

Agricultural Marketing Service Dairy Programs

Northeast Marketing Area

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MARCH 2016 MONTHLY STATISTICAL REPORT

| RECEIPTS AND UTILIZATION OF FLUID MII | LK PRODUCTS AND CREAM BY | POOL PLANTS* | |
|--|------------------------------|---------------|------------|
| | March 2016 | March 2015 | % Change |
| | pour | nds | daily avg. |
| Receipts of Fluid Milk Products and Cream | | | |
| Producers | 2,305,085,206 | 2,241,104,714 | 2.9 |
| Other Sources | 77,493,502 | 70,359,124 | 10.1 |
| Fortification and Recon. (Skim Equivalent) | 16,497,858 | 12,760,955 | 29.3 |
| Overages | 144,969 | 19,001 | NA |
| Beginning Inventory | 168,903,015 | 153,220,848 | 10.2 |
| Total Receipts | 2,568,124,550 | 2,477,464,642 | 3.7 |
| Average Daily Producer Receipts | 74,357,587 | 72,293,700 | 2.9 |
| Utilization of Fluid Milk Products and Cream from Produc | er Receipts and Other Source | s | |
| Class I Milk: | | | |
| Marketing Area | 745,755,270 | 749,413,024 | (0.5) |
| Other Federal Markets | 38,613,397 | 35,525,194 | 8.7 |
| Non-Federal Markets | 69,038,193 | 70,226,810 | (1.7) |
| Total Class I Milk | 853,406,860 | 855,165,028 | (0.2) |
| Total Class II Milk | 604,953,562 | 574,454,022 | 5.3 |
| Total Class III Milk | 550,206,999 | 523,564,825 | 5.1 |
| Total Class IV Milk | 553,641,704 | 519,340,272 | 6.6 |
| Total Milk Assigned to Minimum price | 5,915,425 | 4,940,495 | 19.7 |
| Total Utilization | 2,568,124,550 | 2,477,464,642 | 3.7 |
| Average Daily Class I Use | 27,529,254 | 27,585,969 | (0.2) |
| Average Component Tests of Producer Receipts | | | % point |
| Butterfat | 3.86% | 3.87% | (0.01) |
| True Protein | 3.10% | 3.10% | 0.00 |
| Other Solids | 5.76% | 5.74% | 0.02 |

* Product pounds based on reports of handlers.

NA = Not applicable.

HANDLERS WITH UNPAID CURRENT POOL OBLIGATION

| <u>Name</u> | <u>Location</u> |
|--------------------------------|------------------|
| Elmhurst Dairy, Inc. | Queens, NY |
| Ronnybrook Farm Dairy, Inc. | Ancramdale, NY |
| Trickling Springs Creamery LLC | Chambersburg, PA |
| Worcester Creameries Corp. | Roxbury, NY |

UTILIZATION OF FLUID MILK PRODUCTS AND CREAM BY POOL PLANTS

| Class Milk* Pounds Percent Pounds Percent Pounds Percent | | March 2016 | Duttorfot | March 2015 | Duttorfot |
|---|---|---------------|-----------|---------------|-----------|
| Class I Milk* 221,888,298 3.28 216,718,190 3.28 Organic Whole Milk 14,615,990 3.29 12,170,620 3.27 Reduced Fat Milk 14,679,940 1.95 150,027,382 1.96 Organic Reduced Fat Milk 21,769,352 1.20 23,190,950 1.16 Lowfat Milk 119,377,666 0.96 127,439,025 0.95 FatFree Plain 72,850,139 0.99 81,733,940 0.10 Flavered Milk and Drinks 45,165,941 0.70 44,304,821 0.66 Buttermilk 2,377,379 1.08 2,358,579 1.19 Eggnog 156,844 4.94 74,609 7.00 Shrinkage, Overages & Interhandler Difference 8,341,438 8.35 7,363,542 7.97 Ending Inventory 22,238,465 1.99 81,029,480 1.91 Class I Wilk** 20 1.96 855,165,028 1.90 Class I Wilk** 21 1.93 1.84 1.92 1.82 Total Class I Wilk** <th></th> <th>March 2016</th> <th>Butterfat</th> <th>March 2015</th> <th>Butterfat</th> | | March 2016 | Butterfat | March 2015 | Butterfat |
| Whole Milk 221,888,288 3.28 216,718,190 3.28 Organic Whole Milk 14,615,960 3.29 12,170,202 3.27 Reduced Fat Milk 144,792,440 1.95 150,027,382 1.96 Organic Reduced Fat Milk 21,769,352 1.20 23,190,985 1.16 Lowfat Milk 119,377,666 0.96 127,439,025 0.95 FatFree Palin 72,850,139 0.09 81,733,940 0.10 FatFree Fortified 2,201,348 0.06 3,001,886 0.09 Fatree Fortified 2,201,348 0.06 3,001,886 0.09 Fatree Fortified 2,201,348 0.06 3,001,886 0.09 Fatree Fortified 2,201,348 0.07 0.43,048,21 0.66 Buttermilk 2,377,379 1.08 2,358,579 1.19 Eggnog 156,844 4,94 74,609 7.07 Shrinkage, Overages & Interhandler Difference 8,341,438 8.35 7,363,542 7.97 Total Class I Utilization | Class I Milk* | pourius | percent | pourius | percent |
| Organic Whole Milk 14,615,960 3,29 12,170,620 3,27 Reduced Fat Milk 144,792,440 1.95 150,027,332 1.96 Organic Reduced Fat Milk 21,769,352 1.20 23,190,950 1.16 Lowfat Milk 119,377,666 0.96 127,439,025 0.95 FatFree Plain 72,850,139 0.09 81,733,940 0.10 FatFree Plain 72,850,139 0.99 81,733,940 0.09 Flavored Milk and Drinks 45,165,941 0.70 44,304,821 0.66 Buttermilk 2,377,379 1.08 2,358,879 1.19 Eggnog 156,844 4.94 746,769 7.09 Shrinkage, Overages & Interhandler Difference 8,341,438 8.35 7,383,542 7.97 Total Class I Warketing Area 107,651,590 1.86 105,752,004 1.82 Total Class I Warketing Area 107,651,590 1.86 105,752,004 1.82 Total Class I William 853,406,860 1.96 855,165,028 1.90 <t< td=""><td></td><td>221.868.298</td><td>3.28</td><td>216.718.190</td><td>3.28</td></t<> | | 221.868.298 | 3.28 | 216.718.190 | 3.28 |
| Reduced Fat Milk 144,792,440 1.95 150,027,382 1.96 Organic Reduced Fat Milk 21,799,352 1.20 23,199,955 1.16 Lowfat Milk 119,377,666 0.96 127,439,025 0.95 FatFree Plain 72,850,139 0.09 81,733,940 0.10 FatFree Fortified 2,201,348 0.06 3,001,886 0.09 Flavored Milk and Drinks 45,165,941 0.70 44,304,821 0.66 Buttermilk 2,377,379 1.08 2,358,579 1.19 Eggnog 156,844 4.94 74,609 7.00 Shrinkage, Overages & Interhandler Difference 8,341,438 8,35 7,835,542 7.97 Ending Inventory 22,238,465 1.79 81,029,480 1.72 Total Class I Unifization 853,406,860 1.86 105,752,004 1.81 Class I Unifization 853,406,860 1.96 855,165,028 1.90 Class II Wilk** 19 2,248,04 1.91 1.91 Packaged Cream </td <td></td> <td></td> <td></td> <td></td> <td></td> | | | | | |
| Organic Reduced Fat Milk 21,789,352 1.20 23,190,950 1.16 Lowfat Milk 119,377,666 0.96 127,439,025 0.95 FatFree Plain 72,850,139 0.09 81,733,9340 0.10 FatFree Fortified 2,201,348 0.06 3,001,886 0.09 Flavored Milk and Drinks 45,165,941 0.70 44,304,821 0.66 Buttermilk 2,377,379 1.08 2,358,579 1.19 Eggnog 156,844 4,94 74,609 7.00 Shrinkage, Overages & Interhandler Difference 8,341,438 8,35 7,363,542 7.97 Ending Inventory 745,755,270 1.98 749,413,024 1.91 Class I out of Marketing Area 716,755,270 1.98 749,413,024 1.91 Total Class I Utilization 853,406,860 1.96 855,165,028 1.99 Class II Milk** Packaged Gream 4,032,865 18.48 83,265,340 18.31 Nonpool Bulk 65,279,726 10.01 61,092,075 7.84 </td <td></td> <td></td> <td></td> <td></td> <td></td> | | | | | |
| Lowfart Milk | | | | | |
| FatFree Plain | • | | | | |
| Flavored Milk and Drinks | FatFree Plain | 72,850,139 | | 81,733,940 | 0.10 |
| Buttermilk | FatFree Fortified | 2,201,348 | 0.06 | 3,001,886 | 0.09 |
| Eggnog 156,844 4.94 74,609 7.00 Shrinkage, Overages & Interhandler Difference Ending Inventory 92,238,465 1.79 81,029,480 1.72 | Flavored Milk and Drinks | 45,165,941 | 0.70 | 44,304,821 | 0.66 |
| Shrinkage, Overages & Interhandler Difference Ending Inventory 92,238,465 1.79 81,029,480 1.72 | Buttermilk | 2,377,379 | 1.08 | 2,358,579 | 1.19 |
| Shrinkage, Overages & Interhandler Difference Ending Inventory 92,238,465 1.79 81,029,480 1.72 | Eggnog | 156,844 | 4.94 | 74,609 | 7.00 |
| Total Class In Marketing Area 745,755,270 1.98 749,413,024 1.91 | | 8,341,438 | 8.35 | 7,363,542 | 7.97 |
| Class I out of Marketing Area 107,651,590 1.86 105,752,004 1.82 Total Class I Utilization 853,406,860 1.96 855,165,028 1.90 Class II Milk** Packaged Cream 84,032,865 18.48 83,265,340 18.31 Nonpool Bulk 65,279,726 10.01 61,092,075 7.84 Bakery, Candy, and Soup Products 59,603,787 4.32 56,255,614 4.03 Cottage Cheese 28,898,577 0.80 29,843,027 0.83 Ricotta Cheese 19,258,850 4.93 23,152,121 4.79 Sour Cream and Aerated Cream 13,056,892 14.94 15,612,489 14.20 Yogurt 200,391,293 0.60 170,779,090 0.82 Ice Cream, Desserts, Condensed, and Mixes 134,177,368 7.14 133,995,254 6.78 Shrinkage, Overages & Interhandler Difference 254,204 36.41 459,012 28.49 Total Class III Utilization 604,953,562 6.39 574,454,022 6.35 Class III Milk** | Ending Inventory | 92,238,465 | 1.79 | 81,029,480 | 1.72 |
| Total Class I Utilization 853,406,860 1.96 855,165,028 1.90 Class II Milk** Packaged Cream 84,032,865 18.48 83,265,340 18.31 Nonpool Bulk 65,279,726 10.01 61,092,075 7.84 Bakery, Candy, and Soup Products 59,603,787 4.32 56,255,614 4.03 Cottage Cheese 28,898,577 0.80 29,843,027 0.83 Ricotta Cheese 19,258,850 4.93 23,152,121 4.79 Sour Cream and Aerated Cream 13,056,892 14.94 15,612,489 14.20 Yogurt 200,391,293 0.60 170,779,090 0.82 Ice Cream, Desserts, Condensed, and Mixes 134,177,368 7.14 133,995,254 6.78 Shrinkage, Overages & Interhandler Difference 254,204 36,41 459,012 28,49 Total Class III Willization 3,203,241 15,43 3,171,465 14,25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese 66,052,781 | Total Class I in Marketing Area | 745,755,270 | 1.98 | 749,413,024 | 1.91 |
| Class II Milk** Backaged Cream 84,032,865 18.48 83,265,340 18.31 Nonpool Bulk 65,279,726 10.01 61,092,075 7.84 Bakery, Candy, and Soup Products 59,603,787 4.32 56,255,614 4.03 Cottage Cheese 28,898,577 0.80 29,843,027 0.83 Ricotta Cheese 19,258,850 4.93 23,152,121 4.79 Sour Cream and Aerated Cream 13,056,892 14.94 15,612,489 14.20 Yogurt 200,391,293 0.60 170,779,090 0.82 Ice Cream, Desserts, Condensed, and Mixes 134,177,368 7.14 133,995,254 6.78 Shrinkage, Overages & Interhandler Difference 254,204 36.41 459,012 28.49 Total Class II Utilization 604,953,562 6.39 574,454,022 6.35 Class III Milk** Nonpool Bulk and Condensed Products 3,203,241 15.43 3,171,465 14.25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese <td>Class I out of Marketing Area</td> <td>107,651,590</td> <td>1.86</td> <td>105,752,004</td> <td>1.82</td> | Class I out of Marketing Area | 107,651,590 | 1.86 | 105,752,004 | 1.82 |
| Packaged Cream 84,032,865 18.48 83,265,340 18.31 Nonpool Bulk 65,279,726 10.01 61,092,075 7.84 Bakery, Candy, and Soup Products 59,603,787 4.32 56,255,614 4.03 Cottage Cheese 19,258,850 4.93 23,152,121 4.79 Sour Cream and Aerated Cream 13,056,892 14.94 15,612,489 14.20 Yogurt 200,391,293 0.60 170,779,090 0.82 Ice Cream, Desserts, Condensed, and Mixes 134,177,368 7.14 133,995,254 6.78 Shrinkage, Overages & Interhandler Difference 254,204 36.41 459,012 28.49 Total Class III Utilization 604,953,562 6.39 574,454,022 6.35 Class III Milk** Nonpool Bulk and Condensed Products 3,203,241 15.43 3,171,465 14.25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese 66,052,781 15.21 74,024,209 12.94 Italian-Type Cheeses 224,267,8 | Total Class I Utilization | 853,406,860 | 1.96 | 855,165,028 | 1.90 |
| Nonpool Bulk | Class II Milk** | | | | |
| Nonpool Bulk | Packaged Cream | 84,032,865 | 18.48 | 83,265,340 | 18.31 |
| Bakery, Candy, and Soup Products 59,603,787 4.32 56,255,614 4.03 Cottage Cheese 28,898,577 0.80 29,843,027 0.83 Ricotta Cheese 19,258,850 4.93 23,152,121 4.79 Sour Cream and Aerated Cream 13,056,892 14.94 15,612,489 14.20 Yogurt 200,391,293 0.60 170,779,090 0.82 Ice Cream, Desserts, Condensed, and Mixes 134,177,368 7.14 133,995,254 6.78 Shrinkage, Overages & Interhandler Difference 254,204 36.41 459,012 28.49 Total Class II Utilization 604,953,562 6.39 574,454,022 6.35 Class III Milk** Nonpool Bulk and Condensed Products 3,203,241 15.43 3,171,465 14.25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese 66,052,781 15.21 74,024,209 12.94 Italian-Type Cheeses 224,267,820 2.78 201,863,260 3.09 Swiss and | - | | | | |
| Cottage Cheese 28,898,577 0.80 29,843,027 0.83 Ricotta Cheese 19,258,850 4.93 23,152,121 4.79 Sour Cream and Aerated Cream 13,056,892 14.94 15,612,489 14.20 Yogurt 200,391,293 0.60 170,779,090 0.82 Ice Cream, Desserts, Condensed, and Mixes 134,177,368 7.14 133,995,254 6.78 Shrinkage, Overages & Interhandler Difference 254,204 36.41 459,012 28.49 Total Class II Utilization 604,953,562 6.39 574,454,022 6.35 Class III Milk** Nonpool Bulk and Condensed Products 3,203,241 15,43 3,171,465 14.25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese 66,052,781 15,21 74,024,209 12.94 Italian-Type Cheeses 46,257,097 3,44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total | • | | 4.32 | | 4.03 |
| Ricotta Cheese | | | 0.80 | | 0.83 |
| Sour Cream and Aerated Cream Yogurt 13,056,892 200,391,293 14.94 0.60 170,779,090 0.82 14.20 (20),391,293 0.60 170,779,090 0.82 170,779,090 0.82 18.20 170,779,090 0.82 18.20 | _ | | 4.93 | | 4.79 |
| Yogurt 200,391,293 0.60 170,779,090 0.82 Ice Cream, Desserts, Condensed, and Mixes 134,177,368 7.14 133,995,254 6.78 Shrinkage, Overages & Interhandler Difference 254,204 36.41 459,012 28.49 Total Class II Utilization 604,953,562 6.39 574,454,022 6.35 Class III Milk** Nonpool Bulk and Condensed Products 3,203,241 15.43 3,171,465 14.25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese 66,052,781 15.21 74,024,209 12.94 Italian-Type Cheeses 224,267,820 2.78 201,863,260 3.09 Swiss and Other-Type Cheeses 46,257,097 3.44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,94 | Sour Cream and Aerated Cream | | 14.94 | | 14.20 |
| Ice Cream, Desserts, Condensed, and Mixes Shrinkage, Overages & Interhandler Difference 254,204 36.41 459,012 28.49 36.41 459,012 28.49 36.41 36.41 36.41 25.45 36.41 | | | 0.60 | | |
| Shrinkage, Overages & Interhandler Difference 254,204 36.41 459,012 28.49 Total Class II Utilization 604,953,562 6.39 574,454,022 6.35 Class III Milk** Nonpool Bulk and Condensed Products 3,203,241 15.43 3,171,465 14.25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese 66,052,781 15.21 74,024,209 12.94 Italian-Type Cheeses 224,267,820 2.78 201,863,260 3.09 Swiss and Other-Type Cheeses 46,257,097 3.44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dri | | | | | |
| Class III Milk** Nonpool Bulk and Condensed Products 3,203,241 15.43 3,171,465 14.25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese 66,052,781 15.21 74,024,209 12.94 Italian-Type Cheeses 224,267,820 2.78 201,863,260 3.09 Swiss and Other-Type Cheeses 46,257,097 3.44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 | | | 36.41 | 459,012 | 28.49 |
| Nonpool Bulk and Condensed Products 3,203,241 15.43 3,171,465 14.25 American-Type Cheeses 210,382,500 3.53 203,414,084 3.62 Cream Cheese 66,052,781 15.21 74,024,209 12.94 Italian-Type Cheeses 224,267,820 2.78 201,863,260 3.09 Swiss and Other-Type Cheeses 46,257,097 3.44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 | Total Class II Utilization | 604,953,562 | 6.39 | 574,454,022 | 6.35 |
| American-Type Cheeses 210,382,500 3.53 203,411,084 3.62 Cream Cheese 66,052,781 15.21 74,024,209 12.94 Italian-Type Cheeses 224,267,820 2.78 201,863,260 3.09 Swiss and Other-Type Cheeses 46,257,097 3.44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I <td< td=""><td>Class III Milk**</td><td></td><td></td><td></td><td></td></td<> | Class III Milk** | | | | |
| Cream Cheese 66,052,781 15.21 74,024,209 12.94 Italian-Type Cheeses 224,267,820 2.78 201,863,260 3.09 Swiss and Other-Type Cheeses 46,257,097 3.44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Minimum Price Class <td>Nonpool Bulk and Condensed Products</td> <td>3,203,241</td> <td>15.43</td> <td>3,171,465</td> <td>14.25</td> | Nonpool Bulk and Condensed Products | 3,203,241 | 15.43 | 3,171,465 | 14.25 |
| Italian-Type Cheeses 224,267,820 2.78 201,863,260 3.09 Swiss and Other-Type Cheeses 46,257,097 3.44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum P | American-Type Cheeses | 210,382,500 | 3.53 | 203,414,084 | 3.62 |
| Swiss and Other-Type Cheeses 46,257,097 3.44 41,136,123 5.55 Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization | Cream Cheese | 66,052,781 | 15.21 | 74,024,209 | 12.94 |
| Shrinkage, Overages & Interhandler Difference 43,560 38.49 (44,316) N/A Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Italian-Type Cheeses | 224,267,820 | 2.78 | 201,863,260 | 3.09 |
| Total Class III Utilization 550,206,999 4.69 523,564,825 4.95 Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Swiss and Other-Type Cheeses | 46,257,097 | 3.44 | 41,136,123 | 5.55 |
| Class IV Milk** Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Shrinkage, Overages & Interhandler Difference | 43,560 | 38.49 | (44,316) | N/A |
| Nonpool Bulk 7,886,562 11.37 7,940,166 13.94 Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Total Class III Utilization | 550,206,999 | 4.69 | 523,564,825 | 4.95 |
| Condensed Products 14,521,896 2.62 11,778,701 2.26 Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Class IV Milk** | | | | |
| Butter 26,697,448 53.59 24,131,848 53.86 Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Nonpool Bulk | 7,886,562 | 11.37 | 7,940,166 | 13.94 |
| Dried Milk Products 399,943,927 0.30 375,735,934 0.34 Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Condensed Products | 14,521,896 | 2.62 | 11,778,701 | 2.26 |
| Shrinkage, Overages & Interhandler Difference 19,011,807 3.90 18,706,365 2.72 Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Butter | 26,697,448 | 53.59 | 24,131,848 | 53.86 |
| Ending Inventory 82,083,813 5.59 77,951,808 6.52 Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Dried Milk Products | 399,943,927 | 0.30 | 375,735,934 | 0.34 |
| Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Shrinkage, Overages & Interhandler Difference | 19,011,807 | 3.90 | 18,706,365 | 2.72 |
| Skim Equivalent of NFMS to Fortify Class I 3,496,251 0.04 3,095,450 0.04 Total Class IV Utilization 553,641,704 3.99 519,340,272 4.09 Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Ending Inventory | 82,083,813 | 5.59 | 77,951,808 | 6.52 |
| Minimum Price Class Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Skim Equivalent of NFMS to Fortify Class I | 3,496,251 | 0.04 | 3,095,450 | 0.04 |
| Animal Feed and Dumpage 5,915,425 1.77 4,940,495 2.51 Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Total Class IV Utilization | 553,641,704 | 3.99 | 519,340,272 | 4.09 |
| Total Minimum Price Class Utilization 5,915,425 1.77 4,940,495 2.51 | Minimum Price Class | | | | |
| | Animal Feed and Dumpage | 5,915,425 | 1.77 | 4,940,495 | 2.51 |
| Total Utilization 2,568,124,550 4.03 2,477,464,642 4.04 | Total Minimum Price Class Utilization | 5,915,425 | 1.77 | 4,940,495 | 2.51 |
| | Total Utilization | 2,568,124,550 | 4.03 | 2,477,464,642 | 4.04 |

^{*} Does not include in-area route sales from producer-handlers, exempt plants, or plants fully or partially regulated by other federal orders. Derived from reports submitted by pooled handlers.

^{**} Includes sales to nonpool manufacturing plants.

MARCH RECEIPTS OF PRODUCER MILK, BY STATE

| | | Receip | ts | | Numb Produ | | Daily Av Out | • |
|--------------|------------|-----------|--------|-------|---------------|--------|-----------------|----------|
| State | 2016 | 2015 | 2016 | 2015 | 2016 | 2015 | 2016 | 2015 |
| | thousand p | ounds | percer | nt | | | pounds p | oer farm |
| CT | 34,659 | 33,053 | 1.5 | 1.5 | 99 | 105 | 11,293 | 10,155 |
| ME | 52,898 | 48,383 | 2.3 | 2.2 | 241 | 254 | 7,080 | 6,145 |
| MD | 70,458 | 77,111 | 3.1 | 3.4 | 360 | 390 | 6,313 | 6,378 |
| MA | 17,644 | 17,260 | 0.8 | 0.8 | 109 | 119 | 5,222 | 4,679 |
| NH | 23,561 | 23,403 | 1.0 | 1.0 | 105 | 109 | 7,238 | 6,926 |
| NY | 1,086,609 | 1,032,633 | 47.1 | 46.1 | 4,282 | 4,431 | 8,186 | 7,518 |
| PA | 754,299 | 746,817 | 32.7 | 33.3 | 5,073 | 5,163 | 4,796 | 4,666 |
| VT | 231,285 | 223,750 | 10.0 | 10.0 | 770 | 800 | 9,689 | 9,022 |
| VA | 1,645 | 1,898 | 0.1 | 0.1 | 17 | 20 | 3,122 | 3,061 |
| Other States | 32,027 # | 36,797 ## | 1.4 | 1.6 | 394 | 564 | 2,622 | 2,105 |
| Total/Avg. | 2,305,085 | 2,241,105 | 100.0 | 100.0 | 11,450 | 11,955 | 6,494 | 6,047 |

[#] Represents restricted data for the states of Delaware, Indiana, Michigan, Missouri, New Jersey, Ohio, Rhode Island, West Virginia, and Wisconsin.
Represents restricted data for the states of Delaware, Indiana, Michigan, Missouri, New Jersey, Ohio, Rhode Island, West Virginia, and Wisconsin.

RECEIPTS OF PRODUCER MILK BY PLANT LOCATION DIFFERENTIAL AT WHICH PRICED

| Location | | | | | | Percent of Total |
|----------------|-------------|-------------|-------------|-------------|----------------|------------------|
| Differentials* | Class I | Class II | Class III | Class IV | Total Receipts | Receipts |
| dollars/cwt | | | pounds | | • | |
| 3.15 and above | 134,974,096 | 42,400,692 | 35,991,152 | 4,147,589 | 217,513,529 | 9.5 |
| 3.00 - 3.10 | 279,354,175 | 112,194,974 | 15,950,974 | 94,811,255 | 502,311,378 | 21.8 |
| 2.80 - 2.95 | 141,107,931 | 112,665,482 | 25,394,762 | 188,901,796 | 468,069,971 | 20.3 |
| 2.60 - 2.70 | 90,687,978 | 35,999,559 | 82,407,197 | 1,168,882 | 210,263,616 | 9.1 |
| 2.40 – 2.55 | 68,569,947 | 182,412,369 | 70,570,619 | 56,617,934 | 378,170,869 | 16.4 |
| 2.35 and below | 47,202,004 | 91,154,350 | 315,067,106 | 75,332,383 | 528,755,843 | 22.9 |
| Market Total | 761,896,131 | 576,827,426 | 545,381,810 | 420,979,839 | 2,305,085,206 | 100.0 |

^{*} Differentials have been combined in ranges to assure confidentiality of data.

SIX MONTHS OF MAILBOX PRICES FOR THE NORTHEAST ORDER AND SUB REGIONS*

| | August 2015 | September 2015 | October 2015 | November 2015 | December 2015 | January 2016 |
|-----------------|-------------|----------------|--------------|-------------------|---------------|--------------|
| | | | dollars | per hundredweight | | |
| Northeast Order | 16.62 | 17.58 | 18.20 | 19.14 | 17.99 | 16.21 |
| Sub Regions: | | | | | | |
| New England | 17.72 | 18.66 | 19.29 | 20.15 | 19.05 | 17.35 |
| New York | 16.44 | 17.32 | 17.94 | 18.89 | 17.73 | 15.93 |
| Pennsylvania | 16.39 | 17.47 | 18.08 | 19.04 | 17.92 | 16.12 |

^{*} The mailbox price is a calculated number reporting the net price received by dairy farmers at their farm gate or mailbox. Along with applicable federal order prices received by producers, it includes premiums paid and subtracts reported deductions charged to producers.

MARCH 2016 PRICES

| | | March 2016 | March 2015 | % Change |
|---|-------------------------------|------------|------------|----------|
| Class Prices (reported per cwt unless n | oted otherwise): | | | |
| Class I @ Suffolk County, MA (Bo | oston) at 3.5% butterfat test | \$17.03 | \$18.81 | (9.5) |
| Class I Skim | | 8.79 | 12.84 | (31.5) |
| Class II @ 3.5% butterfat test | | 13.57 | 14.50 | (6.4) |
| Class II Butterfat (per pound) | | 2.2098 | 1.8514 | 19.4 |
| Class II Skim | | 6.05 | 8.31 | (27.2) |
| Class II Nonfat Solids (per pound) | 1 | 0.6722 | 0.9233 | (27.2) |
| Class III @ 3.5% butterfat test | | 13.74 | 15.56 | (11.7) |
| Class III Skim | | 6.25 | 9.43 | (33.7) |
| Class IV @ 3.5% butterfat test | | 12.74 | 13.80 | (7.7) |
| Class IV Skim | | 5.21 | 7.61 | (31.5) |
| Statistical Uniform Price | | 14.81 | 16.40 | (9.7) |
| Producer Price Differential | | 1.07 | 0.84 | 27.4 |
| Component Prices (per pound): | Butterfat | 2.2028 | 1.8444 | 19.4 |
| | Nonfat Solids | 0.5786 | 0.8454 | (31.6) |
| | Protein | 1.9206 | 2.4875 | (22.8) |
| | Other Solids | 0.0501 | 0.2918 | (82.8) |

NUMBER OF HANDLERS AND POOL PLANTS

| | March 2016 | February 2016 | March 2015 |
|---|---------------|------------------|---------------|
| | | | |
| Pool Handlers (Operating pool distributing and/or pool supply plants; includes cooperatives that deliver milk to pool plants) | 63 | 64 | 60 |
| Producer-Handlers | 15 | 15 | 15 |
| Partially Regulated Distributing Plants, Exempt Plants, and Handlers | | | |
| Regulated under Other Federal Orders | 75 | 75 | 75 |
| Less handlers operating plants in more than one category | (9) | (10) | (10) |
| Total Number of Handlers | 144 | 144 | 140 |
| Pool Distributing Plants | 45 | 45 | 44 |
| Pool Supply Unit Plants | 2 | 2 | 2 |
| Pool Supply System Plants | 8 | 8 | 8 |
| Pool Supply Plants | 3 | 3 | 3 |
| Total Number of Pool Plants | 58 | 58 | 57 |

CHANGE IN LIST OF HANDLERS AND PLANTS*

| <u>Name</u> | | CHANGED ** | | |
|--------------------------------------|----------------------|-------------|-----------|-------|
| | Plant Location | <u>From</u> | <u>To</u> | Expl. |
| Darigold, Inc. | Boise, ID | NPS | PR | |
| DFA Minnesota Organic | Milkwaukee, WI | CSR | NPS | |
| DMS - Michigan Organic | Fairlawn, OH | CSR | NPS | |
| Foremost Farms Organic IN | Baraboo, WI | CSR | NPS | |
| Maryland and Virginia MPC - OH | Reston, VA | NPS | CSR | |
| Michigan Milk Producers Organic - IN | Novi, MI | CSR | NPS | |
| Saputo Dairy Foods USA, LLC | Sulphur Springs, TX | OF | NPS | |
| WhiteWave Foods | City of Industry, CA | NPS | PR | (a) |

^{*} Listing of handlers pooled under the Northeast Order is available on the website: www.fmmone.com.

^{**} Type of Plant:

CSR - Cooperative State Reporting Unit

PR - Partially Regulated Plant

NPS - Not pooling milk or reporting any sales in the Order during current month

OF - Other federal order plant with route disposition in the Northeast Marketing Area

⁽a) Effective February 2016.