

**DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (9/21)**

**BUTTER:** Grade AA closed at \$2.2350. The weekly average for Grade AA is \$2.2760 (+.0460).

**CHEESE:** Barrels closed at \$1.3600 and 40# blocks at \$1.6350. The weekly average for barrels is \$ 1.3935 (-.0765) and blocks, \$ 1.6170 (-.0130).

**NONFAT DRY MILK:** Grade A closed at \$0.8725. The weekly average for Grade A is \$0.8730 (-.0120).

**DRY WHEY:** Extra grade dry whey closed at \$0.5150. The weekly average for dry whey is \$0.5225 (+.0020).

**BUTTER HIGHLIGHTS:** Although farm milk production is down in the East region due to humid weather patterns, butter makers report churning schedules are steady, but expected to rev up as baking season is around the corner. In the Central region, especially the Midwest, cream is a little tighter, but churning activity is steady to slightly higher, except for plants being temporarily closed due to recent floods in Wisconsin. In the West, butter production is active, while the market is firming. Nationwide, demands for bulk/print butter are fair/good while supplies are fairly available for near term buyers/end users' needs. Based on the CME Group, with various periods and averages used, this week, bulk butter pricing varies among regions: East, 5.0 cents to 8.0 cents above the market; Central, 0.0 cents to 7.0 cents above the market; West, 2.0 cents below to 7.0 cents above the market. The CME Group cash price for Grade AA butter is \$2.2350, up \$0.0050 compared to last Friday's price, \$2.2300

**CHEESE HIGHLIGHTS:** Fresh cheese inventories are moving, and generally balanced. Northeastern contacts say cheese stores produced earlier in 2018 are adequate. Midwestern demand has slowed according to some cheesemakers, as barrel market prices have descended, and buyers are backing off. That said, cheese contacts expect markets will surmount another downcycle and return to steadiness near term. Cheese demand and production in the Western region are steady to higher. Milk in the West is accessible, whereas, in the rest of the country, milk volumes remain flat to lower. Spot milk prices in the Midwest ranged from Class III to \$2 over. On Friday, the CME Group closing price for barrels is \$1.3600, compared to last Friday's closing price of \$1.4200. The closing price for blocks is \$1.6350, compared to last Friday's closing price of \$1.6050.

**FLUID MILK:** Northeast milk production is lower, but some milk output is leveling off on the farms this week. Mid-Atlantic milk output off the farms is lower. Southeast milk production is fairly level this week. Hurricane Florence has impacted parts of the Southeast with heavy flooding. There have been reports of power outages and roads closures due to the storm. Some operations are closed at this time.

Florida's milk production has leveled off. Fluid milk remains geographically variant in the Central region. In most areas, milk volumes remain lower. Bottling remains steady to stronger with schools back in session. Most Class III spot milk loads reported ranged from \$.50 to \$2.00 over. California milk production is just enough to meet the needs of buyers. Some reports suggest that milk premiums have increased recently. Milk supplies in Arizona are manageable even though handlers have to look for alternative ways to redistribute fluid milk loads. In New Mexico, farm milk production is flat to increasing following normal seasonal output rates. Bottled milk sales inched up this week. Pacific Northwest milk production is following typical seasonal patterns. Pleasant temperatures are promoting cow comfort and components are improving. Intakes are in good balance with processing. Strong milk production in the mountain states of Idaho, Utah and Colorado is continuing. Warm days and cool nights are helping cows recharge fully. Industry contacts say forages are in good supply. F.O.B. cream multiples are 1.27-1.33 in the East, 1.24-1.33 in the Midwest, and 1.10-1.27 in the West.

**DRY PRODUCTS:** Central and East low/medium, and high heat prices are steady, even with some central producers tight or behind on orders. Buyers in the East are said to be uncertain about prices and some are slowing purchases to watch prices. In the West, spot prices for western low/medium heat nonfat dry milk are lower this week on the pricing range. Some buyers/end users in the West are taking a wait and see approach. Central and East dry buttermilk prices did not change on a slow trading week. Western f.o.b. cash prices for dry buttermilk are steady to slightly lower on the range, but unchanged on the mostly price series. Dry whole milk spot prices are unchanged from last week and are still in line with international WMP cash values. Dry whey prices in the Central region were steady to higher on an active trading week. Some of the lower spot prices are loads destined for Asia, but generally there was more trading both for export and domestically this week. Prices for dry whey in the East region increased on the bottom of the range. In the West, dry whey prices moved slightly higher at the bottom of the range but remained steady on the mostly price series. The market undertone is still strong despite concerns about global trade agreements and their potential repercussions on the whey market. Whey protein concentrate 34% prices moved higher at the bottom of both the range and mostly price series while holding steady at the top of each series. In general, industry contacts note a little more support for WPC 34% prices right now. Lactose prices are once again unchanged. Lactose production is steady. Both rennet and acid casein prices firmed.

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**DAIRY MARKET NEWS PRICE SUMMARY FOR SEPTEMBER 17 - 21, 2018**

**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	0.8500	0.9400	0.8800	0.9100	Central/East	0.8500	0.9200			Central/West	0.2400	0.4250	0.3000	0.3700
Change	N.C.	N.C.	N.C.	N.C.	Change	N.C.	N.C.			Change	N.C.	N.C.	N.C.	N.C.
Central High Heat	1.0000	1.0500			West	0.8000	0.8700	0.8200	0.8500	<b>WPC 34%</b>				
Change	N.C.	N.C.			Change	N.C.	-0.0100	N.C.	N.C.	Central/West	0.7500	0.9975	0.8000	0.8950
West Low/Med. Heat	0.8200	0.9450	0.8500	0.9000	<b>WHEY</b>					Change	0.0100	N.C.	0.0300	N.C.
Change	-0.0100	-0.0150	N.C.	N.C.	Central	0.3600	0.5400	0.4125	0.4500	<b>CASEIN</b>				
West High Heat	1.0000	1.0800			Change	N.C.	0.0300	0.0125	N.C.	Rennet	2.4200	2.5500		
Change	N.C.	-0.0250			West	0.3900	0.5100	0.4000	0.4700	Change	0.0200	0.0300		
<b>DRY WHOLE MILK</b>					Change	0.0050	N.C.	N.C.	N.C.	Acid	3.0400	3.1400		
National	1.4500	1.5500			Northeast	0.3975	0.4650			Change	0.0200	0.0300		
Change	N.C.	N.C.			Change	0.0100	N.C.			<b>ANIMAL FEED WHEY</b>				
									Central	0.2450	0.3400			
									Change	N.C.	0.0250			

DAIRY MARKET NEWS AT A GLANCE

-CONTINUED FROM PAGE 1-

**ORGANIC DAIRY MARKET NEWS (DMN):** Total organic whole milk products sales for July 2018, 85 million pounds, climbed 7.2 percent compared with July last year. Total organic milk products sales for July 2018, 208 million pounds, were up 0.2 percent over the previous year and the highest logged for July over the last 5 years. The average advertised price of half gallon organic milk, \$3.61, is down 44 cents from the previous report and 9 cents from one year ago. The difference between the average weighted price for organic half gallon milk and conventional half gallon milk resulted in an organic price premium of \$1.75.

**NATIONAL RETAIL REPORT (DMN):** The total number of conventional dairy ads increased 11 percent from last week, while organic dairy ads increased by 8 percent. Conventional cheese ad numbers increased 9 percent, but organic cheese ad numbers were unchanged. Ads for conventional 1# packages of shred cheese had the largest percentage increase for any dairy item, 236 percent. Total conventional yogurt ads increased by 20 percent and organic yogurt ads increased by 28 percent.

**AUGUST MILK PRODUCTION (NASS):** Milk production in the 23 major States during August totaled 17.2 billion pounds, up 1.4 percent from August 2017. July revised production, at 17.3 billion pounds, was up 0.5 percent from July 2017. The July revision represented an increase of 16 million pounds or 0.1 percent from last month's preliminary production estimate. Production per cow in the 23 major States averaged 1,974 pounds for August, 28 pounds above August 2017. This is the highest production per cow for the month of August since the 23 State series began in 2003. The number of milk cows on farms in the 23 major States was 8.74 million head, 3,000 head less than August 2017, but 4,000 head more than July 2018.

**OCTOBER FEDERAL MILK ORDER ADVANCED PRICES (FMMO):** Under the Federal milk order pricing system, the base Class I price for October 2018 is \$16.33 per cwt. This price is derived from the advanced Class III skim milk pricing factor of \$7.71 and the advanced butterfat pricing factor of \$2.5393. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price. The advanced Class IV skim milk pricing factor is \$6.11. Thus, the Class II skim milk price for October 2018 is \$6.81 per cwt, and the Class II nonfat solids price is \$0.7567. The two-week product price averages for October 2018 are: butter \$2.2684, nonfat dry milk \$0.8536, cheese \$1.6753 and dry whey \$0.4075.

COMMODITY	MONDAY SEP 17	TUESDAY SEP 18	WEDNESDAY SEP 19	THURSDAY SEP 20	FRIDAY SEP 21	:: WEEKLY CHANGE	:: WEEKLY AVERAGE
CHEESE BARRELS	\$1.4200 (N.C.)	\$1.4075 (-0.0125)	\$1.3900 (-0.0175)	\$1.3900 (N.C.)	\$1.3600 (-0.0300)	:: (-0.0600)	:: \$1.3935 (-0.0765)
40 POUND BLOCKS	\$1.6050 (N.C.)	\$1.6150 (+0.0100)	\$1.6150 (N.C.)	\$1.6150 (N.C.)	\$1.6350 (+0.0200)	:: (+0.0300)	:: \$1.6170 (-0.0130)
NONFAT DRY MILK GRADE A	\$0.8700 (-0.0050)	\$0.8675 (-0.0025)	\$0.8825 (+0.0150)	\$0.8725 (-0.0100)	\$0.8725 (N.C.)	:: (-0.0025)	:: \$0.8730 (-0.0120)
BUTTER GRADE AA	\$2.2600 (+0.0250)	\$2.2750 (+0.0150)	\$2.3050 (+0.0300)	\$2.3050 (N.C.)	\$2.2350 (-0.0700)	:: (N.C.)	:: \$2.2760 (+0.0460)
DRY WHEY EXTRA GRADE	\$0.5225 (N.C.)	\$0.5250 (+0.0025)	\$0.5250 (N.C.)	\$0.5250 (N.C.)	\$0.5150 (-0.0100)	:: (-0.0075)	:: \$0.5225 (+0.0020)

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

NOTICE: As of July 30, 2018, Dairy Market News no longer publishes CME Group sale, bid, or offer trading activity. 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

A strong butter market persists as Eastern butter manufacturers gear up for Q4 demand. With that in mind, the response of milk producers to the strong butterfat price has been to maximize milk butterfat levels through feed quality. According to Northeast FMMO #1, the butterfat price for August 2018 averaged \$1.00 per pound more for the period of 2014 through 2018 compared to the period of 2000 through 2013. Expect new production to increase seasonally, but for now, a few butter manufacturers are maintaining their stock levels by undertaking both micro-fixing and new production to meet their needs. Scheduled plant maintenance activities and the pull from Class II cream needs prompt slightly lower butter output at some plants this week. Industry contacts see retail sales as on pace with the previous year, apart from some recent drawbacks. This week, the bulk butter price for wholesale domestic sales held steady at 5-8 cents over the CME Group, with various time frames and averages used.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0500 - +0.0800

Secondary Sourced Information:

At the CME, Tuesday, Grade AA bulk butter finished trading at \$2.2750, up \$0.0500 cents from last Tuesday.

#### CENTRAL

Cream availability has lightened up for butter makers in the Central region this week. Due to adverse milking weather and cream being pulled toward increased cream cheese production, butter plant managers suggest cream offers dwindled relative to the past two weeks. Butter sales reports continue

to be mostly bullish. A number of intake facilities, including butter plants, are or have been closed in the Central region due to flooding or scheduled maintenance. Butter market tones are bullish this week, as CME prices reached over the \$2.30 mark on Wednesday.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0700

#### WEST

Western butter production continues at a steady pace. Butter makers say they have adequate amounts of cream, and no surprises for cream availability are expected. Bulk butter demand has softened. Account buyers appear to have most of their bulk needs filled for the remainder of the year. Many buyers have adverted to their 2019 bulk butter needs or to print butter needs for the upcoming holiday baking season. Retail demand is starting to build, and some manufacturers say retail butter forecasts look strong for the fourth quarter. Inventories are slowly declining as demand surpasses production.

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 - +0.0650

Secondary Sourced Information:

The Grade AA butter price at the CME Group on Wednesday closed at \$2.3050, compared to the weekly average price of \$2.2300 from last week.

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### NATIONAL DAIRY PRODUCTS SALES REPORT

U.S. AVERAGES AND TOTAL POUNDS

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
September 15, 2018	2,2409 2,279,868	1,6869 11,879,930	1,6375 13,022,031	0,4185 5,500,547	0,8622 18,674,893

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

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**National Retail Report Dairy – Butter Summary**

Advertised Prices at Major Retail Supermarket Outlets ending during the period of 9/14/2018 to 9/20/2018

Butter 1#	<u>Weighted Average Price</u>		
	This Period	Last Week	Last Year
National			
Organic	\$5.29	\$5.30	\$4.52
Conventional	\$3.41	\$3.44	\$3.84

Regional (Conventional)	Wtd. Ave.	<u>Prices This Period</u>	
		Low	High
ALASKA	\$3.79	\$3.79	\$3.79
HAWAII	\$3.32	\$2.99	\$3.69
<u>MIDWEST</u>	\$3.12	\$2.99	\$3.33
NORTHEAST	\$2.93	\$1.25	\$4.79
NORTHWEST	\$2.99	\$2.99	\$2.99
SOUTH CENTRAL	\$3.18	\$2.99	\$3.29
SOUTHEAST	\$3.63	\$2.99	\$3.99
SOUTHWEST	\$2.99	\$2.99	\$2.99

**CHEESE MARKETS**

**NORTHEAST**

Northeast milk production is slightly level on the farms this week. Intermittent hot and humid weather conditions continue to take a toll on cow comfort. Milk volumes clearing into cheese vats are steady to lower, as other Class needs are being met at this time. Mozzarella and provolone cheese production is fairly active. Regular orders have improved with the opening of educational institutions. Fresh cheese supplies are somewhat limited as the demand is keeping inventories stable. There are reports of some operations having adequate supplies of cheese that were made earlier in the year. Trading activity for 40-pound block cheddar cheese is steady to lower. However, barrel cheddar cheese spot trading is steady. Spot prices have decreased and some manufacturers are offering barrels on the spot market. The wholesale prices for cheddar and Muenster declined \$0.0500. Also, the process cheese price shifted down \$0.1150. The Grade A Swiss price is steady this week.

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

Cheddar 40 pound Block	2.0825-2.3675
Muenster	2.0675-2.4175
Process American 5 pound Sliced	1.6075-2.0875
Swiss 10-14 pound Cuts	3.1375-3.4600

**MIDWEST**

Cheese sales have slipped for some cheese producers in the Midwest. The drop-off did not come as a surprise to contacts who have seen barrel market prices slide more than \$.20 below block prices. Even with the uncertainty of recent cheese market tones, Midwestern cheese contacts expect a propitious return to positivity near term. They suggest increased sales, new/growing customer bases and more balanced cheese supplies are all favorable for a return to form and in creating less apprehensive buyers. Milk availability is still lower for cheesemakers depending on locality. The reported price range did not change: flat Class to \$2 over Class. Production is steadily active; a number of plant managers report running a four or five day work-week. Midwestern wholesale prices are unchanged for Swiss Cuts, down \$.1150 for process and down \$.0500 for other types.

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

Blue 5 pounds	2.2575-3.2450
Brick 5 pounds	1.9900-2.4150
Cheddar 40 pound Block	1.7175-2.1125
Monterey Jack 10 pounds	1.9650-2.1700
Mozzarella 5-6 pounds	1.7900-2.7300
Muenster 5 pounds	1.9900-2.4150
Process American 5 pound Loaf	1.5625-1.9225
Swiss 6-9 pound Cuts	2.6525-2.7700

**WEST**

In the West, cheese production is steady to higher than expected due to readily available milk loads at some localities. Some cheese manufacturing facilities are working at full capacity to process all the milk available to them. Cheese inventories, although abundant, are not burdensome. Domestic cheese orders are solid. While some processors say that the current sales fit their expectations for this time of the year, others state that they exceed their expectations. Pizza makers are taking on more cheese since the reopening of schools. International cheese demand is generally good. In recent days, cheese prices have been declining. As the result, some market participants have put off their purchase plans and are reevaluating market conditions. In the West, wholesale prices were down \$.1150 for process and down \$.0500 for cheddar block, cuts and Monterey Jack. Swiss cut wholesale prices are steady compared to last week.

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

Cheddar 10 pound Cuts	1.9300-2.1500
Cheddar 40 pound Block	1.7500-2.1925
Monterey Jack 10 pounds	1.9400-2.1000
Process American 5 pound Loaf	1.5500-1.8075
Swiss 6-9 pound Cuts	2.7350-3.1650

Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance on contracts to sell 1.462 million pounds (663 metric tons) of cheese. So far this year, the program has assisted member cooperatives who have contracts to sell 51.101 million pounds of American-type cheeses in export markets. When combined with butter and whole milk powder, the program has assisted members with sales of 1.162 billion pounds of milk on a milkfat basis.

**FOREIGN TYPE**

In Germany, milk components remain unusually low and continue to have an impact on total cheese output. Cheese offers are enough to fulfill most end users/buyers' demand. Nevertheless, inventories are at lower levels and are characterized by a young age structure. Cheese sales to Southern Europe have been trending lower after the end of the principal holiday season. Domestic intakes of sliced cheese are good. The competition for international cheese market shares is still intense. Discussions for October contract sales are currently underway. In general, prices are expected to increase. In the United States, wholesale blue, gorgonzola, parmesan, and Romano prices decreased \$0.0500 while all other prices stayed the same compared to a week ago.

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

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	: 2.6400-5.2300	: 2.1350-3.6225*
Gorgonzola	: 3.6900-5.7400	: 2.6425-3.3600*
Parmesan	: -0-	: 3.5250-5.6150*
Romano	: -0-	: 3.3250-5.4750*
Sardo Romano (Argentina)	: 2.8500-4.7800	: -0-
Reggianito (Argentina)	: 3.2900-4.7800	: -0-
Jarlsberg	: 2.9500-6.4500	: -0-
Swiss	: -0-	: 3.1750-3.4975
Swiss (Finland)	: 2.6700-2.9300	: -0-

\* = Price change.

## CHEESE MARKETS

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## National Retail Report Dairy – Cheese Summary

Advertised Prices at Major Retail Supermarket Outlets ending during the period of 9/14/2018 to 9/20/2018

Cheese 8 oz. Blocks National	<u>Weighted Average Price</u>		
	This Period	Last Week	Last Year
Organic	\$5.99	\$5.99	n.a.
Conventional	\$2.28	\$2.20	\$2.09

Regional (Conventional)	<u>Wtd. Ave.</u>	<u>Low</u>	<u>High</u>
ALASKA	\$2.50	\$2.50	\$2.50
HAWAII	\$2.98	\$2.25	\$3.50
MIDWEST	\$2.14	\$1.67	\$3.00
NORTHEAST	\$2.27	\$1.49	\$3.29
NORTHWEST	\$2.00	\$1.67	\$2.50
SOUTH CENTRAL	\$2.46	\$1.49	\$3.49
SOUTHEAST	\$2.35	\$1.77	\$2.50
SOUTHWEST	\$2.23	\$1.67	\$3.00

Cheese 8 oz. Shred National	<u>Weighted Average Price</u>		
	This Period	Last Week	Last Year
Organic	\$2.99	n.a.	\$3.61
Conventional	\$2.30	\$2.38	\$2.17

Regional (Conventional)	<u>Wtd. Ave.</u>	<u>Low</u>	<u>High</u>
ALASKA	\$2.50	\$2.50	\$2.50
HAWAII	\$2.98	\$2.25	\$3.50
MIDWEST	\$1.87	\$1.50	\$2.00
NORTHEAST	\$2.48	\$1.49	\$3.99
NORTHWEST	\$2.00	\$1.67	\$2.50
SOUTH CENTRAL	\$2.54	\$1.49	\$3.99
SOUTHEAST	\$2.34	\$1.67	\$2.50
SOUTHWEST	\$2.17	\$1.67	\$3.00

FLUID MILK AND CREAM

EAST

**Northeast** milk production is lower, but some milk output is leveling off on the farms this week. Intermittent hot and humid weather conditions continue to take a toll on cow comfort. Market participants report milk clearing into Class I is level to higher. There are reports of active Class II production schedules as some manufacturers are getting ahead of the baking season. Class III milk needs are stable to a bit lower this week. **Mid-Atlantic** milk output off the farms is lower. Manufacturers' production schedules vary throughout the area as some operations are not receiving enough milk for production needs. **Southeast** milk production is fairly level this week. Hurricane Florence has impacted parts of the Southeast with heavy flooding. There have been reports of power outages and road closures due to the storm. Some operations are closed at this time. Market participants report in other parts of the Southeast, where the hurricane didn't hit as hard, operations are running fairly smoothly and haulers are having little or no issues with transporting milk. **Florida's** milk production has leveled off. Class I sales are steady to a bit lower as bottlers' needs are getting met. **Cream** multiples range 1.27-1.37 as the demand for cream is steady, yet there are multiple reports of very tight cream availability this week. Milk production is fairly level, yet there have been little to no signs of milk rebounding off the farms. Class I sales are still strong and Hurricane Florence has negatively impacted transportation and manufacturers' production schedules. Interest for cream is stable and some manufacturers are purchasing on the spot market to fill their contracts' immediate needs. A few Eastern operations' cream needs are very high and have sourced in other regions to buy cream. **Condensed skim** availability is tight this week as milk volumes are lower. Sale activity is active and market participants report condensed skim spot loads have been hard to come by this week. There are no changes in class prices this week.

Northeastern U.S., F.O.B. Condensed Skim  
 Price Range - Class II; \$/LB Solids: 0.85 - 0.91  
 Price Range - Class III; \$/LB Solids: 0.70 - 0.87

Northeastern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.2700 - 1.3700  
 Price Range - Class II; \$/LB Butterfat: 2.8321 - 3.0551

MIDWEST

Fluid milk is geographically variant in the Central region. In most areas, milk volumes remain lower. Bottling remains steady to stronger with schools back in session. Most Class III spot milk loads reported ranged from \$.50 to \$2.00 over, although some cheesemakers took on loads at Class. Cheesemakers also reported that spot milk offers were lighter this week. **Cream** has tightened up for Central region processors. Contacts report that cream cheese production in both the Midwest and Eastern regions is taking off ahead of the fall season. Additionally, ice cream manufacturing remains in the mix. Cream prices into churns and Class II/III production are up on the bottom. In parts of Wisconsin and Minnesota, recent dry weather has given farmers the opportunity for chopping corn silage. In the South Central area, a number of winter wheat farmers are gearing up or have begun planting.

Midwestern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.2400 - 1.3300  
 Price Range - Class II; \$/LB Butterfat: 2.8098 - 2.9659  
 Multiples Range - Class II: 1.2600 - 1.3300

Secondary Sourced Information:

The NASS *Milk Production* report noted August 2018 milk production in the 23 selected states was 17.245 billion pounds, 1.4 percent above a year ago. Milk cows in the 23 selected states totaled 8.7 million head, 3,000 head less than a year ago. The following table shows Central states included in the report and the monthly milk production changes compared to a year ago:

August 2018 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Illinois	153	- 1.9
Indiana	348	- 0.6
Iowa	442	+ 0.5
Kansas	317	+ 8.6
Michigan	948	- 0.6
Minnesota	850	+ 1.4
Ohio	464	- 1.9
South Dakota	232	+ 2.7
Texas	1,099	+ 9.5
Wisconsin	2,624	+ 1.4

WEST

**California** milk production is just enough to meet the needs of buyers. Some reports suggest that milk premiums have increased recently. According to some market players, Class 4a demand is not as good as sellers expected. Class 1 sales haven't changed much from a week ago. Limited hauling capacities continue to affect the handling of milk volumes in California. Overall, the fluid milk market in California is steady. Milk supplies in **Arizona** are manageable even though handlers have to look for alternative ways to redistribute fluid milk loads. Repair and maintenance schedules have disrupted normal activities at some manufacturing plants and caused a decline in daily milk intakes. Milk production is generally steady to growing as the summer is near ending and temperatures have begun to cool off little by little. Milk intakes from bottlers stayed the same compared to last week. As cream becomes more available in Arizona, some processors are selling more of it instead of making butter. In **New Mexico**, farm milk production is flat to increasing following normal seasonal output rates. Bottled milk sales inched up this week. Class II orders are declining as the ice cream production peak season is past. Class I demand is higher. More loads of milk are moving from New Mexico to the Southeast region to fulfill short term needs. However, hauling capacity is limiting the volumes of milk that are being transported to that region. **Pacific Northwest** milk production is following typical seasonal patterns. Pleasant temperatures are promoting cow comfort and components are improving. Intakes are in good balance with processing. The occasional hiccup at manufacturing facilities or scheduled down times make a few discounted loads of milk available that are quickly consumed by area processors. Most manufacturers are running near capacity. Bottling demand is steady. Strong milk production in the mountain states of **Idaho, Utah** and **Colorado** is continuing. Warm days and cool nights are helping cows recharge fully. Industry contacts say forages are in good supply. The milk supply is sufficient for almost all current needs. Intakes are in good balance with processing requirements and only a few loads need to travel to find a home. Western **condensed skim** is accessible to all market participants. Supplies are steady. The western **cream** market is weakening as cream sale volumes remain steady to decreasing. Butter churns are actively running cream although some of the cream is going into holiday foods manufacturing. Cream multiples for all usages are 1.10-1.27.

FLUID MILK AND CREAM

-CONTINUED FROM PAGE 4-

Western U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.1000 - 1.2700

Secondary Sourced Information:

The NASS *Milk Production* report noted August 2018 milk production in the 23 selected states was 17.2 billion pounds, 1.4 percent above a year ago. Milk cows in the 23 selected states totaled 8.74 million head, 3,000 head less than a year ago. The following table shows western states included in the report and the monthly milk production changes compared to a year ago:

August 2018 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Arizona	388	+ 0.5
California	3303	+ 1.2
Colorado	393	+ 8.6
Idaho	1311	+ 0.9
New Mexico	687	+ 0.4
Oregon	213	-
Utah	200	+ 2.6
Washington	575	+ 2.0

National Retail Report Dairy – Fluid Milk Summary  
 Advertised Prices at Major Retail Supermarket Outlets ending during  
 the period of 9/14/2018 to 9/20/2018

Half Gallon, All Fat Tests	Weighted Average Price			
	National	This Period	Last Week	Last Year
Organic		\$4.05	\$4.23	\$3.82
Conventional		\$2.10	\$2.16	\$2.50

Regional (Conventional)	Wtd. Ave.	Low	High
ALASKA	n.a.	n.a.	n.a.
HAWAII	\$2.99	\$2.99	\$2.99
MIDWEST	n.a.	n.a.	n.a.
NORTHEAST	\$2.49	\$2.49	\$2.49
NORTHWEST	n.a.	n.a.	n.a.
SOUTH CENTRAL	\$1.89	\$1.89	\$1.89
SOUTHEAST	\$2.50	\$2.50	\$2.50
SOUTHWEST	\$1.84	\$1.69	\$1.99

Regional (Organic)	Wtd. Ave.	Low	High
ALASKA	\$3.29	\$3.29	\$3.29
HAWAII	\$5.49	\$5.49	\$5.49
MIDWEST	n.a.	n.a.	n.a.
NORTHEAST	\$4.27	\$3.49	\$5.69
NORTHWEST	\$3.04	\$2.50	\$3.99
SOUTH CENTRAL	\$4.00	\$2.99	\$4.99
SOUTHEAST	\$4.12	\$3.88	\$4.49
SOUTHWEST	\$3.99	\$3.99	\$3.99

Gallon, All Fat Tests	Weighted Average Price			
	National	This Period	Last Week	Last Year
Organic		\$5.27	\$5.87	\$5.99
Conventional		\$3.46	\$2.36	\$2.45

Regional (Conventional)	Wtd. Ave.	Low	High
ALASKA	\$3.79	\$3.79	\$3.79
HAWAII	n.a.	n.a.	n.a.
MIDWEST	\$1.99	\$1.99	\$1.99
NORTHEAST	\$1.99	\$1.99	\$1.99
NORTHWEST	\$2.50	\$2.50	\$2.50
SOUTH CENTRAL	\$2.50	\$2.50	\$2.50
SOUTHEAST	\$3.99	\$3.98	\$3.99
SOUTHWEST	n.a.	n.a.	n.a.

Regional (Organic)	Wtd. Ave.	Low	High
ALASKA	n.a.	n.a.	n.a.
HAWAII	n.a.	n.a.	n.a.
MIDWEST	n.a.	n.a.	n.a.
NORTHEAST	\$7.99	\$7.99	\$7.99
NORTHWEST	n.a.	n.a.	n.a.
SOUTH CENTRAL	\$4.97	\$4.97	\$4.97
SOUTHEAST	\$4.99	\$4.99	\$4.99
SOUTHWEST	n.a.	n.a.	n.a.



## NONFAT DRY MILK, BUTTERMILK &amp; WHOLE MILK

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

## NONFAT DRY MILK - CENTRAL AND EAST

**CENTRAL:** Spot trading activity was quiet this week on the low/medium heat nonfat dry milk (NDM) market. Resale and off-grade markets saw increased activity while reported f.o.b. sales slowed. Mexican demand continues to outpace domestic interest. Some producers have suggested they are tight and/or even behind on orders. Additionally, condensed skim has tightened in the Central and Eastern regions, so if demand from south of the U.S./Mexican border continues, there is the possibility of continued firmness on the nonfat dry milk market. High heat NDM remains fairly slow to pick up pace, as prices remain unchanged. The NDM market tone is quiet. Analysts suggest as some index prices lagged, futures and spot prices did the opposite. Currently, they believe the markets are finding themselves in the middle of a convergence.

**EAST:** Low/medium heat nonfat dry milk NDM trading activity is steady to lower, as some buyers are uncertain about prices and are waiting to see where market conditions lead. Sales that did occur are within the price range, overall keeping the range and mostly price series unchanged this week. Low/medium NDM drying time is currently lower as Class I demand is still clearing more milk volumes to school pipelines. In addition, some manufacturers are not receiving enough milk for their production needs. Inventories are stable for contracted needs and some manufacturers are able to offer on the spot market as well. The demand is fair, yet some market participants are hesitant to purchase on the spot market. High heat NDM prices are steady, as market participants' spot load purchases are within the price range this week. A few resellers sold a couple spot loads from their inventories at prices higher than the range. In general, trading activity is light. There are reports of some manufacturers able to offer a few spot loads. Production schedules are steady to increasing, as some operations are taking the time to dry high heat. The market undertone is currently steady.

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: .8500 - .9400  
Mostly Range - Low & Medium Heat; \$/LB: .8800 - .9100

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: 1.0000 - 1.0500

## NONFAT DRY MILK - WEST

Free on board spot prices for western low/medium heat nonfat dry milk (NDM) are lower this week on the pricing range. Similarly, NDM futures values for the rest of Q3 and Q4 also decreased. Nevertheless, at this point, regional spot cash values for most NDM transactions are steady from last week, reflected on the mostly price series. Having said this, for some contacts, the NDM market is transitioning from being firm to being somehow unsettled, mainly because NDM supply is surpassing its demand. Some buyers/ end users are taking a wait and see approach, anticipating lower prices for Q4. Meanwhile, NDM/SMP requests from Mexico remain strong as this country has a low farm milk production at this moment. Back to western U.S., large volumes of condensed skim milk continue clearing into dryers. Therefore, NDM inventories are slightly higher from the previous week. High heat NDM prices are steady to lower on very light trading. Production is sporadic, mainly driven by contractual needs from buyers. Currently, demand is fair while supplies are becoming more available in the spot market.

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: .8200 - .9450  
Mostly Range - Low & Medium Heat; \$/LB: .8500 - .9000

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: 1.0000 - 1.0800

## CALIFORNIA MANUFACTURING PLANTS - NONFAT DRY MILK

WEEK ENDING	PRICE	TOTAL SALES
September 14, 2018	\$0.8293	10,200,033
September 7, 2018	\$0.8037	13,120,805

Prices are weighted averages for Extra Grade and Grade A Nonfat Dry Milk, f.o.b. California manufacturing plants. Prices for both periods were influenced by effects of long-term contract sales. Compiled by Dairy Marketing Branch, California Department of Food and Agriculture.

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Dry buttermilk prices did not change on a slow trading week. September has been a slow month for dry buttermilk market activity. That said, more offers are coming into Central end users from the West. Offers, they report, are at or even below the current low point of the Central/East price range. That said, some Central region producers report that drying is beginning to pick up as the summer wanes. Undoubtedly, any current inventories are devoted to contractual buyers. The dry buttermilk market tone is uncertain. As more trades materialize, respondents question the market trajectory. Particularly, as dry buttermilk production and interregional competition increases.

**EAST:** Prices for dry buttermilk are steady on the range this week. Trading activity was light, yet some end users purchased loads priced within the range. Drying schedules are short, but some operations are drying buttermilk for contracted needs. Manufacturers' supplies are light and some are not offering loads on the spot market. There are reports of some traders having enough dry buttermilk in inventory, and they do not need to search on the spot market at this time. The demand from pancake/prepared mixes is fair, but ice cream production is slowing down. However, there are reports of dry buttermilk interest increasing once baking season is here. The market undertone is steady.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: .8500 - .9200

## DRY BUTTERMILK - WEST

Western f.o.b. cash prices for dry buttermilk are steady to slightly lower on the range, but unchanged on the mostly price series. In general, the regional market undertone is still balanced as currently, supply and demand are even. With stable butter production, western condensed buttermilk volumes continue steadily moving into dryers, in constant rotation with condensed skim milk. Dry buttermilk inventories are in good balance in order to meet most spot and contractual needs. Demand from dry mix manufacturers and bakers are fair/good and expected to inch up soon as the fall/winter season approaches.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: .8000 - .8700  
Mostly Range - ; \$/LB: .8200 - .8500

-CONTINUED ON PAGE 5A-

## NONFAT DRY MILK, BUTTERMILK &amp; WHOLE MILK

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

**-CONTINUED FROM PAGE 5-**

**DRY WHOLEMILK – NATIONAL**

The national dry whole milk f.o.b. spot prices are unchanged from last week and are still in line with international WMP cash values. The current market situation is stable with very light trading on the spot market. Nevertheless, some manufacturers anticipate an uptick in spot sales during the next few weeks ahead of the upcoming baking season. The production of dry whole milk is irregular, mainly dictated by contractual requirements. Dry whole milk inventories vary throughout every region of the country.

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

Price Range - 26% Butterfat; \$/LB: 1.4500 - 1.5500

**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 in the Central region were steady to higher on an active trading week. Some of the lower spot prices are loads destined for Asia, but generally there was more trading both for export and domestically this week. Whey drying has become more producer-friendly with cooler and dryer weather. That said, milk is not as accessible to cheese and whey producers, many of whom are on lighter production schedules recently. Balanced to tight are what many contacts report regarding dry whey inventories. Animal feed whey prices shifted up on the top end of the range. That market has been capricious this summer, as drying difficulties creating what some contacts feel is a third market – somewhere between extra grade and animal feed grade, with finished material closer to extra grade quality. Whey markets are uncertain. Contacts who work with Chinese buyers report they have a growing number of concerns. Foremost are the tariffs, but African Swine Flu is also garnering attention.

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: .2450 - .3400

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: .3600 - .5400  
 Mostly Range - Non-Hygroscopic; \$/LB: .4125 - .4500

**DRY WHEY– NORTHEAST**

Prices for dry whey in the East region increased on the bottom of the range. Market participants are regularly purchasing off contracts, the spot market and various pricing indices. Dry whey prices have increased as buyers' demands are stable and manufacturers' supplies are balanced to tight. Dryers are fairly active, but with lower milk volumes clearing into Class III, dry whey inventories are lower. Some operations are able to supply weekly contracts. However, a few manufacturers are very short on stocks and do not have an adequate amount to sell to their contracts. The Eastern market tone is firm.

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: .3975 - .4650

**DRY WHEY—WEST**

In the West, dry whey prices moved slightly higher at the bottom of the range but remained steady on the mostly price series. The market undertone is still strong despite concerns about global trade agreements and their potential repercussions on the whey market. Overall, dry whey production is unchanged from a week ago, but several manufacturers vary their production schedules between higher protein concentrates and dry whey as the need arises. According to a number of market participants, dry whey stocks are tight; however, some others say that inventories are becoming more available. Sales are generally solid. Nonetheless, export sales seem to have somewhat declined.

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: .3900 - .5100  
 Mostly Range - Non-Hygroscopic; \$/LB: .4000 - .4700

Secondary Sourced Information:

The Extra Grade Dry Whey price at the CME Group on Wednesday closed at \$.5250, compared to the weekly average price of \$.5205 from last week.

**WHEY PROTEIN CONCENTRATE**

Whey protein concentrate 34% prices moved higher at the bottom of both the range and mostly price series while holding steady at the top of each series. In general, industry contacts note a little more support for WPC 34% prices right now. Some feel the improvement in WPC 80% markets may also be providing a lenitive lift for WPC 34% prices. Spot activity increased this week as end users are eager to assure coverage through the end of the year and into 2019. Buyers looking for specific brands of WPC 34% are often unable to find adequate substitutes and eventually return to make their purchases. Inventories of these brands of WPC 34% remain comfortable to tight. Greater amounts exist for WPC 34% that is more readily interchangeable with other protein sources. While production is relatively stable, a few manufacturers suggest they are making a little more WPC 34% currently.

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 - .9975  
 Mostly Range - 34% Protein; \$/LB: .8000 - .8950

**LACTOSE**

Lactose prices are once again unchanged. Manufacturers say they have gotten much of their Q4 contracting in place. In many cases, the Q4 prices are a few cents above the prices for Q3. Lactose production is steady. Processors are seeing strong demand and lactose is moving well through current contracts. However, there are renewed concerns about potential trade issues with China. Furthermore, some contacts note more competition from other carbohydrates within the milieu of the food sweetener industry. Because of the tight supply of lactose, some contacts say they are hearing of more substitutes used in place of the dairy sweetener.

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: .2400 - .4250  
 Mostly Range - Non Pharmaceutical; \$/LB: .3000 - .3700

Secondary Sourced Information:

At the GDT Event 220 on September 18, the lactose price for the November contract period was \$0.4128 per pound, down 0.3 percent.

**CASEIN**

Both rennet and acid casein prices firmed. Casein customers and traders have commented on the impact of lower casein volumes being available from Europe, a major source. The recent weaker milk production in northern Europe has had lingering effects on casein production and availability. Although more recent milk

**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.

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**-CONTINUED FROM PAGE 6A-**

production has improved, the previous bad weather impacts linger. New Zealand, the other primary global source, continued to have low inventories. Seasonal production has not yet sufficiently replenished casein stocks to temper higher pricing.

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:	3.0400-3.1400
Rennet; Price Range - \$/LB:	2.4200-2.5500

**Secondary Sourced Information:**

The outcome of GDT event 220 on September 18 was an October contract rennet casein price of \$2.5429, a 1.7 percent increase.

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

WEEK ENDING	2018 WEEKLY DAIRY COWS	2018 CUMULATIVE DAIRY COWS	2017 WEEKLY DAIRY COWS	2017 CUMULATIVE DAIRY COWS
09/01/2018	62.9	2,093.8	59.1	2,002.5

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

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

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2013	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
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

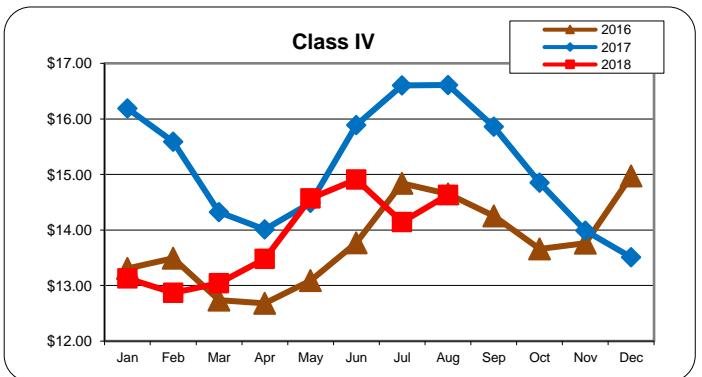
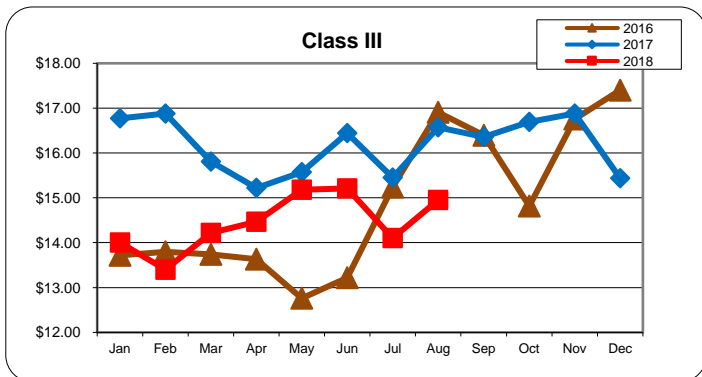
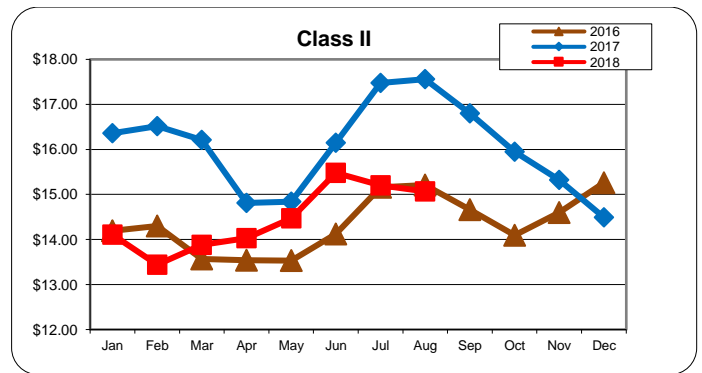
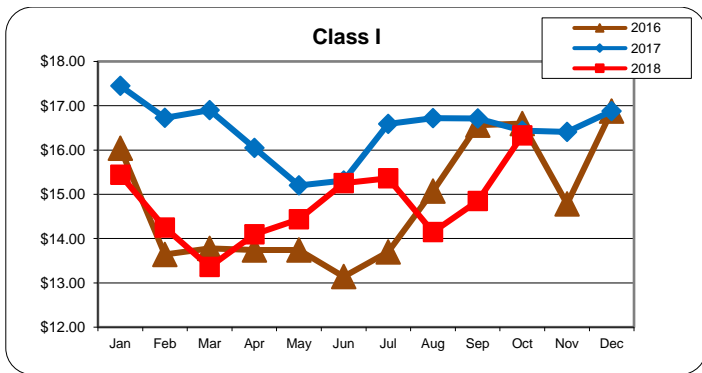
**CLASS IV MILK PRICES (3.5% Butterfat)**

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2013	17.63	17.75	17.75	18.10	18.89	18.88	18.90	19.07	19.43	20.17	20.52	21.54
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

**FEDERAL MILK ORDER CLASS PRICES FOR 2018 (3.5% Butterfat)**

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I 1/	15.44	14.25	13.36	14.10	14.44	15.25	15.36	14.15	14.85	16.33		
II	14.11	13.44	13.88	14.03	14.47	15.48	15.20	15.07				
III	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95				
IV	13.13	12.87	13.04	13.48	14.57	14.91	14.14	14.63				

1/ Specific order differentials to be added to this base price can be found by going to: [www.ams.usda.gov/DairyMarketingStatistics](http://www.ams.usda.gov/DairyMarketingStatistics); then select "Prices"; and then select "Principal Pricing Points."



**ORGANIC DAIRY MARKET NEWS**  
Information gathered September 10 - 21, 2018

**ORGANIC DAIRY FLUID OVERVIEW**

**Organic Milk Product Sales.** Total organic whole milk products sales for July 2018, 85 million pounds, climbed 7.2 percent compared with July last year. Total organic milk products sales for July 2018, 208 million pounds, were up 0.2 percent over the previous year and the highest logged for July over the last 5 years.

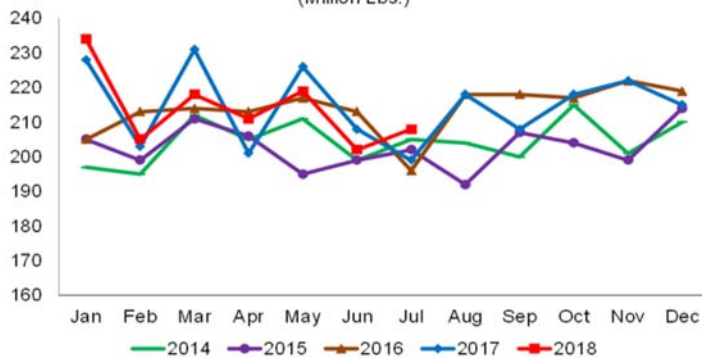
**ESTIMATED TOTAL U.S. SALES OF FLUID MILK PRODUCTS,**

**July 2018, WITH COMPARISONS<sup>1/</sup>**

Product Name	Sales		Change <sup>2/</sup>	
	July (Mil.)	Y-T-D (Lbs.)	Prev Yr. (Percent)	Y-T-D (Percent)
<b>ORGANIC PRODUCTION PRACTICE</b>				
Whole Milk	85	607	7.2	5.2
Reduced Fat Milk (2%)	66	478	8.3	4.1
Low Fat Milk (1%)	31	222	12.1	-3.4
Fat-Free Milk (Skim)	18	136	-10.8	-15.4
Flavored Fat-Reduced Milk	7	57	-32.9	-17.9
Other Fluid Milk Products	0	0	-83.8	-70.4
Total Fat-Reduced Milk <sup>3/</sup>	123	892	2.5	-2.8
<b>Total Organic Milk Products</b>	<b>208</b>	<b>1,500</b>	<b>4.3</b>	<b>0.2</b>

<sup>1</sup>These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas and California, 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 and California data. <sup>2</sup>Percent changes, as well as sales volumes, unless otherwise noted, are shown on an unadjusted basis. <sup>3</sup>Organic fat-reduced milk categories are total of reduced fat, low-fat, skim, and flavored fat reduced milk composition.

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



Graph: Dairy Market News, Data Source: Federal Milk Market Orders

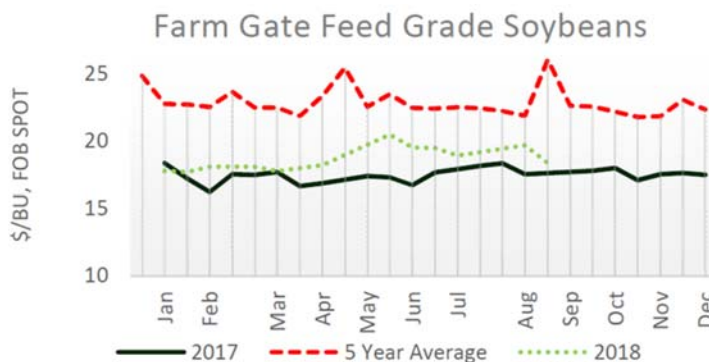
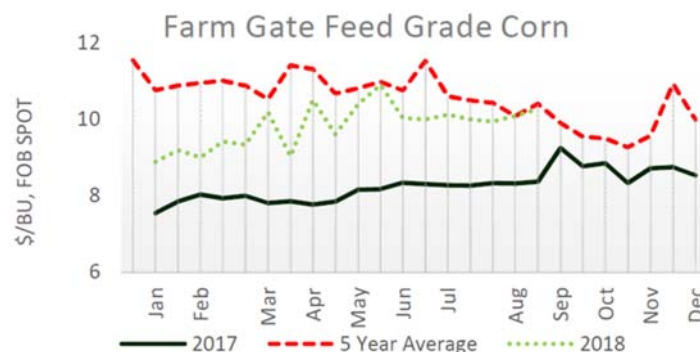
**Northeast Organic Milk Sales and Sourcing.** Federal Milk Market Order 1 reports utilization of fluid milk by pool plants. During August 2018, organic whole milk utilization totaled 14.6 million pounds, down from 15.1 million pounds the previous year. The August 2018 butterfat content, 3.27 percent, was down from 3.29 percent the previous year. Organic reduced fat milk utilization for August 2018, 20.1 million pounds, was up slightly from 20.0 million pounds the previous year. The butterfat content was 1.32 percent, up from 1.28 percent in April 2017.

**Support for Organic Dairy Farmers.** State funded grant programs are on the rise as small-scale organic dairy farmers seek means to maintain their farms while vying with larger organic dairy operations, combined with plummeting milk prices. Recently, one such program established an initiative that makes \$5 million available to support milk producers who are seeking to renovate and develop their business. The funding aids researching new technologies, product marketing, and the organic transitioning process for dairy farmers

**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

**Organic Grain and Feed Market Trend.** This week, markets are seeing somewhat moderate demand for feed grade organic corn. F.O.B. farm prices for feed grade organic corn are variable, with the bulk of exchanges occurring between 9.00 and 12.65, based on destination and location of the transaction. Offers for new crop range 25 to 75 cents lower than the current spot market value. Feed grade soybean and wheat demand are moderate on light trade activity. Markets observed limited exchanges for feed grade oats, barley and rye.

Organic Grain					
Commodity	Specifications	Units	Price Range		Average Price
Yellow Corn	Feed Grade #2	\$/bushel	9.00	- 12.65	10.27
	Food Grade #2	\$/bushel	NA	- NA	NA
Yellow Soybeans	Feed Grade #1	\$/bushel	18.00	- 20.90	18.35
	Food Grade #1	\$/bushel	NA	- NA	NA



Source: Graphs by Livestock, Poultry and Grain Market News

Comprehensive livestock and grain market information is available by clicking on the following link: [www.ams.usda.gov/LSMarketNews](http://www.ams.usda.gov/LSMarketNews).

**Organic Pasture Update.** Organic dairy farmers in some areas of the country are enjoying an excellent pasture season. Organic dairy contacts in the Northeast noted that active rainfall has supported exceptional grazing and forage quality. The ability to achieve a high forage diet can be hampered by weather conditions, which leads to insufficient supply and nominal forage quality. However, that has been an exception for the region, this pasture season.

**ORGANIC DAIRY MARKET NEWS**  
Information gathered September 10 - 21, 2018

-CONTINUED FROM PAGE 8-

**ORGANIC DAIRY RETAIL OVERVIEW**

Total organic dairy retail advertisements grew by 8 percent. There were no organic dairy ads in Alaska, or Hawaii. Midwest organic ad numbers soared 478 percent this period. Surveyed retail stores included ads for organic ice cream and organic cream cheese this week.

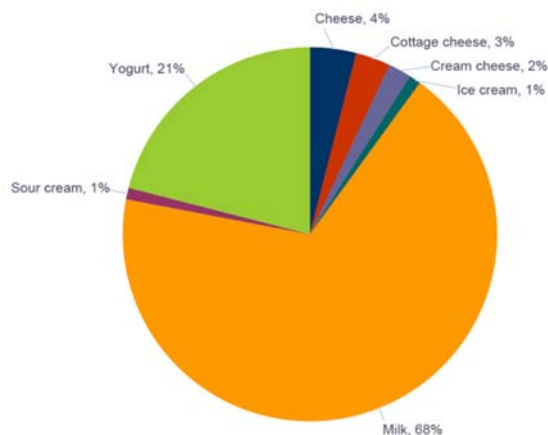
Organic milk ad numbers increased 2 percent. The average advertised price of half gallon organic milk, \$3.61, is down 44 cents from the previous report and 9 cents from one year ago. The difference between the average weighted price for organic half gallon milk and conventional half gallon milk resulted in an organic price premium of \$1.75.

The following pie chart displays percentages of all advertised organic dairy commodities detailed in the survey.

Complete results of the “National Retail Report-Dairy” and “Weekly National Organic Summary” are accessible using the following links:

- 1 <https://www.ams.usda.gov/mnreports/dybretail.pdf>
- 2 <https://www.ams.usda.gov/mnreports/lswnos.pdf>

Percentage of Total Organic Ads by Commodity



Data source: USDA Dairy Market News

Complete results of this bi-weekly survey providing additional graphs, tables, and regional delineation, or can be accessed at: <https://www.ams.usda.gov/mnreports/dybdairyorganic.pdf>

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from September 21-27, 2018. Retail survey ads reflect “advertised specials” and not the range of non-advertised supermarket cooler prices.

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  
(Dollars)**

Commodity	This Week	Last Week	Last Year
<b>Butter</b>	n.a.	5.29	4.51
<b>Milk</b>			
Half Gal.	3.61	4.05	3.70
Gal.	5.43	5.27	5.73
8 oz.	1.08	.93	.82
<b>Ice Cream</b>	4.99	n.a.	5.49
<b>Yogurt</b>			
4-6 oz.	n.a.	n.a.	1.11
32 oz. Greek	3.00	3.00	n.a.
4-6 oz. Yogurt	0.93	1.00	1.19
32 oz. Yogurt	3.50	3.12	3.99

Data source: USDA/AMS/Weekly National Organic Summary

## August Milk Production

Milk production in the 23 major States during August totaled 17.2 billion pounds, up 1.4 percent from August 2017. July revised production, at 17.3 billion pounds, was up 0.5 percent from July 2017. The July revision represented an increase of 16 million pounds or 0.1 percent from last month's preliminary production estimate.

Production per cow in the 23 major States averaged 1,974 pounds for August, 28 pounds above August 2017. This is the highest production per cow for the month of August since the 23 State series began in 2003.

The number of milk cows on farms in the 23 major States was 8.74 million head, 3,000 head less than August 2017, but 4,000 head more than July 2018.

**August 2018 Milk Cows and Milk Production, by States**

State	Milk Cows <sup>1</sup>		Milk per Cow <sup>2</sup>		Milk Production <sup>2</sup>		
	2017	2018	2017	2018	2017	2018	Change from 2017
	<i>(thousands)</i>		<i>(pounds)</i>		<i>(million pounds)</i>		<i>(percent)</i>
AZ	204	206	1,890	1,885	386	388	0.5
CA	1,746	1,734	1,870	1,905	3,265	3,303	1.2
CO	161	175	2,250	2,245	362	393	8.6
FL	124	119	1,555	1,505	193	179	-7.3
ID	603	607	2,155	2,160	1,299	1,311	0.9
IL	93	93	1,675	1,645	156	153	-1.9
IN	187	185	1,870	1,880	350	348	-0.6
IA	219	220	2,010	2,010	440	442	0.5
KS	152	160	1,920	1,980	292	317	8.6
MI	428	423	2,230	2,240	954	948	-0.6
MN	458	452	1,830	1,880	838	850	1.4
NM	331	328	2,065	2,095	684	687	0.4
NY	624	622	2,015	2,055	1,257	1,278	1.7
OH	264	257	1,790	1,805	473	464	-1.9
OR	123	121	1,735	1,760	213	213	--
PA	525	519	1,725	1,700	906	882	-2.6
SD	118	121	1,915	1,915	226	232	2.7
TX	515	535	1,950	2,055	1,004	1,099	9.5
UT	97	100	2,010	2,000	195	200	2.6
VT	129	127	1,775	1,785	229	227	-0.9
VA	87	83	1,610	1,585	140	132	-5.7
WA	275	277	2,050	2,075	564	575	2.0
WI	1,278	1,274	2,025	2,060	2,588	2,624	1.4
23 State Total	8,741	8,738	1,946	1,974	17,014	17,245	1.4

<sup>1</sup> Includes dry cows. Excludes heifers not yet fresh.

<sup>2</sup> Excludes milk sucked by calves.

**Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. *Milk Production*, (September 2018).



## October 2018 Highlights

**Base Class I Price:** Under the Federal milk order pricing system, the base Class I price for October 2018 is \$16.33 per cwt. This price is derived from the advanced Class III skim milk pricing factor of \$7.71 and the advanced butterfat pricing factor of \$2.5393. 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:** The advanced Class IV skim milk pricing factor is \$6.11. Thus, the Class II skim milk price for October 2018 is \$6.81 per cwt, and the Class II nonfat solids price is \$0.7567.

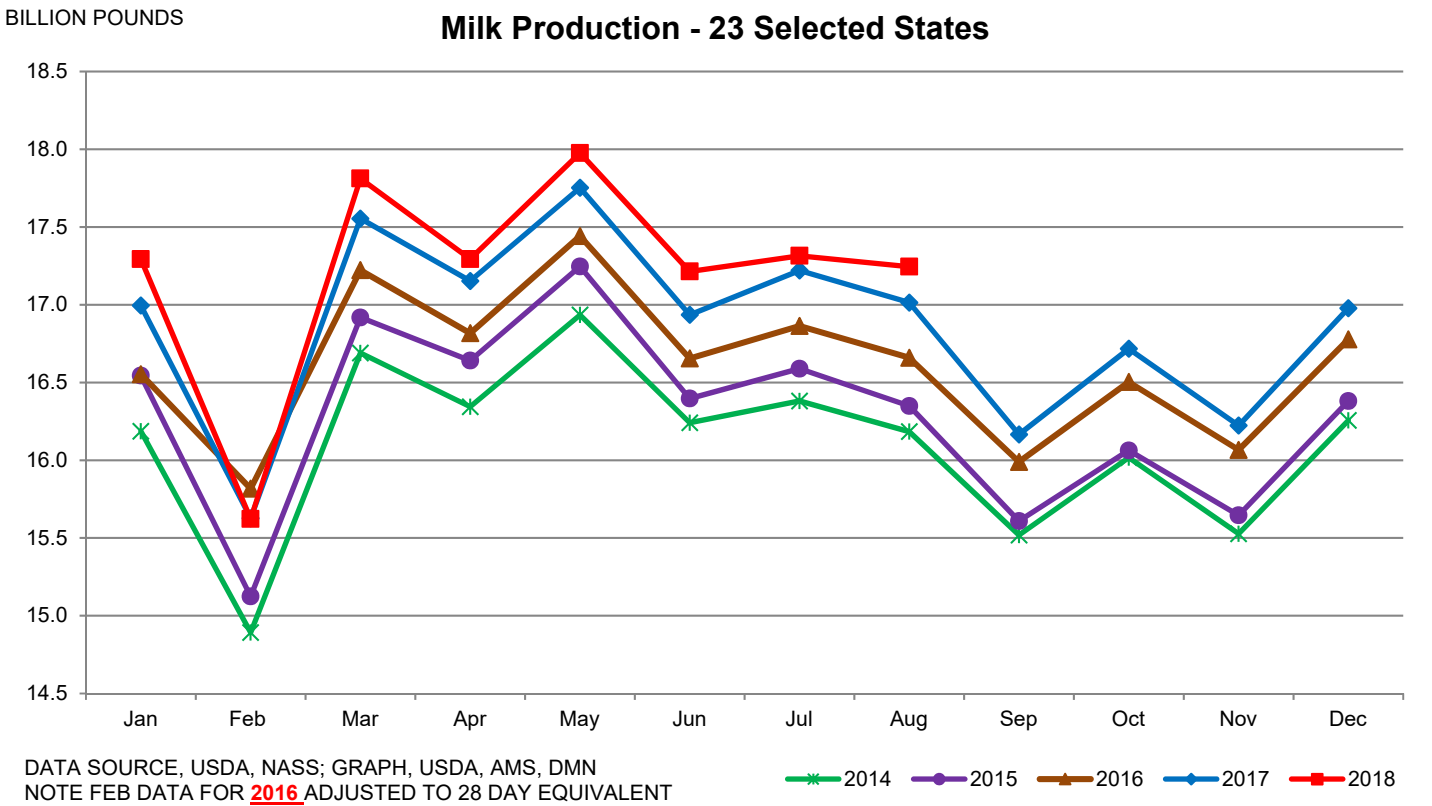
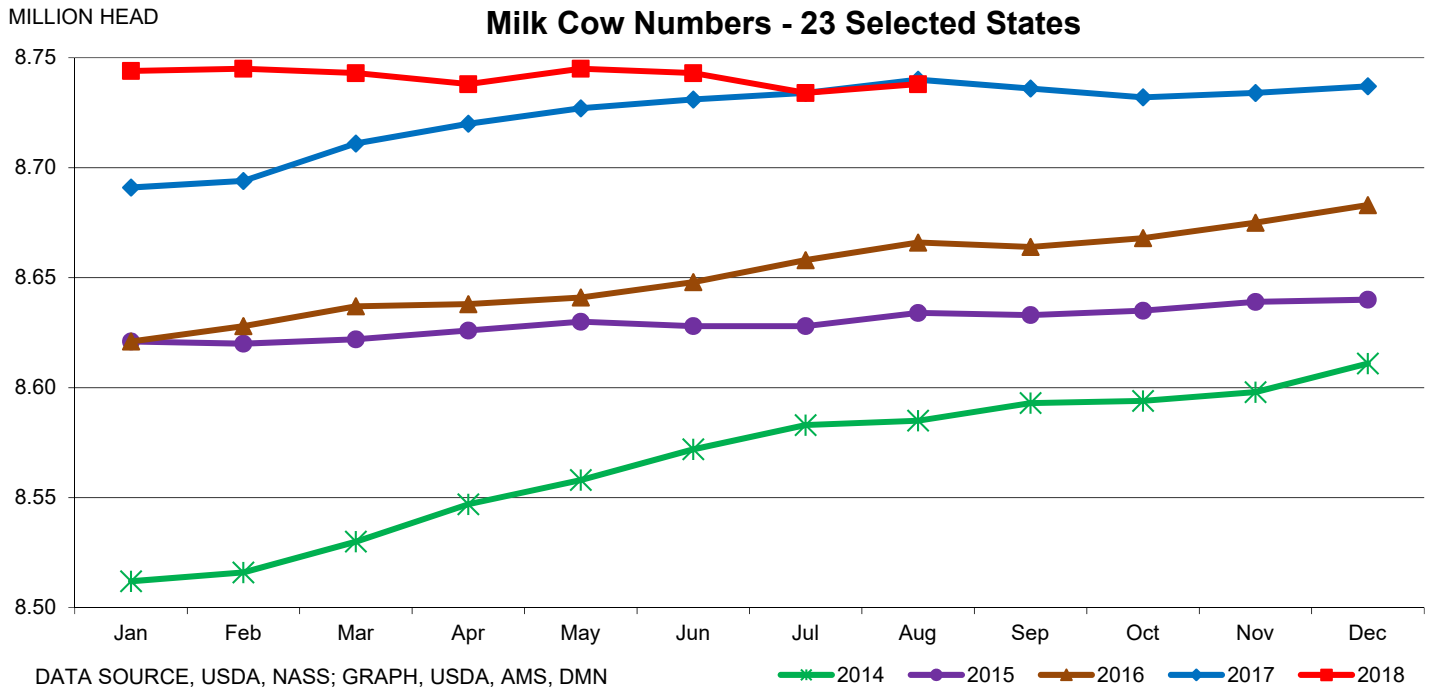
**Product Price Averages:** The two-week product price averages for October 2018 are: butter \$2.2684, nonfat dry milk \$0.8536, cheese \$1.6753 and dry whey \$0.4075.

## Advanced Class Prices for October 2018

### Federal Milk Order Class I Price Information<sup>1, 2</sup>

Federal Milk Order Marketing Area <sup>3</sup>	Order Number	October 2018		
		Class I Price (3.5%) <i>(dollars per cwt)</i>	Class I Skim Milk Price <i>(dollars per cwt)</i>	Class I Butterfat Price <i>(dollars per pound)</i>
Northeast (Boston) <sup>4</sup>	001	19.58	10.96	2.5718
Appalachian (Charlotte) <sup>5</sup>	005	19.73	11.11	2.5733
Florida (Tampa) <sup>6</sup>	006	21.73	13.11	2.5933
Southeast (Atlanta) <sup>7</sup>	007	20.13	11.51	2.5773
Upper Midwest (Chicago) <sup>8</sup>	030	18.13	9.51	2.5573
Central (Kansas City) <sup>9</sup>	032	18.33	9.71	2.5593
Mideast (Cleveland) <sup>10</sup>	033	18.33	9.71	2.5593
Pacific Northwest (Seattle) <sup>11</sup>	124	18.23	9.61	2.5583
Southwest (Dallas) <sup>12</sup>	126	19.33	10.71	2.5693
Arizona (Phoenix)	131	18.68	10.06	2.5628
All-Market Average		19.22	10.60	2.5682

<sup>1</sup> 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. <sup>2</sup> Note: The mandatory \$0.20 per cwt processor assessment under the Fluid Milk Promotion Order is not included in the Class I prices shown on this table. <sup>3</sup> Names in parentheses are the major city in the principal pricing point of the markets. <sup>4</sup> Class I prices at other cities are: New York City, minus \$0.10; Philadelphia, minus \$0.20; Baltimore, minus \$0.25, and Washington, DC, minus \$0.25. <sup>5</sup> Class I prices at other cities are: Knoxville, minus \$0.20 and Louisville, minus \$1.10. <sup>6</sup> Class I prices at other cities are: Orlando, same; Miami, plus \$0.60; and Jacksonville, minus \$0.40. <sup>7</sup> Class I prices at other cities are: New Orleans, same; Memphis, minus \$0.90; Nashville, minus \$0.90; and Springfield, MO, minus \$1.40. <sup>8</sup> Class I prices at other cities are: Milwaukee, minus \$0.05; and Minneapolis, minus \$0.10. <sup>9</sup> Class I prices at other cities are: Des Moines, minus \$0.20; Omaha, minus \$0.15; Oklahoma City, plus \$0.60; St. Louis, same; and Denver, plus \$0.55. <sup>10</sup> Class I prices at other cities are: Indianapolis, same; Cincinnati, plus \$0.20; Pittsburgh, plus \$0.10; and Detroit, minus \$0.20. <sup>11</sup> Class I prices at other cities are: Portland, same; and Spokane, same. <sup>12</sup> Class I prices at other cities are: Houston, plus \$0.60; San Antonio, plus \$0.45; Albuquerque, minus \$0.65; and El Paso, minus \$0.75. Report Contact: Randal Stoker, [randal.stoker@usda.gov](mailto:randal.stoker@usda.gov) or 202-690-1932.





## 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>

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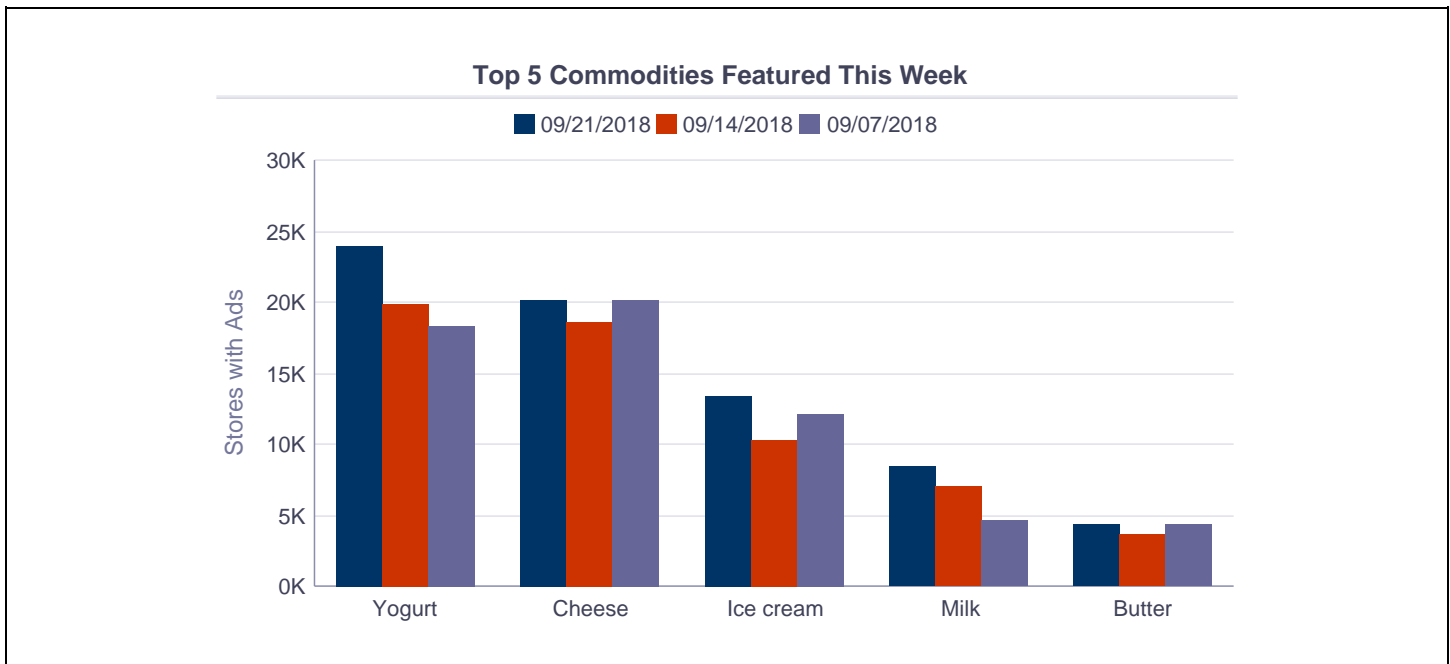
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 09/21/2018 to 09/27/2018

The total number of conventional dairy ads increased 11 percent from last week, while organic dairy ads increased by 8 percent. Ads for conventional 48 to 64 ounce containers of ice cream increased by 29 percent and regained the distinction of being the most advertised dairy item for the week. Conventional butter advertisements increased by 21 percent. The weighted average price for 1 pound conventional butter is \$3.35, down 6 cents from last week.

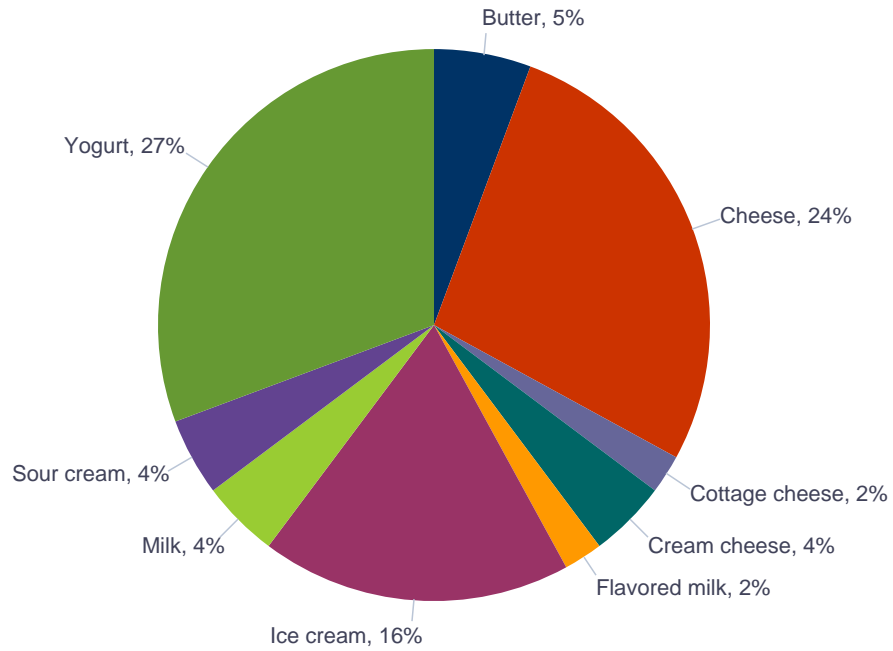
The national weighted average advertised price for conventional milk half gallons is \$1.86, compared to \$3.61 for organic milk half gallons, an organic price premium of \$1.75. Conventional milk ad numbers increased 54 percent and organic milk ad numbers increased 2 percent. Organic half gallons of milk were the most advertised organic dairy item for the week, and total ads exceed the ad numbers for conventional half gallon and gallon milk combined.

Conventional cheese ad numbers increased 9 percent, but organic cheese ad numbers were unchanged. The weighted average price for conventional 8 oz shred cheese is \$2.25, compared to \$2.99 for organic. The weighted average price for conventional 8 oz block cheese is \$2.21, compared to \$5.99 for organic. Ads for conventional 1# packages of shred cheese had the largest percentage increase for any dairy item, 236 percent.

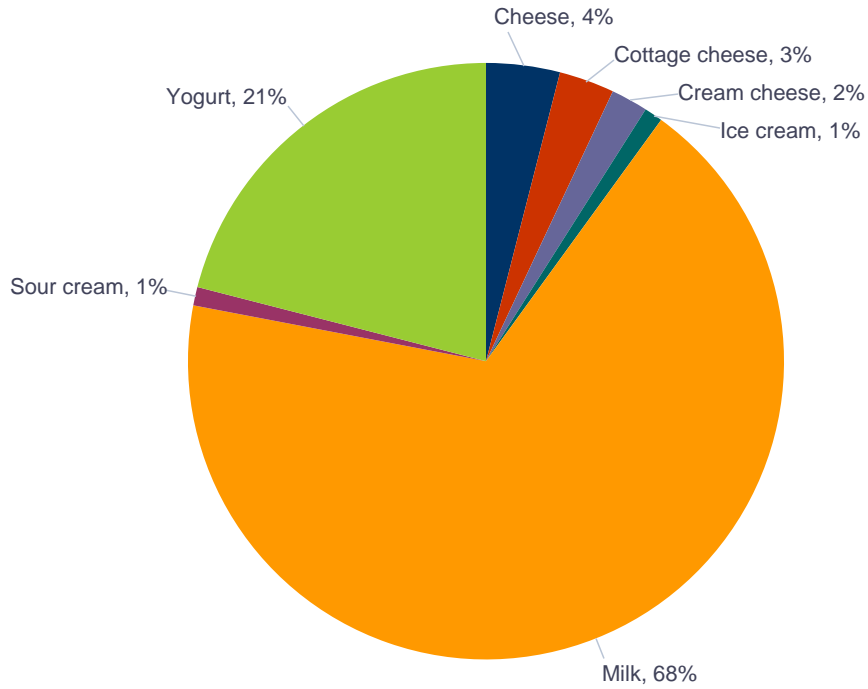
Total conventional yogurt ads increased by 20 percent and organic yogurt ads increased by 28 percent. The weighted average advertised price for organic plain yogurt in 4 to 6 ounce containers is \$0.93, while conventional plain yogurt in 4-6 ounce containers averaged \$0.53, representing an organic premium of 40 cents. The weighted average price for conventional Greek yogurt in 4 to 6 ounce containers, is unchanged at \$0.94. Conventional Greek yogurt was the second most heavily advertised dairy item for the 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 #	4330	3.35	3589	3.41	2199	3.83
Cheese	Natural Varieties	8 oz block	5328	2.21	6876	2.28	4632	2.11
Cheese	Natural Varieties	1 # block	2582	3.20	1047	3.72	2142	3.65
Cheese	Natural Varieties	2 # block	669	5.30	1194	5.67	930	6.59
Cheese	Natural Varieties	8 oz shred	9448	2.25	8229	2.30	6777	2.19
Cheese	Natural Varieties	1 # shred	1869	3.05	556	4.18	1300	4.05
Cottage cheese		16 oz	1406	2.15	2096	2.07	3118	2.26
Cream cheese		8 oz	3459	2.08	4368	1.73	4198	2.09
Flavored milk	All fat tests	half gallon	832	2.34	634	2.49	204	2.29
Flavored milk	All fat tests	gallon	500	3.12	319	3.17	227	2.69
Ice cream		48-64oz	13229	3.10	10223	3.24	8031	3.46
Milk	All fat tests	half gallon	611	1.86	972	2.10	972	2.58
Milk	All fat tests	gallon	3106	2.92	1449	3.46	1904	2.54
Sour cream		16 oz	3647	1.58	5765	1.56	6061	1.72
Yogurt	Greek	4-6 oz	12570	.94	11039	.94	11899	1.01
Yogurt	Greek	32 oz	1986	4.28	1440	4.40	1835	4.37
Yogurt	Yogurt	4-6 oz	6619	.53	5524	.59	4458	.49
Yogurt	Yogurt	32 oz	1291	2.47	662	2.72	774	3.05

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.50-4.79	1072	3.79	2.99-3.98	1001	3.05	2.49-2.99	664	2.80
Cheese	Natural Varieties	8 oz block	2.00-3.50	1501	2.63	1.99-2.50	1641	2.04	1.77-2.00	848	1.91
Cheese	Natural Varieties	1 # block	1.99-5.69	631	3.32	2.49	90	2.49	2.49-4.99	1107	3.45
Cheese	Natural Varieties	2 # block	5.00	108	5.00						
Cheese	Natural Varieties	8 oz shred	1.50-3.29	1738	2.16	1.50-2.50	2888	2.18	1.49-2.50	1136	1.96
Cheese	Natural Varieties	1 # shred	3.29-3.99	356	3.56	2.49	90	2.49	2.49-5.49	750	3.05
Cottage cheese		16 oz	1.49-2.49	619	1.84	2.50	428	2.50			
Cream cheese		8 oz	1.67-2.99	1352	2.11	1.66-3.00	428	2.33	1.49-2.29	624	1.91
Flavored milk	All fat tests	half gallon	1.99-2.69	223	2.50	2.99	214	2.99	1.69	106	1.69
Flavored milk	All fat tests	gallon				3.50	214	3.50	2.99	119	2.99
Ice cream		48-64oz	1.77-4.99	3217	2.76	1.69-3.99	3544	2.92	1.69-4.99	2235	3.20
Milk	All fat tests	half gallon	0.99	161	.99	2.50	214	2.50	2.50	69	2.50
Milk	All fat tests	gallon	2.50-2.99	180	2.70	3.98-3.99	1011	3.99	1.99-2.50	159	2.16
Sour cream		16 oz	1.49-2.49	2113	1.66	1.50-1.67	275	1.54	0.99-1.89	578	1.43
Yogurt	Greek	4-6 oz	0.62-1.00	3651	.95	0.70-1.00	4751	.93	0.88-1.00	1322	.96
Yogurt	Greek	32 oz	3.99-5.00	1071	4.57				4.00	116	4.00

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
Yogurt	Yogurt	4-6 oz	0.40-0.69	2598	.52	0.42-0.60	1991	.55	0.37-0.63	1319	.50
Yogurt	Yogurt	32 oz	1.99-2.50	318	2.34	2.99	214	2.99	1.99-2.50	232	2.25

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.79-3.99	479	3.20	2.99-4.49	630	3.70	2.99-3.99	421	3.27
Cheese	Natural Varieties	8 oz block	1.49-3.49	840	2.34	1.99-2.00	272	1.99	1.25-1.99	226	1.65
Cheese	Natural Varieties	1 # block	2.49	288	2.49	2.49-2.99	331	2.85	2.99-3.99	135	3.50
Cheese	Natural Varieties	2 # block				4.99-5.99	481	5.34	4.99	69	4.99
Cheese	Natural Varieties	8 oz shred	1.49-3.49	1528	2.38	1.99-2.99	1296	2.53	1.25-3.00	801	2.26
Cheese	Natural Varieties	1 # shred	2.49-3.99	265	2.80	2.49-2.99	331	2.85	2.99	66	2.99
Cottage cheese		16 oz	2.00	74	2.00	1.29-2.50	200	2.12			
Cream cheese		8 oz	1.69-2.00	432	1.90	1.99-2.50	179	2.32	1.25-3.09	354	1.87
Flavored milk	All fat tests	half gallon							1.99	289	1.99
Flavored milk	All fat tests	gallon				3.99	62	3.99	1.99	105	1.99
Ice cream		48-64oz	2.49-5.99	1121	3.72	2.48-4.49	2290	3.40	2.49-3.99	716	3.21
Milk	All fat tests	half gallon	1.00	133	1.00						
Milk	All fat tests	gallon	2.50-3.99	262	3.06	1.99-2.49	968	2.42	1.99	515	1.99
Sour cream		16 oz	1.25	121	1.25	1.29-1.49	309	1.45	1.09-2.09	240	1.62
Yogurt	Greek	4-6 oz	1.00	533	1.00	0.79-1.00	1460	.95	0.69-1.00	719	.84
Yogurt	Greek	32 oz	3.50-4.99	260	4.07	3.50-3.99	539	3.88			
Yogurt	Yogurt	4-6 oz	0.50-0.69	390	.56	0.39-0.50	126	.45	0.45-0.60	195	.52
Yogurt	Yogurt	32 oz	2.50-2.99	207	2.81	2.00-2.50	251	2.27	2.00	69	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 #	3.79-4.99	39	4.65	3.99	24	3.99
Cheese	Natural Varieties	2 # block	8.79	11	8.79			
Cheese	Natural Varieties	8 oz shred				3.49-3.50	61	3.50
Cheese	Natural Varieties	1 # shred	3.99	11	3.99			
Cottage cheese		16 oz				2.50-3.00	85	2.86
Cream cheese		8 oz	1.99-2.99	32	2.65	2.25-3.00	58	2.69
Ice cream		48-64oz	4.49	21	4.49	3.50-4.00	85	3.64
Milk	All fat tests	half gallon				3.99	34	3.99
Milk	All fat tests	gallon	3.79	11	3.79			
Sour cream		16 oz	2.19	11	2.19			
Yogurt	Greek	4-6 oz	0.95-1.50	49	1.26	0.88-1.25	85	1.02



### 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 #			108	5.29	566	4.51
Cheese	Natural Varieties	8 oz block	137	5.99	137	5.99	310	3.49
Cheese	Natural Varieties	8 oz shred	121	2.99	121	2.99	140	3.07
Cottage cheese		16 oz	214	4.29	214	4.29		
Cream cheese		8 oz	161	2.99			300	2.50
Ice cream		48-64oz	66	4.99			114	5.49
Milk	All fat tests	half gallon	3835	3.61	2476	4.05	2990	3.70
Milk	All fat tests	gallon	381	5.43	1577	5.27	1746	5.73
Milk	All fat tests	8 oz UHT	490	1.08	553	.93	305	.82
Sour cream		16 oz	62	3.29	62	3.29	21	2.29
Yogurt	Greek	4-6 oz					956	1.11
Yogurt	Greek	32 oz	214	3.00	214	3.00		
Yogurt	Yogurt	4-6 oz	677	.93	360	1.00	332	1.19
Yogurt	Yogurt	32 oz	573	3.50	573	3.12	643	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
Cheese	Natural Varieties	8 oz block	5.99	137	5.99						
Cottage cheese		16 oz				4.29	214	4.29			
Cream cheese		8 oz	2.99	161	2.99						
Milk	All fat tests	half gallon	2.99-5.69	906	4.35	2.99-4.49	988	3.60	2.99-4.49	952	3.43
Milk	All fat tests	gallon	5.99	167	5.99	4.99	214	4.99			
Milk	All fat tests	8 oz UHT	1.00-1.25	247	1.15				1.00	243	1.00
Sour cream		16 oz	3.29	62	3.29						
Yogurt	Greek	32 oz				3.00	214	3.00			
Yogurt	Yogurt	4-6 oz	0.58-1.33	500	.90	1.33	61	1.33	0.88	116	.88
Yogurt	Yogurt	32 oz	3.50	396	3.50	3.50	61	3.50	3.50	116	3.50



Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cheese	Natural Varieties	8 oz shred	2.99	121	2.99						
Ice cream		48-64oz							4.99	66	4.99
Milk	All fat tests	half gallon	2.99-3.29	409	3.08	2.99-4.49	393	3.23	2.99	187	2.99

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

**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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## GENERAL NUMBER

(608) 422-8587

Elizabeth Frederick

(608) 422-8587

Elizabeth.Frederick@AMS.USDA.GOV

## ORGANIC/ EAST

Daniel Johnson

(608) 422-8605

Daniel.Johnson@AMS.USDA.GOV

## EAST

Jessica Mueller

(608) 422-8589

Jessica.Mueller@AMS.USDA.GOV

## CENTRAL

Israel Weber

(608) 422-8601

Israel.Weber@AMS.USDA.GOV

## SOUTHWEST/SOUTH AMERICA

AJ (Angel José) Terán

(608) 422-8593

Angel.Teran@AMS.USDA.GOV

## SOUTHWEST

Florence Kone-Gonzalez

(608) 422-8594

Florence.KoneGonzalez@AMS.USDA.GOV

## NORTHWEST/MOUNTAIN

Mike Bandli

(608) 422-8592

Mike.Bandli@AMS.USDA.GOV

## EUROPE & OCEANIA/ ORGANIC

Eric Graf

(608) 422-8590

Eric.Graf@AMS.USDA.GOV

## NATIONAL SUPERVISOR

Janet Linder

(608) 422-8588

Janet.Linder@AMS.USDA.GOV

## BRANCH CHIEF

Butch Speth

(608) 422-8586

Butch.Speth@AMS.USDA.GOV

## INTERNET ADDRESS

[www.ams.usda.gov/market-news/dairy](http://www.ams.usda.gov/market-news/dairy)

## MARKET NEWS PORTAL

[www.marketnews.usda.gov/mnp/da-home](http://www.marketnews.usda.gov/mnp/da-home)

## RECORDED INFORMATION SYSTEM

(608) 422-8602

## FAX

(608) 240-6689

---

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