



Organic Dairy Fluid Overview

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The Foreign Agricultural Service (FAS) releases monthly export data which includes export volumes and values for organic milk categorized as HS-10 code 0401201000. Recently released data for April 2025 indicated organic milk exports were 502,337 liters, up 64.6 percent from the month prior, and up 268.3 percent from April 2024. Exports of organic milk from the start of the year through April, 1,729,491 liters, are up 178.4 percent, compared to the same time period one year ago.

The Agricultural Marketing Service (AMS) reported April 2025 estimated fluid product sales. The U.S. sale of total organic milk products was 251 million pounds, up 0.3 percent from the previous year. From the start of the year through April the U.S. sale of total products was 1,025 million pounds, and up 2.4 percent year-to-date. Organic whole milk sales, 140 million pounds, rose 7.7 percent compared to a year earlier and increased 7.3 percent year-to-date. Reduced fat milk (2%) sales were 81 million pounds, up 3.9 percent from the previous year and up 4.3 percent year-to-date. Fat free milk (skim) sales, 10 million pounds, decreased 13.2 percent from the previous year, and declined 10.0 percent year-to-date.

A table containing the estimated total U.S. sales of organic fluid milk products for January 2025, with comparisons can be found at: <https://www.ams.usda.gov/mnreports/dybdairyorganic.pdf>

In a recent report from a Pacific Northwest livestock auction, the top 10 organic cull cows and the overall average for organic cull cows traded higher than conventional cull cows. The average price for the top 10 organic cows auctioned was \$154.68 per hundredweight, compared to an average price of \$146.15 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1,465.5 pounds compared to 1,473.0 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$123.45 per hundredweight with an average weight of 1,214.70 pounds, while the overall price for conventional cows auctioned was \$114.55 per hundredweight with an average weight of 1,244.68 pounds.

Compared to last period, organic feed corn trade activity is moderate with good demand. Corn sold 51 cents lower delivered elevator with the bulk of trade forward contracts delivering Q2 2025 through Q3 2026. Organic feed soybean trade activity is light with good demand. Soybeans sold 55 cents lower delivered elevator with forward contracts delivering Q2 2025 through Q1 2026. Cash bids in the Midwest are moving higher. Organic feed wheat trade activity is light with good demand. Soft Red Winter and Hard Red Winter feed wheat sold 15 cents lower delivered elevator with forward contracts delivering Q2 2025 through Q3 2025. Organic soybean oil prices are unchanged from the last period. Trade is inactive for all other organic grains. The next report will be published Wednesday, June 25, 2025.

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Dairy Market News - Madison, WI
ROMAN CARAMAN, 608-422-8593
Email: roman.caraman@usda.gov

Additional Dairy Market News Information:

Dairy Market News (DMN) by Phone: (608)422-8587

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