



Organic Dairy Fluid Overview

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Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During October 2024, organic whole milk utilization totaled 16.17 million pounds, down from 18.10 million pounds the previous year. The butterfat content, 3.30 percent, is up from 3.28 a year ago. The utilization of organic reduced fat milk, 13.45 million pounds, decreased from 15.44 million pounds a year ago. The butterfat content, 1.46 percent, is up from 1.42 percent the previous year.

The Agricultural Marketing Service (AMS) reported September 2024 estimated fluid product sales. The U.S. sale of total organic milk products was 249 million pounds, up 9.1 percent from the previous year, and up 6.9 percent year-to-date. Organic whole milk sales, 131 million pounds, rose 15.5 percent compared to a year earlier and increased 13.3 percent year-to-date. Reduced fat milk (2%) sales were 80 million pounds, up 4.2 percent from the previous year, and up 4.6 percent year-to-date.

A table containing the estimated total U.S. sales of organic fluid milk products for August 2024, with comparisons can be found at: <https://www.ams.usda.gov/mnreports/dybdairyorganic.pdf>

The September 2024 European organic milk average pay price increased in Austria, France, Germany and Bavaria compared to August. The average pay price in September 2024 was up from a year ago in Austria, France, Germany, and Bavaria. Additional information is shown at: <https://www.ams.usda.gov/mnreports/dybdairyorganic.pdf>

A large Dutch organic milk processor announced that the guaranteed price for organic farm milk in December 2024 is 64.81 EUR/100kg (\$68.44 USD), up 3.06 EUR/100kg from November 2024. The processor stated the increased price is due to anticipation of higher reference prices caused by sustained demand and an adjustment for the previous month. The guaranteed organic price applies to 100kg of milk with standard contents protein (3.58%), fat (4.45%), and lactose (4.53%). The amounts apply to an average supply of 550,000 kg of milk annually.

In a recent report from a Pacific Northwest livestock auction, the top 10 organic cull cows traded lower than conventional cull cows, but the overall average for organic cull cow prices traded higher than the overall average for conventional cull cows. The average price for the top 10 organic cows auctioned was \$117.49 per hundredweight, compared to an average price of \$129.39 per hundredweight for auctioned top 10 conventional cows. The average weight for the top 10 conventional cows was 1487.0 pounds compared to 1336.5 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$107.10 per hundredweight with an average weight of 1235.75 pounds, while the overall price for conventional cows auctioned was \$96.83 per hundredweight and had an average weight of 1207.17 pounds.

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