

Agricultural Marketing Service Dairy Programs

Northeast Marketing Area

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OCTOBER 2017 MONTHLY STATISTICAL REPORT

RECEIPTS AND UTILIZATION OF FLUID MILK PRODUCTS AND CREAM BY POOL PLANTS*

| | October 2017 | October 2016 | % Change |
|--|----------------------|---------------|------------|
| | pour | nds | daily avg. |
| Receipts of Fluid Milk Products and Cream | | | |
| Producers | 2,242,902,158 | 2,245,122,589 | (0.1) |
| Other Sources | 52,885,056 | 51,008,446 | 3.7 |
| Fortification and Recon. (Skim Equivalent) | 14,289,167 | 17,721,527 | (19.4) |
| Overages | 183,624 | 81,128 | 126.3 |
| Beginning Inventory | 145,633,019 | 159,828,023 | (8.9) |
| Total Receipts | 2,455,893,024 | 2,473,761,713 | (0.7) |
| Average Daily Producer Receipts | 72,351,683 | 72,423,309 | (0.1) |
| Utilization of Fluid Milk Products and Cream from Producer Recei | pts and Other Source | S | |
| Class I Milk: | | | |
| Marketing Area | 731,903,499 | 734,730,695 | (0.4) |
| Other Federal Markets | 45,114,386 | 45,343,972 | (0.5) |
| Non-Federal Markets | 78,872,517 | 73,098,713 | 7.9 |
| Total Class I Milk | 855,890,402 | 853,173,380 | 0.3 |
| Total Class II Milk | 593,504,731 | 565,603,065 | 4.9 |
| Total Class III Milk | 593,669,717 | 570,002,868 | 4.2 |
| Total Class IV Milk | 407,348,010 | 478,081,856 | (14.8) |
| Total Milk Assigned to Minimum price | 5,480,164 | 6,900,544 | (20.6) |
| Total Utilization | 2,455,893,024 | 2,473,761,713 | (0.7) |
| Average Daily Class I Use | 27,609,368 | 27,521,722 | 0.3 |
| Average Component Tests of Producer Receipts | | | % point |
| Butterfat | 3.85% | 3.84% | 0.01 |
| True Protein | 3.12% | 3.16% | (0.04) |
| Other Solids | 5.74% | 5.73% | 0.01 |

* Product pounds based on reports of handlers.

N/A = Not applicable.

HANDLERS WITH UNPAID CURRENT POOL OBLIGATION

<u>Name</u>

Midland Farms, Inc. Ronnybrook Farm Dairy, Inc. Trickling Springs Creamery LLC

Location

Manands, NY Ancramdale, NY Chambersburg, PA

NORTHEAST MARKETING AREA

Page 2 UTILIZATION OF FLUID MILK PRODUCTS AND CREAM BY POOL PLANTS

| | October 2017 | Butterfat | October 2016 | Butterfat |
|--|---------------|--------------|---------------|-----------|
| | pounds | percent | pounds | percent |
| Class I Milk* | | | | |
| Whole Milk | 231,627,631 | 3.28 | 226,278,425 | 3.28 |
| Organic Whole Milk | 16,242,259 | 3.24 | 14,990,821 | 3.29 |
| Reduced Fat Milk (2%)~ | 141,192,829 | 1.94 | 143,518,294 | 1.93 |
| Organic Reduced Fat Milk | 20,535,136 | 1.31 | 21,007,985 | 1.26 |
| Lowfat Milk (1%)~ | 107,875,177 | 0.95 | 113,702,471 | 0.96 |
| FatFree Milk (skim)~ | 63,292,960 | 0.11 | 69,672,407 | 0.09 |
| Flavored Whole Milk | 3,174,169 | 3.84 | 2,840,324 | 3.38 |
| Flavored Lower Fat Milk# | 42,974,937 | 0.54 | 41,477,391 | 0.54 |
| Buttermilk | 2,559,368 | 0.88 | 1,990,950 | 1.12 |
| Eggnog | 3,934,634 | 7.11 | 3,738,277 | 7.02 |
| Shrinkage, Overages & Interhandler Difference | 8,656,072 | 9.35 | 11,427,355 | 8.02 |
| Ending Inventory | 89,838,327 | 2.12 | 84,085,995 | 2.02 |
| Total Class I in Marketing Area | 731,903,499 | 2.13 | 734,730,695 | 2.09 |
| Class I out of Marketing Area | 123,986,903 | 2.30 | 118,442,685 | 2.19 |
| Total Class I Utilization | 855,890,402 | 2.15 | 853,173,380 | 2.10 |
| Class II Milk** | | | | |
| Packaged Cream | 91,992,679 | 18.36 | 83,962,733 | 18.45 |
| Nonpool Bulk | 48,647,948 | 11.28 | 63,012,867 | 8.98 |
| Bakery, Candy, and Soup Products | 61,041,541 | 4.24 | 57,139,574 | 4.37 |
| Cottage Cheese | 27,721,846 | 0.82 | 24,005,785 | 0.78 |
| Ricotta Cheese | 20,976,080 | 5.25 | 21,402,337 | 4.89 |
| Sour Cream and Aerated Cream | 13,902,147 | 15.32 | 14,478,025 | 14.46 |
| Yogurt | 205,503,567 | 0.75 | 186,821,636 | 0.65 |
| Ice Cream, Desserts, Condensed, and Mixes | 122,738,265 | 7.62 | 114,983,769 | 7.48 |
| Shrinkage, Overages & Interhandler Difference | 980,658 | 8.97 | (203,661) | N/A |
| Total Class II Utilization | 593,504,731 | 6.64 | 565,603,065 | 6.50 |
| Class III Milk** | | | | |
| Nonpool Bulk and Condensed Products | 6,876,857 | 3.83 | 2,926,375 | 7.77 |
| American-Type Cheeses | 204,993,902 | 3.56 | 199,085,312 | 3.96 |
| Cream Cheese | 81,799,331 | 11.47 | 77,324,068 | 12.94 |
| Italian-Type Cheeses | 222,213,476 | 2.95 | 239,520,601 | 2.89 |
| Swiss and Other-Type Cheeses | 77,786,151 | 3.38 | 51,146,512 | 3.29 |
| Shrinkage, Overages & Interhandler Difference | 0 | 0.00 | 0 | 0.00 |
| Total Class III Utilization | 593,669,717 | 4.40 | 570,002,868 | 4.69 |
| Class IV Milk** | | | | |
| Nonpool Bulk | 13,041,810 | 10.14 | 9,108,957 | 11.68 |
| Condensed Products | 18,364,589 | 2.33 | 17,867,853 | 2.52 |
| Butter | 16,740,957 | 53.84 | 17,509,987 | 55.11 |
| Dried Milk Products | 260,994,275 | 0.26 | 336,157,336 | 0.27 |
| Shrinkage, Overages & Interhandler Difference | 18,195,664 | 3.82 | 20,712,572 | 3.51 |
| Ending Inventory | 76,536,653 | 5.32 | 72,370,718 | 6.06 |
| Skim Equivalent of NFMS to Fortify Class I | 3,474,062 | 0.04 | 4,354,433 | 0.35 |
| Total Class IV Utilization | 407,348,010 | 3.98 | 478,081,856 | 3.60 |
| Minimum Price Class | | z : - | | |
| Animal Feed, Dumpage, and Other Uses [^] | 5,480,164 | 2.10 | 6,900,544 | 1.68 |
| Total Minimum Price Class Utilization | 5,480,164 | 2.10 | 6,900,544 | 1.68 |
| Total Utilization * Does not include in-area route sales from producer-h | 2,455,893,024 | 4.08 | 2,473,761,713 | 3.99 |

* 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.

~ Includes fortified.

N/A = Not Applicable.

Includes reduced fat, lowfat, and fatfree milk products. ^ As defined in section 1000.40 of the Order.

NORTHEAST MARKETING AREA

OCTOBER RECEIPTS OF PRODUCER MILK, BY STATE

| | | | | | | Daily Av | - |
|------------|--|--|---|--|---|--|--|
| | Receipt | S | | Produ | cers | Out | put |
| 2017 | 2016 | 2017 | 2016 | 2017 | 2016 | 2017 | 2016 |
| thousand p | ounds | percei | nt | | | pounds p | per farm |
| 35,086 | 32,280 | 1.6 | 1.4 | 93 | 95 | 12,170 | 10,961 |
| 51,123 | 50,876 | 2.3 | 2.3 | 239 | 241 | 6,900 | 6,810 |
| 54,800 | 57,742 | 2.4 | 2.6 | 353 | 355 | 5,008 | 5,247 |
| 15,484 | 16,596 | 0.7 | 0.7 | 101 | 105 | 4,946 | 5,099 |
| 20,252 | 22,151 | 0.9 | 1.0 | 96 | 101 | 6,805 | 7,075 |
| 1,099,812 | 1,106,012 | 49.0 | 49.3 | 4,101 | 4,185 | 8,651 | 8,525 |
| 713,486 | 703,674 | 31.8 | 31.3 | 4,950 | 5,056 | 4,650 | 4,490 |
| 224,019 | 223,412 | 10.0 | 9.9 | 718 | 752 | 10,065 | 9,584 |
| 1,649 | 1,498 | 0.1 | 0.1 | 22 | 18 | 2,418 | 2,684 |
| 27,191 # | 30,882 ## | 1.2 | 1.4 | 491 | 601 | 1,786 | 1,658 |
| 2,242,902 | 2,245,123 | 100.0 | 100.0 | 11,164 | 11,509 | 6,481 | 6,293 |
| | thousand p 35,086 51,123 54,800 15,484 20,252 1,099,812 713,486 224,019 1,649 27,191 # | 2017 2016 thousand pounds 35,086 32,280 51,123 50,876 54,800 57,742 15,484 16,596 20,252 22,151 1,099,812 1,106,012 713,486 703,674 224,019 223,412 1,649 1,498 27,191 30,882 ## | thousand pounds percent 35,086 32,280 1.6 51,123 50,876 2.3 54,800 57,742 2.4 15,484 16,596 0.7 20,252 22,151 0.9 1,099,812 1,106,012 49.0 713,486 703,674 31.8 224,019 223,412 10.0 1,649 1,498 0.1 27,191 # 30,882 ## 1.2 | $\begin{array}{c c c c c c c c c c c c c c c c c c c $ | Receipts Produ 2017 2016 2017 2016 2017 thousand pounds percent 2017 2016 2017 35,086 32,280 1.6 1.4 93 51,123 50,876 2.3 2.3 239 54,800 57,742 2.4 2.6 353 15,484 16,596 0.7 0.7 101 20,252 22,151 0.9 1.0 96 1,099,812 1,106,012 49.0 49.3 4,101 713,486 703,674 31.8 31.3 4,950 224,019 223,412 10.0 9.9 718 1,649 1,498 0.1 0.1 22 27,191 # 30,882 ## 1.2 1.4 491 | $\begin{array}{c c c c c c c c c c c c c c c c c c c $ | Receipts Producers Out 2017 2016 2017 2016 2017 2016 2017 thousand pounds percent pounds pounds pounds pounds pounds pounds pounds pounds pounds pounds 35,086 32,280 1.6 1.4 93 95 12,170 51,123 50,876 2.3 2.3 239 241 6,900 54,800 57,742 2.4 2.6 353 355 5,008 15,484 16,596 0.7 0.7 101 105 4,946 20,252 22,151 0.9 1.0 96 101 6,805 1,099,812 1,106,012 49.0 49.3 4,101 4,185 8,651 224,019 223,412 10.0 9.9 718 752 10,065 1,649 1,498 0.1 0.1 22 18 2,418 27,191 # 30,882 ## 1.2 1.4 491 601 1,7 |

Represents restricted data for the states of Delaware, Indiana, Michigan, Minnesota, New Jersey, North Carolina, Ohio, Rhode Island, and West Virginia.## Represents restricted data for the states of Delaware, Indiana, Michigan, New Jersey, Ohio, Rhode Island, West Virginia, and Wisconsin.

RECEIPTS OF PRODUCER MILK BY PLANT LOCATION DIFFERENTIAL AT WHICH PRICED

| Location Differentials* dollars/cwt | Class I | Class II | Class III pounds | Class IV | Total Receipts | of Total Receipts |
|---|-------------|-------------|------------------|-------------|----------------|----------------------|
| .15 and above | 107,682,925 | 37,789,512 | 37,279,825 | 5,217,096 | 187,969,358 | 8.4 |
| 3.00 – 3.10 | 287,665,125 | 90,230,849 | 21,009,360 | 61,618,550 | 460,523,884 | 20.6 |
| 2.80 – 2.95 | 154,644,442 | 115,808,817 | 57,471,452 | 137,035,345 | 464,960,056 | 20.7 |
| 2.60 – 2.70 | 93,641,241 | 34,867,193 | 89,038,248 | 5,165,516 | 222,712,198 | 9.9 |
| 2.40 – 2.55 | 83,175,133 | 185,978,553 | 69,880,243 | 33,543,830 | 372,577,759 | 16.6 |
| 2.35 and below | 41,669,466 | 100,523,188 | 314,038,771 | 77,927,478 | 534,158,903 | 23.8 |
| Market Total | 768,478,332 | 565,198,112 | 588,717,899 | 320,507,815 | 2,242,902,158 | 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*

| | March 2017 | <u>April 2017</u> | <u>May 2017</u> | June 2017 | July 2017 | <u>August 2017</u> |
|-----------------|------------|-------------------|-----------------|------------------|-----------|--------------------|
| | | | dollars pe | er hundredweight | | |
| Northeast Order | 17.85 | 16.58 | 16.53 | 17.31 | 17.67 | 18.14 |
| Sub Regions: | | | | | | |
| New England | 18.84 | 17.66 | 17.63 | 18.37 | 18.54 | 18.96 |
| New York | 17.74 | 16.45 | 16.40 | 17.15 | 17.60 | 17.99 |
| Pennsylvania | 17.59 | 16.32 | 16.24 | 17.07 | 17.41 | 17.97 |

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.

NORTHEAST MARKETING AREA OCTOBER 2017 PRICES

| | | October 2017 | October 2016 | % Change |
|---|-------------------------------|--------------|--------------|----------|
| Class Prices (reported per cwt unless i | noted otherwise): | | | |
| Class I @ Suffolk County, MA (Be | oston) at 3.5% butterfat test | \$19.69 | \$19.85 | (0.8) |
| Class I Skim | | 9.92 | 12.03 | (17.5) |
| Class II @ 3.5% butterfat test | | 15.95 | 14.09 | 13.2 |
| Class II Butterfat (per pound) | | 2.6716 | 2.0563 | 29.9 |
| Class II Skim | | 6.84 | 7.14 | (4.2) |
| Class II Nonfat Solids (per pound |) | 0.7600 | 0.7933 | (4.2) |
| Class III @ 3.5% butterfat test | | 16.69 | 14.82 | 12.6 |
| Class III Skim | | 7.63 | 7.92 | (3.7) |
| Class IV @ 3.5% butterfat test | | 14.85 | 13.66 | 8.7 |
| Class IV Skim | | 5.72 | 6.72 | (14.9) |
| Statistical Uniform Price | | 17.44 | 16.23 | 7.5 |
| Producer Price Differential | | 0.75 | 1.41 | (46.8) |
| Component Prices (per pound): | Butterfat | 2.6646 | 2.0493 | 30.0 |
| | Nonfat Solids | 0.6357 | 0.7469 | (14.9) |
| | Protein | 2.1084 | 2.2975 | (8.2) |
| | Other Solids | 0.1853 | 0.1351 | 37.2 |

| | October 2017 | September 2017 | October 2016 |
|--|-----------------|-------------------|-----------------|
| Pool Handlers (Operating pool distributing and/or pool supply plants; includes cooperatives that deliver milk to pool plants) | 63 | 63 | 63 |
| Producer-Handlers | 15 | 15 | 15 |
| Partially Regulated Distributing Plants, Exempt Plants, and Handlers | | | |
| Regulated under Other Federal Orders | 78 | 78 | 75 |
| Less handlers operating plants in more than one category | (8) | (8) | (8) |
| Total Number of Handlers | 148 | 148 | 145 |
| Pool Distributing Plants | 48 | 48 | 46 |
| Pool Supply Unit Plants | 2 | 2 | 2 |
| Pool Supply System Plants | 9 | 9 | 9 |
| Pool Supply Plants | 1 | 1 | 1 |
| Total Number of Pool Plants | 60 | 60 | 58 |

CHANGE IN LIST OF HANDLERS AND PLANTS*

| | _ | | CHANGED ** | |
|--------------------------------------|---------------------|------|------------|--------------|
| <u>Name</u> | Plant Location | From | <u>To</u> | <u>Expl.</u> |
| DMS - Michigan Organic | Fairlawn, OH | CSR | NPS | |
| Michigan Milk Producers Organic - MI | Novi, MI | CSR | NPS | |
| Saputo Dairy Foods USA, LLC | Sulphur Springs, TX | NPS | OF | |

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

** Type of Plant:

CSR - Cooperative State Reporting Unit

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

OF - Other Federal Order Plant