



Organic Dairy Fluid Overview

Agricultural Marketing Service
Dairy Market News

Report 50

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ORGANIC MILK PRODUCT SALES

The Agricultural Marketing Service (AMS) reported October 2024 estimated fluid product sales. The U.S. sale of total organic milk products was 256 million pounds, up 5.9 percent from the previous year, and up 6.8 percent year-to-date. Organic whole milk sales, 137 million pounds, rose 10.1 percent compared to a year earlier and increased 12.9 percent year-to-date. Reduced fat milk (2%) sales were 82 million pounds, up 9.7 percent from the previous year, and up 5.1 percent year-to-date.

A table containing the estimated total U.S. sales of organic fluid milk products for October 2024, with comparisons can be found at:

<https://www.ams.usda.gov/mnreports/dybdairyorganic.pdf>

ORGANIC MILK EXPORTS

The Foreign Agricultural Service (FAS) releases monthly export data which includes export volumes and values for organic milk categorized as HS-10 code 0401201000. Recently released data for October 2024 indicated organic milk exports were 464,716 liters, up 72.9 percent from the month prior, and up 85.2 percent from 2023. Exports of organic milk from the start of the year through October are up 36.2 percent, compared to the same time period one year ago.

ORGANIC COW AUCTION PRICES -

In a recent report from a Pacific Northwest livestock auction, the top 10 organic cull cows traded higher than conventional cull cows, and 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 \$134.23 per hundredweight, compared to an average price of \$128.66 per hundredweight for auctioned top 10 conventional cows. The average weight for the top 10 conventional cows was 1385.0 pounds compared to 1493.5 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$116.42 per hundredweight with an average weight of 1235.65 pounds, while the overall price for conventional cows auctioned was \$101.14 per hundredweight and had an average weight of 1279.61 pounds.

NATIONAL ORGANIC GRAIN FEEDSTUFF

Compared to last period: Trade active on light demand for organic feed corn and soybeans. Organic feed corn sold 4 cents higher delivered elevator with the bulk of trade activity on forward contracts set to deliver Q4 2024 through Q3 2026. Organic feed soybeans sold 44 cents higher delivered elevator with the bulk of trade activity on forward contracts delivering Q4 2024 through Q3 2026. Organic feed wheat sold 1 cent higher delivered elevator. Organic soybean meal sold steady. Trade inactive on all other organic grains. Due to the Christmas and New Year holiday, The next available report will be Wednesday, January 8, 2025.

Information for the period December 2 - 13, 2024, issued biweekly

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