

MONTHLY CONDENSED AND EVAPORATED MILK MARKET REPORT 10.30

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

PRICES PAID PRODUCERS FOR 3.5% MILK DELIVERED AT FACTORIES DURING JANUARY ARE BASED ON REPORTS MADE BY CONDENSED AND EVAPORATED MILK FIRMS OPERATING APPROXIMATELY 66% 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	\$ 1.93	\$ 1.93	-	-	-
MIDDLE ATLANTIC	4	3	7	1.67-2.25	2.02*	17	1.50-2.35	2.00*
SOUTH ATLANTIC	1	1	2	1.90-2.07	1.99	4	1.30-1.71	1.53
E. No. CENTRAL	69	13	82	1.44-2.20	1.65	18	1.55-2.39	1.85
W. No. CENTRAL	3	1	4	1.62-1.75	1.69	1	1.57	1.57
SOUTH CENTRAL	-	-	-	-	-	-	-	-
NORTH WESTERN	12	1	13	1.75-2.19	1.77	4	1.58-2.55	2.11
SOUTH WESTERN	7	-	7	1.57-1.79	1.65	-	-	-
UNITED STATES	97	19	116	1.44-2.25	1.70	44	1.30-2.55	1.93

53 ADDITIONAL FACTORIES REPORT PRICES TO BE BASED ON CURRENT MONTH'S WHOLESALE BUTTER QUOTATIONS, (28 OF THESE IN N.Y. AND PA.) AND 21 REPORT PRICES NOT DETERMINED AS YET. NO PRICE INFORMATION RECEIVED FROM REMAINING FACTORIES.

\*NOTE: - A DECEMBER PRICE OF \$1.69 PER CWT. FOR 3.5% MILK WAS PAID BY FACTORIES IN MIDDLE ATLANTIC SECTION WHICH WERE OMITTED LAST MONTH ON ACCOUNT OF PRICES BEING BASED ON DECEMBER WHOLESALE BUTTER QUOTATIONS.

MANUFACTURERS' WHOLESALE SELLING PRICES OF CONDENSED AND EVAPORATED MILK (DEC. 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
	RANGE		RANGE		RANGE		RANGE	
NEW ENGLAND:	5.25-	5.50-	3.88-	4.50-	8.36-	3.72-	-	-
RANGE	6.00	6.00	4.70	5.00	9.50	6.41	-	-
AVERAGE	5.67	5.75	4.36	4.75	8.85	4.62	-	4.00
MID. ATLANTIC:	5.00-	5.00-	3.37-	3.60-	8.50-	4.00-	8.25-	2.20-
RANGE	6.00	6.00	4.75	4.70	10.00	6.50	12.22	7.40
AVERAGE	5.52	5.48	4.28	4.40	9.13	4.85	10.31	3.89
So. ATLANTIC:	5.25-	-	4.00-	-	8.50-	4.25-	-	-
RANGE	6.15	6.00	4.75	5.00	9.50	6.41	10.55	4.00
AVERAGE	5.79	6.00	4.46	5.00	8.89	4.83	10.55	3.42
E. N. CENTRAL:	5.40-	5.50-	3.68-	3.18-	8.00-	4.00-	7.00-	2.50-
RANGE	6.00	6.00	4.70	5.00	9.50	6.41	9.00	6.45
AVERAGE	5.73	5.75	4.31	3.90	8.81	4.64	7.76	4.06
W. N. CENTRAL:	5.40-	5.50-	3.80-	-	8.50-	4.25-	8.17-	-
RANGE	5.75	6.00	4.50	5.00	9.50	6.41	8.33	-
AVERAGE	5.60	5.75	4.27	5.00	8.92	5.68	8.25	-
So. CENTRAL:	5.70-	-	4.00-	-	8.66-	5.50-	-	-
RANGE	6.20	6.00	4.70	5.00	9.50	6.41	7.55	4.30-
AVERAGE	5.91	6.00	4.42	5.00	9.03	5.96	7.55	4.30
N. WESTERN:	5.75-	-	4.00-	4.45-	8.66-	5.50-	-	4.20-
RANGE	5.90	6.00	4.95	5.00	12.00	7.50	-	4.50
AVERAGE	5.33	6.00	4.56	4.73	10.04	6.60	-	4.33
S. WESTERN:	5.75-	-	4.00-	4.75-	8.66-	5.50-	-	-
RANGE	5.95	6.00	4.85	5.00	9.50	6.41	-	-
AVERAGE	5.85	6.00	4.56	4.88	9.08	5.88	-	-
UNITED STATES:	5.00-	5.00-	3.37-	3.18-	8.00-	3.72-	7.00-	2.20-
RANGE	6.20	6.00	4.95	5.00	12.00	7.50	12.22	7.40
AVERAGE	5.62	5.70	4.35	4.48	9.05	5.11	8.20	3.66

\*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: TENN., KY., ALA., MISS., LA., TEXAS, OKLA., ARK.
- NORTHWESTERN: MONT., WYO., IDAHO, WASH., ORE.
- SOUTHWESTERN: COLO., N.M., ARIZ., UTAH, NEV., CALIF.

EUROPEAN RELIEF BUYING PRINCIPAL SUPPORT IN CONDENSED AND EVAPORATED MILK MARKETS

BUYING FOR EUROPEAN PURPOSES HAS CONSTITUTED THE PRINCIPAL SUPPORT OF CONDENSED AND EVAPORATED MILK MARKETS THE PAST MONTH, BUT REGARDLESS OF THIS BUSINESS, TRADING HAS BEEN ON A MORE OR LESS IRREGULAR BASIS AND THE GENERAL SITUATION HAS NOT MATERIALLY CHANGED. EVAPORATED GOODS WILL MAKE UP THE BULK OF THE TRADE, BEING PREFERRED TO CONDENSED WHICH ON ACCOUNT OF THE SUGAR MUST BE HELD AT HIGHER

PRICES. AT TIMES DURING THE CURRENT MONTH MARKETS WERE MOMENTARILY STRENGTHENED BY THE CALLS FOR BIDS ON LARGE QUANTITIES WHICH WERE ISSUED BY THE COMMITTEE IN CHARGE OF RELIEF BUYING, BUT THIS BETTER FEELING WAS FOR THE MOST PART SHORT LIVED. IT IS REPORTED THAT ORDERS FOR SOME 500,000 CASES ARE ANTICIPATED AND THAT ALREADY OVER 350,000 CASES HAVE BEEN PURCHASED, WITH THE BALANCE BEING FILLED AT

(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		COMPARISON OF STOCKS FOR SAME FIRMS REPORTING			INC. OR DEC. JAN. 1, 1922 OVER JAN. 1, 1921
	JAN. 1, '22		DEC. 1, '21		JAN. 1, '22	
	FIRMS	POUNDS	FIRMS	POUNDS	POUNDS	
COND. CASE GOODS	17	24,217,124	19	28,792,296	24,217,124	- 46
COND. BULK GOODS	49	10,211,229	48	13,813,862	10,211,229	- 52
EVAP. CASE GOODS	41	144,462,826	40	137,911,788	144,462,826	- 14
EVAP. BULK GOODS	24	498,818	24	300,520	498,818	+ 8
TOTAL	-	179,389,997	-	180,818,466	179,389,997	- 23

**MANUFACTURERS' UNSOLD STOCKS OF CONDENSED AND EVAPORATED MILK**

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

COMMODITY	TOTAL UNSOLD STOCKS		COMPARISON OF UNSOLD STOCKS FOR SAME FIRMS REPORTING			INC. OR DEC. JAN. 1, 1922 OVER JAN. 1, 1921
	JAN. 1, '22		DEC. 1, '21		JAN. 1, '22	
	FIRMS	POUNDS	FIRMS	POUNDS	POUNDS	
COND. CASE GOODS	13	16,475,974	15	23,064,797	16,475,974	- 58
COND. BULK GOODS	45	6,469,767	45	10,043,435	6,469,767	- 69
EVAP. CASE GOODS	35	115,642,505	35	105,745,540	115,642,505	- 8
EVAP. BULK GOODS	20	491,187	21	284,151	491,187	+ 30
TOTAL	-	139,079,433	-	139,137,923	139,079,433	- 25

**UNFULFILLED 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 UNFULFILLED ORDERS		COMPARISON OF UNFULFILLED ORDERS FOR SAME FIRMS REPORTING			INC. OR DEC. JAN. 1, 1922 OVER JAN. 1, 1921
	JAN. 1, '22		DEC. 1, '21		JAN. 1, '22	
	FIRMS	POUNDS	FIRMS	POUNDS	POUNDS	
COND. CASE GOODS	-	-	-	344,400	-	-
COND. BULK GOODS	-	-	-	-	-	-
EVAP. CASE GOODS	-	-	3	685,933	-	- 100
EVAP. BULK GOODS	-	-	-	-	-	-
TOTAL	-	-	-	1,030,333	-	- 100

**EXPORTS OF CONDENSED AND EVAPORATED MILK FROM THE UNITED STATES DURING DEC. '21 (POUNDS)**

	CONDENSED	EVAPORATED	CONDENSED	EVAPORATED
<b>EUROPE</b>				
BELGIUM	-	468,600		
FRANCE	131,875	637,400		
GERMANY	1,439,671	6,672,632		
POLAND & DANZIG	96,000	2,385,370		
U. KINGDOM	554,504	1,722,528		
MISCELLANEOUS	259,744	171,700		
<b>NORTH AMERICA</b>				
BERMUDA	12,425	36,295		
NEWFLD. & LAB.	4,920	100,800		
<b>CENTRAL AMERICA</b>				
BR. HONDURAS	59,774	17,266		
PANAMA	90,945	107,141		
MEXICO	93,108	196,914		
<b>WEST INDIES</b>				
CUBA	2,213,568	429,761		
JAMAICA	37,063	10,870		
OTHER BR. W. INDIES	14,167	9,769		
MISCELLANEOUS	111,225	41,200		
<b>SOUTH AMERICA</b>				
ARGENTINA	24,000	7,564		
BRAZIL	37,455	689		
CHILE	18,480	11,610		
PERU	20,715	266,310		
MISCELLANEOUS	51,290	14,644		
<b>ASIA</b>				
CHINA	447,000	138,069		
D. E. INDIES	56,564	469,832		
HONGKONG	253,248	31,697		
STR. SETT. L.	63,000	360,900		
MISCELLANEOUS	218,835	106,410		
<b>OCEANIA</b>				
PHILIPP. IS.	523,150	931,978		
MISCELLANEOUS	576	4,418		
<b>AFRICA</b>				
BR. SO. AFRICA	22,310	4,300		
EGYPT	4,140	6,120		
MISCELLANEOUS	12,225	3,437		

TOTAL - DECEMBER 1921	CONDENSED 8,871,977 LBS.	EVAPORATED 15,366,224 LBS.
TOTAL - DECEMBER 1920	CONDENSED 9,107,706 LBS.	EVAPORATED 10,160,383 LBS.
JAN. - DEC. 1921 (INC.)	CONDENSED 93,898,523 LBS.	EVAPORATED 195,778,724 LBS.
JAN. - DEC. 1920 (INC.)	CONDENSED 277,132,114 LBS.	EVAPORATED 133,945,868 LBS.

**RELIEF BUYING PRINCIPAL SUPPORT OF MARKETS**  
(CONTINUED FROM FIRST PAGE)

THE RATE OF ABOUT 50,000 CASES PER WEEK. OF THESE QUANTITIES ABOUT 80% IS SAID TO BE EVAPORATED MILK AND 20% CONDENSED. THE EXACT PRICES AT WHICH THESE PURCHASES WERE MADE CAN NOT BE GIVEN, ALTHOUGH IT IS QUITE GENERALLY ACCEPTED THAT THEY REPRESENTED CUTS UNDER PREVIOUS SALES, AND WERE CLOSE TO COST. RECENT PURCHASES ARE REPORTED MOSTLY FOR RUSSIAN RELIEF, AND WILL PROBABLY BE INCLUDED AMONG JANUARY EXPORTS. THE LATEST AVAILABLE EXPORT FIGURES COVER THE MONTH OF DECEMBER, DURING WHICH TIME HEAVIEST SHIPMENTS WERE MADE TO GERMANY AND POLAND.

**LOWER RETAIL PRICES HELP STIMULATE DOMESTIC DEMAND**

DOMESTIC DEMAND SEEMS TO HAVE INCREASED IN SOME CENTERS, STIMULATED LARGELY BY LOWER RETAIL PRICES. COMPETITION AMONG

LARGE RETAIL DISTRIBUTORS IS VERY KEEN, AND LACK OF CONFIDENCE IN FUTURE DEVELOPMENTS HAS LED SOME WHOLESALE DISTRIBUTORS TO REDUCE PRICES IN AN EFFORT TO MOVE STOCKS BEFORE IT SHOULD BECOME NECESSARY TO ACCEPT LOSSES IN THE EVENT OF PRICES BEING LOWERED. PRICES TO BE PAID PRODUCERS FOR MILK DURING JANUARY ARE LOWER IN ALL PARTS OF THE COUNTRY, AND IN SOME LOCALITIES THROUGH THE SECTION COMPRISING OHIO, ILLINOIS, WISCONSIN, INDIANA AND MICHIGAN ARE DOWN TO \$1.44 PER CWT. FEBRUARY PRICES HAVE NOT BEEN GENERALLY ANNOUNCED.

MANUFACTURERS' SELLING PRICES DURING DECEMBER WERE REDUCED IN ALL MARKETS, AND WHILE THE AVERAGE PRICES FOR THE MONTH WERE AROUND \$5.70 AND \$4.40 FOR CONDENSED AND EVAPORATED RESPECTIVELY, PRICES AS LOW AS \$5.00 PER CASE ON CONDENSED AND \$3.37 ON EVAPORATED WERE REPORTED.