



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 March 2025 indicated organic milk exports were 305,183 liters, down 20.2 percent from the month prior, but up 130.8 percent from March 2024. Exports of organic milk from the start of the year through March, 1,227,154 liters, are up 153.1 percent, compared to the same time period one year ago.

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 lower than conventional cull cows. The average price for the top 10 organic cows auctioned was \$118.35 per hundredweight, compared to an average price of \$144.88 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1606.5 pounds compared to 1083.8 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$100.39 per hundredweight with an average weight of 1053.67 pounds, while the overall price for conventional cows auctioned was \$128.42 per hundredweight with an average weight of 1327.58 pounds.

Compared to last period: Trade activity and demand is moderate for organic feed corn and soybeans. Organic corn sold 10 cents higher delivered elevator for spot market transactions. Organic soybeans sold 5 cents higher delivered elevator. Both feed grade organic corn and soybean forward contracts will deliver Q2 2025 through Q2 2026. Bid prices dropped during this period for organic feed oats and barley. Buyers are reporting that organic farmers are resisting old crop cash offers as they are expecting tariffs to impact the import volumes. No comparable trades for organic wheat and soybean meal. Trade inactive for all other organic grains. The next report will be published Wednesday, May 28, 2025.

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