

MONTHLY CONDENSED AND EVAPORATED MILK MARKET REPORT NO. 25

PRICES PAID PRODUCERS F.O.B. FACTORY DURING SEPT. 1921

PRICES PAID PRODUCERS FOR 3.5% MILK DELIVERED AT FACTORIES DURING SEPTEMBER ARE BASED ON REPORTS MADE BY CONDENSED AND EVAPORATED MILK FIRMS OPERATING APPROXIMATELY 50% OF THE TOTAL FACTORIES IN THE UNITED STATES. (SEE FOOT NOTE NO. 1).

GEOGRAPHIC SECTION	NO. OF FACTORIES MANUFACTURING (BOTH CASE AND BULK GOODS)			PRICE PER CWT.		NO. OF FACTORIES MANUFACTURING (BULK GOODS ONLY)		PRICE PER CWT.	
	CASE ONLY	CASE & B	TOTAL FACTS	RANGE	AVERAGE	RANGE	AVERAGE		
NEW ENGLAND	1	-	1	\$ 1.91	\$ 1.91	3	3.21-3.43	3.30	
MIDDLE ATLANTIC	8	4	12	2.00-2.45	2.23	22	1.50-2.50	2.17	
SOUTH ATLANTIC	-	1	1	2.15	2.15	5	1.50-2.00	1.66	
E. NO. CENTRAL	63	10	73	1.40-2.37	1.84	29	1.52-2.43	1.88	
W. NO. CENTRAL	1	1	2	1.60-2.00	1.80	2	1.57-1.96	1.77	
SOUTH CENTRAL	-	-	-	-	-	-	-	-	
NORTH WESTERN	12	1	13	1.58-2.10	1.77	3	1.58-3.25	2.23	
SOUTH WESTERN	5	1	6	1.60-2.05	1.73	-	-	-	
UNITED STATES	90	18	108	1.40-2.45	1.87	64	1.50-3.43	2.04	

(1) 6 FACTORIES REPORT NO PRICE DETERMINED. 21 FACTORIES REPORT PRICES BASED UPON WHOLESALE BUTTER QUOTATIONS AND NOT TO BE DETERMINED UNTIL CLOSE OF MONTH. 33 FACTORIES REPORT NO PRICES.

MANUFACTURERS' WHOLESALE SELLING PRICES OF CONDENSED AND EVAPORATED MILK (AUG. 1921)

THE WHOLESALE PRICES GIVEN BELOW ARE BASED ON REPORTS MADE BY MANUFACTURERS COVERING ACTUAL SALES OF CONDENSED AND EVAPORATED MILK TO JOBBERS, WHOLESALE GROCERS AND SIMILAR BUYERS DELIVERED AT MANUFACTURERS' DISTRIBUTING POINTS ON BASIS OF CASH OR SHORT TIME CREDIT. FOREIGN PRICES ARE GIVEN AS F.O.B. OR F.A.S. POINTS OF EXPORT IN SECTION IN WHICH SALES WERE MADE.

GEOGRAPHIC SECTION	SWEETENED CONDENSED (UNSKIM) PER CASE (2) 14 OZ CANS		UNSWEET. EVAPORATED (UNSKIM) CASE-(2) 16 OZ CANS		SWEETENED CONDENSED BULK PER CWT		UNSWEETENED EVAP. BULK PER CWT	
	DOMESTIC	FOREIGN	DOMESTIC	FOREIGN	UNSKIM	SKIMMED	UNSKIM	SKIMMED
	NEW ENGLAND	4.85-	-	4.05-	-	9.20-	4.50-	8.50-
RANGE	6.50	-	5.20	-	11.00	7.50	11.50	4.60
AVERAGE	6.07	6.50	4.82	5.25	10.70	5.77	10.00	4.30
MID. ATLANTIC	5.00-	5.25-	4.42-	4.60-	9.20-	4.50-	8.25-	2.47-
RANGE	6.58	6.50	5.25	5.25	11.00	7.50	12.08	7.20
AVERAGE	5.95	6.21	4.88	4.90	10.17	5.61	10.62	4.33
SO. ATLANTIC	6.25-	-	4.48-	-	9.20-	4.50-	-	2.25-
RANGE	6.73	-	5.30	-	11.00	7.50	-	4.20
AVERAGE	6.47	6.50	5.02	5.25	10.07	5.70	11.40	3.48
E. N. CENTRAL	6.25-	-	3.80-	4.75-	9.00-	4.50-	6.45-	2.50-
RANGE	6.50	-	5.20	5.25	11.00	9.00	9.00	7.50
AVERAGE	6.41	6.50	4.52	5.00	10.12	6.00	7.78	4.44
W. N. CENTRAL	6.25-	-	4.42-	-	9.00-	6.25-	7.78-	-
RANGE	6.50	-	5.00	-	11.00	7.50	8.33	-
AVERAGE	6.38	6.50	4.76	5.25	10.03	6.70	8.06	3.88
SO. CENTRAL	6.25-	-	4.10-	-	9.20-	6.96-	-	-
RANGE	6.73	-	5.25	-	11.00	7.50	-	-
AVERAGE	6.49	6.50	4.91	5.25	10.07	6.82	-	3.50
NO. WESTERN	6.25-	-	4.20-	-	9.20-	6.96-	-	4.50-
RANGE	6.50	-	5.18	-	11.00	8.00	-	5.38
AVERAGE	6.38	6.50	4.72	5.25	10.44	7.49	-	4.24
SO. WESTERN	6.25-	-	4.20-	-	9.20-	6.96-	-	-
RANGE	6.80	-	5.33	-	11.00	7.50	-	-
AVERAGE	6.53	6.50	4.78	5.25	10.10	7.23	10.75	-
UNITED STATES	4.86-	5.25-	3.80-	4.60-	9.00-	4.50-	6.45-	2.25-
RANGE	6.80	6.50	5.33	5.25	11.00	9.00	12.08	7.50
AVERAGE	6.28	6.40	4.83	5.05	10.20	6.12	9.05	4.28

(2) CASE CONTAINS 48 CANS.
 NEW ENGLAND - ME., N.H., VT., MASS., R.I., CONN., MIDDLE ATLANTIC - N.Y., N.J., PA.,
 SOUTH ATLANTIC - DEL., MD., D.C., VA., W.VA., N.CAR., S.CAR., GA., FLA. EAST NORTH
 CENTRAL - OHIO, IND., ILL., MICH., WISC. WEST NORTH CENTRAL - MINN., IA., MO., N.DAK.,
 S.DAK., NEB., KANSAS, SOUTH CENTRAL - KY., TENN., ALA., MISS., LA., TEXAS, OKLA.,
 ARK., NORTH WESTERN - MONT., WYO., IDAHO, WASH., OREG., SOUTH WESTERN - COLO., N.MEX.,
 ARIZ., UTAH., NEV., CALIF.

MOVEMENT OF EVAPORATED MILK MUCH HEAVIER THAN CONDENSED MILK

THE MOST NOTICEABLE FEATURE REVEALED BY A REVIEW OF THE LATEST AVAILABLE REPORTS FROM MILK MANUFACTURERS, IS THE ACTIVITY IN THE MOVEMENT OF UNSWEETENED EVAPORATED STOCKS AS COMPARED WITH SWEETENED CONDENSED DURING THE PAST MONTH. BUSINESS IN THE FORMER CLASS OF GOODS WAS OF MUCH MORE SATISFACTORY VOLUME THAN THE LATTER, AND THE TONE OF THE MARKET CORRESPONDINGLY BETTER. THIS APPLIES TO CASE GOODS PRIMARILY, AS THE APPROACH OF COOLER WEATHER HAS NATURALLY REDUCED THE DEMAND FOR BULK GOODS, ESPECIALLY FROM THE ICE CREAM TRADE.

MANUFACTURERS' REPORTS OF TOTAL STOCKS ON HAND SEPT. 1, INDICATED APPROXIMATELY THE SAME SURPLUS OF CONDENSED CASE GOODS AS THE PREVIOUS MONTH, BUT SHOW A NOTABLE DECREASE IN THE QUANTITIES OF EVAPORATED CASE GOODS OF OVER 35%. THE SAME COMPARISON HOLDS WITH REFERENCE TO UNSOLD STOCKS ALSO, CONDENSED CASE GOODS BEING PRACTICALLY THE SAME AS AUG. 1, WHILE UNSOLD STOCKS OF EVAPORATED CASE GOODS SEPT. 1 WERE ALMOST 50% LOWER. STOCKS OF BOTH CLASSES OF CASE GOODS WERE LESS THAN HALF OF THOSE REPORTED A YEAR AGO.

THE EXPORT MOVEMENT DURING AUGUST APPARENTLY SERVED TO GIVE CONSIDERABLE RELIEF TO THE SITUATION. AS WILL BE NOTED FROM THE ACCOMPANYING FIGURES, EXPORTS OF EVAPORATED MILK MORE THAN DOUBLED THOSE OF JULY, AMOUNTING TO 22,803,000 LBS. EXPORTS OF CONDENSED MILK WERE BUT 7,557,000 LBS., ALTHOUGH THIS WAS 2,000,000 LBS. HEAVIER THAN JULY. THE UNITED KINGDOM RECEIVED 12,716,000 LBS., OF EVAPORATED AND 3,232,000 LBS., OF CONDENSED, THUS RANKING AS THE COUNTRY TO WHICH BY FAR THE HEAVIEST SHIPMENTS WERE MADE. FRANCE AND GERMANY RECEIVED APPROXIMATELY 3,000,000 LBS. EACH OF EVAPORATED MILK, BUT

(COMMENT CONTINUED ON SECOND PAGE.)

MONTHLY CONDENSED AND EVAPORATED MILK MARKET REPORT NO. 25
MANUFACTURERS' TOTAL STOCKS OF CONDENSED AND EVAPORATED MILK

INCLUDES ALL STOCKS HELD BY MANUFACTURERS REPORTING WHETHER THEIR OWN OR STOCK OF OTHERS; WHETHER ON THEIR OWN PREMISES; IN STORAGE, OR IN TRANSIT (UNSOLD) FOR WAREHOUSE CONSIGNMENT; AND WHETHER SOLD OR CONTRACTED FOR AND NOT DELIVERED.

COMMODITY	TOTAL STOCKS SEPTEMBER 1, 1921		COMPARISON OF STOCKS FOR SAME FIRMS REPORTING			% INC. OR DEC. SEPT. 1, 1921 OVER SEPT. 1, 1920
	FIRMS	POUNDS	FIRMS	AUG. 1, '21 POUNDS	SEPT. 1, '21 POUNDS	
COND. CASE GOODS	15	31,773,290	14	28,672,587	31,210,112	- 52
COND. BULK GOODS	51	26,653,944	47	26,306,587	25,822,265	- 13
EVAP. CASE GOODS	37	90,502,945	35	132,071,283	89,984,119	- 36
EVAP. BULK GOODS	23	769,906	22	935,236	769,906	+ 24
TOTAL	-	149,700,085	-	187,985,693	147,786,403	- 38

MANUFACTURERS' UNSOLD STOCKS OF CONDENSED AND EVAPORATED MILK

INCLUDES ALL STOCKS HELD BY MANUFACTURERS WHICH WERE NOT SOLD OR UNDER CONTRACT FOR DELIVERY ON UNFILLED ORDERS.

COMMODITY	TOTAL UNSOLD STOCKS SEPTEMBER 1, 1921		COMPARISON OF UNSOLD STOCKS FOR SAME FIRMS REPORTING			% INC. OR DEC. SEPT. 1, 1921 OVER SEPT. 1, 1920
	FIRMS	POUNDS	FIRMS	AUG. 1, '21 POUNDS	SEPT. 1, '21 POUNDS	
COND. CASE GOODS	11	21,574,032	11	20,115,951	21,574,032	- 60
COND. BULK GOODS	40	19,073,658	37	22,220,734	19,029,468	+ 229
EVAP. CASE GOODS	30	36,149,083	28	58,916,362	35,946,379	- 54
EVAP. BULK GOODS	21	763,390	20	915,263	763,390	+ 25
TOTAL	-	77,560,163	-	102,168,313	77,313,269	- 44

UNFILLED ORDERS FOR CONDENSED AND EVAPORATED MILK

INCLUDES THE AMOUNTS OF EACH COMMODITY FOR WHICH ORDERS HAVE BEEN RECEIVED BY MANUFACTURERS WHOSE ORDERS WERE IN EXCESS OF THEIR UNSOLD STOCKS.

COMMODITY	TOTAL UNFILLED ORDERS SEPTEMBER 1, 1921		COMPARISON OF UNFILLED ORDERS FOR SAME FIRMS REPORTING			% INC. OR DEC. SEPT. 1, 1921 OVER SEPT. 1, 1920
	FIRMS	POUNDS	FIRMS	AUG. 1, '21 POUNDS	SEPT. 1, '21 POUNDS	
COND. CASE GOODS	-	339,000	-	425,000	339,000	- 58
COND. BULK GOODS	-	-	-	-	-	-
EVAP. CASE GOODS	10	6,039,030	10	6,110,018	6,039,030	+ 67
EVAP. BULK GOODS	-	-	-	-	-	-
TOTAL	-	6,378,030	-	6,535,018	6,378,030	+ 43

FIRM OMITTED PAST THREE MONTHS AND ONE ADDITIONAL LARGE FIRM NOT INCLUDED IN ABOVE TABLES ACCOUNT FOR LATE REPORTS.

**EXPORTS OF CONDENSED AND EVAPORATED MILK FROM THE UNITED STATES
DURING AUGUST 1921 (POUNDS)**

	CONDENSED	EVAPORATED	CONDENSED	EVAPORATED
EUROPE			SOUTH AMERICA	
BELGIUM	360,910	933,600	ARGENTINA	24,000
FRANCE	246,300	3,070,000	BRAZIL	38,537
GERMANY	30,397	3,025,273	CHILE	25,440
U. KINGDOM	3,232,910	12,716,639	PERU	49,860
MISCELLANEOUS	210,240	124,270	MISCELLANEOUS	20,943
NORTH AMERICA			ASIA	
BERMUDA	18,401	13,046	BR. INDIA	43,900
SR. HONDURAS	19,430	11,077	DUTCH E. INDIES	67,020
CENTRAL AMERICA			HONGKONG	252,325
HONDURAS	14,771	13,948	JAPAN	21,696
PANAMA	46,875	23,828	MISCELLANEOUS	145,354
MEXICO	71,889	200,920		
WEST INDIES			OCEANIA	
CUBA	1,498,124	271,190	PHILIPP. IS.	815,520
DOM. REPUBLIC	24,910	7,952	MISCELLANEOUS	1,312
JAMAICA	65,217	10,144		
MISCELLANEOUS	65,004	31,271	AFRICA	
			BR. SO. AFRICA	125,840
			MISCELLANEOUS	19,558

TOTAL - AUGUST 1921	CONDENSED	7,556,763 LBS.	EVAPORATED	22,802,953 LBS.
TOTAL - AUGUST 1920	CONDENSED	20,502,915 LBS.	EVAPORATED	5,100,048 LBS.
AN. - AUGUST INC. 1921	CONDENSED	62,660,211 LBS.	EVAPORATED	116,359,657 LBS.
AN. - AUGUST INC. 1920	CONDENSED	221,102,578 LBS.	EVAPORATED	111,951,384 LBS.

(CONTINUED FROM FIRST PAGE)

SIDE FROM THESE COUNTRIES MENTIONED NO UNUSUAL SHIPMENTS APPEAR TO HAVE BEEN MADE. IT IS OF INTEREST TO NOTE THAT DURING THE FIRST EIGHT MONTHS OF 1921 EXPORTS OF CONDENSED MILK WERE BUT 62,000,000 LBS. COMPARED WITH OVER 221,000,000 LBS. DURING THE SAME PERIOD IN 1920, WHILE EXPORTS OF EVAPORATED MILK THIS YEAR AMOUNTING TO 116,000,000 LBS. ARE SOME 5,000,000 LBS. HEAVIER THAN 1920.

MANUFACTURERS' SELLING PRICES TO DOMESTIC TRADE DURING AUG. REMAINED PRACTICALLY THE SAME AS DURING JULY, BUT REDUCTIONS OCCURRED IN PRICES TO FOREIGN TRADE. THE GREATEST CUTS WERE MADE IN PRICES OF SWEETENED CONDENSED WHICH AVERAGED 34¢ LOWER PER CASE. UN-SWEETENED EVAPORATED PRICES TO FOREIGN TRADE WERE NOT SO GENERALLY REDUCED BY ALL MANUFACTURERS, AS SOME SEEM TO HAVE ADVANCED THESE PRICES SLIGHTLY WITH THE RESULT THAT THE