

MONTHLY CONDENSED AND EVAPORATED MILK MARKET REPORT NO. 27

PRICES PAID PRODUCERS F.O.B. FACTORY FOR NOV. 1921.

PRICES PAID PRODUCERS FOR 3.5% MILK DELIVERED AT FACTORIES DURING NOVEMBER ARE BASED ON REPORTS MADE BY CONDENSED AND EVAPORATED MILK FIRMS OPERATING APPROXIMATELY 31% OF THE TOTAL FACTORIES IN THE UNITED STATES.

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 FACT'S	RANGE	AVERAGE		RANGE	AVERAGE
NEW ENGLAND	-	-	-	\$ 1.91	\$ 1.91	3	3.04-3.43	3.25--
MIDDLE ATLANTIC	19	3	22	1.85-2.50	2.26	24	1.50-2.50	2.19
SOUTH ATLANTIC	1	1	2	2.00-2.10	2.05	5	1.50-2.14	1.78
E. No. CENTRAL	75	13	88	1.50-2.40	1.85	25	1.50-2.30	2.04
W. No. CENTRAL	3	1	4	1.75-2.00	1.84	1	1.75	1.75
SOUTH CENTRAL	-	-	-	-	-	-	-	-
NORTH WESTERN	11	2	13	1.75-2.55	1.99	2	1.94-2.55	2.25
SOUTH WESTERN	8	-	8	1.66-2.30	1.85	-	-	-
UNITED STATES	118	20	138	1.50-2.55	1.94	60	1.50-3.43	2.14

11 FACTORIES REPORT NO PRICE DETERMINED. 29 FACTORIES REPORT PRICES BASED UPON WHOLESALE BUTTER QUOTATIONS AND NOT DETERMINED UNTIL CLOSE OF MONTH. 7 FACTORIES REPORT NO PRICES.

MANUFACTURERS' WHOLESALE SELLING PRICES OF CONDENSED AND EVAPORATED MILK (OCT. 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 OF 14 OZ. CANS*		UNSWEETENED EVAPORATED (UNSKIM) CASE OF 16 OZ. CANS*		SWEETENED CONDENSED BULK PER CWT.		UNSWEETENED EVAP. BULK PER CWT.	
	DOMESTIC	FOREIGN	DOMESTIC	FOREIGN	UNSKIM	SKIMMED	UNSKIM	SKIMMED
NEW ENGLAND	5.16-	5.75-	4.24-	5.00-	9.05-	4.00-	-	-
RANGE	6.50	6.50	5.20	5.25	11.00	7.50	-	-
AVERAGE	6.09	6.25	4.85	5.08	9.74	5.86	-	4.00
MID. ATLANTIC	5.25-	5.00-	4.04-	4.00-	9.00-	4.00-	8.25-	2.26-
RANGE	6.55	6.50	5.25	5.25	11.00	7.50	12.16	7.40
AVERAGE	5.97	5.83	4.78	4.81	10.06	5.34	9.74	4.12
So. ATLANTIC	5.75-	-	4.48-	-	9.05-	4.00-	-	-
RANGE	6.73	-	5.30	-	11.00	7.50	-	-
AVERAGE	6.29	6.50	4.91	5.25	9.89	5.80	10.28	4.00
E. N. CENTRAL	5.85-	-	3.50-	-	8.50-	4.00-	6.45-	2.50-
RANGE	6.91	-	5.20	-	11.00	7.50	10.00	6.50
AVERAGE	6.38	6.50	4.64	5.25	9.56	5.49	8.01	4.34
W. N. CENTRAL	5.85-	-	4.40-	-	8.50-	6.00-	8.33-	-
RANGE	6.50	-	5.10	-	11.00	7.50	10.46	-
AVERAGE	6.21	6.50	4.76	5.25	9.41	6.71	9.40	3.88
So. CENTRAL	6.15-	-	4.48-	-	9.05-	6.80-	-	-
RANGE	6.80	-	5.20	-	11.00	7.50	-	-
AVERAGE	6.43	6.50	4.98	5.25	9.85	7.10	-	3.50
No. WESTERN	6.25-	-	4.48-	-	9.05-	6.80-	-	4.20-
RANGE	6.50	-	5.18	-	12.00	7.50	-	4.95
AVERAGE	6.38	6.50	4.85	5.25	10.33	7.20	-	4.55
So. WESTERN	6.25-	6.50-	4.48-	-	9.05-	6.80-	-	-
RANGE	6.55	8.10	5.33	-	9.50	7.50	-	-
AVERAGE	6.40	7.30	4.86	5.25	9.28	7.15	-	-
UNITED STATES	5.16-	5.00-	3.50-	4.00-	8.50-	4.00-	6.45-	2.26-
RANGE	6.91	8.10	5.33	5.25	12.00	7.50	12.16	7.40
AVERAGE	6.21	6.30	4.80	6.03	9.79	5.92	8.82	4.19

*CASE CONTAINS 48 CANS.

GEOGRAPHIC SECTIONS REFERRED TO ABOVE

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.C., S.C., FLA., GA.
 EAST NORTH CENTRAL: OHIO, IND., ILL., MICH., WIS.
 WEST NORTH CENTRAL: MINN., IOWA., MO., N.D., S.D., NEBR., KANS.
 SOUTH CENTRAL: KY., TENN., ALA., MISS., LA., TEXAS, OKLA., ARK.
 NORTHWESTERN: MONT., WYO., IDAHO, WASH., ORE.
 SOUTHWESTERN: COLO., N.M., ARIZ., UTAH., NEV., CALIF.

RELATIVELY HEAVY PRODUCTION OF CONDENSED AND EVAPORATED

MILK FINDS BUT MODERATE DEMAND

CONDENSED AND EVAPORATED MILK MARKETS ARE STILL FEATURED BY MORE OR LESS UNSATISFACTORY TRADING CONDITIONS, WITH THE NOVEMBER DEMAND APPARENTLY OFFERING LITTLE SUPPORT BEYOND THE VERY MODERATE MOVEMENT WHICH HAS CONTINUED TO TAKE PLACE. FROM NOWHERE ARE THERE ENCOURAGING REPORTS INDICATING A DOMESTIC OR EXPORT DEMAND WHICH SEEM SUFFICIENT TO ABSORB THIS SEASON'S PRODUCTION OF CANNED MILK. EXPORT BUYING SEEMS TO BE LIMITED MOSTLY TO RELIEF AGENCIES, BUT LATEST AVAILABLE EXPORT FIGURES INDICATE A MARKED FALLING OFF EVEN OF THIS CLASS OF BUSINESS. THIS OUTLET IS RECOGNIZED TO BE OF A TEMPORARY NATURE

ONLY AND CAN NOT BE DEPENDED UPON INDEFINITELY. OTHER EXPORT BUSINESS IS DIFFICULT BECAUSE OF UNSETTLED FOREIGN TRADE CONDITIONS, MAKING IT MORE OF A PROBLEM AS TO HOW THE ANTICIPATED PRODUCTION IS TO BE DISPOSED OF. THE DOMESTIC OUTLET HAS BEEN SOMEWHAT ENLARGED THROUGH ADVERTISING, BUT EVEN WITH RETAILERS IN SOME QUARTERS FEATURING THE GOODS AT ATTRACTIVELY LOW PRICES, THE LESSENER PURCHASING POWER OF THE PUBLIC PRESENTS ITSELF AS A NEW FACTOR TO CONTENT WITH. THE PRESSURE OF THIS CONDITION HAS BEEN FELT MOSTLY BY THE LESS KNOWN BRANDS, ALTHOUGH NUMEROUS MANUFACTURERS INDICATE THAT THEIR STANDARD BRANDS HAVE BEEN

(SEE OTHER SIDE OF THIS REPORT)

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 NOVEMBER 1, 1921		COMPARISON OF STOCKS FOR SAME FIRMS REPORTING			% INC. OR DEC. Nov. 1, 1921 OVER Nov. 1, 1920
	FIRMS	POUNDS	OCT. 1, '21		NOV. 1, '21	
COND. CASE GOODS	17	29,750,954	16	35,292,233	29,516,846	- 53
COND. BULK GOODS	49	20,073,552	47	23,339,058	20,073,552	- 32
EVAP. CASE GOODS	39	99,498,073	38	95,142,961	99,498,073	- 5
EVAP. BULK GOODS	29	70,370	26	677,038	703,370	+ 44
TOTAL	-	150,026,949	-	154,451,290	149,792,141	- 45

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 NOVEMBER 1, 1921		COMPARISON OF UNSOLD STOCKS FOR SAME FIRMS REPORTING			% INC. OR DEC. Nov. 1, 1921 OVER Nov. 1, 1920
	FIRMS	POUNDS	OCT. 1, '21		NOV. 1, '21	
COND. CASE GOODS	14	22,065,660	14	24,918,366	22,065,660	- 50
COND. BULK GOODS	41	13,914,646	39	15,592,927	13,914,646	- 46
EVAP. CASE GOODS	33	66,203,586	32	54,100,739	66,203,586	- 51
EVAP. BULK GOODS	26	689,951	24	670,553	689,251	+ 106
TOTAL	-	102,873,843	-	95,282,585	102,873,143	- 50

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 NOVEMBER 1, 1921		COMPARISON OF UNFILLED ORDERS FOR SAME FIRMS REPORTING			% INC. OR DEC. Nov. 1, 1921 OVER Nov. 1, 1920
	FIRMS	POUNDS	OCT. 1, '21		NOV. 1, '21	
COND. CASE GOODS	1	290,000	1	-	290,000	- 85
COND. BULK GOODS	-	-	-	-	-	- 100
EVAP. CASE GOODS	4	347,120	4	836,234	347,120	+ 100
EVAP. BULK GOODS	-	-	-	-	-	-
TOTAL	-	637,120	-	836,234	637,120	- 79

THE ABOVE TABLES DO NOT INCLUDE REPORTS OF ONE LARGE FIRM NOT YET RECEIVED.

EXPORTS OF CONDENSED AND EVAPORATED MILK FROM THE UNITED STATES DURING OCT. '21

	(POUNDS)				
	CONDENSED	EVAPORATED		CONDENSED	EVAPORATED
EUROPE			SOUTH AMERICA		
BELGIUM	105,000	1,392,384	BRAZIL	128,566	3,216
FRANCE	587,390	4,885,691	ARGENTINA	48,000	-
GERMANY	653,194	2,212,060	CHILE	4,800	19,800
RUSSIA IN EUROPE	197,940	2,990,000	PERU	29,400	188,400
POLAND & DANZIG	39,840	2,269,534	MISCELLANEOUS	26,982	15,305
U. KINGDOM	1,458,780	6,510,211	ASIA		
MISCELLANEOUS	211,700	218,328	CHINA	292	640,490
NORTH AMERICA			D.E. INDIES	16,800	252,465
BERMUDA	18,145	22,306	HONGKONG	373,062	11,858
NEWFLD. & LAB.	-	78,000	STR. SETTLEMENT	89,600	223,548
CENTRAL AMERICA			MISCELLANEOUS	263,704	285,626
BR. HONDURAS	31,102	4,023	OCEANIA		
PANAMA	58,911	291,394	PHILIPP. IS.	382,900	634,975
MEXICO	128,363	216,846	MISCELLANEOUS	960	240
WEST INDIES			AFRICA		
CUBA	2,608,626	391,646	BR. SO. AFRICA	85,865	17,813
TRIN. & TOB.	60,102	960	FR. AFRICA	62,040	23,305
MISCELLANEOUS	107,627	56,002	MISCELLANEOUS	14,680	3,809
TOTAL - OCT. 1921	CONDENSED 8,371,371	POUNDS	EVAPORATED 23,860,235	POUNDS	
TOTAL - OCT. 1920	CONDENSED 16,161,015	"	EVAPORATED 3,985,640	"	
JAN.-OCT. INC. 1921	CONDENSED 80,373,504	"	EVAPORATED 168,939,432	"	
JAN.-OCT. INC. 1920	CONDENSED 254,973,120	"	EVAPORATED 119,629,810	"	

MODERATE DEMAND FOR CONDENSED AND EVAPORATED MILK

(CONTINUED FROM FIRST PAGE)

AFFECTED. LATE FIGURES ON PRODUCTION ARE NOT AVAILABLE, AND IT CAN NOT BE STATED DEFINITELY WHETHER PRODUCTION IS BEING MATERIALLY CURTAILED, BUT THERE IS TALK AROUND TO THAT EFFECT. IT APPEARS THAT AT PRESENT PRICES OTHER MANUFACTURED MILK PRODUCTS WOULD OFFER CONSIDERABLE COMPETITION. MILK PRODUCTION HAS KEPT UP REMARKABLY WELL FOR THE SEASON, FAVORED BY THE MILD FALL, AND IN CERTAIN DISTRICTS THE SURPLUS IS REPORTED TO BE QUITE HEAVY. THE ADVENT OF WINTER WEATHER WILL MATERIALLY REDUCE THIS, ALTHOUGH THERE ARE SAID TO BE PLENTIFUL SUPPLIES OF CHEAP FEED IN SOME OF THE PRINCIPAL PRODUCING SECTIONS.

LIGHTER EXPORTS FOR RELIEF PURPOSES

THE OCTOBER FIGURES FURNISH THE LATEST AVAILABLE EXPORT DATA, AND SHOW THAT BUT FOR A LIGHTER MOVEMENT THE HEAVIEST SHIPMENTS CONTINUED TO BE MADE TO THE SAME COUNTRIES AS DURING AUGUST AND SEPTEMBER. HOWEVER, EXPORTS TO GERMANY WERE MATERIALLY REDUCED DURING OCTOBER, ESPECIALLY EVAPORATED MILK. AS IN SEPTEMBER, EXPORTS OF CONDENSED CONSTITUTED ONLY ABOUT ONE THIRD OF THOSE OF EVAPORATED GOODS. IN

HEAVIER. OCTOBER EXPORTS THIS YEAR OF BOTH CLASSES OF GOODS WERE CONSIDERABLY HEAVIER THAN THOSE OF OCTOBER 1920, APPROXIMATELY AN INCREASE OF 12,000,000 LBS. BUT THE TOTAL MOVEMENT FOR THE FIRST TEN MONTHS OF THE YEAR LAGS BEHIND THE SIMILAR PERIOD FOR 1920 BY SOME 125,000,000 LBS.

COMPARISONS OF THE STOCKS HELD BY MANUFACTURERS SHOW THAT THEY WERE CLOSE TO 50% LIGHTER ON NOVEMBER 1, 1921 THAN IN NOVEMBER 1, 1920. THIS IS ALSO TRUE OF UNSOLD STOCKS. COMPARISON WITH THE PREVIOUS MONTH REVEALS SLIGHTLY LOWER TOTAL STOCKS, BUT HEAVIER UNSOLD STOCKS. FIGURES SHOWING THIS COMPARISON APPEAR IN THE ACCOMPANYING TABLES. THE RELATIVELY HEAVIER MOVEMENT OF CASE EVAPORATED DURING THE PAST FEW MONTHS MAY HAVE CONTRIBUTED TO MORE INTEREST IN THE MANUFACTURE OF THIS CLASS OF GOODS, FOR FROM A COMPARISON MADE OF THE TOTAL STOCKS OF FIRMS WHICH REPORTED ON BOTH NOVEMBER 1 AND OCTOBER 1 IT IS NOTED THAT STOCKS OF EVAPORATED WERE HEAVIER ON NOVEMBER 1 AND STOCKS OF CONDENSED WERE LIGHTER THAN THE PREVIOUS MONTH. JUST THE REVERSE WAS TRUE IN AUGUST AND SEPTEMBER.