

MONTHLY CONDENSED AND EVAPORATED MILK MARKET REPORT NO. 35

PRICES PAID PRODUCERS F. O. B. FACTORY FOR JULY 1922

INFORMATION REGARDING PRICES PAID PRODUCERS FOR 3.5% MILK DELIVERED AT FACTORIES DURING JULY ARE BASED ON REPORTS MADE BY CONDENSED AND EVAPORATED MILK FIRMS OPERATING APPROXIMATELY 95% 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	-	1	\$1.73	\$1.73	-	-	\$ -	\$ -
MIDDLE ATLANTIC*	2	2	4	1.55-2.00	1.83	15	-	1.45-2.00	1.76
SOUTH ATLANTIC	1	1	2	1.58-1.80	1.69	1	-	1.45	1.45
E. NO. CENTRAL	59	8	67	1.27-1.80	1.58	14	-	1.49-1.95	1.71
W. NO. CENTRAL	3	2	5	1.53-1.65	1.59	2	-	1.40-1.72	1.56
SOUTH CENTRAL	-	-	-	-	-	-	-	-	-
NORTH WESTERN	11	-	11	1.53-1.70	1.65	3	-	1.54-1.92	1.71
SOUTH WESTERN	8	-	8	1.49-1.85	1.61	-	-	-	-
UNITED STATES	85	13	98	1.27-2.00	1.60	35	-	1.40-2.00	1.72

SIXTY-THREE ADDITIONAL FACTORIES REPORT PRICES TO BE BASED ON CURRENT MONTH'S WHOLESALE BUTTER QUOTATIONS; (52 OF THESE IN N.Y. AND PA.) 24 REPORT PRICES NOT DETERMINED AS YET, AND 7 REPORT FACTORIES CLOSED. NO PRICE INFORMATION RECEIVED FROM REMAINING FIRMS.

*NOTE: JULY PRICES FOR 52 FACTORIES IN THIS SECTION NOT INCLUDED ON ACCOUNT OF PRICES BEING BASED ON THE CURRENT MONTH'S WHOLESALE BUTTER QUOTATIONS. THE JUNE BASIC PRICE FOR 3.5% MILK IN THE 201-250 MILE ZONE WAS \$1.47, PRICES RANGING FROM \$1.40 TO \$1.49.

MANUFACTURERS' WHOLESALE SELLING PRICES OF CONDENSED AND EVAPORATED MILK (JUNE 1922)

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) PER CASE* OF 16 OZ. CANS		SWEETENED CONDENSED BULK PER CWT.		UNSWEETENED EVAPORATED BULK PER CWT.	
	DOMESTIC	FOREIGN	DOMESTIC	FOREIGN	UNSKIM	SKIMMED	UNSKIM	SKIMMED
	NEW ENGLAND:	4.00-	5.25-	3.40-	4.10-	-	4.00-	-
RANGE	5.65	5.60	4.13	4.25	9.00	5.59	8.50	2.80
AVERAGE	5.12	5.42	3.91	4.15	9.00	4.55	8.50	2.80
MID ATLANTIC:	4.00-	4.40-	3.50-	3.48-	-	3.60-	6.00-	2.20-
RANGE	5.80	5.60	4.25	4.25	9.00	5.59	12.00	6.60
AVERAGE	5.18	5.21	3.87	3.85	9.00	4.52	8.34	3.22
So. ATLANTIC:	4.00-	5.40-	3.50-	-	8.50-	4.00-	-	2.45-
RANGE	5.80	5.60	4.25	4.25	9.00	5.57	-	2.80
AVERAGE	5.27	5.50	3.91	4.25	8.75	4.76	-	2.63
E. N. CENTRAL:	5.10-	-	3.35-	-	8.00-	4.00-	6.50-	1.90-
RANGE	5.65	5.60	4.03	4.25	9.00	6.00	9.00	5.50
AVERAGE	5.34	5.60	3.75	4.25	8.75	5.03	7.56	3.80
W. N. CENTRAL:	4.90-	-	3.40-	-	-	5.00-	7.05-	3.88-
RANGE	5.65	5.60	4.08	4.25	9.00	6.50	8.33	4.44
AVERAGE	5.20	5.60	3.79	4.25	9.00	5.57	7.69	4.16
So. CENTRAL:	5.10-	5.40-	3.50-	-	-	5.25-	-	-
RANGE	5.80	5.60	4.20	4.25	9.00	5.57	-	-
AVERAGE	5.45	5.50	3.95	4.25	9.00	5.41	-	-
No. WESTERN:	-	-	3.70-	-	9.00-	5.25-	-	4.00-
RANGE	-	5.60	4.28	4.25	10.50	7.00	-	4.95
AVERAGE	-	5.60	4.03	4.25	9.50	6.23	-	4.48
So. WESTERN:	-	5.60-	3.65-	-	-	5.25-	-	-
RANGE	-	7.80	4.30	4.25	9.00	5.57	-	-
AVERAGE	-	6.70	4.06	4.25	9.00	5.41	-	-
UNITED STATES:	4.00-	4.40-	3.35-	3.48-	8.00-	3.60-	6.00-	1.90-
RANGE	5.80	7.80	4.30	4.25	10.50	7.00	12.00	6.60
AVERAGE	5.24	5.57	3.89	4.08	9.00	5.07	8.01	3.67

* 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., 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.

CONDENSED AND EVAPORATED MILK MARKETS FEATURED BY CULL SUMMER DEMAND

THE SAME RELATIVE INACTIVITY WHICH FEATURED CONDENSED AND EVAPORATED MILK MARKETS FOR SEVERAL MONTHS PREVIOUS CONTINUED DURING JULY, AND PROSPECTS FOR ANY MATERIALLY IMPROVED DEMAND ARE SO SLIGHT THAT MANY OF THE TRADE WHO HAVE HELD A MORE OR LESS CONFIDENT ATTITUDE ARE BEGINNING TO LOSE SOME OF THEIR OPTIMISM. EXPORT DEMAND, UPON WHICH (SEE OTHER SIDE OF THIS REPORT)

CANNED MILK MANUFACTURERS HAVE COME TO DEPEND TO A LARGE EXTENT AS AN OUTLET FOR SURPLUS DOMESTIC PRODUCTION, HAS BECOME LESS OF A FACTOR EACH MONTH, BUYING FOR RELIEF PURPOSES, WHICH CONSTITUTED SUCH A SUPPORT ESPECIALLY TO THE EVAPORATED MILK MARKET, HAS PRACTICALLY CEASED, AND NO ADDITIONAL ORDERS SEEM TO BE IN SIGHT. DOMESTIC DE-

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		COMPARISON OF STOCKS FOR SAME FIRMS REPORTING			% INC. OR DEC. OVER JULY 1, 1921
	JULY 1, 1922		JUNE 1, 1922			
	FIRMS*	POUNDS	FIRMS	POUNDS	POUNDS	
COND. CASE GOODS	14	21,706,387	13	24,261,713	21,699,861	- 41
COND. BULK GOODS	44	22,077,993	42	12,331,041	22,056,195	- 19
EVAP. CASE GOODS	41	141,380,322	39	135,263,514	141,257,202	- 24
EVAP. BULK GOODS	18	498,847	18	367,072	554,847	- 51
TOTAL	83	185,663,549	68	172,223,140	185,568,105	- 26

REVISED TOTAL STOCKS FOR JUNE 1, - 173,816,634 LBS. (INCLUDE LATE REPORTS)

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		COMPARISON OF UNSOLD STOCKS FOR SAME FIRMS REPORTING			% INC. OR DEC. OVER JULY 1, 1921
	JULY 1, 1922		JUNE 1, 1922			
	FIRMS*	POUNDS	FIRMS	POUNDS	POUNDS	
COND. CASE GOODS	12	16,324,599	11	21,012,705	16,318,075	- 44
COND. BULK GOODS	34	16,215,202	34	9,171,333	16,210,504	- 19
EVAP. CASE GOODS	35	84,233,607	32	108,695,220	84,222,711	- 41
EVAP. BULK GOODS	15	350,968	15	359,327	350,968	- 50
TOTAL	56	117,124,376	56	139,238,585	117,102,256	- 38

REVISED UNSOLD STOCKS FOR JUNE 1, - 140,735,353 LBS. (INCLUDE LATE REPORTS)

UNFILLED ORDERS FOR CONDENSED AND EVAPORATED MILK

INCLUDES THE AMOUNTS OF EACH COMMODITY FOR WHICH ORDERS HAVE BEEN RECEIVED IN EXCESS OF THE UNSOLD MANUFACTURER'S STOCKS.

COMMODITY	TOTAL UNFILLED ORDERS		COMPARISON OF UNFILLED ORDERS FOR SAME FIRMS REPORTING			% INC. OR DEC. OVER JULY 1, 1921
	JULY 1, 1922		JUNE 1, 1922			
	FIRMS*	POUNDS	FIRMS	POUNDS	POUNDS	
COND. CASE GOODS	2	183,246	2	-	183,246	-
COND. BULK GOODS	1	228,750	1	421,625	228,750	-
EVAP. CASE GOODS	8	1,195,659	7	1,314,693	1,049,859	- 24
EVAP. BULK GOODS	-	-	-	-	-	-
TOTAL	8	1,607,655	7	1,736,318	1,461,855	+ 2

REVISED UNFILLED ORDERS FOR JUNE 1, - 1,736,318 LBS. (INCLUDE LATE REPORTS)

*NOTE: - FIGURES SHOWING NUMBER OF FIRMS DO NOT REPRESENT NUMBER OF FACTORIES, SINCE SOME FIRMS OPERATE NUMEROUS FACTORIES.

EXPORTS OF CONDENSED AND EVAPORATED MILK FROM THE UNITED STATES DURING JUNE 1922
(POUNDS)

	CONDENSED	EVAPORATED		CONDENSED	EVAPORATED
EUROPE			SOUTH AMERICA		
GERMANY	331,336	395,458	CHILE	13,200	14,400
RUSSIA IN E.	105,000	3,628,848	COLOMBIA	11,980	3,774
UKRAINE	51,840	1,248,000	PERU	6,010	539,670
UNITED KINGDOM	-	2,100,533	MISCELLANEOUS	57,104	17,892
MISCELLANEOUS	507,276	979,828	ASIA		
NORTH AMERICA			CHINA	277,198	152,898
CANADA	48,240	97,029	HONGKONG	192,000	120,577
CENTRAL AMERICA			JAPAN	818,546	123,964
PANAMA	74,330	174,301	MISCELLANEOUS	276,179	376,850
HONDURAS	28,512	23,040	OCEANIA		
MEXICO	59,988	139,420	PHILIPPINES	349,020	548,010
WEST INDIES			MISCELLANEOUS	10,255	1,403
CUBA	1,131,835	143,328	AFRICA		
DOM. REPUBLIC	39,570	12,426	BR. SO. AFRICA	281,400	78,022
MISCELLANEOUS	132,004	134,041	MISCELLANEOUS	13,947	35,810
TOTAL - JUNE 1922	CONDENSED 4,816,770 LBS.	EVAPORATED 10,389,522 LBS.			
TOTAL - JUNE 1921	CONDENSED 8,060,056 LBS.	EVAPORATED 13,640,173 LBS.			
JAN. - JUNE (INC.) 1922	CONDENSED 35,005,074 LBS.	EVAPORATED 83,953,517 LBS.			
JAN. - JUNE (INC.) 1921	CONDENSED 49,376,657 LBS.	EVAPORATED 81,995,917 LBS.			

(CONTINUED FROM FIRST PAGE)

MAND IN ENGLAND IS REPORTED AS SOMEWHAT HEAVIER, BUT AMERICAN MANUFACTURERS HAVE AS COMPETITORS AN INCREASING NUMBER OF EUROPEAN FACTORIES WHICH ARE ABLE TO LAY DOWN THE GOODS AT A LOWER COST AND CONSEQUENTLY GET THE BUSINESS. EXCEPT FOR BRANDS WHICH ARE WIDELY KNOWN THROUGH EXTENSIVE ADVERTISING, FOREIGN DEMAND IS NOT EXPECTED TO ABSORB VERY LARGE QUANTITIES OF AMERICAN MADE GOODS IN THE VERY NEAR FUTURE. LATEST EXPORT FIGURES ARE FOR THE MONTH OF JUNE AND INDICATE A SLIGHT DECREASE UNDER MAY AND QUITE A HEAVY DECREASE UNDER JUNE 1921. SURPLUS MILK GOES INTO BUTTER AND CHEESE

CONDENSERIES, HOWEVER, HAVE HAD AT LEAST ONE FAVORABLE CONDITION DURING THE PAST FEW MONTHS WHICH HAS HELPED CONSIDERABLY TO OFFSET THE DULL DEMAND FOR CANNED MILK. PRICES OF BOTH BUTTER AND CHEESE HAVE BEEN SUCH THAT IT HAS BEEN POSSIBLE TO DIVERT SURPLUS MILK INTO ONE OR THE OTHER OF THESE PRODUCTS, AND AS RESULT THE PRODUCTION OF CONDENSED AND EVAPORATED GOODS HAS BEEN HELD AS LOW AS WAS CONSISTENT WITH GOOD BUSINESS PRACTICE. THESE OUTLETS HAVE BEEN FORTUNATE NOT ONLY BECAUSE OF THE LIGHTER DEMAND WHICH HAS FEATURED BOTH CONDENSED AND EVAPORATED MILK MARKETS, BUT BECAUSE OF THE UPWARD TENDENCY OF COSTS OF MANUFACTURING. SEASONAL ADVANCES IN PRICES OF RAW MILK ARE FRAG-

ON ACCOUNT OF THE LOWER PRICES AT WHICH THIS CLASS OF GOODS COULD BE SOLD.

LIGHT SUMMER DEMAND FROM ICE CREAM MANUFACTURE

THE SUMMER DEMAND FROM THE DOMESTIC TRADE FOR CONDENSED AND EVAPORATED MILK HAS NOT BEEN UP TO EXPECTATIONS. THE ICE CREAM TRADE ESPECIALLY HAS TAKEN FAR LESS QUANTITIES OF GOODS THAN CONDENSING FIRMS HAD ANTICIPATED. THIS IS EXPLAINED PARTLY THROUGH THE FACT THAT POWDERED MILK IS BEING MORE WIDELY USED IN THE MANUFACTURE OF ICE CREAM, AND ALSO BECAUSE OF THE RELATIVELY COOL SUMMER WHICH HAS FEATURED VARIOUS CONSUMING SECTIONS OF THE COUNTRY.

SUMMARIZED FIGURES FROM MANUFACTURERS INDICATE THAT CONDENSING OPERATIONS HAVE BEEN CARRIED ON CONSERVATIVELY AND THAT DUE CONSIDERATION HAS BEEN GIVEN TO THE ANTICIPATED AND ACTUAL DULL SUMMER DEMAND FROM ALL CLASSES OF TRADE. WHILE TOTAL STOCKS ON JULY 1, AS INDICATED IN THE ACCOMPANYING TABLES, REVEAL A MODERATELY HEAVY INCREASE OVER JUNE 1, IT MUST BE BORNE IN MIND THAT THIS DATE FOLLOWED CLOSELY UPON THE HEAVY PRODUCING SEASON. IT IS TO BE NOTED ALSO THAT WHILE TOTAL STOCKS ON JULY 1 WERE HEAVIER THAN ON THE FIRST OF THE PREVIOUS MONTH, UNSOLD STOCKS WERE LIGHTER. A COMPARISON OF TOTAL STOCKS ON JULY 1 THIS YEAR AND LAST SHOWS A DECREASE OF ABOUT 20%. THEREFORE, FROM THE STATISTICS