## NATIONAL DAIRY MARKET NEWS AT A GLANCE

**CME GROUP CASH MARKETS (05/04)**:
**BUTTER:** Grade AA closed at $1.3100. The weekly average for Grade AA is $1.3420 (-.0425).
**CHEESE:** Barrels closed at $1.4700 and 40# blocks at $1.5350. The weekly average for barrels is $1.4655 (+.0200) and blocks, $1.5350 (+.0085).

**BUTTER HIGHLIGHTS**: The CME cash butter price continues to edge lower and closed the week at $1.3100. This price compares to $1.3600 last Friday, $1.4375 a month ago, and $2.0950 a year ago. Churning schedules across the country remain very active as cream supplies are readily available. As has been the case for past weeks, churning continues to outpace demand, thus inventories are building. According to the March Dairy Products report, U.S. butter production totaled 176 million pounds, up 6.4% or 10.6 million pounds from March of last year. Cumulative output through March for the U.S. is 526 million pounds, up 9.0% or 43.5 million pounds from the same 3 months in 2011. Overall butter demand is fair. Often buyers are hesitant and cautious with their orders as the cash price eases. Retail butter feature activity has slowed following the recent holiday, but butter continues to be advertised in print ads. Cooperatives Working Together (CWT) continues to accept butter export assistance requests and during the week announced that they recently accepted requests totaling nearly 1.6 million pounds (712 MT).

**CHEESE HIGHLIGHTS:** Cheese prices were steady to firm this week in the face of heavy supplies. Block cheese prices showed little price movement, while barrels moved both higher and lower through the week. Barrels started the week with a price spread compared to blocks at over 10 cents. As the week progressed, this range narrowed to a more typical spread. Cheese plants are being offered surplus milk as butter/powder plants are operating at near capacity. Cheese manufacturers are cautious about building excess inventories as overall production of cheese is up. The March Dairy Products report had cheese production for the month up 3.7% from a year ago. Cumulative total cheese production for 2012 is up 4.4% from the same period in 2011. Cheese demand is less than hoped for as retailers are not featuring cheese as heavily as a few weeks ago. Export demand is being assisted through the CWT program.

**FLUID MILK:** Fluid milk supplies across the United States remain heavy. The Southernmost milk producing states are moving past peak yearly production. Heat and humidity levels are increasing and slowing production. The Northern states are still approaching peak production with pastures greening and planting on the minds of many dairy farmers. Western states are dealing with excess supplies in many cases and milk is being moved to find production facilities. Class I demand is mostly flat as the end of the school year approaches. Interest from ice cream manufacturers is increasing and helping to clear some cream volumes away from butter churns. Class III and IV use is increased with the available excess solids.

**DRY PRODUCTS:** Prices for nonfat dry milk are lower across the country due to increasing inventories. Increased milk supplies are finding their way to drying facilities as a way to store milk solids. Decreased skim milk powder production and demand have added to NDM production in the United States. Demand is weak as buyers take advantage of increased supplies to lower bids for spot needs. Heavy butter production is adding to dry buttermilk inventories. Contract movement is orderly with spot demand sluggish. Dry whey prices are weak as buyers look for discounts to fill spot needs. Spot activity was quiet this week as many market participants attended a major dairy conference in the Midwest. Increased production of higher protein concentrated whey products is keeping whey inventories manageable. Whey protein concentrate 34% prices reflected lower price offers from end users. Lactose prices are unchanged. Good domestic and international demand for lactose is driving the firm market.

**ORGANIC DAIRY MARKET OVERVIEW (DMN):** Comparing the January and April 2012 average price for retail half gallon organic reduced fat (2%) milk prices surveyed in Thirty Cities, shows twenty one cities have higher prices for April, seven lower prices and two unchanged. Chicago, at $4.74 for the April average, is the city with January to April average prices up the most, 45 cents, as well as the highest April price among the surveyed cities. Washington, D.C., at $3.69 for the April average, is the city with January to April average prices down the most, 30 cents. Denver and Houston are tied for the lowest April average price, $3.14. It should also be mentioned that Denver experienced greater three month price volatility than any other surveyed city, increasing 40 cents from February to March, then declining 50 cents from March to April. Organic dairy advertising

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## CME GROUP CASH TRADING

| COMMODITY | MONDAY APR 30 | TUESDAY MAY 01 | WEDNESDAY MAY 02 | THURSDAY MAY 03 | FRIDAY MAY 04 | WEEKLY CHANGE* | WEEKLY AVERAGE# |
|---|---|---|---|---|---|---|---|
| CHEESE | | | | | | | |
| BARRELS | $1.4275 (-.0075) | $1.4650 (+.0375) | $1.4950 (+.0300) | $1.4700 (-.0250) | $1.4700 (N.C.) | (+.0350) | $1.4655 (+.0200) |
| 40# BLOCKS | $1.5350 (N.C.) | $1.5350 (N.C.) | $1.5350 (N.C.) | $1.5350 (N.C.) | $1.5350 (N.C.) | (N.C.) | $1.5350 (+.0085) |
| NONFAT DRY MILK | | | | | | | |
| EXTRA GRADE | $1.1075 (N.C.) | $1.1075 (N.C.) | $1.1075 (N.C.) | $1.1075 (N.C.) | $1.1075 (N.C.) | (N.C.) | $1.1075 (-.0140) |
| GRADE A | $1.1475 (N.C.) | $1.1475 (N.C.) | $1.1475 (N.C.) | $1.1475 (N.C.) | $1.1475 (N.C.) | (N.C.) | $1.1475 (-.0140) |
| BUTTER | | | | | | | |
| GRADE AA | $1.3550 (-.0050) | $1.3550 (N.C.) | $1.3450 (-.0100) | $1.3450 (N.C.) | $1.3100 (-.0350) | (-.0500) | $1.3420 (-.0425) |

CHEESE: carload = 40,000 lbs., BUTTER: carlot = 40,000-43,000 lbs. *Sum of daily changes. # Weekly averages are simple averages of the daily closing prices for the calendar week.
Computed by Dairy Market News for informational purposes. This data is available on the Internet at WWW.AMS.USDA.GOV/DAIRYMARKETNEWS.

## NATIONAL DAIRY MARKET NEWS AT A GLANCE

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volume is 45.3% of the volume two weeks ago, which marked the highest level of 2012. Organic milk ads comprised nearly 72% of the total, similar to 71% two weeks ago. Organic yogurt ads comprised 15%, down from 25% two weeks ago. Organic butter ads did not appear two weeks ago but comprised 7% of ads this period. Remaining ad categories are organic cheese, 5% and organic cream cheese, 2%. The national weighted average advertised price of organic milk half gallons, $3.87, is 31 cents higher than two weeks ago. The price range, $3.69 to $3.99, increased $1.00 at the range bottom and is unchanged at the top. With the $1.41 weighted average advertised price for non-organic half gallons, a $2.46 price spread, this is up from $1.47 two weeks ago, $.96 four weeks ago and $.78 six weeks ago. Most of the reason for the increasing price spread trend relates to increasing prices for organic milk rather than declining prices for non-organic milk.

**INTERNATIONAL UPDATE (DMN):** At the May 1 g/DT session #67, with the exception of cheddar cheese (+3.1%) and lactose (+3.0%), all contract price averages were lower to sharply lower (0.5% - 13.6%) when compared to the previous event. At this event, the contracting periods were changed and will be monthly for 6 consecutive months starting with the month following the event, thus the 6 contract months for the May 1 event will be June - November. Contract #1 (June) again had activity in skim milk powder sourced from the U.S. and Europe and for the first time, whole milk powder sourced from New Zealand. U.S. and European sourced skim milk powder was also again offered during contract #2. Australian sourced lactose was offered and sold for contracts 3, 4, and 5 (August, September, and October).

**APRIL AGRICULTURAL PRICES HIGHLIGHTS (NASS):** The All Milk price received by farmers was $16.90 in April, down $0.30 from March 2012 and down $2.70 from April 2011. Milk Cows price was $1,440 in April, up $20 from April 2011. Alfalfa hay price was $207.00 in April, up $46.00 from April 2011. Corn price was $6.14 in April, down $0.22 from April 2011. Soybean price was $13.80 in April, up $0.70 from April 2011. The milk-feed price ratio was 1.45 in April, down 0.36 from April 2011. The index of prices received by farmers for dairy products decreased 3 points during the month of April 2012 to 129. Compared with April 2011, the index was down 21 points (14.0%). The index of prices paid by farmers for commodities and services, interest, taxes, and wage rates in April 2012 was unchanged at 213. Compared with April 2011, the index was up 10 points (4.9%).

**APRIL CLASS AND COMPONENT PRICES (DAIRY PROGRAMS):** The April Class II, III, and IV prices and changes from March are: Class II $16.20, -$0.39; Class III $15.72, unchanged; and Class IV $14.80, -$0.55. Under the Federal milk order pricing system, the butterfat price for April 2012 is $1.5645 per pound. Thus, the Class II butterfat price is $1.5715. The protein and other solids prices for April are $2.6568 and $0.4048 per pound, respectively. These component prices set the Class III skim milk price at $10.62. The April Class IV skim milk price is $9.66 which is derived from the nonfat solids price of $1.0728 per pound. **Product Price Averages:** The product price averages for April are: butter $1.4634, nonfat dry milk $1.2514, cheese $1.5361, and dry whey $0.5921.

**CONSUMER PRICE INDEX (BLS):** The March 2012 CPI for all food is 232.8, up 3.3% from March 2011. The dairy products index is 219.1, up 6.3% from a year ago. The following are the March to March changes for selected products: fresh whole milk is +3.7%; cheese, +8.7%; and butter -8.5%.

**COMMERCIAL DISAPPEARANCE (ERS, AMS):** Commercial disappearance of dairy products for Dec. 2011 - Feb. 2012 totals 48 billion pounds, -6.1% from a year earlier. Comparing disappearance levels with year earlier levels: butter is -22.2%; American cheese, -3.5%; other cheese, -5.3%; NDM, +17.7%; and fluid milk products, -3.1%.

**MAY ANNOUNCED COOPERATIVE CLASS I PRICES (FMMO):** For May 2012, the all-city average announced cooperative Class I price was $20.98, $2.49 higher than the Federal milk order (FMO) Class I price average for these cities. The May 2012 Cooperative Class I price was $0.19 higher than the April 2012 price. The May 2012 Federal order Class I price was also $0.19 higher than the April 2012 price. On an individual city basis, the difference between the Federal order and announced cooperative Class I price ranged from $.50 in Phoenix, AZ, to $4.29 in Miami, FL. For May 2011, the all-city average announced cooperative Class I price was $24.93, $2.54 higher than the Federal order Class I price average for these cities. Note: For most cities, the Announced Cooperative Class I Price now includes premiums paid for milk produced without rBST.

**MARCH DAIRY PRODUCTS (NASS):** Butter production was 176.0 million pounds, 6.4% above March 2011 and 3.9% above February 2012. American type cheese production totaled 382.3 million pounds, 4.1% above March 2011 and 9.9% above February 2012. Total cheese output (excluding cottage cheese) was 946.3 million pounds, 3.7% above March 2011 and 10.3% above February 2012. Nonfat dry milk production, for human food, totaled 188.6 million pounds, 49.9% above March 2011 and 9.7% above February 2012. Dry whey production, for human food, was 85.2 million pounds, 7.5% below March 2011 but 0.1% above February 2012. Ice cream (hard) production totaled 72.5 million gallons, 3.3% below March 2011 but 14.8% above March 2012.

## CME GROUP

MONDAY, APRIL 30, 2012

CHEESE -- SALES: 4 CARS BARRELS: 2 @ $1.4350, 1 @ $1.4325, 1 @ $1.4275; LAST BID UNFILLED: 1 CAR BARRELS @ $1.4200; LAST OFFER UNCOVERED: 1 CAR BARRELS @ $1.4275

NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ $1.3450; LAST OFFER UNCOVERED: 2 CARS GRADE AA @ $1.3550

TUESDAY, MAY 1, 2012

CHEESE -- SALES: 8 CARS BARRELS: 4 @ $1.4300, 1 @ $1.4325, 1 @ $1.4375, 1 @ $1.4400, 1 @ $1.4500; 8 CARS 40# BLOCKS @ $1.5350; LAST BID UNFILLED: 1 CAR BARRELS @ $1.4650; LAST OFFER UNCOVERED: 1 CAR BARRELS @ $1.4700; 1 CAR 40# BLOCKS @ $1.5400

NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

BUTTER -- SALES: NONE; LAST BID UNFILLED: 1 CAR GRADE AA @ $1.3450; LAST OFFER UNCOVERED: NONE

WEDNESDAY, MAY 2, 2012

CHEESE -- SALES: NONE; LAST BID UNFILLED: 1 CAR BARRELS @ $1.4950; 1 CAR 40# BLOCKS @ $1.5350; LAST OFFER UNCOVERED: NONE

NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

BUTTER -- SALES: 1 CAR GRADE AA @ $1.3450; LAST BID UNFILLED: 1 CAR GRADE AA @ $1.3400; LAST OFFER UNCOVERED: 2 CARS GRADE AA @ $1.3500

THURSDAY, MAY 3, 2012

CHEESE -- SALES: 2 CARS BARRELS: 1 @ $1.4750, 1 @ $1.4700; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR BARRELS @ $1.4725

NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: NONE

BUTTER -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE AA @ $1.3500

FRIDAY, MAY 4, 2012

CHEESE -- SALES: NONE; LAST BID UNFILLED: 1 CAR BARRELS @ $1.4500; LAST OFFER UNCOVERED: NONE

NONFAT DRY MILK -- SALES: NONE; LAST BID UNFILLED: NONE; LAST OFFER UNCOVERED: 1 CAR GRADE A @ $1.1475

BUTTER -- SALES: 12 CARS GRADE AA: 1 @ $1.3300, 1 @ $1.3200, 2 @ $1.3175, 3 @ $1.3150, 4 @ $1.3125, 1 @ $1.3100; LAST BID UNFILLED: 10 CARS GRADE AA @ $1.3075; LAST OFFER UNCOVERED: NONE

## BUTTER MARKETS

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### NORTHEAST

Tuesday's CME Group butter price was unchanged and closed at $1.3550. In the last 5 trading sessions the butter price has declined $0.0450 with no loads transacted. Cream supplies and volumes heading to churns remain heavy keeping butter production near capacity levels at many plants. Production is transitioning from print to bulk as domestic demand is at reduced seasonal levels. Good export interest continues and a number of plants are making 82% for export orders. Cooperatives Working Together (CWT) has accepted 13 requests for export assistance to sell 1.57 million pounds of butter and 866,417 pounds of Cheddar and Monterey Jack cheese to customers in Asia, Africa, the Middle East and South America. Delivery of product will be from May through July 2012. To date in 2012, CWT has assisted with 40.8 million pounds in export butter sales. CWT has announced that, beginning the week of May 7, it will begin accepting requests for export assistance for Anhydrous Milk Fat (AMF). Current bulk butter prices range from 2-8 cents over the market based on the CME Group with various time frames and averages used.

### CENTRAL

During the past week, the CME cash butter price continued to decline and settled at $1.3450 at midweek. Churning schedules remain active as cream volumes are available to Central butter producers from regular and spot sources. Often, current churning schedules are outpacing demand thus clearances to inventory continue. Overall butter demand is fair at best. Often, buyers are hesitant and cautious with their orders as the cash prices ease. Most orders that are being placed are for short term or immediate needs. Food service orders are holding steady as traffic flow through restaurants is fairly stable. Bulk butter prices range from flat to 3 cents over various pricing bases and averages per pound.

### WEST

Western butter prices continue to show weakness under heavy production schedules. Alternative uses for cream supplies are limited with the bulk of the supplies going to the churn. Retail sales of print butter are as expected, but the increased inventories of butter are overwhelming the demand. Prices for bulk butter range from even to 6 cents under the market, based on the CME with various time frames and averages used. Advertised butter prices from the National Dairy Retail Report showed a weighted average price of $2.44 per pound compared to $2.86 just two weeks ago. Western advertised prices ranged from $1.69-3.29 per pound. Wednesday's close on the CME Group for butter is down $.0100 to close at $1.3450. Sales activity is light with only one sale reported for the week. Butter prices have been in a weak price pattern for over six weeks due to heavy production. The most recent high of $1.5225 was on March 19. Butter prices at the Exchange have been steady to lower since then. According to the NASS *Dairy Products* report, March butter production for the U.S. totals 176 million pounds, up 6.4% or 10.6 million pounds from March of last year. Cumulative output through March for the U.S. is 526 million pounds, up 9.0% or 43.5 million pounds from the same period in 2011. March output in the Western region totals 93 million pounds, up 11.3% or 9.4 million pounds more than March 2011. The West produced 52.9% of the butter in the U.S. in March.

## NATIONAL DAIRY PRODUCTS SALES REPORT

U.S. AVERAGES AND TOTAL POUNDS

| WEEK ENDING | BUTTER | CHEESE 40# BLOCKS | CHEESE BARRELS 38% MOISTURE | DRY WHEY | NDM |
|---|---|---|---|---|---|
| April 28, 2012 | | | | | |
| | 1.4268 | 1.5030 | 1.4904 | 0.5713 | 1.2180 |
| | 4,130,975 | 11,686,869 | 11,275,140 | 8,517,482 | 27,309,819 |

Further data and revisions may be found on the internet at: http://www.ams.usda.gov/AMSv1.0/DairyProductMandatoryReporting

## CHEESE MARKETS

### NORTHEAST

Cheese prices were mixed on the CME Tuesday with barrels advancing $0.0375 to close at $1.4650, while blocks were unchanged and closed at $1.5350. Trading continued to be active as both barrels and blocks netted price increases over the last 5 trading sessions. Milk intakes to cheese plants continue to keep production at near capacity levels. Domestic demand for cheese remains at seasonally lower levels as many colleges and universities will soon be ending their spring terms. Export demand remains good, aided by export assistance sales. Cooperatives Working Together (CWT) has accepted 13 requests for export assistance to sell 866,417 pounds of Cheddar and Monterey Jack cheese and 1.57 million pounds of butter to customers in Asia, Africa, the Middle East and South America. Delivery of product will be from May through July 2012. To date in 2012, CWT has assisted with 46.9 million pounds in export cheese sales.

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

| | | |
|---|---|---|
| Cheddar 40# Block | : | 1.9275-2.2125 |
| Process 5# Sliced | : | 1.6650-1.7850 |
| Muenster | : | 1.9475-2.3075 |
| Grade A Swiss Cuts 10 - 14# | : | 3.2950-3.6175 |

### MIDWEST

Lower than desired retail interest for cheese continued to frustrate a number of cheese manufacturers. This has led to some manufacturers making sales last week and this week, in some volume, to other firms which may or not later export, at lower than optimal prices, just to clear inventory. There has been some increased purchasing of colored cheese for aging programs. Manufacturers of Blue cheese report increased sales into 90 day aging programs, driven by an eye toward having inventory for retail sales into the late Summer "Salad Season". Mixed reports of milk supplies are received. Some milk was sold by plants in Wisconsin with a surplus, at $6.00 under Class III delivered. Other plants with milk sales commitments, were surprised this week to have to buy some milk above what their producers delivered, to meet commitments. Manufacturer's beliefs that retailers are not working to advance retail cheese sales as much as hoped for, were affirmed by this weeks' Dairy Market News National Dairy Retail Report survey which found that total ads for cheese declined in number by 22% from two weeks ago. Ads for each cheese category and size surveyed also declined from two weeks ago, including 8 ounce blocks, 1 pound blocks, 2 pound blocks, 8 ounce shreds and 1 pound shreds. The most advertised cheese category, 8 ounce shreds, has a weighted average advertised price of $2.22, down 4 cents from two weeks ago. The average price for 8 ounce blocks, $2.20, declined 14 cents from the last cycle. CME Group cheese trading last week moved the weekly average for Barrels down $-.0145 and Blocks up $+.0235. This week through Wednesday Barrels moved up 6 cents for the week to $1.4950, while Blocks have been unchanged at $1.5350. NASS reports that total Central region cheese production for 2011, 4,700.2 million pounds, 44.4% of the national total, was up slightly from 4,621.3 million pounds during 2010, 44.3% of the national total. Annual 2011 cheese production and percentage of the total for the six separately listed Central states, in descending volume, includes Wisconsin, 2,623.7 million pounds, 65.6%; Minnesota, 603.1 million pounds, 15.0%; South Dakota, 271.9 million pounds, 6.8%; Iowa, 241.3 million pounds, 6.0%; Ohio, 201.6 million pounds,5.0%; and Illinois, 65.8 million pounds, 1.6%. Wisconsin led all states in American cheese production during 2011, producing 794.5 million pounds, 18.6% of national production. Wisconsin also led in Cheddar production during 2011 with 549.6 million pounds, 17.5% of national production. The Central Region during 2011, produced 46.8% of the nation's American cheese, 46.1% of Cheddar, 40.0% of total Italian, and 34.3% of Mozzarella. Cooperatives Working Together (CWT) has accepted 13 requests for export assistance to sell a total of 866,417 pounds (393 metric tons) of Cheddar and Monterey Jack cheese to customers in Africa, Asia, the Middle East and South America. The product will be delivered May through July 2012. During 2012, CWT has assisted member cooperatives in making export sales of Cheddar, Monterey Jack and Gouda cheese totaling 46.9 million pounds.

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

| | | |
|---|---|---|
| Process American 5# Loaf | : | 1.6375-2.3425 |
| Brick And/Or Muenster 5# | : | 1.9150-2.4750 |
| Cheddar 40# Block | : | 1.9150-2.9000 |
| Monterey Jack 10# | : | 1.8850-2.9000 |
| Blue 5# | : | 2.1800-3.1650 |
| Mozzarella 5 - 6# (Low Moisture, Part Skim) | : | 1.7600-3.0000 |
| Grade A Swiss Cuts 6 - 9# | : | 2.7050-3.0225 |

### WEST

Cheese prices are uneven in the face of heavy production. Cheese factories continue to be offered additional volumes of milk for processing. Manufacturers are reluctant to add to inventories without seeing discounts in milk pricing. Recent price increases in blocks and barrels have added interest from cut and wrap buyers as well as process cheese manufacturers. Heavy production is tempering demand as some buyers feel that inventories will move prices lower. Price assistance from the Cooperatives Working Together (CWT) program is helping to move some export sales. Advertised cheese prices as reported in the National Dairy Retail Report showed prices for 8 oz. shred cheese at $2.22 compared to $2.26 two weeks ago. Prices for 2 lb. block cheese in the West ranged from $4.99-5.99 per package. Barrel prices at the CME Group started the week on a lower note, then had two days of increased prices. Wednesday closed $.0300 higher at $1.4950. Blocks have been unchanged so far this week. Wednesday's close for blocks was $1.5350. The barrel/block spread started the week at over a 10 cent differential. Barrels have rallied back to a more typical 4 cent spread by Wednesday. Sales activity has been moderate for barrels with twelve loads trading by Wednesday. Blocks saw a flurry of sales on Tuesday as eight loads sold at steady money. That was the only sales reported so far this week on blocks. According to the NASS *Dairy Products* report, total cheese production in the U.S. in March reached 946.3 million pounds, up 3.7% or 33.8 million pounds from last year. Cumulative total cheese output for the U.S. through March is 2.7 billion pounds, up 4.4% or 113.2 million pounds from 2011. March total cheese production in the Western region was 399 million pounds, up 2.8% or 10.9 million pounds from March 2011. The West produced 42.2% of the cheese in the U.S. in March. Swiss output for the U.S. in March is 27.6 million pounds, down 0.6% from last year.

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

| | | |
|---|---|---|
| Process 5# Loaf | : | 1.5700-1.8275 |
| Cheddar 40# Block | : | 1.6500-2.0025 |
| Cheddar 10# Cuts | : | 1.8300-2.0500 |
| Monterey Jack 10# | : | 1.8400-2.0000 |
| Grade A Swiss Cuts 6 - 9# | : | 2.8725-3.3025 |

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## CHEESE MARKETS

CONTINUED FROM PAGE 3

### FOREIGN

The weekly average block cheese price on the CME Group increased and as a result, domestic wholesale cheese prices advanced $0.0225. Imported varieties and Swiss cheese held steady. Demand for domestic Swiss cheese continued to improve with sales generally equaling current production levels.

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

| VARIETY | NEW YORK IMPORTED | NEW YORK DOMESTIC |
|---|---|---|
| Blue | 2.6400-5.2200 | 2.0675-3.5550* |
| Gorgonzola | 3.6900-6.3900 | 2.5700-2.8300* |
| Parmesan (Italy) | -0- | 3.1900-3.7450* |
| Provolone (Italy) | 3.4400-6.1800 | 2.1100-2.2675* |
| Romano (Cows Milk) | -0- | 3.2575-5.4075* |
| Sardo Romano (Argentine) | 2.8500-3.9800 | -0- |
| Reggianito (Argentine) | 3.2900-4.1900 | -0- |
| Jarlsberg-(Brand) | 2.9500-5.2900 | -0- |
| Swiss Cuts Switzerland | -0- | 3.3875-3.7100 |
| Swiss Cuts Finnish | 2.5900-2.8500 | -0- |

= Price change.

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

| | BUTTER | CHEESE |
|---|---|---|
| 04/30/12 | 9,801 | 130,698 |
| 04/01/12 | 8,178 | 133,301 |
| CHANGE | 1,623 | -2,603 |
| % CHANGE | 20 | -2 |

## FLUID MILK AND CREAM

### EAST

**SPOT SHIPMENTS OF GRADE A MILK INTO OR OUT OF FLORIDA & SOUTHEASTERN STATES**

| | THIS WEEK | | LAST WEEK | | LAST YEAR | |
|---|---|---|---|---|---|---|
| | IN | OUT | IN | OUT | IN | OUT |
| FLORIDA | 0 | 190 | 0 | 200 | 0 | 320 |
| SOUTHEAST STATES | 0 | 0 | 0 | 0 | 0 | 0 |

Milk production in the Northeast has leveled off, but increases are expected as pastures grow more rapidly after recent snows and rains improved soil moisture conditions. Milk production in the Mid-Atlantic region increased this week after recent rains and warmer temperatures promoted good pasture growth. Manufacturing facilities in both regions continue to operate at near capacity levels. Florida's milk production has begun to decline with smaller herd production declining more rapidly than larger herds. Heat and humidity are forecast for the coming week, which will degrade cow comfort levels. Class I demand decreased this week, caused in part by the exodus of seasonal residents. Severe drought conditions and wildfires continue to be a problem in the central and northern areas of the state. Spot loads of milk exported out of state this week totaled 190. Southeast milk production has moved past the peak of the spring flush. Class I demand increased this week lessening the number of loads going to auxiliary manufacturers. Cream supplies remain heavy with significant volumes being directed to churns. Ice cream production schedules remain lackluster at most plants, keeping cream demand low. Spot market activity is fairly active with multiples ranging from 115–125. Demand for condensed skim milk continues to be low, keeping Class IV production at near capacity levels. Some Class IV manufacturers are offering condensed skim at a discount to cheese manufacturers as a way of deflecting some of the milk volumes headed to their dryers. Spot sales activity remains light as contracted supplies are adequate for most manufacturers.

**FLUID CREAM AND CONDENSED SKIM PRICES IN TANKLOT QUANTITIES**

SPOT PRICES OF CLASS II CREAM, DOLLARS PER LB. BUTTERFAT:

| | |
|---|---|
| F.O.B. producing plants: Northeast - | 1.5922-1.7306 |
| F.O.B. producing plants: Upper Midwest - | 1.5922-1.7306 |

PRICES OF CONDENSED SKIM, DOLLARS PER LB. SOLIDS,
F.O.B. PRODUCING PLANTS:

| | |
|---|---|
| Northeast - Class II - includes monthly formula prices - | 1.10 - 1.30 |
| Northeast - Class III - spot prices - | .90 - 1.20 |

### MIDWEST

Central farm milk intakes are higher in some areas, tapering lower in a few others. Milk handlers indicate they are having an easier job of finding homes for all the milk because of higher interest from some end users. They note that ice cream plants are pulling harder on milk supplies as the calendar indicates consumer interest should start building for ice cream and frozen novelty items. Also, lower Class II prices are attached to these loads of May milk compared to April milk. Initial reports indicate prices on spot loads of milk are moderately higher compared to last week. Although some spot loads garnered lower prices, several milk marketers report the $5 under Class prices of the last several weeks were replaced with bottom prices closer to -$3 under Class. Cream supplies tightened somewhat this week. This, too, is also viewed as a result of the ice cream plants increasing production seasonally. Cream is still clearing to churns, with domestic and international butter sales reported as steady. Cream multiples are mostly unchanged from last week. A few cooperative managers and milk marketers report some dairy producers are switching milk marketing partners, which is causing milk intake fluctuations from plant to plant in the region. Various milk handlers reportedly offer differing bonus packages for milk volumes and quality.

### WEST

CALIFORNIA milk production trends are uneven across the state, but remain at higher than year ago levels in all areas. Milk base plan restrictions have helped some processors better manage processing and marketing of milk and products. Yet, overall supplies are above current needs. Some cheese producers are pushing back milk supplies to better balance their production and holdings against trade needs. One processor has cut back on milk purchase volumes and that has created extra milk availability. The current supply and demand environment is not conducive to finding a new home for extra milk in or around the state. The April 4a price (butter/powder) in CALIFORNIA is $14.72, down $0.61 from March and $4.73 lower than last year. This compares to the Federal Order Class IV price for April at $14.80. The April 4b price (cheese) is $13.43, $0.24 lower than March and $0.91 less than last year. This compares to the Federal Order Class III price for April 2012 at $15.72. ARIZONA milk production is trending slightly lower; continuing to decline off the seasonal peak seen in April. Weather conditions have been generally neutral in the past few weeks. Processing plants continue to operate on active schedules to handle the available supplies of milk and components. Some issues at plants are causing backups of milk and components. Total milk volumes remain above projected levels. Class I interest is flat. NEW MEXICO milk output is steady to slightly higher. Weather conditions are seasonal and not a factor. Processing plants are operating at moderate to heavy schedules at projected levels. Class I demand is flat. Western CREAM supplies remain heavy and continue to be hard to clear. Demand from higher-class utilization operations is light to moderate and below expectations. This is causing cream to stay at butter operations and butter output to be high. The CME Group, Grade AA butter price closed at $1.3450 on Wednesday, down 4.5 cents from a week ago. Cream multiples range from 100-122 and vary based on class usage and basing points. Milk volumes in the PACIFIC NORTHWEST continue to push manufacturing capacities in the region. The increased supplies are causing some cooperatives to rethink pricing strategies to members. Excess milk that is shipped out of the region is being discounted significantly in addition to added transportation costs. UTAH and IDAHO milk supplies are also above year ago levels. Milk processors in the region are currently able to handle the added volumes and are importing some additional discounted supplies from other areas. Dairy farmers are planning feed strategies as spring planting begins in the region. Fresh forages have yet to appear in the marketplace. Feed costs continue to be a major consideration in any expansion plans. According to the NASS *Agricultural Prices* report for April, mid-month U.S. prices for baled alfalfa hay were $207/ton, $46/ton more than last year. Prices for selected Western states and the change from last year are as follows: Arizona $260, +$80; California $235, +$9; Colorado $255, +$115; Idaho $200, +$25; Nevada $215, +$55; New Mexico $300, +$110; Oregon $229, +$45; Utah $175, +$15; and Washington $240, +$90. Transportation costs are also adding significantly to delivered hay prices. For the United States, alfalfa prices were $6.00 higher per ton than last month's value.

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: Central NDM prices are unchanged to lower on a weaker market. Spot market interest is strongly linked to short term needs for end users and reported purchase prices are mostly for one to a few loads at a time. Production is active at many locations, with some relief in drying schedules cropping up as a newer facility continues to ramp up farm milk intakes. According to NASS, NDM production in the Central region totaled 17.4 million pounds during March 2012, 4.9% more than one month ago and 25.0% more than one year ago. Cumulative nonfat dry milk production for 2012 in the Central region totals 50.1 million pounds, 43.8% higher than 2011 production during the same time span.

DAIRY PRODUCTS: NASS's *Dairy Products* report shows production of human food NONFAT DRY MILK during March 2012 totaled 188.6 million pounds, up 9.7% from February 2012 production and 49.9% higher than March 2011. Cumulative nonfat dry milk production for 2012 totals 514.6 million pounds, 47.5% higher than 2011 production during the same time span. Month ending stocks, at 210.3 million pounds, are 8.8% higher than a month ago and 76.2% higher than one year ago. March 2012 production of SKIM MILK POWDERS, which includes protein standardized and blended product, totaled 11.9 million pounds, 34.7% less than one month ago and 71.5% less than one year ago. Cumulative 2011 skim milk powder production totals 69.8 million pounds, compared to 118.0 million pounds during the same time span in 2011, a 40.8% decrease in production.

EAST: Manufacturing milk supplies continue to be very heavy with heavy volumes going to dryers. Most drying operations are operating at near capacity levels with a few plants finding some scheduling time for high heat runs. Low heat NDM inventories continue to build, keeping downward pressure on prices. High heat nonfat dry milk supplies are being worked lower, due to limited production schedules. Buyers continue to purchase for immediate needs only, willing to wait for the possibility of lower prices. Spot market activity is very light with spot sales requiring price discounts to complete transactions. The market undertone remains very weak.

DAIRY PRODUCTS: The latest NASS Dairy Products report indicates nonfat dry milk production for March in the Atlantic region totaled 22.1 million pounds, 11.7% of the nation's total. The Atlantic region production was 97.9% more than one year ago and 9.1% more than the previous month (unadjusted for the extra production day in February 2012).

F.O.B. CENTRAL/EAST: Includes EXTRA GRADE and GRADE A

| | | | |
|---|---|---|---|
| LOW/MEDIUM HEAT: | 1.1000 - 1.3100 | MOSTLY: | 1.1200 - 1.2700 |
| HIGH HEAT: | | | 1.2800 - 1.3600 |

## NONFAT DRY MILK - WEST

Western low/medium heat nonfat dry milk prices are lower, following the momentum of past weeks and reflecting the effects of lower trending domestic indices and declining international pricing levels. The market tone remains weak. Demand is light as buyers wait for needs before entering the market. There are lower bids being made in attempts to secure lower prices. Production levels remain active to process the milk and condensed skim offerings. Producers' stocks are building. Western high heat prices are trending lower, reflecting the declining low heat market. Buyers are taking contracted volumes, but very little extra powder is moving in the current market environment. Stocks are ample for trade needs. U.S. NDM production in March 2012 totaled 188.6 million pounds, 49.9% more than last year. YTD cumulative NDM output through March totals 514.6 million pounds, up 47.5% or 165.7 million pounds from a year earlier. NDM production in the West region in March totaled 149.1 million pounds, up 48.1% from last year. The West produced 79% of the U.S. total in March. U.S. manufacturers' stocks of NDM at the end of March were 210.3 million pounds, 76.2% higher than a year earlier and 8.8% more than February 2012. U.S. skim milk powder (SMP) production in March totaled 11.9 million pounds, 71.5% less than last year and 34.7% less than during February. YTD cumulative SMP output through March totals 69.8 million pounds, down 40.8% or 48.1 million pounds from a year earlier.

F.O.B. WEST: Includes EXTRA GRADE and GRADE A

| | | | |
|---|---|---|---|
| LOW/MEDIUM HEAT: | 1.0500 - 1.2800 | MOSTLY: | 1.1000 - 1.2100 |
| HIGH HEAT: | | | 1.2200 - 1.3550 |

## DRY BUTTERMILK - CENTRAL AND EAST

CENTRAL: Dry buttermilk prices moved sharply lower this week based on spot sales. Various manufacturers indicate interest for dry buttermilk is light. Some operators are sending increased cream volumes through the churns as cream prices reflect increased availability in some locales. A few churns are building inventories to satisfy 82% butter orders and are buying cream to augment internal supplies. Dry buttermilk production is steady to higher at most Central locations, depending on churning activity.

DAIRY PRODUCTS: NASS *Dairy Products* reports production of dry buttermilk during March 2012 totaled 10.1 million pounds, 5.2% less than one month ago but 15.3% more than production one year ago. Cumulative 2011 dry buttermilk production totals 33.4 million pounds, 15.4% more than during the same time span of 2011. Month ending stocks of dry buttermilk, at 21.9 million pounds, are 11.4% higher than one month ago and 35.4% higher than one year ago.

EAST: Heavy cream supplies are keeping churns operating at near capacity levels and, as a result, dry buttermilk production continues at increased levels. Current dry buttermilk production is adding to inventories, maintaining downward pressure on prices. Demand for dry buttermilk continues to be very sluggish as ice cream production has yet to significantly increase. Buyers continue to purchase for immediate needs only, unwilling to expand inventories on a downward trending market. Spot market activity is light with transactions needing significant discounts to complete sales. The market undertone remains weak.

| | |
|---|---|
| F.O.B. CENTRAL/EAST: | .9500 - 1.1800 |

## DRY BUTTERMILK - WEST

Dry buttermilk prices are lower with the weak market tone continuing. Weaker nonfat dry milk prices and lackluster demand are spilling over into the dry buttermilk complex. Heavy cream movement into butter churns is creating a steady stream of buttermilk solids for processing. Drying schedules are seasonally heavy. Demand is light beyond contracted volumes. Stocks are building and above trade needs. Buttermilk powder production in March 2012 for the U.S. totals 10.1 million pounds, up 15.3% from last year. Buttermilk stocks at the end of March were 21.9 million pounds, 35.4% higher than a year ago and 11.4% more than a month earlier.

| | | | |
|---|---|---|---|
| F.O.B. WEST: | 1.0500 - 1.1500 | MOSTLY: | 1.0800 - 1.1300 |

**CONTINUED ON PAGE 5A**

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.

**CONTINUED FROM PAGE 5**

**DRY WHOLE MILK - NATIONAL**

Prices for dry whole milk are steady for the week. A few plants note milk intakes have receded slightly from the recent high tide and opportunities to add whole milk production into dryer schedules are increasing. Dry whole milk inventories are variable, ranging from steady to intermittently increasing.

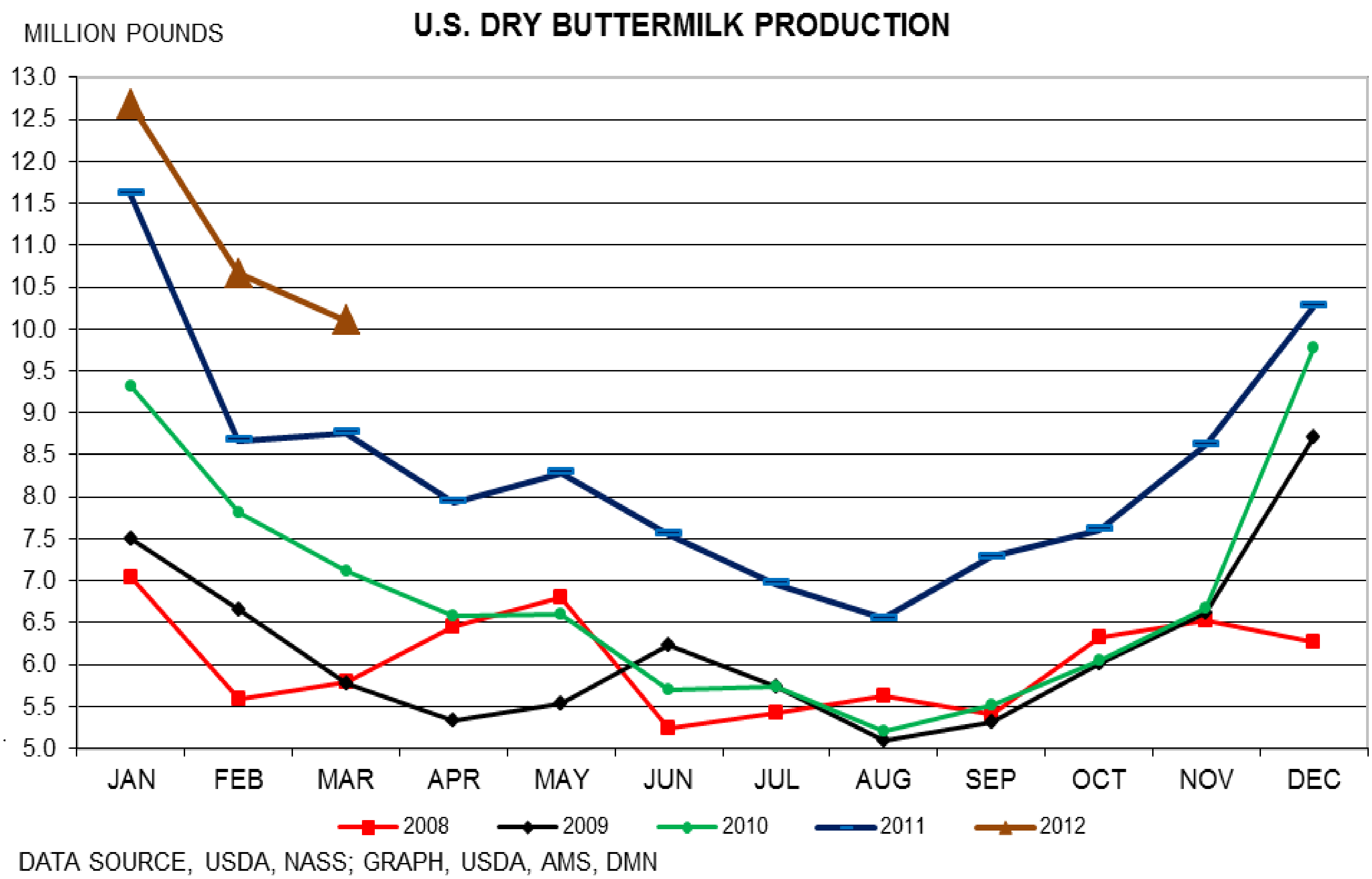
DAIRY PRODUCTS: NASS's Dairy Products report shows dry whole milk production during March 2012 totaled 4.3 million pounds, down 2.9 % from February 2012 and 39.6% lower than March 2011. Month ending stocks, at 7.0 million pounds, are 4.7% lower than one month ago and 7.7% lower than one year ago. Cumulative 2012 production totals 16.2 million pounds, a 22.6% decrease from 2011 production during the same time period.

F.O.B. PRODUCING PLANT: 1.5300 - 1.5600

**CALIFORNIA MANUFACTURING PLANTS - NDM**

| WEEK ENDING | PRICE | TOTAL SALES | SALES TO CCC |
|---|---|---|---|
| April 27 | $1.2342 | 23,140,823 | 0 |
| April 20 | $1.2576 | 22,112,106 | 0 |

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. Total sales (pounds) include sales to CCC. Compiled by Dairy Marketing Branch, California Department of Food and Agriculture.



## 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 adjusted lower based on F.O.B. contract and spot sales. Contract price premiums are steady to adjusting lower in some cases as manufacturers and buyers find ways to work through this transitioning market. With strong milk intakes into cooperatives and independent manufacturers with supply agreements, cheese and dry whey production are active. A few manufacturers welcome the strong milk intakes as a means of covering active current cheese sales and building dry whey supplies to cover contract needs during upcoming maintenance/upgrade projects. Other manufacturers indicate the cheese production is ahead of current cheese demand, but offers a way to clear milk into storable products. Human food dry whey production during March 2012 in the Central region totaled 41.0 million pounds. This dry whey production is 9.7% higher than one month ago but 0.3% lower than one year ago. Cumulative human food dry whey production for 2012 in the Central region totals 118.6 million pounds, 0.2% lower than 2011 production during the same time span. DAIRY PRODUCTS: NASS's *Dairy Products* report shows production of HUMAN FOOD dry whey during March 2012 totaled 85.2 million pounds, 0.1% more than February 2012 but 7.5% less than production 1 year ago. March ending stocks of HUMAN FOOD dry whey totaled 44.3 million pounds, 5.4% less than 1 month ago and 9.5% lower than March 2011. Production of ANIMAL FEED dry whey during March 2012 totaled 5.0 million pounds, 17.6% more than one month ago and more than double the production of March 2011. ANIMAL FEED dry whey month ending stocks totaled 3.8 million pounds, 22.8% less than one month ago but 90.0% more than the stocks of one year ago. Cumulative 2012 dry whey production, HUMAN AND ANIMAL FEED, is 3.4% higher than 2011 production, totaling 275.7 million pounds.

F.O.B. CENTRAL: .3000 - .6100 MOSTLY: .4750 - .5350
F.O.B. CENTRAL: ANIMAL FEED MILK REPLACER: .4000 - .4800

### DRY WHEY - NORTHEAST

Cheese production remains at increased levels, due to heavy milk intakes, maintaining expanded dry whey production. Current production is adding to inventories, keeping downward pressure on prices. Spot sales were limited this week as many buyers and sellers attended a major dairy conference in Chicago. Demand remains at reduced levels as buyers are purchasing for immediate needs only. The market undertone remains weak. DAIRY PRODUCTS: The latest NASS Dairy Products report shows production of dry whey for human consumption for the nation in March, totaled 85.2 million lbs. The Atlantic region totaled 21.8 million pounds, or 25.6% of the nation's total. The Atlantic area's production is 5.1% more than February (unadjusted for the extra production day in February 2012) and 1.9% more than production one year ago. The national production total was 0.1 more than the previous month (unadjusted for the extra production day in February 2012), but 7.5% less than for the same period last year.

F.O.B. NORTHEAST: EXTRA GRADE AND GRADE A: .5400 - .6350

### DRY WHEY - WEST

Western dry whey prices are unchanged. Spot market activity was slow this week as many of the market participants gathered in the Midwest for the American Dairy Products Institute conference. Increased milk supplies are finding their way to cheese plants. This is increasing the whey stream and adding to inventories. Increased production of whey protein concentrate products is helping to handle the additional volumes. Export sales continue to clear some of the increased supplies. According to the NASS *Dairy Products* report, total dry whey production in March totaled 90.2 million pounds, down 4.3% or 4.1 million pounds compared to March 2011. The Western region produced 22.4 million pounds of human dry whey in March, down 24.2% or 7.1 million pounds from last year. The West produced 26.3% of the human dry whey in the U.S. in March. Cumulative total dry whey production for the year in the U.S. is 275.7 million pounds, up 3.4% or 9.1 million pounds from 2011. Manufacturers' stocks at the end of March for total dry whey are 48.1 million pounds, down 5.6% or 2.8 million pounds from last year.

NONHYGROSCOPIC: .3000 - .6125 MOSTLY: .4600 - .5325

### WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST

Whey protein concentrate 34% prices declined on a weakening market. Pressure from building WPC 34% inventories at some locations prompted F.O.B. spot offers at lower prices, generating some completed sales. In general, buyers feel comfortable waiting for the right offer (price and brand) to come along, either direct from a manufacturer or through resellers. End users report offers continue to roll in throughout the week, with the same loads sometimes carrying lower prices by mid to late in the week. According to several manufacturers, inventories vary from tight to building steadily. Those manufacturers serving regular customers outside of human nutrition sectors seem more likely to have enhanced spot load availability. Whey protein concentrate 34% production is steady at most locations, although a few locations with variable end products indicate some whey solids are clearing into higher protein dry products. DAIRY PRODUCTS: The NASS *Dairy Products* report shows production of HUMAN AND ANIMAL WPC (25.0-49.9% PROTEIN) during March 2012 totaled 21.0 million pounds, 3.5% more than one month ago and 1.0% higher than production of one year ago. Cumulative WPC 34% production for 2012 totals 64.9 million pounds, 9.8% more than 2011 production during the same time span. Manufacturers' end-of -month stocks of HUMAN AND ANIMAL WPC (25.0 – 49.9% PROTEIN) totaled 27.5 million pounds, 19.6% more than February 2012 and more than double the stocks of March 2011.

F.O.B. EXTRA GRADE 34% PROTEIN:1.0000 - 1.5450 MOSTLY: 1.2500 - 1.4325

CONTINUED ON PAGE 6A

## WHEY, WPC 34%, LACTOSE & CASEIN

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

CONTINUED FROM PAGE 6

### LACTOSE - CENTRAL AND WEST

Lactose prices are unchanged on the mostly price series. Spot sales are intermittent from some manufacturers, especially for 200 mesh-type lactose. Demand is steady to higher according to several manufacturers. Increased demand is noted from domestic and international confectionary accounts. Production of lactose is active at most plants. DAIRY PRODUCTS: NASS's *Dairy Products* report shows HUMAN and ANIMAL lactose production during March 2012 increased 10.6% compared to February 2012 to 89.9 million pounds and was 5.4% higher than March 2011 production. Cumulative 2012 lactose production totals 257.9 million pounds, 6.9% more than during the same time span in 2011. Month ending stocks, at 74.0 million pounds, are 5.2% more than one month ago and 0.5% higher than one year ago.

Including spot sales and up to 3 month contracts.
F.O.B. EDIBLE, NON PHARMACEUTICAL.8500 -1.0050 MOSTLY:.8900 - .9400

### CASEIN - NATIONAL

Casein markets and prices are weak. The reported price range is widening as second quarter contract prices, negotiated in 2011, are maintaining the high end of the reported range, while the bottom of the range are spot prices which are lower and potentially will continue to trend lower. Domestic buyers are indicating that most suppliers are stating that they have readily available stocks for current needs and do not foresee problems in the near term. After much speculation, a major casein producing country announced early this week that they once again opened their doors to potential export activity. It is still too early to realize what supply and price impact this may have on the market. Some domestic buyers are already speculating that "much lower prices" by the end of the year may not be out of the realm of possibility.

SPOT SALES AND UP TO 3 MONTH CONTRACTS. PRICES ARE F.O.B., U.S. WAREHOUSE FOR EDIBLE NONRESTRICTED AND VARY ACCORDING TO MESH SIZE AND QUALITY.

| | |
|---|---|
| RENNET: | 3.9500 - 4.7000 |
| ACID: | 4.3000 - 4.9000 |

### EVAPORATED MILK - NATIONAL

The Kansas City Commodity Office issued Bid Invitation Number 2000001015, Description AD-DPRO-S-12-0090 on May 3, 2012, for evaporated milk packaged in 24/12 fluid ounce cans totaling 260,253 pounds. Deliveries are scheduled for August – September 2012. Offers are due May 15, 2012. Award notifications are scheduled to be announced on May 16, 2012, with public release currently scheduled for May 17, 2012. More information on offer specifications may be obtained at: http://www.fsa.usda.gov/FSA/

**SUPPORT PURCHASE PRICES FOR DAIRY PRODUCTS EFFECTIVE NOVEMBER 1, 2009**

BUTTER Bulk $1.05 per pound; CHEESE 40# Blocks $1.13 per pound; 500# Barrels $1.10; NONFAT DRY MILK $.80 per pound

***The CCC Purchase table will no longer be shown unless purchases occur. Last CCC purchase: October 2009.***

**U.S. Dairy Cow Slaughter (000 head) under Federal Inspection & Comparable Week 2010**

| WEEK ENDING | WEEKLY DAIRY COWS | 2012 CUMULATIVE DAIRY COWS | 2011 WEEKLY DAIRY COWS | 2011 CUMULATIVE DAIRY COWS |
|---|---|---|---|---|
| 04/14/2012 | 59.2 | 925.1 | 58.3 | 909.8 |

**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.

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

| YEAR | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 2008 | 19.32 | 17.03 | 18.00 | 16.76 | 18.18 | 20.25 | 18.24 | 17.32 | 16.28 | 17.06 | 15.51 | 15.28 |
| 2009 | 10.78 | 9.31 | 10.44 | 10.78 | 9.84 | 9.97 | 9.97 | 11.20 | 12.11 | 12.82 | 14.08 | 14.98 |
| 2010 | 14.50 | 14.28 | 12.78 | 12.92 | 13.38 | 13.62 | 13.74 | 15.18 | 16.26 | 16.94 | 15.44 | 13.83 |
| 2011 | 13.48 | 17.00 | 19.40 | 16.87 | 16.52 | 19.11 | 21.39 | 21.67 | 19.07 | 18.03 | 19.07 | 18.77 |

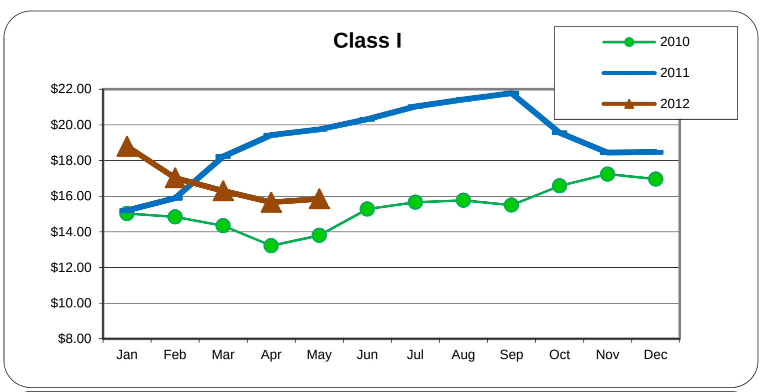
**CLASS IV MILK PRICES (3.5% BF)**

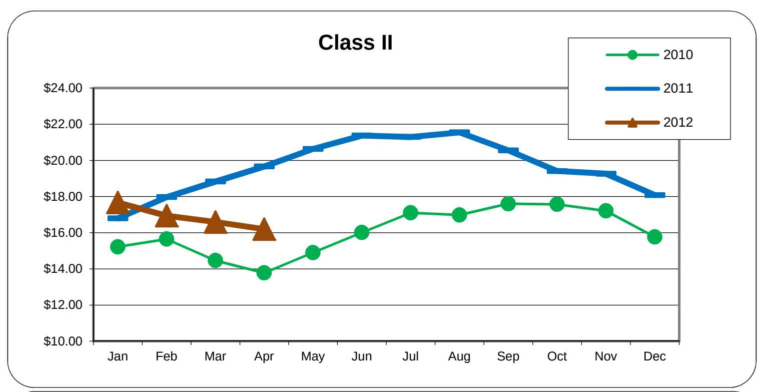
| YEAR | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 2008 | 16.29 | 14.67 | 14.17 | 14.56 | 15.26 | 15.92 | 16.60 | 16.64 | 15.45 | 13.62 | 12.25 | 10.35 |
| 2009 | 9.59 | 9.45 | 9.64 | 9.82 | 10.14 | 10.22 | 10.15 | 10.38 | 11.15 | 11.86 | 13.25 | 15.01 |
| 2010 | 13.85 | 12.90 | 12.92 | 13.73 | 15.29 | 15.45 | 15.75 | 15.61 | 16.76 | 17.15 | 16.68 | 15.03 |
| 2011 | 16.42 | 18.40 | 19.41 | 19.78 | 20.29 | 21.05 | 20.33 | 20.14 | 19.53 | 18.41 | 17.87 | 16.87 |

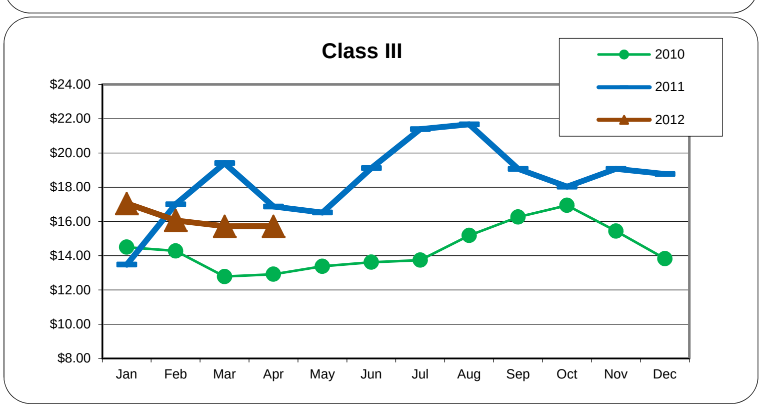
**FEDERAL MILK ORDER CLASS PRICES FOR 2012 (3.5%)**

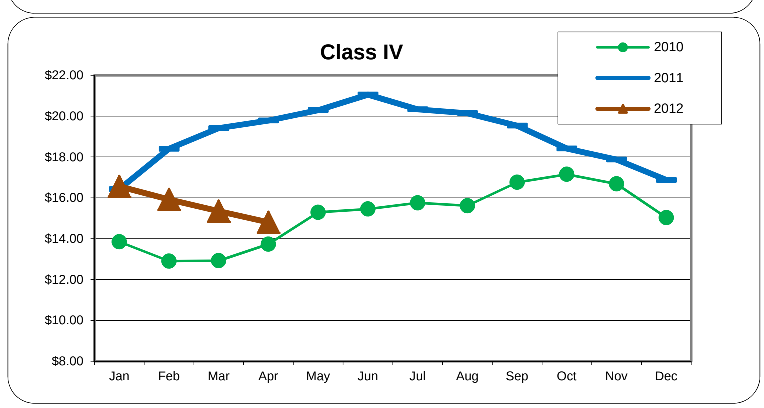
| CLASS | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| I 1/ | 18.80 | 17.03 | 16.30 | 15.66 | 15.85 | | | | | | | |
| II | 17.67 | 16.94 | 16.59 | 16.20 | | | | | | | | |
| III | 17.05 | 16.06 | 15.72 | 15.72 | | | | | | | | |
| IV | 16.56 | 15.92 | 15.35 | 14.80 | | | | | | | | |

1/ Specific order differentials to be added to this base price can be found by going to:
www.ams.usda.gov/DairyMarketingStatistics; then select “Prices”; and then select “Principal Pricing Points.”



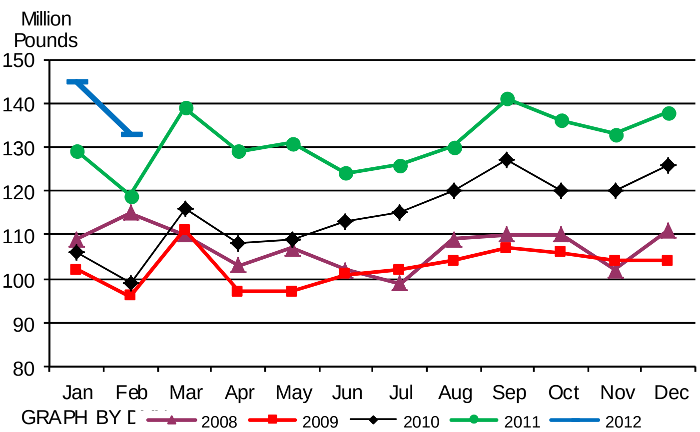
## ORGANIC DAIRY MARKET NEWS

Information gathered April 23 - May 4, 2012

### ORGANIC DAIRY FLUID OVERVIEW

**Milk Product Sales:** The following graph shows the trend of organic fat-reduced milk sales exceeding the level for the same month of the previous year, a month-after-month trend which has been unbroken since January 2010.

**Estimated Total U.S. Sales Of Organic Fat-Reduced Milk**




### ORGANIC DAIRY RETAIL OVERVIEW

**MONTHLY RETAIL MILK PRICE COMPARISON FOR 30 CITIES:**

Comparing the January and April 2012 average price for retail half gallon organic reduced fat (2%) milk prices surveyed in Thirty Cities, shows twenty one cities have higher prices for April, seven lower prices and two unchanged.

Chicago, at $4.74 for the April average, is the city with January to April average prices up the most, 45 cents, as well as the highest April price among the surveyed cities. Washington, D.C., at $3.69 for the April average, is the city with January to April average prices down the most, 30 cents.

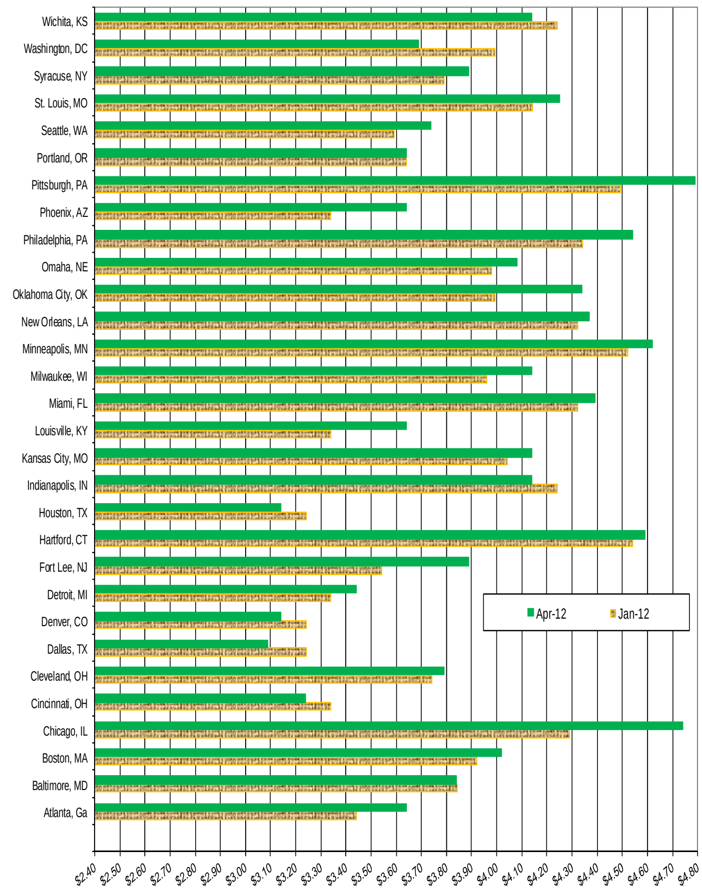
Denver and Houston are tied for the lowest April average price, $3.14. It should also be mentioned that Denver experienced greater three month price volatility than any other surveyed city, increasing 40 cents from February to March, then declining 50 cents from March to April.

It should also be noted that although the graph below shows Portland unchanged from January and April, Portland's price declined 20 cents from January to February, remained unchanged for March, then increased in April to the level it was in January. That leaves Baltimore as the only city which has not had a price change during 2012.

Of the seven cities with lower prices for April than January, only two have not experienced any month-to-month price increase at some time during 2012. Those are Washington, D.C. and Wichita.

The price listed represents the simple average of two prices, the price of the single most common brand in non-returnable paper cartons in one outlet of each of the two largest food store chains in each of the 30 thirty cities. Not all brands of organic milk in each surveyed store are included and higher or lower prices of milk offered by other than the most common brand in each of the two stores are not included. Prices are collected by Federal Milk Market Administrators during the first non-Friday or weekend 10 days of each month.

**Half Gallon Organic 2% Milk Price Change: January 2012 - April 2012**




**NATIONALLY ADVERTISED PRICE COMPARISON**

**Organic Dairy Overview.** Organic dairy advertising volume is 45.3% of the volume two weeks ago, which marked the highest level of 2012.

Organic milk ads comprised nearly 72% of the total, similar to 71% two weeks ago. Organic yogurt ads comprised 15%, down from 25% two weeks ago. Organic butter ads did not appear two weeks ago but comprised 7% of ads this period. Remaining ad categories are organic cheese, 5% and organic cream cheese, 2%.

Advertising information presented is compiled from nearly 16,000 surveyed newspaper supermarket ads for the period April 21, 2012, to May 4, 2012, identifying weekly "specials" and containing organic dairy content. Surveyed ads reflect advertised "specials" and not the range of non-advertised supermarket cooler prices.

**Regional Organic Dairy Ad Trends – Current Period**. Organic dairy ads continue to be led by the Northeast with 31.4% of ads. The remaining regional percentages include the South Central, 24.6%, Southwest, 17.8%, Midwest,12.7%, Southeast, 10.5% and Northwest, which has been last for several periods, 3.0%.

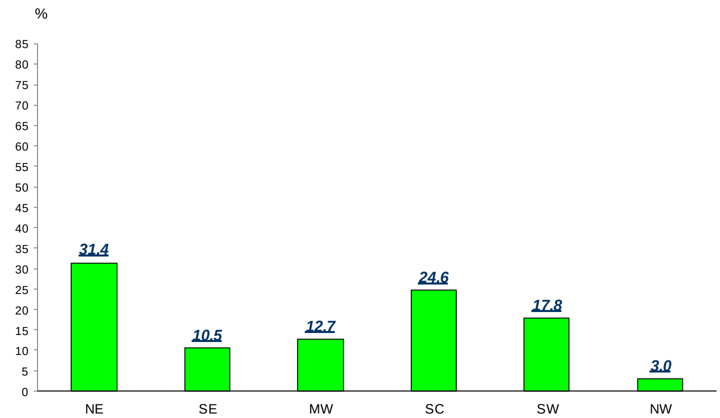
CONTINUED ON PAGE 8-A

## ORGANIC DAIRY MARKET NEWS

Information gathered April 23 - May 4, 2012

CONTINUED FROM PAGE 8

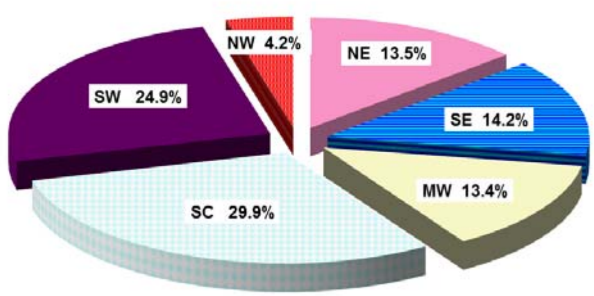
### Organic Dairy Newspaper Ads Regionally As A Percentage of Surveyed Organic Dairy Ads 2012 - Week 18, 2012




**Organic Milk**. Organic milk ads are the leading category of organic dairy advertising. Ads for 8 ounce containers constitute nearly 45% all organic milk ads. Ads for half gallons are a close second, with almost 40% of ads, followed by gallon ads at just over 15%.

The highest percentage of organic milk ads appeared in the South Central Region, 29.9%, followed by the Southwest, 24.9%; Southeast, 14.2%; Northeast, 13.5%; Midwest, 13.4; and Northwest, 4.2%.

### ORGANIC MILK FEATURES
### Regional % of Nationally Surveyed Supermarket Ads Report - Week 18, 2012

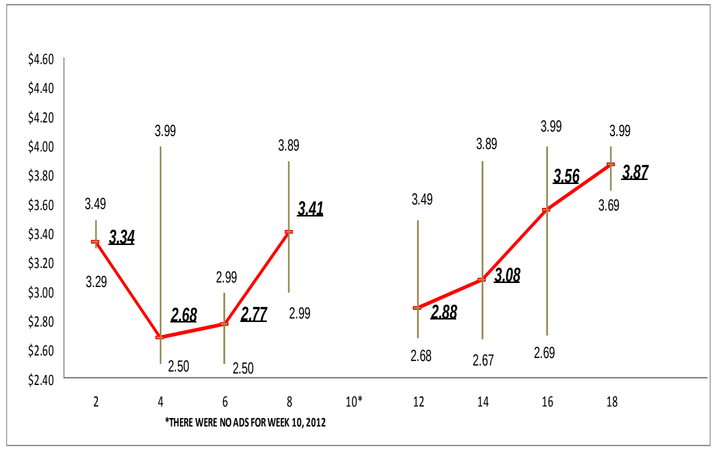



**Organic Milk Half Gallons.** Advertising volume for organic half gallons are only 24.8% of the level two weeks ago, which was the highest level of 2012. Almost 55% of half gallon ads are for a national brand and almost 45% for a store brand.

The national weighted average advertised price of organic milk half gallons, $3.87, is 31 cents higher than two weeks ago. The price range, $3.69 to $3.99, increased $1.00 at the range bottom and is unchanged at the top.

The AMS Dairy Market News Survey which generated the current national organic half gallon milk weighted average advertised price of $3.87, also determined the weighted average advertised price for non-organic half gallons as $1.41, a $2.46 price spread, up from $1.47 two weeks ago, $.96 four weeks ago and $.78 six weeks ago. Most of the reason for the increasing trend relates to increasing prices for organic milk rather than declining prices for non-organic milk.

### Advertised Organic Milk Half Gallon Price Range and Weighted Average Advertised Price by 2012 Week




### ORGANIC MILK HALF GALLON ADS REGIONAL % and WEIGHTED AVERAGE ADVERTISED PRICE

| REGION | % | WTD. AV. ADV. PRICE $ |
|---|---|---|
| NE | 34.0 | 3.67 |
| SE | 31.2 | 3.94 |
| MW | 14.5 | 3.99 |
| SC | 20.3 | 3.99 |
| SW | 0.0 | ---- |
| NW | 0.0 | ---- |
| US | | 3.87 |

**Organic Milk Gallons.** Ads for organic gallons appeared again after an absence two weeks ago. For the first time during 2012, there is more than one advertised price for organic gallons and hence, a price range, which is 30 cents. The national weighted average advertised price is $5.85, the lowest average since mid-October last year although, averages since then have all been within a 15 cent price range.

### ORGANIC MILK GALLON ADS REGIONAL % and WEIGHTED AVERAGE ADVERTISED PRICE

| REGION | % | WTD. AV. ADV. PRICE $ |
|---|---|---|
| NE | 0.0 | ---- |
| SE | 0.0 | ---- |
| MW | 09.4 | 5.95 |
| SC | 0.0 | ---- |
| SW | 90.6 | 5.84 |
| NW | 0.0 | ---- |
| US | | 5.85 |

**Organic Milk 8 Ounce.** Ads for 8 ounce containers of organic milk ran in all regions except the Northeast. Every ad in each region listed a price of $1.00, which has become typical.

CONTINUED ON PAGE 8-B

## ORGANIC DAIRY MARKET NEWS

Information gathered April 23 - May 4, 2012

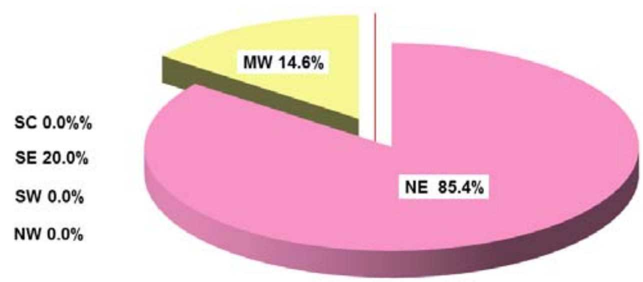
CONTINUED FROM PAGE 8-A

### ORGANIC MILK 8 OUNCE ADS REGIONAL % and WEIGHTED AVERAGE ADVERTISED PRICE

| REGION | % | WTD. AV. ADV. PRICE $ |
|---|---|---|
| NE | 0.0 | ---- |
| SE | 03.9 | 1.00 |
| MW | 13.8 | 1.00 |
| SC | 48.8 | 1.00 |
| SW | 24.2 | 1.00 |
| NW | 9.3 | 1.00 |
| US | | 1.00 |

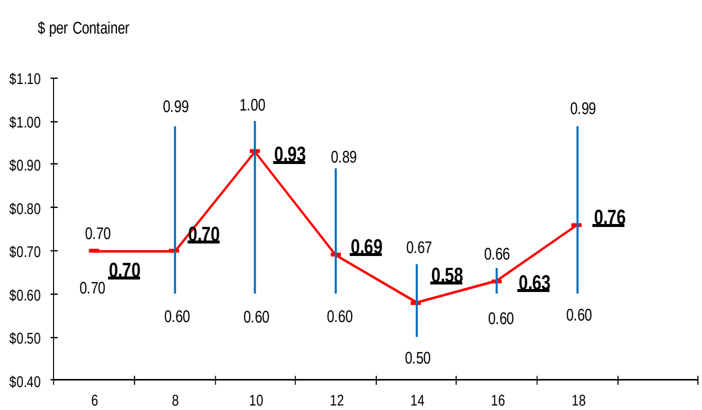
**Organic Yogurt**. The leading organic yogurt category is 32 ounce yogurt, with 72% of ads. This is followed by ads for 4-6 ounce organic yogurt, 16.6%, then 32 ounce Greek yogurt, 11.4%.
The Northeast led the regions in advertising, with 85.4% of all organic yogurt ads this period, with 14.6% in the Midwest.

### ORGANIC YOGURT FEATURES Regional % of Surveyed National Newspaper Ads Report Week 16, 2012




**4-6 Ounce Organic Yogurt.** The Northeast led category advertising with 58.2% of organic yogurt ads, followed by 41.8% in the Midwest. The national weighted average advertised price increased 13 cents, to $0.76. The price range spanned 39 cents, one of the largest price ranges of the year, $0.60 to $0.99.

**Advertised 4-6 Oz. Organic Yogurt Price Range and Weighted Average Advertised Price by 2012 Week**




**32 Ounce Organic Greek Yogurt.** All of the 32 ounce organic Greek yogurt ads ran in the Northeast. The advertised price for all ads is $3.50.

**32 Ounce Organic Yogurt.** Most 32 ounce organic yogurt ads ran in the Northeast, nearly 90%, with the balance in the Midwest. The national weighted average advertised price is $3.69, with prices ranging from $3.49 to $3.99.

**Organic Butter.** After an absence two weeks ago, organic butter ads returned this week. Just over 49% of ads are in the South Central region, nearly 36% in the Northeast, and almost 15% in the Midwest. All Northeast ads stated a $4.99 price while the ads in the other regions all stated a $3.99 price, resulting in a national weighted average advertised price of $4.35.

It should be noted that the AMS Dairy Market News Survey which identified organic butter prices advertised as low as $3.99, also identified non-organic butter in the Southeast advertised as high as $3.99. Thus, this period the twain did meet. Nevertheless, the national weighted average advertised price of non-organic butter is $2.44, resulting in a weighted average advertised price spread with organic butter of $1.91.

**Organic Cheese.** All ads organic cheese appeared the Northeast for 8 ounce shredded cheese priced $3.99.

**Organic Cream Cheese.** All ads for 8 ounce organic cream cheese appeared in the Northeast, listing a price of $2.49.

**SUPERMARKET PRICE COMPARISON**:

**Madison, Wisconsin Prices.** Non-advertised organic milk, yogurt, butter and cheese prices in a range of food stores in Madison, Wisconsin are compared for this two week period.

Madison stores included a big-box sized local supermarket; 2 regional chain supermarkets; a smaller but full product line food market; and 2 natural food stores; a national discount big box chain store also selling food; and a large local cooperative grocery store.

Organic milk available in Madison stores included 2 national brands, 4 private label store brands, and 3 small local or near-by creamery brands, one featuring non-homogenized milk. Cheese available included 2 national brands, 2 store brands, and cheese from 5 other cheese makers.

A table summarizing the survey results follows:

**ORGANIC MILK, YOGURT, CHEESE, BUTTER PRICE RANGE 2012 REPORTING WEEK 18**

| | MADISON, WISCONSIN LOW | HIGH (in Dollars) | RANGE |
|---|---|---|---|
| **FLUID MILK** | | | |
| **MILK - gallon** | | | |
| Whole | 5.49 | 6.99 | 1.50 |
| Nonfat (Skim) | 5.49 | 6.99 | 1.50 |
| Low fat (1%) | 5.49 | 6.99 | 1.50 |
| Reduced fat (2%) | 5.49 | 6.99 | 1.50 |
| **MILK - half gallon** | | | |
| Whole | 3.17 | 4.49 | 1.32 |
| Nonfat (Skim) | 3.17 | 4.49 | 1.32 |
| Reduced fat (2%) | 3.17 | 4.49 | 1.32 |
| Low fat (1%) | 3.17 | 4.49 | 1.32 |
| **FLAVMILK - half gallon** | | | |
| All fat tests | 3.09 | 5.69 | 2.60 |

CONTINUED ON PAGE 8-C

## ORGANIC DAIRY MARKET NEWS

Information gathered April 23 - May 4, 2012

CONTINUED FROM PAGE 8-B

| | LOW | HIGH | RANGE |
|---|---|---|---|
| **YOGURT** | | | |
| **Yogurt - 4-6 oz** | | | |
| **Yogurt** | **0.79** | **1.29** | **0.50** |
| **CHEESE** | | | |
| **Cheese - 8 oz block** | | | |
| **Mozzarella** | **3.40** | **5.75** | **2.35** |
| **Mild Cheddar** | **3.79** | **5.99** | **2.20** |
| **Monterey Jack** | **3.79** | **5.99** | **2.20** |
| **Pepper Jack** | **3.89** | **5.99** | **2.10** |
| **Cheese - 6 oz string** | | | |
| **Mozzarella** | **3.99** | **5.09** | **1.10** |
| **Colby Jack** | **3.89** | **4.99** | **1.10** |
| **BUTTER** | | | |
| **Butter - 1 Pound** | **3.79** | **6.19** | **2.40** |

*** = Price change from prior reporting period.**

The price ranges did not change although prices within the ranges changed.

### ORGANIC GRAIN AND FEEDSTUFFS MARKETS:

National organic grain and feedstuffs were mostly higher with good demand. Offerings of corn and soybeans were light to moderate with very good demand. Feed grade barley was lower on a light test this period, with good demand reported but limited availability in geographic areas where demand is greatest. Feed grade wheat remains in good demand, as farmers are looking for many other sources of protein for livestock feed. Several new crop contracts were reported this period. One year ago, food grade soybean contracts were being written for the current value of new crop feed grade soybeans. Reports of organic dairy farmers considering ending their organic operations due to high feed costs have been made. Maintaining profitability with current feed costs is a never-ending battle, while some farmers with inventories of corn and soybeans continue to hold out for higher prices. Large square bales of supreme organic alfalfa hay this period were $365.00/ton in Idaho. Additional livestock and grain market news information is available at: http://www.ams.usda.gov/mnreports/lsbnof.pdf

MONTHLY SUMMARY AND AVERAGES FOR **APRIL 2012** 1/ - (UNLESS OTHERWISE NOTED, PRICES ARE DOLLARS PER POUND, CL/TL)

| COMMODITY | REPORT NUMBER 14 APR 02 - 06 | REPORT NUMBER 15 APR 09 - 13 | REPORT NUMBER 16 APR 16 - 20 | REPORT NUMBER 17 APR 23 - 27 | REPORT NUMBER 18 APR 30 | 2012 Average or Total | 2011 Average or Total |
|---|---|---|---|---|---|---|---|
| CHEESE | | | | | | | |
| WISCONSIN (WSP, Delivered, LTL) | | | | | | | |
| -- Process American 5# Loaf | 1.6525 - 2.3600 | 1.6550 - 2.3600 | 1.6425 - 2.3475 | 1.6525 - 2.3575 | 1.6375 - 2.3425 | 2.0028 | 2.0680 |
| -- Brick And/Or Muenster 5# | 1.8800 - 2.4400 | 1.8800 - 2.4400 | 1.8775 - 2.4375 | 1.8925 - 2.4525 | 1.9150 - 2.4750 | 2.1640 | 2.2204 |
| -- Cheddar 40# Block | 1.8800 - 2.8650 | 1.8800 - 2.8650 | 1.8775 - 2.8625 | 1.8925 - 2.8775 | 1.9150 - 2.9000 | 2.3765 | 2.4949 |
| -- Monterey Jack 10# | 1.8500 - 2.8650 | 1.8500 - 2.8650 | 1.8475 - 2.8625 | 1.8625 - 2.8775 | 1.8850 - 2.9000 | 2.3615 | 2.4768 |
| -- Blue 5# | 2.1450 - 3.1300 | 2.1450 - 3.1300 | 2.1425 - 3.1275 | 2.1575 - 3.1425 | 2.1800 - 3.1650 | 2.6415 | 2.7395 |
| -- Mozzarella 5 - 6# | 1.7250 - 2.9650 | 1.7250 - 2.9650 | 1.7225 - 2.9625 | 1.7375 - 2.9775 | 1.7600 - 3.0000 | 2.3490 | 2.4618 |
| -- Grade A Swiss Cuts 6 - 9# | 2.7050 - 3.0225 | 2.7050 - 3.0225 | 2.7050 - 3.0225 | 2.7050 - 3.0225 | 2.7050 - 3.0225 | 2.8638 | 3.1126 |
| NORTHEAST (WSP, Delivered, LTL) | | | | | | | |
| -- Cheddar 40# Block | 1.8925 - 2.1775 | 1.8925 - 2.1775 | 1.8900 - 2.1750 | 1.9050 - 2.1900 | 1.9275 - 2.2125 | 2.0390 | 2.0711 |
| -- Process 5# Sliced | 1.6800 - 1.8000 | 1.6825 - 1.8025 | 1.6700 - 1.7900 | 1.6800 - 1.8000 | 1.6650 - 1.7850 | 1.7375 | 1.8493 |
| -- Muenster | 1.9125 - 2.2725 | 1.9125 - 2.2725 | 1.9100 - 2.2700 | 1.9250 - 2.2850 | 1.9475 - 2.3075 | 2.0965 | 2.0561 |
| -- Grade A Swiss Cuts 10 - 14# | 3.2950 - 3.6175 | 3.2950 - 3.6175 | 3.2950 - 3.6175 | 3.2950 - 3.6175 | 3.2950 - 3.6175 | 3.4563 | 3.5452 |
| WEST COAST (WSP, Delivered, LTL) | | | | | | | |
| -- Process 5# Loaf | 1.5850 - 1.8425 | 1.5875 - 1.8450 | 1.5750 - 1.8325 | 1.5850 - 1.8425 | 1.5700 - 1.8275 | 1.7113 | 1.8405 |
| -- Cheddar 40# Block | 1.6150 - 1.9675 | 1.6150 - 1.9675 | 1.6125 - 1.9650 | 1.6275 - 1.9800 | 1.6500 - 2.0025 | 1.7953 | 1.9198 |
| -- Cheddar 10# Cuts | 1.7950 - 2.0150 | 1.7950 - 2.0150 | 1.7925 - 2.0125 | 1.8075 - 2.0275 | 1.8300 - 2.0500 | 1.9090 | 2.0336 |
| -- Monterey Jack 10# | 1.8050 - 1.9650 | 1.8050 - 1.9650 | 1.8025 - 1.9625 | 1.8175 - 1.9775 | 1.8400 - 2.0000 | 1.8890 | 2.0136 |
| -- Grade A Swiss Cuts 6 - 9# | 2.8725 - 3.3025 | 2.8725 - 3.3025 | 2.8725 - 3.3025 | 2.8725 - 3.3025 | 2.8725 - 3.3025 | 3.0875 | 3.1764 |
| FLUID PRODUCTS | | | | | | | |
| SPOT PRICES OF CLASS II CREAM ($ per lb. butterfat) | | | | | | | |
| -- Northeast - f.o.b | 1.6478 - 1.9923 | 1.5015 - 1.8590 | 1.5543 - 1.8953 | 1.6018 - 1.7861 | 1.5922 - 1.7306 | 1.7265 | 2.5562 |
| -- Upper Midwest - f.o.b | 1.7527 - 1.8425 | 1.6755 - 1.8199 | 1.6399 - 1.7540 | 1.6160 - 1.7435 | 1.5922 - 1.7306 | 1.7272 | 2.4829 |
| PRICES OF CONDENSED SKIM - NORTHEAST ($ per lb. wet solids) - f.o.b. | | | | | | | |
| -- Class II | 1.23 - 1.42 | 1.18 - 1.41 | 1.18 - 1.41 | 1.10 - 1.30 | 1.10 - 1.30 | 1.2750 | 1.5719 |
| -- Class III | 1.19 - 1.38 | 1.15 - 1.37 | 1.15 - 1.37 | 0.90 - 1.20 | 0.90 - 1.20 | 1.2060 | 1.4776 |

MONTHLY SUMMARY AND AVERAGES FOR **APRIL 2012** 1/ - (UNLESS OTHERWISE NOTED, PRICES ARE DOLLARS PER POUND, CL/TL)

| COMMODITY | REPORT NUMBER 14 | REPORT NUMBER 15 | REPORT NUMBER 16 | REPORT NUMBER 17 | REPORT NUMBER 18 | 2012 Average or Total | 2011 Average or Total |
|---|---|---|---|---|---|---|---|
| | APR 02 - 06 | APR 09 - 13 | APR 16 - 20 | APR 23 - 27 | APR 30 | | |
| DRY PRODUCTS | | | | | | | |
| NONFAT DRY MILK | | | | | | | |
| -- Central And East (f.o.b.) | | | | | | | |
| -- Low/Medium Heat | 1.1000 - 1.3750 | 1.1250 - 1.3700 | 1.0850 - 1.3300 | 1.1000 - 1.3375 | 1.1000 - 1.3100 | 1.2267 | 1.6505 |
| -- Mostly | 1.1800 - 1.3200 | 1.1700 - 1.3200 | 1.1500 - 1.3100 | 1.1200 - 1.3000 | 1.1200 - 1.2700 | 1.2319 | 1.5898 |
| -- High Heat | 1.3500 - 1.4250 | 1.3100 - 1.4175 | 1.2900 - 1.3800 | 1.2800 - 1.3800 | 1.2800 - 1.3600 | 1.3524 | 1.7098 |
| -- West (f.o.b) | | | | | | | |
| -- Low/Medium Heat | 1.1500 - 1.3450 | 1.1300 - 1.3450 | 1.1000 - 1.3250 | 1.0500 - 1.3250 | 1.0500 - 1.2800 | 1.2186 | 1.5764 |
| -- Mostly | 1.1800 - 1.3200 | 1.1700 - 1.3000 | 1.1500 - 1.2600 | 1.1200 - 1.2400 | 1.1000 - 1.2100 | 1.2145 | 1.5755 |
| -- High Heat | 1.3000 - 1.3900 | 1.2900 - 1.3900 | 1.2800 - 1.3900 | 1.2450 - 1.3850 | 1.2200 - 1.3550 | 1.3315 | 1.6862 |
| WHEY POWDER (Nonhygroscopic) | | | | | | | |
| -- Central (f.o.b.) | 0.3000 - 0.6550 | 0.3000 - 0.6200 | 0.3000 - 0.6200 | 0.3000 - 0.6200 | 0.3000 - 0.6100 | 0.4639 | 0.4588 |
| -- Mostly | 0.5400 - 0.6200 | 0.5000 - 0.6000 | 0.4850 - 0.5800 | 0.4825 - 0.5650 | 0.4750 - 0.5350 | 0.5446 | 0.4508 |
| -- West (f.o.b.) | 0.3000 - 0.6300 | 0.3000 - 0.6100 | 0.3000 - 0.6325 | 0.3000 - 0.6125 | 0.3000 - 0.6125 | 0.4604 | 0.5210 |
| -- Mostly | 0.4800 - 0.5625 | 0.4800 - 0.5525 | 0.4600 - 0.5450 | 0.4600 - 0.5325 | 0.4600 - 0.5325 | 0.5085 | 0.4859 |
| -- Northeast (f.o.b.) | 0.5800 - 0.6600 | 0.5600 - 0.6400 | 0.5600 - 0.6600 | 0.5400 - 0.6375 | 0.5400 - 0.6350 | 0.6039 | 0.5044 |
| WHEY PROTEIN CONCENTRATE | | | | | | | |
| -- Central And West (f.o.b.) | | | | | | | |
| -- Extra Grade 34% Protein | 1.2000 - 1.6100 | 1.2000 - 1.6100 | 1.2000 - 1.5750 | 1.1000 - 1.5750 | 1.0000 - 1.5450 | 1.3785 | 1.3900 |
| -- Mostly | 1.4000 - 1.5200 | 1.3600 - 1.4900 | 1.3600 - 1.4650 | 1.3600 - 1.4325 | 1.2500 - 1.4325 | 1.4195 | 1.3686 |
| ANIMAL FEED - WHEY | | | | | | | |
| -- Central (f.o.b.) | | | | | | | |
| -- Milk Replacer | 0.4500 - 0.5400 | 0.4300 - 0.5000 | 0.4300 - 0.4800 | 0.4200 - 0.4800 | 0.4000 - 0.4800 | 0.4650 | 0.3789 |
| BUTTERMILK (Min. 30% protein) | | | | | | | |
| -- Central And East (f.o.b.) | 1.1800 - 1.3050 | 1.0950 - 1.2825 | 1.0950 - 1.2825 | 1.0800 - 1.2825 | 0.9500 - 1.1800 | 1.1939 | 1.4925 |
| -- West (f.o.b.) | 1.1300 - 1.2500 | 1.1100 - 1.2300 | 1.0800 - 1.2000 | 1.0500 - 1.1700 | 1.0500 - 1.1500 | 1.1500 | 1.5076 |
| -- Mostly | 1.1800 - 1.2200 | 1.1500 - 1.2000 | 1.1300 - 1.1800 | 1.0800 - 1.1500 | 1.0800 - 1.1300 | 1.1586 | 1.5131 |
| WHOLE MILK POWDER | | | | | | | |
| -- National (f.o.b.) | 1.5500 - 1.5850 | 1.5300 - 1.5500 | 1.5300 - 1.5500 | 1.5300 - 1.5600 | 1.5300 - 1.5600 | 1.5480 | 1.9374 |
| LACTOSE | | | | | | | |
| -- Central And West (f.o.b.) | 0.8600 - 0.9500 | 0.8600 - 1.0050 | 0.8500 - 1.0500 | 0.8000 - 1.0050 | 0.8500 - 1.0050 | 0.9227 | 0.4495 |
| -- Mostly | 0.8900 - 0.9200 | 0.8900 - 0.9400 | 0.8900 - 0.9400 | 0.8900 - 0.9400 | 0.8900 - 0.9400 | 0.9126 | 0.4464 |
| CASEIN - Edible - National (f.o.b.) | | | | | | | |
| -- Nonrestricted - Rennet | 4.3000 - 4.7000 | 4.3000 - 4.7000 | 4.3000 - 4.7000 | 4.3000 - 4.7000 | 3.9500 - 4.7000 | 4.4917 | 4.9295 |
| -- Nonrestricted - Acid | 4.6000 - 4.9000 | 4.6000 - 4.9000 | 4.6000 - 4.9000 | 4.6000 - 4.9000 | 4.3000 - 4.9000 | 4.7429 | 4.8936 |

1/ Prices for all products are issued once a week and represent a value for the entire week. Monthly averages are based on weekly prices and are time-weighted according to the number of workdays in the month - Saturdays, Sundays and National Holidays excluded. No monthly average is computed if one or more weekly prices are missing.

## CME GROUP AVERAGES FOR APRIL 2012

| COMMODITY | REPORT NUMBER 14<br>APR 2 - 5 | REPORT NUMBER 15<br>APR 9 - 13 | REPORT NUMBER 16<br>APR 16 - 20 | REPORT NUMBER 17<br>APR 23 - 27 | REPORT NUMBER 18<br>APR 30 | 2012 * Monthly Average | 2011 * Monthly Average |
|---|---|---|---|---|---|---|---|
| BUTTER* | | | | | | | |
| -- GRADE AA | | | | | | | |
| --Monday | 1.4550 | 1.4300 | 1.4250 | 1.4125 | 1.3550 | | |
| --Tuesday | 1.4550 | 1.4250 | 1.4250 | 1.4000 | | | |
| --Wednesday | 1.4375 | 1.4250 | 1.4125 | 1.3900 | | | |
| --Thursday | 1.4300 | 1.4250 | 1.4125 | 1.3600 | | | |
| --Friday | 1/ | 1.4250 | 1.4125 | 1.3600 | | 1.4136 | 1.9970 |
| --Weekly Average** | 1.4444 | 1.4260 | 1.4175 | 1.3845 | | | |
| CHEESE* | | | | | | | |
| -- BARRELS | | | | | | | |
| --Monday | 1.4600 | 1.4600 | 1.4600 | 1.4700 | 1.4275 | | |
| --Tuesday | 1.4625 | 1.4600 | 1.4600 | 1.4550 | | | |
| --Wednesday | 1.4625 | 1.4600 | 1.4600 | 1.4475 | | | |
| --Thursday | 1.4600 | 1.4075 | 1.4600 | 1.4200 | | | |
| --Friday | 1/ | 1.4600 | 1.4600 | 1.4350 | | 1.4524 | 1.5756 |
| --Weekly Average** | 1.4613 | 1.4495 | 1.4600 | 1.4455 | | | |
| -- 40# BLOCKS | | | | | | | |
| --Monday | 1.4900 | 1.4875 | 1.4875 | 1.5225 | 1.5350 | | |
| --Tuesday | 1.4900 | 1.4875 | 1.4900 | 1.5225 | | | |
| --Wednesday | 1.4900 | 1.4875 | 1.5000 | 1.5250 | | | |
| --Thursday | 1.4875 | 1.4875 | 1.5100 | 1.5275 | | | |
| --Friday | 1/ | 1.4875 | 1.5275 | 1.5350 | | 1.5039 | 1.6036 |
| --Weekly Average** | 1.4894 | 1.4875 | 1.5030 | 1.5265 | | | |
| NONFAT DRY MILK* | | | | | | | |
| -- EXTRA GRADE | | | | | | | |
| --Monday | 1.2575 | 1.2575 | 1.1675 | 1.1275 | 1.1075 | | |
| --Tuesday | 1.2575 | 1.2575 | 1.1575 | 1.1275 | | | |
| --Wednesday | 1.2575 | 1.2575 | 1.1575 | 1.1275 | | | |
| --Thursday | 1.2575 | 1.2075 | 1.1375 | 1.1175 | | | |
| --Friday | 1/ | 1.1825 | 1.1275 | 1.1075 | | 1.1828 | 1.8000 |
| --Weekly Average** | 1.2575 | 1.2325 | 1.1495 | 1.1215 | | | |
| -- GRADE A | | | | | | | |
| --Monday | 1.2675 | 1.2675 | 1.1775 | 1.1675 | 1.1475 | | |
| --Tuesday | 1.2675 | 1.2675 | 1.1775 | 1.1675 | | | |
| --Wednesday | 1.2675 | 1.2675 | 1.1775 | 1.1675 | | | |
| --Thursday | 1.2675 | 1.2175 | 1.1775 | 1.1575 | | | |
| --Friday | 1/ | 1.1925 | 1.1675 | 1.1475 | | 1.2058 | 1.6426 |
| --Weekly Average** | 1.2675 | 1.2425 | 1.1755 | 1.1615 | | | |

* Monthly averages are a simple average of all the closes during the month. Weekly and monthly averages are independent calculations.

** Weekly averages are simple averages of the closes during the calendar week and are for information purposes. Should the week be split between two months, the weekly average will appear in the monthly report in which the Friday close is reported.

1/ - Holiday - no cash dairy trading.

## APRIL AGRICULTURAL PRICES HIGHLIGHTS

The All Milk price received by farmers was $16.90 in April, down $0.30 from March 2012 and down $2.70 from April 2011. Milk Cows price was $1,440 in April, up $20 from April 2011. Alfalfa hay price was $207.00 in April, up $46.00 from April 2011. Corn price was $6.14 in April, down $0.22 from April 2011. Soybean price was $13.80 in April, up $0.70 from April 2011. The milk-feed price ratio was 1.45 in April, down 0.36 from April 2011.

The index of prices received by farmers for dairy products decreased 3 points during the month of April 2012 to 129. Compared with April 2011, the index was down 21 points (14.0 percent). The index of prices paid by farmers for commodities and services, interest, taxes, and wage rates in April 2012 was unchanged at 213. Compared with April 2011, the index was up 10 points (4.9 percent).

### SELECTED MILK PRICES, MILK COWS, AND FEED PRICES, SELECTED STATES AND U.S., APRIL 2012 WITH COMPARISONS

| State | All-Milk price 1/ 2/ Dollars per cwt. | | | | Milk cows 3/ Dollars per head | | Alfalfa hay, baled Dollars per ton | | Corn Dollars per bushel | | Soybeans Dollars per bushel | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | March | | April | | April | | April | | April | | April | |
| | 2011 | 2012 | 2011 | 2012 4/ | 2011 | 2012 4/ | 2011 | 2012 4/ | 2011 | 2012 4/ | 2011 | 2012 4/ |
| AZ | 19.90 | 16.50 | 19.60 | 16.20 | 1,450 | 1,500 | 180.00 | 260.00 | --- | --- | --- | --- |
| CA | 18.42 | 15.51 | 17.87 | 15.00 | 1,300 | 1,300 | 226.00 | 235.00 | --- | --- | --- | --- |
| CO | 20.30 | 17.50 | 19.70 | 17.30 | 1,450 | 1,520 | 140.00 | 255.00 | 6.05 | 6.23 | --- | --- |
| ID | 18.70 | 16.70 | 17.70 | 16.70 | 1,450 | 1,450 | 175.00 | 200.00 | --- | --- | --- | --- |
| IN | 20.80 | 17.50 | 20.60 | 17.10 | 1,450 | 1,450 | --- | --- | 6.71 | 6.39 | --- | --- |
| IA | 20.90 | 17.60 | 19.90 | 17.10 | 1,430 | 1,450 | 118.00 | 143.00 | 6.20 | 6.00 | 12.90 | 13.70 |
| MI | 21.10 | 17.90 | 20.60 | 17.50 | 1,550 | 1,600 | 105.00 | 115.00 | 6.60 | 6.15 | 12.70 | 13.80 |
| MN | 20.90 | 18.00 | 19.10 | 17.80 | 1,410 | 1,490 | 115.00 | 150.00 | 5.79 | 6.00 | 12.50 | 13.60 |
| NM | 20.20 | 15.90 | 19.20 | 15.70 | 1,380 | 1,350 | 190.00 | 300.00 | --- | --- | --- | --- |
| NY | 21.30 | 18.40 | 21.20 | 17.80 | 1,400 | 1,460 | 149.00 | 171.00 | --- | --- | --- | --- |
| OH | 22.10 | 18.50 | 21.60 | 17.90 | 1,470 | 1,510 | 169.00 | 209.00 | 6.80 | 6.31 | --- | --- |
| PA | 22.00 | 19.00 | 21.50 | 18.60 | 1,450 | 1,500 | 165.00 | 216.00 | 7.23 | 6.82 | --- | --- |
| TX | 21.60 | 17.20 | 20.40 | 17.00 | 1,400 | 1,400 | 195.00 | 273.00 | 7.09 | 6.90 | --- | --- |
| WA | 21.10 | 17.50 | 20.30 | 17.30 | 1,400 | 1,350 | 150.00 | 240.00 | --- | --- | --- | --- |
| WI | 21.10 | 17.70 | 19.20 | 17.60 | 1,560 | 1,560 | 100.00 | 135.00 | 6.27 | 5.97 | 12.40 | 13.60 |
| U.S. | 20.40 | 17.20 | 19.60 | 16.90 | 1,420 | 1,440 | 161.00 | 207.00 | 6.36 | 6.14 | 13.10 | 13.80 |

1/ Prices are shown at reported butterfat test. 2/ Before deductions for hauling. Includes quality, quantity, and other premiums. Excludes hauling subsidies. 3/ Animals sold for dairy herd replacement only. Prices estimated in January, April, July, and October. 4/ Preliminary.

### MILK-FEED PRICE RATIO, SELECTED STATES AND U.S., APRIL 2012 WITH COMPARISONS

| Milk-feed: pounds of 16% mixed dairy feed equal in value to 1 pound of whole milk 1/ | | | |
|---|---|---|---|
| State 2/ | April 2011 | March 2012 | April 2012 3/ |
| IA | 2.03 | 1.69 | 1.67 |
| MI | 2.09 | 1.82 | 1.79 |
| MN | 2.05 | 1.74 | 1.72 |
| OH | 1.90 | 1.58 | 1.52 |
| WI | 2.04 | 1.77 | 1.76 |
| U.S. | 1.81 | 1.48 | 1.45 |

1/ The price of commercial prepared dairy feed is based on current United States prices received for corn, soybeans, and alfalfa. The modeled feed uses 51 percent corn, 8 percent soybeans, and 41 percent alfalfa hay. 2/ Available states that provided all necessary data to compute milk feed price ratios.
3/ Preliminary.

### GENERAL PRICE MEASURES, U.S., APRIL 2012 WITH COMPARISONS

| Item | April 2011 | March 2012 | April 2012 1/ |
|---|---|---|---|
| **INDEX NUMBERS** (1990-92=100): | | | |
| Prices received by farmers for dairy products | 150 | 132 | 129 |
| Prices paid by farmers for commodities and services, interest taxes, and wage rates | 203 | 213 | 213 |

1/ Preliminary.

**Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. *Agricultural Prices, April 2012.*

## FEDERAL MILK ORDER CLASS AND COMPONENT PRICES, APRIL

**Component Price Information:** Under the Federal milk order pricing system, the butterfat price for April 2012 is $1.5645 per pound. Thus, the Class II butterfat price is $1.5715. The protein and other solids prices for April are $2.6568 and $0.4048 per pound, respectively. These component prices set the Class III skim milk price at $10.62 per cwt. The April Class IV skim milk price is $9.66 which is derived from the nonfat solids price of $1.0728 per pound.
**Product Price Averages:** The product price averages for April are: butter $1.4634, nonfat dry milk $1.2514, cheese $1.5361, and dry whey $0.5921.

**FEDERAL MILK ORDER MINIMUM CLASS PRICES FOR MILK OF 3.5 PERCENT BUTTERFAT 1/ 2/**

| FEDERAL MILK ORDER MARKETING AREAS 3/ | ORDER NUMBER | APRIL 2012 | | | | MAY 2012 |
|---|---|---|---|---|---|---|
| | | CLASS I | CLASS II | CLASS III | CLASS IV | CLASS I |
| | | DOLLARS PER 100 POUNDS | | | | |
| Northeast (Boston) 4/ | 001 | 18.91 | 16.20 | 15.72 | 14.80 | 19.10 |
| Appalachian (Charlotte) 5/ 6/ | 005 | 19.06 | 16.20 | 15.72 | 14.80 | 19.25 |
| Southeast (Atlanta) 6/ 7/ | 007 | 19.46 | 16.20 | 15.72 | 14.80 | 19.65 |
| Florida (Tampa) 6/ 8/ | 006 | 21.06 | 16.20 | 15.72 | 14.80 | 21.25 |
| Mideast (Cleveland) 9/ | 033 | 17.66 | 16.20 | 15.72 | 14.80 | 17.85 |
| Upper Midwest (Chicago) 10/ | 030 | 17.46 | 16.20 | 15.72 | 14.80 | 17.65 |
| Central (Kansas City) 11/ | 032 | 17.66 | 16.20 | 15.72 | 14.80 | 17.85 |
| Southwest (Dallas) 12/ | 126 | 18.66 | 16.20 | 15.72 | 14.80 | 18.85 |
| Arizona (Phoenix) | 131 | 18.01 | 16.20 | 15.72 | 14.80 | 18.20 |
| Pacific Northwest (Seattle) 13/ | 124 | 17.56 | 16.20 | 15.72 | 14.80 | 17.75 |
| All-Market Average | --- | 18.55 | 16.20 | 15.72 | 14.80 | 18.74 |

1/ To convert the Class I price per 100 pounds to the Class I price per gallon, divide 11.63--the approximate number of gallons in 100 pounds of milk.
2/ 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.
3/ Names in parentheses are the major city in the principal pricing point of the market.
4/ 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.
5/ Class I prices at other cities are: Knoxville, minus $0.20 and Louisville, minus $1.10.
6/ Effective May 1, 2008, the Class I price surface in these orders were temporarily adjusted.
7/ Class I prices at other cities are: New Orleans, same; Memphis, minus $0.90; Nashville, minus $0.90; and Springfield, MO, minus $1.40.
8/ Class I prices at other cities are: Orlando, same; Miami, plus $0.60; and Jacksonville, minus $0.40.
9/ Class I prices at other cities are: Indianapolis, same; Cincinnati, plus $0.20; Pittsburgh, plus $0.10; and Detroit, minus $0.20.
10/ Class I prices at other cities are: Milwaukee, minus $0.05; and Minneapolis, minus $0.10.
11/ 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.
12/ 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.
13/ Class I prices at other cities are: Portland, same; and Spokane, same.

**CONSUMER PRICE INDEX (CPI-U) AND AVERAGE RETAIL PRICES FOR SELECTED PRODUCTS, U.S. CITY AVERAGE 1/**

| Month and Year | All Food | | Dairy Products | | Fresh Whole Milk | | Cheese | | Butter | | Meat, Poultry, Fish, and Eggs | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | CPI 2/ | Pct. Chg.3/ | CPI 2/ | Pct. Chg.3/ | CPI 2/ | Pct. Chg.3/ | CPI 2/ | Pct. Chg.3/ | CPI 2/ | Pct. Chg.3/ | CPI 2/ | Pct. Chg.3/ |
| JAN 2012 | 232.7 | 4.4 | 220.5 | 9.0 | 213.2 | 10.0 | 227.3 | 10.3 | 207.1 | 2.2 | 229.8 | 7.2 |
| FEB 2012 | 232.5 | 3.9 | 219.4 | 7.8 | 210.9 | 7.1 | 226.3 | 10.0 | 202.3 | -3.6 | 228.6 | 5.8 |
| MAR 2012 | 232.8 | 3.3 | 219.1 | 6.3 | 210.5 | 3.7 | 225.8 | 8.7 | 195.2 | -8.5 | 230.5 | 5.3 |

**U.S. City Average Retail Prices**

| Month | Whole Milk 4/ | | Butter 5/ | | Process Cheese 6/ | | Natural Cheese 7/ | | Ice Cream 8/ | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 |
| | Dollars | | | | | | | | | |
| JAN | 3.583 | 3.301 | 3.501 | 3.526 | 4.396 | 3.758 | 5.717 | 5.143 | 5.290 | 4.740 |
| FEB | 3.520 | 3.357 | 3.467 | 3.670 | 4.262 | 3.734 | 5.598 | 5.023 | 5.030 | 4.990 |
| MAR | 3.499 | 3.503 | 3.359 | 3.690 | 4.316 | 3.828 | 5.659 | 5.065 | 5.090 | 4.923 |

1/ "CPI Detailed Report," "Consumer Prices: Energy and Food," BLS, U.S. Department of Labor. According to BLS, average prices are best used to measure the price level in a particular month. To measure price change over time, the CPI is more appropriate. 2/ The standard reference base period for these indexes is 1982-1984 = 100. 3/ Percent change over previous year. 4/ Per gallon. 5/ Per pound. Grade AA, salted, stick butter. 6/ Per pound, any size and type of package. 7/ Per pound, cheddar cheese in any size and type of package and variety (sharp, mild, smoked, etc.). 8/ Per 1/2 gallon prepackaged regular.

**COMMERCIAL DISAPPEARANCE: TOTAL MILK AND SELECTED DAIRY PRODUCTS—DECEMBER 2010-FEBRUARY 2012 AND YEAR-TO-DATE 2010-2011 1/**

| Item | Dec.-Feb. 2010/11 | Percent change 2/ | Dec.-Feb. 2011/12 | Percent change 2/ | Jan.-Dec. 2010 | Percent change 2/ | Jan.-Dec. 2011 | Percent change 2/ |
|---|---|---|---|---|---|---|---|---|
| | Million Pounds | | | | | | | |
| MILK | | | | | | | | |
| Production | 48,108 | 3.3 | 49,825 | 2.4 | 193,118 | 2.0 | 196,245 | 1.6 |
| Marketings | 47,864 | 3.4 | 49,586 | 2.4 | 192,162 | 2.0 | 195,277 | 1.6 |
| Beginning Commercial Stocks 3/ | 12,482 | 8.7 | 10,567 | -15.3 | 11,334 | 12.8 | 10,927 | -3.6 |
| Imports 3/ | 1,175 | 29.3 | 943 | -20.5 | 3,098 | -23.6 | 3,220 | 3.9 |
| Total Supply 4/ | 61,521 | 4.8 | 61,096 | -2.3 | 206,594 | 2.1 | 209,424 | 1.4 |
| Ending Commercial Stocks 3/ | 10,983 | - 16.4 | 13,125 | 19.5 | 10,927 | -3.2 | 10,983 | 0.5 |
| Net Removals 3/ | 0 | 100.0 | 0 | 0.0 | 112 | -84.1 | 0 | -100.0 |
| Commercial Disappearance 4/ | 50,538 | 11.3 | 47,971 | -6.1 | 195,555 | 2.7 | 198,441 | 1.5 |
| SELECTED PRODUCTS 5/ | | | | | | | | |
| Butter | 527.0 | 34.3 | 414.7 | -22.2 | 1,629.0 | 3.9 | 1,806.7 | 10.9 |
| American Cheese | 1,106.2 | 9.7 | 1,079.6 | -3.5 | 4,265.9 | 1.7 | 4,292.2 | 0.6 |
| Other Cheese | 1,753.0 | 16.5 | 1,677.5 | -5.3 | 6,390.8 | 4.1 | 6,661.6 | 4.2 |
| Nonfat Dry Milk | 357.0 | 6.7 | 424.7 | 17.7 | 1,548.8 | 15.0 | 1,496.7 | -3.4 |
| Fluid Milk Products 6/ | 13,871.5 | -0.8 | 13,593.7 | -3.1 | 54,696.0 | -1.4 | 53,738.5 | -1.8 |

1/ Commercial disappearance includes civilian and military purchases of milk and dairy products for domestic and foreign use, but excludes farm household use and USDA donations of dairy products. Disappearance is a residual figure and therefore can be affected by any inaccuracies in estimating milk production, on-farm use, stocks, and imports. 2/ From year earlier on a daily average basis. 3/ Milk-equivalent, milkfat basis. 4/ Totals may not add because of rounding. 5/ Commercial disappearance in product pounds. 6/ Sales. Estimate based on actual sales in Federal milk order marketing areas and California. These sales figures have not been adjusted for calendar composition. **Source:** U.S. Department of Agriculture. Economic Research Service. Agricultural Marketing Service. *Fluid Milk Products*.

## ANNOUNCED COOPERATIVE CLASS I PRICES FOR SELECTED CITIES IN FEDERAL MILK ORDERS, MAY 2012, WITH COMPARISONS 1/

For May 2012, the all-city average announced cooperative Class I price was $20.98 per cwt., $2.49 higher than the Federal milk order (FMO) Class I price average for these cities. The May 2012 Cooperative Class I price was $0.19 higher than the April 2012 price. The May 2012 Federal order Class I price was also $0.19 higher than the April 2012 price. On an individual city basis, the difference between the Federal order and announced cooperative Class I price ranged from $.50 in Phoenix, AZ, to $4.29 in Miami, FL. For May 2011, the all-city average announced cooperative Class I price was $24.93, $2.54 higher than the Federal order Class I price average for these cities. Note: For most cities, the Announced Cooperative Class I Price now includes premiums paid for milk produced without rBST.

| City | MAY 2012 | | |
|---|---|---|---|
| | Announced Cooperative Class I Price | Federal Milk Order Class I Price | Difference |
| | Dollars per hundredweight, 3.5% butterfat | | |
| Atlanta, GA | 23.03 | 19.65 | 3.38 |
| Baltimore, MD | 20.52 | 18.85 | 1.67 |
| Boston, MA | 20.90 | 19.10 | 1.80 |
| Charlotte, NC | 22.70 | 19.25 | 3.45 |
| Chicago, IL | 21.23 | 17.65 | 3.58 |
| Cincinnati, OH | 20.97 | 18.05 | 2.92 |
| Cleveland, OH | 20.77 | 17.85 | 2.92 |
| Dallas, TX | 19.67 | 18.85 | 0.82 |
| Denver, CO | 19.83 | 18.40 | 1.43 |
| Des Moines, IA | 20.41 | 17.65 | 2.76 |
| Detroit, MI | 20.54 | 17.65 | 2.89 |
| Hartford, CT | 20.80 | 19.00 | 1.80 |
| Houston, TX | 20.92 | 19.45 | 1.47 |
| Indianapolis, IN | 20.77 | 17.85 | 2.92 |
| Kansas City, MO | 20.10 | 17.85 | 2.25 |
| Louisville, KY | 21.40 | 18.15 | 3.25 |
| Memphis, TN | 22.00 | 18.75 | 3.25 |
| Miami, FL | 26.14 | 21.85 | 4.29 |
| Milwaukee, WI | 21.18 | 17.60 | 3.58 |
| Minneapolis, MN | 20.09 | 17.55 | 2.54 |
| New Orleans, LA | 21.90 | 19.65 | 2.25 |
| Oklahoma City, OK | 20.65 | 18.45 | 2.20 |
| Omaha, NE | 20.16 | 17.70 | 2.46 |
| Philadelphia, PA | 22.11 | 18.90 | 3.21 |
| Phoenix, AZ | 18.70 | 18.20 | 0.50 |
| Pittsburgh, PA | 21.76 | 17.95 | 3.81 |
| St. Louis, MO | 20.25 | 17.85 | 2.40 |
| Seattle, WA | 18.56 | 17.75 | 0.81 |
| Springfield, MO | 20.95 | 18.25 | 2.70 |
| Washington, DC | 20.52 | 18.85 | 1.67 |
| Wichita, KS | 20.03 | 18.05 | 1.98 |
| Simple Average | 20.98 | 18.49 | 2.49 |

1/ This table contains information from the Class I price announcements sent by the major cooperatives in each city market to all handlers who buy milk from them. These over-order prices include charges for various services performed by the cooperative. In some instances, these over-order prices may not include all credits that may be allowed. These prices have not been verified as having been actually paid by handlers.

Report Contact: Randal Stoker, randal.stoker@usda.gov or 202-690-1932.

## MARCH 2012 DAIRY PRODUCTS HIGHLIGHTS

**BUTTER** production was 176.0 million pounds, 6.4 percent above March 2011 and 3.9 percent above February 2012. **AMERICAN TYPE CHEESE** production totaled 382.3 million pounds, 4.1 percent above March 2011 and 9.9 percent above February 2012. **TOTAL CHEESE** output (excluding cottage cheese) was 946.3 million pounds, 3.7 percent above March 2011 and 10.3 percent above February 2012. **NONFAT DRY MILK** production, for human food, totaled 188.6 million pounds, 49.9 percent above March 2011 and 9.7 percent above February 2012. **DRY WHEY** production, for human food, was 85.2 million pounds, 7.5 percent below March 2011 but 0.1 percent above February 2012. **ICE CREAM** (hard) production totaled 72.5 million gallons, 3.3 percent below March 2011 but 14.8 percent above March 2012.

### PRODUCTION OF DAIRY PRODUCTS

| PRODUCT | MAR 2012 | PERCENT CHANGE FROM: | | |
|---|---|---|---|---|
| | 1,000 LBS. | MAR 2011 | FEB 2012 | YEAR TO DATE 1/ |
| BUTTER | 176,005 | 6.4 | 3.9 | 9.0 |
| CHEESE | | | | |
| AMERICAN TYPES 2/ | 382,273 | 4.1 | 9.9 | 4.4 |
| CHEDDAR | 280,606 | 5.2 | 8.7 | 3.4 |
| OTHER AMERICAN | 101,667 | 1.0 | 13.3 | --- |
| BRICK & MUENSTER | 11,819 | -2.5 | 14.7 | --- |
| CREAM & NEUFCHATEL | 67,527 | 17.9 | 15.2 | --- |
| HISPANIC | 18,442 | -9.5 | 3.9 | --- |
| TOTAL ITALIAN TYPES | 405,379 | 1.4 | 10.4 | 3.4 |
| MOZZARELLA | 316,191 | 2.2 | 9.9 | 2.8 |
| OTHER ITALIAN | 89,188 | -1.1 | 12.2 | --- |
| SWISS | 27,572 | -0.6 | 7.4 | --- |
| ALL OTHER TYPES | 14,728 | 17.7 | -1.8 | --- |
| TOTAL | 946,257 | 3.7 | 10.3 | 4.4 |
| COTTAGE CHEESE, CURD 3/ | 35,558 | -7.2 | 2.5 | --- |
| COTTAGE CHEESE, CREAM 4/ | 26,404 | -7.3 | 2.3 | -3.2 |
| COTTAGE CHEESE, LOWFAT 5/ | 33,018 | -8.2 | 2.6 | 1.1 |
| CANNED EVAP & CONDSD WHOLE MILK | (D) | (NA) | (NA) | --- |
| DRY BUTTERMILK | 10,104 | 15.3 | -5.2 | --- |
| DRY WHOLE MILK | 4,315 | -39.6 | -2.9 | --- |
| MILK PROTEIN CONC. (MPC), TOTAL 6/ | 10,935 | 12.6 | 19.2 | --- |
| NONFAT DRY MILK (NDM), HUMAN | 188,616 | 49.9 | 9.7 | 47.5 |
| SKIM MILK POWDERS (SMP) 7/ | 11,912 | -71.5 | -34.7 | -40.8 |

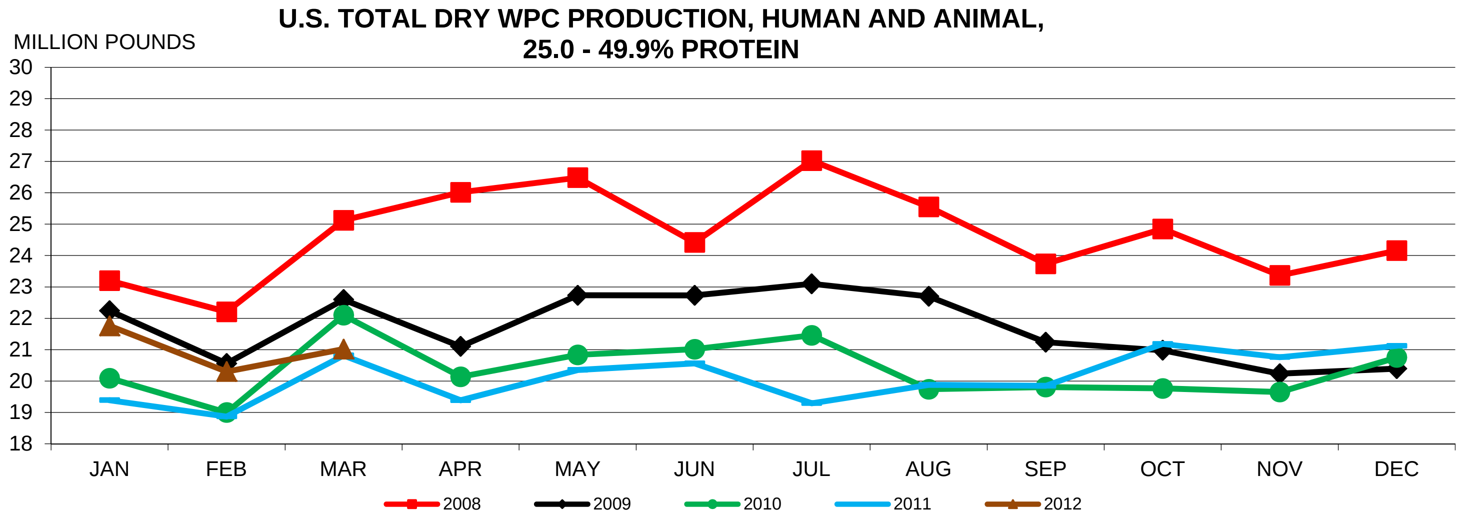
| PRODUCT | MAR 2012 | PERCENT CHANGE FROM: | | |
|---|---|---|---|---|
| | 1,000 LBS. | MAR 2011 | FEB 2012 | YEAR TO DATE 1/ |
| SOUR CREAM | 111,192 | 2.7 | 14.0 | 4.0 |
| YOGURT (PLAIN AND FLAVORED) | 397,219 | 2.0 | 8.6 | 6.7 |
| DRY WHEY, HUMAN FOOD | 85,237 | -7.5 | 0.1 | --- |
| DRY WHEY, ANIMAL FEED | 4,996 | 127.3 | 17.6 | --- |
| DRY WHEY, TOTAL 8/ | 90,233 | -4.3 | 1.0 | 3.4 |
| REDUCED LACTOSE AND MINERALS | | | | |
| HUMAN FOOD | 3,351 | 93.0 | 26.0 | --- |
| ANIMAL FEED | 5,183 | 4.4 | 3.0 | --- |
| LACTOSE, HUMAN FOOD & ANIMAL FEED | 89,929 | 5.4 | 10.6 | 6.9 |
| WHEY PROTEIN CONCENTRATE | | | | |
| HUMAN FOOD 9/ | 36,323 | 6.3 | 11.5 | --- |
| ANIMAL FEED 9/ | 2,558 | -3.6 | -9.8 | --- |
| TOTAL 9/ | 38,881 | 5.6 | 9.8 | 8.1 |
| 25.0-49.9 PERCENT 10/ | 21,018 | 1.0 | 3.5 | --- |
| 50.0-89.9 PERCENT 10/ | 17,863 | 11.7 | 18.2 | --- |
| PROTEIN ISOLATES 11/ | 6,000 | 19.0 | 6.5 | --- |
| FROZEN PRODUCTS | 1,000 GALLONS | PERCENT CHANGE FROM: | | |
| ICE CREAM (HARD) | 72,487 | -3.3 | 14.8 | -5.7 |
| ICE CREAM, LOWFAT (HARD) | 15,820 | 2.3 | 9.4 | --- |
| ICE CREAM, LOWFAT (SOFT) | 23,759 | -0.9 | 42.9 | --- |
| ICE CREAM, LOWFAT (TOTAL) | 39,579 | 0.4 | 27.3 | -0.2 |
| SHERBET, HARD | 4,076 | -8.1 | 30.2 | -3.0 |
| YOGURT (TOTAL) | 5,669 | -4.0 | 7.1 | 2.4 |

### MANUFACTURERS' STOCKS, END OF MONTH 12/

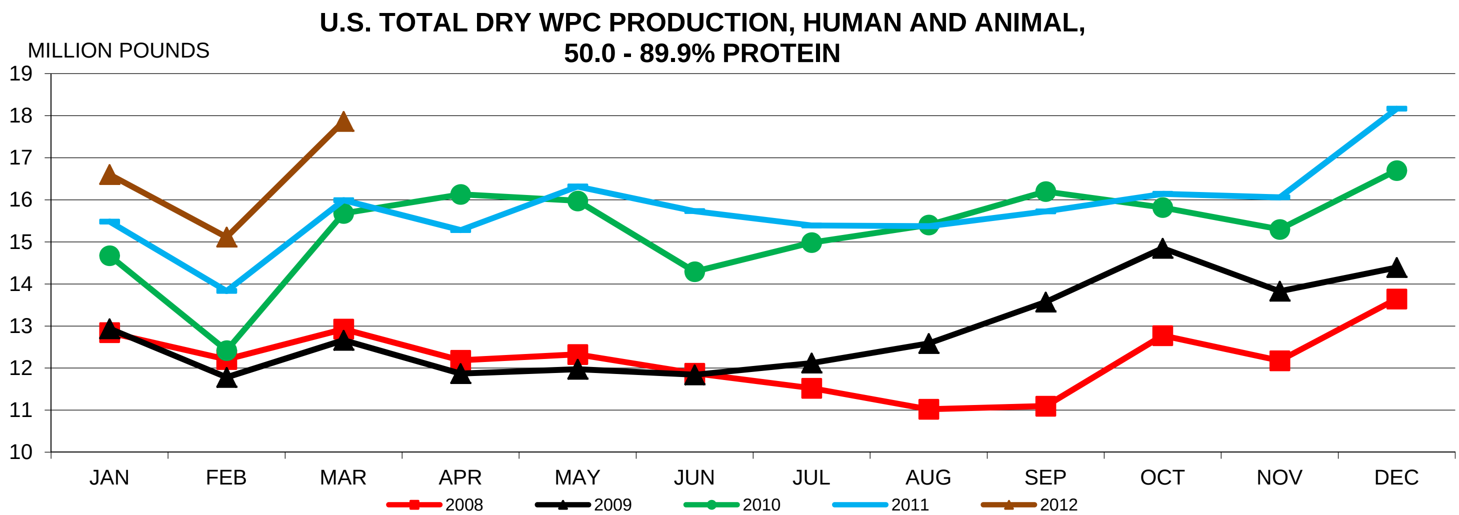
| PRODUCT | MAR 2012 | PERCENT OF: | |
|---|---|---|---|
| | 1,000 LBS. | MAR 2011 | FEB 2012 |
| DRY WHEY, HUMAN FOOD | 44,319 | -9.5 | -5.4 |
| DRY WHEY, ANIMAL FEED | 3,800 | 90.0 | -22.8 |
| REDUCED LACTOSE & MINERALS—HUMAN & ANIMAL 13/ | 7,638 | 111.0 | 12.6 |
| LACTOSE, HUMAN FOOD & ANIMAL FEED | 74,033 | 0.5 | 5.2 |
| CANNED EVAP & CONDSD WHOLE MILK | (D) | (NA) | (NA) |
| DRY BUTTERMILK | 21,925 | 35.4 | 11.4 |
| NONFAT DRY MILK (NDM), HUMAN FOOD | 210,290 | 76.2 | 8.8 |

| PRODUCT | MAR 2012 | PERCENT OF: | |
|---|---|---|---|
| | 1,000 LBS. | MAR 2011 | FEB 2012 |
| WHEY PROTEIN CONCENTRATE | | | |
| HUMAN FOOD 9/ | 45,196 | 57.0 | 15.7 |
| ANIMAL FEED 9/ | 1,932 | 31.1 | 8.4 |
| TOTAL 9/ | 47,128 | 55.8 | 15.4 |
| 25.0-49.9 PERCENT 10/ | 27,496 | 102.2 | 19.6 |
| 50.0-89.9 PERCENT 10/ | 19,632 | 17.8 | 9.9 |
| PROTEIN ISOLATES 11/ | 8,421 | 101.2 | 18.8 |

(D) = Withheld to avoid disclosing data for individual operations.
(NA) = Not available.
1/ 2012 cumulative as percent change of 2011 cumulative. 2/ Includes Cheddar, Colby, Monterey and Jack. 3/ Mostly used for processing into cream or lowfat cottage cheese. 4/ Fat content 4 percent or more. 5/ Fat content less than 4 percent. 6/ Dry milk protein concentrate, 40-89.9 percent. 7/ Includes protein standardized and blends. 8/ Excludes all modified dry whey products. 9/ Whey protein concentrate, 25.0 to 89.9 percent. 10/ Whey protein concentrate, human and animal. 11/ Whey protein isolates, 90.0 percent or greater. 12/ Stocks held by manufacturers at all points and in transit. 13/ Reduced lactose and minerals stocks combined to avoid disclosure of individual operations.
**Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. *Dairy Products, May 2012.*




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

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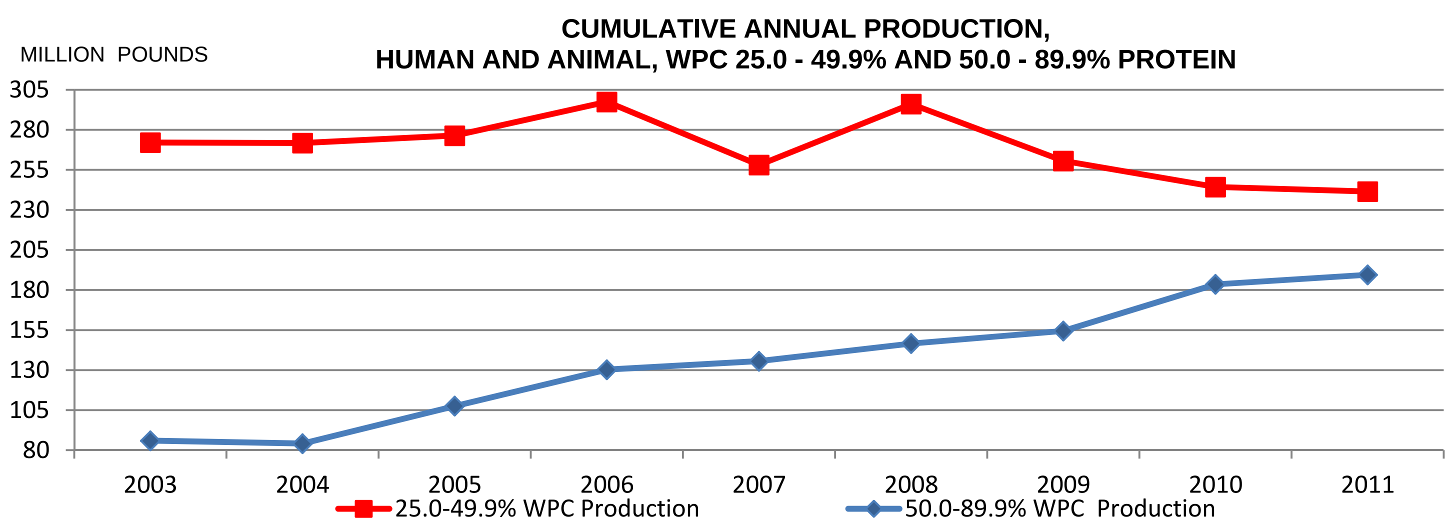


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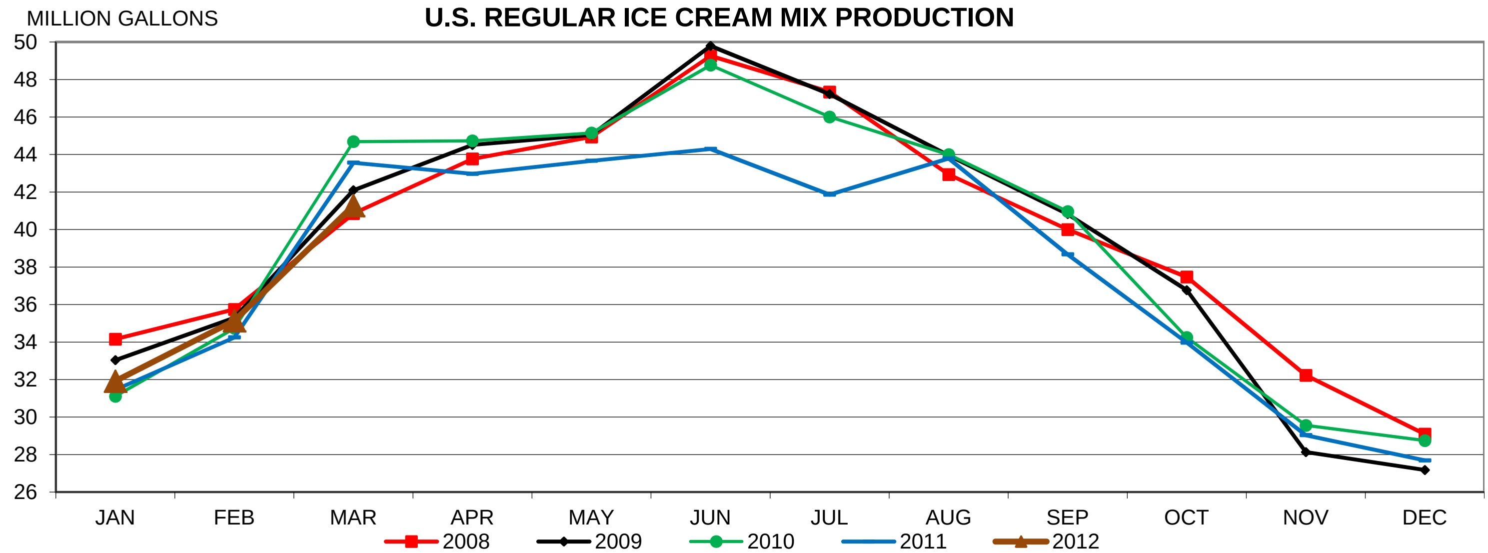


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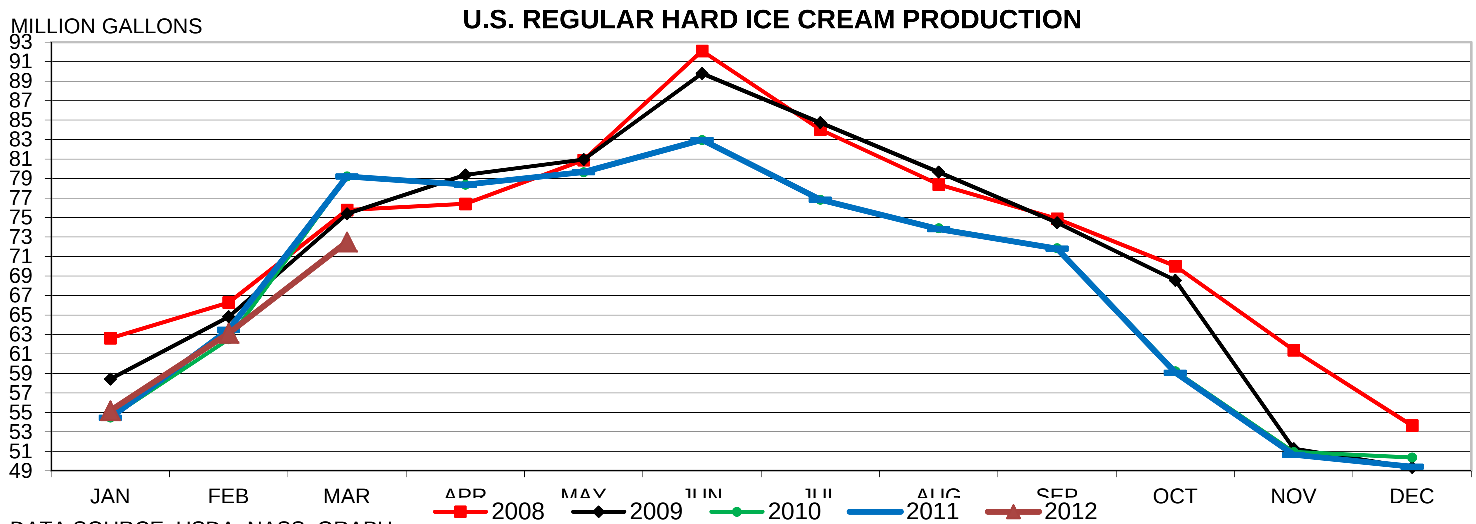


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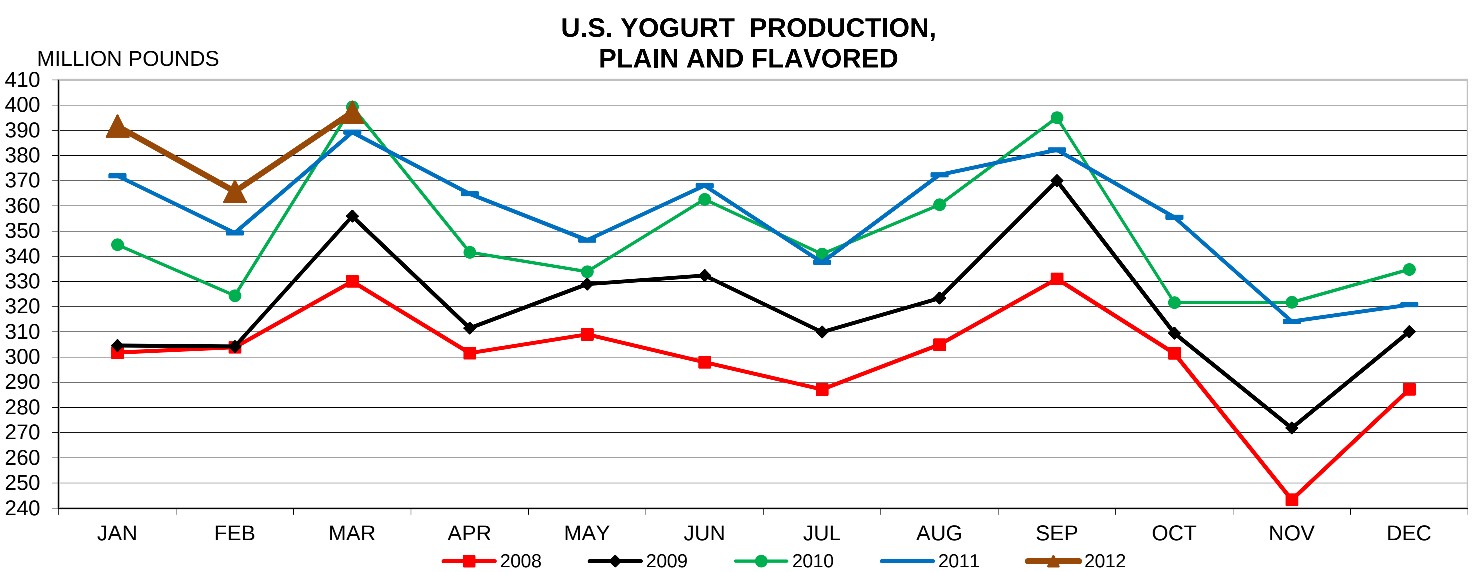


DATA SOURCE, USDA, NASS; GRAPH, USDA, AMS, DMN

# DAIRY MARKET NEWS

**VOLUME:** 79

**REPORT:** 18

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USDA

Agricultural Marketing Service

Dairy Market News Branch

# National Dairy Retail Report

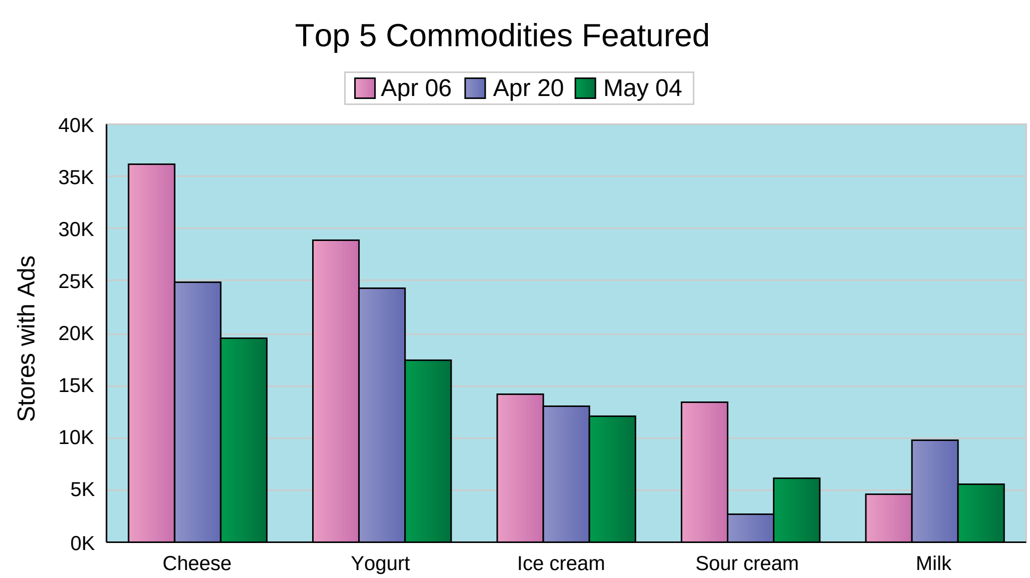
**Websites:** http://www.marketnews.usda.gov/portal/da **and** http://www.ams.usda.gov/mnreports/dybretail.pdf

Volume 79- Number 18 | Issued Biweekly | Thursday, May 3, 2012

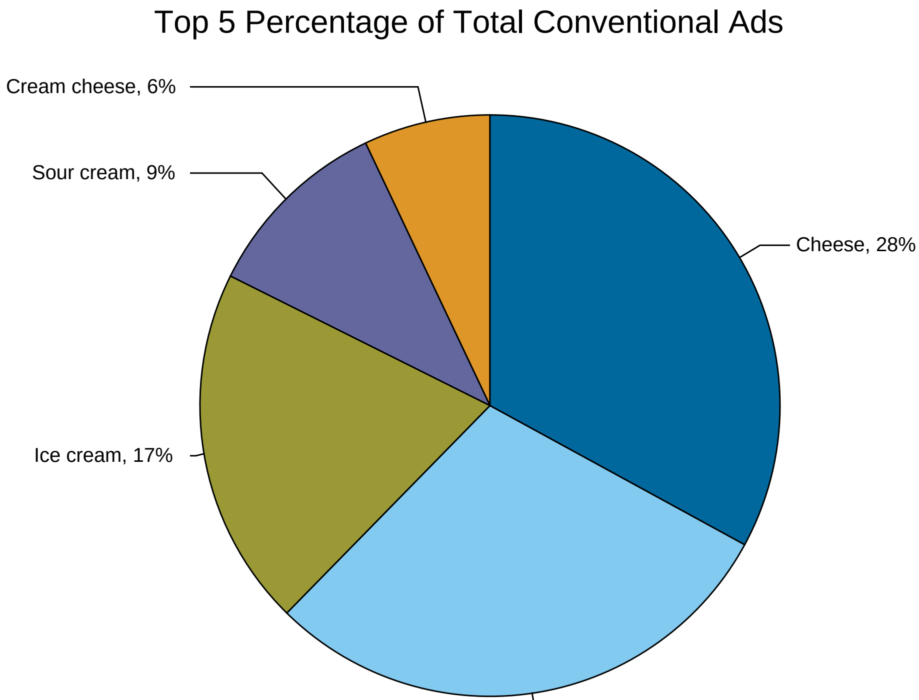
## Advertised Prices for Dairy Products at Major Retail Supermarket Outlets 04/23 to 05/04

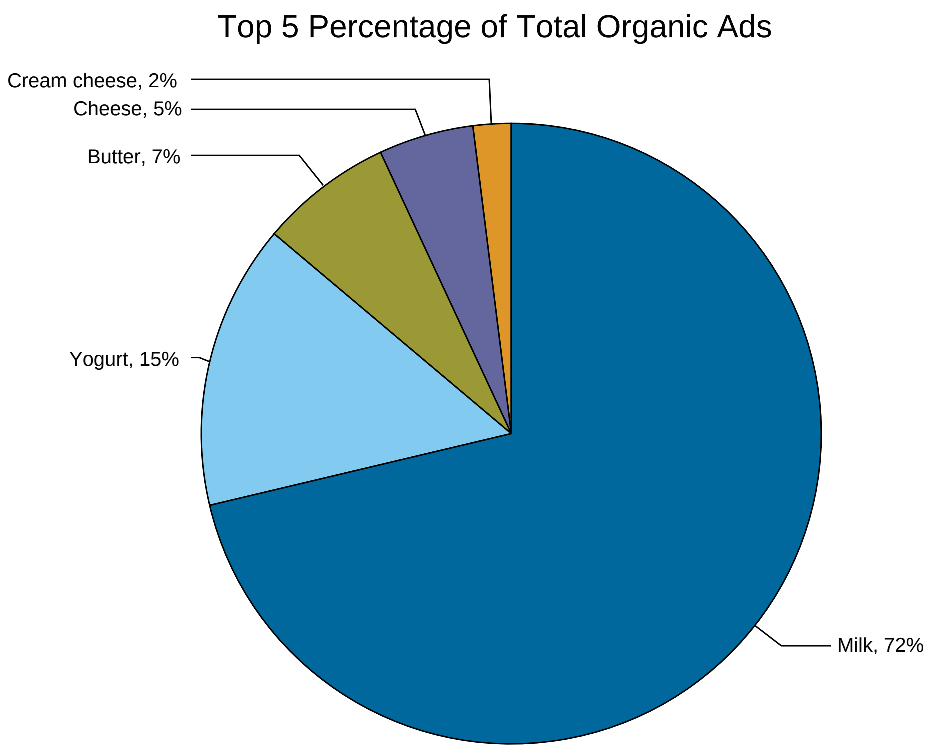
There are about 13% fewer advertised features of conventional dairy products for the current ad cycle than the prior cycle, both of which are lower than two cycles ago. Milk is not among the top five most advertised conventional dairy products this cycle, being replaced by sour cream, which has nearly twice as many ads as milk. Ads for yogurt and cheese, the top two advertised products by percentage, each declined in number from the last cycle. Every size and variety of cheese and yogurt listed declined in number this cycle from last. Total cheese ads declined just over 22% and yogurt ads, just over 25%. The most advertised cheese category, 8 ounce shreds, has a weighted average advertised price of $2.22, down 4 cents from last cycle. The average price for 8 ounce blocks, $2.20, declined 14 cents from the last cycle. The largest yogurt category, 4-6 ounce yogurt, has an average price of 52 cents, down 4 cents. Greek yogurt in 4-6 ounce containers declined 5 cents to 97 cents.

Conventional milk's national weighted average advertised price for half gallons this period, $1.41, is 68 cents below two weeks ago. For gallons, this period's $2.87 is 7 cents below last period. Organic milk's national weighted average advertised price for half gallons, $3.87, is up 21 cents from last period. This results in an organic-conventional half-gallon milk advertised price spread of $2.46, which has trended higher for four periods, up from $1.47 last period, 96 cents before that, and 78 cents before that. The number of stores with organic dairy ads declined by almost 59% from two weeks ago, which in turn was nearly double compared with two weeks before that.




1 **--** Dairy Market News surveys more than 150 retailers, comprising nearly 16,000 individual stores, with online weekly advertised features.
2 **--** Date range reflects two-week period, however only one data collection per retailer is made during the period.




Wtd Avg - Simple weighted average

## NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

| Commodity | Type | Pack Size | THIS WEEK | | TWO WEEKS AGO | |
|---|---|---|---|---|---|---|
| | | | Stores With Ads | Wtd Avg Price | Stores With Ads | Wtd Avg Price |
| Butter | | 1 # | 2226 | 2.44 | 2170 | 2.86 |
| Cheese | Natural Varieties | 8 oz block | 5769 | 2.20 | 6142 | 2.34 |
| Cheese | Natural Varieties | 1 # block | 2266 | 4.19 | 4324 | 3.97 |
| Cheese | Natural Varieties | 2 # block | 2481 | 5.68 | 3719 | 5.42 |
| Cheese | Natural Varieties | 8 oz shred | 7224 | 2.22 | 8793 | 2.26 |
| Cheese | Natural Varieties | 1 # shred | 1729 | 4.48 | 1871 | 3.69 |
| Cottage cheese | | 16 oz | 2315 | 1.69 | 1441 | 2.08 |
| Cream cheese | | 8 oz | 4226 | 1.63 | 5251 | 1.62 |
| Flavored milk | All fat tests | half gallon | 377 | 1.89 | 363 | 1.89 |
| Flavored milk | All fat tests | gallon | 1205 | 4.00 | 873 | 3.60 |
| Ice cream | | 48-64oz | 12091 | 3.05 | 12922 | 3.27 |
| Milk | All fat tests | half gallon | 448 | 1.41 | 1102 | 2.09 |
| Milk | All fat tests | gallon | 3132 | 2.87 | 4053 | 2.94 |
| Sour cream | | 16 oz | 6174 | 1.52 | 2663 | 1.57 |
| Yogurt | Greek | 4-6 oz | 5214 | .97 | 9317 | 1.02 |
| Yogurt | Greek | 32 oz | 425 | 5.01 | 525 | 4.60 |
| Yogurt | Yogurt | 4-6 oz | 10711 | .52 | 10909 | .56 |
| Yogurt | Yogurt | 32 oz | 663 | 2.41 | 1948 | 2.21 |

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

| Commodity | Type | Pack Size | NORTHEAST U.S. | | | SOUTHEAST U.S. | | | MIDWEST U.S. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price |
| Butter | | 1 # | 1.99-3.49 | 1439 | 2.35 | 2.84-3.99 | 136 | 3.07 | | | |
| Cheese | Natural Varieties | 8 oz block | 1.49-3.50 | 2519 | 2.13 | 1.67-2.50 | 1149 | 2.31 | 1.88-3.00 | 892 | 2.33 |
| Cheese | Natural Varieties | 1 # block | 3.00-5.99 | 560 | 4.78 | 3.99 | 124 | 3.99 | 3.77-4.99 | 473 | 4.49 |
| Cheese | Natural Varieties | 2 # block | | | | 5.99 | 103 | 5.99 | | | |
| Cheese | Natural Varieties | 8 oz shred | 1.88-3.50 | 2357 | 2.37 | 1.67-2.50 | 1939 | 2.20 | 1.50-3.00 | 1290 | 2.14 |
| Cheese | Natural Varieties | 1 # shred | 4.99 | 123 | 4.99 | 4.99 | 460 | 4.99 | 2.99-4.99 | 497 | 4.31 |
| Cottage cheese | | 16 oz | 1.99-2.50 | 595 | 2.40 | 1.25-1.79 | 947 | 1.48 | 1.25 | 424 | 1.25 |
| Cream cheese | | 8 oz | 1.25-2.69 | 2743 | 1.74 | 1.00-1.67 | 1177 | 1.40 | 1.11-1.89 | 146 | 1.39 |
| Flavored milk | All fat tests | half gallon | 2.99 | 46 | 2.99 | | | | 1.99-2.50 | 130 | 2.11 |
| Flavored milk | All fat tests | gallon | 3.99-4.00 | 612 | 3.99 | 4.99 | 214 | 4.99 | 2.99-3.69 | 150 | 3.12 |
| Ice cream | | 48-64oz | 1.69-4.99 | 2431 | 3.08 | 2.50-3.99 | 1560 | 3.19 | 1.49-4.99 | 2240 | 3.04 |
| Milk | All fat tests | half gallon | 2.50-2.99 | 82 | 2.83 | 1.67 | 34 | 1.67 | 1.33 | 30 | 1.33 |
| Milk | All fat tests | gallon | 3.99 | 345 | 3.99 | 2.98-3.00 | 723 | 2.99 | 1.99-2.99 | 712 | 2.47 |
| Sour cream | | 16 oz | 1.19-1.75 | 1822 | 1.42 | 1.09-2.50 | 2270 | 1.55 | 0.99-1.79 | 857 | 1.34 |
| Yogurt | Greek | 4-6 oz | 0.89-1.00 | 1684 | 1.00 | 0.88-1.00 | 1529 | .92 | 0.89-1.11 | 732 | .98 |
| Yogurt | Greek | 32 oz | 4.99 | 354 | 4.99 | | | | | | |
| Yogurt | Yogurt | 4-6 oz | 0.33-0.88 | 3597 | .51 | 0.33-0.75 | 2771 | .53 | 0.33-0.60 | 1600 | .50 |

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 | 1.50-2.79 | 230 | 2.18 | | | | 2.33 | 29 | 2.33 |

| 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 # | 1.88-1.97 | 130 | 1.94 | 1.69-3.29 | 428 | 2.66 | 2.49-2.50 | 93 | 2.50 |
| Cheese | Natural Varieties | 8 oz block | 1.25-2.99 | 515 | 2.19 | 1.59-2.99 | 425 | 2.19 | 1.50-2.00 | 269 | 1.93 |
| Cheese | Natural Varieties | 1 # block | 2.99-4.29 | 165 | 3.57 | 2.97-4.99 | 627 | 3.77 | 2.98-4.49 | 317 | 3.95 |
| Cheese | Natural Varieties | 2 # block | 4.99-5.99 | 402 | 5.71 | 4.99-5.99 | 1388 | 5.94 | 4.99 | 588 | 4.99 |
| Cheese | Natural Varieties | 8 oz shred | 1.25-2.99 | 1000 | 2.18 | 1.67-1.99 | 350 | 1.79 | 2.00-3.99 | 288 | 2.25 |
| Cheese | Natural Varieties | 1 # shred | 3.34-4.99 | 219 | 3.83 | 3.99-4.99 | 350 | 4.62 | 3.00 | 80 | 3.00 |
| Cottage cheese | | 16 oz | 1.99-2.00 | 96 | 2.00 | 1.50 | 68 | 1.50 | 1.25-1.99 | 185 | 1.42 |
| Cream cheese | | 8 oz | 1.67-2.00 | 96 | 1.82 | | | | 1.39-2.00 | 64 | 1.67 |
| Flavored milk | All fat tests | half gallon | 1.50 | 201 | 1.50 | | | | | | |
| Flavored milk | All fat tests | gallon | | | | 3.68 | 229 | 3.68 | | | |
| Ice cream | | 48-64oz | 1.49-4.99 | 1778 | 3.18 | 1.99-3.69 | 3200 | 2.94 | 2.50-3.99 | 882 | 2.89 |
| Milk | All fat tests | half gallon | 1.00-1.25 | 120 | 1.07 | 0.88 | 64 | .88 | 1.00 | 118 | 1.00 |
| Milk | All fat tests | gallon | 1.97-2.58 | 344 | 2.33 | 2.88-2.99 | 928 | 2.89 | 2.49 | 80 | 2.49 |
| Sour cream | | 16 oz | 1.00-2.50 | 449 | 1.54 | 1.78-2.50 | 508 | 1.99 | 1.25-2.29 | 268 | 1.70 |
| Yogurt | Greek | 4-6 oz | 0.88-1.00 | 407 | .99 | 0.89-1.00 | 631 | .98 | 1.00 | 231 | 1.00 |
| Yogurt | Greek | 32 oz | 4.49 | 43 | 4.49 | | | | 5.99 | 28 | 5.99 |
| Yogurt | Yogurt | 4-6 oz | 0.40-0.60 | 1249 | .54 | 0.40-0.60 | 1357 | .56 | 0.30-0.50 | 137 | .46 |
| Yogurt | Yogurt | 32 oz | 2.49-2.68 | 238 | 2.52 | 2.50-2.79 | 137 | 2.55 | 2.79 | 29 | 2.79 |

## NATIONAL -- ORGANIC DAIRY PRODUCTS

| Commodity | Type | Pack Size | THIS WEEK | | TWO WEEKS AGO | |
|---|---|---|---|---|---|---|
| | | | Stores With Ads | Wtd Avg Price | Stores With Ads | Wtd Avg Price |
| Butter | | 1 # | 176 | 4.35 | | |
| Cheese | Natural Varieties | 8 oz shred | 122 | 3.99 | | |
| Cottage cheese | | 16 oz | | | 70 | 3.00 |
| Cream cheese | | 8 oz | 56 | 2.49 | | |
| Ice cream | | 48-64oz | | | 121 | 5.45 |
| Milk | All fat tests | half gallon | 765 | 3.87 | 3089 | 3.56 |
| Milk | All fat tests | gallon | 299 | 5.85 | | |
| Milk | All fat tests | 8 oz UHT | 863 | 1.00 | 1559 | 1.05 |
| Sour cream | | 16 oz | | | 70 | 2.29 |
| Yogurt | Greek | 4-6 oz | | | 988 | 1.20 |
| Yogurt | Greek | 32 oz | 46 | 3.50 | | |
| Yogurt | Yogurt | 4-6 oz | 67 | .76 | 263 | .63 |
| Yogurt | Yogurt | 32 oz | 290 | 3.69 | 386 | 3.95 |

Wtd Avg - Simple weighted average

# REGIONAL -- ORGANIC DAIRY PRODUCTS

| Commodity | Type | Pack Size | NORTHEAST U.S. | | | SOUTHEAST U.S. | | | MIDWEST U.S. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price |
| Butter | | 1 # | 4.99 | 63 | 4.99 | | | | 3.99 | 26 | 3.99 |
| Cheese | Natural Varieties | 8 oz shred | 3.99 | 122 | 3.99 | | | | | | |
| Cream cheese | | 8 oz | 2.49 | 56 | 2.49 | | | | | | |
| Milk | All fat tests | half gallon | 3.49-3.69 | 260 | 3.67 | 3.89-3.99 | 239 | 3.94 | 3.99 | 111 | 3.99 |
| Milk | All fat tests | gallon | | | | | | | 5.95 | 28 | 5.95 |
| Milk | All fat tests | 8 oz UHT | | | | 1.00 | 34 | 1.00 | 1.00 | 119 | 1.00 |
| Yogurt | Greek | 32 oz | 3.50 | 46 | 3.50 | | | | | | |
| Yogurt | Yogurt | 4-6 oz | 0.60 | 39 | .60 | | | | 0.99 | 28 | .99 |
| Yogurt | Yogurt | 32 oz | 3.49-3.99 | 259 | 3.65 | | | | 3.99 | 31 | 3.99 |

| Commodity | Type | Pack Size | SOUTH CENTRAL U.S. | | | SOUTHWEST U.S. | | | NORTHWEST U.S. | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price | Price Range | Stores with Ads | Wtd Avg Price |
| Butter | | 1 # | 3.99 | 87 | 3.99 | | | | | | |
| Milk | All fat tests | half gallon | 3.99 | 155 | 3.99 | | | | | | |
| Milk | All fat tests | gallon | | | | 5.69-5.98 | 271 | 5.84 | | | |
| Milk | All fat tests | 8 oz UHT | 1.00 | 421 | 1.00 | 1.00 | 209 | 1.00 | 1.00 | 80 | 1.00 |

# NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

## NATIONAL BRANDS vs STORE BRANDS

| Commodity | Type | Pack Size | NATIONAL BRANDS | | | | STORE BRANDS | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | Low Price | High Price | Stores with Ads | Wtd Avg Price | Low Price | High Price | Stores with Ads | Wtd Avg Price |
| Butter | | 1 # | 2.50 | 3.99 | 345 | 3.10 | 1.69 | 3.00 | 1881 | 2.31 |
| Cheese | Natural Varieties | 8 oz block | 1.49 | 3.50 | 4086 | 2.31 | 1.25 | 2.99 | 1683 | 1.92 |
| Cheese | Natural Varieties | 1 # block | 3.00 | 5.99 | 774 | 4.60 | 2.97 | 4.99 | 1492 | 3.98 |
| Cheese | Natural Varieties | 8 oz shred | 1.88 | 3.99 | 5558 | 2.32 | 1.25 | 2.99 | 1666 | 1.91 |
| Cheese | Natural Varieties | 1 # shred | 4.00 | 4.29 | 207 | 4.25 | 2.99 | 4.99 | 1522 | 4.51 |
| Cheese | Natural Varieties | 2 # block | | | | | 4.99 | 5.99 | 2481 | 5.68 |
| Cottage cheese | | 16 oz | 1.39 | 2.50 | 1024 | 1.94 | 1.25 | 2.00 | 1291 | 1.49 |
| Cream cheese | | 8 oz | 1.50 | 2.69 | 726 | 2.30 | 1.00 | 2.00 | 3500 | 1.49 |
| Flavored milk | All fat tests | half gallon | 2.50 | 2.99 | 77 | 2.79 | 1.50 | 1.99 | 300 | 1.66 |
| Flavored milk | All fat tests | gallon | 2.99 | 4.99 | 242 | 4.76 | 2.99 | 4.00 | 963 | 3.81 |
| Ice cream | | 48-64oz | 1.98 | 4.99 | 8310 | 3.18 | 1.49 | 4.50 | 3781 | 2.75 |
| Milk | All fat tests | gallon | 2.99 | 3.99 | 559 | 3.61 | 1.97 | 3.00 | 2573 | 2.71 |
| Milk | All fat tests | half gallon | | | | | .88 | 2.99 | 448 | 1.41 |

Wtd Avg - Simple weighted average

| | | | NATIONAL BRANDS | | | | STORE BRANDS | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Commodity | Type | Pack Size | Low Price | High Price | Stores with Ads | Wtd Avg Price | Low Price | High Price | Stores with Ads | Wtd Avg Price |
| Sour cream | | 16 oz | 1.00 | 2.50 | 1616 | 1.97 | .99 | 1.99 | 4558 | 1.36 |
| Yogurt | Greek | 4-6 oz | .88 | 1.11 | 4475 | .97 | .89 | 1.00 | 739 | .95 |
| Yogurt | Greek | 32 oz | 4.49 | 5.99 | 425 | 5.01 | | | | |
| Yogurt | Yogurt | 4-6 oz | .33 | .88 | 7291 | .57 | .30 | .79 | 3420 | .41 |
| Yogurt | Yogurt | 32 oz | 2.33 | 2.79 | 488 | 2.52 | 1.50 | 2.79 | 175 | 2.11 |

## NATIONAL -- ORGANIC DAIRY PRODUCTS

## NATIONAL BRANDS vs STORE BRANDS

| | | | NATIONAL BRANDS | | | | STORE BRANDS | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Commodity | Type | Pack Size | Low Price | High Price | Stores with Ads | Wtd Avg Price | Low Price | High Price | Stores with Ads | Wtd Avg Price |
| Butter | | 1 # | 4.99 | 4.99 | 63 | 4.99 | 3.99 | 3.99 | 113 | 3.99 |
| Cheese | Natural Varieties | 8 oz shred | 3.99 | 3.99 | 122 | 3.99 | | | | |
| Cream cheese | | 8 oz | 2.49 | 2.49 | 56 | 2.49 | | | | |
| Milk | All fat tests | half gallon | 3.49 | 3.99 | 424 | 3.96 | 3.69 | 3.89 | 341 | 3.75 |
| Milk | All fat tests | gallon | 5.95 | 5.95 | 28 | 5.95 | 5.69 | 5.98 | 271 | 5.84 |
| Milk | All fat tests | 8 oz UHT | 1.00 | 1.00 | 863 | 1.00 | | | | |
| Yogurt | Greek | 32 oz | 3.50 | 3.50 | 46 | 3.50 | | | | |
| Yogurt | Yogurt | 4-6 oz | .60 | .99 | 67 | .76 | | | | |
| Yogurt | Yogurt | 32 oz | 3.49 | 3.99 | 290 | 3.69 | | | | |

### 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 |
| NATIONAL | Continental United States |

Wtd Avg - Simple weighted average