

JUNE 27, 1922

WASHINGTON, D. C.

MONTHLY CONDENSED AND EVAPORATED MILK MARKET REPORT NO. 34

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

INFORMATION REGARDING PRICES PAID PRODUCERS FOR 3.5% MILK DELIVERED AT FACTORIES DURING JUNE ARE BASED ON REPORTS MADE BY CONDENSED AND EVAPORATED MILK FIRMS OPERATING APPROXIMATELY 94% 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	\$ 1.53	\$ 1.53	-	\$ -	-
MIDDLE ATLANTIC*	1	2	3	1.53-2.02	1.85	17	1.25-1.99	1.62
SOUTH ATLANTIC	1	1	2	1.58-1.70	1.64	1	1.45	1.45
E. NO. CENTRAL	55	7	62	1.28-1.70	1.42	18	1.40-1.91	1.62
W. NO. CENTRAL	4	1	5	1.44-1.65	1.53	2	1.40-1.72	1.56
SOUTH CENTRAL	-	-	-	-	-	-	-	-
NORTH WESTERN	11	-	11	1.44-1.58	1.56	2	1.53-1.55	1.54
SOUTH WESTERN	8	-	8	1.35-1.60	1.42	-	-	-
UNITED STATES	81	11	92	1.28-2.02	1.45	40	1.25-1.99	1.61

SIXTY-ONE ADDITIONAL FACTORIES REPORT PRICES TO BE BASED ON CURRENT MONTH'S WHOLESALE BUTTER QUOTATIONS, (50 OF THESE IN N.Y. AND PA.) 26 REPORT PRICES NOT DETERMINED AS YET, AND 7 REPORT FACTORIES CLOSED. NO PRICE INFORMATION RECEIVED FROM REMAINING FIRMS.

\*NOTE: JUNE PRICES FOR 50 FACTORIES IN THIS SECTION NOT INCLUDED ON ACCOUNT OF PRICES BEING BASED ON THE CURRENT MONTH'S WHOLESALE BUTTER QUOTATIONS. THE MAY BASIC PRICE FOR 3.5% MILK IN THE 201-250 MILE ZONE WAS \$1.48.

MANUFACTURERS' WHOLESALE SELLING PRICES OF CONDENSED AND EVAPORATED MILK (MAY 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:	4.25-	5.25-	3.40-	4.10-	7.50-	4.00-	-	-
RANGE	5.65	5.75	4.10	4.25	9.00	5.47	8.35	2.80
AVERAGE	5.10	5.50	3.89	4.18	8.25	4.70	8.35	2.80
MID ATLANTIC:	4.25-	4.10	3.50-	3.43	7.75-	3.60-	6.00-	2.20-
RANGE	5.80	5.75	4.15	4.25	11.40	5.47	12.00	5.60
AVERAGE	5.03	4.84	3.87	3.66	9.54	4.67	8.16	3.44
SO. ATLANTIC:	4.25-	4.77-	3.44-	3.97-	-	4.00-	-	2.42-
RANGE	5.80	5.75	4.23	4.25	9.00	5.47	-	2.80
AVERAGE	5.25	5.26	3.95	4.11	9.00	4.83	-	2.61
E. N. CENTRAL:	4.70-	-	3.25-	-	8.00-	4.00-	6.50-	2.20-
RANGE	5.65	5.75	4.00	4.25	9.00	5.50	8.00	5.50
AVERAGE	5.26	5.75	3.73	4.25	8.63	4.75	7.35	3.39
W. N. CENTRAL:	4.70-	-	3.40-	-	-	5.00-	7.08-	3.00-
RANGE	5.65	5.75	4.00	4.25	9.00	6.50	8.75	4.44
AVERAGE	5.13	5.75	3.76	4.25	9.00	5.49	8.05	3.72
SO. CENTRAL:	4.70-	-	3.50-	-	-	5.00-	-	-
RANGE	5.90	5.75	4.18	4.25	9.00	5.47	-	-
AVERAGE	5.41	5.75	3.95	4.25	9.00	5.24	-	-
NO. WESTERN:	-	-	3.50-	-	-	-	-	4.10
RANGE	4.70	5.75	4.28	4.25	9.00	5.47	-	4.40
AVERAGE	4.70	5.75	3.89	4.25	9.00	5.47	-	4.25
SO. WESTERN:	-	-	3.30-	-	-	-	-	-
RANGE	-	5.75	4.28	4.25	-	5.47	-	-
AVERAGE	-	5.75	4.00	4.25	-	5.47	-	-
UNITED STATES:	4.25-	4.10-	3.25-	3.43-	7.50-	3.60-	6.00-	2.20-
RANGE	5.90	5.75	4.28	4.25	11.40	6.50	12.00	5.60
AVERAGE	5.17	5.26	3.86	4.06	8.94	5.00	7.95	3.42

\* 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., ALA., MISS., LA., TEXAS, OKLA., ARK., KY.

NORTH WESTERN - MONT., WYO., IDAHO, WASH., ORE.

SOUTH WESTERN - COLO., N.M., ARIZ., UTAH, NEV., CALIF.

LIGHT EXPORT DEMAND REDUCES CONDENSED AND EVAPORATED MILK OUTLETS

WITH EXPORT OUTLETS LIMITED BY FOREIGN COMPETITION AT LOWER PRICES, CONDENSED AND EVAPORATED MILK MARKETS HAVE BEEN THROWN BACK UPON DOMESTIC DEMAND AS THEIR PRINCIPAL SUPPORT. ALL CLASSES OF FOREIGN BUSINESS HAVE BEEN REDUCED TO A MINIMUM, AND RELIEF BUYING WHICH FOR SEVERAL MONTHS CONSTITUTED ONE OF THE LARGE OUTLETS FOR CANNED MILK HAS NOW BECOME PRACTICALLY NEG-

LIGIBLE. RUMORS ARE TO THE EFFECT THAT OPPORTUNITIES TO FURTHER RELIEF ORDERS MAY BE PRESENTED LATER, BUT THE UNCERTAINTY WHICH ACCOMPANIED HANDLING PAST ORDERS WAS SUCH THAT THE PROSPECT OF THIS BUSINESS CONTRIBUTES NO STRENGTH TO PRESENT CONDITIONS. EXPORTERS LOOK UPON EUROPEAN COUNTRIES AS THE MOST PROBABLE OUTLETS FOR GOODS, BUT EUROPEAN FACTORIES ARE WORKING BACK TO A POINT OF

(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 (UNSOLED) 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. JUNE 1, 1922 OVER JUNE 1, 1921
	FIRMS*	JUNE 1, 1922	FIRMS	MAY 1, 1922	JUNE 1, 1922	
		POUNDS		POUNDS	POUNDS	
COND. CASE GOODS	15	24,796,361	15	23,932,681	24,796,361	- 3.5
COND. BULK GOODS	45	12,359,009	44	4,507,592	12,359,103	- 3.5
EVAP. CASE GOODS	37	131,427,386	37	112,628,028	131,427,386	- 0.4
EVAP. BULK GOODS	17	348,313	17	226,622	348,313	- 4.0
<b>TOTAL</b>	<b>77</b>	<b>168,931,669</b>	<b>71</b>	<b>141,294,913</b>	<b>168,926,739</b>	<b>- 10</b>

REVISED TOTAL STOCKS FOR MAY 1, - 145,657,722 LBS. (INCLUDES 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. JUNE 1, 1922 OVER JUNE 1, 1921
	FIRMS*	JUNE 1, 1922	FIRMS	MAY 1, 1922	JUNE 1, 1922	
		POUNDS		POUNDS	POUNDS	
COND. CASE GOODS	13	21,586,333	13	20,545,423	21,586,333	- 2.7
COND. BULK GOODS	34	9,241,178	34	2,910,015	9,241,178	- 3.7
EVAP. CASE GOODS	33	108,125,800	33	96,567,278	108,125,800	+ 2
EVAP. BULK GOODS	15	343,733	15	217,770	343,733	- 4.1
<b>TOTAL</b>	<b>63</b>	<b>139,297,044</b>	<b>63</b>	<b>120,241,486</b>	<b>139,297,044</b>	<b>- 7</b>

REVISED UNSOLD STOCKS FOR MAY 1, - 123,697,796 LBS. (INCLUDES 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. JUNE 1, 1922 OVER JUNE 1, 1921
	FIRMS*	JUNE 1, 1922	FIRMS	MAY 1, 1922	JUNE 1, 1922	
		POUNDS		POUNDS	POUNDS	
COND. CASE GOODS	-	-	-	-	-	-
COND. BULK GOODS	2	421,625	2	353,760	421,625	-
EVAP. CASE GOODS	8	296,241	8	161,687	296,241	- 8.9
EVAP. BULK GOODS	-	-	-	-	-	-
<b>TOTAL</b>	<b>8</b>	<b>717,866</b>	<b>8</b>	<b>515,447</b>	<b>717,866</b>	<b>- 7.1</b>

UNFILLED ORDERS MAY 1 COMPLETE AS REPORTED.

\* 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 MAY 1922 (POUNDS)

	CONDENSED	EVAPORATED	CONDENSED	EVAPORATED
<b>EUROPE</b>				
GERMANY	1,653,940	1,043,560		
LATVIA	-	1,979,816		
UKRAINE	-	906,096		
U. KINGDOM	152,800	1,410,030		
POL. & DANZIG	-	791,904		
MISCELLANEOUS	97,917	540,355		
<b>NORTH AMERICA</b>				
BERMUDA	13,212	9,766		
NEWFOUNDLAND & LAB.	-	58,800		
<b>CENTRAL AMERICA</b>				
HONDURAS	40,446	17,350		
PANAMA	49,670	298,002		
MEXICO	91,324	133,780		
<b>WEST INDIES</b>				
CUBA	1,376,024	173,788		
Dom. Republic	19,522	10,251		
JAMAICA	45,912	15,680		
MISCELLANEOUS	114,531	47,795		
<b>TOTAL - MAY 1922</b>	<b>CONDENSED 5,678,332 LBS.</b>	<b>EVAPORATED 9,032,294 LBS.</b>		
<b>TOTAL - MAY 1921</b>	<b>CONDENSED 5,674,652 LBS.</b>	<b>EVAPORATED 3,511,209 LBS.</b>		
<b>N. - MAY (INC.) 1922</b>	<b>CONDENSED 30,188,304 LBS.</b>	<b>EVAPORATED 73,063,995 LBS.</b>		
<b>N. - MAY (INC.) 1921</b>	<b>CONDENSED 41,316,601 LBS.</b>	<b>EVAPORATED 68,355,744 LBS.</b>		

(CONTINUED FROM FIRST PAGE)

NORMAL PRODUCTION, AND THIS COUPLED WITH THE FACT THAT AUSTRALIAN AND NEW ZEALAND FACTORIES HAVE BEEN ABLE TO OUT BID AMERICAN MANUFACTURERS HAS RESULTED IN THE EXPORT TRADE OF THE UNITED STATES FALLING OFF MATERIALLY. A FURTHER CONDITION OF SOME INFLUENCES IS THAT IN ENGLAND WHERE IT HAS BEEN POSSIBLE TO PLACE COMPARATIVELY LARGE QUANTITIES OF CANNED MILK, PRICES OF FRESH MILK HAVE BEEN REDUCED AND CONSUMERS HAVE SHOWN THEIR PREFERENCE FOR THE FRESH PRODUCT.

EXPORT FIGURES FOR MAY SHOW THAT A TOTAL OF LESS THAN 15,000,000 LBS. OF CONDENSED AND EVAPORATED COMBINED WERE SHIPPED DURING THE MONTH, APPROXIMATELY ONE THIRD OF THIS WENT TO GERMANY AND RUSSIA, AND EXCEPT FOR ABOUT A MILLION AND A HALF LBS. EACH TO CUBA AND THE UNITED KINGDOM, THE REMAINDER CONSISTED OF SMALLER SCATTERED SHIPMENTS. EVAPORATED GOODS CONTINUED TO CONSTITUTE THE BULK OF THE DEMAND.

FIRM BUTTER MARKETS HELP CONDENSERIES  
FIRM BUTTER MARKETS HAVE HELPED CONDENSERIES WHICH HAVE FOUND IT NECESSARY TO CUT

TAIL PRODUCTION. THROUGHOUT MAY AND SO FAR DURING THE STORING MONTH OF JUNE BUTTER PRICES HAVE STAYED AT HIGHER LEVELS THAN WERE GENERALLY ANTICIPATED. CHEESE MARKETS HAVE ALSO BEEN STEADY TO FIRM WITH PRICES LIKEWISE HIGHER THAN LAST YEAR, WHILE THESE CONDITIONS HAVE STEADIED THE CONDENSED MILK SITUATION, A MORE OR LESS UNSETTLED UNDERTONE HAS BEEN EVIDENT ON THE PART OF MANUFACTURERS WHO HAVE HAD TO HOLD CONDENSERY PRODUCTION BELOW NORMAL.

**STOCKS HEAVIER ON JUNE 1**

STOCKS OF CONDENSED AND EVAPORATED MILK IN MANUFACTURERS' HANDS JUNE 1 WERE ALMOST 20% HEAVIER THAN ON MAY 1, THE INCREASE APPLYING TO ALL CLASSES OF GOODS. APPROXIMATELY THE SAME INCREASE OCCURRED IN UNSOLD STOCKS, WITH UNFILLED ORDERS PRACTICALLY NEGLIGIBLE, WHILE NOT CONFIRMED IT IS REPORTED THAT SOME OF THE STOCKS REPRESENT GOODS HELD FOR SOME TIME, HAVING BEEN MADE IN ANTICIPATION OF OUTLETS WHICH DID NOT MATERIALIZE. PRICES HAVE SHOWN BUT LITTLE CHANGE, IN THE CASE OF BULK GOODS THE INCREASED DEMAND BROUGHT ABOUT BY WARMER WEATHER HAS BEEN REFLECTED IN SELLING PRICES HAVING ADVANCED SLIGHTLY.