

# 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)

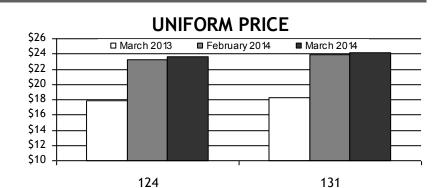
Producers delivered a total of 753.7 million pounds of milk to the market during March. Daily deliveries averaged 24.3 million pounds, up 54.6 percent from February. An estimated 585 producers delivered milk to the market during the month. Daily deliveries per producer averaged 41,563 pounds, up 16.6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



# Pool Quick Stats

| Producer Prices &       | FO       | 124      | FO 131   |          |  |
|-------------------------|----------|----------|----------|----------|--|
| Component Levels        | 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 |          | /a       |  |
| Protein                 | \$4.6044 | \$4.5172 |          | / a      |  |
| Other Solids            | \$0.4453 | \$0.4700 |          |          |  |
| Uniform Skim            | n/       | 12       | \$17.54  | \$17.69  |  |
| Uniform Butterfat       | 117      | d        | \$1.9753 | \$2.0440 |  |
| Butterfat               | 3.916%   | 3.908%   | 3.449%   | 3.442%   |  |
| Protein                 | 3.208%   | 3.220%   |          | /a       |  |
| Other Solids            | 5.731%   | 5.732%   |          | 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<br>(F0124) | Class I<br>(FO131) | Class II | Class III | Class IV | Butterfat | Protein    | Other<br>Solids | Nonfat<br>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<br>Skim | Class IV<br>Skim | Base<br>Skim | Base<br>Class I | Class I<br>(FO124) | Class I<br>(FO131) | Class II<br>Skim | Class II Non-<br>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

#### AMS COMMODITY PRICES FOR ADVANCED CLASS PRICES CALCULATION

|                 | February | March    | Change     |                 | April    | May      | Change     |
|-----------------|----------|----------|------------|-----------------|----------|----------|------------|
| Cheese          | \$2.2864 | \$2.2689 | (\$0.0175) | Cheese          | \$2.2211 | \$2.3695 | \$0.1484   |
| Butter          | \$1.8320 | \$1.8562 | \$0.0242   | Butter          | \$1.8308 | \$1.9708 | \$0.1400   |
| Nonfat Dry Milk | \$2.0783 | \$2.0897 | \$0.0114   | Nonfat Dry Milk | \$2.1007 | \$2.0040 | (\$0.0967) |
| Whey            | \$0.6314 | \$0.6554 | \$0.0240   | 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. **T** 

## **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. **T** 

#### 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/erreconomic-research-report/err163.aspx. **T** 



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## 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:

Joseph Gaynor, Director, Dairy Market News 1400 Independence Ave., SW, 0231-2977, Washington, DC 20250-0225 Phone: (202) 720-9351, Fax: (202) 720-4844 Email: DMN@ams.usda.gov

OR

Butch Speth, National Supervisor, Dairy Market News 2920 Marketplace Drive, STE 202, Fitchburg, WI 53719-5337 Phone: (608) 278-4152, Fax: (608) 278-4141 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

|   | PAC                | CIFIC NO | ORTHWE  | ST      | ARIZONA |         |         |         |  |
|---|--------------------|----------|---------|---------|---------|---------|---------|---------|--|
| PRICE & POOL DATA                         | Mar                | Feb      | Mar     | Feb     | Mar     | Feb     | Mar     | Feb     |  |
|   | 2014               | 2014     | 2013    | 2013    | 2014    | 2014    | 2013    | 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 indicat | ted in <b>bold</b> |          |         |         |         |         |         |         |  |

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

# Monthly Supplemental Statistics

| PAC         | CIFIC NO   | ORTHWE  | EST  | ARIZONA  |  |  |   |
|-------------|--|---|--|--|--|--|---|
| Feb<br>2014 | Jan<br>2014  | Feb<br>2013   | Jan<br>2013  | Feb<br>2014  | Jan<br>2014  | Feb<br>2013  | Jan<br>2013   |
|             |  |   |  |  |  |  |   |
| 21          | 24   | 25  | 25   | 7  | 7  | 7  | 7   |
| 13          | 13   | 14  | 14   | 5  | 5  | 5  | 5   |
| 3           | 6  | 6   | 6  | 1  | 1  | 1  | 1   |
| 5           | 5  | 5   | 5  | 1  | 1  | 1  | 1   |
| 5           | 5  | 5   | 5  | 0  | 0  | 0  | 0   |
| 20          | 18   | 15  | 16   | 22   | 21   | 20   | 20  |
|             |  |   |  |  |  |  |   |
| 143,547,276 | 162,032,393  | 151,492,451   | 172,390,997  | 81,425,775   | 94,306,246   | 84,655,674   | 92,707,719  |
| 6,931,370   | 7,540,405  | 6,796,487   | 7,224,925  | 0  | 0  | 0  | 0   |
| 9,762,607   | 9,948,621  | 8,479,110   | 9,869,991  | 8,442,108  | 8,815,016  | 5,878,522  | 6,636,893   |
| 160,241,253 | 179,521,419  | 166,768,048   | 189,485,913  | 89,867,883   | 103,121,262  | 90,534,196   | 99,344,612  |
|             |  |   |  |  |  |  |   |
| 68.51%      | 67.02%   | 68.07%  | 68.95%   | 0.00%  | 0.00%  | 0.00%  | 0.00%   |
| 4.33%       | 4.20%  | 4.08%   | 3.81%  | 0.00%  | 0.00%  | 0.00%  | 0.00%   |
|             | Feb   2014   21   13   3   5   20   143,547,276   6,931,370   9,762,607   160,241,253   68.51% | Feb Jan   2014 2014   21 24   13 13   3 6   5 5   20 18   143,547,276 162,032,393   6,931,370 7,540,405   9,762,607 9,948,621   160,241,253 179,521,419   68.51% 67.02% | Feb Jan Feb   2014 2014 2013   21 24 25   13 13 14   3 6 6   5 5 5   20 18 15   143,547,276 162,032,393 151,492,451   6,931,370 7,540,405 6,796,487   9,762,607 9,948,621 8,479,110   160,241,253 179,521,419 166,768,048   68.51% 67.02% 68.07% | 2014 2014 2013 2013   21 24 25 25   13 13 14 14   3 6 6 6   5 5 5 5   20 18 15 172,390,997   6,931,370 7,540,405 6,796,487 7,224,925   9,762,607 9,948,621 8,479,110 9,869,991   160,241,253 179,521,419 166,768,048 189,485,913   68.51% 67.02% 68.07% 68.95% | Feb Jan Feb Jan Feb 2013 Jan Feb   2014 2013 2013 2013 2014 2014   21 24 25 25 7   13 13 14 14 5   3 6 6 6 1   5 5 5 1 5   5 5 5 0 22   20 18 15 16 22   143,547,276 162,032,393 151,492,451 172,390,997 81,425,775   6,931,370 7,540,405 6,796,487 7,224,925 0   9,762,607 9,948,621 8,479,110 9,869,991 8,442,108   160,241,253 179,521,419 166,768,048 189,485,913 89,867,883   68.51% 67.02% 68.07% 68.95% 0.00% | Feb Jan Feb Jan Feb Jan Z013 Z014 Z014 Z014   21 24 25 25 7 7   13 13 14 14 5 5   3 6 6 6 1 1   5 5 5 1 1 1   5 5 5 0 0 0   20 18 15 16 22 21   143,547,276 162,032,393 151,492,451 172,390,997 81,425,775 94,306,246   6,931,370 7,540,405 6,796,487 7,224,925 0 0 0   9,762,607 9,948,621 8,479,110 9,869,991 8,442,108 8,815,016   160,241,253 179,521,419 166,768,048 189,485,913 89,867,883 103,121,262   68.51% 67.02% 68.07% 68.95% 0.00% 0.00% | FebJanFebJanFebJanFebJanFeb2014201420132013201420142013212425257771313141455536661115555111555500020181516222120143,547,276162,032,393151,492,451172,390,99781,425,77594,306,24684,655,6746,931,3707,540,4056,796,4877,224,92500009,762,6079,948,6218,479,1109,869,9918,442,1088,815,0165,878,522160,241,253179,521,419166,768,048189,485,91380,867,883103,121,26290,534,19668.51%67.02%68.07%68.95%0.00%0.00%0.00% |

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

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# Monthly Statistical Summary

|                                  | PA          | CIFIC NO    | ORTHWE      | ST          | ARIZONA     |             |             |             |  |
|----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
| RECEIPTS & UTILIZATION           | Mar         | Feb         | Mar         | Feb         | Mar         | Feb         | Mar         | Feb         |  |
| RECEIPTS & OTHEIZATION           | 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 dispostions 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 |  |

|                              | ΡΑ          |             | DRTHWE      | ST          | ARIZONA     |             |             |             |  |  |
|------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
| CLASSIFICATION OF            | Mar         | Feb         | Mar         | Feb         | Mar         | Feb         | Mar         | Feb         |  |  |
| RECEIPTS                     | 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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### **Contact Information**

### FEDERAL ORDER STATISTICS FOR MARCH

| Bothell Office<br>1930 220th Street SE, Suite 102          | Federal Order Name<br>(Number) | Producer<br>Deliveries | Class I<br>Receipts | Class I<br>Utilization | Class I<br>Price | Uniform<br>Price |
|--|--------------------------------|------------------------|---------------------|------------------------|------------------|------------------|
| Bothell, Washington 98021<br>Phone: (425) 487-6009         |                                | - million              | pounds -            |                        | - per cwt (a     | t location) -    |
| Fax: (425) 487-2775  | Northeast (FO 1)               | 2,194.9                | 781.4               | 35.60%                 | \$26.89          | \$24.97          |
| E-mail:<br>fmmaseattle@fmmaseattle.com                     | 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          |
| Phoenix Office   | Southeast (FO 7)               | 493.2                  | 328.5               | 66.61%                 | \$27.44          | \$26.56          |
| 4835 E Cactus Road, Suite 365<br>Scottsdale, Arizona 85254 | Upper Midwest (FO 30)          | 2,811.8                | 303.9               | 10.81%                 | \$25.44          | \$23.52          |
| Phone: (602) 547-2909                                      | Central (FO 32)                | 1,356.4                | 402.3               | 29.66%                 | \$25.64          | \$23.68          |
| Fax: (602) 547-2906<br>E-mail: ma@fmma.net                 | Mideast (FO 33)                | 1,448.2                | 528.8               | 36.52%                 | \$25.64          | \$23.95          |
| E mait. ma@mma.net   | Pacific Northwest (FO 124)     | 753.7                  | 170.2               | 22.58%                 | \$25.54          | \$23.68          |
| Visit the MA website                                       | Southwest (FO 126)             | 1,265.6                | 359.6               | 28.41%                 | \$26.64          | \$24.52          |
| www.fmmaseattle.com  | 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.