

MONTHLY EVAPORATED AND CONDENSED MILK MARKET REPORT
(FEBRUARY 1935)

No. 186

WASHINGTON, D.C.

FEBRUARY 23, 1935

INFORMATION IN THIS MONTH'S REPORT IS FURNISHED BY ALL FIRMS OF RECORD WHICH MANUFACTURE CASE GOODS EVAPORATED MILK OR CONDENSED MILK, OR BOTH.

PRICES PAID PRODUCERS FOR 3.5% MILK F. O. B. FACTORY FOR JANUARY 1935*

GEOGRAPHIC SECTIONS	NUMBER OF FACTORIES REPORTING	PRICE PER CWT.	
		RANGE	AVERAGE
NEW ENGLAND	1	\$ -	\$ -
MIDDLE ATLANTIC	2	.58-1.81	1.63
SOUTH ATLANTIC	2	.39-1.40	1.40
E. NORTH CENTRAL	85	.30-1.67	1.48
W. NORTH CENTRAL	9	.23-1.52	1.41
SOUTH CENTRAL	9	.28-1.40	1.38
NORTH WESTERN	10	.20-1.45	1.36
SOUTH WESTERN	18	.23-1.52	1.45
U. S. JAN. 1935	139	1.20-1.81	1.46
U. S. DEC. 1934	139	1.17-1.84	1.35
U. S. JAN. 1935	131	0.68-1.72	0.97

*NOTE: THE INFORMATION CARRIED IN THE BODY OF THIS TABLE APPLIES TO THE PREVIOUS MONTH RATHER THAN THE CURRENT MONTH. UNDER THE PROVISIONS OF THE EVAPORATED MILK MARKETING AGREEMENT NOW IN EFFECT, MOST MANUFACTURERS CALCULATE PRICES PAID PRODUCERS BY FORMULAS WHICH TAKE INTO ACCOUNT THE CURRENT MONTH'S AVERAGE WHOLESALE BUTTER MARKET QUOTATIONS. THESE AVERAGES ARE NOT AVAILABLE AT THIS TIME.

PRICES PAID PRODUCERS ACCORDING TO GEOGRAPHIC SECTIONS OUTLINED IN EVAPORATED MILK MARKETING AGREEMENT.

SECTION	JANUARY 1935	DECEMBER 1934	JANUARY 1934
1	\$1.48	\$1.35	\$1.01
2	1.63	.57	1.30
3	1.38	.26	0.88
4	1.34	.30	0.70
5	1.35	.32	0.85
6	1.49	1.44	0.80
U. S. AVERAGE	1.46	1.35	0.97

NET WHOLESALE SELLING PRICES IN CARLOTS - F.O.B. DISTRIBUTING POINTS - JANUARY 1935
(CASE GOODS)

THE WHOLESALE PRICES GIVEN BELOW ARE BASED ON THE REPORTS MADE BY MANUFACTURERS COVERING ACTUAL SALES DELIVERED AT MANUFACTURERS' DISTRIBUTING POINTS ON BASIS OF CASH OR SHORT TIME CREDIT.

F. O. B.	EVAPORATED MILK (PER CASE OF 48 - 14½ OZ. CANS)		CONDENSED MILK (PER CASE OF 48 - 14 OZ. CANS)	
	RANGE	AVERAGE	RANGE	AVERAGE
BOSTON	\$2.55-2.85	\$2.73	\$4.75-4.85	\$4.82
NEW YORK CITY	2.55-2.85	2.73	4.26-4.85	4.64
PHILADELPHIA	2.55-2.85	2.73	4.75-4.85	4.82
CHICAGO	2.55-2.75	2.64	5.25	5.25
CLEVELAND	2.45-2.75	2.63	-	-
ST. LOUIS	2.45-2.75	2.63	-	-
KANSAS CITY	2.55-2.75	2.65	-	-
MINNEAPOLIS-ST. PAUL	2.55-2.75	2.64	-	-
ATLANTA	2.55-2.75	2.66	-	-
NEW ORLEANS	2.55-2.75	2.66	3.87-5.00	4.02
DENVER	2.60-2.75	2.66	-	-
SEATTLE	2.45-2.80	2.66	-	-
SAN FRANCISCO	2.45-2.75	2.66	4.90	4.90
LOS ANGELES	2.45-2.75	2.65	4.90	4.90

AVERAGE WHOLESALE SELLING PRICES BY GEOGRAPHIC SECTIONS - JANUARY 1935

	UNSWEETENED EVAPORATED (PER CASE OF 48 - 14½ OZ. CANS)	SWEETENED CONDENSED (PER CASE OF 48 - 14 OZ. CANS)	SWEETENED CONDENSED (BULK PER CWT.)	
			UNSKIMMED	SKIMMED
NEW ENGLAND	\$2.72	\$4.84	\$7.10	\$4.43
MIDDLE ATLANTIC	2.69	4.62	7.86	4.20
SOUTH ATLANTIC	2.68	4.93	7.10	4.65
E. N. CENTRAL	2.62	5.25	6.95	4.33
W. N. CENTRAL	2.63	-	6.93	4.59
SOUTH CENTRAL	2.65	4.46	7.12	4.65
NORTH WESTERN	2.68	4.90	7.00	4.73
SOUTH WESTERN	2.70	4.90	7.00	4.54
U. S. AVERAGE JAN. 1935	\$2.67	\$4.73	\$7.13	\$4.47
U. S. AVERAGE DEC. 1934	\$2.53	\$4.73	\$6.83	\$4.47
U. S. AVERAGE JAN. 1934	\$2.56	\$4.95	\$6.64	\$4.45

EVAPORATED MILK MARKETS FIRM - STOCKS VERY LOW

EVAPORATED MILK MARKETS HAVE DEVELOPED UNUSUAL STRENGTH THIS MONTH (FEBRUARY). NOT ONLY HAS PRODUCTION CONTINUED TO SHOW SUBSTANTIAL INCREASES OVER A YEAR AGO, BUT AS THE RESULT OF A VERY ACTIVE MOVEMENT OF GOODS INTO TRADE CHANNELS, STOCKS HAVE BEEN REDUCED TO UNUSUALLY LOW QUANTITIES. WHOLESALE SELLING PRICES WHICH WERE ADVANCED GENERALLY BY 15 CENTS PER CASE IN JANUARY, HAVE BEEN ADVANCED AGAIN SINCE FEBRUARY 1, ACCORDING TO REPORTS, AND THE CURRENT MAXIMUM PRICE IN THE EASTERN TERRITORY IS \$3.00 PER CASE.

THE SITUATION AS INDICATED BY TRADE MOVEMENT, PRICE CHANGES, AND STOCKS

IS VERY FIRM. STOCKS IN MANUFACTURERS' HANDS ON FEBRUARY 1 AMOUNTED TO SLIGHTLY LESS THAN 60 MILLION POUNDS. THIS IS NOT ONLY A DECREASE OF 97 MILLION POUNDS UNDER STOCKS OF JANUARY 1, BUT IS 111 MILLION POUNDS BELOW STOCKS REPORTED ON HAND ON FEBRUARY 1, 1934. THESE STOCKS AS OF FEBRUARY 1 THIS YEAR ARE THE LOWEST REPORTED FOR ANY MONTH SINCE JUNE, 1933, AND ARE THE LOWEST FEBRUARY 1 STOCKS SINCE 1927.

PRODUCTION HAS BEEN UNUSUALLY HEAVY AS COMPARED WITH THE PREVIOUS YEAR, EACH MONTH SINCE LAST JULY, AND THIS CONDITION CONTINUES. THE JANUARY PACK THIS YEAR, ESTIMATED AT 118,562,000

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FEBRUARY 1935

STOCKS AND PRODUCTION OF EVAPORATED AND CONDENSED MILK

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

STOCKS AND PRODUCTION FIGURES FOR THE CURRENT MONTH INCLUDE REPORTS FROM PRACTICALLY ALL FIRMS MANUFACTURING THE CLASSES OF MILK INDICATED.

	EVAPORATED MILK (CASE GOODS)	CONDENSED MILK (CASE GOODS)	CONDENSED MILK (BULK GOODS)
TOTAL STOCKS ON FEB. 1, 1935	59,790,890 LBS.	8,068,234 LBS.	5,497,006 LBS.
No. OF FIRMS REPORTING*	41	8	30
COMPARISON FOR SAME FIRMS:			
FEBRUARY 1, 1935	59,790,890 LBS.	8,068,234 LBS.	5,290,617 LBS.
JANUARY 1, 1935	156,793,274 LBS.	10,515,928 LBS.	7,292,732 LBS.
% CHANGE DURING MONTH	-61.87%	-23.28%	-27.45%
FIRMS IN COMPARISON	41	8	29
FEBRUARY 1, 1935	56,732,061 LBS.	8,068,284 LBS.	5,493,806 LBS.
FEBRUARY 1, 1934	168,501,557 LBS.	6,394,103 LBS.	7,011,856 LBS.
% CHANGE FROM PREV. YEAR	-66.33%	+25.18%	-21.65%
FIRMS IN COMPARISON*	35	8	28
COMPARISON FOR SAME FIRMS:			
PRODUCTION			
JANUARY, 1935	115,063,154 LBS.	4,541,471 LBS.	6,670,123 LBS.
DECEMBER, 1934	92,455,297 LBS.	4,103,726 LBS.	6,367,649 LBS.
% CHANGE DURING MONTH	+24.45%	+10.67%	+ 4.75%
FIRMS IN COMPARISON*	40	7	29
JANUARY, 1935	112,654,528 LBS.	4,541,471	6,662,137 LBS.
JANUARY, 1934	93,782,041 LBS.	4,859,340	7,192,136 LBS.
% CHANGE FROM PREV. YEAR	+20.12%	- 6.54%	- 7.37%
FIRMS IN COMPARISON*	34	7	28
FINAL REVISIONS FOR LAST MONTH:			
TOTAL STOCKS ON JAN. 1, 1935	156,793,274 LBS.	10,515,928 LBS.	7,686,683 LBS.
ESTIMATED TOTAL PRODUCTION JANUARY, 1935	118,562,000 LBS.	4,574,000	9,723,000 LBS.

* FIRMS, NOT FACTORIES. SOME FIRMS OPERATE MORE THAN ONE FACTORY.

AVERAGE DAILY PURCHASES PER PRODUCER*

	JANUARY		DECEMBER	
	1935	1934	1934	1933
TOTAL PURCHASES	260,476,094 LBS	266,697,604 LBS	238,287,115 LBS	238,346,154 LBS
NUMBER OF PRODUCERS	88,321	81,650	88,326	83,049
AVERAGE DAILY PURCHASES PER PRODUCER	95.14 LBS	105.37 LBS	87.03 LBS	92.58 LBS
PERCENTAGE CHANGES COMPARED WITH PREVIOUS YEARS	- 9.71		- 5.99	

PERCENTAGE CHANGE IN JANUARY 1935 COMPARED WITH DECEMBER 1934 - + 9.31

PERCENTAGE CHANGE IN JANUARY 1934 COMPARED WITH DECEMBER 1933 - +13.82

* THESE FIGURES INCLUDE MILK PURCHASED PRIMARILY FOR THE MANUFACTURE OF EVAPORATED AND CONDENSED MILK.

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POUNDS IS A NEW JANUARY HIGH, THE NEAREST APPROACH TO THIS BEING TWO YEARS AGO WHEN JANUARY PRODUCTION WAS 116,947,000 POUNDS. THE HEAVY PRODUCTION, HOWEVER, HAS BEEN READILY ABSORBED, AND EVEN AT THE RECENTLY ADVANCED PRICES SOME MANUFACTURERS ARE SAID TO BE SOLD UP TO CAPACITY. PART OF THE CURRENT TRADE OUTPUT IS THE FILLING OF GOVERNMENT CONTRACTS, REPRESENTING MILK BOUGHT FOR RELIEF DISTRIBUTION. THE TOTAL CONTRACTS AWARDED AMOUNTED TO OVER 37 MILLION POUNDS (864,800 CASES). DELIVERIES ON THESE CONTRACTS HAVE BEEN MADE DURING THE MONTH. NO OTHER GOVERNMENT AWARDS FOR EVAPORATED MILK FOR RELIEF DISTRIBUTION HAVE BEEN MADE.

THE FIRMNESS OF EVAPORATED MILK MARKETS IS SHARED IN BY OTHER DAIRY PRODUCTS. WHOLESALE BUTTER PRICES REACHED 38½ CENTS AT NEW YORK EARLY IN THE MONTH AND ARE STILL ABOVE 35 CENTS. BUTTER PRODUCTION IS DOWN, AND STOCKS ARE VERY LOW FOR THE SEASON, IN THIS RESPECT BEING IN SHARP CONTRAST TO THE RECORD HIGH STOCKS ON HAND A YEAR AGO. HIGHER BUTTER PRICES HAVE INCREASED THE PRICES WHICH CONDENSERIES ARE PAYING FOR MILK, THE AVERAGE PRICE PAID PRODUCERS IN JANUARY BEING \$1.46 PER CWT., COMPARED WITH \$1.35 IN DECEMBER, AND 97 CENTS PER CWT. IN JANUARY, 1934.