

# Dairy Information Bulletin

*A publication serving the dairy industry for over 70 years*

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January 2014

## Packaged Fluid Milk in California - Container Survey

Percentage of Total Fluid Milk Products Sold, by Size of Container  
October of Selected Years: 2008, 2009, 2010, 2011, 2012, 2013

Year	3, 5, 6 Gallon	1 Gallon	1/2 Gallon	Quart	1/3 Quart (10 oz.)	Pint	1/2 Pint & (8 oz. Pouch)	4 oz. (Pouch)	12, 14 oz.	Other
	Percent									
2008	0.88%	68.56%	16.67%	2.25%	0.29%	1.68%	9.41%	0.10%	0.14%	0.01%
2009	0.77%	65.90%	21.60%	2.66%	0.19%	0.42%	7.86%	0.09%	0.27%	0.24%
2010	0.94%	66.72%	19.82%	2.78%	0.17%	0.39%	8.09%	0.10%	0.61%	0.38%
2011	0.78%	70.06%	15.29%	2.44%	0.20%	0.59%	9.78%	0.11%	0.08%	0.66%
2012	0.76%	68.42%	16.17%	2.52%	0.17%	0.63%	9.98%	0.11%	0.13%	1.12%
2013	0.76%	68.61%	16.17%	2.61%	0.14%	0.41%	10.20%	0.07%	0.60%	0.43%

Percentage of Total Fluid Milk Products Sold, by Type of Container  
October of Selected Years: 2008, 2009, 2010, 2011, 2012, 2013

Year	Glass	Paper	Plastic	Bag
	Percent			
2008	0.16%	18.88%	80.46%	0.50%
2009	0.03%	23.90%	75.54%	0.53%
2010	0.02%	22.64%	76.36%	0.98%
2011	3.24%	18.22%	77.52%	1.02%
2012	0.17%	19.34%	79.30%	1.19%
2013	0.21%	20.94%	77.90%	0.95%

- The top three containers of fluid milk sold in California for October 2013 were: gallon plastic containers (68.3%); half gallon paper containers (8.8%); and half pint paper containers (8.0%).

Source: October 2013 Fluid Milk Sales Container Survey for California, completed by CDFA Dairy Marketing Branch, December 2013

## National Dairy Situation & Outlook – USDA Estimates

### Latest Data Available:

**Monthly:** USDA estimates overall milk production across the U.S. was up by 0.1% in November 2013, compared to November 2012. USDA reports that California milk production increased 0.6% compared to November 2012 (on 1,000 more cows and 10 more pounds of milk per cow). Among other western states, compared to November 2012, Arizona was up 0.9%; New Mexico was down 0.8%; and Washington was up 1.8%. Five of the top 10 states reported a production decrease. The largest increase was reported by Kansas at 7.5% growth in milk production (on 7,000 more cows and 40 more pounds of milk per cow).

**Quarterly:** For the third quarter of 2013 compared to the second quarter of 2013, U.S. milk cow numbers were at 9.226 million head, milk production per cow was at 5,355 pounds; the net effect was milk production recorded at 49.4 billion pounds. USDA projects that for the fourth quarter of 2013 compared to the third quarter of 2013, milk cow numbers will decrease to 9.215 million head, production per cow will increase to 5,400 pounds, the net effect would be increased milk production to 49.8 billion pounds.

### Milk Prices

Comparing the third quarter of 2013 to the second quarter of 2013, U.S. average all-milk prices decreased to \$19.53/cwt. USDA projects that for the fourth quarter of 2013, U.S. average all-milk prices will be \$21.05-21.25/cwt.; Class III prices will be \$18.45-18.65/cwt.; and Class IV prices will be \$20.55-\$20.85/cwt.

### Utility Cow Prices

Comparing the third quarter of 2013 to the second quarter of 2013, average U.S. utility cow prices were up \$0.90/cwt. to a national average of \$78.36/cwt. USDA projects that utility cow prices will average \$74-77/cwt. in the fourth quarter of 2013.

Information from the USDA-NASS publication "Milk Production" and the USDA-ERS publication: "Livestock, Dairy, and Poultry Outlook."

## California Data Summaries

### COMMERCIAL PRODUCTION OF ALL MILK

Production of all milk on farms and ranches in California during November 2013 totaled 3.3 billion pounds, 0.5 percent more than the quantity produced during November 2012. For the twelve months ending November 2013, total milk production decreased 1.6 percent as compared to the same period the previous year.

### MANUFACTURED PRODUCTS

For the month of November 2013, as compared to November 2012, the total manufacture of butter increased 2.3 percent; manufacture of nonfat dry milk for human consumption decreased 22.3 percent; other dry milk products increased 32.2 percent; manufacture of total cheese increased 6.6 percent, and manufacture of total frozen products decreased 5.3 percent.

### SALES OF CLASS 1 MARKET MILK

Total sales of Class 1 market milk products in California during November 2013 decreased 1.6 percent compared to sales during November 2012.

All Data displayed in the Dairy Information Bulletin is subject to change and/or revision.

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**Note:** These tables that were previously displayed in this publication are located on the Dairy Marketing Branch website at: [www.cdfa.ca.gov/dairy](http://www.cdfa.ca.gov/dairy)  
 Class and Pool Prices, Commodity Prices Used to Calculate Class 4a/4b Prices, Commodity Prices Used to Calculate Class 1 Prices, Milk Production Cost Comparison Summary for California, Milk Mailbox Prices, U.S., Prices: Class 1 Farm Prices, Average Whole Milk Retail Prices, Minimum Class Prices, U.S. Retail Average Prices for Whole, 2%, 1%, Skim Milks

## MILK PRODUCTION

**Table 1: Commercial Production of Market and Manufacturing Milk  
in Thousand Pounds, in California, by Month <sup>1</sup>  
December 2011 - November 2013**

Month	Market Milk			Manufacturing Milk			Total Milk		
	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change
December	3,435,095	3,385,737	-1.4%	57,656	28,162	-51.2%	3,492,752	3,413,899	-2.3%
January	3,587,849	3,407,055	-5.0%	28,124	54,300	93.1%	3,615,973	3,461,355	-4.3%
February	3,477,146	3,174,807	-8.7%	26,403	49,933	89.1%	3,503,549	3,224,740	-8.0%
March	3,772,736	3,613,367	-4.2%	30,570	56,704	85.5%	3,803,305	3,670,071	-3.5%
April	3,597,922	3,560,313	-1.0%	31,756	56,767	78.8%	3,629,678	3,617,080	-0.3%
May	3,706,753	3,658,818	-1.3%	32,985	59,584	80.6%	3,739,738	3,718,401	-0.6%
June	3,491,052	3,426,983	-1.8%	30,365	58,426	92.4%	3,521,417	3,485,409	-1.0%
July	3,465,801	3,315,980	-4.3%	28,472	54,939	93.0%	3,494,273	3,370,919	-3.5%
August	3,273,030	3,338,429	2.0%	27,677	57,807	108.9%	3,300,707	3,396,236	2.9%
September	3,153,537	3,142,549	-0.3%	26,203	53,102	102.7%	3,179,740	3,195,651	0.5%
October	3,274,609	3,280,681	0.2%	28,565	53,825	88.4%	3,303,174	3,334,507	0.9%
November	3,234,481	3,221,861	-0.4%	25,047	52,401	109.2%	3,259,529	3,274,262	0.5%
<b>Jan-Nov Total</b>	<b>38,034,917</b>	<b>37,140,843</b>	<b>-2.4%</b>	<b>316,166</b>	<b>607,789</b>	<b>92.2%</b>	<b>38,351,083</b>	<b>37,748,631</b>	<b>-1.6%</b>
<b>Dec-Nov Total</b>	<b>41,470,012</b>	<b>40,526,580</b>	<b>-2.3%</b>	<b>373,823</b>	<b>635,950</b>	<b>70.1%</b>	<b>41,843,834</b>	<b>41,162,530</b>	<b>-1.6%</b>
<b>2012 Total</b>	<b>41,420,654</b>			<b>344,328</b>			<b>41,764,982</b>		

<sup>1</sup> Includes total milk sold. Excludes milk left on ranch.

## DAILY AVERAGE MILK PRODUCTION

**Table 2: Commercial Production of Market and Manufacturing Milk, Average Daily Basis  
Compared to Prior Month, in Thousand Pounds, in California, by Month <sup>1</sup>  
December 2012 - November 2013**

Month	Market Milk		Manufacturing Milk		Total Milk	
	2012-2013	% Change	2012-2013	% Change	2012-2013	% Change
November	107,816		835		108,651	
December	109,217	1.3%	908	8.8%	110,126	1.4%
January	109,905	0.6%	1,752	92.8%	111,657	1.4%
February	113,386	3.2%	1,783	1.8%	115,169	3.1%
March	116,560	2.8%	1,829	2.6%	118,389	2.8%
April	118,677	1.8%	1,892	3.4%	120,569	1.8%
May	118,026	-0.5%	1,922	1.6%	119,948	-0.5%
June	114,233	-3.2%	1,948	1.3%	116,180	-3.1%
July	106,967	-6.4%	1,772	-9.0%	108,739	-6.4%
August	107,691	0.7%	1,865	5.2%	109,556	0.8%
September	104,752	-2.7%	1,770	-5.1%	106,522	-2.8%
October	105,828	1.0%	1,736	-1.9%	107,565	1.0%
November	107,395	1.5%	1,747	0.6%	109,142	1.5%

<sup>1</sup> Includes total milk sold. Excludes milk left on ranch.

## MILK PRODUCTION BY COUNTY

**Table 3: Commercial Production of Bulk Milk, Average Milk Fat and Solids-Not-Fat Test, in Pounds, in California, by Counties and Regions <sup>1</sup> November 2013**

County and Region	Bulk Milk		Total	Percent change from 2012	Average Milk Fat Test	Average Solids-Not-Fat Test
	Market	Manufacturing				
Alameda						
Alpine						
Amador						
Butte	336,860	0	336,860	-11.6%	4.65%	9.44%
Calaveras						
Colusa						
Contra Costa						
Del Norte	2,886,016	653,505	3,539,521	7.0%	4.68%	9.18%
El Dorado						
Fresno	217,320,965	210,341	217,531,306	3.2%	3.78%	9.03%
Glenn	30,178,206	797,840	30,976,046	-3.6%	3.89%	9.00%
Humboldt	13,754,242	3,162,637	16,916,879	-1.0%	4.45%	9.04%
Inyo						
Kern	321,972,328	53,660	322,025,988	1.9%	3.76%	8.97%
Kings	337,613,943	231,709	337,845,652	3.0%	3.78%	8.99%
Lake						
Lassen						
Madera	141,061,526	188,728	141,250,254	1.6%	3.69%	9.02%
Marin	10,953,644	0	10,953,644	-5.3%	3.88%	8.99%
Mariposa						
<b>Mendocino</b>						
Merced	462,057,604	35,535,357	497,592,961	1.9%	3.95%	9.08%
Modoc						
Mono						
<b>Monterey</b>						
Napa						
Nevada						
<b>Placer</b>						
Plumas						
Sacramento	27,249,502	0	27,249,502	0.2%	3.84%	9.06%
<b>San Benito</b>						
San Francisco						
San Joaquin	183,318,900	0	183,318,900	-1.0%	3.78%	9.07%
San Mateo						
<b>Santa Clara</b>						
Santa Cruz						
Shasta						
Sierra						
Siskiyou	1,228,356	0	1,228,356	-7.9%	3.94%	8.88%
<b>Solano</b>						
Sonoma	36,759,638	83,669	36,843,307	0.2%	3.93%	9.01%
Stanislaus	339,632,375	9,216,412	348,848,787	2.5%	3.86%	9.04%
<b>Sutter</b>						
Tehama	5,388,239	216,811	5,605,050	-6.9%	4.41%	9.34%
Trinity						
Tulare	895,843,797	2,050,387	897,894,184	1.3%	3.88%	9.06%
Tuolumne						
<b>Yolo</b>						
Yuba	4,795,440	0	4,795,440	7.9%	4.27%	9.24%
<b>N. California</b>	<b>3,039,157,197</b>	<b>52,401,056</b>	<b>3,091,558,253</b>	<b>1.6%</b>	<b>3.85%</b>	<b>9.04%</b>

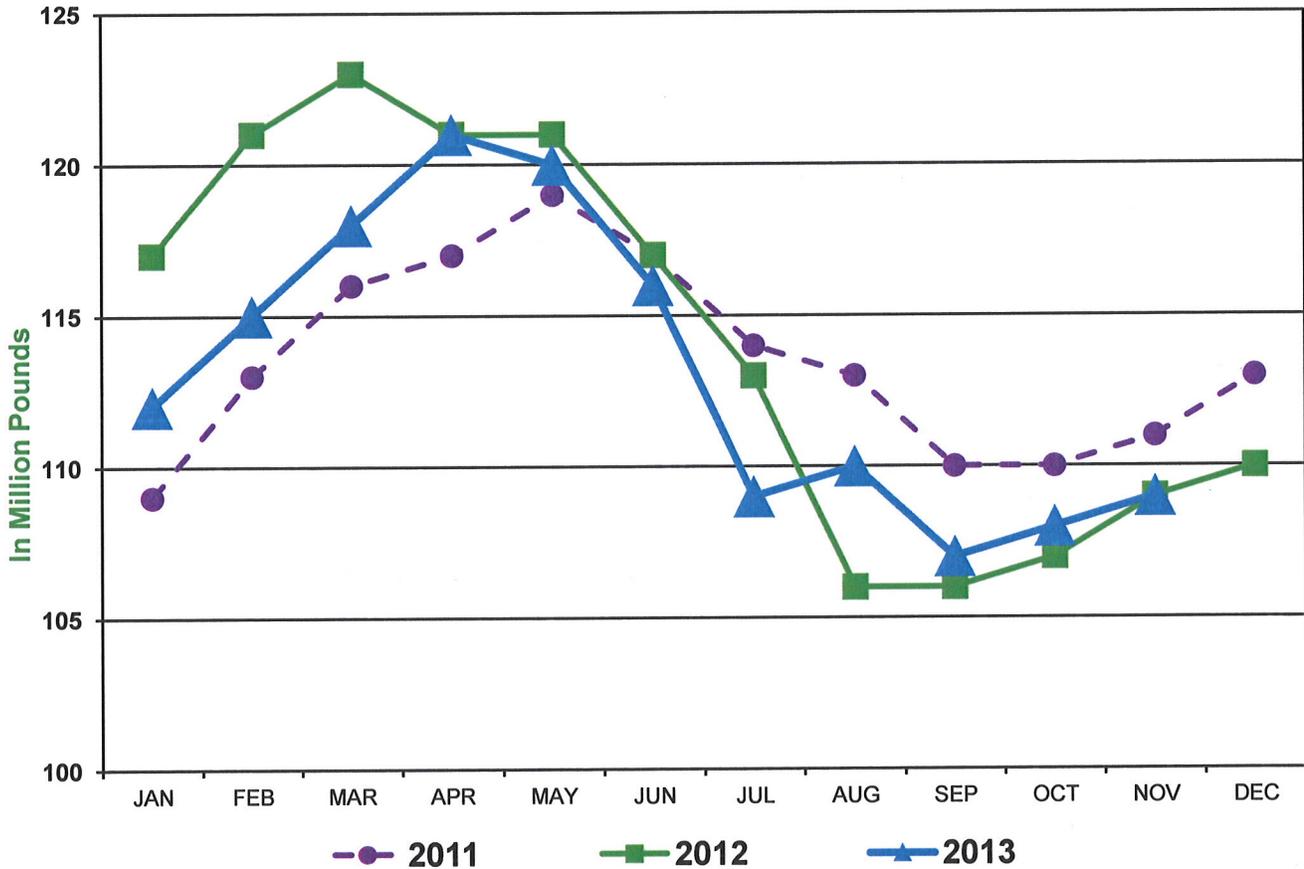
## MILK PRODUCTION BY COUNTY

**Table 3 (continued): Commercial Production of Bulk Milk, Average Milk Fat and Solids-Not-Fat Test, in Pounds, in California, by Counties and Regions <sup>1</sup> November 2013**

County and Region	Bulk Milk		Percent change from 2012	Average Milk Fat Test	Average Solids-Not-Fat Test
	Market	Manufacturing			
Imperial	7,332,420	0	-8.5%	4.00%	9.07%
<b>Los Angeles</b>					
Orange					
Riverside	69,762,023	0	-12.3%	3.70%	8.98%
San Bernardino	94,273,682	0	-18.9%	3.66%	8.92%
San Diego	3,262,556	0	-16.2%	3.70%	8.91%
<b>San Luis Obispo</b>					
<b>Santa Barbara</b>					
Ventura					
<b>S. California</b>	<b>182,703,795</b>	<b>0</b>	<b>-15.3%</b>	<b>3.69%</b>	<b>8.95%</b>
<b>State Total</b>	<b>3,221,860,992</b>	<b>52,401,056</b>	<b>0.5%</b>	<b>3.84%</b>	<b>9.04%</b>

<sup>1</sup> Data for counties in bold-type are not shown but are included in total: Mendocino, Monterey, Placer, San Benito, Santa Clara, Solano, Sutter, Yolo, Los Angeles, San Luis Obispo, Santa Barbara.

## CALIFORNIA MILK PRODUCTION Average Daily Basis 2011, 2012, 2013



February 2012 Milk Production included 29 days.

## MILK UTILIZATION

**Table 4: Pooled Milk Utilization of Grade A Milk, by Classes and Months,  
in Thousand Pounds <sup>1</sup>  
2012 - 2013**

Month	Class 1 - Fat		Class 2 - Fat		Class 3 - Fat		Class 4a - Fat	
	2012	2013	2012	2013	2012	2013	2012	2013
January	10,023	10,104	7,684	8,373	5,618	3,703	59,046	56,234
February	9,197	8,667	7,834	8,695	6,138	5,129	55,552	49,507
March	9,715	9,285	8,455	9,775	6,683	7,203	60,905	54,949
April	9,448	9,336	8,024	10,086	7,168	8,096	55,983	51,164
May	9,484	9,517	8,544	10,843	7,444	8,097	56,176	50,894
June	8,957	8,787	7,922	7,728	7,780	7,762	50,472	48,418
July	9,804	9,798	9,611	7,945	9,501	7,834	45,154	43,456
August	10,134	9,763	10,638	8,428	9,654	7,241	39,502	45,440
September	9,042	9,533	10,145	8,165	7,159	6,495	42,625	42,541
October	10,389	10,221	11,904	11,422	7,196	6,416	43,389	44,439
November	10,107	9,654	12,516	11,836	5,811	5,019	44,385	44,786
December	10,130		8,306		4,125		53,466	
<b>Jan - Nov Total</b>	<b>106,301</b>	<b>104,664</b>	<b>103,277</b>	<b>103,295</b>	<b>80,152</b>	<b>72,995</b>	<b>553,191</b>	<b>531,830</b>
<b>Change from 2012</b>		<b>-1.5%</b>		<b>0.0%</b>		<b>-8.9%</b>		<b>-3.9%</b>
<b>2012 Total</b>	<b>116,431</b>		<b>111,583</b>		<b>84,278</b>		<b>606,657</b>	
Month	Class 1 - SNF		Class 2 - SNF		Class 3 - SNF		Class 4a - SNF	
	2012	2013	2012	2013	2012	2013	2012	2013
January	48,801	48,170	12,312	11,532	5,815	4,743	107,977	97,371
February	44,458	41,906	11,612	10,677	6,766	6,071	105,792	92,971
March	46,857	44,770	11,719	11,702	8,602	7,052	116,438	110,054
April	45,422	45,172	11,569	11,178	7,563	7,858	109,552	105,664
May	45,768	45,995	11,952	11,887	8,055	8,474	113,569	106,710
June	40,986	39,565	11,113	11,413	7,587	7,843	106,996	100,417
July	43,482	43,121	11,962	11,409	8,044	7,972	98,671	87,246
August	47,075	45,321	11,874	13,749	8,074	7,287	78,733	88,730
September	44,761	45,692	11,603	11,608	6,796	6,645	82,233	79,928
October	49,614	48,983	12,902	11,965	7,280	6,648	82,924	86,307
November	47,337	45,014	12,031	11,386	6,036	8,712	85,491	87,339
December	46,350		10,852		4,010		98,265	
<b>Jan - Nov Total</b>	<b>504,561</b>	<b>493,708</b>	<b>130,650</b>	<b>128,506</b>	<b>80,617</b>	<b>79,304</b>	<b>1,088,375</b>	<b>1,042,738</b>
<b>Change from 2012</b>		<b>-2.2%</b>		<b>-1.6%</b>		<b>-1.6%</b>		<b>-4.2%</b>
<b>2012 Total</b>	<b>550,910</b>		<b>141,502</b>		<b>84,627</b>		<b>1,186,640</b>	
Month	Fluid							
	2012	2013						
January	438,032	432,770						
February	399,572	376,411						
March	420,505	402,218						
April	407,744	406,376						
May	410,934	413,810						
June	368,961	356,301						
July	393,924	389,703						
August	426,711	409,381						
September	401,720	410,322						
October	445,321	438,113						
November	424,433	401,653						
December	416,511							
<b>Jan - Nov Total</b>	<b>4,537,859</b>	<b>4,437,056</b>						
<b>Change from 2012</b>		<b>-2.2%</b>						
<b>2012 Total</b>	<b>4,954,369</b>							

## MILK UTILIZATION

**Table 4 (continued): Pooled Milk Utilization of Grade A Milk, by Classes and Months,  
in Thousand Pounds <sup>1</sup>  
2012 - 2013**

Month	Class 4b - Fat		Quota - Fat		Non-quota - Fat		Pool Total - Fat	
	2012	2013	2012	2013	2012	2013	2012	2013
January	50,280	50,194	27,356	27,370	105,295	101,238	132,651	128,607
February	48,577	45,411	25,612	24,722	101,686	92,688	127,298	117,409
March	51,823	49,934	27,380	27,381	110,201	103,766	137,581	131,147
April	49,065	48,907	26,492	26,474	103,197	101,115	129,689	127,589
May	49,443	50,105	27,350	27,372	103,742	102,085	131,092	129,457
June	48,670	48,427	26,453	26,481	97,348	94,640	123,801	121,121
July	48,854	47,591	27,366	27,373	95,559	89,251	122,924	116,624
August	47,113	48,067	27,391	27,368	89,651	91,571	117,042	118,939
September	45,202	46,968	26,463	26,491	87,710	87,212	114,173	113,702
October	47,422	49,772	27,360	27,392	92,940	94,877	120,301	122,269
November	48,146	49,403	26,473	26,512	94,493	94,186	120,966	120,698
December	51,245		27,349		99,923		127,272	
<b>Jan - Nov Total</b>	<b>534,596</b>	<b>534,779</b>	<b>295,696</b>	<b>294,934</b>	<b>1,081,822</b>	<b>1,052,629</b>	<b>1,377,517</b>	<b>1,347,563</b>
<b>Change from 2012</b>		<b>0.0%</b>		<b>-0.3%</b>		<b>-2.7%</b>		<b>-2.2%</b>
<b>2012 Total</b>	<b>585,841</b>		<b>323,044</b>		<b>1,181,745</b>		<b>1,504,789</b>	
Month	Class 4b - SNF		Quota - SNF		Non-quota - SNF		Pool Total - SNF	
	2012	2013	2012	2013	2012	2013	2012	2013
January	137,900	135,286	66,713	66,730	246,092	230,374	312,805	297,103
February	134,125	123,878	62,462	60,287	240,290	215,217	302,751	275,503
March	144,606	139,332	66,769	66,770	261,452	246,139	328,222	312,909
April	138,881	138,363	64,603	64,589	248,385	243,646	312,988	308,235
May	141,858	142,960	66,702	66,766	254,500	249,261	321,202	316,027
June	135,389	135,954	64,500	64,583	237,570	230,609	302,070	295,192
July	136,183	134,123	66,729	66,751	231,613	217,120	298,343	283,871
August	132,862	134,450	66,780	66,729	211,838	222,807	278,618	289,537
September	126,368	129,537	64,522	64,589	207,239	208,821	271,761	273,409
October	131,618	134,828	66,697	66,781	217,641	221,950	284,337	288,732
November	131,605	132,742	64,551	64,626	217,950	220,567	282,501	285,193
December	136,496		66,683		229,289		295,972	
<b>Jan - Nov Total</b>	<b>1,491,395</b>	<b>1,481,454</b>	<b>721,029</b>	<b>719,200</b>	<b>2,574,569</b>	<b>2,506,511</b>	<b>3,295,598</b>	<b>3,225,711</b>
<b>Change from 2012</b>		<b>-0.7%</b>		<b>-0.3%</b>		<b>-2.6%</b>		<b>-2.1%</b>
<b>2012 Total</b>	<b>1,627,891</b>		<b>787,712</b>		<b>2,803,858</b>		<b>3,591,570</b>	

<sup>1</sup> Includes pooled milk only. Excludes exempt, non-pool, grade B milk, and bulk milk shipped out-of-California (ranch to plant). Class usage has been adjusted for plant gain and inventory variance.

## POOL MILK PRODUCTION

**Table 5: Commercial Production of Grade A Milk, Pooled and Non-Pooled, Total Grade B Milk by Months, in Thousand Pounds  
2012 - 2013**

Month	Pool Milk		Grade A Milk Not Pooled <sup>1</sup>		Total Grade A Milk <sup>2</sup>		Total Grade B Milk	
	2012	2013	2012	2013	2012	2013	2012	2013
January	3,500,827	3,317,644	87,023	89,411	3,587,849	3,407,055	28,124	54,300
February	3,402,921	3,086,147	74,225	88,660	3,477,146	3,174,807	26,403	49,933
March	3,691,094	3,517,025	81,642	96,342	3,772,736	3,613,367	30,570	56,704
April	3,522,833	3,465,798	75,089	94,515	3,597,922	3,560,313	31,756	56,767
May	3,627,769	3,561,832	78,983	96,985	3,706,753	3,658,818	32,985	59,584
June	3,417,423	3,339,853	73,629	87,130	3,491,052	3,426,983	30,365	58,426
July	3,391,207	3,229,647	74,595	86,333	3,465,801	3,315,980	28,472	54,939
August	3,186,288	3,270,190	86,743	68,239	3,273,030	3,338,429	27,677	57,807
September	3,075,377	3,076,014	78,160	66,535	3,153,537	3,142,549	26,203	53,102
October	3,192,239	3,209,231	82,370	71,450	3,274,609	3,280,681	28,565	53,825
November	3,150,638	3,155,459	83,843	66,402	3,234,481	3,221,861	25,047	52,401
December	3,299,136		86,602		3,385,737		28,162	
<b>Jan - Nov Total</b>	<b>37,158,616</b>	<b>36,228,840</b>	<b>876,301</b>	<b>912,002</b>	<b>38,034,917</b>	<b>37,140,843</b>	<b>316,166</b>	<b>607,789</b>
<b>Change from 2012</b>		<b>-2.5%</b>		<b>4.1%</b>		<b>-2.4%</b>		<b>92.2%</b>
<b>2012 Total</b>	<b>40,457,751</b>		<b>962,903</b>		<b>41,420,654</b>		<b>344,328</b>	

<sup>1</sup> Grade A farm milk delivered to non-pooled plants; milk from exempt Producer-Handler type 66; the exempt portion of milk from Producer-Handler type 70; and Grade A producer milk delivered directly out of state.

<sup>2</sup> Not all milk shipped out of state is reported. These numbers represent lower limits.

## NET MILK AVAILABLE IN CALIFORNIA

**Table 6: California Commercial Milk Production, Production Entering, and Production Leaving, Net Milk Available, by Months, in Thousand Pounds <sup>1</sup>  
2012 - 2013**

Month	California Milk Production		Production Entering California		Production Leaving California		Net Milk Available in California	
	2012	2013	2012	2013	2012	2013	2012	2013
January	3,615,973	3,461,355	57,391	52,887	38,010	31,864	3,635,354	3,482,377
February	3,503,549	3,224,740	52,619	49,598	37,291	35,584	3,518,878	3,238,754
March	3,803,305	3,670,071	62,478	57,399	37,824	37,640	3,827,959	3,689,830
April	3,629,678	3,617,080	63,369	58,528	35,652	36,437	3,657,395	3,639,171
May	3,739,738	3,718,401	63,772	59,814	37,596	36,211	3,765,913	3,742,004
June	3,521,417	3,485,409	62,074	56,546	33,064	33,128	3,550,428	3,508,826
July	3,494,273	3,370,919	64,179	54,259	31,237	25,225	3,527,215	3,399,953
August	3,300,707	3,396,236	60,408	51,666	29,156	23,349	3,331,958	3,424,553
September	3,179,740	3,195,651	57,488	48,760	22,774	24,306	3,214,455	3,220,105
October	3,303,174	3,334,507	55,611	54,797	25,885	25,036	3,332,900	3,364,267
November	3,259,529	3,274,262	49,017	53,625	29,210	22,136	3,279,336	3,305,751
December	3,413,899		52,042		31,580		3,434,361	
<b>Jan - Nov Total</b>	<b>38,351,083</b>	<b>37,748,631</b>	<b>648,407</b>	<b>597,879</b>	<b>357,699</b>	<b>330,917</b>	<b>38,641,790</b>	<b>38,015,593</b>
<b>Change from 2012</b>		<b>-1.6%</b>		<b>-7.8%</b>		<b>-7.5%</b>		<b>-1.6%</b>
<b>2012 Total</b>	<b>41,764,982</b>		<b>700,448</b>		<b>389,279</b>		<b>42,076,152</b>	

<sup>1</sup> Not all milk shipped into or out of the state is reported. These numbers represent lower limits.

# CLASS 1 SALES

**Table 7: Sales of Class 1 Market Milk Products in California, by Months, in Thousand Gallons <sup>1 2</sup>  
December 2011 - November 2013**

Month	Whole Milk			Reduced-fat			Lowfat/Light Milk		
	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change
December	18,553	18,490	-0.3%	25,327	25,422	0.4%	8,408	8,009	-4.7%
January	18,050	18,004	-0.3%	24,747	25,132	1.6%	9,032	8,685	-3.8%
February	16,615	16,210	-2.4%	22,359	22,341	-0.1%	8,571	7,981	-6.9%
March	18,255	17,255	-5.5%	24,659	24,397	-1.1%	9,349	8,450	-9.6%
April	17,279	17,183	-0.6%	23,171	23,605	1.9%	8,506	8,775	3.2%
May	17,541	17,639	0.6%	23,336	23,815	2.1%	8,984	8,856	-1.4%
June	17,462	16,646	-4.7%	23,126	22,549	-2.5%	7,560	6,844	-9.5%
July	17,967	18,025	0.3%	23,826	24,377	2.3%	7,140	7,003	-1.9%
August	18,416	18,436	0.1%	24,656	24,832	0.7%	8,471	8,171	-3.5%
September	17,157	17,153	0.0%	23,008	23,493	2.1%	8,728	8,434	-3.4%
October	18,526	18,672	0.8%	25,103	24,719	-1.5%	9,624	9,142	-5.0%
November	17,722	17,802	0.5%	24,194	23,929	-1.1%	8,587	8,364	-2.6%
<b>Jan - Nov Total</b>	<b>194,991</b>	<b>193,025</b>	<b>-1.0%</b>	<b>262,186</b>	<b>263,190</b>	<b>0.4%</b>	<b>94,553</b>	<b>90,705</b>	<b>-4.1%</b>
<b>Dec - Nov Total</b>	<b>213,544</b>	<b>211,515</b>	<b>-1.0%</b>	<b>287,513</b>	<b>288,613</b>	<b>0.4%</b>	<b>102,961</b>	<b>98,714</b>	<b>-4.1%</b>
<b>2012 Total</b>	<b>213,481</b>			<b>287,608</b>			<b>102,562</b>		
Month	Skim/Nonfat/Fat-free Milk			Subtotal Beverage Milks			Half - and - Half		
	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change
December	8,996	8,557	-4.9%	61,283	60,479	-1.3%	1,740	1,761	1.2%
January	9,827	9,447	-3.9%	61,656	61,268	-0.6%	1,593	1,714	7.6%
February	9,377	8,561	-8.7%	56,922	55,094	-3.2%	1,569	1,547	-1.4%
March	10,032	9,065	-9.6%	62,295	59,167	-5.0%	1,695	1,734	2.3%
April	9,088	9,197	1.2%	58,045	58,759	1.2%	1,611	1,672	3.8%
May	9,630	9,519	-1.1%	59,491	59,830	0.6%	1,633	1,741	6.6%
June	7,534	6,866	-8.9%	55,681	52,904	-5.0%	1,547	1,614	4.3%
July	7,099	6,808	-4.1%	56,032	56,213	0.3%	1,563	1,714	9.7%
August	8,554	8,224	-3.9%	60,098	59,663	-0.7%	1,630	1,787	9.6%
September	9,230	8,978	-2.7%	58,123	58,059	-0.1%	1,460	1,620	10.9%
October	10,216	9,802	-4.1%	63,469	62,335	-1.8%	1,719	1,870	8.8%
November	9,027	8,301	-8.0%	59,531	58,395	-1.9%	1,832	1,974	7.8%
<b>Jan - Nov Total</b>	<b>99,614</b>	<b>94,767</b>	<b>-4.9%</b>	<b>651,344</b>	<b>641,687</b>	<b>-1.5%</b>	<b>17,853</b>	<b>18,988</b>	<b>6.4%</b>
<b>Dec - Nov Total</b>	<b>108,610</b>	<b>103,324</b>	<b>-4.9%</b>	<b>712,627</b>	<b>702,166</b>	<b>-1.5%</b>	<b>19,593</b>	<b>20,749</b>	<b>5.9%</b>
<b>2012 Total</b>	<b>108,171</b>			<b>711,822</b>			<b>19,614</b>		
Month	Total Class 1 Milk			Class 1 Sales Out of State 3/					
	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change			
December	63,024	62,240	-1.2%	2,078	1,508	-27.4%			
January	63,249	62,982	-0.4%	1,784	1,563	-12.4%			
February	58,490	56,641	-3.2%	1,627	1,367	-16.0%			
March	63,990	60,902	-4.8%	1,615	1,604	-0.7%			
April	59,656	60,432	1.3%	1,564	1,511	-3.3%			
May	61,125	61,571	0.7%	1,634	1,859	13.8%			
June	57,229	54,519	-4.7%	1,531	1,773	15.8%			
July	57,595	57,927	0.6%	1,730	1,882	8.7%			
August	61,728	61,450	-0.5%	2,092	1,881	-10.1%			
September	59,583	59,678	0.2%	1,436	1,689	17.6%			
October	65,187	64,205	-1.5%	1,680	2,060	22.7%			
November	61,364	60,370	-1.6%	1,527	1,829	19.8%			
<b>Jan - Nov Total</b>	<b>669,196</b>	<b>660,675</b>	<b>-1.3%</b>	<b>18,219</b>	<b>19,019</b>	<b>4.4%</b>			
<b>Dec - Nov Total</b>	<b>732,220</b>	<b>722,915</b>	<b>-1.3%</b>	<b>20,298</b>	<b>20,527</b>	<b>1.1%</b>			
<b>2012 Total</b>	<b>731,436</b>			<b>19,727</b>					

<sup>1</sup> Reported by California plants only.

<sup>2</sup> Table 7 includes all Class 1 market milk product sales (except for Class 1 Out of State Sales which are displayed in a separate boxed area), including flavored milk sales and organic milk sales. For a breakdown of Class 1 Organic Milk Sales, see Table 8. For a breakdown of Class 1 Flavored Milk Sales, see Table 9.

<sup>3</sup> Includes all whole, reduced fat, lowfat, and skim market milk product sales sold out of California. The Class 1 Sales Out of State figures are not included in the Total Class 1 Sales nor in any other Class 1 Sales tables.

## CLASS 1 ORGANIC MILK SALES

**Table 8: Sales of Class 1 Organic Market Milk Products in California, by Months,  
in Thousand Gallons <sup>1 2 3</sup>  
December 2011 - November 2013**

Month	Whole Milk			Reduced-fat			Lowfat/Light Milk		
	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change
December	1,005	1,195	18.9%	1,676	1,570	-6.3%	718	765	6.5%
January	999	1,331	33.2%	1,733	1,664	-4.0%	755	824	9.2%
February	917	1,119	22.1%	1,332	1,439	8.1%	654	711	8.7%
March	1,007	1,189	18.1%	1,496	1,750	17.0%	739	796	7.7%
April	976	1,272	30.3%	1,362	1,822	33.8%	693	785	13.3%
May	964	1,289	33.6%	1,232	1,846	49.8%	672	810	20.5%
June	956	1,131	18.3%	1,222	1,601	31.0%	647	685	5.9%
July	1,017	1,327	30.5%	1,215	1,710	40.8%	691	757	9.5%
August	1,147	1,499	30.7%	1,553	1,894	22.0%	770	753	-2.2%
September	1,027	1,391	35.4%	1,362	1,754	28.8%	778	699	-10.1%
October	1,196	1,658	38.6%	1,587	1,735	9.3%	813	818	0.6%
November	1,139	1,466	28.7%	1,484	1,652	11.4%	829	816	-1.6%
<b>Jan - Nov Total</b>	<b>11,345</b>	<b>14,672</b>	<b>29.3%</b>	<b>15,577</b>	<b>18,869</b>	<b>21.1%</b>	<b>8,041</b>	<b>8,455</b>	<b>5.2%</b>
<b>Dec - Nov Total</b>	<b>12,350</b>	<b>15,866</b>	<b>28.5%</b>	<b>17,253</b>	<b>20,439</b>	<b>18.5%</b>	<b>8,759</b>	<b>9,220</b>	<b>5.3%</b>
<b>2012 Total</b>	<b>12,540</b>			<b>17,148</b>			<b>8,806</b>		
Month	Skim/Nonfat/Fat-free Milk			Subtotal Organic Milks					
	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change			
December	636	559	-12.1%	4,035	4,089	1.3%			
January	594	690	16.2%	4,081	4,509	10.5%			
February	563	527	-6.4%	3,466	3,797	9.6%			
March	611	673	10.2%	3,853	4,409	14.4%			
April	596	663	11.2%	3,626	4,541	25.2%			
May	578	682	18.0%	3,446	4,627	34.3%			
June	540	577	6.8%	3,366	3,995	18.7%			
July	594	674	13.4%	3,516	4,468	27.0%			
August	603	657	9.0%	4,073	4,804	18.0%			
September	579	689	19.1%	3,745	4,533	21.1%			
October	629	711	13.1%	4,225	4,922	16.5%			
November	612	711	16.3%	4,064	4,646	14.3%			
<b>Jan - Nov Total</b>	<b>6,498</b>	<b>7,254</b>	<b>11.6%</b>	<b>41,461</b>	<b>49,250</b>	<b>18.8%</b>			
<b>Dec - Nov Total</b>	<b>7,134</b>	<b>7,813</b>	<b>9.5%</b>	<b>45,496</b>	<b>53,339</b>	<b>17.2%</b>			
<b>2012 Total</b>	<b>7,057</b>			<b>45,550</b>					

<sup>1</sup> Reported by California plants only.

<sup>2</sup> Organic milk sales are included in Table 7 - Class 1 Milk figures, Subtotal Beverage Milks and Total Class 1 Milk.

<sup>3</sup> Data unavailable prior to April, 2006.

## CLASS 1 FLAVORED MILK SALES

**Table 9: Sales of Class 1 Flavored Market Milk Products in California, by Months,  
in Thousand Gallons <sup>1 2</sup>  
December 2011 - November 2013**

Month	Whole Milk			Reduced-fat			Lowfat/Light Milk		
	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change
December	62	53	-14.0%	68	66	-2.1%	651	559	-14.2%
January	61	52	-14.9%	62	63	1.3%	610	572	-6.3%
February	53	48	-7.8%	58	56	-3.3%	611	558	-8.7%
March	57	53	-5.8%	61	61	-1.2%	679	554	-18.4%
April	52	57	8.8%	58	58	-0.7%	618	568	-8.1%
May	55	54	-0.2%	61	59	-2.6%	607	571	-6.0%
June	56	53	-5.7%	73	56	-23.4%	573	522	-8.8%
July	53	61	16.1%	74	60	-19.3%	603	596	-1.1%
August	54	62	16.4%	72	60	-17.0%	650	603	-7.3%
September	59	63	6.0%	71	59	-16.5%	606	563	-7.0%
October	67	69	4.3%	79	60	-23.1%	659	659	0.0%
November	56	66	18.3%	60	53	-11.1%	592	589	-0.6%
<b>Jan - Nov Total</b>	<b>621</b>	<b>640</b>	<b>3.0%</b>	<b>728</b>	<b>644</b>	<b>-11.5%</b>	<b>6,809</b>	<b>6,355</b>	<b>-6.7%</b>
<b>Dec - Nov Total</b>	<b>683</b>	<b>693</b>	<b>1.4%</b>	<b>796</b>	<b>711</b>	<b>-10.7%</b>	<b>7,460</b>	<b>6,913</b>	<b>-7.3%</b>
<b>2012 Total</b>	<b>674</b>			<b>795</b>			<b>7,367</b>		
Month	Skim/Nonfat/Fat-free Milk			Subtotal Flavored Milks					
	2011-2012	2012-2013	% Change	2011-2012	2012-2013	% Change			
December	1,440	1,562	8.4%	2,222	2,240	0.8%			
January	2,231	2,220	-0.5%	2,965	2,907	-2.0%			
February	2,278	2,186	-4.1%	2,999	2,848	-5.1%			
March	2,398	2,077	-13.4%	3,195	2,745	-14.1%			
April	1,976	2,349	18.9%	2,705	3,032	12.1%			
May	2,443	2,506	2.6%	3,165	3,191	0.8%			
June	722	715	-1.0%	1,424	1,346	-5.5%			
July	290	296	1.8%	1,021	1,013	-0.7%			
August	1,409	1,463	3.8%	2,185	2,188	0.1%			
September	2,305	2,449	6.3%	3,040	3,134	3.1%			
October	2,796	2,784	-0.5%	3,601	3,573	-0.8%			
November	2,030	1,908	-6.0%	2,737	2,616	-4.4%			
<b>Jan - Nov Total</b>	<b>20,879</b>	<b>20,954</b>	<b>0.4%</b>	<b>29,037</b>	<b>28,593</b>	<b>-1.5%</b>			
<b>Dec - Nov Total</b>	<b>22,319</b>	<b>22,516</b>	<b>0.9%</b>	<b>31,259</b>	<b>30,833</b>	<b>-1.4%</b>			
<b>2012 Total</b>	<b>22,441</b>			<b>31,277</b>					

<sup>1</sup> Reported by California plants only.

<sup>2</sup> Flavored milk sales are included in Table 7 - Class 1 Milk figures, Subtotal Beverage Milks and Total Class 1 Milk.

## CLASS 1 SALES, BY MARKETING AREA

Table 10: Sales of Class 1 Products in California, by Marketing Areas <sup>1</sup>  
November 2011, November 2012, November 2013

Products and Marketing Areas	Sales			Change to November 2013 from	
	November 2011	November 2012	November 2013	November 2011	November 2012
	<i>gallons</i>			<i>percent</i>	
<b>Whole Milk</b>					
N. California	7,389,209	7,385,292	7,525,595	1.8%	1.9%
S. California	10,561,089	10,337,125	10,276,629	-2.7%	-0.6%
<b>State Total</b>	<b>17,950,298</b>	<b>17,722,417</b>	<b>17,802,224</b>	<b>-0.8%</b>	<b>0.5%</b>
<b>Reduced Fat Milk</b>					
N. California	10,439,817	10,147,333	10,615,968	1.7%	4.6%
S. California	13,985,236	14,047,126	13,313,119	-4.8%	-5.2%
<b>State Total</b>	<b>24,425,053</b>	<b>24,194,459</b>	<b>23,929,087</b>	<b>-2.0%</b>	<b>-1.1%</b>
<b>Lowfat/Light Milk</b>					
N. California	3,890,456	3,769,276	3,675,409	-5.5%	-2.5%
S. California	4,907,697	4,818,219	4,688,150	-4.5%	-2.7%
<b>State Total</b>	<b>8,798,153</b>	<b>8,587,495</b>	<b>8,363,559</b>	<b>-4.9%</b>	<b>-2.6%</b>
<b>Skim/Nonfat/Fat free Milk</b>					
N. California	4,247,749	4,160,327	3,908,328	-8.0%	-6.1%
S. California	5,182,159	4,866,621	4,392,194	-15.2%	-9.7%
<b>State Total</b>	<b>9,429,908</b>	<b>9,026,948</b>	<b>8,300,522</b>	<b>-12.0%</b>	<b>-8.0%</b>
<b>Beverage Milk Totals</b>					
N. California	25,967,231	25,462,228	25,725,300	-0.9%	1.0%
S. California	34,636,181	34,069,091	32,670,092	-5.7%	-4.1%
<b>State Total</b>	<b>60,603,412</b>	<b>59,531,319</b>	<b>58,395,392</b>	<b>-3.6%</b>	<b>-1.9%</b>
<b>Half - And - Half</b>					
N. California	841,001	841,032	1,050,565	24.9%	24.9%
S. California	984,519	991,256	923,791	-6.2%	-6.8%
<b>State Total</b>	<b>1,825,520</b>	<b>1,832,288</b>	<b>1,974,356</b>	<b>8.2%</b>	<b>7.8%</b>

<sup>1</sup> Sales to N. Calif. and/or S. Calif. regions; not necessarily in area of plant.

## CLASS 2 PRODUCTION

**Table 11: Manufacture of Selected Class 2 Dairy Products in California,  
by Months, in Thousand Pounds (P) or Gallons (G)  
2012 - 2013**

Month	Total Cottage Cheese (P)			Sour Cream & S. C. Dressing (G)			Other Cream (G) 1/		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
January	10,684	9,308	-12.9%	1,915	1,905	-0.5%	1,948	2,118	8.7%
February	8,961	7,516	-16.1%	1,811	1,572	-13.2%	2,003	1,973	-1.5%
March	8,725	8,247	-5.5%	1,915	1,819	-5.0%	2,522	2,404	-4.7%
April	8,889	7,703	-13.3%	1,781	1,741	-2.2%	2,220	2,637	18.8%
May	10,931	8,491	-22.3%	2,054	1,907	-7.1%	2,282	2,895	26.8%
June	8,816	8,250	-6.4%	1,785	1,784	-0.1%	2,042	2,177	6.6%
July	9,121	8,177	-10.4%	1,751	1,742	-0.5%	2,186	2,261	3.4%
August	9,857	8,241	-16.4%	1,984	1,874	-5.6%	2,451	2,530	3.2%
September	8,072	8,762	8.6%	1,733	1,734	0.1%	2,286	2,435	6.5%
October	8,822	8,421	-4.5%	1,894	1,932	2.0%	2,692	2,632	-2.2%
November	7,279	7,538	3.6%	2,185	1,917	-12.3%	2,148	2,694	25.4%
December	6,945			1,685			1,977		
<b>Jan - Nov Total</b>	<b>100,157</b>	<b>90,654</b>	<b>-9.5%</b>	<b>20,809</b>	<b>19,930</b>	<b>-4.2%</b>	<b>24,782</b>	<b>26,756</b>	<b>8.0%</b>
<b>2012 Total</b>	<b>107,102</b>			<b>22,493</b>			<b>26,759</b>		
Month	Buttermilk (G)			Yogurt (P)			Manufacturing Cream (G)		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
January	637	755	18.6%	57,715	50,710	-12.1%	3,279	3,064	-6.5%
February	627	655	4.4%	51,600	47,941	-7.1%	3,259	2,830	-13.2%
March	733	775	5.7%	50,501	50,724	0.4%	3,598	3,343	-7.1%
April	654	738	12.9%	47,495	48,166	1.4%	3,173	2,825	-11.0%
May	700	756	8.1%	46,677	51,863	11.1%	3,456	3,219	-6.9%
June	645	676	4.8%	45,042	47,608	5.7%	3,239	3,184	-1.7%
July	671	757	12.8%	51,201	50,783	-0.8%	3,899	3,333	-14.5%
August	708	715	1.0%	51,813	56,678	9.4%	4,290	3,345	-22.0%
September	671	712	6.1%	48,932	52,577	7.4%	3,674	3,409	-7.2%
October	717	769	7.4%	51,581	48,728	-5.5%	3,962	3,077	-22.3%
November	764	771	0.8%	43,941	43,644	-0.7%	3,864	3,238	-16.2%
December	744			42,119			3,142		
<b>Jan - Nov Total</b>	<b>7,527</b>	<b>8,079</b>	<b>7.3%</b>	<b>546,499</b>	<b>549,421</b>	<b>0.5%</b>	<b>39,693</b>	<b>34,867</b>	<b>-12.2%</b>
<b>2012 Total</b>	<b>8,271</b>			<b>588,618</b>			<b>42,835</b>		

1/ Other Cream includes: Cream, Other Cream, Whipping, and Whipped (Cream Topping).

Creamed, Lowfat, and Nonfat Cottage Cheese data have been removed due to confidentiality rules.

## CLASS 3 PRODUCTION

**Table 12: Manufacture of Selected Class 3 Dairy Products in California,  
by Months, in Thousand Gallons 1/  
2012 - 2013**

Month	Ice Cream			Ice Milk 2/			Sherbet		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
January	7,398	5,751	-22.3%	1,217	2,897	138.1%	225	210	-6.6%
February	10,531	9,824	-6.7%	1,360	1,531	12.6%	280	272	-2.9%
March	11,975	12,486	4.3%	1,735	1,944	12.1%	357	494	38.3%
April	11,444	13,029	13.9%	1,954	2,106	7.8%	364	567	55.9%
May	12,737	13,819	8.5%	2,254	2,203	-2.3%	340	696	104.7%
June	13,042	13,337	2.3%	2,118	2,176	2.7%	348	626	79.8%
July	12,975	13,671	5.4%	2,216	2,487	12.2%	336	578	72.1%
August	13,564	12,855	-5.2%	2,099	2,027	-3.4%	402	433	7.8%
September	9,410	11,569	22.9%	1,657	1,766	6.6%	393	231	-41.3%
October	11,631	11,706	0.6%	1,574	1,617	2.7%	255	443	73.4%
November	9,463	8,609	-9.0%	1,174	1,384	17.9%	252	145	-42.5%
December	7,149			1,140			110		
<b>Jan - Nov Total</b>	<b>124,169</b>	<b>126,658</b>	<b>2.0%</b>	<b>19,358</b>	<b>22,137</b>	<b>14.4%</b>	<b>3,552</b>	<b>4,695</b>	<b>32.2%</b>
<b>2012 Total</b>	<b>131,318</b>			<b>20,497</b>			<b>3,662</b>		
Month	Frozen Yogurt 3/			Total Frozen Products					
	2012	2013	% Change	2012	2013	% Change			
January	*	*	*	9,786	9,662	-1.3%			
February	*	*	*	13,357	12,718	-4.8%			
March	*	*	*	15,153	16,011	5.7%			
April	*	*	*	14,919	16,892	13.2%			
May	*	*	*	16,465	18,041	9.6%			
June	*	*	*	16,739	17,384	3.9%			
July	*	*	*	16,655	18,059	8.4%			
August	*	*	*	17,342	16,382	-5.5%			
September	*	*	*	12,499	14,525	16.2%			
October	*	*	*	14,221	14,493	1.9%			
November	*	*	*	11,409	10,807	-5.3%			
December	*			8,952					
<b>Jan - Nov Total</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>158,545</b>	<b>164,973</b>	<b>4.1%</b>			
<b>2012 Total</b>	<b>*</b>			<b>167,497</b>					

1/ Data includes soft serve and shake mixes in appropriate categories as defined by butterfat standards.

2/ Includes light dairy dessert and nonfat ice cream.

3/ Includes nonfat and reduced fat yogurts.

\* Data cannot be published due to confidentiality rules.

## CLASS 4A PRODUCTION

**Table 13: Manufacture of Selected Class 4A Products in California,  
by Months, in Thousand Pounds  
2012 - 2013**

Month	Butter			Nonfat Dried Milk, Human Consumption			Other Dry Milk Products <sup>1</sup>		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
January	62,657	59,190	-5.5%	74,309	56,867	-23.5%	27,952	36,189	29.5%
February	59,317	53,811	-9.3%	88,862	55,281	-37.8%	10,630	33,741	217.4%
March	64,209	59,666	-7.1%	101,174	63,245	-37.5%	7,297	38,017	421.0%
April	59,806	56,822	-5.0%	91,214	70,167	-23.1%	12,567	31,197	148.2%
May	59,734	56,789	-4.9%	97,752	58,498	-40.2%	9,081	42,182	364.5%
June	54,214	50,934	-6.1%	81,272	49,932	-38.6%	18,876	42,803	126.8%
July	49,701	46,977	-5.5%	62,609	41,206	-34.2%	31,819	40,068	25.9%
August	44,921	46,983	4.6%	42,245	39,479	-6.5%	32,225	41,974	30.3%
September	46,509	45,116	-3.0%	40,410	32,136	-20.5%	34,757	40,491	16.5%
October	47,745	50,873	6.6%	38,491	33,336	-13.4%	40,169	51,061	27.1%
November	48,325	49,457	2.3%	46,585	36,208	-22.3%	36,898	48,768	32.2%
December	57,057			65,887			28,455		
<b>Jan - Nov Total</b>	<b>597,139</b>	<b>576,619</b>	<b>-3.4%</b>	<b>764,922</b>	<b>536,355</b>	<b>-29.9%</b>	<b>262,272</b>	<b>446,490</b>	<b>70.2%</b>
<b>2012 Total</b>	<b>654,196</b>			<b>830,809</b>			<b>290,727</b>		

Month	Condensed & Evap. Milk <sup>2</sup>		
	2012	2013	% Change
January	81,356	82,921	1.9%
February	79,115	75,126	-5.0%
March	91,466	91,577	0.1%
April	92,986	93,496	0.5%
May	93,000	103,970	11.8%
June	84,820	96,186	13.4%
July	90,866	99,033	9.0%
August	95,398	94,014	-1.4%
September	85,525	89,305	4.4%
October	97,574	89,187	-8.6%
November	81,019	75,490	-6.8%
December	71,476		
<b>Jan - Nov Total</b>	<b>973,126</b>	<b>990,305</b>	<b>1.8%</b>
<b>2012 Total</b>	<b>1,044,602</b>		

<sup>1</sup> Other Dry Milk Products include: Dry Whole Milk; Dry Buttermilk; Skim Milk Powder (30-40% Protein); Skim Milk Powder Blends (Fat-Filled Powder); Milk Protein Concentrate, Dry; Milk Protein Isolate, Dry (90% Protein); Casein, Dry; Caseinates, Dry; Dry Nonfat milk (Animal Feed), and Other Dry Milk Products.

<sup>2</sup> Includes Condensed Skim Milk and Whole (Sweetened and Unsweetened); Condensed Evaporated Buttermilk; Evaporated Skim and Whole; Condensed Premix Skim and Cream; Other Condensed, Evaporated Milk, Ultrafiltered Milk.

## CLASS 4B PRODUCTION

**Table 14: Manufacture of Selected Class 4B Products in California,  
by Months, in Thousand Pounds  
2012 - 2013**

Month	Monterey Cheese			Cheddar Cheese			Mozzarella Cheese		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
January	22,665	21,371	-5.7%	29,103	31,640	8.7%	114,154	112,601	-1.4%
February	21,848	22,065	1.0%	25,155	25,551	1.6%	109,222	98,819	-9.5%
March	24,282	22,762	-6.3%	27,631	28,788	4.2%	115,625	111,341	-3.7%
April	22,697	22,064	-2.8%	27,436	30,357	10.6%	110,484	109,836	-0.6%
May	21,119	21,949	3.9%	29,286	30,283	3.4%	113,149	115,725	2.3%
June	23,237	22,493	-3.2%	25,556	28,497	11.5%	106,715	113,836	6.7%
July	22,386	19,255	-14.0%	25,777	31,232	21.2%	108,730	110,138	1.3%
August	22,133	22,865	3.3%	26,944	29,693	10.2%	101,932	110,027	7.9%
September	23,812	24,561	3.1%	24,022	24,414	1.6%	96,488	106,102	10.0%
October	23,593	23,192	-1.7%	25,898	28,500	10.0%	105,790	115,200	8.9%
November	23,194	21,185	-8.7%	26,345	28,668	8.8%	107,389	117,655	9.6%
December	19,946			32,000			115,858		
Jan - Nov Total	250,966	243,759	-2.9%	293,154	317,624	8.3%	1,189,677	1,221,281	2.7%
2012 Total	270,911			325,154			1,305,535		
Month	Provolone Cheese			Parmesan Cheese			Hispanic Cheese		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
January	*	*	*	*	*	*	9,086	10,562	16.2%
February	*	*	*	*	*	*	9,336	9,538	2.2%
March	*	*	*	*	*	*	10,581	8,980	-15.1%
April	*	*	*	*	*	*	8,749	10,145	15.9%
May	*	*	*	*	*	*	9,537	10,087	5.8%
June	*	*	*	*	*	*	8,882	9,484	6.8%
July	*	*	*	*	*	*	9,660	10,174	5.3%
August	*	*	*	*	*	*	10,748	10,827	0.7%
September	*	*	*	*	*	*	8,844	10,752	21.6%
October	*	*	*	*	*	*	9,596	10,934	13.9%
November	*	*	*	*	*	*	8,679	10,213	17.7%
December	*			*			8,251		
Jan - Nov Total	*	*	*	*	*	*	103,698	111,696	7.7%
2012 Total	*			*			111,949		
Month	Other Cheeses 1/			Total Cheese					
	2012	2013	% Change	2012	2013	% Change			
January	9,660	9,843	1.9%	196,326	195,006	-0.7%			
February	10,415	11,632	11.7%	184,842	175,177	-5.2%			
March	11,641	12,659	8.7%	199,073	191,303	-3.9%			
April	10,839	10,028	-7.5%	189,053	191,670	1.4%			
May	10,514	10,379	-1.3%	194,164	198,518	2.2%			
June	10,878	9,452	-13.1%	183,645	195,222	6.3%			
July	10,887	7,458	-31.5%	185,653	188,689	1.6%			
August	8,101	7,647	-5.6%	179,989	191,343	6.3%			
September	7,509	8,114	8.1%	170,201	185,728	9.1%			
October	8,238	8,925	8.3%	184,122	197,404	7.2%			
November	9,797	12,359	26.1%	185,118	197,347	6.6%			
December	13,132			194,957					
Jan - Nov Total	108,479	108,496	0.0%	2,052,185	2,107,408	2.7%			
2012 Total	121,611			2,247,142					

\* Data cannot be published due to confidentiality rules.

## CLASS 4B PRODUCTION

**Table 14 (continued): Manufacture of Selected Class 4B Products in California,  
by Months, in Thousand Pounds  
2012 - 2013**

Month	Dry Whey, Human and Animal			Whey Protein (Human), Concentrate and Isolates			Other Dry Whey Products 2/		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
January	*	*	*	9,969	12,004	20.4%	80,346	83,943	4.5%
February	*	*	*	9,496	11,541	21.5%	75,571	69,231	-8.4%
March	*	*	*	12,832	12,316	-4.0%	82,162	80,508	-2.0%
April	*	*	*	11,862	12,103	2.0%	80,922	80,328	-0.7%
May	*	*	*	10,778	13,644	26.6%	79,543	89,443	12.4%
June	*	*	*	12,814	12,431	-3.0%	83,089	80,244	-3.4%
July	*	*	*	11,970	12,694	6.0%	82,647	82,538	-0.1%
August	*	*	*	10,249	12,360	20.6%	80,723	78,273	-3.0%
September	*	*	*	10,969	12,702	15.8%	74,155	78,927	6.4%
October	*	*	*	10,470	16,363	56.3%	84,267	94,193	11.8%
November	*	*	*	11,111	16,031	44.3%	78,931	93,723	18.7%
December	*			11,754			77,724		
<b>Jan - Nov Total</b>	*	*	*	<b>122,521</b>	<b>144,189</b>	<b>17.7%</b>	<b>882,356</b>	<b>911,351</b>	<b>3.3%</b>
<b>2012 Total</b>	*			<b>134,275</b>			<b>960,080</b>		

Month	Lactose Powders (Human and Animal)		
	2012	2013	% Change
January	29,192	29,216	0.1%
February	27,322	26,013	-4.8%
March	28,690	30,409	6.0%
April	28,802	28,776	-0.1%
May	28,810	29,710	3.1%
June	29,115	28,941	-0.6%
July	29,784	28,582	-4.0%
August	27,466	28,781	4.8%
September	27,797	27,797	0.0%
October	26,323	28,694	9.0%
November	26,500	28,274	6.7%
December	29,401		
<b>Jan - Nov Total</b>	<b>309,802</b>	<b>315,194</b>	<b>1.7%</b>
<b>2012 Total</b>	<b>339,203</b>		

1/ Other Cheeses includes all cheeses not accounted for in categories listed, including Farmstead and Organic Cheeses.

2/ Includes Whey Protein Fractions; Permeate, On or Off Farm UF or MPC product (Animal & Human); Deproteinized Whey; Delactose Permeate Whey; Permeate, Dry, Finished Product; Reduced Lactose Whey (Animal & Human); Reduced Minerals Whey (Animal & Human); Concentrated Whey (Sweet Type & Acid-Type, Lbs, Solids, Animal & Human); Whey Protein Concentrate (Animal).

\* Data cannot be published due to confidentiality rules.

## AVERAGE PRICE PAID FOR MARKET MILK

**Table 15: Market Bulk Milk and Milk Fat Purchased from Producers, Average Milk Fat Test, Average Solids-Not-Fat and Average Prices Paid Producers in California, by Months 2012 - 2013**

Month	Total Grade A Milk		Average Milk Fat Test		Average Solids-not-fat		Average Prices Paid Producers <sup>1</sup>	
	2012	2013	2012	2013	2012	2013	2012	2013
	<i>thousand pounds</i>		<i>percent</i>		<i>percent</i>		<i>dollars per hundredweight</i>	
January	3,587,849	3,407,055	3.79%	3.88%	8.93%	8.94%	\$16.65	\$17.89
February	3,477,146	3,174,807	3.74%	3.80%	8.89%	8.92%	\$15.51	\$17.80
March	3,772,736	3,613,367	3.73%	3.73%	8.88%	8.88%	\$15.47	\$17.30
April	3,597,922	3,560,313	3.68%	3.68%	8.87%	8.88%	\$14.90	\$18.19
May	3,706,753	3,658,818	3.61%	3.64%	8.84%	8.86%	\$14.30	\$18.22
June	3,491,052	3,426,983	3.62%	3.63%	8.83%	8.83%	\$14.64	\$17.81
July	3,465,801	3,315,980	3.63%	3.61%	8.79%	8.78%	\$15.11	\$17.53
August	3,273,030	3,338,429	3.68%	3.64%	8.74%	8.85%	\$16.53	\$18.11
September	3,153,537	3,142,549	3.71%	3.70%	8.83%	8.88%	\$17.67	\$18.70
October	3,274,609	3,280,681	3.77%	3.81%	8.90%	8.99%	\$19.67	\$19.40
November	3,234,481	3,221,861	3.84%	3.83%	8.96%	9.03%	\$19.89	\$20.02
December	3,385,737		3.86%		8.96%		\$18.60	
<b>Jan - Nov Total/Avg</b>	<b>38,034,917</b>	<b>37,140,843</b>	<b>3.71%</b>	<b>3.72%</b>	<b>8.86%</b>	<b>8.89%</b>	<b>\$16.39</b>	<b>\$18.27</b>
<b>2012 Total/Avg</b>	<b>41,420,654</b>		<b>3.72%</b>		<b>8.87%</b>		<b>\$16.58</b>	

<sup>1</sup> Prices are F.O.B. plant, at actual test. Includes in-state pool shipments, and California milk shipped into a Federal Milk Marketing Order.

## AVERAGE PRICE PAID FOR MANUFACTURING MILK

**Table 16: Manufacturing Bulk Milk and Milk Fat Purchased from Producers, Average Milk Fat Test, Average Solids-Not-Fat and Average Prices Paid Producers in California, by Months 2012 - 2013**

Month	Total Grade B Milk		Average Milk Fat Test		Average Solids-not-fat		Average Prices Paid Producers <sup>1</sup>	
	2012	2013	2012	2013	2012	2013	2012	2013
	<i>thousand pounds</i>		<i>percent</i>		<i>percent</i>		<i>dollars per hundredweight</i>	
January	28,124	54,300	4.75%	4.87%	9.28%	9.34%	\$16.90	\$18.74
February	26,403	49,933	4.64%	4.79%	9.23%	9.32%	\$15.64	\$18.23
March	30,570	56,704	4.59%	4.67%	9.23%	9.29%	\$15.84	\$17.65
April	31,756	56,767	4.47%	4.62%	9.20%	9.29%	\$15.38	\$19.75
May	32,985	59,584	4.41%	4.60%	9.17%	9.24%	\$15.27	\$19.76
June	30,365	58,426	4.41%	4.53%	9.16%	9.20%	\$16.37	\$18.15
July	28,472	54,939	4.45%	4.51%	9.16%	9.18%	\$17.06	\$17.82
August	27,677	57,807	4.46%	4.52%	9.10%	9.21%	\$18.77	\$18.50
September	26,203	53,102	4.57%	4.66%	9.21%	9.27%	\$20.28	\$19.23
October	28,565	53,825	4.64%	4.77%	9.25%	9.38%	\$22.36	\$19.83
November	25,047	52,401	4.79%	4.85%	9.31%	9.43%	\$21.78	\$20.57
December	28,162		4.74%		9.30%		\$19.15	
<b>Jan - Nov Total/Avg</b>	<b>316,166</b>	<b>607,789</b>	<b>4.56%</b>	<b>4.67%</b>	<b>9.21%</b>	<b>9.29%</b>	<b>\$17.79</b>	<b>\$18.93</b>
<b>2012 Total/Avg</b>	<b>344,328</b>		<b>4.58%</b>		<b>9.22%</b>		<b>\$17.90</b>	

<sup>1</sup> Prices are F.O.B. plant, at actual test.

## POOL PRICE DATA

**Table 17: Statistical Summary of California Milk Pool Data for Selected Months,  
with Comparisons for the Most Recent Month <sup>1 2</sup>  
November 2012, September 2013, October 2013, November 2013**

Receipts and Usage	2012 November	2013 September	2013 October	2013 November	Annual Change <sup>3</sup>
	<i>pounds</i>				<i>percent</i>
<b>Milk Fat</b>					
Receipts: Quota	882,438	883,020	883,603	883,717	0.1%
Base	3,031	2,834	2,813	2,755	-9.1%
Overbase	3,146,725	2,904,220	3,057,750	3,136,795	-0.3%
Other Source Milk	0	0	0	0	
Daily Average	4,032,194	3,790,073	3,944,165	4,023,267	-0.2%
Usage: Class 1	336,892	317,760	329,705	321,806	-4.5%
Class 2	417,197	272,160	368,440	394,523	-5.4%
Class 3	193,710	216,503	206,969	167,296	-13.6%
Class 4a	1,479,517	1,418,049	1,433,508	1,492,869	0.9%
Class 4b	1,604,879	1,565,601	1,605,544	1,646,773	2.6%
Daily Average	4,032,194	3,790,073	3,944,165	4,023,267	-0.2%
<b>Solids-not-fat</b>					
Receipts: Quota	2,151,695	2,152,955	2,154,229	2,154,189	0.1%
Base	5,613	5,397	5,323	5,425	-3.4%
Overbase	7,259,379	6,955,294	7,154,369	7,346,815	1.2%
Other Source Milk	0	0	0	0	
Daily Average	9,416,687	9,113,646	9,313,921	9,506,429	1.0%
Usage: Class 1	1,577,904	1,523,062	1,580,101	1,500,478	-4.9%
Class 2	401,044	386,927	385,971	379,527	-5.4%
Class 3	201,194	221,509	214,448	290,385	44.3%
Class 4a	2,849,706	2,664,253	2,784,097	2,911,298	2.2%
Class 4b	4,386,840	4,317,895	4,349,303	4,424,741	0.9%
Daily Average	9,416,687	9,113,646	9,313,921	9,506,429	1.0%
<b>Class 1 (Daily Average)</b>	<b>14,147,780</b>	<b>13,677,384</b>	<b>14,132,662</b>	<b>13,388,428</b>	<b>-5.4%</b>

### Daily Class 1 Use as a Percent of Daily Quota

	<i>percent</i>				
	Milk Fat	38.2%	36.0%	37.3%	36.4%
Solids-not-fat	73.3%	70.7%	73.3%	69.7%	-3.6%

### Announced Pool Prices, November 2013

Pooling Category	Milk Component Prices		Standardized Milk <sup>4</sup>
	Fat	Solids-not-fat	Prices
	<i>dollars/pound</i>		<i>dollars/cwt.</i>
Quota <sup>5</sup>	\$1.644	\$1.673	\$20.31
Base	\$1.644	\$1.478	\$18.61
Overbase	\$1.644	\$1.478	\$18.61

<sup>1</sup> Daily totals may not agree due to rounding.

<sup>2</sup> Based on handler reports of pool milk receipts and utilization.

<sup>3</sup> Percent change from November 2012.

<sup>4</sup> Hundredweight prices based on 3.5% fat and 8.7% SNF milk.

<sup>5</sup> Quota prices are subject to regional quota adjuster.

# January 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1 New Year's Day All State Offices Closed	2 Class 4a, 4b Price Announcement	3	4
5	6	7 Weekly NFDm	8	9	10 Class 1 Price Announcement Milk Pricing Newsletter Posted	11
12	13	14 Weekly NFDm	15 Monthly Statistical Reports Due	16	17	18
19	20 Martin Luther King Day All State Offices Closed	21 Weekly NFDm	22	23	24 December Quota, Base, Overbase, Pool Price Announcement	25
26	27	28 Weekly NFDm	29	30	31	



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