The Market Administrator's Report

Facilitating the Efficient Marketing of Milk

Pacific Northwest and Arizona Marketing Areas

William A. Wise, Market Administrator

Volume 38, No. 10 | October 2012 | Data for September 2012

MARKET SUMMARIES FOR SEPTEMBER

Pacific Northwest (FO 124)

Producers delivered a total of 424.6 million pounds of milk to the market during September. Daily deliveries averaged 14.2 million pounds, up 4.7 percent from August. An estimated 451 producers delivered milk to the market during the month. Daily deliveries per producer averaged 31,382 pounds, up 1.9 percent from August.

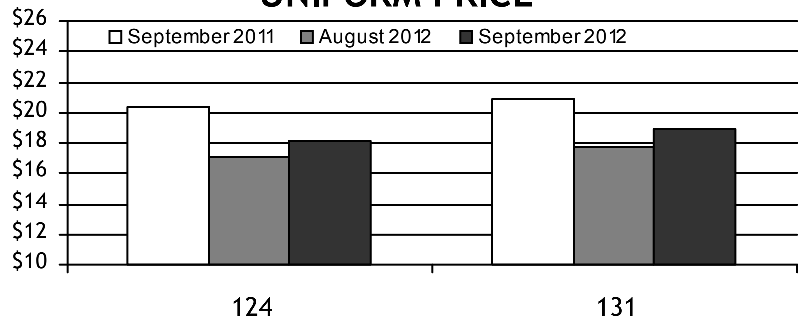
Class I producer milk during September totaled 172.7 million pounds, 40.7 percent of total producer receipts. Daily usage averaged 5.8 million pounds, down 1.9 percent from August.

Arizona (FO 131)

Producers delivered a total of 314.8 million pounds of milk to the market during September. Daily deliveries averaged 10.5 million pounds, up 0.3 percent from August. An estimated 95 producers delivered milk to the market during the month. Daily deliveries per producer averaged 110,453 pounds, up 0.3 percent from August.

Class I producer milk during September totaled 117.0 million pounds, 37.2 percent of total producer receipts. Daily usage averaged 3.9 million pounds, down 0.4 percent from August.

UNIFORM PRICE



Pool Quick Stats

Producer Prices & Component Levels	FO 124 Aug	FO 124 Sep	FO 131 Aug	FO 131 Sep
Uniform Price (at 3.5%)	$17.13	18.17	$17.69	$18.94
Uniform Price (at test)	*$17.67*	*$19.18*	*$17.77*	*$19.03*
PPD	($0.60)	($0.83)		
Butterfat	$1.8339	$2.0047	n/a	
Protein	$3.1211	$3.2521		
Other Solids	$0.3462	$0.3971		
Uniform Skim	n/a		$11.80	$12.45
Uniform Butterfat			$1.8022	$1.9781
Butterfat	3.676%	3.759%	3.542%	3.549%
Protein	3.056%	3.139%	n/a	
Other Solids	5.755%	5.721%		

HIGHLIGHTS THIS ISSUE

- ✓ Agricultural Statistics Timeline, Part V: Era of Expanding Horizons
- ✓ Expiration of Dairy Forward Pricing Program
- ✓ America's Farm Co-ops Set Records

Federal Order Price Summaries

FINAL CLASS PRICES

The September 2012 Final Class Prices were calculated using AMS commodity price surveys from September 1, 8, 12, 22, and 29, 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
Aug 2012	$18.45	$18.90	$15.64	$17.73	$15.76	$1.8339	$3.1211	$0.3462	$1.0756
Sep 2012	$19.49	$19.94	$17.04	$19.00	$17.41	$2.0047	$3.2521	$0.3971	$1.1969
Change	$1.04	$1.04	$1.40	$1.27	$1.65	$0.1708	$0.1310	$0.0509	$0.1213

ADVANCED CLASS I PRICE

The November 2012 Advanced Price was calculated using AMS commodity price surveys from October 6 and 13, 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 Nonfat Solids
Oct 2012	$2.0008	$12.31	$10.72	$12.31	$18.88	$20.78	$21.23	$11.42	$1.2689
Nov 2012	$2.1171	$13.77	$11.43	$13.77	$20.70	$22.60	$23.05	$12.13	$1.3478
Change	$0.1163	$1.46	$0.71	$1.46	$1.82	$1.82	$1.82	$0.71	$0.0789

Commodity Price Summaries

AMS COMMODITY PRICES FOR FINAL CLASS PRICES CALCULATION

	August	September	Change
Cheese	$1.7682	$1.8647	$0.0965
Butter	$1.6859	$1.8269	$0.1410
Nonfat Dry Milk	$1.2543	$1.3768	$0.1225
Whey	$0.5352	$0.5846	$0.0494

AMS COMMODITY PRICES FOR ADVANCED CLASS PRICES CALCULATION

	October	November	Change
Cheese	$1.8542	$2.0186	$0.1644
Butter	$1.8237	$1.9197	$0.0960
Nonfat Dry Milk	$1.3708	$1.4503	$0.0795
Whey	$0.5804	$0.6130	$0.0326

CURRENT COMMODITY PRICES

The AMS survey of cheddar cheese prices showed a net increase in price received for 40-pound blocks and an increase for 500-pound barrels. The survey of 40-pound blocks showed a net increase of 18.09 cents between the September 15 and the October 13 surveys, to $2.0324 per pound. The survey of 500-pound barrels (adjusted to 38% moisture) showed an increase of 21.61 cents to $2.0354 per pound.

The AMS butter price showed a net increase of 7.36 cents between the weeks ending September 15 and October 13 from $1.8579 per pound to $1.9315 per pound. The AMS nonfat dry milk showed an increase of 7.81 cents since mid-September to $1.4587 per pound. The average price for AMS whey showed an increase of 3.00 cents since mid-September to $0.6152 per pound.

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

Agricultural Statistics: A Historical Timeline

Continuing advances in research and technology lead to new ways of collecting data and providing customer service. Responsibility for the Census of Agriculture shifts from the Census Bureau to the renamed National Agricultural Statistics Service (NASS). The agency also broadens its scope to include collection of environmental and demographic data. The below is excerpted from the Timeline.

Year *Population & Farm Count*	**Part V: Era of Expanding Horizons**
1981 Pop: 226,542,199 Farms: 2,257,775	The Statistical Reporting Service signs a cooperative agreement with the University of California at Berkeley to develop and test software for conducting computer-assisted telephone interviewing (CATI). The goal of CATI is to increase data quality, reduce non-sampling errors and decrease the resources necessary to conduct surveys. Computer-assisted telephone interviews begin in California in 1982.
1984-1986 Pop: 226,542,199 Farms: 2,240,976	Landsat 5 is launched into orbit, becoming the workhorse for satellite imagery for the next 25 years. The Confidentiality of Information statute (USC Sec. 2276) is enacted. This statute specifies that only summary-level data, which will not allow identification of any individual or organization, may be released. The Statistical Reporting Service is renamed the National Agricultural Statistics Service (NASS) and the name of the Crop Reporting Board is formally changed to the Agricultural Statistics Board (ASB).
1988-1991 Pop: 248,709,873 Farms: 2,087,759	NASS begins a small demonstration project with computer-assisted personal interviewing (CAPI). Enumerators use laptops to collect data during face-to-face interviews. NASS responds to the growing interest in environmental statistics related to agriculture by conducting the Chemical Usage on Farms Survey. This is the first stand-alone survey devoted to environmental issues.
1995 Pop: 248,709,873 Farms: 1,925,300	NASS implements the Interactive Data Analysis System (IDAS). This is the first LAN (Local-area-network)-based, interactive analysis tool developed by the agency; it becomes the workhorse for reviewing all survey data. The agency creates a Web Site, and all reports are available within five minutes of the release time.
2000-2007 Pop: 281,422,426 Farms: 2,215,876	NASS publishes biotechnology variety statistics for corn, soybeans and cotton for the first time in the June 2000 *Acreage* report. The first test of electronic data reporting (EDR) begins with the *Cotton Ginnings* report. By 2004, the agency develops a high-functioning EDR software system for all surveys. NASS uses EDR in Census of Agriculture data collection for the first time in 2007.
2008-2009 Pop: 281,422,426 Farms: 2,204,792	NASS publishes statistics on organic agriculture for the first time. NASS researches computer-assisted personal interviewing for the third time. This time the research uses the Apple iPad, which proves to be lighter and more cost effective in field interviews.
2010-2011 Pop: 308,745,538 Farms: 2,204,792	CropScape, a geospatial Web portal is released, allowing interactive browsing and querying of the national Cropland Data Layer. The NASS National Operations Center (NOC) opens. Housed in St. Louis, NOC serves as the agency's primary data collection center.

Source: USDA's National Agricultural Statistics Service. View the full Timeline at www.nass.usda.gov/About_NASS/Timeline/

Industry News

USDA ANNOUNCES NATIONAL DAIRY BOARD APPOINTMENTS

On October 10, 2012, Agriculture Secretary Tom Vilsack announced the appointment of 12 members to the National Dairy Promotion and Research Board. All appointees' terms will begin November 1 and end October 31, 2015.

Newly appointed members are: Lawrence A. Hancock, Texas; Lanette M. Harsdorf, Wisconsin; Edward J. Jasurda, Wisconsin; David Veenhouwer, Idaho; and Marilyn K. Hershey, Pennsylvania.

Reappointed to serve second terms were: George Marsh, Oregon; Ray S. Prock, Jr., California; Arlene J. Vander Eyk, California; Paul A. Fritsche, Minnesota; Mark E. Erdman, Illinois; Susan D.K. Troyer, Indiana; and Ronald R. McCormick, New York.

The board was established under the Dairy Production Stabilization Act of 1983, as amended, to develop and administer a coordinated program of promotion, research and nutrition education. The 38-member board is authorized to design programs that strengthen the dairy industry's position in the marketplace.

The Secretary selected the appointees from nominations submitted by eligible producer organizations, general farm organizations, and qualified dairy products promotion, research or nutrition education programs.

Research and promotion programs are industry-funded, authorized by Congress, and date back to 1966, when Congress passed the Cotton Research and Promotion Act. Since then, Congress has authorized the establishment of 20 research and promotion boards. They empower farmers and ranchers 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.

EXPIRATION OF DAIRY FORWARD PRICING PROGRAM

The Market Administrator mailed the following letter to interested parties on October 1, 2012:

Many programs and policies of the U.S. Department of Agriculture (USDA) were authorized under the Food, Conservation and Energy Act of 2008 ("2008 Farm Bill") through September 30, 2012. Beginning October 1, 2012, the authority or funding provided under the 2008 Farm Bill for USDA to operate a number of these programs, including the Dairy Forward Pricing Program expired. As of October 1, 2012, Congress has not passed a 2012 Food, Farm and Jobs Act or other legislation extending the authority for USDA to carry out this program, and USDA cannot make new commitments to the program.

Therefore, proprietary handlers establishing **new** forward contracts on or after October 1, 2012, will not be exempt from paying minimum Federal order prices. Previously established contracts that extend through September 30, 2015, are not impacted.

If you have any questions concerning this notice, please contact John Mykrantz at 425-487-6009 or via email at: jmykrantz@fmmaseattle.com.

2011 CERTIFIED ORGANIC PRODUCTION SURVEY

USDA's National Agricultural Statistics Service released the results of the 2011 Certified Organic Production Survey (COPS) in October 2012. COPS includes all known farm operators who produce certified organic crops and/or livestock. The survey was conducted in all 50 states.

The survey provides acreage, production, and sales data for a variety of certified organic crops and inventory and sales data for selected certified organic livestock commodities. In addition, data for land in farms, participation in federal farm programs, and marketing practices on certified organic farms are included.

The survey is available at www.nass.usda.gov.

Industry News

SECRETARY VILSACK ANNOUNCES THAT AMERICA'S FARM CO-OPS SET RECORDS

On October 2, 2012, Agriculture Secretary Tom Vilsack announced that farmer, rancher and fishery cooperatives posted record sales and income in 2011, surpassing the previous record sales year of 2008 by $10 billion while besting the old income record by $500 million. Dallas Tonsager, under secretary for Rural Development, made the announcement on the Secretary's behalf, kicking-off National Cooperative Month.

Net income before taxes for all agricultural co-ops was a record $5.4 billion, eclipsing the previous high of $4.9 billion, set in 2008. Net income was up more than 25 percent, or $1 billion, from 2010. The year also saw double-digit increases in prices for dairy products, cotton, livestock and grains and oilseeds. Farm production expenses also increased by double-digits in 2011, with feed, fertilizer and fuel prices leading the upward trend. The 2,285 surveyed cooperatives had sales of $213 billion, exceeding 2010 sales by more than $40 billion.

USDA's annual list of the nation's 100 largest agricultural cooperatives, also released on October 2, 2012, shows that they also had record sales and income in 2011. The 100 largest ag co-ops reported revenue of $148 billion in 2011, an increase of almost 30 percent over 2010, when revenue totaled $113 billion. Net income for the 100 top co-ops was $3.17 billion, up from $2.35 billion in 2010. The previous top 100 co-op records were $130 billion for sales and $2.42 billion for income, both marks set in 2008.

INTERNATIONAL DAIRY MARKET NEWS

The following is an excerpt from the most recent overview of International Dairy Market News, issued October 12, 2012. The full text, as well as historical publications are posted on the Market News Section for Milk and Other Dairy Products on AMS's website, www.ams.usda.gov.

Western European milk production levels are trending seasonally lower. According to trade sources, milk output is lower versus a year ago in Germany, France, Netherlands and Ireland. Recent wet weather conditions have a lingering effect on pasturing and cropping. Cost of production issues are a concern with farm milk pricing steady to incrementally higher. Butter exports are light and moving best to established accounts. There is butter coming out of the PSA program to supplement supplies. SMP and WMP prices are slightly lower with uneven demand into a competitive world market situation. Interest in dry whey is light to fair with current pricing levels stimulating demand. Eastern Europe milk production trends are moving lower and approaching the low point of the production cycle. The effects of weather are currently having minimal impact on milk production across the region. Dairy product production cycles are tending to be at seasonal low levels and stocks of finished dairy products are light.

Milk production in New Zealand is at or very near peak levels in many regions. Milk producers and handlers are indicating that a strong finish to the previous season, good cow conditioning, and a favorable start to the current season are all contributing factors to a positive season thus far. The Australian milk production season is well underway and will peak in about three weeks. Australian producers and handlers are continuing to project a positive season with most anticipating a 1 - 2% increase over two years ago with some reaching to the 3% level. Milk volumes are clearing to all manufacturing facilities, thus there is basically no tilt for milk volumes at this time, although butterfat products are reported to be in the tightest position. Traders and handlers do indicate that they continue to receive new inquiries from potential buyers, but often are not able to fulfill the inquiry. Buttermilk and whole milk powder prices were firmer with all other traded product prices easing. Although overall product prices for skim milk powder were lower, U.S. sourced skim milk powder, for November delivery, was 6.4% higher at $3,707 per MT.

Source: Dairy Market News, Volume 79, Report 41, published for the Week of October 8-12. USDA Agricultural Marketing Service, Dairy Programs.

Monthly Selected Statistics

PRICE & POOL DATA	PACIFIC NORTHWEST Sep 2012	Aug 2012	Sep 2011	Aug 2011	ARIZONA Sep 2012	Aug 2012	Sep 2011	Aug 2011
Minimum Class Prices (3.5% B.F.)								
Class I Milk ($/cwt)	$19.49	$18.45	$23.68	$23.33	$19.94	$18.90	$24.13	$23.78
Class II Milk ($/cwt)	17.04	15.64	20.55	21.55	17.04	15.64	20.55	21.55
Class III Milk ($/cwt)	19.00	17.73	19.07	21.67	19.00	17.73	19.07	21.67
Class IV Milk ($/cwt)	17.41	15.76	19.53	20.14	17.41	15.76	19.53	20.14
Producer Prices								
Producer Price Differential ($/cwt)	($0.83)	($0.60)	$1.33	($0.01)	+	+	+	+
Butterfat ($/pound)	2.0047	1.8339	2.2005	2.2985	+	+	+	+
Protein ($/pound)	3.2521	3.1211	3.0282	3.8305	+	+	+	+
Other Solids ($/pound)	0.3971	0.3462	0.4053	0.3811	+	+	+	+
Uniform Skim Price ($/cwt)	+	+	+	+	$12.45	$11.80	$13.63	$14.55
Uniform Butterfat Price ($/pound)	+	+	+	+	1.9781	1.8022	2.2273	2.2961
Statistical Uniform Price ($/cwt)	$18.17	$17.13	$20.40	$21.66	$18.94	$17.69	$20.95	$22.08
Producer Data								
Number of Producers	***451***	439	629	619	***95***	95	99	101
Avg. Daily Production (pounds)	***31,382***	30,797	36,636	34,626	***110,453***	110,098	115,150	112,172
Producer Milk Ratios								
Class I	40.66%	43.41%	27.30%	27.75%	37.17%	37.46%	32.96%	34.75%
Class II	11.40%	11.13%	6.27%	7.34%	10.49%	10.47%	9.84%	9.91%
Class III	11.00%	8.54%	41.44%	35.38%	29.98%	30.39%	32.01%	31.28%
Class IV	36.94%	36.92%	24.99%	29.53%	22.36%	21.68%	25.19%	24.06%

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

Monthly Supplemental Statistics

SUPPLEMENTAL DATA	PACIFIC NORTHWEST Aug 2012	Jul 2012	Aug 2011	Jul 2011	ARIZONA Aug 2012	Jul 2012	Aug 2011	Jul 2011
Number of Handlers								
Pool Handlers	*22*	*22*	*25*	*26*	*7*	*7*	*7*	*7*
Distributing Plants	*14*	*14*	*14*	*14*	*5*	*5*	*5*	*5*
Supply Plants 1/	*3*	*3*	*6*	*7*	*1*	*1*	*1*	*1*
Cooperatives	*5*	*5*	*5*	*5*	*1*	*1*	*1*	*1*
Producer-Handlers	*5*	*5*	*5*	*5*	*0*	*0*	*0*	*0*
Other Plants w/ Class I Use	*17*	*17*	*19*	*19*	*22*	*22*	*22*	*22*
Class I Route Disposition In Area								
By Pool Plants	162,873,101	157,727,150	163,850,298	159,430,875	91,718,855	84,066,829	95,542,328	87,589,383
By Producer-Handlers	7,199,288	7,193,650	7,221,545	6,877,632	0	0	0	0
By Other Plants	***10,080,117***	8,242,271	7,544,844	7,816,026	***6,104,716***	5,368,626	5,402,359	5,392,425
Total	180,152,506	173,163,071	178,616,687	174,124,533	97,823,571	89,435,455	100,944,687	92,981,808
Producer-Handler Data								
% Class I Use	69.33%	67.77%	60.36%	58.57%	0.00%	0.00%	0.00%	0.00%
% of Total In-Area Route Dispositions	4.00%	4.15%	4.04%	3.95%	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 Sep 2012	Aug 2012	Sep 2011	Aug 2011	ARIZONA Sep 2012	Aug 2012	Sep 2011	Aug 2011
Receipts of Milk								
Total Producer Milk	424,598,340	419,110,738	691,326,061	664,432,043	314,790,055	324,239,752	341,996,832	351,209,084
Receipts From Other Sources	9,217,463	14,853,908	16,074,711	15,926,918	3,752,396	5,607,295	3,649,391	8,571,614
Opening Inventory	27,366,098	29,927,478	33,371,339	38,444,483	22,360,123	18,713,563	23,242,025	22,058,811
Total To Be Accounted For	**461,181,901**	**463,892,124**	**740,772,111**	**718,803,444**	**340,902,574**	**348,560,610**	**368,888,248**	**381,839,509**
Utilization of Receipts								
Whole milk	31,077,753	33,697,003	32,866,760	33,748,996	23,127,680	24,226,233	23,258,077	24,776,523
Flavored milk & drinks	12,967,851	8,734,174	13,210,418	7,852,660	5,585,969	5,881,346	5,911,052	5,523,979
2% milk	65,206,725	69,070,155	68,607,026	68,958,569	32,138,352	33,306,381	32,966,423	34,865,043
1% milk	26,134,162	25,439,631	27,385,455	25,276,693	15,938,133	16,587,546	16,500,309	17,237,247
Skim milk	24,020,930	24,413,679	26,273,447	26,508,348	10,985,123	11,340,998	12,117,040	12,752,694
Buttermilk	1,380,496	1,518,459	1,371,105	1,505,032	349,972	376,351	374,002	386,842
Class I dispostions in area	160,787,917	162,873,101	169,714,211	163,850,298	88,125,229	91,718,855	91,126,903	95,542,328
Class I dispositions out of area	13,290,598	15,297,729	15,631,121	16,610,874	23,894,285	25,674,544	24,055,384	25,855,488
Other Class I usage	17,558,375	20,302,382	19,329,312	17,396,929	20,297,533	17,608,628	9,997,666	12,403,427
Utilization by Class								
Total Class I Use	191,636,890	198,473,212	204,674,644	197,858,101	132,317,047	135,002,027	125,179,953	133,801,243
Total Class II Use	52,622,891	59,614,437	50,726,153	58,912,237	33,709,885	34,548,281	34,652,291	36,639,657
Total Class III Use	46,689,460	35,803,292	288,679,150	235,158,552	95,740,030	101,313,440	110,966,432	111,345,206
Total Class IV Use	170,232,660	170,001,183	196,692,164	226,874,554	79,135,612	77,696,862	98,089,572	100,053,403
Total Accounted For	**461,181,901**	**463,892,124**	**740,772,111**	**718,803,444**	**340,902,574**	**348,560,610**	**368,888,248**	**381,839,509**

CLASSIFICATION OF RECEIPTS	PACIFIC NORTHWEST Sep 2012	Aug 2012	Sep 2011	Aug 2011	ARIZONA Sep 2012	Aug 2012	Sep 2011	Aug 2011
Producer milk								
Class I	172,655,387	181,943,025	188,716,746	184,383,391	117,009,277	121,449,833	112,735,602	122,060,834
Class II	48,387,194	46,647,031	43,377,718	48,763,420	33,024,037	33,948,364	33,640,434	34,815,018
Class III	46,689,460	35,788,304	286,451,552	235,062,598	94,359,125	98,521,227	109,484,164	109,856,422
Class IV	156,866,299	154,732,378	172,780,045	196,222,634	70,397,616	70,320,328	86,136,632	84,476,810
Other receipts								
Class I	18,981,503	16,530,187	15,957,898	13,474,710	15,307,770	13,552,194	12,444,351	11,740,409
Class II	4,235,697	12,967,406	7,348,435	10,148,817	1/	1/	1/	1/
Class III	0	14,988	2,227,598	95,954	1/	1/	1/	1/
Class IV	13,366,361	15,268,805	23,912,119	30,651,920	10,804,749	10,768,664	14,447,065	18,890,016
Avg. daily producer receipts	14,153,278	13,519,701	23,044,202	21,433,292	10,493,002	10,459,347	11,399,894	11,329,325
Change From Previous Year	-38.58%	-36.92%	5.18%	-2.64%	-7.96%	-7.68%	6.28%	9.30%
Avg. daily Class I use	6,387,896	6,402,362	6,822,488	6,382,519	4,410,568	4,354,904	4,172,665	4,316,169
Change From Previous Year	-6.37%	0.31%	-0.38%	1.96%	5.70%	0.90%	-3.82%	3.55%

1/ Restricted - Included with Class IV.

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www.fmmaseattle.com

FEDERAL ORDER STATISTICS FOR SEPTEMBER

Federal Order Name (Number)	Producer Deliveries	Class I Receipts	Class I Utilization	Class I Price	Uniform Price
	- million pounds -			*- per cwt (at location) -*	
Northeast (FO 1)	1,953.0	795.0	40.71%	$20.84	$19.45
Appalachian (FO 5)	450.7	312.9	69.44%	$20.99	$20.32
Florida (FO 6)	223.9	190.5	85.12%	$22.99	$22.40
Southeast (FO 7)	513.1	358.5	69.86%	$21.39	$20.87
Upper Midwest (FO 30)	2,072.4	312.1	15.06%	$19.39	$18.86
Central (FO 32)	821.2	391.6	47.68%	$19.59	$18.37
Mideast (FO 33)	1,189.8	481.8	40.43%	$19.59	$18.53
Pacific Northwest (FO 124)	424.6	172.7	40.66%	$19.49	$18.17
Southwest (FO 126)	524.9	354.1	67.45%	$20.59	$19.38
Arizona (FO 131)	314.8	117.0	37.17%	$19.94	$18.94

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