#### Federal Milk Market Administrator U.S. Department of Agriculture

# **UPPER MIDWEST DAIRY NEWS**

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| Vo | lum | e 3, | Issue | 7 |
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**Upper Midwest Marketing Area, Federal Order No. 30** 

July 2002

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### **Pool Summary**

- In June, 13,563 producers delivered to the market with an average daily delivery of 3,908 pounds.
- Producer milk totaled 1.55 billion pounds, down 1.5% on a daily basis from May.
- Class I utilization totaled 294

### Dairy Outlook \*

#### **Milk Production Expands**

Milk production this spring continued to post significant increases from the sagging output of a year earlier. Even so, problems with supplies of alfalfa hay and dairy replacement heifers continued to trim the production recovery.

Milk cow numbers are projected to be near a year earlier this spring and summer but begin to slip this autumn and into 2003. The 2002 annual average is expected to be just barely below last year, and even the 2003 decline is projected to be only about 1%.

Milk per cow is projected to run almost 3% above the relatively weak 2001 levels during the rest of 2002.

This gain in milk per cow is projected to bring 2002 milk production to about 170 billion pounds, up almost 3% from a year ago.

#### Dairy Demand Soft

Commercial disappearance (sales) of dairy products has been erratic, but generally stagnant, thus far in 2002. Less buying ahead for second-half use undoubtedly contributed to the decline. However, consumers definitely appear to have become more conservative in their eating habits. Spurred by much lower

million pounds, down 14.5% on a daily basis from May.

- Class I usage accounted for 19.1% of producer milk.
- The June Producer Price Differential is \$0.63 per cwt.
- The Statistical Uniform Price is \$10.72 per cwt., down 58¢ from May and \$4.80 below June 2001.
- Market statistics for June are shown on Pages 4 and 5.

prices and a recovering economy, dairy product sales are expected to grow during the second half of the year.

#### **Prices Weak**

Weakness in wholesale dairy product prices is expected to hold farm milk prices well below a year earlier during the rest of 2002. Seasonal rises will be relatively modest, with values of milk for cheese and for butter-powder holding relatively close. The annual average all milk price is projected to fall more than \$2 per cwt. from a year earlier and may not be much above 2000's \$12.40 per cwt.

Possibilities for substantial recovery in farm milk prices during the remainder of 2002 seem quite limited. An abrupt reversal of recent supply and demand patterns would be required. Even then, most of the impact of a sudden reversal could probably be absorbed by the large stock of dairy products.

On the other hand, the potential for even lower prices is also relatively low, since markets appear to have fairly fully adjusted to current conditions, and seasonal tightening will soon begin.

\* Adapted from an article in the *Livestock, Dairy & Poultry Outlook* (LDP-M-96), June 17, 2002, Economic Research Service, USDA.

### June 2002 Producer Milk by Class

|           | Percent | Product Pounds | Price   |
|-----------|---------|----------------|---------|
|           |         |                | \$/cwt. |
| Class I   | 19.1    | 294,442,763    | 12.83   |
| Class II  | 2.7     | 42,467,635     | 11.19   |
| Class III | 76.7    | 1,184,954,481  | 10.09   |
| Class IV  | 1.5     | 23,858,411     | 10.52   |
| Total     |         | 1,545,723,290  |         |

### Recap of 2002 Farm Bill

n May 13, 2002, President Bush signed into law the Farm Security and Rural Investment Act of 2002. The bill, commonly known as the 2002 farm bill, revives a system abandoned in the 1996 farm bill to pay farmers when prices drop below certain levels. However, ag prices

plummeted in the late 1990's and Congress began passing a series of "emergency" assistance bills for farmers



Much of the reported increase in the cost of the 2002 bill is the result of locking in the emergency farm spending that Congress approved annually in recent years.

The 2002 farm bill includes new programs for some minor crops, as well as a Conservation Security Program and a substantial increase in funding for the Environmental Quality Incentive Program (EQIP). Energy, an area never before addressed by a farm bill, is included to promote renewable energy. In addition, several provisions relate to dairy, as summarized below.

#### **Dairy Provisions**

As it relates to dairy, the 2002 farm bill extends the Dairy Export Incentive Program (DEIP), authorizes a new national Johne's disease control program, extends the national dairy promotion program to imports, amends the mandatory inventory and price reporting language, and authorizes payments directly to dairy farmers. Following is a summary of several of those provisions.

Price Support Program-The 2002 farm bill extends the Milk Price Support Program through December 31, 2007 at the current price of \$9.90 per cwt. at 3.67% butterfat. Under the price support program, the government, through the Commodity Credit Corporation

(CCC), stands ready to purchase butter, cheese, and nonfat dry milk at specified prices that should enable plants to pay dairy farmers at least the support price for milk.

The purchase prices for manufactured dairy products remain as follows:

butter -- \$0.8548 per pound; **block cheese** -- \$1.1314 per pound; **barrel cheese** -- \$1.1014 per pound; nonfat dry milk -- \$0.90 per pound.

The Secretary of Agriculture may adjust the balance between the purchase prices of butter and nonfat dry milk twice each calendar year to minimize the cost of the price support program to the government. Currently, the only product CCC is buying under this program is nonfat

The 2002 farm bill requires direct payments to dairy farmers when milk prices fall below a targeted level.

dry milk. At the end of June, CCC owned an uncommitted inventory of nearly 1.2 billion pounds of nonfat dry milk.

**Direct Payments**-Another provision of the 2002 farm bill requires direct payments to dairy farmers when milk prices fall below a targeted level. This national dairy market loss payments (DMLP) program will be administered by USDA's Farm Service Agency (FSA). The rules for the program are still under development.

To be eligible for the DMLP program, producers will enter into contracts with USDA. A monthly direct payment will be made to qualifying dairy farm operators when the monthly Class I price in Boston (Northeast Federal Milk Order No. 1) is less than \$16.94 per cwt.

The payment rate is 45% of the difference between \$16.94 and the Class I price in the Northeast Federal Order for the applicable month. The table below gives the expected payment rates for December 2001 through August 2002.

Producers, on an operation-by-operation basis, may receive payments on no more than 2.4 million pounds of milk marketed per fiscal year (October 1 through September 30). Retroactive payments will be made covering market losses due to low prices since December 2001, with the program ending in September 2005.

#### Calculation of Expected DMLP Program Rates \*

|               | Base<br><u>Price</u> | Boston<br>Class I Price | Difference | Expected<br>Payment Rate |
|---------------|----------------------|-------------------------|------------|--------------------------|
| December 2001 | \$ 16.94             | \$ 15.23                | \$ 1.71    | \$ 0.77                  |
| January 2002  | 16.94                | 15.21                   | 1.73       | 0.78                     |
| February 2002 | 16.94                | 15.20                   | 1.74       | 0.78                     |
| March 2002    | 16.94                | 14.87                   | 2.07       | 0.93                     |
| April 2002    | 16.94                | 14.72                   | 2.22       | 1.00                     |
| May 2002      | 16.94                | 14.51                   | 2.43       | 1.09                     |
| June 2002     | 16.94                | 14.28                   | 2.66       | 1.20                     |
| July 2002     | 16.94                | 13.87                   | 3.07       | 1.38                     |
| August 2002   | 16.94                | 13.73                   | 3.21       | 1.44                     |

Payment rate is 45% of the difference between the Boston Class I price and \$16.94, and applies to the first 2.4 million pounds of eligible milk during the marketing year.

Current estimates are that the DML payments will average 89¢ per cwt. per month.

Producers may not reorganize dairy operations for the sole purpose of receiving additional payment.

Current estimates are that the DML payments will average 89¢ per cwt. per month.

The average dairy operation in the Minnesota and Wisconsin area, with 68 cows and 17,100 pounds of milk per cow, would receive about \$10,000 per year as a result of the DMLP program. Using this same production scenario, the 2.4 million pound cap would be reached with a herd of 140 cows and would generate an annual payment of about \$21,000.

In Wisconsin, 91% of the herds produce less than 2.4 million pounds annually and in Minnesota, 94% have annual production under the cap. A number of producers in both states will not have their entire annual production qualify for the payment. Wisconsin has 1,650 herds producing more than the 2.4 million pounds and Minnesota has 421 herds over the cap.

#### Dairy Export Incentive Program-

The 2002 farm bill assists dairy exports through the Dairy Export Incentive Program (DEIP). This program is used to help U.S. dairy products meet competition from subsidizing countries. Products eligible for DEIP are whole milk powder, nonfat dry milk, butterfat and cheese.

**Promotion**- The 2002 farm bill continues the Fluid Milk Processor Promotion and Education Program. In addition, it provides authority for the separate Dairy Promotion and Research Program to assess importers of dairy products in the same manner as domestic producers.

#### **EQIP** Provisions

The Environmental Quality Incentives Program (EQIP) provides technical assistance, cost-share payments, and incentive payments to assist crop and livestock producers with environmental and conservation improvements on the farm.

Funding for EQIP was increased substantially in the 2002 farm bill. The program allows for 75% cost sharing, but allows a 90% cost-share rate if the producer is of limited-resource or a beginning farmer. Funding for livestock producers is targeted at 60% of annual program funding. The animal unit cap for cost-share eligibility has been removed.

Conservation priority area (CPA) is no longer used to determine which project is funded. Selections of projects to be funded are based on the use of costeffective conservation practices, use of practices that address national priorities and those which will optimize environmental benefits. A farmer must enter into a conservation plan of 1 to 10 years in length which will state the intended practice and describe the environmental purposes. Confined livestock feeding operations must prepare a comprehensive nutrient management plan.

There are no annual payment limitations for EQIP. The sum of all EQIP payments to an individual or entity cannot exceed \$450,000 during 2002-2007.

#### **Contact Information**

For information or to comment on the DMLP Program, contact FSA at:

Office of the Director PSD-FSA-USDA Stop 0512, Room 4095-S 1400 Independence Ave., SW Washington, DC 20250-0512

#### E-mail comments or questions to:

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Information can be obtained online at: www.usda.gov/farmbill

www.ers.usda.gov/features/ farmbill

### Upper Midwest Pool Statistics - June 2002

| Market Class I<br>Differential<br>Rate | Pool<br>Plants | Received at<br>Pool Plants | Diverted to<br>Pool and<br>Nonpool Plants | Total         | Location<br>Adjustment to<br>Producers |             | Differential |
|--|----------------|----------------------------|---|---------------|--|-------------|--------------|
| Cwt.                                   | Number         | Pounds                     | Pounds                                    | Pounds        | Value                                  | Pounds      | Value        |
| \$1.80                                 | 6              | 23,936,698                 | 32,723,175                                | 56,659,873    | \$0                                    | 50,498,164  | \$ 908,967   |
| \$1.75                                 | 36             | 166,380,520                | 261,501,138                               | 427,881,658   | 213,941                                | 122,842,553 | 2,149,745    |
| \$1.70                                 | 36             | 139,115,796                | 728,753,649                               | 867,869,445   | 867,870                                | 102,339,899 | 1,739,778    |
| \$1.65                                 | 5              | 28,323,858                 | 9,754,843                                 | 38,078,701    | 57,118                                 | 18,762,147  | 309,575      |
| Other                                  | 0              | 0                          | 155,233,613                               | 155,233,613   | 296,271                                | 0           | 0            |
| Total                                  | 83             | 357,756,872                | 1,187,966,418                             | 1,545,723,290 | \$1,435,200                            | 294,442,763 | \$5,108,065  |

### Computation of Producer Price Differential - June 2002

|              |  | Utilization<br>Percentage     | Product<br>Pounds                        | Component<br>Pounds | Rate      | Value   |
|--------------|--|-------------------------------|--|---------------------|-----------|---|
| Class I      | Differential Value   |                               |  |                     |           | \$ 5,108,065.38   |
|              | Product  | 19.1%                         | 294,442,763                              |                     |           |   |
|              | Skim Milk  |                               |  | 289,749,755         | \$ 7.2300 | 20,948,907.31   |
|              | Butterfat  |                               |  | 4,693,008           | 1.1577    | 5,433,095.40  |
| Class II     | Product  | 2.7%                          | 42,467,635                               |                     |           |   |
|              | Nonfat Solids  |                               |  | 3,237,305           | 0.8333    | 2,697,646.26  |
|              | Butterfat  |                               |  | 6,492,470           | 1.1281    | 7,324,155.40  |
| Class III    | Product  | 76.7%                         | 1,184,954,481                            |                     |           |   |
|              | Protein  |                               |  | 35,068,339          | 2.0148    | 70,655,689.45   |
|              | Other Solids   |                               |  | 68,107,537          | 0.0247    | 1,682,256.13  |
|              | Butterfat  |                               |  | 41,190,293          | 1.1211    | 46,178,437.47   |
| Class IV     | Product  | 1.5%                          | 23,858,411                               |                     |           |   |
|              | Nonfat Solids  |                               |  | 1,799,511           | 0.7605    | 1,368,528.13  |
|              | Butterfat  |                               |  | 3,835,161           | 1.1211    | 4,299,599.00  |
| SCC Adjus    | tment (Class II, III, and  | VI t                          |  |                     |           | 28,316.69   |
| Total Prod   | ucer Milk *  |                               | 1,545,723,290                            |                     |           | \$165,724,696.62  |
| Add:         | Overage<br>Inventory Reclassifie<br>Other Source Milk §.<br>Other Source Milk §.   | 60(h)                         |  |                     |           | 12,729.93<br>13,830.81<br>0.00<br>0.00  |
| Subtract:    | Transportation Credit<br>Assembly Credit<br>Credit for Reconstitut<br>Producer Milk Proteir<br>Producer Milk Other<br>Producer Milk Butterf<br>Producer Milk SCC A | ted FMP<br>า<br>Solids<br>fat |  |                     |           | 150,400.30<br>234,854.87<br>0.00<br>91,878,667.84<br>2,190,508.10<br>63,018,075.88<br>95,481.91 |
| Total Milk a | and Value  |                               | 1,545,723,290                            |                     |           | \$ 8,183,268.46   |
| Add:         | Location Adjustment<br>One-Half Unobligated  |                               | regulated Supply Plan<br>Settlement Fund | t Milk              |           | 1,435,199.73<br>844,042.16  |
| Total Value  | )  |                               |  |                     | 0.676868  | \$ 10,462,510.35  |
| Subtract:    | Producer Settlement  | Fund Reserve                  |  |                     | 0.046868  | 724,453.62  |
| Produce      | er Price Differentia   | al **                         |  |                     | \$0.63    | \$ 9,738,056.73   |

\* An estimated 44 million pounds of milk was not pooled.

\*\* Producer Price Differential is dollars per cwt. at the Base Zone of Cook County, Illinois.



### Utilization and Classification

|                                     | June                  | 2002                | May 2002              | June 2001               |
|-------------------------------------|-----------------------|---------------------|-----------------------|-------------------------|
|                                     | Product<br>Pounds     | Butterfat<br>Pounds | Product<br>Pounds     | Product<br>Pounds       |
| Class I Utilization:                |                       |                     |                       |                         |
| Packaged Disposition                |                       |                     |                       |                         |
| Milk                                | 50,373,287            | 1,630,524           | 57,076,944            | 50,559,530              |
| Flavored Milk                       | 4,536,761             | 141,861             | 4,951,153             | 4,925,143               |
| Reduced Fat Milk                    | 115,913,884           | 2,262,764           | 133,781,314           | 123,322,852             |
| Lowfat Milk                         | 41,905,930            | 410,633             | 46,412,479            | 42,311,045              |
| Fat Free Milk                       | 76,805,748            | 96,975              | 86,474,358            | 79,218,868              |
| Flavored Reduced and Fat Free Milk  | 14,468,126            | 141,594             | 26,993,703            | 13,722,401              |
| Buttermilk                          | 2,573,710             | 27,001              | 2,908,567             | 2,691,803               |
| Total Packaged Disposition          | 306,577,446           | 4,711,352           | 358,598,518           | 316,751,642             |
| Total Ending Inventory              | 27,020,887<br>795,833 | 420,627<br>55,527   | 34,738,242<br>506,411 | 25,269,649<br>1,958,206 |
| Bulk to Nonpool Plants<br>Shrinkage | 2,419,292             | 124,245             | 2,456,838             | 1,199,624               |
| Total Class I Utilization           | 336,813,458           | 5,311,751           | 396,300,009           | 345,179,121             |
| Other Order Plants                  | (7,019,046)           | (84,584)            | (13,072,390)          | (12,117,993)            |
| Beginning Inventory                 | (35,154,364)          | (532,767)           | (27,586,960)          | (32,427,405)            |
| Reused Products                     | (00,104,004)          | (002,707)           | (27,000,000)          | (02,427,400)            |
| Other Source Milk                   | (170,217)             | (1,457)             | (111,787)             | (118,325)               |
| Overage                             | 0                     | 0                   | 0                     | 0                       |
| Interhandler Adjustment             | (27,068)              | 65                  | 171,886               | (498,467)               |
| Class I Producer Milk               | 294,442,763           | 4,693,008           | 355,700,758           | 300,016,931             |
| Class II Utilization:               |                       |                     |                       |                         |
| Total Class II Utilization          | 57,780,783            | 7,242,384           | 58,274,112            | 71,138,210              |
| Other Order Plants                  | (2,529,182)           | (182,754)           | (1,795,930)           | (7,425,564)             |
| Beginning Inventory                 | (2,193,548)           | (168,039)           | (2,651,528)           | (2,699,322)             |
| Reused Products                     | (10,196,123)          | (4,826)             | (8,414,181)           | (9,983,562)             |
| Other Source Milk                   | (394,295)             | (394,295)           | (173,861)             | (1,668,164)             |
| Overage                             | 0                     | 0                   | 0                     | (139,038)               |
| Class II Producer Milk              | 42,467,635            | 6,492,470           | 45,238,612            | 49,222,560              |
| Class III Utilization:              |                       |                     |                       |                         |
| Total Class III Utilization         | 1,203,981,457         | 41,537,368          | 1,211,880,676         | 1,173,894,697           |
| Other Order Plants                  | (14,860,406)          | (265,718)           | (14,298,506)          | (18,390,536)            |
| Beginning Inventory                 | (1,345,281)           | (42,369)            | (3,195,704)           | (4,329,566)             |
| Reused Products                     | 0                     | 0                   | 0                     | 0                       |
| Other Source Milk                   | (2,790,243)           | (31,937)            | (2,445,690)           | (3,552,116)             |
| Overage                             | (31,046)              | (7,051)             | (103,073)             | (149,133)               |
| Class III Producer Milk             | 1,184,954,481         | 41,190,293          | 1,191,837,703         | 1,147,473,346           |
| Class IV Utilization:               |                       |                     |                       |                         |
| Total Class IV Utilization          | 43,667,780            | 5,038,493           | 53,451,978            | 32,426,899              |
| Other Order Plants                  | (6,187,463)           | (517,241)           | (5,805,088)           | (4,474,463)             |
| Beginning Inventory                 | (6,249,613)           | (302,395)           | (14,239,943)          | (5,548,084)             |
| Reused Products                     | 0                     | 0                   | 0                     | 0                       |
| Other Source Milk                   | (7,359,042)           | (381,430)           | (4,975,198)           | (5,254,721)             |
| Overage                             | (13,251)              | (2,266)             | (17,132)              | (18,802)                |
| Class IV Producer Milk              | 23,858,411            | 3,835,161           | 28,414,617            | 17,130,829              |
| Total Producer Milk All Classes     | 1,545,723,290         | 56,210,932          | 1,621,191,690         | 1,513,843,666           |
|                                     |                       |                     |                       |                         |

-- Restricted Information

# **Commodity Prices**

|            |        | Weighted    | Monthly Av   | erage NA  | SS Prices | ÷         | Weighted Two-Week Average NASS Prices * |           |           |             |          |          |  |
|------------|--------|-------------|--------------|-----------|-----------|-----------|---|-----------|-----------|-------------|----------|----------|--|
|            | Cł     | neddar Chee | ese          |           | Nonfat    |           | Ch                                      | eddar Che | ese       |             | Nonfat   |          |  |
| Month/Year | Blocks | Barrels     | Average      | Butter    | Dry Milk  | Dry Whey  | Blocks                                  | Barrels   | Average   | Butter      | Dry Milk | Dry Whey |  |
|            |        |             | Dollars pe   | er Pound  |           |           |   |           | Dollars p | er Pound    |          |          |  |
| Jun 2001   | 1.6058 | 1.6035      | 1.6211       | 1.9263    | 1.0148    | 0.2764    | 1.6030                                  | 1.6101    | 1.6232    | 1.9275      | 1.0158   | 0.2753   |  |
| Jul        | 1.6551 | 1.6293      | 1.6573       | 1.9094    | 0.9634    | 0.2862    | 1.6539                                  | 1.6206    | 1.6521    | 1.9364      | 0.9730   | 0.2874   |  |
| Aug        | 1.6690 | 1.6395      | 1.6693       | 1.9990    | 0.9473    | 0.2886    | 1.6652                                  | 1.6430    | 1.6696    | 1.9544      | 0.9445   | 0.2871   |  |
| Sep        | 1.7107 | 1.6768      | 1.7085       | 2.1198    | 0.9497    | 0.2871    | 1.7183                                  | 1.6800    | 1.7136    | 2.1781      | 0.9506   | 0.2876   |  |
| Oct        | 1.5744 | 1.5178      | 1.5591       | 1.4701    | 0.9441    | 0.2835    | 1.6842                                  | 1.6433    | 1.6777    | 1.6366      | 0.9468   | 0.2841   |  |
| Nov        | 1.2354 | 1.1995      | 1.2322       | 1.3040    | 0.9349    | 0.2823    | 1.2207                                  | 1.1862    | 1.2182    | 1.3051      | 0.9342   | 0.2851   |  |
| Dec        | 1.2733 | 1.2485      | 1.2762       | 1.2894    | 0.9199    | 0.2868    | 1.2897                                  | 1.2594    | 1.2895    | 1.2580      | 0.9222   | 0.2902   |  |
| Jan 2002   | 1.2660 | 1.2790      | 1.2922       | 1.3324    | 0.9161    | 0.2747    | 1.2486                                  | 1.2624    | 1.2740    | 1.3335      | 0.9166   | 0.2810   |  |
| Feb        | 1.2904 | 1.2590      | 1.2895       | 1.2480    | 0.9121    | 0.2334    | 1.2935                                  | 1.2518    | 1.2862    | 1.2316      | 0.9133   | 0.2347   |  |
| Mar        | 1.2000 | 1.1834      | 1.2087       | 1.2333    | 0.9060    | 0.2066    | 1.1943                                  | 1.1751    | 1.2008    | 1.2411      | 0.9074   | 0.2077   |  |
| Apr        | 1.2210 | 1.2085      | 1.2323       | 1.1720    | 0.8975    | 0.1948    | 1.2123                                  | 1.1986    | 1.2229    | 1.2088      | 0.8984   | 0.1979   |  |
| May        | 1.2213 | 1.2133      | 1.2359       | 1.0525    | 0.8972    | 0.1759    | 1.2337                                  | 1.2315    | 1.2521    | 1.0643      | 0.8953   | 0.1827   |  |
| Jun        | 1.1655 | 1.1438      | 1.1708       | 1.0343    | 0.9005    | 0.1639    | 1.1738                                  | 1.1524    | 1.1792    | 1.0533      | 0.9006   | 0.1663   |  |
|            |        | Chicago I   | Aercantile E | xchange   |           |           |   |           |           |             |          |          |  |
|            | Butte  | er          | Che          | ddar Chee | se        | Nonfat D  | Dry Milk (Low/Medium Heat)              |           |           | Whey Powder |          |          |  |
| Month/Year | Grade  | AA          | Blocks       |           | Barrels   | Central 8 | East **                                 | West      |           | Central     |          | West     |  |

| Butter     |          | Officado |         | Normat Dry Mink (LOW | /wearann near) | Whicy I Owaci |        |  |
|------------|----------|----------|---------|----------------------|----------------|---------------|--------|--|
| Month/Year | Grade AA | Blocks   | Barrels | Central & East **    | West           | Central       | West   |  |
|            |          |          |         | Dollars per Pound    |                |               |        |  |
| Jun 2001   | 1.9783   | 1.6599   | 1.6137  | n/a                  | 0.9960         | 0.2948        | 0.2632 |  |
| Jul        | 1.8971   | 1.6699   | 1.6312  | n/a                  | 0.9598         | 0.2964        | 0.2707 |  |
| Aug        | 2.0880   | 1.7126   | 1.6415  | n/a                  | 0.9616         | 0.2786        | 0.2717 |  |
| Sep        | 2.0563   | 1.7174   | 1.6707  | n/a                  | 0.9705         | 0.2926        | 0.2750 |  |
| Oct        | 1.4070   | 1.3346   | 1.3036  | n/a                  | 0.9638         | 0.2899        | 0.2784 |  |
| Nov        | 1.3481   | 1.2668   | 1.2105  | n/a                  | 0.9602         | 0.2979        | 0.2789 |  |
| Dec        | 1.2793   | 1.2567   | 1.2500  | n/a                  | 0.9591         | 0.3016        | 0.2656 |  |
| Jan 2002   | 1.3454   | 1.3242   | 1.2970  | 0.9396               | 0.9511         | 0.2689        | 0.2427 |  |
| Feb        | 1.2427   | 1.2076   | 1.1797  | 0.9357               | 0.9434         | 0.2135        | 0.2257 |  |
| Mar        | 1.2473   | 1.2130   | 1.1809  | 0.9218               | 0.9279         | 0.1963        | 0.2133 |  |
| Apr        | 1.1712   | 1.2448   | 1.2177  | 0.9061               | 0.9134         | 0.1846        | 0.1948 |  |
| May        | 1.0590   | 1.2009   | 1.1688  | 0.9174               | 0.9149         | 0.1691        | 0.1715 |  |
| Jun        | 1.0427   | 1.1299   | 1.1051  | 0.9213               | 0.9138         | 0.1553        | 0.1591 |  |

# **Market Statistics**

| Month/Year | Distributing<br>Plants | Supply<br>Plants | Coop .9(c)<br>Handlers | Producers | Total<br>Producer<br>Milk | Estimated<br>Average Daily<br>Delivery | Class I<br>Utilization | Butterfat<br>Test | Protein<br>Test | Other<br>Solids<br>Test | Weighted<br>Average<br>SCC |
|------------|------------------------|------------------|------------------------|-----------|---------------------------|--|------------------------|-------------------|-----------------|-------------------------|----------------------------|
|            |                        |                  |                        |           | Mil. Ibs.                 | Pounds                                 | Percent                | Percent           | Percent         | Percent                 | (000)                      |
| Jun 2001   | 26                     | 55               | 11                     | 12,748    | 1,514                     | 4,050                                  | 19.8                   | 3.61              | 2.95            | 5.71                    | 347                        |
| Jul        | 26                     | 56               | 11                     | 12,831    | 1,501                     | 3,849                                  | 20.2                   | 3.55              | 2.90            | 5.70                    | 377                        |
| Aug        | 30                     | 63               | 11                     | 13,371    | 1,558                     | 3,810                                  | 21.8                   | 3.55              | 2.92            | 5.69                    | 396                        |
| Sep        | 27                     | 64               | 10                     | 15,363    | 1,787                     | 3,906                                  | 18.7                   | 3.66              | 3.03            | 5.70                    | 363                        |
| Oct        | 28                     | 62               | 9                      | 15,035    | 1,784                     | 3,994                                  | 19.9                   | 3.79              | 3.11            | 5.69                    | 331                        |
| Nov        | 27                     | 59               | 10                     | 15,418    | 1,766                     | 3,869                                  | 19.7                   | 3.82              | 3.10            | 5.69                    | 316                        |
| Dec        | 26                     | 59               | 10                     | 14,670    | 1,834                     | 4,088                                  | 18.6                   | 3.82              | 3.08            | 5.69                    | 330                        |
| Jan 2002   | 26                     | 60               | 10                     | 14,926    | 1,945                     | 4,259                                  | 18.7                   | 3.80              | 3.05            | 5.70                    | 327                        |
| Feb        | 26                     | 58               | 10                     | 14,494    | 1,617                     | 4,235                                  | 19.7                   | 3.78              | 3.03            | 5.70                    | 330                        |
| Mar        | 26                     | 58               | 10                     | 14,172    | 1,828                     | 4,263                                  | 18.9                   | 3.78              | 3.04            | 5.71                    | 334                        |
| Apr        | 27                     | 58               | 10                     | 13,803    | 1,779                     | 4,389                                  | 19.3                   | 3.74              | 3.01            | 5.73                    | 334                        |
| May        | 27                     | 58               | 11                     | 13,490    | 1,621                     | 3,986                                  | 21.9                   | 3.71              | 2.98            | 5.72                    | 324                        |
| Jun        | 27                     | 56               | 11                     | 13,563    | 1,546                     | 3,908                                  | 19.1                   | 3.64              | 2.95            | 5.74                    | 340                        |

\* NASS = National Agricultural Statistics Service, USDA. \*\* The Central and East markets are published as one price, effective January 2002.

### **Class Prices**

|   | Class I Price Mover  |  |   | Class I Price at Cook County, IL   |   |   |   | Class II Price   |  |  |   |  |
|---|--|--|---|--|---|---|---|--|--|--|---|--|
| Month/Year  | Butterfat  | Skim<br>Milk   | 3.50%   | Butterfat  | Skim<br>Milk  | 3.50  | %   | Butterfa   | Nonfat<br>t Solids   | Skim<br>Milk   | 3.50%   |  |
|   | lb.  | cwt.   | cwt.  | lb.  | cwt.  | cwt   | t.  | lb.  | lb.  | cwt.   | cwt.  |  |
| Jun 2001<br>Jul<br>Aug<br>Oct<br>Nov<br>Dec<br>Jan 2002<br>Feb<br>Mar                             | 2.1033<br>2.2104<br>2.2212<br>2.2432<br>2.5160<br>1.8556<br>1.4513<br>1.3939<br>1.4860<br>1.3617                               | 7.90<br>7.88<br>7.90<br>7.99<br>7.38<br>9.60<br>7.15<br>7.34<br>6.99<br>7.10   | 14.99<br>15.34<br>15.40<br>15.56<br>15.93<br>15.76<br>11.98<br>11.96<br>11.95<br>11.62                            | 2.1213<br>2.2284<br>2.2392<br>2.2612<br>2.5340<br>1.8736<br>1.4693<br>1.4119<br>1.5040<br>1.3797 | 9.70<br>9.68<br>9.70<br>9.79<br>9.18<br>11.40<br>8.95<br>9.14<br>8.79<br>8.90 | 16.7<br>17.1<br>17.2<br>17.3<br>17.7<br>17.5<br>13.7<br>13.7<br>13.7<br>13.7                                      | 4<br>0<br>6<br>3<br>6<br>8<br>6<br>5                              | 2.2159<br>2.1953<br>2.3046<br>2.4519<br>1.6596<br>1.4570<br>1.4392<br>1.4916<br>1.3887<br>1.3708             | 0.9556<br>0.9533<br>0.9111<br>0.8822<br>0.8889<br>0.8844<br>0.8722<br>0.8600<br>0.8544<br>0.8511                               | 8.60<br>8.58<br>8.20<br>7.94<br>8.00<br>7.96<br>7.85<br>7.74<br>7.69<br>7.66                                 | 16.05<br>15.96<br>15.98<br>16.24<br>13.53<br>12.78<br>12.61<br>12.69<br>12.28<br>12.19                            |  |
| Apr<br>May<br>Jun<br>Jul  | 1.3733<br>1.3339<br>1.1577<br>1.1443   | 6.91<br>6.83<br>7.23<br>6.85   | 11.47<br>11.26<br>11.03<br>10.62  | 1.3913<br>1.3519<br>1.1757<br>1.1623   | 8.71<br>8.63<br>9.03<br>8.65  | 13.2<br>13.0<br>12.8<br>12.4  | :7<br>16<br>13  | 1.2960<br>1.1503<br>1.1281   | 0.8456<br>0.8367<br>0.8333<br>0.8389   | 7.61<br>7.53<br>7.50<br>7.55   | 11.88<br>11.29<br>11.19   |  |
|   |  |  | Class III Pri   | се   |   |   |   |  | Class IV P   | rice   |   |  |
| Month/Year  | Butterfat  | Protein  | Othe<br>Solid<br><i>Ib.</i>   |  | : ;   | 3.50%   |   | tterfat  | Nonfat<br>Solids   | Skim<br>Milk<br><i>cwt</i> .   | 3.50%   |  |
| Jun 2001<br>Jul<br>Aug<br>Sep<br>Oct<br>Nov<br>Dec<br>Jan 2002<br>Feb<br>Mar<br>Apr<br>May<br>Jun | 2.2089<br>2.1883<br>2.2976<br>2.4449<br>1.6526<br>1.4500<br>1.4322<br>1.4846<br>1.3817<br>1.3638<br>1.2890<br>1.1433<br>1.1211 | 2.1670<br>2.3175<br>2.2188<br>2.1647<br>2.6664<br>1.8045<br>1.9782<br>1.9660<br>2.0884<br>1.8342<br>2.0109<br>2.2097<br>2.0148 | 0.140<br>0.151<br>0.153<br>0.152<br>0.148<br>0.147<br>0.151<br>0.139<br>0.096<br>0.068<br>0.056<br>0.037<br>0.024 | 0 8.00   5 7.70   0 7.6   2 9.14   0 6.44   7 7.00   2 6.90   5 7.04   5 7.04   6 6.55   1 7.00  | 8<br>8<br>1<br>4<br>6<br>3<br>2<br>2<br>4<br>9<br>7<br>7                      | 15.02<br>15.46<br>15.55<br>15.90<br>14.60<br>11.31<br>11.80<br>11.87<br>11.63<br>10.65<br>10.85<br>10.82<br>10.09 | 2.<br>2.2<br>1.0<br>1.4<br>1.4<br>1.4<br>1.5<br>1.5<br>1.5<br>1.5 | 2089<br>1883<br>2976<br>1449<br>5526<br>1500<br>1322<br>1846<br>3817<br>3817<br>3638<br>2890<br>1433<br>1211 | 0.8748<br>0.8234<br>0.8073<br>0.8097<br>0.8041<br>0.7949<br>0.7799<br>0.7761<br>0.7721<br>0.7660<br>0.7575<br>0.7572<br>0.7572 | 7.87<br>7.41<br>7.27<br>7.29<br>7.24<br>7.15<br>7.02<br>6.98<br>6.95<br>6.89<br>6.89<br>6.82<br>6.81<br>6.84 | 15.33<br>14.81<br>15.06<br>15.59<br>12.77<br>11.97<br>11.97<br>11.93<br>11.54<br>11.42<br>11.09<br>10.57<br>10.52 |  |

### **Producer Prices**

| Month/Year | Producer<br>Price<br>Differential | Statistical<br>Uniform Price<br>(at 3.50%) | Butterfat Price | Protein Price | Other Solids<br>Price | SCC<br>Adjustment<br>Rate | Producer<br>Mailbox Price<br><i>(at test)</i> |
|------------|-----------------------------------|--|-----------------|---------------|-----------------------|---------------------------|---|
|            | \$ per cwt.                       | \$ per cwt.                                | \$ per lb.      | \$ per lb.    | \$ per lb.            | \$ per cwt.               | \$ per cwt.                                   |
| Apr 2001   | 0.83                              | 12.89                                      | 1.9483          | 1.5443        | 0.1081                | 0.00067                   | 13.96   |
| May        | 0.67                              | 14.50                                      | 2.1191          | 1.9108        | 0.1229                | 0.00076                   | 15.16   |
| Jun        | 0.50                              | 15.52                                      | 2.2089          | 2.1670        | 0.1409                | 0.00081                   | 15.72   |
| Jul        | 0.45                              | 15.91                                      | 2.1883          | 2.3175        | 0.1510                | 0.00083                   | 15.63   |
| Aug        | 0.51                              | 16.06                                      | 2.2976          | 2.2188        | 0.1535                | 0.00083                   | 15.84   |
| Sep        | 0.38                              | 16.28                                      | 2.4449          | 2.1647        | 0.1520                | 0.00085                   | 16.50   |
| Oct        | 0.15                              | 14.75                                      | 1.6526          | 2.6664        | 0.1482                | 0.00078                   | 15.18   |
| Nov        | 1.14                              | 12.45                                      | 1.4500          | 1.8045        | 0.1470                | 0.00062                   | 13.44   |
| Dec        | 0.39                              | 12.19                                      | 1.4322          | 1.9782        | 0.1517                | 0.00064                   | 13.17   |
| Jan 2002   | 0.43                              | 12.30                                      | 1.4846          | 1.9660        | 0.1392                | 0.00065                   | 13.30   |
| Feb        | 0.41                              | 12.04                                      | 1.3817          | 2.0884        | 0.0965                | 0.00064                   | 12.73   |
| Mar        | 0.60                              | 11.25                                      | 1.3638          | 1.8342        | 0.0688                | 0.00060                   | 12.19   |
| Apr        | 0.50                              | 11.35                                      | 1.2890          | 2.0109        | 0.0566                | 0.00062                   | 12.17   |
| May        | 0.48                              | 11.30                                      | 1.1433          | 2.2097        | 0.0371                | 0.00062                   |   |
| Jun        | 0.63                              | 10.72                                      | 1.1211          | 2.0148        | 0.0247                | 0.00059                   |   |

### Summary of Federal Order Data - June 2002

Uniform or Statistical Uniform Price at 3 5% Butterfat

|                                |                   |                        |                                 |                        |                            |                                   | Price at 3.5% Butterrat |                              |                                 |
|--------------------------------|-------------------|------------------------|---------------------------------|------------------------|----------------------------|-----------------------------------|-------------------------|------------------------------|---------------------------------|
| Federal Order<br>Number / Name |                   | Producer<br>Deliveries | Class I<br>Producer<br>Receipts | Class I<br>Utilization | Class I<br>Price           | Producer<br>Price<br>Differential | FOB<br>Market           | FOB<br>Cook Cty.<br>Illinois | Change From<br>Previous<br>Year |
|                                |                   | —— Thousand Pounds ——  |                                 | Percent                | rcent — Dollars per Cwt. — |                                   | Dollars per Cwt         |                              |                                 |
| 1                              | Northeast         | 2,134,644              | 813,218                         | 38.1                   | \$ 14.28                   | \$ 2.29                           | \$ 12.38                | \$ 10.93                     | \$(4.70)                        |
| 5                              | Appalachian       | 574,419                | 328,923                         | 57.3                   | 14.13                      | n/a                               | 12.83                   | 11.53                        | (4.50)                          |
| 6                              | Florida           | 215,778                | 185,973                         | 86.2                   | 15.03                      | n/a                               | 14.44                   | 12.24                        | (4.45)                          |
| 7                              | Southeast         | 650,918                | 352,012                         | 54.1                   | 14.13                      | n/a                               | 12.69                   | 11.39                        | (4.59)                          |
| 30                             | Upper Midwest     | 1,545,723              | 294,443                         | 19.1                   | 12.83                      | 0.63                              | 10.72                   | 10.72                        | (4.80)                          |
| 32                             | Central           | 1,587,256              | 351,289                         | 22.1                   | 13.03                      | 0.91                              | 11.00                   | 10.80                        | (4.79)                          |
| 33                             | Mideast           | 1,629,156              | 476,322                         | 29.2                   | 13.03                      | 1.15                              | 11.24                   | 11.04                        | (4.73)                          |
| 124                            | Pacific Northwest | 668,305                | 149,513                         | 22.4                   | 12.93                      | 0.91                              | 11.00                   | 10.90                        | (4.78)                          |
| 126                            | Southwest         | 839,109                | 302,108                         | 36.0                   | 14.03                      | 2.02                              | 12.11                   | 10.91                        | (4.74)                          |
| 131                            | Arizona-Las Vegas | 256,398                | 71,835                          | 28.0                   | 13.38                      | n/a                               | 11.22                   | 10.67                        | (4.66)                          |
| 135                            | Western           | 510,047                | 81,419                          | 16.0                   | 12.93                      | 0.78                              | 10.87                   | 10.77                        | (4.80)                          |
| All Market Average or Total *  |                   | 10,611,753             | 3,407,056                       | 32.1                   |                            |                                   |                         |                              |                                 |

n/a = Not applicable.

\* May not add due to rounding.

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