



United States  
Department of  
Agriculture

# National Dairy Products Sales Report

United States Department of Agriculture

Agricultural Marketing Service

Dairy Program

Market Information Branch

NDPSR-0412

March 11, 2020

## National Dairy Products Sales Report Highlights

**Butter** prices received for 25-kilogram and 68-pound boxes meeting United States Department of Agriculture (USDA) Grade AA standards averaged \$1.74 per pound for the week ending March 7, 2020. The United States (US) price per pound decreased 4.1 cents from the previous week.

**Cheddar Cheese** prices received for 40-pound blocks averaged \$1.85 per pound for the week ending March 7, 2020. The US price per pound decreased 5.9 cents from the previous week. The prices received for 500-pound barrels adjusted to 38 percent moisture averaged \$1.62 per pound. The US price per pound increased 1.8 cents from the previous week.

**Dry Whey** prices received for bag, tote, and tanker sales meeting USDA Extra Grade standards averaged 37.5 cents per pound for the week ending March 7, 2020. The US price per pound increased 0.1 cents from the previous week.

**Nonfat Dry Milk** prices received for bag, tote, and tanker sales meeting USDA Extra Grade or United States Public Health Service (USPHS) Grade A standards averaged \$1.15 per pound for the week ending March 7, 2020. The US price per pound decreased 6.9 cents from the previous week.

## National Dairy Products Sales Report for Weeks Ending: 2/8/2020 - 3/7/2020

### Butter Prices and Sales

United States	8-Feb	15-Feb	22-Feb	29-Feb	7-Mar
	<i>(dollars per pound)</i>				
Weighted Price	1.8306	1.8237	1.7885	*1.7759	1.7352
	<i>(pounds)</i>				
Sales	8,581,510	8,178,848	*8,030,701	5,591,489	5,341,939

\*Revised

**40-Pound Block Cheddar Cheese Prices and Sales**

United States	8-Feb	15-Feb	22-Feb	29-Feb	7-Mar
	<i>(dollars per pound)</i>				
Weighted Price	1.9674	1.9736	1.9412	1.9049	1.8464
	<i>(pounds)</i>				
Sales	11,590,715	12,333,707	11,913,694	12,140,044	12,563,420

**500-Pound Barrel Cheddar Cheese Prices, Sales, and Moisture Content**

United States	8-Feb	15-Feb	22-Feb	29-Feb	7-Mar
	<i>(dollars per pound)</i>				
Weighted Price	1.7091	1.6782	1.6639	1.6868	1.7075
	<i>(adjusted to 38% moisture)</i>				
Weighted Price	1.6242	1.5936	1.5829	1.6048	1.6232
	<i>(pounds)</i>				
Sales	11,265,538	12,052,468	12,928,731	11,899,697	12,514,778
	<i>(percent)</i>				
Weighted moisture content	34.76	34.71	34.83	34.83	34.78

**Dry Whey Prices and Sales**

United States	8-Feb	15-Feb	22-Feb	29-Feb	7-Mar
	<i>(dollars per pound)</i>				
Weighted Price	0.3668	0.3654	0.3694	0.3743	0.3750
	<i>(pounds)</i>				
Sales	4,781,604	5,827,938	5,685,419	5,626,134	4,815,363

**Nonfat Dry Milk Prices and Sales**

United States	8-Feb	15-Feb	22-Feb	29-Feb	7-Mar
	<i>(dollars per pound)</i>				
Weighted Price	1.2542	1.2538	1.2416	*1.2239	1.1549
	<i>(pounds)</i>				
Sales	*23,224,061	*20,708,351	*17,971,816	*14,780,238	19,095,537

\*Revised

---

## Survey Methodology: National Dairy Products Sales Report

**Data collection:** The National Dairy Products Sales Report (NDPSR) is based on survey data collected after Saturday of each week. Reporting entities are required to submit sales information in the electronic Dairy Product Mandatory Reporting System (DPMRS) system generally by noon on Tuesday of the following week.

**Participants:** The NDPSR consists of 88 reporting entities selling one million pounds or more of dairy products as defined by statute (7 USC 1637b). There are 15 entities reporting 40-pound cheddar blocks, 12 entities reporting 500-pound cheddar barrels, 19 entities reporting butter, 27 entities reporting nonfat dry milk, and 15 entities reporting dry whey.

**Terms and definitions:** Participating manufacturers complete the weekly online questionnaires using definitions from the program regulations (7 CFR 1170), instructions provided during the Annual Validation Interview, and reporting specifications listed on the questionnaire. See also questions and answers published at: <http://www.ams.usda.gov/rules-regulations/mmr/dmr>

The sales information included in the NDPSR is collected for all qualifying manufacturers of the following products:

- Salted butter (80% butterfat), fresh or storage, in 25-kilogram and 68-pound boxes meeting USDA Grade AA standards.
- Cheddar cheese in 40-pound blocks, colored between 6 and 8 on the National Cheese Institute color chart, meeting Wisconsin State Brand, USDA Grade A, or better standards.
- Cheddar cheese in 500-pound barrels, white, meeting Wisconsin State Brand, USDA Extra Grade, or better standards.
- Edible non-hygroscopic dry whey in 25-kilogram bags, 50-pound bags, totes, and tankers meeting USDA Extra Grade standards.
- Non-fortified, nonfat dry milk in 25-kilogram bags, 50-pound bags, totes, and tankers meeting USDA Extra Grade or USPH Grade A standards.

**Reliability:** All reported sales information is required to be made available to USDA upon request. The reported sales information includes original contracts, agreements, receipts, and other records associated with the sale of qualified dairy products during the two-year period beginning on the date of the creation of the sales report.

**Report Aggregation:** Sales information reported by manufacturers is reviewed for reasonableness and consistency by comparing data reported in prior weeks to data reported by other firms in their region and national trends. During weekly reviews AMS contacts manufacturers to verify any unusual data relationships and, in some cases, uses on-site verification to ensure accurate information.

**Revisions:** The NDPSR is subject to revisions to the previous four weeks.

---

## Information Contacts

Listed below are the specialists in the Agricultural Marketing Service, Dairy Program, Market Information Branch to contact for additional information. E-mail inquiries may be sent to [dpp@usda.gov](mailto:dpp@usda.gov).

Lorie Warren Cashman  
Chief, Market Information  
(202) 720-4405

## Dairy Product Mandatory Reporting Program

Patsy Emmons  
Dairy Products Marketing Specialist, Coordinator  
(202) 720-6491

Jessica Newsome  
Dairy Products Marketing Specialist  
(202) 260-9091

Kerry Siekmann  
Dairy Products Marketing Specialist  
(952) 277-2363

## Federal Milk Order Information Program

Kerry Siekmann  
Dairy Products Marketing Specialist, Coordinator  
(952) 277-2363

Randal Stoker  
Dairy Products Marketing Specialist  
(202) 690-1932

For the most current release, visit AMS Dairy Program ([Dairy Products Mandatory Reporting Program's page](#)) or Cornell University's Library ([National Dairy Products Sales Report page](#)).

To receive e-mail notification for AMS Dairy Program publications, [visit Cornell University's Library](#) and follow the instructions.



In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident. Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotope, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English. To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at [How to File a Program Discrimination Complaint](#) and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: [program.intake@usda.gov](mailto:program.intake@usda.gov).