

The Market Administrator's Report

Facilitating the Efficient Marketing of Milk

Pacific Northwest and Arizona Marketing Areas

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December 2012

Data for November 2012

MARKET SUMMARIES FOR NOVEMBER

Pacific Northwest (FO 124)

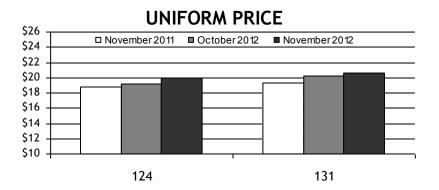
Producers delivered a total of 415.0 million pounds of milk to the market during November. Daily deliveries averaged 13.8 million pounds, up 1.7 percent from October. An estimated 450 producers delivered milk to the market during the month. Daily deliveries per producer averaged 30,739 pounds, up 1.7 percent from October.

Class I producer milk during November totaled 187.2 million pounds, 45.1 percent of total producer receipts. Daily usage averaged 6.2 million pounds, up 0.5 percent from October.

Arizona (FO 131)

Producers delivered a total of 350.3 million pounds of milk to the market during November. Daily deliveries averaged 11.7 million pounds, up 5.6 percent from October. An estimated 98 producers delivered milk to the market during the month. Daily deliveries per producer averaged 119,139 pounds, up 5.6 percent from October.

Class I producer milk during November totaled 119.8 million pounds, 34.2 percent of total producer receipts. Daily usage averaged 4.0 million pounds, up 0.6 percent from October.



Pool Quick Stats

Producer Prices &	FO	124	FO	131	
Component Levels	Oct	Nov	Oct	Nov	
Uniform Price (at 3.5%)	19.18	19.98	\$20.23	\$20.67	
Uniform Price (at test)	\$20.87	\$21.71	\$20.42	\$20.93	
PPD	(\$1.84)	(\$0.85)			
Butterfat	\$2.1136	\$2.0218	,	/ >	
Protein	\$3.7278	\$3.7172	n/a		
Other Solids	\$0.4340	\$0.4624			
Uniform Skim	n,	/ >	\$13.35	\$14.00	
Uniform Butterfat	117	α	\$2.0987	\$2.0451	
Butterfat	3.870%	3.915%	3.598%	3.639%	
Protein	3.233%	3.230%	n	/a	
Other Solids	5.710%	5.707%	"	a	

HIGHLIGHTS THIS ISSUE

- ✓ Analysis of Component Levels
- √ Waiver of Administrative Assessment
- ✓ Analysis of Hauling Charges

Federal Order Price Summaries

FINAL CLASS PRICES

The November 2012 Final Class Prices were calculated using AMS commodity price surveys from November 3, 10, 17, 24, and December 1, 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
Oct 2012	\$20.78	\$21.23	\$18.44	\$21.02	\$18.54	\$2.1136	\$3.7278	\$0.4340	\$1.2828
Nov 2012	\$22.60	\$23.05	\$18.81	\$20.83	\$18.66	\$2.0218	\$3.7172	\$0.4624	\$1.3330
Change	\$1.82	\$1.82	\$0.37	(\$0.19)	\$0.12	(\$0.0918)	(\$0.0106)	\$0.0284	\$0.0502

ADVANCED CLASS I PRICE

The January 2013 Advanced Price was calculated using AMS commodity price surveys from December 8 and 15, 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
Dec 2012	\$2.0763	\$14.63	\$11.97	\$14.63	\$21.39	\$23.29	\$23.74	\$12.67	\$1.4078
Jan 2013	\$1.7452	\$13.33	\$12.26	\$13.33	\$18.97	\$20.87	\$21.32	\$12.96	\$1.4400
Change	(\$0.3311)	(\$1.30)	\$0.29	(\$1.30)	(\$2.42)	(\$2.42)	(\$2.42)	\$0.29	\$0.0322

Commodity Price Summaries

AMS COMMODITY PRICES FOR FINAL CLASS PRICES CALCULATION

AMS COMMODITY PRICES FOR ADVANCED CLASS PRICES CALCULATION

	October	November	Change		December	January	Change
Cheese	\$2.0479	\$2.0146	(\$0.0333)	Cheese	\$2.0717	\$1.8250	(\$0.2467)
Butter	\$1.9168	\$1.8410	(\$0.0758)	Butter	\$1.8860	\$1.6126	(\$0.2734)
Nonfat Dry Milk	\$1.4636	\$1.5143	\$0.0507	Nonfat Dry Milk	\$1.5112	\$1.5442	\$0.0330
Whey	\$0.6205	\$0.6480	\$0.0275	Whey	\$0.6450	\$0.6588	\$0.0138

CURRENT COMMODITY PRICES

The AMS survey of cheddar cheese prices showed a decrease in price received for 40-pound blocks and for 500pound barrels. The survey of 40-pound blocks showed a decrease of 24.16 cents between the November 17 and the December 15 surveys, to \$1.8141 per pound. The survey of 500-pound barrels (adjusted to 38% moisture) showed a decrease of 27.45 cents to \$1.7546 per pound.

The AMS butter price showed a decrease of 28.28 cents between the weeks ending November 17 and December 15 from \$1.8772 per pound to \$1.5944 per pound. The AMS nonfat dry milk showed an increase of 2.91 cents since mid-November to \$1.5456 per pound. The average price for AMS whey showed a net increase of 0.64 cents since mid-November to \$0.6541 per pound.

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



Market Administrator Updates

ANALYSIS OF COMPONENT LEVELS IN INDIVIDUAL HERD MILK AT THE FARM LEVEL

The Market Administrator's Office recently released a study of component levels of milk pooled on the Pacific Northwest and Arizona Orders. A copy of the full study can be found on the Market Administrator's web site at: http://www.fmmaseattle.com/statistics/componentanalysis11.pdf. A summary of the major findings can be found below.

Abstract

Component levels in producer milk pooled on the Pacific Northwest (FO 124) and Arizona (FO 131) Federal Milk Marketing Orders were analyzed for 2011 to determine average levels, regional and seasonal variation, and, when possible, the statistical relationship between components. Handlers regulated under the Pacific Northwest Order report butterfat, protein, and other solids. Handlers regulated under the Arizona Order report butterfat only. For 2011, a monthly average total of 709 producers were pooled on the Pacific Northwest and Arizona Orders. During 2011, these producers delivered 12.5 billion pounds to the two markets. The milk shed of the two Federal orders includes Arizona, California, Idaho, Oregon, Texas, Utah, and Washington.

Major findings of this study include:

- 1. The 2011 average component levels for the Pacific Northwest Order were 3.77% butterfat, 3.17% true protein, and 5.73% other solids. The 2011 average butterfat level for the Arizona Order was 3.55%.
- 2. In both orders, butterfat levels decrease during the summer months and increase in the late fall and winter. In the Pacific Northwest Order, protein showed similar seasonality as butterfat.
- 3. Although the volume of producer milk, number of producers, and average milk production per producer varies greatly between geographic regions, there are relatively small differences in aggregate component levels between geographic regions within the milk sheds of the two orders.
- 4. The Pacific Northwest Order's linear regression in 2011 for protein is PRO% = 1.559 + 0.414 * BF%, with an R-squared of 0.65.
- 5. The Pacific Northwest Order's regressions for estimating other solids using butterfat have a very poor correlation, having an R-squared of 0.17. The monthly regressions show a negative relationship; other solids levels appear to be independent of butterfat levels.
- 6. Long term observations indicate a trend of increased butterfat and protein levels on the Pacific Northwest Order for the 2000-2011 time period. Other solids levels have remained steady. On the Arizona Order, the butterfat level has steadily decreased over the same time period.

WAIVER OF ADMINISTRATIVE ASSESSMENT

On November 29, 2012, the Market Administrator announced that the 3.5-cent per hundredweight administrative assessment currently applicable to the Pacific Northwest (FO 124) and Arizona (FO 131) federal milk orders will be waived for the months of November and December 2012. Statements issued for those months will not contain an administrative assessment charge.

The 4-cent per hundredweight deduction for marketing services under each of the above-named orders will continue to be deducted. This deduction, which is applicable to deliveries by producers who are not members of a qualified cooperative association performing marketing services, is to be withheld from producers in making payments for milk delivered during the month.

Industry News

OUTLOOK FOR U.S. AGRICULTURAL TRADE

Fiscal 2013 agricultural exports are forecast at a record \$145 billion, up \$1.5 billion from the August forecast and \$9.2 billion above fiscal 2012 exports. Grain and feed exports are forecast down \$1.9 billion mostly due to lower corn exports. Oilseed exports are up \$3.3 billion on much higher volumes and record prices. Cotton exports are forecast down \$200 million in part due to reduced Chinese demand. Horticultural exports are unchanged at a record \$32 billion. The forecast for livestock, poultry and dairy is down \$100 million on lower poultry, beef, and cattle exports.

U.S. imports are projected at a record \$115 billion in fiscal 2013, up 11 percent from 2012's imports of \$103.4 billion, but down \$2 billion from the August forecast for 2013. The reduced forecast for 2013 is largely due to significantly lower prices for tropical oils, processed fruits and vegetables, sugar, coffee, rubber, and cocoa.

Source: USDA. Economic Research Service and Foreign Agricultural Service. Available at www.ers.usda.gov.

WORLD AGRICULTURAL SUPPLY AND DEMAND ESTIMATES

According to the December 11, 2012, release of the World Agricultural Supply and Demand Estimates, the 2012 and 2013 milk production forecasts are unchanged from last month. Cheese prices are forecast lower in 2012 on current weakness but the forecast is raised for 2013 as demand is expected to improve. Butter prices for both 2012 and 2013 are lowered as demand is expected to remain relatively weak. Nonfat dry milk and whey prices are raised for 2012 and 2013. The 2012 all milk price is unchanged from last month at \$18.50 to \$18.60 per cwt, but the range of the 2013 price is tightened to \$19.15 to \$19.95 per cwt.

Source: World Agricultural Outlook Board. WASDE-513.

ANALYSIS OF HAULING CHARGES AND PRODUCER MILK BY LOCATION AND SIZE RANGE OF PRODUCTION

The Market Administrator's Office recently released a study of hauling charges of milk pooled on the Pacific Northwest Order. Major findings are listed below, and the table on page 5 shows hauling rates by state and county. A copy of the full study can be found on the Market Administrator's web site at: www.fmmaseattle.com/statistics/Haulstudy12.pdf.

Major findings of this study include:

- In May 2012, the weighted average for hauling charges on the Pacific Northwest Order was 62.37 cents per hundredweight, up 2.03 cents from May 2011.
- 2. By state, Idaho had the lowest weighted average hauling charge, followed by Oregon, California, and Washington. Idaho's weighted average included data from Utah in 2012.
- 3. In general, hauling charges in the Northwest appear to be determined by the density of farms in a region; the size of dairy farms; and their proximity to metropolitan areas or areas of intense milk processing. Although the size of a dairy farm could be an economic factor used to determine hauling charges, such a direct relationship is not clearly evident in the data.
- 4. Based on producer milk pooled, the average monthly deliveries per producer for the Pacific Northwest Order was 1,196,618 pounds, a 27,392 pound increase from May 2011.



Hauling Charges by State & County

Pacific Northwest Order 1/

	Pacific Northwest Ord	ger 1/	
State & County	May 2011 2/	May 2012 2/	Change
California	Cents p	per Cwt.	
Siskiyou	58.60	63.64	5.04
Weighted Average California	58.60	63.64	5.04
Idaho	30.00	03.04	3.04
Northern Idaho 3/4/5/	57.08	40.33	(16.75)
Southern Idaho	4/	4/	4/
Weighted Average Idaho	57.08	40.33	(16.75)
Oregon 6/	37.08	40.55	(10.73)
Benton	59.83	64.42	4.59
Clackamas	52.09	49.94	(2.15)
Clatsop	46.25	46.13	(0.12)
Coos	13.35	n/a	n/a
Josephine	55.63	60.17	4.54
Klamath	53.38	54.85	1.47
Lane	53.32	74.83 R	1.47 R
Linn	56.63	70.14	13.51
Marion	50.92	53.95	3.03
Polk	53.52	52.37	(1.15)
Tillamook	23.04	23.10	0.06
Washington	57.54	60.86	3.32
Restricted - Eastern OR 7/	67.01	66.60	(0.41)
Restricted - Lastern OR 7/	51.09	52.25	1.16
Weighted Average Oregon	42.66	44.87	2.21
Utah	,	- ,	-,
Cache	n/a	5/	5/
Weighted Average Utah	n/a	5/	5/
Washington			
Adams	76.77	78.46	1.69
Benton	69.42	70.68	1.26
Clark & Cowlitz	23.92	30.93	7.01
Franklin	68.10	68.42	0.32
Grant & Kittitas	79.46	79.53	0.07
Grays Harbor, Clallam & Jefferson	37.85	42.56	4.71
King	50.43	52.62	2.19
Klickitat	12.36	3.92	(8.44)
Lewis	58.96	59.72	0.76
Pacific	58.38	61.90	3.52
Skagit	51.87	54.62	2.75
Snohomish & Island	53.10	57.33	4.23
Spokane & Lincoln	87.44	92.67	5.23
Stevens The star S. Birana	90.32	103.72	13.40
Thurston & Pierce	37.56	37.57	0.01
Wahkiakum	49.31	54.16	4.85
Whatcom	53.99	57.45	3.46
Yakima	71.07	72.03	0.96
Weighted Average Washington	64.58	66.48	1.90
Pacific Northwest Order	60.34	62.37	2.03

n/a = Not applicable, R=Restricted

^{1/} Data obtained from producer payrolls submitted by handlers.

^{2/} In 2011, eligible milk not pooled due to price relationships between the Class IV Price and the Uniform Price was included in the weighted average hauling charges shown in this table. In 2012, all eligible milk was pooled.

^{3/} Northern Idaho includes Bonner, Boundary & Latah both 2011 and 2012. See also footnotes 4 & 5.

^{4/} Data for Southern Idaho was restricted and included with Northern Idaho. Restricted counties include: Franklin (in 2012) and Lincoln (in 2011 & 2012).

^{5/} Data for Cache County, Utah, was restricted in 2011 & 2012 and included with Northern Idaho.

^{6/} For this study, restricted counties in Oregon were combined with other restricted counties by region. See footnotes 7 & 8 for a list of counties associated with each region.

^{7/} Restricted counties include: Deschutes, Morrow and Umatilla (in both 2011 & 2012 for all three counties).

^{8/} Restricted counties include: Jackson, Multnomah and Yamhill (in both 2011 & 2012 for all three counties) & Lane County (in 2012).

Monthly Selected Statistics

	PAC	IFIC NO	RTHWE	ST		ARIZ(ANC	
DDICE & DOOL DATA	Nov	Oct	Nov	Oct	Nov	Oct	Nov	Oct
PRICE & POOL DATA	2012	2012	2011	2011	2012	2012	2011	2011
Minimum Class Prices (3.5% B.F.)								
Class I Milk (\$/cwt)	\$22.60	\$20.78	\$20.35	\$21.46	\$23.05	\$21.23	\$20.80	\$21.91
Class II Milk (\$/cwt)	18.81	18.44	19.26	19.41	18.81	18.44	19.26	19.41
Class III Milk (\$/cwt)	20.83	21.02	19.07	18.03	20.83	21.02	19.07	18.03
Class IV Milk (\$/cwt)	18.66	18.54	17.87	18.41	18.66	18.54	17.87	18.41
Producer Prices								
Producer Price Differential (\$/cwt)	(\$0.85)	(\$1.84)	(\$0.30)	\$0.77	+	+	+	+
Butterfat (\$/pound)	2.0218	2.1136	1.9508	1.9592	+	+	+	+
Protein (\$/pound)	3.7172	3.7278	3.2341	2.9211	+	+	+	+
Other Solids (\$/pound)	0.4624	0.4340	0.4521	0.4286	+	+	+	+
Uniform Skim Price (\$/cwt)	+	+	+	+	\$14.00	\$13.35	\$12.93	\$12.81
Uniform Butterfat Price (\$/pound)	+	+	+	+	2.0451	2.0987	1.9512	2.0088
Statistical Uniform Price (\$/cwt)	\$19.98	\$19.18	\$18.77	\$18.80	\$20.67	\$20.23	\$19.31	\$19.39
Producer Data								
Number of Producers	450	450	625	626	98	98	98	100
Avg. Daily Production (pounds)	30,739	30,219	35,241	36,089	119,139	112,864	122,404	118,254
Producer Milk Ratios								
Class I	45.10%	45.64%	29.11%	27.18%	34.21%	35.90%	33.83%	33.11%
Class II	7.86%	11.46%	5.56%	5.85%	8.96%	10.31%	8.97%	8.65%
Class III	10.90%	8.94%	38.58%	38.22%	24.98%	25.67%	25.48%	29.32%
Class IV	36.14%	33.96%	26.75%	28.75%	31.85%	28.12%	31.72%	28.92%

⁺ Not Applicable. Preliminary data indicated in bold.

Monthly Supplemental Statistics

	PAC	CIFIC NO	DRTHWI	EST		ARIZ(DNA	
SUPPLEMENTAL DATA	Oct 2012	Sep 2012	Oct 2011	Sep 2011	Oct 2012	Sep 2012	Oct 2011	Sep 2011
Number of Handlers								
Pool Handlers	22	22	26	26	7	7	7	7
Distributing Plants	14	14	14	14	5	5	5	5
Supply Plants 1/	3	3	7	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	16	16	18	18	23	22	23	23
Class I Route Disposition In Area								
By Pool Plants	175,014,942	160,787,917	176,109,318	169,714,211	93,861,163	88,125,229	94,149,772	91,126,903
By Producer-Handlers	7,236,506	7,054,000	7,194,482	7,181,604	0	0	0	0
By Other Plants	10,635,334	8,717,848	7,821,451	7,502,146	6,621,586	5,251,090	5,492,354	5,495,524
Total	192,886,782	176,559,765	191,125,251	184,397,961	100,482,749	93,376,319	99,642,126	96,622,427
Producer-Handler Data								
% Class I Use	73.33%	68.03%	62.33%	64.93%	0.00%	0.00%	0.00%	0.00%
% of Total In-Area Route Dispositions	3.75%	4.00%	3.76%	3.89%	0.00%	0.00%	0.00%	0.00%
Preliminary data indicated in bold . 1/ Ind	ludes Coopera	tive Pool Man	nufacturing Pl	ants.				

Monthly Statistical Summary

	PA	CIFIC NO	ORTHWE	ST		ARIZ	ONA	
RECEIPTS & UTILIZATION	Nov	Oct	Nov	Oct	Nov	Oct	Nov	Oct
RECEIPTS & UTILIZATION	2012	2012	2011	2011	2012	2012	2011	2011
Receipts of Milk								
Total Producer Milk	414,972,725	421,555,101	660,777,003	700,339,150	350,267,427	342,881,545	359,866,729	366,587,020
Receipts From Other Sources	14,592,480	10,519,494	14,117,150	13,743,492	3,797,663	2,487,054	3,528,851	3,990,018
Opening Inventory	28,471,851	32,309,600	37,331,489	33,079,078	22,212,170	23,106,856	21,884,692	21,984,277
Total To Be Accounted For	458,037,056	464,384,195	712,225,642	747,161,720	376,277,260	368,475,455	385,280,272	392,561,315
Utilization of Receipts								
Whole milk	32,770,610	33,273,614	33,180,379	33,437,853	23,840,753	24,709,598	24,284,324	24,117,291
Flavored milk & drinks	16,201,589	16,727,795	16,656,902	16,128,122	6,683,544	6,116,750	6,803,883	5,745,542
2% milk	68,176,335	70,491,545	70,842,976	70,752,056	33,345,803	34,175,276	35,028,906	34,594,527
1% milk	26,186,811	27,968,709	27,162,670	27,903,684	15,894,168	16,762,329	16,892,585	16,839,803
Skim milk	24,153,667	25,131,639	26,101,112	26,555,062	11,324,130	11,703,696	12,740,266	12,469,926
Buttermilk	1,456,425	1,421,640	1,500,059	1,332,541	435,597	393,514	451,452	382,683
Class I dispostions in area	168,945,437	175,014,942	175,444,098	176,109,318	91,523,995	93,861,163	96,201,416	94,149,772
Class I dispositions out of area	16,058,801	14,566,859	14,432,513	15,036,355	23,966,617	26,068,160	24,827,706	25,476,492
Other Class I usage	21,545,479	18,551,752	19,506,283	17,938,477	17,514,277	17,550,639	12,660,558	11,879,973
Utilization by Class								
Total Class I Use	206,549,717	208,133,553	209,382,894	209,084,150	133,004,889	137,479,962	133,689,680	131,506,237
Total Class II Use	40,816,611	55,123,091	44,677,015	48,043,833	32,241,655	36,336,056	33,127,764	32,243,827
Total Class III Use	45,236,727	38,228,521	255,416,900	270,333,319	87,498,221	89,322,158	91,696,763	108,748,453
Total Class IV Use	165,434,001	162,899,030	202,748,833	219,700,418	123,532,495	105,337,279	126,766,065	120,062,798
Total Accounted For	458,037,056	464,384,195	712,225,642	747,161,720	376,277,260	368,475,455	385,280,272	392,561,315

	PA	CIFIC NO	PRTHWE:	ST		ARIZO	DNA	
CLASSIFICATION OF	Nov	Oct	Nov	Oct	Nov	Oct	Nov	Oct
RECEIPTS	2012	2012	2011	2011	2012	2012	2011	2011
Producer milk								
Class I	187,166,727	192,398,161	192,384,142	190,384,717	119,834,575	123,077,903	121,746,579	121,373,986
Class II	32,610,582	48,329,885	36,725,392	40,987,262	31,395,760	35,341,886	32,298,031	31,713,317
Class III	45,236,727	37,705,908	254,955,863	267,696,538	87,498,221	88,027,778	91,696,763	107,467,461
Class IV	149,958,689	143,121,147	176,711,606	201,270,633	111,538,871	96,433,978	114,125,356	106,032,256
Other receipts								
Class I	19,382,990	15,735,392	16,998,752	18,699,433	13,170,314	14,402,059	11,943,101	10,132,251
Class II	8,206,029	6,793,206	7,951,623	7,056,571	1/	1/	1/	1/
Class III	0	522,613	461,037	2,636,781	1/	1/	1/	1/
Class IV	15,475,312	19,777,883	26,037,227	18,429,785	12,839,519	11,191,851	13,470,442	15,842,044
Avg. daily producer receipts	13,832,424	13,598,552	22,025,900	22,591,585	11,675,581	11,060,695	11,995,558	11,825,388
Change From Previous Year	-37.20%	-39.81%	3.66%	4.97%	-2.67%	-6.47%	3.65%	7.85%
Avg. daily Class I use	6,884,991	6,713,986	6,979,430	6,744,650	4,433,496	4,434,837	4,456,323	4,242,137
Change From Previous Year	-1.35%	-0.45%	0.37%	1.92%	-0.51%	4.54%	-0.76%	-1.01%

^{1/} Restricted - Included with Class IV.



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FEDERAL ORDER STATISTICS FOR NOVEMBER

Federal Order Name (Number)	Producer Deliveries	Class I Receipts	Class I Utilization	Class I Price	Uniform Price
	- million	pounds -		- per cwt (a	t location) -
Northeast (FO 1)	1,996.7	855.7	42.86%	\$23.95	\$21.35
Appalachian (FO 5)	470.2	343.3	73.00%	\$24.10	\$22.88
Florida (FO 6)	240.9	211.2	87.67%	\$26.10	\$25.12
Southeast (FO 7)	515.9	382.1	74.08%	\$24.50	\$23.47
Upper Midwest (FO 30)	2,265.3	335.6	14.81%	\$22.50	\$20.68
Central (FO 32)	858.3	422.6	49.23%	\$22.70	\$20.23
Mideast (FO 33)	1,309.3	560.6	42.82%	\$22.70	\$20.38
Pacific Northwest (FO 124)	415.0	187.2	45.10%	\$22.60	\$19.98
Southwest (FO 126)	551.4	370.7	67.24%	\$23.70	\$21.37
Arizona (FO 131)	350.3	119.8	34.21%	\$23.05	\$20.67

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