

The Market Administrator's Report

Facilitating the Efficient Marketing of Milk

Pacific Northwest and Arizona Marketing Areas

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Volume 39, No. 3

March 2013

Data for February 2013

MARKET SUMMARIES FOR FEBRUARY

Pacific Northwest (FO 124)

Producers delivered a total of 645.2 million pounds of milk to the market during February. Daily deliveries averaged 23.0 million pounds, up 2.2 percent from January. An estimated 603 producers delivered milk to the market during the month. Daily deliveries per producer averaged 38,211 pounds, up 2.2 percent from January.

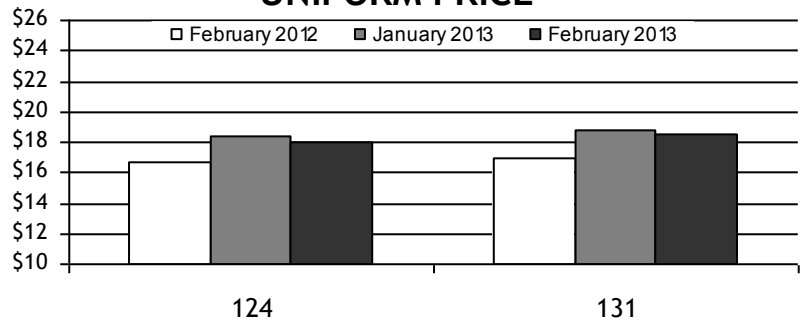
Class I producer milk during February totaled 167.5 million pounds, 26.0 percent of total producer receipts. Daily usage averaged 6.0 million pounds, down 2.6 percent from January. ▼

Arizona (FO 131)

Producers delivered a total of 378.8 million pounds of milk to the market during February. Daily deliveries averaged 13.5 million pounds, up 5.3 percent from January. An estimated 94 producers delivered milk to the market during the month. Daily deliveries per producer averaged 143,932 pounds, up 5.3 percent from January.

Class I producer milk during February totaled 108.0 million pounds, 28.5 percent of total producer receipts. Daily usage averaged 3.9 million pounds, up 1.0 percent from January. ▼

UNIFORM PRICE



Pool Quick Stats

Producer Prices & Component Levels	FO 124		FO 131	
	Jan	Feb	Jan	Feb
Uniform Price (at 3.5%)	\$18.41	\$18.02	\$18.82	\$18.51
Uniform Price (at test)	\$20.20	\$19.47	\$19.02	\$18.60
PPD	\$0.27	\$0.77		
Butterfat	\$1.6168	\$1.6619		n/a
Protein	\$3.2862	\$2.9609		
Other Solids	\$0.4647	\$0.4534		
Uniform Skim			\$13.55	\$13.15
Uniform Butterfat		n/a	\$1.6419	\$1.6639
Butterfat	4.006%	3.924%	3.633%	3.556%
Protein	3.284%	3.234%		
Other Solids	5.726%	5.744%		n/a

HIGHLIGHTS THIS ISSUE

- ✓ USDA Blog: Helping Dairy Exporters
- ✓ Invitation to Submit Comments
- ✓ 2012 Year End Financial Statements

Federal Order Price Summaries

FINAL CLASS PRICES

The February 2013 Final Class Prices were calculated using AMS commodity price surveys from February 2, 9, 16, and 23, 2013. Current and archived Final Class Price announcements are available at www.fmmaseattle.com/finalprice.htm.

FINAL	Class I (FO124)	Class I (FO131)	Class II	Class III	Class IV	Butterfat	Protein	Other Solids	Nonfat Solids
Jan 2013	\$20.87	\$21.32	\$18.19	\$18.14	\$17.63	\$1.6168	\$3.2862	\$0.4647	\$1.3784
Feb 2013	\$20.11	\$20.56	\$18.49	\$17.25	\$17.75	\$1.6619	\$2.9609	\$0.4534	\$1.3742
Change	(\$0.76)	(\$0.76)	\$0.30	(\$0.89)	\$0.12	\$0.0451	(\$0.3253)	(\$0.0113)	(\$0.0042)

ADVANCED CLASS I PRICE

The April 2013 Advanced Price was calculated using AMS commodity price surveys from March 9 and 16, 2013. Current and archived Advanced Price announcements are available at www.fmmaseattle.com/advanceprice.htm.

ADVANCED	Butterfat	Class III Skim	Class IV Skim	Base Skim	Base Class I	Class I (FO124)	Class I (FO131)	Class II Skim	Class II Non-fat Solids
Mar 2013	\$1.6564	\$11.73	\$12.44	\$12.44	\$17.80	\$19.70	\$20.15	\$13.14	\$1.4600
Apr 2013	\$1.7189	\$11.27	\$12.07	\$12.07	\$17.66	\$19.56	\$20.01	\$12.77	\$1.4189
Change	\$0.0625	(\$0.46)	(\$0.37)	(\$0.37)	(\$0.14)	(\$0.14)	(\$0.14)	(\$0.37)	(\$0.0411)

Commodity Price Summaries

AMS COMMODITY PRICES FOR FINAL CLASS PRICES CALCULATION

	January	February	Change
Cheese	\$1.7485	\$1.6623	(\$0.0862)
Butter	\$1.5066	\$1.5438	\$0.0372
Nonfat Dry Milk	\$1.5601	\$1.5559	(\$0.0042)
Whey	\$0.6503	\$0.6393	(\$0.0110)


AMS COMMODITY PRICES FOR ADVANCED CLASS PRICES CALCULATION

	March	April	Change
Cheese	\$1.6480	\$1.6402	(\$0.0078)
Butter	\$1.5393	\$1.5909	\$0.0516
Nonfat Dry Milk	\$1.5644	\$1.5219	(\$0.0425)
Whey	\$0.6399	\$0.6094	(\$0.0305)

CURRENT COMMODITY PRICES

The AMS survey of cheddar cheese prices showed a net decrease in price received for 40-pound blocks and a net increase for 500-pound barrels. The survey of 40-pound blocks showed a net decrease of 3.11 cents between the February 16 and the March 16 surveys, to \$1.6271 per pound. The survey of 500-pound barrels (adjusted to 38% moisture) showed a net increase of 1.37 cents to \$1.6039 per pound.

The AMS butter price showed a net increase of 4.03 cents between the weeks ending February 16 and March 16 from \$1.5628 per pound to \$1.6031 per pound. The AMS nonfat dry milk showed a net decrease of 4.08 cents since mid-February to \$1.5169 per pound. The average price for AMS whey showed a net decrease of 2.33 cents since mid-February to \$0.6109 per pound.

A current summary of various commodity prices is available at www.fmmaseattle.com/prices.htm. 

USDA News

USDA BLOG: HELPING DAIRY EXPORTERS OBTAIN ELECTRONIC EU HEALTH AND TRANSIT EXPORT CERTIFICATES

The following is an excerpt from a March 6, 2013, post on the USDA Blog. The full post is available at <http://blogs.usda.gov/>.

This year, the Agricultural Marketing Service (AMS) will start issuing electronic health and transit certificates for dairy products exported to the European Union (EU) via the electronic trade document exchange system (eTDE). A content management system created to support the domestic and international trade of U.S. agricultural products, eTDE makes official certificates available online to health officials in foreign ports. The system was built with the help of funds from the USDA's Foreign Agricultural Service.

There are multiple steps that exporters must follow before using this system so it is important to register as soon as possible. You can find information on how to register and access this system at www.ams.usda.gov/dygradingetde. AMS' Dairy Grading Program will continue issuing paper health certificates for now. This will give time for industry users to register in a secure environment and the EU to gain confidence in this process. Eventually all exporters will need to use the eTDE system.

Once deployed, AMS' use of eTDE will result in faster customer service, especially in delivery of export certificates. While our official processing time for issuance of export certificates is five business days, our average response time is reduced to approximately two business days through the use of online applications.

Our new electronic Document Creation System (eDocs) develops an electronic certificate and sends it to eTDE to be viewed by domestic users and port authorities from trading markets (i.e. EU countries). The system reduces redundancies and improves efficiency by including processes such as allowing exporters to create custom templates and re-use data from old certificates. This eliminates the need to retype the data with each new certificate request, resulting in cost and time savings for the exporter.

In 2012, AMS Dairy Programs issued export certificates to more than 100 countries. The certificates supported the export of nearly 3.3 billion pounds of dairy products, valued at more than \$4.1 billion. Annually, AMS experiences double digit growth in requests for export certificates. Once eDocs is implemented for the EU, we will look to expand this technology to other importing countries starting with China. ▼

USDA'S AMBER WAVES MAGAZINE RELEASES APP FOR DIGITAL DEVICES

In mid-February 2013, USDA's Economic Research Service (ERS) announced a new mobile application to bring its widely-read Amber Waves magazine to readers via their digital devices. Launched at USDA's 89th annual Agricultural Outlook Forum in Arlington, Virginia, the Amber Waves app ensures that the magazine's data-rich content will be accessible anytime and anywhere to those handling tablets and, eventually, other digital devices.

The Amber Waves app is downloadable free to the bookshelves of iPads through iTunes and Android tablets through Google Play. The magazine will arrive on bookshelves quarterly.

Produced by ERS and geared to general-interest readers, Amber Waves covers the full range of the agency's research and analysis on the food sector, agriculture, rural America, and the environment. Since its launch in 2003, the magazine has evolved with the addition of podcasts, RSS feeds, and social media content. Find the app along with the latest issue of Amber Waves at the mobile-friendly site, www.ers.usda.gov/amber-waves.

As the agency's flagship publication, Amber Waves contains articles by ERS researchers and their collaborators. ▼

Industry News

INVITATION TO SUBMIT COMMENTS FOR CONSIDERATION OF CHANGES TO PRODUCT SPECIFICATIONS USED IN THE DAIRY PRODUCT MANDATORY REPORTING PROGRAM (DPMRP)

On March 14, 2013, USDA announced that the Agricultural Marketing Service (AMS) is requesting comments regarding existing product specifications used in the Dairy Mandatory Reporting Program (DPMRP). Since April 1, 2012, the DPMRP has been administered by AMS. DPMRP requires qualifying industry participants to report weekly sales information to AMS for butter, nonfat dry milk (NFD), 40-pound cheddar cheese blocks, 500-pound cheddar cheese barrels, and dry whey. AMS analyzes, reviews, and verifies the sales information and publishes a weekly report providing price averages and sales volumes. As the market information published by AMS is used by industry participants in making informed business decisions, it is imperative that products surveyed by the DPMRP depict current market conditions for dairy products.

The DPMRP requires that sales data for specific dairy products be reported to AMS if those products meet certain specifications. AMS is soliciting comments on the specifications for products reported under the DPMRP. Current specifications are listed in 7 CFR 1170.8 and include: style, moisture content, age, grade, color, packaging, as well as relevant exclusions. Comments should clearly indicate the commenter's position on current product specifications, the justification for any proposed change and include relevant information to support those views. AMS is not considering adding or withdrawing products currently surveyed under the DPMRP; rather, AMS is seeking comments on specifications for the current products surveyed.

The preferred method of submission is via email to amsdairycomments@ams.usda.gov. Comments may also be faxed to (202) 690-0552 or mailed to: Deputy Administrator, USDA/AMS/Dairy Programs, STOP-0231-Room 2971, 1400 Independence Ave., SW, Washington, DC 20250-0225. Comments must be received by April 30, 2013.

AMS will consider all comments received. Based on those comments, AMS will determine if a proposed rule should be issued inviting public comments on specific proposed changes to the DPMRP. 🐄

NASS SUSPENDS CERTAIN STATISTICAL ESTIMATES AND REPORTS

USDA's National Agricultural Statistics Service (NASS) announced on March 12, 2013, that the agency is suspending a number of statistical surveys and reports for the remainder of the year due to reduced funding caused by sequestration.

Among the suspended reports, a few are applicable to the dairy industry: the July Cattle Report and the Milk Production Reports including Production, Disposition and Income. The full list of suspended reports is available at www.nass.usda.gov. 🐄

2012 YEAR END FINANCIAL STATEMENTS



The financial statements for the Administrative and Marketing Services Funds of the Pacific Northwest and Arizona Federal Milk Marketing Orders for the calendar year ending December 31, 2012, can be found on page 5. The two orders require that the market administrator conduct a marketing service program for producers who are not members of a qualified cooperative association which performs comparable services.

The primary functions of the marketing service involve the sampling and testing of milk, and providing marketing information to producers. The principal source of income for these programs is the marketing service deduction which is applicable to all producers for whom the services are provided. 🐄

2012 Year End Financial Statements

INCOME AND EXPENSE STATEMENT

For Year Ending December 31, 2012

	Administrative Fund	Marketing Service Fund
Income		
Assessments or Deductions	\$ 2,847,205	\$ 183,078
Late Payment Charges Assessed	35	-
Interest Earned	10,238	-
Total Income	\$ 2,857,478	\$ 183,078
Expenses		
Salaries and Services	\$ 2,142,137	\$ 51,648
Travel	192,598	13,309
Communications	63,157	1,299
Employer Payroll Contributions	692,659	14,083
Insurance	8,761	179
Rent-Buildings and Equipment	269,095	6,042
Repairs and Maintenance	11,440	21,107
Supplies	79,471	25,960
Testing and Weighing	59,012	59,770
Utilities	15,139	309
Depreciation of Fixed Assets	25,542	17,024
Conferences and Meetings	6,736	1,579
Training	19,017	388
Uncollectable Accounts	2,178	-
Miscellaneous	6,780	139
Total Expenses	\$ 3,593,722	\$ 212,836
NET INCOME	\$ (736,244)	\$ (29,758)

BALANCE SHEET

As of December 31, 2012

	Administrative Fund	Marketing Service Fund
ASSETS		
Current Assets		
Cash	\$ 1,698,605	\$ (87,351)
Investments	2,000,000	-
Accounts Receivable:		
Handlers	15	13,953
Other	28,410	538
Accrued Interest Receivable	3,893	-
Other Assets		
Prepaid Expenses	6,262	5,614
Deposits	5,705	-
Fixed Assets		
Furniture and Equipment	728,987	14,877
Accumulated Depreciation	(726,586)	(14,828)
Laboratory Equipment	163,974	220,025
Accumulated Depreciation	(139,377)	(147,877)
Leasehold Improvements	19,268	393
Accumulated Depreciation	(880)	(18)
TOTAL ASSETS	\$ 3,788,276	\$ 5,326
LIABILITIES AND OPERATING BALANCE		
Current Liabilities		
Accounts Payable:		
Trade Creditors	\$ 821	\$ 98
Accrued Employee Salaries Payable	8,143	-
Accrued Employee Annual Leave	170,872	3,910
Payroll Contributions and Withholdings	2,595	-
Operating Balance	3,605,845	1,318
TOTAL LIABILITIES AND OPERATING BALANCE	\$ 3,788,276	\$ 5,326

Monthly Selected Statistics

PRICE & POOL DATA	PACIFIC NORTHWEST				ARIZONA			
	Feb 2013	Jan 2013	Feb 2012	Jan 2012	Feb 2013	Jan 2013	Feb 2012	Jan 2012
Minimum Class Prices (3.5% B.F.)								
Class I Milk (\$/cwt)	\$20.11	\$20.87	\$18.93	\$20.70	\$20.56	\$21.32	\$19.38	\$21.15
Class II Milk (\$/cwt)	18.49	18.19	16.94	17.67	18.49	18.19	16.94	17.67
Class III Milk (\$/cwt)	17.25	18.14	16.06	17.05	17.25	18.14	16.06	17.05
Class IV Milk (\$/cwt)	17.75	17.63	15.92	16.56	17.75	17.63	15.92	16.56
Producer Prices								
Producer Price Differential (\$/cwt)	\$0.77	\$0.27	\$0.58	\$0.71	+	+	+	+
Butterfat (\$/pound)	1.6619	1.6168	1.5739	1.7178	+	+	+	+
Protein (\$/pound)	2.9609	3.2862	2.6627	2.7326	+	+	+	+
Other Solids (\$/pound)	0.4534	0.4647	0.4541	0.5032	+	+	+	+
Uniform Skim Price (\$/cwt)	+	+	+	+	\$13.15	\$13.55	\$11.75	\$12.52
Uniform Butterfat Price (\$/pound)	+	+	+	+	1.6639	1.6419	1.6002	1.7264
Statistical Uniform Price (\$/cwt)	\$18.02	\$18.41	\$16.64	\$17.76	\$18.51	\$18.82	\$16.94	\$18.12
Producer Data								
Number of Producers*	603	603	624	626	94	94	97	99
Avg. Daily Production (pounds)*	38,211	37,375	36,784	36,129	143,932	136,640	142,200	133,739
Producer Milk Ratios								
Class I	25.96%	27.24%	26.74%	27.76%	28.51%	29.74%	28.28%	29.54%
Class II	5.84%	5.87%	6.38%	5.95%	7.87%	8.42%	7.63%	8.63%
Class III	44.26%	42.08%	39.46%	38.74%	24.31%	21.75%	20.01%	22.44%
Class IV	23.94%	24.81%	27.42%	27.55%	39.31%	40.09%	44.08%	39.39%

+ Not Applicable. Preliminary data indicated in **bold**. * Revised: January-May 2012 (FO 124) and January-March 2012 (FO 131).

Monthly Supplemental Statistics

SUPPLEMENTAL DATA	PACIFIC NORTHWEST				ARIZONA			
	Jan 2013	Dec 2012	Jan 2012	Dec 2011	Jan 2013	Dec 2012	Jan 2012	Dec 2011
Number of Handlers								
Pool Handlers	25	25	25	23	7	7	7	7
<i>Distributing Plants</i>	14	14	14	14	5	5	5	5
<i>Supply Plants 1/</i>	6	6	6	4	1	1	1	1
<i>Cooperatives</i>	5	5	5	5	1	1	1	1
Producer-Handlers	5	5	5	5	0	0	0	0
Other Plants w/ Class I Use	16	15	18	17	20	20	23	23
Class I Route Disposition In Area								
By Pool Plants	172,390,997	167,213,545	174,631,567	177,343,104	92,707,719	94,424,105	98,471,935	93,815,320
By Producer-Handlers	7,224,925	7,135,747	7,282,227	7,338,332	0	0	0	0
By Other Plants	9,869,991	9,857,863	8,306,719	7,784,258	6,636,893	5,736,741	6,153,926	5,886,556
Total	189,485,913	184,207,155	190,220,513	192,465,694	99,344,612	100,160,846	104,625,861	99,701,876
Producer-Handler Data								
% Class I Use	68.95%	69.06%	62.10%	64.35%	0.00%	0.00%	0.00%	0.00%
% of Total In-Area Route Dispositions	3.81%	3.87%	3.83%	3.81%	0.00%	0.00%	0.00%	0.00%

Preliminary data indicated in **bold**. 1/ Includes Cooperative Pool Manufacturing Plants.

Monthly Statistical Summary

RECEIPTS & UTILIZATION	PACIFIC NORTHWEST				ARIZONA			
	Feb 2013	Jan 2013	Feb 2012	Jan 2012	Feb 2013	Jan 2013	Feb 2012	Jan 2012
<i>Receipts of Milk</i>								
Total Producer Milk	645,154,202	698,644,520	665,647,859	701,120,758	378,828,890	398,169,235	400,008,538	410,445,330
Receipts From Other Sources	9,428,247	11,783,386	12,854,158	16,724,959	1,716,856	1,684,530	1,959,964	3,700,245
Opening Inventory	36,886,880	40,146,741	37,901,518	35,287,001	23,504,536	23,614,284	20,958,967	22,054,647
Total To Be Accounted For	691,469,329	750,574,647	716,403,535	753,132,718	404,050,282	423,468,049	422,927,469	436,200,222
<i>Utilization of Receipts</i>								
Whole milk	30,242,674	34,032,652	30,935,649	33,265,491	22,106,937	24,280,307	22,027,276	25,028,684
Flavored milk & drinks	12,274,696	13,957,728	12,800,996	12,874,703	5,599,241	5,839,616	5,629,004	5,654,116
2% milk	61,236,023	70,435,553	65,444,442	71,355,846	30,769,137	33,972,611	31,512,284	36,202,797
1% milk	24,479,234	27,975,809	26,364,579	28,420,210	14,972,946	16,525,901	15,873,003	17,818,420
Skim milk	21,937,476	24,703,225	25,199,876	27,397,012	10,813,174	11,680,117	12,050,616	13,356,805
Buttermilk	1,322,348	1,286,030	1,344,870	1,318,305	394,239	409,167	406,848	411,113
Class I dispositions in area	151,492,451	172,390,997	162,090,412	174,631,567	84,655,674	92,707,719	87,499,031	98,471,935
Class I dispositions out of area	14,374,058	15,992,712	15,388,430	16,476,259	21,712,457	24,522,165	24,147,227	25,343,987
Other Class I usage	18,572,442	18,267,712	17,134,337	17,224,061	13,623,909	12,098,243	11,084,679	9,701,454
<i>Utilization by Class</i>								
Total Class I Use	184,438,951	206,651,421	194,613,179	208,331,887	119,992,040	129,328,127	122,730,937	133,517,376
Total Class II Use	44,145,732	49,539,527	51,841,989	51,420,846	30,366,353	34,081,164	31,201,078	36,001,771
Total Class III Use	286,605,104	295,163,700	262,834,280	272,839,371	92,709,944	86,614,795	80,051,978	92,087,235
Total Class IV Use	176,279,542	199,219,999	207,114,087	220,540,614	160,981,945	173,443,963	188,943,476	174,593,840
Total Accounted For	691,469,329	750,574,647	716,403,535	753,132,718	404,050,282	423,468,049	422,927,469	436,200,222

CLASSIFICATION OF RECEIPTS	PACIFIC NORTHWEST				ARIZONA			
	Feb 2013	Jan 2013	Feb 2012	Jan 2012	Feb 2013	Jan 2013	Feb 2012	Jan 2012
<i>Producer milk</i>								
Class I	167,457,929	190,337,228	178,026,723	194,611,089	107,992,922	118,435,430	113,105,119	121,257,421
Class II	37,656,509	40,984,509	42,478,840	41,700,200	29,808,650	33,521,132	30,511,781	35,432,698
Class III	285,525,290	293,983,166	262,695,733	271,645,207	92,080,289	86,614,795	80,051,978	92,087,235
Class IV	154,514,474	173,339,617	182,446,563	193,164,262	148,947,029	159,597,878	176,339,660	161,667,976
<i>Other receipts</i>								
Class I	16,981,022	16,314,193	16,586,456	13,720,798	11,999,118	10,892,697	9,625,818	12,259,955
Class II	6,489,223	8,555,018	9,363,149	9,720,646	1/	1/	1/	1/
Class III	1,079,814	1,180,534	138,547	1,194,164	1/	1/	1/	1/
Class IV	21,765,068	25,880,382	24,667,524	27,376,352	13,222,274	14,406,117	13,293,113	13,494,937
<i>Avg. daily producer receipts</i>	23,041,222	22,536,920	22,953,374	22,616,799	13,529,603	12,844,169	13,793,398	13,240,172
Change From Previous Year	0.38%	-0.35%	4.86%	4.99%	-1.91%	-2.99%	6.06%	6.71%
<i>Avg. daily Class I use</i>	6,587,105	6,666,175	6,710,799	6,720,383	4,285,430	4,171,875	4,232,101	4,307,012
Change From Previous Year	-1.84%	-0.81%	-2.42%	0.79%	1.26%	-3.14%	-9.02%	-2.90%

1/ Restricted - Included with Class IV.



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Visit the MA website

www.fmmaseattle.com

FEDERAL ORDER STATISTICS FOR FEBRUARY

Federal Order Name (Number)	Producer Deliveries	Class I Receipts	Class I Utilization	Class I Price	Uniform Price
	<i>- million pounds -</i>			<i>- per cwt (at location) -</i>	
Northeast (FO 1)	1,982.6	756.0	38.13%	\$21.46	\$19.43
Appalachian (FO 5)	460.2	310.8	67.54%	\$21.61	\$20.66
Florida (FO 6)	229.1	197.6	86.25%	\$23.61	\$22.90
Southeast (FO 7)	515.9	342.6	66.40%	\$22.01	\$21.05
Upper Midwest (FO 30)	2,698.9	296.0	10.97%	\$20.01	\$17.57
Central (FO 32)	1,174.2	391.8	33.37%	\$20.21	\$18.11
Mideast (FO 33)	1,365.3	508.6	37.25%	\$20.21	\$18.37
Pacific Northwest (FO 124)	645.2	167.5	25.96%	\$20.11	\$18.02
Southwest (FO 126)	1,128.4	336.3	29.80%	\$21.21	\$18.86
Arizona (FO 131)	378.8	108.0	28.51%	\$20.56	\$18.51

For links to Market Administrator's webpages, see www.fmmaseattle.com/dairyreferences.htm.