



The Market Administrator's Report

Facilitating the Efficient Marketing of Milk

Pacific Northwest and Arizona Marketing Areas

William A. Wise, Market Administrator

Volume 40, No. 4

April 2014

Data for March 2014

MARKET SUMMARIES FOR MARCH

Pacific Northwest (FO 124)

Producers delivered a total of 753.7 million pounds of milk to the market during March. Daily deliveries averaged 24.3 million pounds, up 54.6 percent from February. An estimated 585 producers delivered milk to the market during the month. Daily deliveries per producer averaged 41,563 pounds, up 16.6 percent from February.

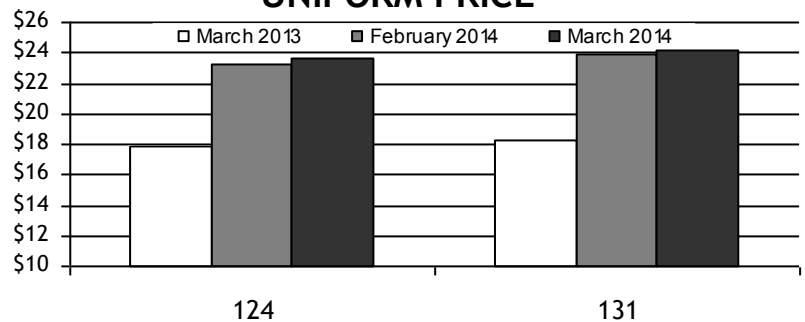
Class I producer milk during March totaled 170.2 million pounds, 22.6 percent of total producer receipts. Daily usage averaged 5.5 million pounds, down 4.4 percent from February. ▼

Arizona (FO 131)

Producers delivered a total of 452.0 million pounds of milk to the market during March. Daily deliveries averaged 14.6 million pounds, up 4.6 percent from February. An estimated 91 producers delivered milk to the market during the month. Daily deliveries per producer averaged 160,209 pounds, up 4.6 percent from February.

Class I producer milk during March totaled 110.6 million pounds, 24.5 percent of total producer receipts. Daily usage averaged 3.6 million pounds, down 1.1 percent from February. ▼

UNIFORM PRICE



Pool Quick Stats

Producer Prices & Component Levels	FO 124		FO 131	
	Feb	Mar	Feb	Mar
Uniform Price (at 3.5%)	\$23.22	\$23.68	\$23.84	\$24.22
Uniform Price (at test)	\$25.07	\$25.56	\$23.75	\$24.12
PPD	(\$0.13)	\$0.35		
Butterfat	\$2.0109	\$2.0402		n/a
Protein	\$4.6044	\$4.5172		
Other Solids	\$0.4453	\$0.4700		
Uniform Skim			\$17.54	\$17.69
Uniform Butterfat		n/a	\$1.9753	\$2.0440
Butterfat	3.916%	3.908%	3.449%	3.442%
Protein	3.208%	3.220%		
Other Solids	5.731%	5.732%		n/a

HIGHLIGHTS THIS ISSUE

- ✓ USDA Promotion Programs
- ✓ ERS Report: Livestock Gross Margin-Dairy Insurance
- ✓ USDA Seeks Comments To Change Dairy Market News

Federal Order Price Summaries

FINAL CLASS PRICES

The March 2014 Final Class Prices were calculated using AMS commodity price surveys from March 8, 15, 22, and 29, 2014. 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
Feb 2014	\$23.92	\$24.37	\$23.73	\$23.35	\$23.46	\$2.0109	\$4.6044	\$0.4453	\$1.8914
Mar 2014	\$25.54	\$25.99	\$24.22	\$23.33	\$23.66	\$2.0402	\$4.5172	\$0.4700	\$1.9027
Change	\$1.62	\$1.62	\$0.49	(\$0.02)	\$0.20	\$0.0293	(\$0.0872)	\$0.0247	\$0.0113

ADVANCED CLASS I PRICE

The May 2014 Advanced Price was calculated using AMS commodity price surveys from April 12 and 19, 2014. 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
Apr 2014	\$2.0094	\$16.36	\$17.22	\$17.22	\$23.65	\$25.55	\$26.00	\$17.92	\$1.9911
May 2014	\$2.1790	\$17.45	\$16.36	\$17.45	\$24.47	\$26.37	\$26.82	\$17.06	\$1.8956
Change	\$0.1696	\$1.09	(\$0.86)	\$0.23	\$0.82	\$0.82	\$0.82	(\$0.86)	(\$0.0955)

Commodity Price Summaries

AMS COMMODITY PRICES FOR FINAL CLASS PRICES CALCULATION

	February	March	Change
Cheese	\$2.2864	\$2.2689	(\$0.0175)
Butter	\$1.8320	\$1.8562	\$0.0242
Nonfat Dry Milk	\$2.0783	\$2.0897	\$0.0114
Whey	\$0.6314	\$0.6554	\$0.0240

AMS COMMODITY PRICES FOR ADVANCED CLASS PRICES CALCULATION

	April	May	Change
Cheese	\$2.2211	\$2.3695	\$0.1484
Butter	\$1.8308	\$1.9708	\$0.1400
Nonfat Dry Milk	\$2.1007	\$2.0040	(\$0.0967)
Whey	\$0.6495	\$0.6751	\$0.0256

CURRENT COMMODITY PRICES

The AMS survey of cheddar cheese prices showed a net increase in prices received for 40-pound blocks and for 500-pound barrels. The survey of 40-pound blocks showed a net increase of 15.62 cents between the March 15 and the April 19 surveys, to \$2.3605 per pound. The survey of 500-pound barrels (adjusted to 38% moisture) showed a net increase of 4.73 cents to \$2.2817 per pound.

The AMS butter price showed a net increase of 12.38 cents between the weeks ending March 15 and April 19 from \$1.8394 per pound to \$1.9632 per pound. The AMS nonfat dry milk showed a net decrease of 8.78 cents since mid-March to \$2.0110 per pound. The average price for AMS whey showed a net increase of 2.83 cents since mid-March to \$0.6790 per pound.

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

Promotion Programs

USDA SEEKS NOMINEES FOR THE NATIONAL DAIRY BOARD

The U.S. Department of Agriculture (USDA) is asking dairy producer and importer organizations to nominate candidates to serve on the National Dairy Promotion and Research Board. Nominations must be submitted by May 15, 2014.

The Secretary of Agriculture will appoint 13 individuals to serve on the board. The appointees will replace board members whose terms expire October 31, 2014.

USDA will accept dairy producer nominations from the following regions: Region 1 (Alaska, Oregon, and Washington); Region 3 (Arizona, Colorado, Montana, Nevada, Utah, and Wyoming); Region 4 (Arkansas, Kansas, New Mexico, Oklahoma, and Texas); Region 5 (Minnesota, North Dakota, and South Dakota); Region 6 (Wisconsin); Region 7 (Illinois, Iowa, Missouri, and Nebraska); Region 8 (Idaho); Region 9 (Indiana, Michigan, Ohio, and West Virginia); Region 10 (Alabama, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, and Virginia); Region 12 (Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island, and Vermont). The Secretary will appoint two members for Region 4 and Region 6, and one for each of the remaining regions and dairy importer position.

Twelve dairy producer nominees and one dairy importer nominee will be appointed to serve 3-year terms beginning November 1, 2014, and ending October 31, 2017.

USDA established the 38-member board under the Dairy Production Stabilization Act of 1983. Research and promotion programs are industry-funded, were authorized by Congress, and date back to 1966. Since then, Congress has authorized the establishment of 22 research and promotion boards. They empower industry stakeholders to leverage their own resources to develop new markets, strengthen existing markets, and conduct important research and promotion activities. AMS provides oversight, paid for by industry assessments, which ensures fiscal responsibility, program efficiency, and fair treatment of participating stakeholders.

USDA welcomes membership on industry boards that reflect the diversity of the individuals served by the programs. USDA encourages all eligible women, minorities, and persons with disabilities to seek nomination to serve on the board. For nominating forms and information, visit www.ams.usda.gov/dairy or contact Whitney A. Rick, Director, Promotion, Research, and Planning Division, Dairy Programs, AMS, USDA, 1400 Independence Ave, SW, Room 2958-S, Stop 0233, Washington, D.C. 20250-0233; telephone (202) 720-6909; fax (202) 720-0285; or email at whitney.rick@ams.usda.gov. 🐄

USDA APPOINTS MEMBERS TO NATIONAL FLUID MILK PROCESSOR PROMOTION BOARD

On April 15, 2014, Agriculture Secretary Tom Vilsack announced the appointment of seven members to fill vacancies on the National Fluid Milk Processor Promotion Board. The terms for these appointees are effective July 1, 2014, and expire on June 30, 2017.

“I am confident that these experts will serve fluid milk processors well” Vilsack said. The work of this board helps ensure the strength of this vital sector of the U.S. economy.”

Newly appointed members are: Lynne M. Bohan, Lynnfield, Massachusetts (Region 2); Jeffrey D. Stephens, Lakeland, Florida (Region 5); Shawn M. Campbell, Seattle, Washington (Region 13); and Jerry N. Tidwell, Pleasanton, California (Region 14).

Newly reappointed are: Kevin R. Herbert, Dallas, Texas (Region 8); Edward L. Mullins, Carlinville, Illinois (Region 11); and Scott W. Shehadey, Fresno, California (at-large).

USDA encourages board membership that reflects the diversity of the individuals served by the programs. The USDA's Agricultural Marketing Service (AMS) monitors the operations of the board. 🐄

USDA News

CROP PRODUCTION HISTORICAL TRACK RECORDS

USDA's National Agricultural Statistics Service (NASS) released the most recent report of "Crop Production Historical Track Records" in early April 2014.

The track records of the United States Crop Production were assembled to serve as a ready reference for data users. The track records are comprised of National level statistics for the principle crops in NASS' estimating program.

The historical track record provides historic estimates of acreage, yield, production, market year average price, and value; comparisons of preliminary and final planted and harvested acreage estimates; and comparisons of production forecasts versus end-of-year and final production estimates.

The full report is available at www.nass.usda.gov. 

ERS REPORT: LIVESTOCK GROSS MARGIN-DAIRY INSURANCE

In March 2014, USDA's Economic Research Service (ERS) issued a report titled "Livestock Gross Margin-Dairy Insurance: An Assessment of Risk Management and Potential Supply Impacts." The following is an excerpt from the report summary.

What is the Issue?

Livestock Gross Margin-Dairy (LGM-Dairy) is a risk management tool that enables dairy producers to purchase insurance against decreases in gross margins—the difference between revenues and feed costs. LGM-Dairy offers features seen in only a few other insurance and risk management tools. As a type of index insurance that makes payments based on broader market conditions rather than individual farm outcomes, it reduces the likelihood of common insurance problems such as riskier behavior by the insured to increase indemnities ("moral hazard") or information gaps that make it difficult for the insurer to determine appropriate premiums ("adverse selection"). It also gives dairy producers the ability to insure a margin, not just the output price. Lastly, LGM-Dairy is available through local insurance agents and is offered in scales appropriate for any size dairy operation. Less appealing to producers may be the very short buying period for an LGM-Dairy contract and the program's rules and specifications.

What did the Study Find?

- Had LGM-Dairy been widely available during the entire period studied (2001-11), reductions in risk would have ranged from 28 to 39 percent in the 13 dairy-producing regions analyzed.
- While the risk reductions were significant, use of LGM-Dairy was shown to have little effect on the average producer margins across regions, which would have changed by -1 to 2 percent.
- Generally, results suggest that insuring both output prices and feed costs is more effective for managing risk than insuring output prices alone and appears to produce similar risk management performances across the selected regions.

The full report is available at www.ers.usda.gov/publications/err-economic-research-report/err163.aspx. 




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USDA United States Department of Agriculture National Institute of Food and Agriculture

One hundred years ago, Congress passed the Smith-Lever Act, expanding on the federal government's partnership with the Land-Grant University System to create the Cooperative Extension System. This is 100 years of Extension making a positive impact in the lives of Americans. See more at: <http://blogs.usda.gov/2014/04/16/celebrate-extensions-centennial-by-sharing-your-extension-story/#more-51252> 

Dairy Market News

INVITATION TO SUBMIT COMMENTS FOR CONSIDERATION TO CHANGE DAIRY MARKET NEWS REPORTING PROGRAM

For more than 70 years, Dairy Market News (DMN) has been administered by the Agricultural Marketing Service (AMS). AMS is requesting comments regarding existing reporting guidelines and market coverage of all DMN reporting programs.

Comments should clearly include the commenter's position on current product specifications, product coverage, or reporting guidelines. Any justification for proposed changes and relevant information to support those views should be included. Due to recent industry requests, AMS is particularly interested in adding and/or adjusting market coverage for selected dairy products. Three key areas of interest are:

- adding market coverage of skim milk powder (SMP)
- including resale prices in market price series
- evaluating lactose mesh size in market price series

A list of individual reports and the general Working Guidelines can be found on the DMN website along with the most recent DMN reports.

AMS analyzes and reviews the market information then publishes reports providing commentary, market highs, lows, and mostly ranges. Because market information published by AMS is used by industry participants in making informed business decisions, it is imperative that the criteria used and products reported on by DMN are representative of current market conditions. This review will assure DMN reports remain relevant to dairy market participants. Any comment relating to any aspect of market reporting will be considered. Comments should be faxed, emailed, or mailed to either:


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Email: DMN@ams.usda.gov

Comments should be *received* by May 23, 2014.

AMS will consider all comments received. Based on commenter's recommendations and supporting data, AMS will further explore changes to reporting guidelines and changes to market coverage. Development of any permanent changes to Dairy Market News will be shared with the public in an additional comment period outlining the changes prior to implementation.

List of Individual Reports: <http://www.ams.usda.gov/AMSV1.0/DairyMarketNewsReleaseDaysTimes>
Working Guidelines: <http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5106284>
DMN Reports: <http://www.ams.usda.gov/AMSV1.0/WeeklyPrintedReportsMain> 

Monthly Selected Statistics

PRICE & POOL DATA	PACIFIC NORTHWEST				ARIZONA			
	Mar 2014	Feb 2014	Mar 2013	Feb 2013	Mar 2014	Feb 2014	Mar 2013	Feb 2013
Minimum Class Prices (3.5% B.F.)								
Class I Milk (\$/cwt)	\$25.54	\$23.92	\$19.70	\$20.11	\$25.99	\$24.37	\$20.15	\$20.56
Class II Milk (\$/cwt)	24.22	23.73	18.82	18.49	24.22	23.73	18.82	18.49
Class III Milk (\$/cwt)	23.33	23.35	16.93	17.25	23.33	23.35	16.93	17.25
Class IV Milk (\$/cwt)	23.66	23.46	17.75	17.75	23.66	23.46	17.75	17.75
Producer Prices								
Producer Price Differential (\$/cwt)	\$0.35	(\$0.13)	\$0.89	\$0.77	+	+	+	+
Butterfat (\$/pound)	2.0402	2.0109	1.7476	1.6619	+	+	+	+
Protein (\$/pound)	4.5172	4.6044	2.8204	2.9609	+	+	+	+
Other Solids (\$/pound)	0.4700	0.4453	0.4179	0.4534	+	+	+	+
Uniform Skim Price (\$/cwt)	+	+	+	+	\$17.69	\$17.54	\$12.65	\$13.15
Uniform Butterfat Price (\$/pound)	+	+	+	+	2.0440	1.9753	1.7394	1.6639
Statistical Uniform Price (\$/cwt)	\$23.68	\$23.22	\$17.82	\$18.02	\$24.22	\$23.84	\$18.30	\$18.51
Producer Data								
Number of Producers	585	441	598	596	91	91	92	94
Avg. Daily Production (pounds)	41,563	35,661	39,218	38,660	160,209	153,244	152,348	143,932
Producer Milk Ratios								
Class I	22.58%	36.52%	24.39%	25.96%	24.48%	25.89%	26.45%	28.51%
Class II	6.29%	9.96%	6.28%	5.84%	9.17%	10.34%	7.31%	7.87%
Class III	42.27%	13.24%	43.80%	44.26%	25.71%	22.34%	27.21%	24.31%
Class IV	28.86%	40.28%	25.53%	23.94%	40.64%	41.43%	39.03%	39.31%

+ Not Applicable. Preliminary data indicated in **bold**.

Monthly Supplemental Statistics

SUPPLEMENTAL DATA	PACIFIC NORTHWEST				ARIZONA			
	Feb 2014	Jan 2014	Feb 2013	Jan 2013	Feb 2014	Jan 2014	Feb 2013	Jan 2013
Number of Handlers								
Pool Handlers	21	24	25	25	7	7	7	7
<i>Distributing Plants</i>	13	13	14	14	5	5	5	5
<i>Supply Plants 1/</i>	3	6	6	6	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	20	18	15	16	22	21	20	20
Class I Route Disposition In Area								
By Pool Plants	143,547,276	162,032,393	151,492,451	172,390,997	81,425,775	94,306,246	84,655,674	92,707,719
By Producer-Handlers	6,931,370	7,540,405	6,796,487	7,224,925	0	0	0	0
By Other Plants	9,762,607	9,948,621	8,479,110	9,869,991	8,442,108	8,815,016	5,878,522	6,636,893
Total	160,241,253	179,521,419	166,768,048	189,485,913	89,867,883	103,121,262	90,534,196	99,344,612
Producer-Handler Data								
% Class I Use	68.51%	67.02%	68.07%	68.95%	0.00%	0.00%	0.00%	0.00%
% of Total In-Area Route Dispositions	4.33%	4.20%	4.08%	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			
	Mar	Feb	Mar	Feb	Mar	Feb	Mar	Feb
	2014	2014	2013	2013	2014	2014	2013	2013
Receipts of Milk								
Total Producer Milk	753,741,111	440,337,893	727,016,879	645,154,202	451,950,826	390,466,338	434,497,879	378,828,890
Receipts From Other Sources	7,529,894	7,943,149	10,469,108	9,428,247	6,259,923	5,953,886	2,289,808	1,716,856
Opening Inventory	37,048,364	29,445,005	38,569,882	36,886,880	21,457,099	24,319,666	24,289,965	23,504,536
Total To Be Accounted For	798,319,369	477,726,047	776,055,869	691,469,329	479,667,848	420,739,890	461,077,652	404,050,282
Utilization of Receipts								
Whole milk	32,769,633	30,072,143	32,968,000	30,242,674	24,211,362	22,224,476	24,043,558	22,106,937
Flavored milk & drinks	11,839,971	11,445,442	12,715,762	12,274,696	5,541,303	5,856,854	5,190,860	5,599,241
2% milk	62,052,533	59,479,345	65,873,370	61,236,023	31,760,273	29,372,967	33,171,529	30,769,137
1% milk	24,909,735	22,232,282	25,725,309	24,479,234	15,218,482	14,154,030	15,992,833	14,972,946
Skim milk	19,640,005	19,021,495	23,040,787	21,937,476	9,866,632	9,413,831	11,525,907	10,813,174
Buttermilk	1,473,997	1,296,569	1,441,347	1,322,348	446,445	403,617	450,384	394,239
Class I dispositions in area	152,685,874	143,547,276	161,764,575	151,492,451	87,044,497	81,425,775	90,375,071	84,655,674
Class I dispositions out of area	16,072,486	15,670,230	14,785,351	14,374,058	23,827,607	21,477,029	25,219,494	21,712,457
Other Class I usage	20,157,768	20,023,406	18,078,404	18,572,442	12,769,173	12,882,127	12,556,051	13,623,909
Utilization by Class								
Total Class I Use	188,916,128	179,240,912	194,628,330	184,438,951	123,641,277	115,784,931	128,150,616	119,992,040
Total Class II Use	52,816,537	46,877,436	52,681,233	44,145,732	42,195,730	41,052,541	32,710,749	30,366,353
Total Class III Use	320,349,787	59,070,909	320,868,741	286,605,104	116,684,267	87,327,774	118,554,134	92,709,944
Total Class IV Use	236,236,917	192,536,790	207,877,565	176,279,542	197,146,574	176,574,644	181,662,153	160,981,945
Total Accounted For	798,319,369	477,726,047	776,055,869	691,469,329	479,667,848	420,739,890	461,077,652	404,050,282

CLASSIFICATION OF RECEIPTS	PACIFIC NORTHWEST				ARIZONA			
	Mar	Feb	Mar	Feb	Mar	Feb	Mar	Feb
	2014	2014	2013	2013	2014	2014	2013	2013
Producer milk								
Class I	170,182,395	160,808,957	177,333,756	167,457,929	110,637,202	101,076,194	114,942,482	107,992,922
Class II	47,410,974	43,867,597	45,638,441	37,656,509	41,423,316	40,383,388	31,767,303	29,808,650
Class III	318,599,120	58,306,338	318,456,567	285,525,290	116,200,292	87,225,097	118,219,118	92,080,289
Class IV	217,548,622	177,355,001	185,588,115	154,514,474	183,690,016	161,781,659	169,568,976	148,947,029
Other receipts								
Class I	18,733,733	18,431,955	17,294,574	16,981,022	13,004,075	14,708,737	13,208,134	11,999,118
Class II	5,405,563	3,009,839	7,042,792	6,489,223	1/	1/	1/	1/
Class III	1,750,667	764,571	2,412,174	1,079,814	1/	1/	1/	1/
Class IV	18,688,295	15,181,789	22,289,450	21,765,068	14,712,947	15,564,815	13,371,639	13,222,274
Avg. daily producer receipts	24,314,229	15,726,353	23,452,157	23,041,222	14,579,059	13,945,226	14,016,061	13,529,603
Change From Previous Year	3.68%	-31.75%	1.11%	0.38%	4.02%	3.07%	-0.04%	-1.91%
Avg. daily Class I use	6,094,069	6,401,461	6,278,333	6,587,105	3,988,428	4,135,176	4,133,891	4,285,430
Change From Previous Year	-2.93%	-2.82%	-6.07%	-1.84%	-3.52%	-3.51%	-3.21%	1.26%

1/ Restricted - Included with Class IV.



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FEDERAL ORDER STATISTICS FOR MARCH

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)	2,194.9	781.4	35.60%	\$26.89	\$24.97
Appalachian (FO 5)	512.8	311.7	60.79%	\$27.04	\$26.02
Florida (FO 6)	246.8	204.1	82.70%	\$29.04	\$28.19
Southeast (FO 7)	493.2	328.5	66.61%	\$27.44	\$26.56
Upper Midwest (FO 30)	2,811.8	303.9	10.81%	\$25.44	\$23.52
Central (FO 32)	1,356.4	402.3	29.66%	\$25.64	\$23.68
Mideast (FO 33)	1,448.2	528.8	36.52%	\$25.64	\$23.95
Pacific Northwest (FO 124)	753.7	170.2	22.58%	\$25.54	\$23.68
Southwest (FO 126)	1,265.6	359.6	28.41%	\$26.64	\$24.52
Arizona (FO 131)	452.0	110.6	24.48%	\$25.99	\$24.22

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