMMODITY	MONDAY OCT 18	TUESDAY OCT 19	WEDNESDAY OCT 20	THURSDAY OCT 21	FRIDAY OCT 22	::	WEEKLY CHANGE	::	WEEKLY AVERAGE
CHEESE									
BARRELS	\$1.7775 (-0.0125)	\$1.8100 (+0.0325)	\$1.8100 (N.C.)	\$1.8600 (+0.0500)	\$1.8625 (+0.0025)	::	(+0.0725)	::	\$1.8240 (+0.0560)
40 POUND BLOCKS	\$1.7500 (-0.0300)	\$1.7500 (N.C.)	\$1.7500 (N.C.)	\$1.7600 (+0.0100)	\$1.8100 (+0.0500)	::	(+0.0300)	::	\$1.7640 (-0.0210)
NONFAT DRY MILK									
GRADE A	\$1.5400 (+0.0075)	\$1.5300 (-0.0100)	\$1.5200 (-0.0100)	\$1.5275 (+0.0075)	\$1.5375 (+0.0100)	::	(+0.0050)	::	\$1.5310 (+0.0370)
BUTTER									
GRADE AA	\$1.8000 (+0.0250)	\$1.7725 (-0.0275)	\$1.8000 (+0.0275)	\$1.8450 (+0.0450)	\$1.8350 (-0.0100)	::	(+0.0600)	::	\$1.8105 (+0.0315)
DRY WHEY									
EXTRA GRADE	\$0.6025 (N.C.)	\$0.6000 (-0.0025)	\$0.6000 (N.C.)	\$0.6100 (+0.0100)	\$0.6175 (+0.0075)	::	(+0.0150)	::	\$0.6060 (+0.0055)

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

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

BUTTER MARKETS

NORTHEAST

Production rates for Eastern butter plants currently hinge on the volume of in-house cream supplies. As such, a few butter makers hint that churns are idle at their plants this week, while butter stocks are more than adequate for near-term customer needs. A tight cream market saw spot cream loads trade at/near a 1.45 multiple in some cream supply channels. Overages for wholesale bulk butter are steady, ranging 2 to 8 cents over the CME, with various time frames and averages used. Retail and food service butter sales are up, on very strong customer orders, as the market perhaps undertakes getting ahead of lurking holiday shipping issues and supply crunches. The most recent DMN National Retail Report shows that total U.S. conventional retail butter ads in the 16-ounce pack size grew 21 percent from the last retail store survey. However, ads for conventional 16-ounce butter in the Northeast declined 36 percent from the previous week. The weighted average price for conventional butter in the Northeast, \$3.29, is \$0.44 above the national weighted average price. The butter market undertone exhibits seasonal volatility, with higher early week prices compared to the previous week.

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

Following a fire at an Idaho butter plant last week, cream has been dispersed among other plants in the Pacific Northwest and northern mountain states region. Throughout the rest of the western region cream supplies are, reportedly, near normal seasonal volumes. Production of butter is steady throughout most of the region. Some producers are reporting labor issues that are causing plants to run truncated schedules. Butter demand is strong with contacts reporting some early purchasing from buyers in anticipation of heavy holiday sales. Stakeholders say that butter is abundant and available to meet near term market needs. The aforementioned butter plant fire has caused some uncertainties around immediate fresh butter availability, leading to an uptick in spot butter pricing. Bulk butter overages shifted up this week and range from 4.0 to 9.0 cents over the CME market price.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0400 - +0.0900

CENTRAL

Week to week butter operations are similar. Employee numbers are growing, but plant runners relay training new employees is a slow process. Hauling/logistical issues remain at the forefront of plant management's agendas. After adding pricier/less accessible cream loads for butter makers, during the strongest demand season of the year, bulk butter prices are increasing. Cream contract negotiations are underway for 2022. Butter market tones are rangebound in the near term, according to market participants. Contacts' expectations are more bullish than bearish, but they view butter as less reactionary than other dairy commodities, hence the rangebound status.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0500 - +0.1000

CHEESE MARKETS

NORTHEAST

Cheese markets are holding a secure market undertone. In the Northeast, cheese makers are receiving a healthy supply of milk for their immediate needs. Market participants report milk is somewhat tight in some areas. Cheddar cheese operations are working through strong production schedules. In addition, mozzarella and provolone cheese plants are working through strong output schedules. Cheese operations are still working through challenges within supply chains and labor shortages. Regional cheese inventory levels are fairly steady this week. Holiday and specialty cheese customers are picking up cheese orders. On the CME Group, barrel cheese prices surpassed block cheese prices at the start of the week.

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

Cheddar 40 pound Block	2.2375-2.5250
Muenster	2.2250-2.5750
Process American 5 pound Sliced	1.8750-2.3550
Swiss 10-14 pound Cuts	3.3050-5.6275

MIDWEST

Cheesemakers say spot milk availability is not tight, but not as open as it has been in previous weeks. Early week reports are prices are falling at around Class III. Week to week operations, in general, remain similar. Cheese demand notes, from both process and other style cheesemakers, are in a seasonal push. However, plant employee shortages have cheese contacts concerned about production schedules, overworking veteran/remaining employees, wage increases and other logistical concerns. Still, plant management reports are that, for the most part, production is and has remained mostly busy with some employee shortage/plant maintenance hiccups here and there. Cheese market tones are somewhat unsteady. After the large block-over-barrel price gap on the CME for a number of months, barrel prices are now outpacing blocks in a reversal of the norm.

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

Blue 5 pounds	2.4225-3.4900
Brick 5 pounds	2.1525-2.5775
Cheddar 40 pound Block	1.8750-2.2750
Monterey Jack 10 pounds	2.1275-2.3325
Mozzarella 5-6 pounds	1.9525-2.8975
Muenster 5 pounds	2.1525-2.5775
Process American 5 pound Loaf	1.8600-2.2200
Swiss 6-9 pound Cuts	2.8200-2.9375

WEST

Demand for cheese, in both retail and food service sectors, is steady to higher across the West. Holiday cheese demand is picking up, and export interests are steady. Production is mixed throughout the region. Some cheesemakers are operating at maximum capacity, but others report limitations due to persistent staffing issues. Some plant managers are reportedly focusing on making white cheese blocks to drive production of lucrative high protein whey concentrates. Cheese inventories are available for spot purchasing, with blocks more widely available than barrels currently. Congestion at ports and trucking issues continue to pose challenges to transportation. Since June, cheese block prices have been higher than barrel prices on the CME, but that trend inverted this week. Some contacts suggest that this switch is due to the higher production and availability of cheese blocks.

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

Cheddar 10 pound Cuts	2.1125-2.3125
Cheddar 40 pound Block	1.8650-2.3550
Monterey Jack 10 pounds	2.1000-2.3750
Process American 5 pound Loaf	1.8775-2.1325
Swiss 6-9 pound Cuts	3.1125-3.5425

FOREIGN TYPE

European cheese manufacturing is growing, but only as the limited seasonal milk supplies will allow. Contacts report cheese demand is strong enough to overtake supply. Cheese inventories are tightening. Industry sources suggest the age profiles within aging facilities are becoming younger. Foreign-type cheese demand is steady within retail channels. However, as people have become more mobile and go out to eat more across Europe and the United States, demand from food service has increased. Export sales are steady, but most demand comes from within domestic markets. High freight costs and difficulties in getting shipping equipment hinder some export opportunities, especially in price sensitive markets.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	2.6400-5.2300	2.2450-3.7325*
Gorgonzola	3.6900-5.7400	2.7525-3.4700*
Parmesan	-0-	3.6325-5.7225*
Romano	-0-	3.4350-5.5900*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggiano (Argentina)	3.2900-4.7800	-0-
Jarlsberg	-0-	-0-
Swiss	-0-	3.3400-3.6650
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
10/18/2021	52291	82483
10/01/2021	57019	82685
CHANGE	-4728	-202
% CHANGE	-8	0

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance on contracts to sell 254,000 pounds (115 metric tons) of American-type cheese and 40,000 pounds (18 metric tons) of cream cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 38 million pounds of American-type cheeses and 10.5 million pounds of cream cheese in export markets. When combined with butter, AMF, cream cheese and whole milk powder, the program has assisted members with sales of 1.205 billion pounds of milk on a milkfat basis.

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CHEESE MARKETS**CONTINUED FROM PAGE 3**

EU cheese production January – August 2021, is estimated at 6,370,608 MT, an increase of 1.7 percent from January – August 2020 according to CLAL data made available to USDA. Among some of the leading Western European cheese producing countries, the January – August 2021 cheese production and the percentage change compared with January – August 2020 are Germany, 1,675,988 MT, +1.0 percent; France, 1,135,560 MT, +2.0 percent; Italy, 792,710 MT +2.7 percent; and Netherlands, 639,700 MT, +1.0 percent.

FLUID MILK AND CREAM

EAST

Northeast milk output is increasing off farms, although milk availability is tight in the Northeast and surrounding areas. Class I sales are stable. Balancing operations are increasing production schedules; moreover, cheese plants are running full. Mid-Atlantic milk production is picking up. Milk loads are traveling to operations in other areas to assist with busy/strong milk demands. Milk production is level to increasing in the Southeast this week. Milk dispatchers are very busy adding additional milk loads to Class I orders. Market participants note hauling and labor shortages continue to have an impact on supply chain challenges. Florida milk output continues to be flat/level. Climate conditions continue to be comfortable for dairy herds. Class I sales are steady. Educational institutions' milk orders have somewhat leveled off. The cream market is stable on moderate spot trading activities. Industry contacts relay negotiating cream contracts for 2022. Some cream handlers are working through internal cream supplies and not purchasing on the cream spot market. In general, cream cheese and holiday, cream-based products are picking up production schedules. A few operations' condensed skim supplies are less available. Condensed skim markets are holding a secure market undertone.

Northeastern U.S., F.O.B. Condensed Skim
 Price Range - Class II; \$/LB Solids: 1.00 - 1.15
 Price Range - Class III; \$/LB Solids: 1.00 - 1.15

Northeastern U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.3200 - 1.4500
 Price Range - Class II; \$/LB Butterfat: 2.3483 - 2.5796

MIDWEST

Milk production continues its seasonal upward push, regionally. Cooler temperatures have contacts reporting a very ideal cow comfort climate. Class I notes remain very similar week over week. Bottling demand is on par with years previous to 2020, when COVID took its toll on the markets due to remote school implementations across the region. Bottling demand for retail is increasing, seasonally. Retail pulls may be indicative of more seasonal staples, such as egg nog, making their way into grocery store aisles. Cheesemakers did not report as many discounts as they did one week ago. Last week's spot milk prices were solely discounted, this week's are from \$1 under Class III to slightly higher. Generally, though, spot milk trading was slow. Cream prices are increasing slightly. Butter makers reported finding an occasional spot load of cream at just over the 1.30 multiplier. However, cream cheese production is beginning its seasonal upswing. Some contacts expect cream to tighten until the holiday schedules take place later in November/December. Corn harvest is moving along in the upper Midwest, as October weather has been mild, and therefore beneficial, for fieldwork. Soybean harvest progress is ahead of the norm, as well. Some south Central winter wheat farmer contacts say last week's strong rains created a situation in which re-planting may be their only option.

Price Range - Class III Milk; \$/CWT; Spot Basis: -1.00 - .25
 Trade Activity: Slow

Midwestern U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.3100 - 1.3900
 Price Range - Class II; \$/LB Butterfat: 2.3839 - 2.4728
 Multiples Range - Class II: 1.3400 - 1.3900

WEST

California milk production is flat but following typical seasonal patterns. Contacts say that supplies are meeting current dairy manufacturing needs. Bottling sales are unchanged. Class II and III orders are steady to higher. Forecasted heavy rain over the next week is expected to bring some much-needed moisture to the state. However, sources indicate the precipitation won't be enough to end the drought, and residents in some areas have been cautioned to prepare to evacuate in the event of severe flash flooding. Farm level milk output in Arizona is flat to higher. Bottling demand is perking up as schools resume instruction following scheduled fall breaks. Class III sales are steady as cheesemakers work through available milk supplies. Milk production is up in New Mexico, and stakeholders expect output will continue to increase over the next few weeks. Balancing plants are active; holdover numbers are higher but coming down to more manageable quantities. Class I demand is lower while Class II orders are steady to stronger. Pacific Northwest milk production is following seasonal trends, but Washington's output falls short of handler forecasts by several percentage points. Some contacts are not anticipating a full rebound after this summer's heat. Class I sales are steady, but some bottling operations are running under capacity, on abbreviated schedules, due to labor issues. Class III demand is high, and some cheese plants are staffed to operate at maximum capacity. Milk production throughout the mountain states of Idaho, Utah, and Colorado is stable. Bottling is steady. Class II and III demand is level to higher. Some contracted customers have temporarily reduced condensed skim order volumes due to planned downtime for plant maintenance. Cream availability is reportedly sufficient for current production demands. Internal cream supplies are meeting the needs of some end users. Ahead of the holiday season, production is steady to increasing for butter and cream cheese. Western cream multiples are steady.

Western U.S., F.O.B. Cream
 Multiples Range - All Classes: 1.0500 - 1.3500

Secondary Sourced Information:

CALIFORNIA MARKET ORDER
 Milk pooled on the California Order 51 totaled 1.904 billion pounds in September 2021. Class I utilization was 396.5 million pounds and accounted for about 20.8 percent of producer milk. The Statistical Uniform Price for milk delivered to plants in Los Angeles County, CA was \$16.91, up \$0.32 from August 2021, and \$2.44 above the same month a year ago.

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MONTHLY MILK PRODUCTION

The NASS *Milk Production* report noted September 2021 milk production in the 24 major states was 17.3 billion pounds, 0.4 percent higher than a year ago. Milk cows in the 24 selected states totaled 8.93 million head, 48,000 head more than a year ago. The following table shows states included in the report and the monthly milk production changes compared to a year ago:

September 2021
Milk Production, (USDA-NASS)

	(Million Pounds)	% Change From 1 Year Ago
Arizona	362	-1.9
California	3285	0.2
Colorado	429	0.0
Florida	151	-6.8
Georgia	137	3.8
Idaho	1335	-0.2
Illinois	135	-2.2
Indiana	370	0.0
Iowa	450	2.5
Kansas	327	-0.3
Michigan	972	1.8
Minnesota	862	2.4
New Mexico	579	-12.5
New York	1265	1.8
Ohio	456	0.2
Oregon	211	-0.9
Pennsylvania	798	-2.1
South Dakota	306	14.6
Texas	1241	2.5
Utah	185	2.8
Vermont	207	0.0
Virginia	113	-3.4
Washington	515	-7.9
Wisconsin	2601	3.3
24 Major States	17292	0.4

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: The low/medium heat nonfat dry milk (NDM) price range and mostly series both moved higher. Customers have grown more willing in recent weeks to consider prices they would have scoffed at just a month ago. Central trading activity picked up noticeably this week, along with prices. Some contacts suggest low/medium heat NDM prices could remain in this current price range for the near term. Production and logistical hurdles caused by staffing shortages in nearly all facets of production has had some effect on the availability of NDM. High heat NDM prices moved higher on the low end of the range on quiet trading due to very limited supplies. NDM market tones remain in a bullish tailwind.

EAST: Eastern low/medium heat nonfat dry milk (NDM) prices moved higher at every point this week. Eastern trading was quiet, due to lighter availability and customer hesitation at the recent northerly price movements. Production has been stunted by staffing shortages at plants, but some plant managers have relayed slow/steady improvements in regards to hiring. Condensed skim availability is noted as steady to slightly lighter. High heat NDM trading was quiet in the region. Despite quieter trading in the East, NDM market tones are somewhat 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: 1.4500 - 1.6100

Mostly Range - Low & Medium Heat; \$/LB: 1.4800 - 1.5200

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: 1.5550 - 1.5850

NONFAT DRY MILK - WEST

Prices for low/medium heat nonfat dry milk (NDM) have continued to increase, in the West. The price range and the mostly price series both shifted higher. Demand for low/medium heat NDM is steady in domestic markets, while contacts report strong demand internationally. Exports to Mexico are strong, as purchasers continue to look to the U.S. for loads. A production plant in the Northwest was taken offline following a fire, last week, reportedly decreasing spot availability and overall production capability in the region. Spot purchasers report that inventories of low/medium heat NDM, while tighter this week, continue to be available to meet near term needs. Milk is available for use in drying operations. Production of low/medium heat NDM is limited; some drying operations are running shorter schedules due to a labor shortage. High heat NDM production has declined as plant managers are focusing their schedules on the production of low/medium heat. High heat NDM prices have shifted higher as inventories are, reportedly, tighter this week. Demand for high heat NDM is unchanged.

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: 1.4425 - 1.5750

Mostly Range - Low & Medium Heat; \$/LB: 1.4800 - 1.5300

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: 1.5825 - 1.6675

DRY BUTTERMILK - CENTRAL AND EAST

CENTRAL: The dry buttermilk price range has tightened on limited spot supplies. Market participants note if available, dry buttermilk spot loads are offered around the low to mid \$1.30s currently. A few brokers and end users are purchasing spot supplies at the top end of the range this week. Dry buttermilk production remains low. Stable condensed buttermilk demands are also impacting the availability in dry buttermilk supplies. The market undertone is firm.

EAST: Dry buttermilk prices heightened on the price range this week. In the East, dry buttermilk supplies are very limited. Many market participants cannot purchase spot loads due to tight inventory levels. Drying time is fairly intermittent for buttermilk at this time. Condensed buttermilk volumes are somewhat limited as butter churns are working lighter production schedules. The dry buttermilk market is bullish.

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

Price Range ; \$/LB: 1.2800 - 1.3400

DRY BUTTERMILK - WEST

In the West, dry buttermilk powder prices moved higher across both ends of the range and the mostly price series. As market prices for nonfat dry milk and skim milk powder continue to rise, dry buttermilk powder prices are moving higher. Demand for buttermilk is unchanged in both domestic and international markets. Contacts note that inquiries for dry buttermilk powder from other regions, while present, have declined, this week. A fire at an Idaho production plant, last week, has caused some uncertainty in the market. Port congestion and a shortage of truck drivers are causing delays to loads, in the region. Industry stakeholders say that these issues are likely to continue through the end of the year as they expect an uptick in activity from other industries around the holidays. Spot availability is tighter than in previous weeks, but purchasers are still able to find loads to meet current market demands. Plant managers are focusing their production time on nonfat dry milk and skim milk powder, limiting available time for dry buttermilk.

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

Price Range ; \$/LB: 1.2700 - 1.3500

Mostly Range - ; \$/LB: 1.2900 - 1.3150

DRY WHOLE MILK - U.S.

Dry whole milk prices are unchanged on slower market activity. Producers report demand is steady, but they must be selective with spot offers as most loads are spoken for via contracts. Milk availability remains healthy, but whole milk powder drying is and has remained quite limited in the country. Dry whole milk market tones are steady with bullish undertones.

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

Price Range - 26% Butterfat; \$/LB: 1.8500 - 1.9800

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

Central dry whey prices remained steady on the price range, but continue to move higher on the mostly series. There are some lower priced trades taking place based on heavier volume agreements, but more prices are moving into the middle/upper \$.50s area than elsewhere week to week. The past few weeks have tested Class III plant management, with plant updates and employee shortfalls. Milk has been generally plentiful, but plant managers have been leery about taking on too much with lighter, and unpredictable, worker numbers. Animal feed whey prices moved higher on the bottom of the price range, but trading was somewhat quiet. Dry whey market tones are bullish.

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: 4600 - 4900

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 - .6100
Mostly Range - Non-Hygroscopic; \$/LB: 5500 - .6000

DRY WHEY- NORTHEAST

In the East, dry whey prices are unchanged on moderate trading activities. Dry whey markets are showing signs of a secured undertone. Brokers and end users continue to purchase weekly spot loads from manufacturers. There are reports international interests are also improving, although supply chain/port challenges are having an impact on dry dairy ingredient movements. Dry whey production is active. Regional inventory levels are mostly available for spot and contract demands for the near term.

Prices for: Eastern U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey
Price Range - Non-Hygroscopic; \$/LB: 5000 - .6000

DRY WHEY- WEST

In the West, prices for dry whey increased on both ends of the range. The mostly price series expanded; the bottom moved lower, while the top moved higher. Demand for dry whey is steady to higher in domestic markets. Export demand for dry whey continues to be strong, as contacts report notable interest from purchasers in Asian markets. A shortage of truck drivers and port congestion are causing delays to loads. Spot purchasers report that there is plenty of dry whey available in the region. Milk is available for cheese producers to run busy schedules. Contacts report that labor issues are causing some plants to run shortened schedules. Plant managers with the capability to produce higher whey protein concentrates and permeate are focusing their schedules there, 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: 5350 - .6025
Mostly Range - Non-Hygroscopic; \$/LB: 5400 - .5950

WHEY PROTEIN CONCENTRATE

Prices for whey protein concentrate 34% are unchanged at the bottom of the range and both ends of the mostly price series, but the top of the price range moved up slightly. As prices for alternative dairy proteins have strengthened, manufacturers say buyer interest in WPC 34% has increased. The added sales are pulling down stock levels. Demand for WPC 34% that meets tight end user specifications is still solid, and supplies of those brands are tight. WPC 34% production is mixed. While some manufacturers are opting to make higher whey protein concentrations instead of WPC 34%, a few processors report making a bit more WPC 34% currently. The market tone for WPC 34% is stable to firming.

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: 1.0700 - 1.3325
Mostly Range - 34% Protein; \$/LB: 1.1100 - 1.2050

LACTOSE

Lactose prices are steady to lower this week. The lactose price range and bottom of the mostly price series were unchanged, but the top of the mostly price series moved down a penny. While there is still some buyer interest for 200 mesh lactose and lactose used for standardization, demand is generally subdued. The market tone for dairy carbohydrates, lactose included, is unsettled. Industry sources report hog prices in China are very low, and warehouses are filled with permeate and lactose used for pig feed. Buyers are willing to make regular lactose purchases, but shipping congestion and higher freight rates have curbed buyer enthusiasm. Manufacturers say the high freight costs have taken a bite out of export sales, and they are seeing more competition show up from Europe in international markets. Inventories are heavy and manufacturers are willing to move whatever will ship.

Prices for: Central and Western U.S., Spot Sales And Up to 3 Month Contracts, F.O.B., Conventional, and Edible Lactose
Price Range - Non Pharmaceutical; \$/LB: .3300 - .5500
Mostly Range - Non Pharmaceutical; \$/LB: .3700 - .4700

CASEIN

Acid and rennet casein prices were unchanged this week, after a few weeks of upward movements on either. Producers reported some late 2021/early 2022 contracts being set up at just over \$5/lb for acid casein. Rennet casein potential market tones are a little more uncertain. As New Zealand's early season milk production is reportedly running into hurdles, acid casein availability could remain very tight. Overall, market tones are steady to 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: 4.8000-5.2175
Rennet; Price Range - \$/LB: 4.7000-4.9000

Secondary Sourced Information:

At the GDT Event 294, on October 19, the lactose price for the December contract period was \$0.5706 per pound, up 5.9 percent from the last GDT event.

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

WEEK ENDING	2021 WEEKLY DAIRY COWS	2021 CUMULATIVE DAIRY COWS	2020 WEEKLY DAIRY COWS	2020 CUMULATIVE DAIRY COWS
10/09/2021	59.4	2,459.2	57.2	2,408.6

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

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

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

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

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

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

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

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

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
10/16/2021	1,725.7 2,631,203	1,807.7 14,044,218	1,733.5 12,587,370	.5406 5,749,426	1,354.8 17,360,347

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	10/15	10/18	10/19	10/20	10/21
OCT 21	17.94	17.92	17.91	17.96	17.90
NOV 21	19.28	19.16	19.22	19.32	19.91
DEC 21	18.76	18.80	18.96	19.05	19.64

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

DATE	10/15	10/18	10/19	10/20	10/21
OCT 21	17.05	17.05	17.05	17.05	17.05
NOV 21	18.07	18.10	18.05	18.05	18.29
DEC 21	18.54	18.54	18.38	18.25	18.48

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

DATE	10/15	10/18	10/19	10/20	10/21
OCT 21	176.25	176.53	176.75	178.00	177.75
NOV 21	181.00	181.03	181.85	182.50	184.50
DEC 21	180.03	180.00	180.25	180.75	183.50

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

DATE	10/15	10/18	10/19	10/20	10/21
OCT 21	136.28	136.25	136.50	136.50	136.25
NOV 21	145.50	145.25	146.00	145.00	147.00
DEC 21	150.50	151.45	150.00	148.20	150.25

WHEY (Electronic-Traded) (¢/lb)

DATE	10/15	10/18	10/19	10/20	10/21
OCT 21	54.98	54.95	54.85	54.85	54.73
NOV 21	58.78	59.15	58.48	59.25	59.98
DEC 21	59.00	59.88	61.00	61.00	61.00

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

DATE	10/15	10/18	10/19	10/20	10/21
OCT 21	1.81	1.81	1.80	1.80	1.81
NOV 21	1.87	1.87	1.87	1.87	1.89
DEC 21	1.83	1.83	1.83	1.83	1.87

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

ORGANIC DAIRY MARKET NEWS
Information gathered October 11 - 22, 2021

ORGANIC DAIRY FLUID OVERVIEW

New England Organic Milk Sales and Sourcing. Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During September 2021, organic whole milk utilization totaled 14.1 million pounds, up from 12.4 million pounds the previous year. Butterfat content, 3.30 percent, improved from the 3.29 percent the previous year. The September 2021 utilization of organic reduced fat milk, 16.2 million pounds, declined from the 17.3 million pounds a year earlier. The butterfat content for organic reduced fat milk, 1.40 percent, declined from 1.55 percent the previous year.

Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reports estimated U.S. sales of total organic milk products for August 2021 were 228 million pounds, down 1.7 percent from August 2020 and down 2.0 percent year-to-date. Organic whole milk sales for 2021, 103 million pounds, were unchanged compared to a year earlier, but down 1.1 percent year-to-date 2020. Reduced fat milk (2%) sales were 78 million pounds, down 4.5 percent from the previous year and down 1.3 percent year-to-date.

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

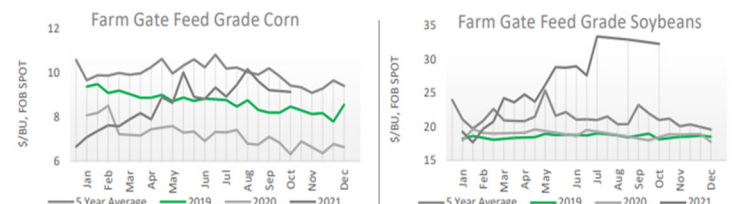
	SALES ¹		CHANGE from:	
	August (million pounds)	Y-T-D	Last Yr.	Y-T-D (percent)
Organic Production Practices				
Whole Milk	103	836	---	-1.1
Flavored Whole Milk	1	12	27.4	105.3
Reduced Fat Milk (2%)	78	643	-4.5	-1.3
Low Fat Milk (1%)	26	211	1.5	-7.5
Fat-Free Milk (Skim)	14	118	-6.7	-10.1
Flavored Fat-Reduced Milk	6	57	2.2	6.3
Other Fluid Milk Products	0	0	452.3	-62.1
Total Fat-Reduced Milk	124	1,030	-3.2	-3.4
Total Organic Milk Products	228	1,878	-1.7	-2.0

¹ Data may not add due to rounding.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Compared to last period, organic feed corn trade is moderate on good demand, with some forward contracts for 2022 Q1 delivery. Exchanges are 40 cents higher delivered elevator. Organic feed soybeans trade activity is light to moderate on very good demand for spot market transactions, as trades emerge 50 cents higher delivered elevator. The market is seeing very good demand for forward contracts with the bulk of agreements delivering Q4 2021 through Q1 2022. Trading is light on very good demand for organic soybean meal, with no comparable trades from the prior period. All other organic grain markets are sluggish.

Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	8.50 - 10.00	9.14	N/A	6.89	8.45 - 10.25	Dec-21 - Jun-22	9.00 - 9.00
Soybeans	\$/bu	32.00 - 32.50	32.28	N/A	18.89	27.00 - 34.50	Oct-21 - Nov-22	32.00 - 32.00
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Oats	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Sorghum	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A

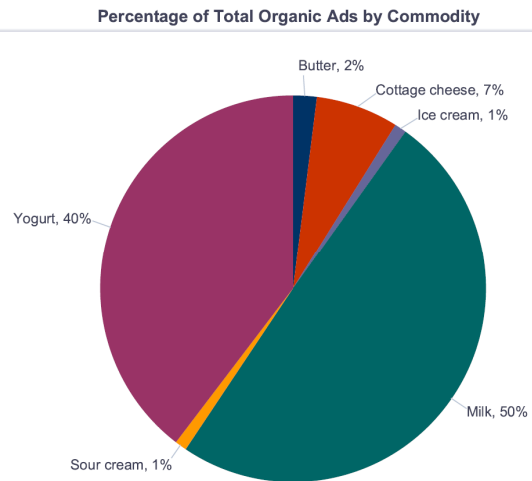


ORGANIC DAIRY RETAIL OVERVIEW

Dairy Retail Ads Summary. This week, total organic dairy retail advertisements declined 34 percent in surveyed stores. By commodity, retailers posted fewer ads for organic milk, -39 percent, and organic yogurt, -21 percent. By pack size, 32 oz. organic yogurt ads declined 61 percent, 16 ounce organic butter ads dipped 50 percent and organic half gallon milk ads withdrew 36 percent. The Northwest and Hawaii were the only regions to increase organic dairy advertisements, 25 percent and 100 percent, respectively.

The difference between the half gallon conventional milk price, \$1.58 and the half gallon organic milk price, \$4.15, is an organic premium of \$2.57. The price spread between organic and conventional milk, half gallon package, increased \$1.15 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:



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

NATIONAL RETAIL ORGANIC DAIRY WEIGHTED AVERAGE ADVERTISED PRICE

COMMODITY	This Week	Last Week	Last Year
Butter 16 oz.	\$5.86	\$4.29	\$5.99
Cream Cheese 16 oz.	n.a.	\$2.57	\$2.50
Sour Cream 8oz	\$2.00	n.a.	n.a.
Milk Half Gal Gallon 8 oz.UHT	\$4.15 n.a. n.a.	\$3.60 \$5.99 n.a.	\$3.47 n.a. \$1.25
Yogurt 4-6 oz. Greek 32 oz. Greek 4-6 oz. Yogurt 32 oz. Yogurt	n.a. \$3.88 \$1.25 \$3.62	n.a. \$3.88 n.a. \$3.70	n.a. \$3.59 n.a. \$3.49

Data source: USDA Dairy Market News

ORGANIC DAIRY MARKET NEWS
Information gathered October 11 - 22, 2021

-CONTINUED FROM PAGE 8-

**DIRECT TO CONSUMER
ORGANIC DAIRY PRODUCTS PRICES**

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

BUTTER Commodity	Type	Pack Size	: Organic : <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 October 11 -22, 2021 , issued monthly.

DANE COUNTY FARMERS' MARKET

The Dane County Farmers' Market is a large urban market located on the Capitol Square in Madison, Wisconsin. It is the largest producer-only market in the country. The market requires dairy product vendors to have either made their products with their own animals' milk and processed at a licensed dairy facility or procured milk from farmers and processed into dairy products. All reported dairy products are local to Wisconsin and sold by producers. These are cows' milk products.

Data from the Dane County Farmers' Market is listed in the table below.

Commodity	Type	Age	Pack Size	Conventional ¹ Price Range \$	Organic Price Range \$
Cheese	Blue		per lb	: 10.00 -	:
Cheese	Brick		per lb	: 5.95 -	:
Cheese	Brie		per lb	: 10.00 -	:
Cheese	Cheddar	1 year	per lb	: 6.50 - 8.00	:
Cheese	Cheddar	10 year	per lb	: 14.99 - 18.95	:
Cheese	Cheddar	11-14 year	per lb	: 20.00 - 25.95	:
Cheese	Cheddar	2-4 year	per lb	: 6.49 - 11.50	:
Cheese	Cheddar	5-9 year	per lb	: 8.95 - 14.95	:
Cheese	Cheddar	Medium	per lb	: 6.75 -	:
Cheese	Cheddar	Mild	per lb	: 5.95 -	: 11.00 -
Cheese	Cheddar	Sharp	per lb	: 7.25 -	:
Cheese	Colby		per lb	: 5.95 - 9.00	:
Cheese	Curds		per lb	: 6.67 - 9.60	:
Cheese	Farmers		per lb	: 5.95 -	:
Cheese	Gouda		per lb	: 9.00 - 10.00	:
Cheese	Monterey Jack		per lb	: 5.95 -	:
Cheese	Muenster		per lb	: 5.95 -	:
Cheese	Pepper Jack		per lb	: 5.95 -	:
Cheese	Swiss	< 1 year	per lb	: 8.50 - 14.95	:
Cheese	Swiss	1-5 year	per lb	: 8.50 - 11.95	:
Cheese	Swiss	Baby	per lb	: 7.95 - 13.95	:

¹ Prices reported may include "grass-fed" or "pasture-grazed" products.

Information for day of market, Saturday, October 16, 2021, issued monthly during season.

September Milk Production

Milk production in the 24 major States during September totaled 17.3 billion pounds, up 0.4 percent from September 2020. August revised production, at 17.9 billion pounds, was up 0.7 percent from August 2020. The August revision represented a decrease of 75 million pounds or 0.4 percent from last month's preliminary production estimate. Production per cow in the 24 major States averaged 1,937 pounds for September, 4 pounds below September 2020. The number of milk cows on farms in the 24 major States was 8.93 million head, 48,000 head more than September 2020, but 22,000 head less than August 2021. Milk production in the United States during the July - September quarter totaled 55.9 billion pounds, up 0.9 percent from the July - September quarter last year. The average number of milk cows in the United States during the quarter was 9.45 million head, 48,000 head less than the April - June quarter, but 74,000 head more than the same period last year.

State	Milk Cows ^{1,2}				Milk Production ^{1,3}			
	September		January – September		September		January - September	
	2020	2021	2020	2021	2021	Percent change from 2020	2021	Percent change from 2020
	<i>(thousands)</i>				<i>(million lbs)</i>		<i>(percent)</i>	
AL	--	--	3.2	2.5	--	--	7.0	-22.2
AK	--	--	(D)	(D)	--	--	(D)	(NA)
AZ	200	197	200.0	198.0	362	-1.9	1,111.0	-1.3
AR	--	--	5.0	4.5	--	--	13.0	-7.1
CA	1,720	1,720	1,721.0	1,720.0	3,285	0.2	10,106.0	-0.1
CO	200	200	199.0	201.0	429	--	1,325.0	0.9
CT	--	--	19.0	19.0	--	--	105.0	-0.9
DE	--	--	3.8	3.0	--	--	12.0	-26.8
FL	112	105	111.0	107.0	151	-6.8	489.0	-5.8
GA	80	82	80.0	82.0	137	3.8	425.0	3.7
HI	--	--	(D)	(D)	--	--	(D)	(NA)
ID	645	651	645.0	652.0	1,335	-0.2	4,180.0	0.1
IL	84	82	83.0	82.0	135	-2.2	423.0	-0.7
IN	191	192	189.0	194.0	370	--	1,130.0	1.9
IA	219	225	218.0	226.0	450	2.5	1,382.0	3.5
KS	171	170	170.0	171.0	327	-0.3	1,009.0	0.7
KY	--	--	47.0	45.0	--	--	209.0	-2.8
LA	--	--	9.5	9.0	--	--	25.0	-7.4
ME	--	--	27.0	26.0	--	--	144.0	-2.0
MD	--	--	42.0	43.0	--	--	211.0	1.0
MA	--	--	10.0	9.5	--	--	48.0	-2.0
MI	430	442	429.0	444.0	972	1.8	3,021.0	2.9
MN	450	461	447.0	461.0	862	2.4	2,655.0	3.1
MS	--	--	8.5	7.0	--	--	22.0	-21.4
MO	--	--	75.0	70.0	--	--	237.0	-6.3
MT	--	--	11.5	11.0	--	--	61.0	-4.7
NE	--	--	59.0	58.0	--	--	352.0	-2.2
NV	--	--	31.0	33.0	--	--	207.0	6.2
NH	--	--	11.0	10.5	--	--	56.0	-1.8
NJ	--	--	4.7	4.2	--	--	21.0	-12.5
NM	327	300	326.0	311.0	579	-12.5	1,829.0	-8.0
NY	626	628	626.0	629.0	1,265	1.8	3,904.0	1.7
NC	--	--	40.0	39.0	--	--	218.0	3.8
ND	--	--	15.0	15.0	--	--	85.0	1.2
OH	254	256	254.0	258.0	456	0.2	1,419.0	1.1
OK	--	--	41.0	38.0	--	--	157.0	-4.8
OR	125	124	124.0	124.0	211	-0.9	655.0	-0.5
PA	482	475	482.0	475.0	798	-2.1	2,482.0	-1.5
RI	--	--	0.5	0.5	--	--	2.5	-10.7
SC	--	--	10.0	9.0	--	--	36.0	-10.0
SD	140	160	138.0	160.0	306	14.6	936.0	16.6
TN	--	--	29.0	28.0	--	--	119.0	-5.6
TX	598	625	594.0	625.0	1,241	2.5	3,816.0	4.2
UT	94	96	95.0	97.0	185	2.8	574.0	3.1
VT	120	120	121.0	120.0	207	--	639.0	0.2
VA	74	72	74.0	72.0	113	-3.4	350.0	-3.0
WA	279	264	279.0	268.0	515	-7.9	1,607.0	-7.2
WV	--	--	6.0	5.0	--	--	18.0	-18.2
WI	1,256	1,278	1,257.0	1,278.0	2,601	3.3	8,027.0	3.8
WY	--	--	8.0	8.5	--	--	56.4	11.7
23 State Total	8,877	8,925	--	--	17,292	0.4	--	--
U.S. ^{4,5}			9,380.0	9,454.0			55,917.0	0.9

(D) Withheld to avoid disclosing data for individual operations. (NA) Not available. ¹ Preliminary. ² Includes dry cows, excludes heifers not yet fresh. ³ Excludes milk sucked by calves. ⁴ Includes states for which individual monthly estimates are not available. ⁵ Milk cows will not add due to rounding. **Source:** U.S. Department of Agriculture, National Agricultural Statistics Service. *Milk Production*, (October 2021).

Advanced Class Prices by Order, November 2021

November 2021 Highlights

Base Class I Price: The base Class I price for November 2021 is \$17.98 per cwt, an increase of \$0.90 per cwt when compared to October 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.

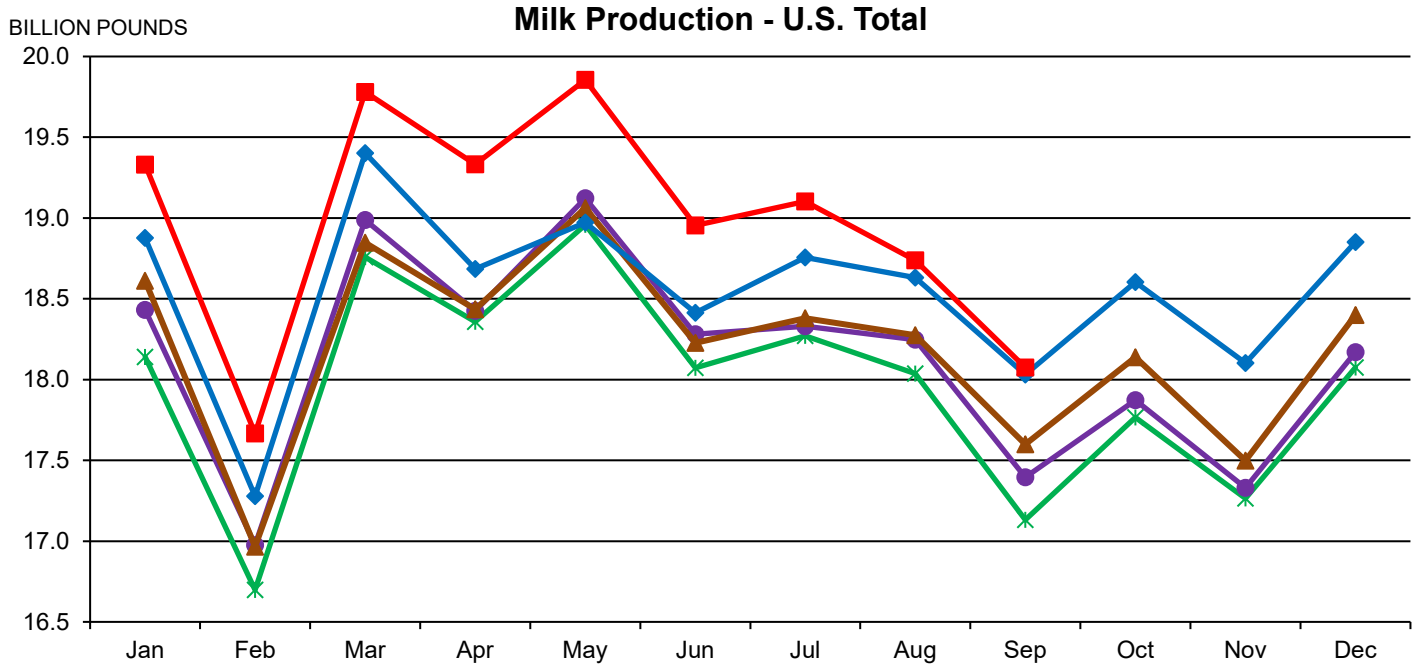
Class II Price Information: For November 2021, the advanced Class IV skim milk pricing factor is \$10.53 per cwt, the Class II skim milk price is \$11.23 per cwt, and the Class II nonfat solids price is \$1.2478 per pound.

Product Price Averages: The two-week product price averages for November 2021 are: butter \$1.7436, nonfat dry milk \$1.3497, cheese \$1.7624, and dry whey \$0.5385.

Advanced Class Prices by Order for November 2021

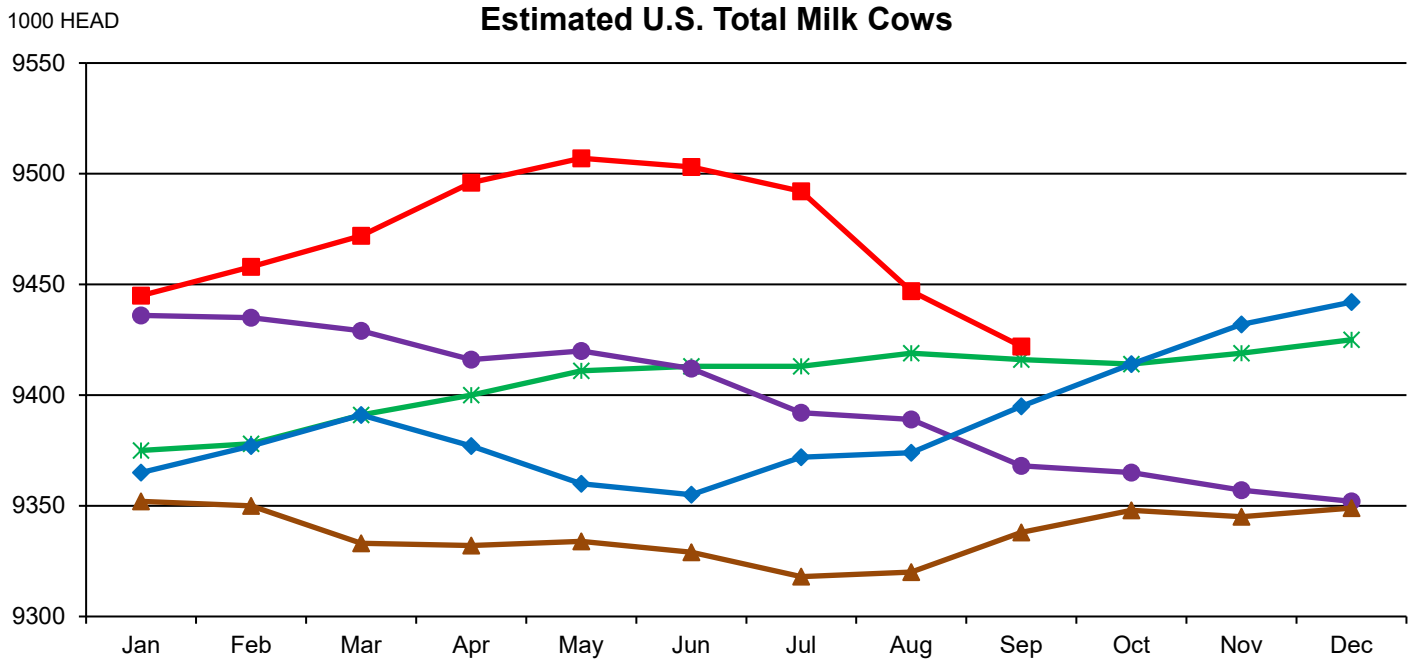
Federal Milk Order Class I Price Information ^{1,2}				
Federal Milk Order Marketing Area ³	Order Number	Nov 2021		
		Class I Price (3.5%) <i>(dollars per cwt)</i>	Class I Skim Milk Price ⁴ <i>(dollars per cwt)</i>	Class I Butterfat Price <i>(dollars per pound)</i>
Northeast (Boston)	001	21.23	14.98	1.9363
Appalachian (Charlotte)	005	21.38	15.13	1.9378
Florida (Tampa)	006	23.38	17.13	1.9578
Southeast (Atlanta)	007	21.78	15.53	1.9418
Upper Midwest (Chicago)	030	19.78	13.53	1.9218
Central (Kansas City)	032	19.98	13.73	1.9238
Mideast (Cleveland)	033	19.98	13.73	1.9238
California (Los Angeles)	051	20.08	13.83	1.9248
Pacific Northwest (Seattle)	124	19.88	13.63	1.9228
Southwest (Dallas)	126	20.98	14.73	1.9338
Arizona (Phoenix)	131	20.33	14.08	1.9273
All-Market Average		20.80	14.55	1.9302

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>.



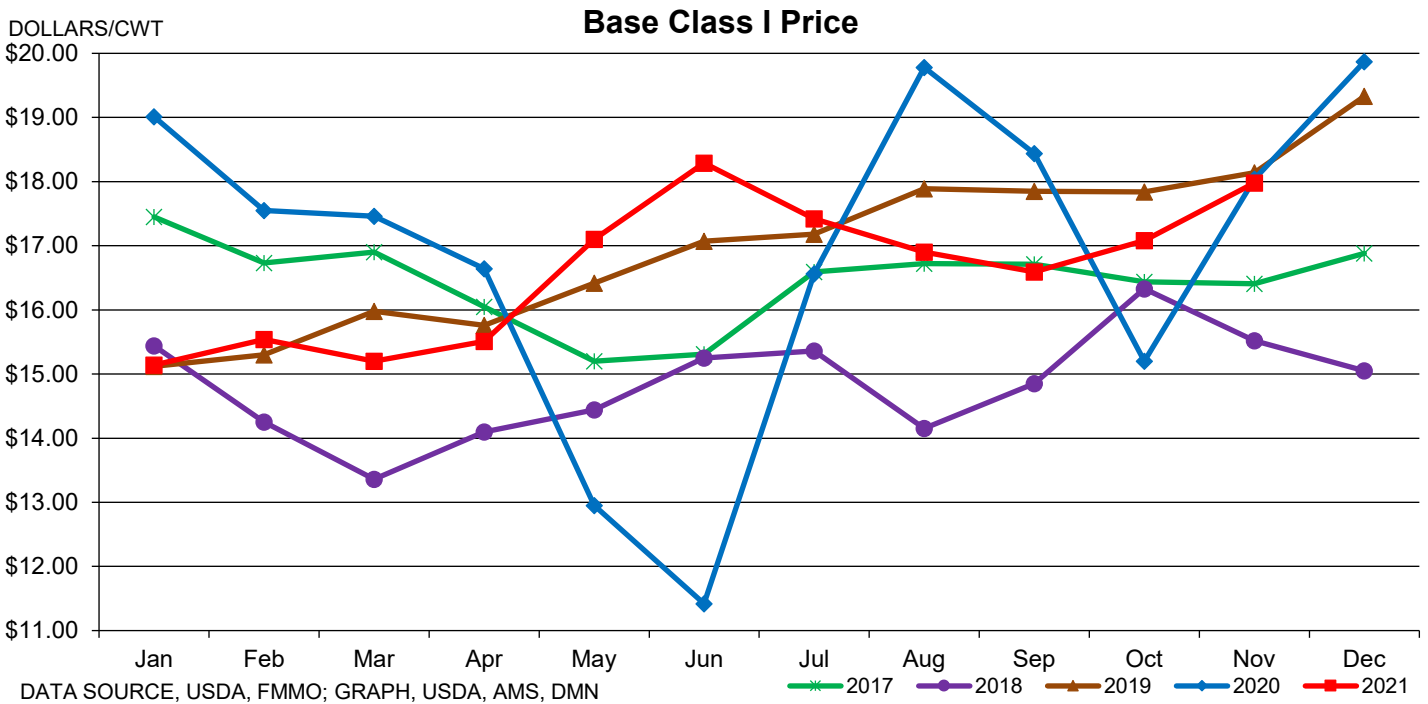
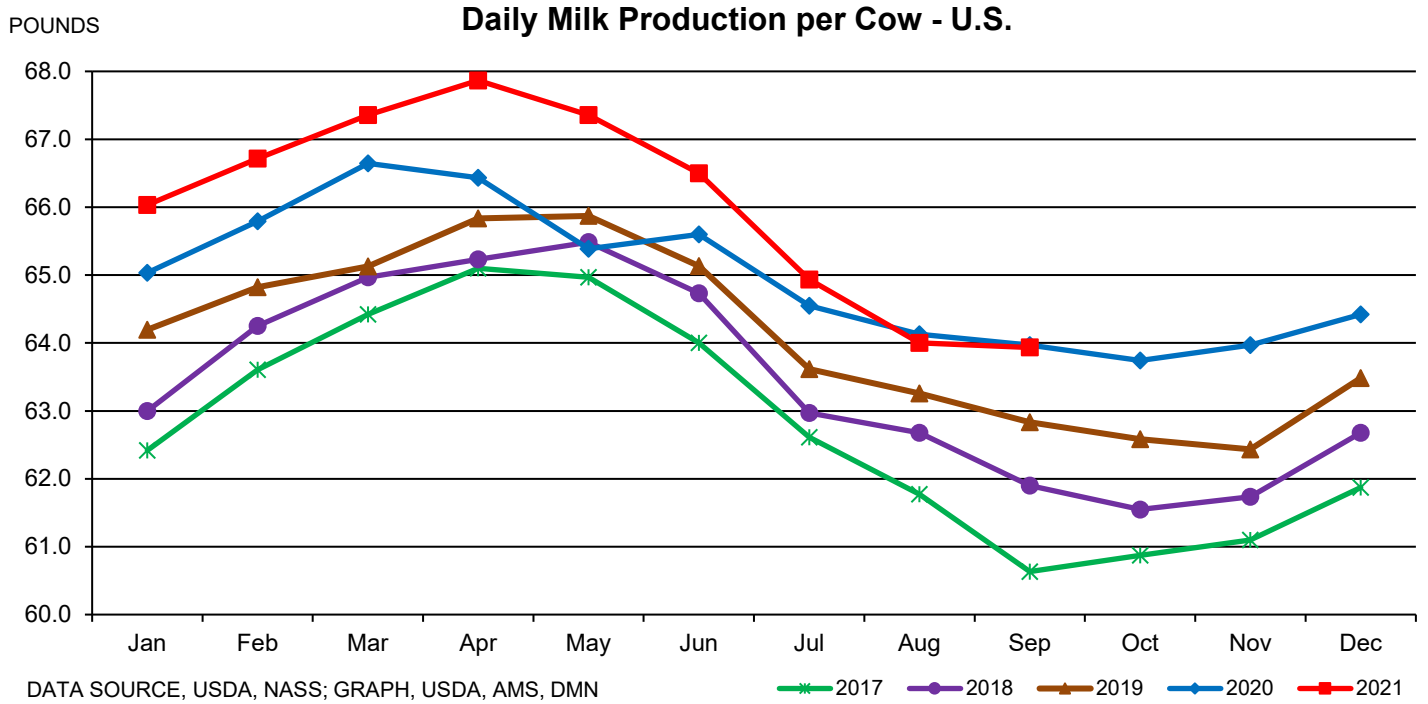
DATA SOURCE, USDA, NASS; GRAPH, USDA, AMS, Dairy Market News
 NOTE: FEB DATA FOR 2020 ADJUSTED TO 28 DAY EQUIVALENTS

2017 2018 2019 2020 2021



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

2017 2018 2019 2020 2021





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National Retail Report-Dairy

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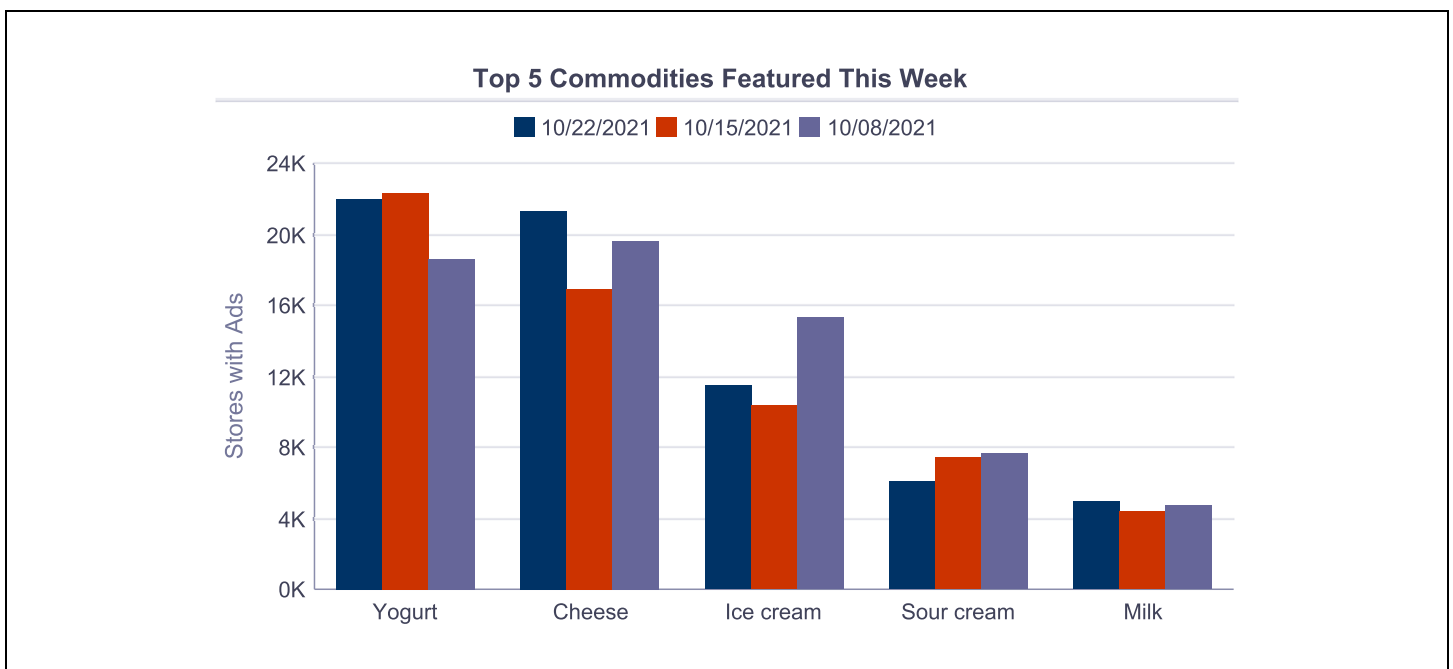
Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 10/22/2021 to 10/28/2021

Total conventional dairy ads increased 9 percent from last week, but organic dairy ads are down 34 percent. Ads for conventional ice cream in 48-to-64-ounce containers are up 10 percent from last week. The national weighted average advertised price for conventional ice cream in 48-to-64-ounce containers is \$3.02, 13 cents less than last week. The national weighted average advertised price for butter in a 1-pound package is \$3.21, up 36 cents from \$2.85 last week.

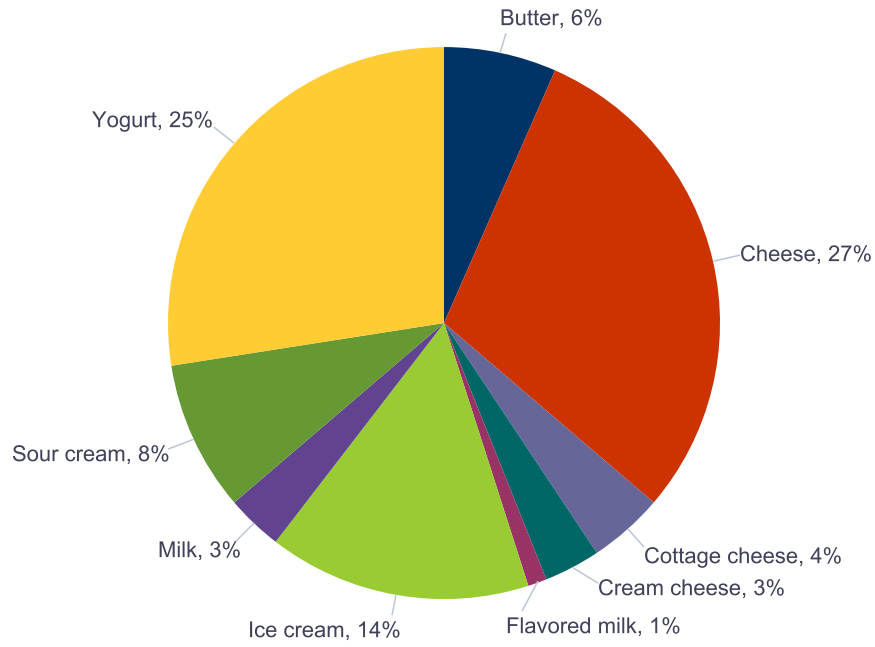
This week, conventional yogurt ad numbers are up 1 percent while organic yogurt ads dropped 21 percent. Conventional Greek yogurt in 4 to 6-ounce containers, the most advertised conventional yogurt item, have a weighted average advertised price of \$1.02, which is up a nickel from last week.

Conventional cheese advertisements increased 27 percent from last week. The most advertised dairy item this week is conventional 8-ounce shred cheese, featured in 68 percent more ads than last week. The weighted average advertised price for conventional 8-ounce shred cheese is \$2.39, up 5 cents from last week. Ads for conventional 1-pound shred cheese jumped 255 percent and feature a weighted average price of \$3.44, down 55 cents from last week.

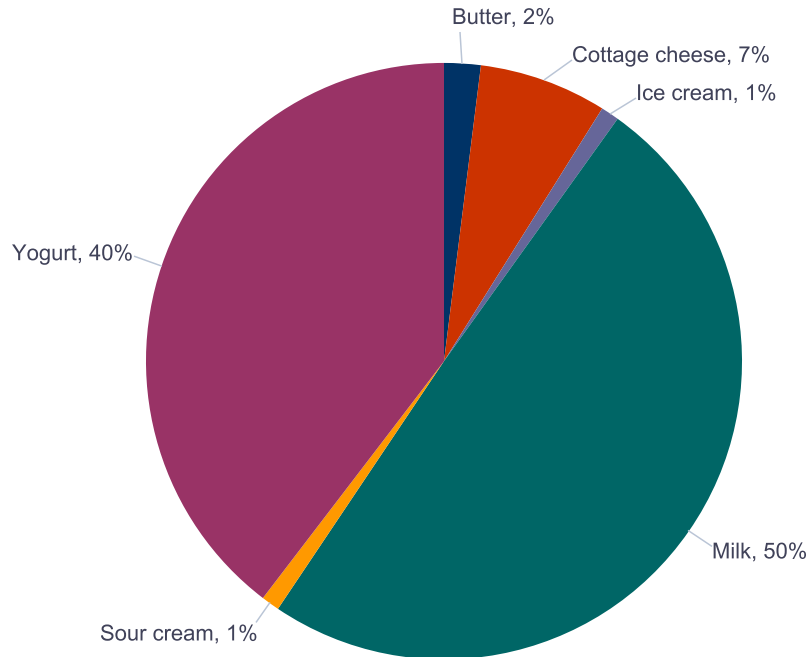
Total conventional milk ads grew 715 percent, while organic milk ads shrank 39 percent compared to last week's advertisements. Conventional half gallon milk ads skyrocketed 780 percent from last week. The national weighted average advertised price for conventional milk half gallons is \$1.58, compared to \$4.15 for organic milk half gallons, providing an organic price premium of \$2.57. 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 #	4805	3.21	6488	2.85	4356	3.24
Cheese	Natural Varieties	8 oz block	5364	2.37	7325	2.43	8102	2.28
Cheese	Natural Varieties	1 # block	1143	4.13	1184	4.59	2181	3.55
Cheese	Natural Varieties	2 # block	1174	7.44	581	5.75	666	6.97
Cheese	Natural Varieties	8 oz shred	12420	2.39	7396	2.34	9154	2.48
Cheese	Natural Varieties	1 # shred	1188	3.44	335	3.99	1704	4.18
Cottage cheese		16 oz	2950	1.89	3141	1.98	2689	2.20
Cream cheese		8 oz	2443	1.90	1735	1.97	4662	2.44
Egg nog		quart	193	2.27				
Egg nog		half gallon	194	2.99				
Flavored milk	All fat tests	half gallon	419	3.12	300	2.82	364	2.63
Flavored milk	All fat tests	gallon	391	3.57	418	3.90	319	3.00
Ice cream		48-64oz	11400	3.02	10405	3.15	8773	3.14
Milk	All fat tests	half gallon	1805	1.58	205	2.18	684	2.34
Milk	All fat tests	gallon	722	3.62	105	1.99	910	3.12
Sour cream		16 oz	6018	1.63	7460	1.69	5380	1.82
Yogurt	Greek	4-6 oz	10229	1.02	9305	.97	10149	.97
Yogurt	Greek	32 oz	4149	4.52	4757	4.17	2101	4.44
Yogurt	Yogurt	4-6 oz	4400	.50	4698	.49	3370	.56
Yogurt	Yogurt	32 oz	1127	2.53	958	2.63	842	2.36

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 #	2.77-4.49	1146	3.26	2.49-3.00	201	2.85	1.97-4.49	635	3.39
Cheese	Natural Varieties	8 oz block	1.67-2.99	1610	2.31	2.00-3.00	1937	2.48	1.67-3.00	519	2.35
Cheese	Natural Varieties	1 # block							3.00	123	3.00
Cheese	Natural Varieties	8 oz shred	1.67-3.50	3009	2.26	1.97-3.50	3636	2.64	1.67-3.00	1707	2.23
Cheese	Natural Varieties	1 # shred	3.89-4.49	356	4.12	3.00	90	3.00	2.50-3.00	233	2.76
Cottage cheese		16 oz	1.25-3.49	1141	2.08	2.00-2.50	668	2.25	0.89-2.00	443	1.62
Cream cheese		8 oz	1.50-3.00	1232	2.13	1.50-1.99	418	1.60	1.25	69	1.25
Flavored milk	All fat tests	half gallon							1.79-3.99	286	3.17
Flavored milk	All fat tests	gallon				3.50	334	3.50	3.99	57	3.99
Ice cream		48-64oz	2.00-4.99	2746	3.27	2.00-4.99	2198	2.60	1.99-4.48	2015	3.04
Milk	All fat tests	half gallon	4.99	304	4.99	0.88	412	.88	0.88	458	.88
Sour cream		16 oz	0.99-2.50	2104	1.86	0.99-2.50	2363	1.56	0.89-1.88	559	1.24
Yogurt	Greek	4-6 oz	0.75-1.50	3512	1.03	1.00	2167	1.00	1.00-1.33	1764	1.04
Yogurt	Greek	32 oz	2.99-5.49	822	4.17	4.99	836	4.99	3.50-4.99	595	4.65
Yogurt	Yogurt	4-6 oz	0.33-0.75	981	.50	0.50	1630	.50	0.33-0.66	581	.53

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Yogurt	32 oz	1.99-3.49	535	3.00				1.99-3.33	249	2.36

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 #	1.97-4.49	986	2.99	2.77-2.99	694	2.88	1.99-4.29	1000	3.34
Cheese	Natural Varieties	8 oz block	2.00-2.50	305	2.21	1.67-2.99	560	2.03	2.49-2.50	394	2.50
Cheese	Natural Varieties	1 # block	3.50-4.99	261	4.70	3.00	120	3.00	3.00-5.98	639	4.32
Cheese	Natural Varieties	2 # block				4.98-9.99	981	7.57	4.99-7.98	166	6.09
Cheese	Natural Varieties	8 oz shred	1.97-3.00	1276	2.30	1.67-3.00	1924	2.30	1.99-2.50	771	2.37
Cheese	Natural Varieties	1 # shred	3.00	141	3.00	3.00	120	3.00	3.00-5.98	248	3.73
Cottage cheese		16 oz	0.89-1.99	349	1.33	1.49	244	1.49	1.49	105	1.49
Cream cheese		8 oz	0.99-1.99	237	1.48	1.49	334	1.49	1.99	105	1.99
Egg nog		quart	1.99-2.99	193	2.27						
Egg nog		half gallon	2.99	194	2.99						
Flavored milk	All fat tests	half gallon	2.99	133	2.99						
Ice cream		48-64oz	1.70-4.50	1242	3.03	1.97-3.99	2040	2.98	1.67-3.99	1124	3.30
Milk	All fat tests	half gallon	0.88	219	.88	0.88	120	.88	0.88-0.99	292	.92
Milk	All fat tests	gallon	2.88-4.99	436	3.39	3.19	200	3.19			
Sour cream		16 oz	0.89-2.09	523	1.50	1.49	244	1.49	0.99-1.66	171	1.25
Yogurt	Greek	4-6 oz	0.88-1.00	985	.98	1.00	1119	1.00	0.75-1.00	650	.97
Yogurt	Greek	32 oz	3.99-4.99	445	4.31	3.99-4.99	870	4.61	2.50-4.99	581	4.24
Yogurt	Yogurt	4-6 oz	0.44-0.60	348	.51	0.39-0.50	415	.43	0.39-0.50	394	.47
Yogurt	Yogurt	32 oz	2.50	54	2.50				1.79	289	1.79

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	3.50-6.99	132	4.86
Cheese	Natural Varieties	8 oz block	3.50-4.99	39	4.57			
Cheese	Natural Varieties	2 # block				10.99	27	10.99
Cheese	Natural Varieties	8 oz shred	2.49-3.00	43	2.87	2.49-3.49	54	2.99
Cream cheese		8 oz	3.49	21	3.49	4.99	27	4.99
Ice cream		48-64oz	3.00	11	3.00	3.50	24	3.50
Milk	All fat tests	gallon	2.78-3.99	32	3.57	6.29-7.99	54	7.14
Sour cream		16 oz				2.49-4.19	54	3.34
Yogurt	Greek	4-6 oz	1.00-1.50	32	1.33			
Yogurt	Yogurt	4-6 oz				0.49-0.60	51	.54

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 #	78	5.86	156	4.29	221	5.99
Cheese	Natural Varieties	8 oz shred			66	2.79	121	3.49
Cottage cheese		16 oz	334	4.29	396	4.09	214	4.29
Cream cheese		8 oz			329	2.57	214	2.50
Ice cream		48-64oz	61	5.99				
Milk	All fat tests	half gallon	2461	4.15	3845	3.60	1734	3.47
Milk	All fat tests	gallon			208	5.99		
Milk	All fat tests	8 oz UHT					87	1.25
Sour cream		16 oz	51	2.00				
Yogurt	Greek	32 oz	1446	3.88	1446	3.88	1704	3.59
Yogurt	Yogurt	4-6 oz	118	1.25				
Yogurt	Yogurt	32 oz	416	3.62	1057	3.70	221	3.49

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
Cottage cheese		16 oz				4.29	334	4.29			
Ice cream		48-64oz				5.99	61	5.99			
Milk	All fat tests	half gallon	3.99-5.99	610	4.78	3.50-3.99	668	3.75	2.49-5.28	613	4.39
Yogurt	Greek	32 oz	3.99	110	3.99	3.50-3.99	1336	3.87			
Yogurt	Yogurt	4-6 oz	1.25	118	1.25						
Yogurt	Yogurt	32 oz	3.49-3.99	416	3.62						

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	51	4.99						
Milk	All fat tests	half gallon				3.98-3.99	254	3.98	3.29	289	3.29
Sour cream		16 oz	2.00	51	2.00						



Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #				7.49	27	7.49
Milk	All fat tests	half gallon				4.99	27	4.99

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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Dairy Programs

Market Information Branch

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GENERAL NUMBER

(608) 422-8587

Elizabeth Frederick

(608) 422-8591

Elizabeth.Frederick@USDA.GOV

WEST

Mike Bandli

(608) 422-8592

Mike.Bandli@USDA.GOV

WEST

Roman Caraman

(608) 422-8593

Roman.Caraman@USDA.GOV

WEST

Chelsea Rochelle

(608) 422-8594

Chelsea.Rochelle@USDA.GOV

EAST/SOUTH AMERICA

Jessica Mueller

(608) 422-8589

Jessica.Mueller@USDA.GOV

ORGANIC/EAST

Daniel Johnson

(608) 422-8605

Daniel.Johnson4@USDA.GOV

EUROPE/OCEANIA

Eric Graf

(608) 422-8590

Eric.Graf@USDA.GOV

CENTRAL

Israel Weber

(608) 422-8601

Israel.Weber@USDA.GOV

ACTING DIRECTOR, DAIRY MARKET NEWS

Janet Linder

(608) 422-8588

Janet.Linder@USDA.GOV

RECORDED INFORMATION SYSTEM

(608) 422-8602

FAX

(608) 240-6689

USDA, Dairy Market News
4600 American Parkway, STE 106
Madison, WI 53718-8334

Additional Dairy Market News Information:

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

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