



UPPER MIDWEST DAIRY NEWS

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CME Cheese Prices Up, Butter Down

Cheddar cheese prices on the Chicago Mercantile Exchange (CME) steadily increased from mid-July to mid-August. The CME barrel price on August 13 was \$1.51 per pound, up 8¢ from mid-July, while the 40-pound block price of \$1.55 was up 9¢ from mid-July. Both prices are slightly below year-earlier levels.

The CME butter price on August 13 was \$1.57¼ per

pound, down nearly 9¢ from mid-July and nearly 80¢ below its mid-April peak. However, the butter price is more than 40¢ above year-earlier levels.

The July Federal order Class III price of \$14.85 per cwt. was down nearly \$3 from June and nearly \$6 below the record high of \$20.58 set in May. The July Class III price is more than \$3 above the July 2003 price, however.

Using the CME Class III milk futures as a predictor, the Class III price is likely to decline another \$0.80 for August. After a slight rebound in September, the price is expected to be down to about \$12.25 by the end of the year.

Even with this predicted decline, the average Class III price for the year is expected to be a record high.

FMOS 2003 Annual Summary Released

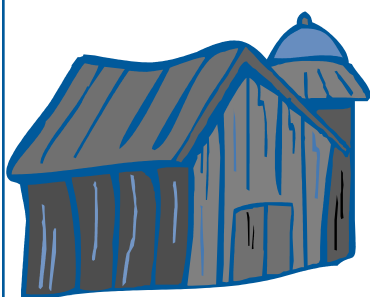
The Federal Milk Order Market Statistics (FMOS) Annual Summary for 2003 has been released by the Agricultural Marketing Service (AMS) of USDA.

The document is available on the AMS Dairy Programs website at www.ams.usda.gov/dairy/mmos.htm.

This is an annual summary of monthly Federal milk order statistical data. These data have been compiled from reports that handlers (milk processors) are required to file monthly with the market administrator who administers the respective Federal milk order. These reports show the volume of milk

receipts from each source and quantity of milk used in each form. From these reports, data are compiled and totaled for each order.

Many of the tables from the FMOS are being updated on a monthly basis for 2004 and are available on the Dairy Programs website.



Pool Summary

- In July, 16,327 producers delivered to the market with an average daily delivery of 4,406 pounds.
- Producer milk totaled 2.2 billion pounds, up 88 million pounds from June and 1.5 billion above July 2003.
- Class I utilization totaled 355 million pounds, up over 2% on a daily basis from June. Class I usage accounted for 16.1% of producer milk.
- The July Producer Price Differential (PPD) is \$0.72 per cwt.
- The Statistical Uniform Price is \$15.57 per cwt., down \$2.41 from June, but \$4.20 above July 2003.
- Market statistics for July are shown on Pages 4 and 5.

July 2004 Producer Milk by Class

	Percent	Product Pounds	Price \$/cwt.
Class I	16.1	354,529,244	19.75
Class II	5.8	128,626,975	14.00
Class III	70.8	1,558,767,753	14.85
Class IV	7.3	160,197,787	13.31
Total		2,202,121,759	

Supply Plant Systems

Supply plants are defined in §1030.6, with performance requirements defined in §1030.7(c). In general, supply plants are required to ship 10% of their receipts to bottling plants.

These performance requirements can be met as a “system”, as defined in §1030.7(f).

This provision allows two or more supply plants operated by one or more handlers to qualify for pooling by meeting the shipping requirements in the same manner as a single plant. In other words, an individual plant in a system does not need to qualify on its own, as long as the system as a whole qualifies.

Supply plants in a system generally must be located in the marketing area.

The following supply plants requested system pooling for the period of August 2004 through July 2005.

Central Milk Producers Cooperative

- ◆ Dairy Marketing Services, LLC – Janesville, WI
- ◆ Zimmerman Cheese, Inc. – Wiota, WI
- ◆ White Clover Dairy, Inc. – Hollandtown, WI
- ◆ Trega Foods, Inc. – Weyauwega, WI
- ◆ Trega Foods, Inc. – Luxemburg, WI
- ◆ Trega Foods, Inc. – Little Chute, WI
- ◆ Westby Cooperative Creamery – Westby, WI
- ◆ Swiss Valley Farms, Company – Platteville, WI
- ◆ Stockton Cheese, Inc. – Stockton, IL
- ◆ Baker Cheese Factory, Inc. – St. Cloud, WI
- ◆ Sartori Food Corporation – Plymouth, WI
- ◆ Park Cheese Company, Inc. – Brownsville, WI
- ◆ NFO, Inc. – South Wayne, WI
- ◆ NFO, Inc. – Fond du Lac, WI
- ◆ Mid-West Dairymen’s Company – Rockford, IL
- ◆ Land O’Lakes, Inc. – Kiel, WI
- ◆ Kolb-Lena Bresse Bleu, Inc. – Lena, IL
- ◆ Klondike Cheese Company – Monroe, WI
- ◆ Grande Milk Marketing, LLC – Darlington, WI
- ◆ Family Dairies USA – Kewaskum, WI
- ◆ Dairy Farmers of America, Inc. – Fond du Lac, WI
- ◆ Cooperative Regions of Organic Producer Pools – Chaseburg, WI
- ◆ Chula Vista Cheese Co. – Browntown, WI
- ◆ Cedar Valley Cheese, Inc. – Belgium, WI
- ◆ Schneider Cheese, Inc. – Waldo, WI
- ◆ Berner Cheese Corporation – Rock City, IL
- ◆ BelGioioso Cheese, Inc. – Pulaski, WI
- ◆ Alto Dairy Cooperative – Alto, WI
- ◆ Alto Dairy Cooperative – Black Creek, WI

Central Milk Producers Cooperative (continued)

- ◆ Wisconsin Dairy State Cheese Company, Inc. – Rudolph, WI
- ◆ Plainview Milk Products Cooperative – Plainview, MN
- ◆ North Hendren Co-operative Dairy Co. – Willard, WI
- ◆ NFO, Inc. – Taylor, WI
- ◆ Nasonville Dairy, Inc. – Marshfield, WI
- ◆ Mullins Cheese, Inc. – Mosinee, WI
- ◆ Mullins Cheese, Inc. – Marshfield, WI
- ◆ Melrose Dairy Proteins, LLC – Melrose, MN
- ◆ Lynn Dairy, Inc. – Granton, WI
- ◆ LaGrander’s Hillside Dairy, Inc. – Stanley, WI
- ◆ Grassland Dairy Products, Inc. – Greenwood, WI
- ◆ Gad Cheese, Inc. – Medford, WI
- ◆ Eau Galle Cheese Factory, Inc. – Durand, WI
- ◆ The Antigo Cheese Company – Antigo, WI
- ◆ Dairy Farmers of America, Inc. – Zumbrota, MN
- ◆ Land O’Lakes, Inc. – Greenwood, WI
- ◆ Foremost Farms USA, Cooperative – Sparta, WI
- ◆ Foremost Farms USA, Cooperative – Alma Center, WI
- ◆ Foremost Farms USA, Cooperative – Wilson, WI

Ellsworth Cooperative Creamery

- ◆ Ellsworth Cooperative Creamery – Ellsworth, WI
- ◆ Bongards’ Creameries – Bongards, MN
- ◆ The First District Association – Litchfield, MN
- ◆ Associated Milk Producers, Inc. – Glencoe, MN
- ◆ Associated Milk Producers, Inc. – Blair, WI
- ◆ Associated Milk Producers, Inc. – Paynesville, MN
- ◆ Associated Milk Producers, Inc. – Jim Falls, WI
- ◆ Bongards’ Creameries – Perham, MN

Computation of Producer Price Differential-July 2004

	Utilization Percentage	Product Pounds	Component Pounds	Rate	Value
Class I					
Differential Value					\$ 6,154,477.44
Product	16.1%	354,529,244			
Skim Milk			348,786,952	\$10.9500	38,192,171.27
Butterfat			5,742,292	2.1088	12,109,345.37
Class II					
Product	5.8%	128,626,975			
Nonfat Solids			10,571,389	0.7811	8,257,311.93
Butterfat			10,669,561	2.0613	21,993,166.10
Class III					
Product	70.8%	1,558,767,753			
Protein			45,955,962	2.3625	108,570,960.30
Other Solids			89,075,930	0.1048	9,335,157.46
Butterfat			56,714,949	2.0543	116,509,519.71
Class IV					
Product	7.3%	160,197,787			
Nonfat Solids			13,807,935	0.7042	9,723,547.84
Butterfat			6,271,197	2.0543	12,882,919.97
SCC Adjustment (Class II, III, and IV)					353,963.66
Total Producer Milk *		2,202,121,759			\$ 344,082,541.05
Add:					
Overage					61,522.02
Inventory Reclassified					31,183.61
Other Source Milk \$.60(h)					0.00
Other Source Milk \$.60(i)					0.00
Subtract:					
Transportation Credit					135,912.94
Assembly Credit					281,805.04
Credit for Reconstituted FMP					0.00
Producer Milk Protein					153,368,184.49
Producer Milk Other Solids					13,181,669.83
Producer Milk Butterfat					163,107,309.38
Producer Milk SCC Adjustment					416,419.77
Total Milk and Value		2,202,121,759			\$ 13,683,945.23
Add:					
Location Adjustment -- Producer and Unregulated Supply Plant Milk					2,049,045.88
One-Half Unobligated Balance Producer Settlement Fund					1,152,778.52
Total Value				0.766795	\$ 16,885,769.63
Subtract:					
Producer Settlement Fund Reserve				0.046795	1,030,492.97
Producer Price Differential **				\$0.72	\$ 15,855,276.66

* An estimated 45 million pounds of milk was not pooled.

** Producer Price Differential is dollars per cwt. at the Base Zone of Cook County, Illinois.



Utilization and Classification of Milk

	July 2004		June 2004	July 2003
	Product Pounds	Butterfat Pounds	Product Pounds	Product Pounds
Class I Utilization:				
Packaged Disposition				
Milk	58,627,012	1,950,807	55,831,462	54,525,409
Flavored Milk	5,529,871	179,846	5,241,998	5,423,114
Reduced Fat Milk	136,660,091	2,665,967	128,948,212	124,375,567
Lowfat Milk	47,391,427	459,829	44,381,323	43,273,987
Fat Free Milk	88,445,162	99,462	83,932,774	78,994,005
Flavored Reduced and Fat Free Milk	14,700,697	151,850	16,146,646	14,546,842
Buttermilk	2,588,562	29,203	2,503,807	2,714,122
Total Packaged Disposition	353,942,822	5,536,964	336,986,222	323,853,046
Total Ending Inventory	25,093,573	404,571	25,368,340	28,212,135
Bulk to Nonpool Plants	1,350,858	28,989	2,644,359	1,001,648
Shrinkage	2,500,785	246,878	4,014,474	1,808,498
Total Class I Utilization	382,888,038	6,217,402	369,013,395	354,875,327
Other Order Plants	(2,833,054)	(51,040)	(2,856,413)	(3,590,252)
Beginning Inventory	(25,368,340)	(415,355)	(30,213,815)	(23,778,687)
Reused Products	0	0	0	0
Other Source Milk	(68,238)	(1,529)	(56,863)	(208,918)
Overage	--	--	--	0
Interhandler Adjustment	(89,162)	(7,186)	(61,896)	506,602
Class I Producer Milk	354,529,244	5,742,292	335,824,408	327,804,072
Class II Utilization:				
Total Class II Utilization	147,693,509	11,605,323	152,165,133	128,178,941
Other Order Plants	(4,781,037)	(181,655)	(3,501,864)	(2,705,692)
Beginning Inventory	(4,527,356)	(126,231)	(5,744,050)	(4,968,282)
Reused Products	(8,969,244)	(11,384)	(9,654,658)	(14,271,399)
Other Source Milk	(788,897)	(616,492)	(1,051,659)	(1,361,294)
Overage	--	--	--	--
Class II Producer Milk	128,626,975	10,669,561	132,212,902	104,872,274
Class III Utilization:				
Total Class III Utilization	1,571,844,550	57,000,317	1,489,618,361	81,045,501
Other Order Plants	(9,339,248)	(174,898)	(12,393,717)	(1,504,341)
Beginning Inventory	(1,289,771)	(45,991)	(875,422)	(1,133,499)
Reused Products	0	0	0	0
Other Source Milk	(2,196,875)	(62,524)	(1,128,838)	(1,930,376)
Overage	(250,903)	(1,955)	(21,184)	(18,041)
Class III Producer Milk	1,558,767,753	56,714,949	1,475,199,200	76,459,244
Class IV Utilization:				
Total Class IV Utilization	192,937,710	7,899,386	211,259,813	178,046,965
Other Order Plants	(5,133,786)	(335,569)	(7,888,216)	(6,414,077)
Beginning Inventory	(17,446,597)	(836,447)	(20,730,125)	(13,637,988)
Reused Products	0	0	0	--
Other Source Milk	(9,907,849)	(454,218)	(12,164,539)	(7,045,024)
Overage	(251,691)	(1,955)	(11,874)	(62,519)
Class IV Producer Milk	160,197,787	6,271,197	170,465,059	150,887,357
Total Producer Milk -- All Classes	2,202,121,759	79,397,999	2,113,701,569	660,022,947

-- Restricted Information

Commodity Prices

Month/Year	Weighted Monthly Average NASS Prices *						Weighted Two-Week Average NASS Prices *					
	Cheddar Cheese			Nonfat			Cheddar Cheese			Nonfat		
	Blocks	Barrels	Average	Butter	Dry Milk	Dry Whey	Blocks	Barrels	Average	Butter	Dry Milk	Dry Whey
	<i>Dollars per Pound</i>						<i>Dollars per Pound</i>					
Jul 2003	1.3177	1.3466	1.3497	1.1196	0.8072	0.1470	1.2435	1.2625	1.2685	1.1028	0.8062	0.1452
Aug	1.5332	1.5321	1.5496	1.1578	0.8105	0.1615	1.5237	1.5226	1.5396	1.1937	0.8118	0.1599
Sep	1.5786	1.5762	1.5940	1.1332	0.8111	0.1755	1.5745	1.5793	1.5943	1.1156	0.8094	0.1716
Oct	1.5781	1.5753	1.5936	1.1611	0.8109	0.1892	1.5765	1.5737	1.5921	1.1619	0.8117	0.1877
Nov	1.5000	1.4590	1.4941	1.1881	0.8130	0.1947	1.5430	1.4944	1.5331	1.1822	0.8153	0.1947
Dec	1.3551	1.2669	1.3260	1.2557	0.8070	0.1941	1.3606	1.2565	1.3227	1.2219	0.8072	0.1967
Jan 2004	1.3079	1.2683	1.3023	1.3632	0.8062	0.1801	1.3026	1.2645	1.2977	1.3687	0.8051	0.1824
Feb	1.3165	1.3042	1.3260	1.6582	0.8064	0.1677	1.3027	1.2777	1.3054	1.5879	0.8085	0.1691
Mar	1.5212	1.5768	1.5680	2.0994	0.8101	0.1817	1.4284	1.4528	1.4582	1.9921	0.8090	0.1706
Apr	2.0001	2.0596	2.0520	2.1994	0.8171	0.2602	2.0016	2.0640	2.0530	2.1514	0.8179	0.2611
May	2.1289	2.0948	2.1266	2.1385	0.8383	0.2992	2.1676	2.1659	2.1838	2.1633	0.8372	0.2975
Jun	1.8509	1.8031	1.8411	1.9290	0.8497	0.2890	1.9008	1.8121	1.8683	1.8723	0.8500	0.2942
Jul	1.5661	1.5424	1.5695	1.8269	0.8513	0.2607	1.5520	1.5075	1.5439	1.8610	0.8552	0.2600

Month/Year	Chicago Mercantile Exchange						
	Butter	Cheddar Cheese		Nonfat Dry Milk (Low/Medium Heat)		Whey Powder	
	Grade AA	Blocks	Barrels	Central & East	West	Central	West
	<i>Dollars per Pound</i>						
Jul 2003	1.1985	1.5123	1.4668	0.8419	0.8391	0.1558	0.1535
Aug	1.1708	1.6000	1.5736	0.8480	0.8414	0.1690	0.1762
Sep	1.1731	1.6000	1.5640	0.8500	0.8423	0.1836	0.1845
Oct	1.1846	1.5876	1.5364	0.8523	0.8413	0.1989	0.1902
Nov	1.2057	1.3932	1.2949	0.8500	0.8400	0.2026	0.1931
Dec	1.2969	1.3383	1.2621	0.8477	0.8388	0.1942	0.1891
Jan 2004	1.4320	1.3062	1.2539	0.8366	0.8388	0.1786	0.1793
Feb	1.7132	1.3958	1.3586	0.8413	0.8388	0.1679	0.1716
Mar	2.1350	1.8197	1.7977	0.8518	0.8397	0.2159	0.1889
Apr	2.2204	2.1687	2.1318	0.8808	0.8573	0.3022	0.2304
May	2.0363	1.9925	1.8848	0.9050	0.8681	0.3150	0.2744
Jun	1.9300	1.7105	1.6848	0.9188	0.8595	0.2913	0.2750
Jul	1.7458	1.4486	1.4226	0.9188	0.8435	0.2527	0.2458

Market Statistics

Month/Year	Distributing Plants	Supply Plants	Coop .9(c) Handlers	Producers	Total Producer Milk	Est. Average Daily Delivery Per Producer	Class I Utilization	Butterfat Test	Protein Test	Other Solids Test	Weighted Average SCC
					Mil. lbs.	Pounds	Percent	Percent	Percent	Percent	
										(000)	
Jul 2003	29	33	15	9,689	660	4,310	49.7	3.53	2.91	5.70	332
Aug	31	56	15	9,425	644	4,025	50.6	3.53	2.91	5.69	341
Sep	30	55	15	8,874	644	3,972	54.0	3.63	3.01	5.69	318
Oct	30	54	15	9,210	657	4,015	55.2	3.76	3.09	5.68	279
Nov	29	57	15	13,396	1,039	4,125	35.6	3.85	3.12	5.70	271
Dec	30	57	15	16,454	2,128	4,173	18.1	3.83	3.09	5.71	282
Jan 2004	29	58	15	16,725	2,209	4,261	17.8	3.82	3.08	5.71	285
Feb	29	55	15	16,395	1,944	4,294	18.3	3.81	3.06	5.69	295
Mar	27	51	14	6,095	675	4,299	58.7	3.75	3.02	5.71	295
Apr	25	46	13	6,309	608	4,324	62.8	3.71	3.01	5.71	288
May	25	47	13	6,234	663	4,396	53.2	3.66	2.99	5.72	282
Jun	28	51	13	16,307	2,114	4,409	15.9	3.64	2.96	5.73	309
Jul	28	51	13	16,327	2,202	4,406	16.1	3.61	2.95	5.71	326

* NASS = National Agricultural Statistics Service, USDA.

Class Prices

Month/Year	Class I Price Mover			Class I Price at Cook County, IL			Class II Price			
	Butterfat	Skim Milk	3.50%	Butterfat	Skim Milk	3.50%	Butterfat	Nonfat Solids	Skim Milk	3.50%
	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>	<i>lb.</i>	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>
Jul 2003	1.1590	5.92	9.77	1.1770	7.72	11.57	1.2125	0.7356	6.62	10.63
Aug	1.1854	7.07	10.97	1.2034	8.87	12.77	1.2584	0.7378	6.64	10.81
Sep	1.2944	9.51	13.71	1.3124	11.31	15.51	1.2288	0.7433	6.69	10.76
Oct	1.2007	10.43	14.27	1.2187	12.23	16.07	1.2623	0.7400	6.66	10.84
Nov	1.2563	10.33	14.37	1.2743	12.13	16.17	1.2947	0.7433	6.69	10.99
Dec	1.2806	9.70	13.84	1.2986	11.50	15.64	1.3758	0.7467	6.72	11.30
Jan 2004	1.3283	7.46	11.85	1.3463	9.26	13.65	1.5048	0.7378	6.64	11.67
Feb	1.5044	6.55	11.59	1.5224	8.35	13.39	1.8588	0.7367	6.63	12.90
Mar	1.7675	5.96	11.94	1.7855	7.76	13.74	2.3883	0.7400	6.66	14.79
Apr	2.2525	5.96	13.64	2.2705	7.76	15.44	2.5083	0.7400	6.66	15.21
May	2.4437	11.50	19.65	2.4617	13.30	21.45	2.4352	0.7489	6.74	15.03
Jun	2.4580	12.98	21.13	2.4760	14.78	22.93	2.1838	0.7678	6.91	14.31
Jul	2.1088	10.95	17.95	2.1268	12.75	19.75	2.0613	0.7811	7.03	14.00
Aug	2.0952	7.55	14.62	2.1132	9.35	16.42				

Month/Year	Class III Price					Class IV Price			
	Butterfat	Protein	Other Solids	Skim Milk	3.50%	Butterfat	Nonfat Solids	Skim Milk	3.50%
	<i>lb.</i>	<i>lb.</i>	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>	<i>lb.</i>	<i>lb.</i>	<i>cwt.</i>	<i>cwt.</i>
Jul 2003	1.2055	2.5480	(0.0124) *	7.83	11.78	1.2055	0.6605	5.94	9.95
Aug	1.2514	3.1438	0.0026	9.76	13.80	1.2514	0.6638	5.97	10.14
Sep	1.2218	3.3180	0.0170	10.39	14.30	1.2218	0.6644	5.98	10.05
Oct	1.2553	3.2815	0.0311	10.36	14.39	1.2553	0.6642	5.98	10.16
Nov	1.2877	2.9267	0.0368	9.29	13.47	1.2877	0.6663	6.00	10.30
Dec	1.3688	2.2997	0.0362	7.34	11.87	1.3688	0.6603	5.94	10.52
Jan 2004	1.4978	2.0875	0.0217	6.60	11.61	1.4978	0.6595	5.94	10.97
Feb	1.8518	1.7911	0.0090	5.61	11.89	1.8518	0.6597	5.94	12.21
Mar	2.3813	2.0133	0.0234	6.38	14.49	2.3813	0.6634	5.97	14.10
Apr	2.5013	3.4465	0.1042	11.30	19.66	2.5013	0.6703	6.03	14.57
May	2.4282	3.7639	0.1444	12.52	20.58	2.4282	0.6913	6.22	14.50
Jun	2.1768	3.1086	0.1339	10.43	17.68	2.1768	0.7026	6.32	13.72
Jul	2.0543	2.3625	0.1048	7.94	14.85	2.0543	0.7042	6.34	13.31

Producer Prices

Month/Year	Producer Price Differential	Statistical Uniform Price (at 3.50%)	Butterfat Price	Protein Price	Other Solids Price	SCC Adjustment Rate	Producer Mailbox Price (at test)
	<i>\$ per cwt.</i>	<i>\$ per cwt.</i>	<i>\$ per lb.</i>	<i>\$ per lb.</i>	<i>\$ per lb.</i>	<i>\$ per cwt.</i>	<i>\$ per cwt.</i>
May 2003	0.40	10.11	1.1512	1.9275	(0.0144) *	0.00057	10.92
Jun	0.38	10.13	1.1576	1.9434	(0.0200) *	0.00057	10.89
Jul	(0.41)	11.37	1.2055	2.5480	(0.0124) *	0.00067	12.40
Aug	(1.58)	12.22	1.2514	3.1438	0.0026	0.00077	13.94
Sep	(1.07)	13.23	1.2218	3.3180	0.0170	0.00080	14.86
Oct	(0.88)	13.51	1.2553	3.2815	0.0311	0.00080	15.39
Nov	(0.07)	13.40	1.2877	2.9267	0.0368	0.00075	14.56
Dec	0.54	12.41	1.3688	2.2997	0.0362	0.00066	13.58
Jan 2004	0.37	11.98	1.4978	2.0875	0.0217	0.00065	13.15
Feb	0.47	12.36	1.8518	1.7911	0.0090	0.00066	13.67
Mar	0.21	14.70	2.3813	2.0133	0.0234	0.00078	16.01
Apr	(4.11)	15.55	2.5013	3.4465	0.1042	0.00103	19.75
May	(1.97)	18.61	2.4282	3.7639	0.1444	0.00106	20.11
Jun	0.30	17.98	2.1768	3.1086	0.1339	0.00092	
Jul	0.72	15.57	2.0543	2.3625	0.1048	0.00078	

* The average wholesale price of dry whey was less than the make allowance contained in the other solids price formula.

Summary of Federal Order Data - July 2004

Federal Order Number / Name	Producer Deliveries <i>— Thousand Pounds —</i>	Class I Producer Receipts <i>— Thousand Pounds —</i>	Class I Utilization <i>Percent</i>	Class I Price <i>— Dollars per Cwt. —</i>	Producer Price Differential <i>— Dollars per Cwt. —</i>	Uniform or Statistical Uniform Price at 3.5% Butterfat		
						FOB Market <i>— Dollars per Cwt. —</i>	FOB Cook Cty. Illinois <i>— Dollars per Cwt. —</i>	Change From Previous Year
1 Northeast	1,995,994	865,366	43.4	\$ 21.20	\$2.79	\$ 17.64	\$ 16.19	\$5.18
5 Appalachian	518,854	349,104	67.3	21.05	n/a	18.94	17.64	6.45
6 Florida	231,619	203,394	87.8	21.95	n/a	21.01	18.81	7.55
7 Southeast	542,312	372,617	68.7	21.05	n/a	19.10	17.80	6.63
30 Upper Midwest	2,202,122	354,529	16.1	19.75	0.72	15.57	15.57	4.20
32 Central	1,271,623	344,297	27.1	19.95	1.18	16.03	15.83	4.54
33 Mideast	1,487,386	520,456	35.0	19.95	1.70	16.55	16.35	4.87
124 Pacific Northwest	647,998	173,346	26.7	19.85	0.89	15.74	15.64	4.81
126 Southwest	874,968	328,596	37.6	20.95	2.23	17.08	15.88	5.07
131 Arizona-Las Vegas	228,461	74,004	32.4	20.30	n/a	16.19	15.64	4.66
All Market Average or Total *	10,001,336	3,585,710	35.9					

n/a = Not applicable. * May not add due to rounding.

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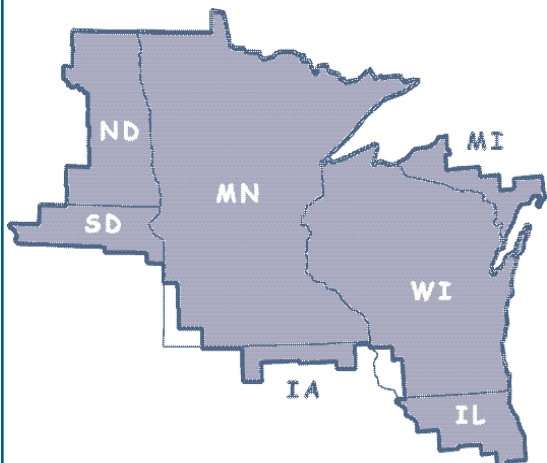
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