



UPPER MIDWEST DAIRY NEWS

H. Paul Kyburz, Market Administrator

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June is Dairy Month

Federal Milk Marketing Orders: What Do They Really Do? (Part I)

Federal milk orders have been in the news a lot recently. A lot of the discussion and debate has taken place recently over the merits of Federal orders. Much of the discussion centers on a few “hot button” issues, and not on the many things orders do, or do not do. Covered here is a discussion of some of the basics on Federal milk orders.

What is a Federal milk order?

A Federal milk order:

- Is a regulation issued by the Secretary of Agriculture, the head of USDA.
- Regulates the minimum price paid to dairy farmers for Grade A milk in a specified marketing area.
- Requires that payments for milk be “pooled” and paid to individual dairy farmers or cooperative associations of dairy farmers on the basis of an average or uniform price for Grade A milk. In some orders, including the Upper

Midwest, minimum price levels are based partially on values of milk components.

What areas are covered by Federal milk orders?

The map on Page 2 shows the area covered by the current 10 Federal milk orders. There are also a number of State milk orders covering much of the area not covered by Federal milk orders. Many of the State milk order provisions provide similar functions to Federal milk orders. The largest State milk order is California.

What is the purpose of Federal milk orders?

Federal milk orders:

- Assist farmers in developing steady, dependable markets.

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Pool Summary

- In May, 14,763 producers delivered to the market with an average daily delivery of 5,017 pounds.
- Producer milk totaled 1.9 billion pounds, down 60 million pounds from April, and 396 million pounds below May 2006.
- Class I utilization totaled 381 million pounds, up 1.1% on a daily basis

from April. Class I usage accounted for 20.3% of producer milk.

- The May Producer Price Differential (PPD) is \$0.05 per cwt.
- The Statistical Uniform Price is \$17.65 per cwt., up \$1.50 from April, and \$6.44 above May 2006.
- Market statistics for May are shown on Pages 4 and 5.

May 2007 Producer Milk by Class

	Percent	Product Pounds	Price \$/cwt.
Class I	20.3	381,270,083	17.72
Class II	8.0	149,825,100	16.62
Class III	70.1	1,313,136,748	17.60
Class IV	1.6	29,236,865	18.48
Total		1,873,468,796	

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- Help correct conditions that result in price instability and disorderly marketing.
- Assure dairy farmers a minimum price for their milk that takes into consideration the economic conditions throughout the year.

Several characteristics of milk make milk marketing inherently unstable. For example, milk is:

- Highly perishable and must be moved promptly to market.
- Produced every day of the year and farmers must continue shipping it to market, even when market prices are not satisfactory.
- Seasonal in production, more milk is produced in the spring and less in the fall. Therefore, in any market, when there is enough milk in the fall to meet the fluid (bottling) needs of the market, there is too much milk for that market's fluid needs in the spring.

The demand for fluid milk varies some from season to season, but varies considerably day to day. Because of its perishable nature, milk cannot be stored to balance the peaks and troughs of supply. The industry, therefore, must continually produce an oversupply or reserve to make sure there will be enough fluid milk at all times for the day-to-day needs of consumers.

Reserve milk that is not needed for fluid use is manufactured into storable dairy products. But milk used in these products generally returns a lower price to producers than milk used for fluid purposes. Producers, therefore, are interested in getting as much of their milk as possible into the higher-valued fluid uses, and, in the absence of regulation, often make uneconomic price concessions to achieve that end. Destructive competition between dairy farmers for access to the higher-valued fluid (Class I) market is one of the things that Federal orders help to mitigate.

What functions do Federal milk orders carry out?

Federal order debates are usually about money, but other services to the industry offered by orders are often forgotten in the debate. Federal milk orders:

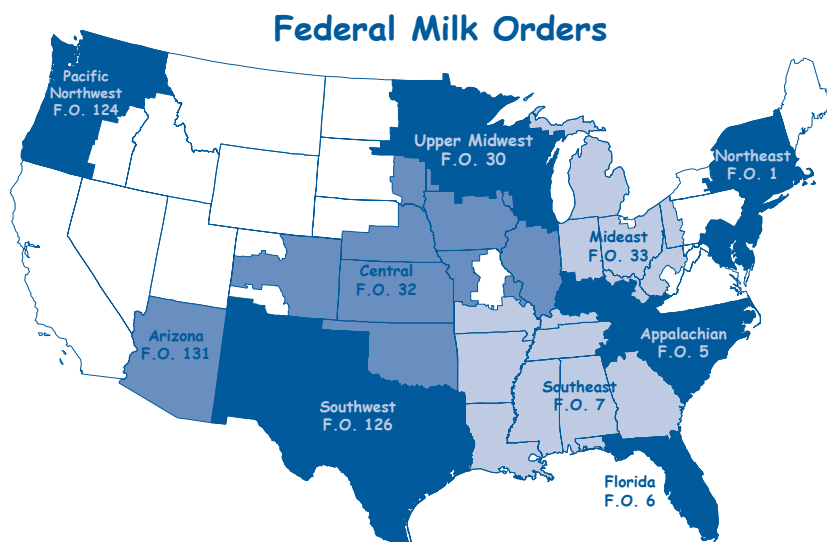
- Enforce a uniform set of terms of trade.
- Set payment dates and minimum payment levels to producers and cooperatives.

Federal orders, Federal order base levels go away.

What do Federal milk orders not do?

While Federal orders carry out important functions, it is important to understand the many things that Federal milk orders do **not** do. For individual producers, Federal orders:

- Do not guarantee a fixed price level over time (prices rise and fall).



- Provide substantial market information for the industry and for the public.
- Provide valuable marketing service functions, working with milk testing laboratories and plants to improve the accuracy and consistency of milk testing. Along with this, oversight is provided to ensure that dairy farmers' milk is tested honestly.
- Intervene upon request as an independent third party arbitrator over testing issues between plants.
- Do not guarantee producers a market for their milk.
- Do not establish price caps (maximum prices).
- Do not restrict production.
- Do not regulate to whom a farmer may sell milk, nor regulate the quantities of milk sold by a farmer to a plant.
- Do not establish or enforce sanitary or quality standards.
- Do not set wholesale or retail prices for milk.

Federal order prices:

- Often used as the base level for pricing milk and dairy products throughout the country.
- "Premiums" paid to farmers are the amounts over the relevant Federal order minimum prices. Without

(Part II of "**Federal Milk Orders - What Do They Really Do?**") will be published in the July 2007 issue of the *Upper Midwest Dairy News*.)

Cheese Prices Increase Sharply, Butter Stable

Prices for cheddar cheese on the Chicago Mercantile Exchange (CME) increased sharply from mid-May to mid-June, approaching record levels last seen in April 2004. (See the graph below).

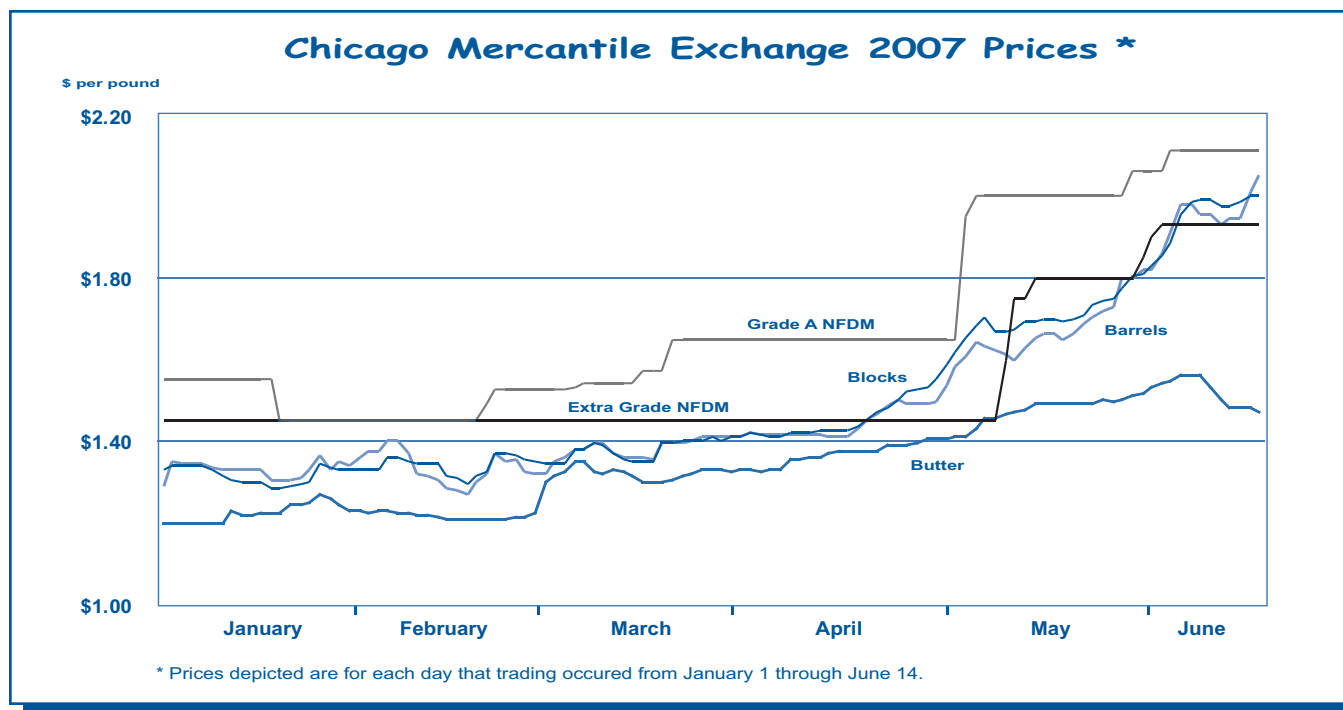
The CME barrel price on June 14 was \$2.05 per pound, up 38¾¢ from mid-May, while the 40-pound block price of \$2.00 per pound was up 30¢ from mid-May. The year earlier levels for CME barrel and block prices were \$1.19¼ and \$1.21 per pound, respectively.

The CME butter price on June 14 was \$1.47¼ per pound, down 2¢ from mid-May. The year-earlier level for the CME butter price was \$1.18¾ per pound, nearly 30¢ below current levels.

Nonfat dry milk (NFDM) on the CME is currently at record highs. On June 14, Extra Grade NFDM was \$1.93 per pound and Grade A NFDM was \$2.11 per pound, up 13¢ and 11¢ from mid-May, respectively. The year-earlier levels for Extra Grade and Grade A NFDM were \$0.89 and \$0.88¾ per pound, respectively.

The May Federal order Class III price of \$17.60 per cwt. was the highest Class III price since June 2004 when the price was \$17.68. The Class III price was up \$1.51 from April, and \$6.77 above the May 2006 price.

The CME Class III futures market as of June 14 shows June through September 2007 above \$20.00 per cwt. The CME futures market peaks in July at \$21.58 before dropping in the second half of the year. The record Class III price was \$20.58, set in May 2004.



Upper Midwest Pool Statistics - May 2007

Market Class I Differential Rate	Pool Plants	Received at Pool Plants	Diverted to Pool and Nonpool Plants	Total	Location Adjustment to Producers	Class I Differential to Handlers	
Cwt.	Number	Pounds	Pounds	Pounds	Value	Pounds	Value
\$1.80	5	73,525,182	27,976,379	101,501,561	\$ 0	73,062,366	\$ 1,315,123
\$1.75	38	220,599,295	733,867,568	954,466,863	477,234	161,164,233	2,820,374
\$1.70	29	170,202,675	601,218,115	771,420,790	771,421	124,684,669	2,119,639
\$1.65	5	28,740,257	17,339,325	46,079,582	69,119	22,358,815	368,921
Total	77	493,067,409	1,380,401,387	1,873,468,796	\$ 1,317,774	381,270,083	\$ 6,624,057

Computation of Producer Price Differential-May 2007

	Utilization Percentage	Product Pounds	Component Pounds	Rate	Value
Class I					
Differential Value					\$ 6,624,056.51
Product	20.3%	381,270,083			
Skim Milk			375,760,192	\$11.2800	42,385,749.63
Butterfat			5,509,891	1.4389	7,928,182.16
Class II					
Product	8.0%	149,825,100			
Nonfat Solids			12,543,526	1.2778	16,028,117.52
Butterfat			10,604,222	1.5776	16,729,220.62
Class III					
Product	70.1%	1,313,136,748			
Protein			39,189,323	2.9424	115,310,664.02
Other Solids			75,241,722	0.5791	43,572,481.22
Butterfat			45,673,352	1.5706	71,734,566.67
Class IV					
Product	1.6%	29,236,865			
Nonfat Solids			2,057,069	1.4949	3,075,112.45
Butterfat			6,391,117	1.5706	10,037,888.38
SCC Adjustment (Class II, III, and IV)					918,630.50
Total Producer Milk *		1,873,468,796			\$ 334,344,669.68
Add:					
Overage					47,485.32
Inventory Reclassified					77,097.39
Other Source Milk \$.60(h)					0.00
Other Source Milk \$.60(i)					0.00
Subtract:					
Transportation Credit					119,812.18
Assembly Credit					303,836.03
Credit for Reconstituted FMP					0.00
Producer Milk Protein					164,186,985.14
Producer Milk Other Solids					62,024,609.15
Producer Milk Butterfat					107,081,280.86
Producer Milk SCC Adjustment					1,149,165.22
Total Milk and Value		1,873,468,796			\$ (396,436.19)
Add:					
Location Adjustment -- Producer and Unregulated Supply Plant Milk					1,317,773.76
One-Half Unobligated Balance Producer Settlement Fund					912,406.54
Total Value				0.097880	\$ 1,833,744.11
Subtract:					
Producer Settlement Fund Reserve				0.047880	897,009.71
Producer Price Differential **				\$0.05	\$ 936,734.40

* An estimated 845 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 of Milk

	May 2007		April 2007	May 2006
	Product Pounds	Butterfat Pounds	Product Pounds	Product Pounds
Class I Utilization:				
Packaged Disposition				
Milk	53,666,073	1,704,937	53,170,740	56,353,501
Flavored Milk	4,197,719	133,957	4,173,980	4,779,329
Reduced Fat Milk	141,500,589	2,664,339	138,146,902	147,700,615
Lowfat Milk	50,431,825	484,749	48,781,317	49,431,425
Fat Free Milk	91,613,321	98,398	89,279,443	92,907,140
Flavored Reduced and Fat Free Milk	31,288,463	238,113	29,294,520	31,504,912
Buttermilk	2,357,357	25,608	2,273,629	2,455,696
Total Packaged Disposition	375,055,347	5,350,101	365,120,531	385,132,618
Total Ending Inventory	33,532,927	484,498	28,622,569	28,424,990
Bulk to Nonpool Plants	1,279,448	25,928	1,658,730	861,708
Shrinkage	2,312,341	101,804	2,443,856	899,928
Total Class I Utilization	412,180,063	5,962,331	397,845,686	415,319,244
Other Order Plants	(2,111,894)	(38,412)	(1,807,215)	(1,888,130)
Beginning Inventory	(28,622,569)	(411,963)	(31,307,647)	(29,419,145)
Reused Products	0	0	0	0
Other Source Milk	--	--	--	(13,086)
Overage	0	0	0	0
Interhandler Adjustment	(175,517)	(2,065)	128,400	(126,999)
Class I Producer Milk	381,270,083	5,509,891	364,859,224	383,871,884
Class II Utilization:				
Total Class II Utilization	162,711,714	11,225,936	160,871,651	101,209,484
Other Order Plants	(243,623)	(21,429)	(3,290,583)	(1,703,715)
Beginning Inventory	(3,426,971)	(126,487)	(1,969,602)	(2,437,963)
Reused Products	(9,207,694)	(465,472)	(7,766,860)	(9,159,521)
Other Source Milk	--	--	--	(213,761)
Overage	(8,326)	(8,326)	0	--
Class II Producer Milk	149,825,100	10,604,222	147,844,606	87,694,524
Class III Utilization:				
Total Class III Utilization	1,320,462,882	45,848,835	1,349,576,072	1,748,014,777
Other Order Plants	(1,926,360)	(53,802)	(2,292,850)	(5,168,247)
Beginning Inventory	(4,446,102)	(87,610)	(1,013,023)	(2,804,801)
Reused Products	0	0	0	0
Other Source Milk	(897,155)	(20,574)	(426,718)	(1,341,127)
Overage	(56,517)	(13,497)	(71,934)	(107,048)
Class III Producer Milk	1,313,136,748	45,673,352	1,345,771,547	1,738,593,554
Class IV Utilization:				
Total Class IV Utilization	90,006,721	9,044,708	124,970,442	111,380,990
Other Order Plants	--	--	(3,662,270)	(4,657,355)
Beginning Inventory	(17,899,708)	(1,038,424)	(14,767,795)	(21,849,489)
Reused Products	0	0	0	0
Other Source Milk	(42,822,319)	(1,614,245)	(31,910,860)	(25,889,100)
Overage	(47,829)	(922)	(70,974)	(281)
Class IV Producer Milk	29,236,865	6,391,117	74,558,543	58,984,765
Total Producer Milk -- All Classes	1,873,468,796	68,178,582	1,933,033,920	2,269,144,727

-- Restricted Information

Commodity Prices

Month/Year	Weighted Monthly Average NASS Prices *						Weighted Two-Week Average NASS Prices *					
	Cheddar Cheese			Nonfat			Cheddar Cheese			Nonfat		
	Blocks	Barrels	Average	Butter	Dry Milk	Dry Whey	Blocks	Barrels	Average	Butter	Dry Milk	Dry Whey
	<i>Dollars per Pound</i>						<i>Dollars per Pound</i>					
May 2006	1.1569	1.1514	1.1694	1.1635	0.8288	0.2805	1.1512	1.1382	1.1602	1.1658	0.8309	0.2811
Jun	1.1971	1.2047	1.2166	1.1513	0.8221	0.2808	1.2017	1.2093	1.2218	1.1508	0.8205	0.2817
Jul	1.1676	1.1601	1.1793	1.1340	0.8300	0.2810	1.1703	1.1690	1.1858	1.1278	0.8268	0.2796
Aug	1.1653	1.1674	1.1813	1.1990	0.8484	0.2965	1.1527	1.1469	1.1633	1.1736	0.8463	0.2925
Sep	1.2667	1.2828	1.2912	1.2976	0.8537	0.3191	1.2761	1.3033	1.3063	1.2989	0.8542	0.3162
Oct	1.2460	1.2643	1.2721	1.2941	0.9027	0.3557	1.2531	1.2840	1.2846	1.2820	0.8891	0.3500
Nov	1.2753	1.3140	1.3123	1.2693	0.9837	0.3800	1.2417	1.2734	1.2745	1.2625	0.9691	0.3740
Dec	1.3435	1.3474	1.3624	1.2384	1.0225	0.4079	1.3607	1.3581	1.3758	1.2439	1.0233	0.4051
Jan 2007	1.3189	1.3200	1.3366	1.1991	1.0677	0.4680	1.3178	1.3054	1.3279	1.1905	1.0461	0.4539
Feb	1.3103	1.3439	1.3454	1.2129	1.1021	0.6005	1.3137	1.3538	1.3529	1.2148	1.0960	0.5986
Mar	1.3483	1.3630	1.3732	1.2676	1.1902	0.7060	1.3381	1.3558	1.3656	1.2782	1.1655	0.7021
Apr	1.4021	1.4226	1.4296	1.3416	1.4354	0.7789	1.3913	1.4101	1.4177	1.3193	1.3692	0.7709
May	1.5782	1.5794	1.5946	1.4290	1.6670	0.7578	1.5134	1.5206	1.5333	1.4090	1.6024	0.7623

Month/Year	Chicago Mercantile Exchange							
	Butter	Cheddar Cheese		Nonfat Dry Milk (Low/Medium Heat)		Whey Powder		
	Grade AA	Blocks	Barrels	Central & East	West	Central	West	
	<i>Dollars per Pound</i>							
May 2006	1.1755	1.1855	1.1674	0.8484	0.8181	0.2789	0.2940	
Jun	1.1643	1.1924	1.1818	0.8487	0.8144	0.2811	0.2932	
Jul	1.1645	1.1630	1.1271	0.8659	0.8214	0.2901	0.2949	
Aug	1.3035	1.2354	1.2233	0.9514	0.8939	0.3171	0.3015	
Sep	1.3170	1.2933	1.2899	1.0326	0.9143	0.3599	0.3247	
Oct	1.3206	1.2347	1.2430	1.2255	1.0006	0.4058	0.3592	
Nov	1.2915	1.3745	1.3813	1.5202	1.0202	0.4308	0.3973	
Dec	1.2405	1.3223	1.2860	1.3264	1.0743	0.4388	0.4403	
Jan 2007	1.2248	1.3180	1.3310	1.2851	1.1404	0.5096	0.5199	
Feb	1.2187	1.3408	1.3374	1.2953	1.2717	0.6788	0.5908	
Mar	1.3218	1.3823	1.3840	1.4263	1.3935	0.7768	0.7073	
Apr	1.3725	1.4628	1.4490	1.6402	1.5670	0.7807	0.7605	
May	1.4825	1.7211	1.6894	1.9459	1.8956	0.7376	0.8006	

Market Statistics

Month/Year	Distributing Plants	Supply Plants	Coop .9(c) Handlers	Producers	Total Producer Milk	Est. Average Daily Delivery Per Producer	Class I Utilization	Butterfat Test	Protein Test	Other Solids Test	Weighted Average SCC
					Mil. lbs.	Pounds	Percent	Percent	Percent	Percent	
										(000)	
May 2006	23	52	13	16,291	2,269	4,600	16.9	3.68	3.00	5.74	275
Jun	26	52	13	16,406	2,158	4,612	16.3	3.61	2.96	5.72	294
Jul	26	56	13	16,609	2,298	4,461	15.1	3.57	2.92	5.73	309
Aug	26	56	13	17,293	2,419	4,512	16.1	3.56	2.95	5.73	328
Sep	25	55	13	14,892	1,937	4,511	20.2	3.70	3.06	5.72	298
Oct	26	54	13	17,019	2,394	4,532	16.6	3.82	3.12	5.72	267
Nov	26	54	13	17,155	2,369	4,591	16.8	3.84	3.12	5.72	259
Dec	26	53	13	16,785	2,277	4,702	17.1	3.81	3.10	5.70	263
Jan 2007	26	52	13	17,703	2,655	4,839	15.0	3.78	3.07	5.73	268
Feb	26	53	13	15,769	1,960	4,932	18.4	3.80	3.08	5.70	281
Mar	26	52	13	15,047	2,010	4,888	19.6	3.75	3.04	5.70	289
Apr	26	52	14	14,615	1,933	4,992	18.9	3.72	3.02	5.72	281
May	26	51	13	14,763	1,873	5,017	20.3	3.64	2.98	5.72	273

* NASS = National Agricultural Statistics Service, USDA.

Class Prices

Month/Year	Class I Price Mover			Class I Price at Cook County, IL			Class II Price			
	Butterfat	Skim Milk	3.50%	Butterfat	Skim Milk	3.50%	Butterfat	Nonfat Solids	Skim Milk	3.50%
	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>	<i>lb.</i>	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>
May 2006	1.2331	6.90	10.97	1.2511	8.70	12.77	1.2652	0.7711	6.94	11.13
Jun	1.2610	6.57	10.75	1.2790	8.37	12.55	1.2506	0.7622	6.86	11.00
Jul	1.2430	7.24	11.34	1.2610	9.04	13.14	1.2298	0.7511	6.76	10.83
Aug	1.2154	6.96	10.97	1.2334	8.76	12.77	1.3078	0.7578	6.82	11.16
Sep	1.2703	6.64	10.85	1.2883	8.44	12.65	1.4261	0.7767	6.99	11.74
Oct	1.4207	7.72	12.42	1.4387	9.52	14.22	1.4219	0.7844	7.06	11.79
Nov	1.4004	7.77	12.40	1.4184	9.57	14.20	1.3922	0.8189	7.37	11.98
Dec	1.3770	7.89	12.43	1.3950	9.69	14.23	1.3551	0.8989	8.09	12.55
Jan 2007	1.3547	9.17	13.59	1.3727	10.97	15.39	1.3079	0.9522	8.57	12.85
Feb	1.2906	9.19	13.39	1.3086	10.99	15.19	1.3182	0.9744	8.77	13.08
Mar	1.3135	10.00	14.25	1.3315	11.80	16.05	1.3839	1.0078	9.07	13.60
Apr	1.3896	10.50	15.00	1.4076	12.30	16.80	1.4727	1.0767	9.69	14.51
May	1.4389	11.28	15.92	1.4569	13.08	17.72	1.5776	1.2778	11.50	16.62
Jun	1.5466	12.88	17.84	1.5646	14.68	19.64		1.5089	13.58	

Month/Year	Class III Price					Class IV Price			
	Butterfat	Protein	Other Solids	Skim Milk	3.50%	Butterfat	Nonfat Solids	Skim Milk	3.50%
	<i>lb.</i>	<i>lb.</i>	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>	<i>lb.</i>	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>
May 2006	1.2582	1.9115	0.1251	6.66	10.83	1.2582	0.6819	6.14	10.33
Jun	1.2436	2.0790	0.1255	7.19	11.29	1.2436	0.6753	6.08	10.22
Jul	1.2228	1.9807	0.1257	6.88	10.92	1.2228	0.6831	6.15	10.21
Aug	1.3008	1.9050	0.1416	6.74	11.06	1.3008	0.7013	6.31	10.64
Sep	1.4191	2.1346	0.1649	7.59	12.29	1.4191	0.7066	6.36	11.10
Oct	1.4149	2.0775	0.2026	7.64	12.32	1.4149	0.7551	6.80	11.51
Nov	1.3852	2.2383	0.2276	8.28	12.84	1.3852	0.8353	7.52	12.11
Dec	1.3481	2.4388	0.2564	9.07	13.47	1.3481	0.8737	7.86	12.30
Jan 2007	1.3009	2.4053	0.3183	9.33	13.56	1.3009	0.9184	8.27	12.53
Feb	1.3112	2.4125	0.4170	9.94	14.18	1.3112	0.9356	8.42	12.71
Mar	1.3769	2.4329	0.5257	10.64	15.09	1.3769	1.0229	9.21	13.71
Apr	1.4657	2.5212	0.6008	11.36	16.09	1.4657	1.2656	11.39	16.12
May	1.5706	2.9424	0.5791	12.54	17.60	1.5706	1.4949	13.45	18.48

Producer Prices

Month/Year	Producer Price Differential	Statistical Uniform Price (at 3.50%)	Butterfat Price	Protein Price	Other Solids Price	SCC Adjustment Rate	Producer Mailbox Price (at test)
	<i>\$ per cwt.</i>	<i>\$ per cwt.</i>	<i>\$ per lb.</i>	<i>\$ per lb.</i>	<i>\$ per lb.</i>	<i>\$ per cwt.</i>	<i>\$ per cwt.</i>
	Mar 2006	0.56	11.67	1.2596	1.8836	0.1874	0.00058
Apr	0.36	11.29	1.2343	1.9238	0.1508	0.00058	12.08
May	0.38	11.21	1.2582	1.9115	0.1251	0.00058	11.97
Jun	0.23	11.52	1.2436	2.0790	0.1255	0.00061	12.03
Jul	0.38	11.30	1.2228	1.9807	0.1257	0.00059	11.68
Aug	0.37	11.43	1.3008	1.9050	0.1416	0.00059	11.86
Sep	0.08	12.37	1.4191	2.1346	0.1649	0.00065	13.27
Oct	0.24	12.56	1.4149	2.0775	0.2026	0.00064	13.80
Nov	0.12	12.96	1.3852	2.2383	0.2276	0.00066	14.30
Dec	0.00	13.47	1.3481	2.4388	0.2564	0.00068	14.62
Jan 2007	0.19	13.75	1.3009	2.4053	0.3183	0.00067	14.77
Feb	0.05	14.23	1.3112	2.4125	0.4170	0.00067	15.28
Mar	0.05	15.14	1.3769	2.4329	0.5257	0.00069	16.00
Apr	0.06	16.15	1.4657	2.5212	0.6008	0.00071	
May	0.05	17.65	1.5706	2.9424	0.5791	0.00080	

Summary of Federal Order Data - May 2007

Federal Order Number / Name	Producer Deliveries <i>— Thousand Pounds —</i>	Class I Producer Receipts	Class I Utilization <i>Percent</i>	Class I Price <i>— Dollars per Cwt. —</i>	Producer Price Differential	Uniform or Statistical Uniform Price at 3.5% Butterfat		
						FOB Market	FOB Cook Cty. Illinois <i>— Dollars per Cwt. —</i>	Change From Previous Year
1 Northeast	1,988,760	887,595	44.6	\$ 19.17	\$ 1.00	\$ 18.60	\$ 17.15	\$ 5.99
5 Appalachian	474,647	349,857	73.7	19.02	n/a	18.82	17.52	5.77
6 Florida	287,160	214,731	74.8	19.92	n/a	19.55	17.35	5.27
7 Southeast	695,111	398,662	57.4	19.02	n/a	18.73	17.43	5.83
30 Upper Midwest	1,873,469	381,270	20.3	17.72	0.05	17.65	17.65	6.44
32 Central	892,520	356,246	39.9	17.92	(0.10)	17.50	17.30	6.08
33 Mideast	1,424,349	546,879	38.4	17.92	0.03	17.63	17.43	5.98
124 Pacific Northwest	592,476	191,516	32.3	17.82	0.27	17.87	17.77	6.57
126 Southwest	475,249	348,396	73.3	18.92	0.91	18.51	17.31	6.25
131 Arizona	345,957	117,888	34.1	18.27	n/a	18.07	17.52	6.45
All Market Average or Total *	9,049,698	3,793,040	41.9					

n/a = Not applicable.

* May not add due to rounding.

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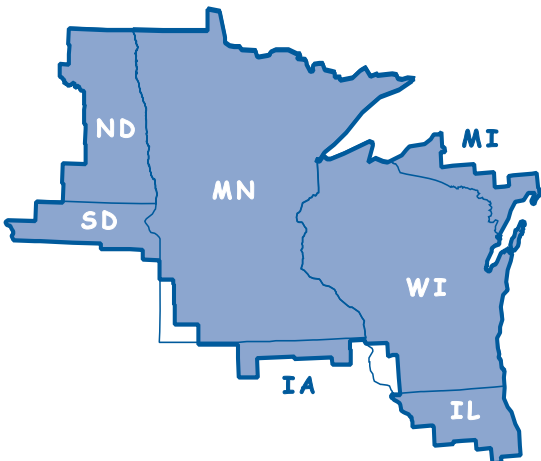
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