



What is a “Mostly”?

The “Mostly” is a price range for dairy products reported by USDA’s Dairy Market News (DMN), a division of the Agricultural Marketing Service. DMN reporters collect information through voluntary telephone surveys with contacts in all sectors of the dairy trade including: producers, processors, end users, buyers, brokers, and others. According to DMN, the diverse contact base allows reporters to cross-evaluate reported data. All data obtained by DMN is confidential. The data is analyzed, summarized, and published weekly.

It is important to note that prices reported by DMN are a survey of the industry and not all inclusive. Surveyed sales prices are not audited and tend to be current spot sales, FOB plant. However, contract sales are included if a new contract sales price is established each week, if the volume is negotiated each week, and contract prices may be based on an index if sales represent current market conditions. Contract sales are included for lactose and casein markets and noted in the commentary for these products.

Depending upon the number of surveyed responses for a particular dairy product, DMN reports a price range and a Mostly price range. Due to limited participants, DMN reports a price range for Dry Whey-North-east. Greater dry whey production the Central region allows DMN to publish a Dry Whey- Central price range and a Dry Whey-Central Mostly price range. The Mostly price range reflects the majority of sales within a reported price range. It is transaction driven, not volume weighted. It is a common industry practice to price dry whey, lactose and other products off of the prior week’s Mostly price.

Reference:

<https://www.ams.usda.gov/sites/default/files/media/Dairy%20Market%20Statistics%202015.pdf>

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