



The Market Administrator's Report

Facilitating the Efficient Marketing of Milk

Pacific Northwest and Arizona Marketing Areas

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Volume 38, No. 4

April 2012

Data for March 2012

MARKET SUMMARIES FOR MARCH

Pacific Northwest (FO 124)

Producers delivered a total of 719.1 million pounds of milk to the market during March. Daily deliveries averaged 23.2 million pounds, up 1.1 percent from February. An estimated 622 producers delivered milk to the market during the month. Daily deliveries per producer averaged 37,292 pounds, up 1.1 percent from February.

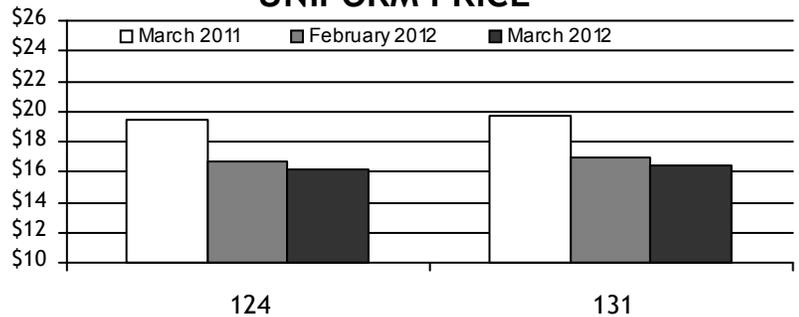
Class I producer milk during March totaled 191.3 million pounds, 26.6 percent of total producer receipts. Daily usage averaged 6.2 million pounds, up 0.5 percent from February. 🍷

Arizona (FO 131)

Producers delivered a total of 434.7 million pounds of milk to the market during March. Daily deliveries averaged 14.0 million pounds, up 1.7 percent from February. An estimated 98 producers delivered milk to the market during the month. Daily deliveries per producer averaged 143,073 pounds, up 1.7 percent from February.

Class I producer milk during March totaled 121.4 million pounds, 27.9 percent of total producer receipts. Daily usage averaged 3.9 million pounds, up 0.4 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%)	\$16.64	\$16.14	\$16.94	\$16.40
Uniform Price (at test)	\$17.74	\$17.23	\$16.98	\$16.42
PPD	\$0.58	\$0.42		
Butterfat	\$1.5739	\$1.5297		n/a
Protein	\$2.6627	\$2.6571		
Other Solids	\$0.4541	\$0.4239		
Uniform Skim			\$11.75	\$11.37
Uniform Butterfat		n/a	\$1.6002	\$1.5510
Butterfat	3.840%	3.833%	3.529%	3.516%
Protein	3.196%	3.204%		
Other Solids	5.744%	5.732%		n/a

HIGHLIGHTS THIS ISSUE

- ✓ The Nature of a Cooperative
- ✓ Important Dates
- ✓ New Design for the Market Administrator's Report

Federal Order Price Summaries

FINAL CLASS PRICES

The March 2012 Final Class Prices were calculated using NASS commodity price surveys from March 3, 10, 17, and 24, 2012. 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 II	Class IV	Butterfat	Protein	Other Solids	Nonfat Solids
Feb 2012	\$18.93	\$19.38	\$16.94	\$16.06	\$15.92	\$1.5739	\$2.6627	\$0.4541	\$1.1993
Mar 2012	\$18.20	\$18.65	\$16.59	\$15.72	\$15.35	\$1.5297	\$2.6571	\$0.4239	\$1.1516
Change	(\$0.73)	(\$0.73)	(\$0.35)	(\$0.34)	(\$0.57)	(\$0.0442)	(\$0.0056)	(\$0.0302)	(\$0.0477)

ADVANCED CLASS I PRICE

The May 2012 Advanced Price was calculated using AMS commodity price surveys from April 7 and 14, 2012. 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 2012	\$1.5239	\$10.70	\$10.39	\$10.70	\$15.66	\$17.56	\$18.01	\$11.09	\$1.2322
May 2012	\$1.5633	\$10.76	\$9.77	\$10.76	\$15.85	\$17.75	\$18.20	\$10.47	\$1.1633
Change	\$0.0394	\$0.06	(\$0.62)	\$0.06	\$0.19	\$0.19	\$0.19	(\$0.62)	(\$0.0689)

Commodity Price Summaries

NASS COMMODITY PRICES FOR FINAL CLASS PRICES CALCULATION

	February	March	Change
Cheese	\$1.5410	\$1.5248	(\$0.0162)
Butter	\$1.4712	\$1.4347	(\$0.0365)
Nonfat Dry Milk	\$1.3792	\$1.3310	(\$0.0482)
Whey	\$0.6400	\$0.6107	(\$0.0293)

NASS/AMS COMMODITY PRICES FOR ADVANCED CLASS PRICES CALCULATION

	April	May	Change
Cheese	\$1.5186	\$1.5431	\$0.0245
Butter	\$1.4299	\$1.4624	\$0.0325
Nonfat Dry Milk	\$1.3334	\$1.2642	(\$0.0692)
Whey	\$0.6117	\$0.6022	(\$0.0095)

CURRENT COMMODITY PRICES

* Note: Effective April 1, 2012, commodity price data collected by AMS *

The NASS/AMS survey of cheddar cheese prices showed a net increase in price received for 40-pound blocks and 500-pound barrels. The survey of 40-pound blocks showed a net increase of 2.35 cents between the March 17 and the April 14 surveys, to \$1.5190 per pound. The survey of 500-pound barrels (adjusted to 38% moisture) showed a net increase of 0.52 cents to \$1.5108 per pound.

The NASS/AMS butter price showed a net increase of 0.56 cents between the weeks ending March 17 and April 14 from \$1.4425 per pound to \$1.4481 per pound. The NASS/AMS nonfat dry milk showed a net decrease of 5.89 cents since mid-March to \$1.2672 per pound. The average price for NASS/AMS whey showed a net decrease of 1.31 cents since mid-March to \$0.5935 per pound.

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

USDA Updates

USDA ISSUES REPORT COMPARING PRICE REACTIONS AFTER USDA LIVESTOCK REPORTS

On March 26, 2012, USDA's National Agricultural Service (NASS) released a report that contains price reactions to the USDA's *Cattle on Feed*, *Quarterly Hogs and Pigs*, and *Milk Production* reports.

The *Milk Production* report is released monthly and provides data on the number of milk cows, milk per cow and total milk production for the 23 major milk producing States. Dairy products price reactions to the USDA *Milk Production* reports are also provided in this publication. The butter and cheese price comparisons are based on the daily cash settlement prices reported by the Chicago Mercantile Exchange. Weekly average prices are computed for the week before and the week after the release of each *Milk Production* report.

The full report is available on NASS's web page at www.nass.usda.gov/Publications/Todays_Reports/reports/prrlan12.pdf. 📄

DAIRY PRODUCTS HIGHLIGHTS

On April 4, 2012, USDA's National Agricultural Statistics Service (NASS) released the February 2012 Dairy Products Highlights.

Total cheese output (excluding cottage cheese) was 858 million pounds, 6.2 percent above February 2011 but 5.8 percent below January 2012. Italian type cheese production totaled 367 million pounds, while American type cheese production totaled 348 million pounds for February 2012.

Butter production was 170 million pounds, 13.9 percent above February 2011 but 5.8 percent below January 2012.

Nonfat dry milk was 171 million pounds, up 54.7 percent from February 2011. Dry whey increased 9.2 percent from February 2011, totaling 89.3 million pounds. 📄

Source: Dairy Products report issued on April 4, 2012, available online at www.nass.usda.gov.

MILK PRODUCTION: MARCH MILK PRODUCTION UP 4.3 PERCENT

Milk production in the 23 major States during March totaled 16.5 billion pounds, up 4.3 percent from March 2011. February revised production at 15.1 billion pounds, was up 8.2 percent from February 2011. The February revision represented a decrease of 13 million pounds or 0.1 percent from last month's preliminary production estimate. Adjusting February production for the additional day due to leap year causes February revised production to be up 4.5 percent on a per day basis.

Production per cow in the 23 major States averaged 1,931 pounds for March, 59 pounds above March 2011.

The number of milk cows on farms in the 23 major States was 8.52 million head, 94,000 head more than March 2011, and 9,000 head more than February 2012.

Milk production in the United States during the January - March quarter totaled 51.0 billion pounds, up 5.2 percent from the January - March quarter last year. The average number of milk cows in the United States during the quarter was 9.25 million head, 86,000 head more than the same period last year. 📄

Source: Milk Production report issued on April 19, 2012, by the National Agricultural Statistics Service, available online at www.nass.usda.gov.

Industry News

USDA RURAL DEVELOPMENT REPORT: THE NATURE OF A COOPERATIVE

USDA'S Rural Development program has compiled five articles authored by USDA agricultural economist K. Charles Ling which were originally printed in the *Rural Cooperatives* magazine. As described on page 21 of the compilation, these articles examined the nature of the cooperative business model in our free-market economy by explaining the cooperative's unique economic structure as an aggregate of independent economic units (member-farms). Cooperatives are organized to achieve a common goal(s) using organization, governance, equity financing, operations and economics that are unique to cooperatives. Cooperatives have been shown to be pro-market, helping farmers gain market access and exercise countervailing market power, and serving as a competitive yardstick for their industry.

"What Cooperatives Are (and Aren't)" (published in the November/December 2009 edition of *Rural Cooperatives* magazine) and "What Cooperatives Do" (published in the March/April 2010 edition of *Rural Cooperatives* magazine) explain the economic structure of cooperatives and their role in the marketplace. Together, they examine the economic theory of cooperation as advanced, respectively, by Ivan V. Emelianoff and Edwin G. Nourse. These writings constitute a comprehensive framework for understanding cooperatives.

The third article, "Dairy Cooperatives: What They Are and What They Do" (published in the March/April 2011 edition of *Rural Cooperatives* magazine) looks at dairy cooperative practices to illustrate how well the theory fits reality, and vice versa. It is excerpted from the author's research report: "Co-op Theory, Practice and Financing," available from USDA.

"How Co-ops Do It" (published in the November/December 2011 edition of *Rural Cooperatives* magazine) analyzes marketing operations of dairy cooperatives as a means of understanding the economics of cooperative marketing.

The final article "The Nature of Cooperatives" (published in the January/February 2012 edition of *Rural Cooperatives* magazine) attempts to show how cooperatives relate to other market participants through their roles in transaction governance.

Past issues of *Rural Cooperatives* are posted on the USDA Rural Development website: www.rurdev.usda.gov. Hard copies can be obtained by e-mailing requests to: coopinfo@wdc.usda.gov, or by calling (202) 720-8381. 📄

Source: USDA's Rural Development website: www.rurdev.usda.gov/rbs/pub/cir65.pdf.



IMPORTANT DATES

USDA'S Dairy Programs has issued the release dates for Federal milk order price data through the first quarter of 2013.

The newly released dates for the Advanced Prices and Pricing Factors are as follows:

- Wed., September 19, 2012
- Wed., October 17, 2012
- Wed., November 21, 2012
- Wed., December 19, 2012
- Wed., January 16, 2013
- Thurs., February 21, 2013

The newly released dates for the Final Class and Component Prices are as follows:

- Wed., October 31, 2012
- Wed., December 5, 2012
- Thurs., January 3, 2013
- Wed., January 30, 2013
- Wed., February 27, 2013
- Wed., April 3, 2013

The above noted prices and pricing factors will be released by USDA's Agricultural Marketing Service at 3:00 p.m. EST/EDST.

For details for calendar year 2012 and first quarter 2013, see the Important Dates page on www.fmmaseattle.com. 📄

Industry News

USDA ANNOUNCES EQUIVALENT PRICE DETERMINATION FOR DAIRY PRODUCT SALES REPORT

On April 12, 2012, the U.S. Department of Agriculture announced a determination of equivalent price series notice for the Dairy Product Sales report.

The Secretary of Agriculture has determined that the dairy product price series in the Dairy Products Sales report, as published by the Agricultural Marketing Service (AMS), is equivalent to those prices previously released by the National Agricultural Statistics Service (NASS) in the Dairy Products Prices report.

As NASS has discontinued the publication of the Dairy Products Prices report and AMS has recently implemented an electronic reporting system to compile and publish these data, USDA will consider these two series as being equivalent. The AMS data, published in the Dairy Product Sales report, will be used in the calculation of milk component values and the subsequent computation of Federal milk market order minimum classified milk prices.

The notice was published in the April 13, 2012, *Federal Register*. For additional information about this determination contact: Bret Tate, USDA/AMS/Dairy Program, 1400 Independence Ave., SW, Washington, D.C. 20250; by email at bret.tate@ams.usda.gov; or by telephone at (202) 720-7183. 📞

NEW DAIRY MARKET NEWS REPORT

On March 22, 2012, USDA's Dairy Market News launched a new report: National Dairy Retail Report.

The new report will be released bi-weekly and provides advertised retail pricing information on conventional and organic dairy products. The data is compiled from internet ads of supermarket firms having 25 or more stores.

National advertised pricing summaries and regional breakout tables are included. For this report, the "National" data refers to the Continental United States. The "Southwest U.S." region includes Arizona, California, Nevada, and Utah. Oregon and Washington are in the "Northwest U.S." region, along with Idaho, Montana, and Wyoming.

The most recent report is available on the Dairy Market News website at www.ams.usda.gov/mnreports/dybretail.pdf. 📞

DAIRY PRODUCT MANDATORY REPORTING PROGRAM

The Mandatory Price Reporting Act of 2010 was passed on September 27, 2010, the act required USDA to release dairy product sales information on or before Wednesday at 3:00 pm EST (unless affected by a Federal Holiday). The act also required the establishment of an electronic mandatory price reporting system for dairy products reported under Public Law 106-532. These dairy statistics will be collected on a weekly basis under the direction of AMS-Dairy Programs, effective April 1, 2012.

The Dairy Programs webpage, www.ams.usda.gov/dairy, has comprehensive information related to the Dairy Product Mandatory Reporting Program (DPMRP). The DPMRP page includes links for Publications, Current Events, General Information, Plant Information and Calendars. The National Dairy Product Sales report and DataMart database are both available on the DPMRP web page. 📞

NEW DESIGN FOR THE MARKET ADMINISTRATOR'S REPORT

This April 2012 edition of the *Market Administrator's Report* has a fresh, new look! Notable changes include "Pool Quick Stats," a snapshot of data on the first page, and an overview of various statistics for all Federal orders on the back page. The data on page 6 and 7 remain unchanged in content with this new format; they just have a new look. 📞

Monthly Selected Statistics

PRICE & POOL DATA	PACIFIC NORTHWEST				ARIZONA			
	Mar 2012	Feb 2012	Mar 2011	Feb 2011	Mar 2012	Feb 2012	Mar 2011	Feb 2011
Minimum Class Prices (3.5% B.F.)								
Class I Milk (\$/cwt)	\$18.20	\$18.93	\$20.13	\$17.79	\$18.65	\$19.38	\$20.58	\$18.24
Class II Milk (\$/cwt)	16.59	16.94	18.83	17.97	16.59	16.94	18.83	17.97
Class III Milk (\$/cwt)	15.72	16.06	19.40	17.00	15.72	16.06	19.40	17.00
Class IV Milk (\$/cwt)	15.35	15.92	19.41	18.40	15.35	15.92	19.41	18.40
Producer Prices								
Producer Price Differential (\$/cwt)	\$0.42	\$0.58	\$0.03	\$0.78	+	+	+	+
Butterfat (\$/pound)	1.5297	1.5739	2.2859	2.2967	+	+	+	+
Protein (\$/pound)	2.6571	2.6627	3.3024	2.5586	+	+	+	+
Other Solids (\$/pound)	0.4239	0.4541	0.2665	0.2310	+	+	+	+
Uniform Skim Price (\$/cwt)	+	+	+	+	\$11.37	\$11.75	\$12.09	\$10.73
Uniform Butterfat Price (\$/pound)	+	+	+	+	1.5510	1.6002	2.2956	2.2357
Statistical Uniform Price (\$/cwt)	\$16.14	\$16.64	\$19.43	\$17.78	\$16.40	\$16.94	\$19.70	\$18.18
Producer Data								
Number of Producers	622	622	630	628	98	98	98	100
Avg. Daily Production (pounds)	37,292	36,903	35,379	34,856	143,073	140,749	135,979	130,058
Producer Milk Ratios								
Class I	26.60%	26.74%	28.67%	28.89%	27.92%	28.28%	29.45%	32.43%
Class II	6.03%	6.38%	7.62%	7.12%	7.45%	7.63%	6.90%	8.35%
Class III	40.86%	39.46%	39.76%	39.02%	22.98%	20.01%	22.80%	27.08%
Class IV	26.51%	27.42%	23.95%	24.97%	41.65%	44.08%	40.85%	32.14%

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

Monthly Supplemental Statistics

SUPPLEMENTAL DATA	PACIFIC NORTHWEST				ARIZONA			
	Feb 2012	Jan 2012	Feb 2011	Jan 2011	Feb 2012	Jan 2012	Feb 2011	Jan 2011
Number of Handlers								
Pool Handlers	25	25	26	26	7	7	7	7
<i>Distributing Plants</i>	14	14	14	14	5	5	5	5
<i>Supply Plants 1/</i>	6	6	7	7	1	1	1	1
<i>Cooperatives</i>	5	5	5	5	1	1	1	1
Producer-Handlers	5	5	4	5	0	0	0	0
Other Plants w/ Class I Use	18	18	18	18	23	23	21	22
Class I Route Disposition In Area								
By Pool Plants	162,090,412	174,631,567	161,459,533	175,248,364	87,499,031	98,471,935	91,135,627	98,259,546
By Producer-Handlers	6,821,989	7,282,227	6,833,980	7,921,154	0	0	0	0
By Other Plants	7,317,125	8,306,719	6,133,137	8,185,510	5,391,840	6,153,926	6,105,747	6,894,838
Total	176,229,526	190,220,513	174,426,650	191,355,028	92,890,871	104,625,861	97,241,374	105,154,384
Producer-Handler Data								
% Class I Use	59.76%	62.10%	65.89%	61.47%	0.00%	0.00%	0.00%	0.00%
% of Total In-Area Route Dispositions	3.87%	3.83%	3.92%	4.14%	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
	2012	2012	2011	2011	2012	2012	2011	2011
Receipts of Milk								
Total Producer Milk	719,061,026	665,647,859	690,953,614	612,904,142	434,655,999	400,008,538	413,105,152	364,162,203
Receipts From Other Sources	10,874,040	12,854,158	12,226,463	12,435,384	2,991,879	1,959,964	1,923,951	3,000,884
Opening Inventory	35,387,236	37,901,518	35,066,900	36,929,464	23,414,647	20,958,967	21,028,042	21,899,827
Total To Be Accounted For	765,322,302	716,403,535	738,246,977	662,268,990	461,062,525	422,927,469	436,057,145	389,062,914
Utilization of Receipts								
Whole milk	33,485,466	30,935,649	33,363,274	29,358,423	24,626,146	22,027,276	23,586,362	22,528,781
Flavored milk & drinks	12,865,754	12,800,996	13,413,696	12,609,911	5,315,683	5,629,004	5,871,031	6,310,867
2% milk	70,916,775	65,444,442	71,368,964	64,785,459	35,246,917	31,512,284	34,388,865	32,961,221
1% milk	28,203,254	26,364,579	27,953,403	25,991,631	17,110,606	15,873,003	16,722,366	16,000,830
Skim milk	26,871,917	25,199,876	29,520,087	27,519,037	13,007,417	12,050,616	13,422,347	12,929,197
Buttermilk	1,513,103	1,344,870	1,505,098	1,195,072	452,056	406,848	458,754	404,731
Class I dispositions in area	173,856,269	162,090,412	177,124,522	161,459,533	95,758,825	87,499,031	94,449,725	91,135,627
Class I dispositions out of area	15,766,297	15,388,430	16,085,048	14,651,720	25,457,690	24,147,227	25,356,048	21,583,681
Other Class I usage	17,579,921	17,134,337	19,913,849	16,445,311	11,187,110	11,084,679	14,659,578	17,531,365
Utilization by Class								
Total Class I Use	207,202,487	194,613,179	213,123,419	192,556,564	132,403,625	122,730,937	134,465,351	130,250,673
Total Class II Use	51,870,748	51,841,989	62,518,609	49,855,876	33,438,023	31,201,078	30,236,656	30,923,864
Total Class III Use	293,876,401	262,834,280	275,026,224	243,698,531	99,904,079	80,051,978	94,168,722	98,782,246
Total Class IV Use	212,372,666	207,114,087	187,578,725	176,158,019	195,316,798	188,943,476	177,186,416	129,106,131
Total Accounted For	765,322,302	716,403,535	738,246,977	662,268,990	461,062,525	422,927,469	436,057,145	389,062,914

CLASSIFICATION OF RECEIPTS	PACIFIC NORTHWEST				ARIZONA			
	Mar	Feb	Mar	Feb	Mar	Feb	Mar	Feb
	2012	2012	2011	2011	2012	2012	2011	2011
Producer milk								
Class I	191,294,273	178,026,723	198,078,725	177,074,036	121,370,579	113,105,119	121,671,934	118,114,621
Class II	43,337,543	42,478,840	52,624,926	43,636,107	32,373,371	30,511,781	28,493,782	30,401,201
Class III	293,793,468	262,695,733	274,747,056	239,179,703	99,900,655	80,051,978	94,167,728	98,608,555
Class IV	190,635,742	182,446,563	165,502,907	153,014,296	181,011,394	176,339,660	168,771,708	117,037,826
Other receipts								
Class I	15,908,214	16,586,456	15,044,694	15,482,528	11,033,046	9,625,818	12,793,417	12,136,052
Class II	8,533,205	9,363,149	9,893,683	6,219,769	1/	1/	1/	1/
Class III	82,933	138,547	279,168	4,518,828	1/	1/	1/	1/
Class IV	21,736,924	24,667,524	22,075,818	23,143,723	15,373,480	13,293,113	10,158,576	12,764,659
Avg. daily producer receipts	23,195,517	22,953,374	22,288,826	21,889,434	14,021,161	13,793,398	13,325,973	13,005,793
Change From Previous Year	4.07%	4.86%	-2.19%	-3.20%	5.22%	6.06%	8.50%	8.33%
Avg. daily Class I use	6,683,951	6,710,799	6,874,949	6,877,020	4,271,085	4,232,101	4,337,592	4,651,810
Change From Previous Year	-2.78%	-2.42%	3.03%	2.15%	-1.53%	-9.02%	0.29%	7.01%

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)	2,160.9	860.9	39.84%	\$19.55	\$17.64
Appalachian (FO 5)	515.1	331.9	64.44%	\$19.70	\$18.48
Florida (FO 6)	254.2	219.5	86.36%	\$21.70	\$20.83
Southeast (FO 7)	666.2	392.3	58.88%	\$20.10	\$18.62
Upper Midwest (FO 30)	2,938.2	323.4	11.00%	\$18.10	\$15.98
Central (FO 32)	1,533.6	422.5	27.55%	\$18.30	\$16.22
Mideast (FO 33)	1,557.7	534.2	34.29%	\$18.30	\$16.55
Pacific Northwest (FO 124)	719.1	191.3	26.60%	\$18.20	\$16.14
Southwest (FO 126)	1,141.6	369.9	32.40%	\$19.30	\$17.18
Arizona (FO 131)	434.7	121.4	27.92%	\$18.65	\$16.40

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