



Estimated Fluid Milk Products Sales Report

United States Department of Agriculture

[Email us with accessibility issues regarding this report.](#)

Agricultural Marketing Service

Dairy Programs

Market Information Branch

[EFMS-0722](#)

September 16, 2022

July 2022 Highlights

Total Fluid Products Sales 3.3 billion pounds of packaged fluid milk products were shipped by milk handlers in July 2022. This was 5.0 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 5.4 percent from July 2021 and estimated sales of total organic fluid milk products increased 0.3 percent from a year earlier.

Estimated Total U.S. Sales of Fluid Milk Products, July 2022

Product Name	Sales ¹		Change from:	
	Month	Year to Date	Previous Year	Year to Date
	<i>(million pounds)</i>		<i>(percent)</i>	
Conventional Production Practice				
Whole Milk	1,207	8,505	-1.3	0.9
Flavored Whole Milk	51	456	-19.3	-0.9
Reduced Fat Milk (2%)	1,030	7,354	-5.0	-7.8
Low Fat Milk (1%)	326	2,705	-12.1	-8.9
Fat Free Milk (Skim)	176	1,341	-12.2	-8.3
Flavored Fat-Reduced Milk	143	1,909	-12.8	13.9
Buttermilk	36	256	-4.7	-0.9
Other Fluid Milk Products	101	726	-1.4	9.2
Total Fat Reduced Milk	1,675	13,308	-8.0	-5.5
Total Conventional Products Sold	3,070	23,251	-5.4	-2.7
Organic Production Practice				
Whole Milk	108	779	5.6	1.6
Flavored Whole Milk	1	12	-22.3	10.1
Reduced Fat Milk (2%)	75	558	-3.6	-3.7
Low Fat Milk (1%)	22	173	-6.9	-8.4
Fat Free Milk (Skim)	13	100	-8.9	-7.3
Flavored Fat-Reduced Milk	8	48	11.8	-4.8
Other Fluid Milk products	0	1	234.2	261.8
Total Fat Reduced Milk	119	879	-3.8	-5.0
Total Organic Milk Products	228	1,670	0.3	-2.0
Total Fluid Milk Products	3,298	24,921	-5.0	-2.6

¹ Data may not add due to rounding.

Estimated Fluid Milk Products Sales Report
Agricultural Marketing Service

September 16, 2022

Package Sales of Total Fluid Milk Products in Federal Milk Orders, July 2022

Marketing Area	Order Number	Sales ¹		Change from:	
		Month	Year to Date	Previous Year	Year to Date
		<i>(million pounds)</i>		<i>(percent)</i>	
Northeast	001	535	4,007	-5.8	-3.6
Appalachian	005	263	1,923	2.2	1.4
Florida	006	194	1,508	-6.3	1.9
Southeast	007	273	2,095	-8.0	-5.8
Upper Midwest	030	219	1,740	-9.0	0.1
Central	032	283	2,123	-5.2	-3.0
Mideast	033	392	2,890	-5.9	-6.7
California	051	369	2,761	-4.5	-1.8
Pacific Northwest	124	128	969	-4.7	-1.5
Southwest	126	301	2,329	-4.6	-3.6
Arizona	131	77	581	3.8	4.3
All Orders (Totals) ¹		3,035	22,928	-5.0	-2.6

¹ Data may not add due to rounding.

Estimated Fluid Milk Products Sales Report
Agricultural Marketing Service

September 16, 2022

Estimated Total U.S. Sales of Fluid Milk Products, 2022

Month	Conventional	Organic	Total ¹
<i>(million pounds)</i>			
Jan	3,562	246	3,808
Feb	3,251	225	3,476
Mar	3,539	253	3,792
Apr	3,399	240	3,639
May	3,333	244	3,576
Jun	3,097	234	3,331
Jul	3,070	228	3,298
Aug			
Sep			
Oct			
Nov			
Dec			
Ann ¹	23,251	1,670	24,921

¹ Data may not add due to rounding.

Estimated Total U.S. Sales of Fluid Milk Products, 2021

Month	Conventional	Organic	Total ¹
<i>(million pounds)</i>			
Jan	*3,611	*261	3,872
Feb	*3,350	*234	3,584
Mar	*3,661	*264	3,925
Apr	*3,470	*248	3,718
May	*3,404	*233	3,637
Jun	*3,154	*235	*3,389
Jul	*3,246	*227	3,474
Aug	*3,365	*236	3,601
Sep	*3,434	*235	3,669
Oct	*3,530	*232	3,762
Nov	*3,557	*242	*3,799
Dec	*3,658	*254	*3,912
Ann ¹	*41,440	*2,902	*44,342

* Revised. ¹ Data may not add due to rounding.

Estimated Fluid Milk Products Sales Report
Agricultural Marketing Service

September 16, 2022

Annual Estimated Summary of U.S. Sales of Conventional Fluid Milk Products, 2022

Month	Conventional Production Practices									
	Whole Milk	Flavored Whole Milk	Reduced Fat Milk (2%)	Low Fat Milk (1%)	Fat Free Milk (Skim)	Flavored Fat Reduced	Butter-milk	Other Fluid Milk Products	Total Fat-Reduced ¹	Total Milk Products ¹
	<i>(million pounds)</i>									
Jan	1,280	67	1,120	418	206	327	36	109	2,071	3,562
Feb	1,156	66	1,014	387	188	308	35	96	1,897	3,251
Mar	1,263	73	1,095	427	205	342	40	95	2,070	3,539
Apr	1,208	71	1,049	405	195	322	37	114	1,970	3,399
May	1,193	69	1,023	404	194	307	36	107	1,928	3,333
Jun	1,199	59	1,024	338	177	159	36	105	1,698	3,097
Jul	1,207	51	1,030	326	176	143	36	101	1,675	3,070
Aug										
Sep										
Oct										
Nov										
Dec										
Ann ¹	8,505	456	7,354	2,705	1,341	1,909	256	726	13,308	23,251

¹ Data may not add due to rounding.

Annual Estimated Summary of U.S. Sales of Conventional Fluid Milk Products, 2021

Month	Conventional Production Practices									
	Whole Milk	Flavored Whole Milk	Reduced Fat Milk (2%)	Low Fat Milk (1%)	Fat Free Milk (Skim)	Flavored Fat Reduced	Butter-milk	Other Fluid Milk Products	Total Fat-Reduced ¹	Total Milk Products ¹
	<i>(million pounds)</i>									
Jan	*1,286	64	*1,199	458	225	248	35	95	*2,131	*3,611
Feb	*1,166	60	*1,149	416	*202	230	33	93	*1,997	*3,350
Mar	*1,242	72	*1,216	469	224	292	41	105	*2,201	*3,661
Apr	*1,173	*69	*1,151	449	*212	290	37	88	*2,103	*3,470
May	*1,169	*69	*1,130	*432	203	272	37	91	2,038	*3,404
Jun	*1,172	*63	*1,042	376	*195	180	37	89	*1,792	*3,154
Jul	*1,223	*63	1,085	371	200	164	38	103	*1,820	*3,246
Aug	*1,217	*64	*1,081	*400	205	268	38	93	*1,954	*3,365
Sep	*1,189	*64	*1,058	420	203	353	37	111	*2,033	*3,434
Oct	*1,212	*71	*1,088	426	205	357	38	133	*2,076	*3,530
Nov	*1,245	69	*1,095	412	*205	333	43	155	*2,044	*3,557
Dec	*1,328	73	*1,169	*403	208	279	41	157	*2,059	*3,658
Ann ¹	*14,622	*801	*13,462	*5,032	2,487	*3,266	455	1,313	*24,248	*41,440

* Revised. ¹ Data may not add due to rounding.

Estimated Fluid Milk Products Sales Report
Agricultural Marketing Service

September 16, 2022

Annual Estimated Summary of U.S. Sales of Organic Fluid Milk Products, 2022

Month	Organic Production Practices								
	Whole Milk	Flavored Whole Milk	Reduced Fat Milk (2%)	Low Fat Milk (1%)	Fat Free Milk (Skim)	Flavored Fat Reduced	Other Fluid Milk Products	Total Fat-Reduced ¹	Total Milk Products ¹
	<i>(million pounds)</i>								
Jan	113	2	84	27	14	6	0	132	246
Feb	104	2	75	24	16	5	0	119	225
Mar	116	2	87	25	15	7	0	134	253
Apr	*114	2	*79	24	14	7	0	*124	240
May	114	2	80	26	14	7	0	127	244
Jun	109	2	78	25	13	7	0	124	234
Jul	108	1	75	22	13	8	0	118	228
Aug									
Sep									
Oct									
Nov									
Dec									
Ann ¹	779	12	558	173	100	48	1	879	1,670

¹ Data may not add due to rounding.

Annual Estimated Summary of U.S. Sales of Organic Fluid Milk Products, 2021

Month	Organic Production Practices								
	Whole Milk	Flavored Whole Milk	Reduced Fat Milk (2%)	Low Fat Milk (1%)	Fat Free Milk (Skim)	Flavored Fat Reduced	Other Fluid Milk Products	Total Fat-Reduced ¹	Total Milk Products ¹
	<i>(million pounds)</i>								
Jan	*116	1	*91	*29	16	7	0	*143	*261
Feb	*103	2	*80	28	*16	6	0	*130	*234
Mar	*118	2	*89	29	*17	9	0	*144	*264
Apr	*111	2	*86	*27	15	8	0	*136	*248
May	*109	2	*75	*26	16	6	0	*123	*233
Jun	*108	1	*80	*26	14	7	0	*127	*235
Jul	*102	2	*78	24	14	7	0	*123	*227
Aug	*109	1	*79	*27	14	6	0	*127	*236
Sep	*106	2	*80	26	14	7	0	*127	*235
Oct	*108	2	*76	25	*15	6	0	*121	*232
Nov	*113	2	*81	*26	14	5	1	*127	*242
Dec	*117	2	*85	27	*15	*7	0	*134	*254
Ann ¹	*1,319	19	*980	*320	*180	*82	2	*1,562	*2,902

* Revised. ¹ Data may not add due to rounding.

Estimated Fluid Milk Products Sales Report
Agricultural Marketing Service

September 16, 2022

Package Sales of Total Fluid Milk Products in Federal Milk Orders, 2022

Month	Federal Milk Marketing Order Area and Order Number					
	Northeast (FO1)	Appalachian (FO5)	Florida (FO6)	Southeast (FO7)	Upper Midwest (FO30)	Central (FO32)
	<i>(million pounds)</i>					
Jan	603	295	231	331	267	329
Feb	557	260	214	296	245	297
Mar	605	294	231	321	270	323
Apr	581	275	227	309	259	310
May	581	275	213	295	253	301
Jun	545	261	198	271	227	281
Jul	535	263	194	273	219	283
Aug						
Sep						
Oct						
Nov						
Dec						
Ann ¹	4,007	1,923	1,508	2,095	1,740	2,123

¹ Data may not add due to rounding.

Package Sales of Total Fluid Milk Products in Federal Milk Orders, 2021

Month	Federal Milk Marketing Order Area and Order Number					
	Northeast (FO1)	Appalachian (FO5)	Florida (FO6)	Southeast (FO7)	Upper Midwest (FO30)	Central (FO32)
	<i>(million pounds)</i>					
Jan	623	292	222	335	261	333
Feb	579	267	206	319	245	314
Mar	630	289	223	346	262	339
Apr	596	272	216	326	254	320
May	600	267	206	313	247	304
Jun	*559	252	200	289	227	279
Jul	568	258	207	297	241	298
Aug	560	270	214	318	244	310
Sep	594	268	212	322	253	310
Oct	*603	273	220	323	259	321
Nov	608	285	224	329	274	326
Dec	*637	289	229	334	284	337
Ann ¹	*7,158	3,282	2,579	3,850	3,053	3,794

* Revised. ¹ Data may not add due to rounding.

Estimated Fluid Milk Products Sales Report
Agricultural Marketing Service

September 16, 2022

Package Sales of Total Fluid Milk Products in Federal Milk Orders, 2022 (Continued)

Month	Federal Milk Marketing Order Area and Order Number					
	Mideast (FO33)	California (FO51)	Pacific Northwest (FO124)	Southwest (FO126)	Arizona (FO131)	All Orders Combined ¹
	<i>(million pounds)</i>					
Jan	439	406	147	368	88	3,503
Feb	410	378	133	326	82	3,198
Mar	439	420	145	353	88	3,489
Apr	418	400	141	343	87	3,348
May	411	408	141	331	82	3,290
Jun	381	381	135	307	78	3,064
Jul	392	369	128	301	77	3,035
Aug						
Sep						
Oct						
Nov						
Dec						
Ann ¹	2,890	2,761	969	2,329	581	22,928

¹ Data may not add due to rounding.

Package Sales of Total Fluid Milk Products in Federal Milk Orders, 2021 (Continued)

Month	Federal Milk Marketing Order Area and Order Number					
	Mideast (FO33)	California (FO51)	Pacific Northwest (FO124)	Southwest (FO126)	Arizona (FO131)	All Orders Combined ¹
	<i>(million pounds)</i>					
Jan	471	418	148	375	85	3,562
Feb	440	383	136	330	77	*3,297
Mar	475	432	149	377	87	3,611
Apr	445	410	141	359	82	*3,421
May	442	399	143	345	80	3,346
Jun	409	383	134	314	71	3,118
Jul	417	386	134	316	74	3,196
Aug	428	407	139	343	80	3,313
Sep	441	405	143	349	79	*3,376
Oct	457	424	147	355	80	3,461
Nov	441	420	149	354	84	3,495
Dec	448	439	148	358	95	*3,599
Ann ¹	5,315	4,906	1,710	4,174	974	*40,795

* Revised. ¹ Data may not add due to rounding.

Methodology: Estimated Fluid Milk Products Sales

Definition: In-Area Sales are dispositions (deliveries) of fluid milk products in consumer type packages from milk processing (bottling) plants to outlets in Federal Order marketing areas that sell directly to consumers. These outlets include food stores, convenience stores, warehouse stores/wholesale clubs, non-food stores, schools, food service industry, and home delivery.

Data: The Estimated Fluid Milk Products Sales are established using Federal milk marketing order (FMMO) in-area sales (in pounds), and extrapolating fluid sales based on population density in remaining areas. The In-Area Sales data are collected by Federal Milk Marketing Orders and aggregated by Market Information Branch of the Agricultural Marketing Service (AMS).

Reliability: Federal order in-area sales are subject to revision for three years following the initial monthly report. The AMS audit staff periodically perform on-site audits on a company's sales records to ensure accurate reporting of pool information. For enforcement purposes, the information used in this report is subject to audit for up to three years after the month pooled.

Report Aggregation and Extrapolation

Estimated U.S. Sales of Fluid Milk Products

Estimated Sales figures are representative of the consumption of fluid milk products in Federal milk marketing order areas. The Federal Order In-Area Sales account for approximately 92 percent (based on population density) of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by extrapolating the remaining 8 percent of sales from the Federal Order data.

Sales of individual fluid milk products, subtotals for conventional and organic, total fluid milk products, and total fluid milk products are reported in pounds for the current month, year-to-date, and previous year's figures. Year over year percent change provides additional comparison for current month and year-to-date figures. The following categories include multiple products:

- Total Conventional Milk Products include conventional whole, flavored whole, reduced fat, lowfat, fat-free, flavored fat-reduced, and buttermilk milk products.
- Organic Fat-Reduced Milk include organic reduced fat, lowfat, fat-free, and flavored fat-reduced.
- Total Organic Milk Products include organic whole, organic fat-reduced, and other miscellaneous milk products.
- Total Fluid Milk Products include total conventional, total organic, and other miscellaneous milk products (i.e. eggnog).

Package Sales of Total Fluid Milk Products in Federal Milk Orders

Package Sales figures are representative of the consumption of fluid milk products in Federal milk marketing areas.

Sales of total fluid milk products separated by Federal orders are reported in pounds for the current month, year-to-date, and previous year's figures. Year over year percent change provides additional comparison for current month and year-to-date figures. All markets may not add to total due to rounding.

Information Contacts

Listed below are the specialists in the Agricultural Marketing Service, Dairy Program, Market Information Branch to contact for additional information. E-mail inquiries may be sent to dpp@usda.gov.

Lorie Warren Cashman
Chief, Market Information
(202) 720-4405

Dairy Product Mandatory Reporting Program

Jessica Newsome
Dairy Products Marketing Specialist, Coordinator
(202) 260-9091

Hripsime Tamrazyan
Dairy Products Marketing Specialist
(202) 260-8953

Joshua McNeff
Dairy Products Marketing Specialist
(202) 937-4934

Federal Milk Order Information Program

Joshua McNeff
Dairy Products Marketing Specialist, Coordinator
(202) 937-4934

Hripsime Tamrazyan
Dairy Products Marketing Specialist
(202) 260-8953

For the most current release, visit AMS Dairy Program ([Dairy Product Mandatory Reporting Program's page](#)) or Cornell University's Library ([National Dairy Products Sales Report page](#)).

To receive e-mail notification for AMS Dairy Program publications, [visit Cornell University's Library](#) and follow the instructions.



In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident. Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English. To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at [How to File a Program Discrimination Complaint](#) and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: program.intake@usda.gov.