National Dairy Products Sales Report

United States Department of Agriculture

Agricultural Marketing Service	Dairy Programs	Market Information Branch
DPMRP - 0238		November 9, 2016

National Dairy Products Sales Report Highlights

Butter prices received for 25 kilogram and 68 pound boxes meeting United States Department of Agriculture (USDA) Grade AA standards averaged $1.87 per pound for the week ending November 5, 2016. The United States (US) price per pound increased 5.0 cents from the previous week.

Cheddar Cheese prices received for US 40 pound blocks averaged $1.64 per pound for the week ending November 5, 2016. The price per pound increased 3.7 cents from the previous week. The price for US 500 pound barrels adjusted to 38 percent moisture averaged $1.60 per pound, increased 2.4 cents from the previous week.

Dry Whey prices received for bag, tote, and tanker sales meeting USDA Extra Grade standards averaged 35.7 cents per pound for the week ending November 5, 2016. The US price per pound increased 1.2 cents from the previous week.

Nonfat Dry Milk prices received for bag, tote, and tanker sales meeting USDA Extra Grade or United States Public Health Service (USPHS) Grade A standards averaged 91.1 cents per pound for the week ending November 5, 2016. The US price per pound decreased 0.1 cents from the previous week.

National Dairy Products Sales Report 10/8/2016 - 11/5/2016

Butter Prices and Sales

United States	8-Oct	15-Oct	22-Oct	29-Oct	5-Nov
			(dollars per pound)		
Weighted Price	*1.9467	1.8514	1.8405	1.8185	1.8684
			(pounds)		
Sales	*3,443,749	6,798,990	2,869,450	3,015,260	3,783,942

*Revised

40 Pound Block Cheddar Cheese Prices and Sales

United States	8-Oct	15-Oct	22-Oct	29-Oct	5-Nov
			(dollars per pound)		
Weighted Price	*1.6187	1.5755	*1.5648	*1.6029	1.6398
			(pounds)		
Sales	12,688,720	13,839,804	*12,906,426	*12,043,441	11,126,555

*Revised

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

United States	8-Oct	15-Oct	22-Oct	29-Oct	5-Nov
			(dollars per pound)		
Weighted Price	1.6144	1.6169	*1.5993	1.6478	1.6743
			(adjusted to 38% moisture)		
Weighted Price	1.5424	1.5440	*1.5253	1.5716	1.5958
			(pounds)		
Sales	10,557,601	*11,037,044	10,393,863	*10,047,139	10,840,769
			(percent)		
Weighted Moisture Content	35.11	35.07	34.99	34.99	34.95

*Revised

Dry Whey Prices and Sales

United States	8-Oct	15-Oct	22-Oct	29-Oct	5-Nov
			(dollars per pound)		
Weighted Price	0.3092	0.3254	0.3429	*0.3449	0.3569
			(pounds)		
Sales	5,977,563	6,196,055	5,615,390	*6,140,139	5,384,620

*Revised

Nonfat Dry Milk Prices and Sales

United States	8-Oct	15-Oct	22-Oct	29-Oct	5-Nov
			(dollars per pound)		
Weighted Price	*0.9322	*0.9206	*0.9183	*0.9122	0.9110
			(pounds)		
Sales	*15,105,348	*15,807,499	*12,853,782	*11,610,448	21,163,955

*Revised

Survey Methodology: National Dairy Products Sales Report

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

Participants: The DPMR program consists of 96 reporting entities selling one million pounds or more of dairy products as defined by statute (7 USC 1637b). There are 14 plants reporting 40 pound cheddar blocks, 12 plants reporting 500 pound cheddar barrels, 21 plants reporting butter, 31 plants reporting nonfat dry milk, and 18 plants reporting dry whey.

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

The sales information included in the National Dairy Products Sales Report is collected for all qualifying manufacturers of the following products:

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

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

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

Revisions: The National Dairy Products Sales Report is subject to revisions to the previous four weeks.

Information Contacts

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

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

Dairy Products Mandatory Reporting Program
Patsy Emmons, Dairy Products Marketing Specialist, Coordinator……... (202) 720-6491
Kerry Siekmann, Dairy Products Marketing Specialist ……..... (952) 277-2363
Jessica Crum, Dairy Products Marketing Specialist …….. (202) 260-9091

Federal Milk Order Information Program
Kerry Siekmann, Dairy Products Marketing Specialist, Coordinator …….…….. (952) 277-2363
Randal Stoker, Dairy Products Marketing Specialist …… (202) 690-1932
Daniel Manzoni, Dairy Products Marketing Specialist…….. (202) 720-2352

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

To receive e-mail notification for AMS Dairy Program publications, visit Cornell University's Mann Library and follow the instructions.

The United States Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, political beliefs, genetic information, reprisal, or because all or a part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of discrimination, write to USDA, Assistant Secretary for Civil Rights, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, S.W., Stop 9410, Washington, DC 20250-9410, or call toll-free at (866) 632-9992 (English) or (800) 877-8339 (TDD) or (866) 377-8642 (English Federal-relay) or (800) 845-6136 (Spanish Federal-relay). USDA is an equal opportunity provider and employer.