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Service

Dairy Program

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Packaged Fluid Milk Sales in Federal Milk Order Markets:

By Size and Type of Container, Category, and Distribution Method During November 2021

Packaged Fluid Milk Sales Report Agricultural Marketing Service

PREFACE

This publication presents information relating to the containers in which fluid milk products are sold, and the methods of distribution used to market these items by handlers regulated under Federal milk marketing orders (FMMO's). The information in this report is based on a survey of fluid milk sales by handlers regulated under Federal milk marketing orders during November 2021. Its purpose is to update a similar survey in November 2019, and to see if trends observed in past surveys are continuing. Data were obtained from milk handlers regulated under the 11 marketing orders.

Handlers regulated under FMMO's process approximately three-quarters of all the fluid milk products sold in the United States. In general, the sizes and types of containers, and methods of distribution used to market this production would be representative of the entire country. In addition, although these surveys are based on November fluid milk sales, the relationships shown would be representative in other months of the year. Exceptions would be sales in half-pint containers and sales through school outlets, which would not be applicable to sales in a non-school month, along with sales of eggnog which vary seasonally.

The tables in this report provide historical information from past surveys and detailed information from the current survey. Information is presented for individual orders and for all orders combined. The data in this report are percentages of total fluid milk products sold by regulated handlers. The number of each size of container can be approximated by using the additional information provided in Appendix 1 (page 47).

This is the thirty-second report in a series. Similar data have been distributed based on surveys made in November 1963 through 1967, 1969, and every other year thereafter.

Recent Changes in the Survey

The survey used to collect 2021 data was identical to the one used to collect data for 2019 and 2017. However, the California FMMO became effective in November 2018 and data for that order is included in the 2021 and 2019 publications.

The survey used to collect 2017 data underwent one relatively minor change compared with 2015. The 2015 survey grouped products into three categories -- conventional, organic, and extended shelf life (ESL) -- for all products except eggnog and cultured buttermilk. The 2017 survey required eggnog and cultured buttermilk to be grouped in the same manner as all other products. This data is detailed in Tables 3 and 5 of this publication.

The survey used to collect 2015 data underwent significant changes compared with those used for previous reports. This was done to "modernize" the data collection to better reflect current marketing conditions, and to allow a more user-friendly publication of survey results. The change in data collection resulted in an alteration of several tables compared with previous publications. Graphical presentation was significantly expanded in the 2015 report, with roughly double the number of graphs compared with the 2013 report.

Changes to the 2015 survey compared with previous years included reducing the number of container sizes reported, which allows publication with fewer instances of restricted data. Grouping products into three categories -- conventional, organic, and extended shelf life (ESL) -- was also a new feature of the 2015 survey. Finally, data collection pertaining to the method of distribution was altered in the 2015 survey. A detailed description of the 2015 survey changes can be found in the preface of the 2015 publication.

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Table 1
Total Fluid Milk Products Sold By Handlers Regulated Under Federal Orders
Percent by Container Type
November of Selected Years 1965-2021

Year	Type of Container:			
	Glass	Paper	Plastic	Other
	<i>----- Percent of Federal Order Total* -----</i>			
1965	29	65	4	2
1975	2	67	31	LT
1985	LT	34	65	LT
1995	LT	24	76	LT
2005	LT	15	85	NA
2007	LT	15	85	NA
2009	LT	14	85	NA
2011	LT	15	85	NA
2013	LT	14	86	NA
2015	LT	16	84	NA
2017	LT	17	83	NA
2019	LT	19	81	NA
2021	LT	18	82	NA

Table 2
Total Fluid Milk Products Sold By Handlers Regulated Under Federal Orders
Percent by Container Size
November of Selected Years 1965-2021

Year	Size of Container:						
	Gallon	Half-gallon	Quart	Pint	Half-pint	Over 10 quart	Other**
	<i>----- Percent of Federal Order Total* -----</i>						
1965	17	54	12	1	10	4	2
1975	43	34	7	1	11	3	1
1985	60	22	5	2	9	2	LT
1995	64	18	4	2	10	2	LT
2005	65	18	3	2	10	1	1
2007	65	18	3	2	11	1	1
2009	67	17	3	1	10	1	1
2011	66	18	3	1	10	1	1
2013	66	18	3	1	10	1	1
2015	64	18	3	1	11	CO	1
2017	64	18	3	1	11	CO	3
2019	58	20	3	2	13	CO	4
2021	58	21	3	1	10	CO	7

NOTES for Table 1 and Table 2:

LT - Less than 0.5 percent.

CO - Included in "Other".

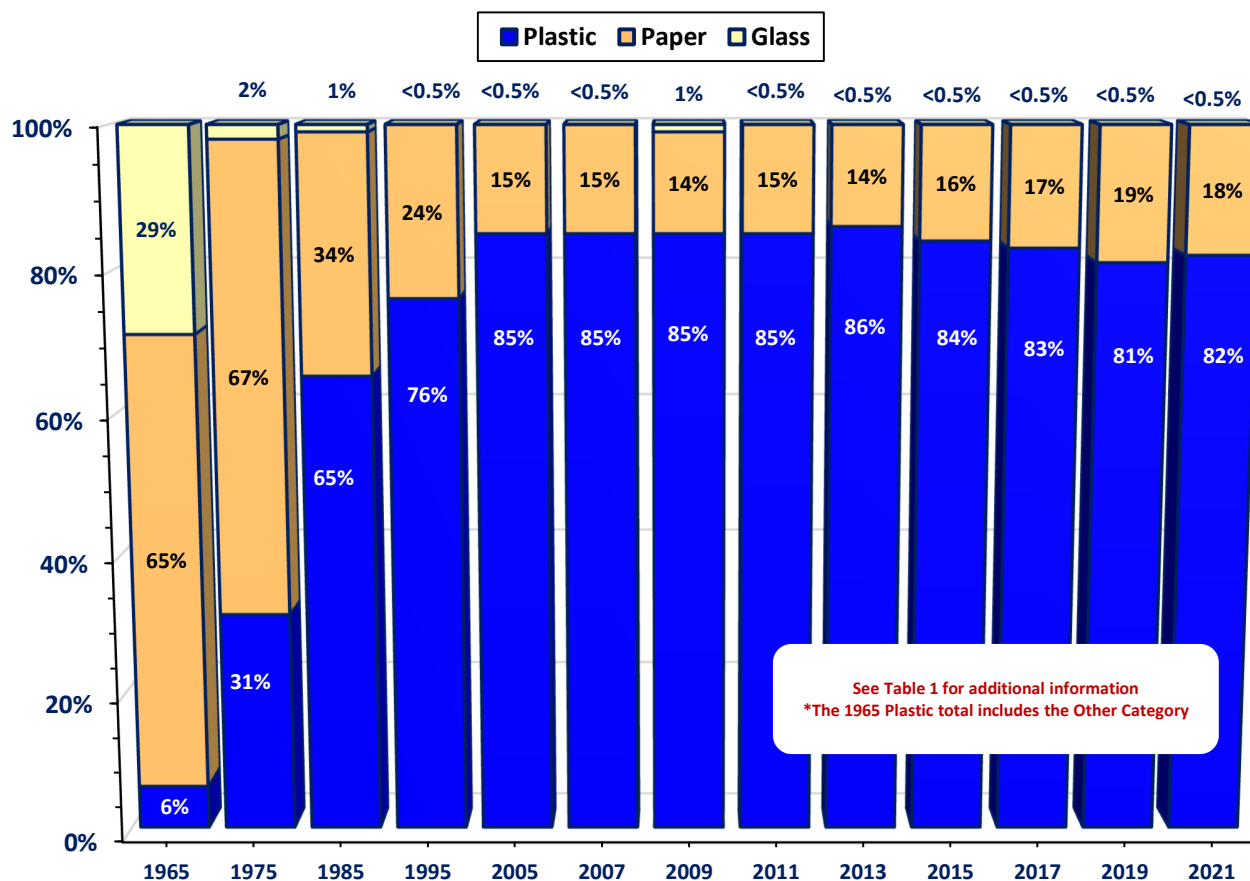
NA - This category was discontinued prior to 2003.

* Totals may not add due to rounding.

** "Other" (Table 2) includes miscellaneous sizes, in most cases smaller than a pint. For 2015 - 2021 it also includes 2.5 gallon and larger containers.

Fluid Milk Products Sold by Container Type

All Federal Milk Marketing Orders

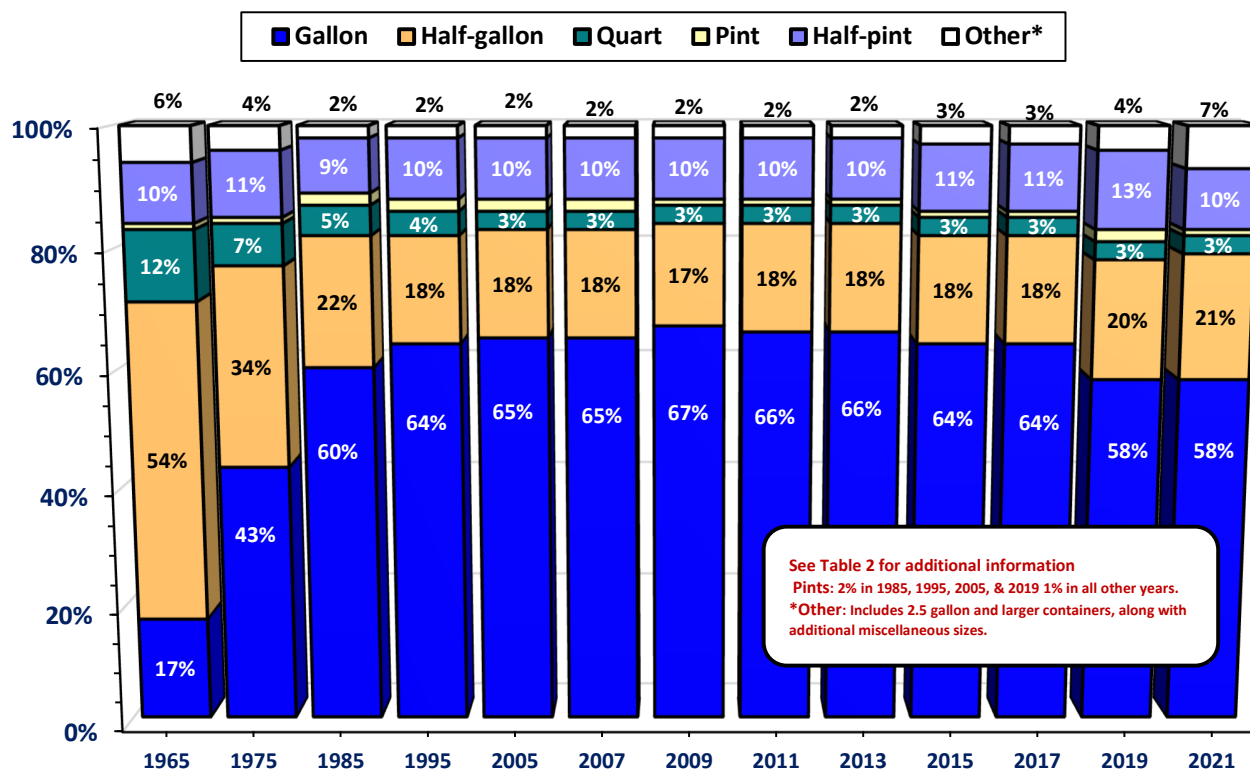


Graph 1: Fluid Milk Products Sold by Container Type

- Plastic containers continue to be the dominate type used to distribute fluid milk products, accounting for approximately 82% of the volume of packaged fluid milk sold by FMMO handlers during November 2021. Plastic containers have accounted for two-thirds or more of the volume sold in each survey since 1987. Its proportion increased 1 percentage point in the 2021 biennial survey but decreased by 4 percentage points compared with the November 2013 survey.
- Paper continues to be the second most popular container type, accounting for around 18% of the total sold, up from 14% in November 2013. Paper's popularity peaked in 1971 when it was responsible for approximately 78% of the volume sold.
- The volume of milk sold in glass containers has been less than 0.5% since 1983. The popularity of glass declined rapidly from 1965 to 1975, falling from approximately 29% of the total to around 2% in that 10-year period.

Fluid Milk Products Sold by Container Size

All Federal Milk Marketing Orders



Graph 2: Fluid Milk Products Sold by Container Size

- Although gallon containers continue to account for most of the fluid milk sold by FMMO handlers, the proportion has declined from a high of 67% in November 2009 to 58% in 2019 and 2021. Prior to 2019, gallon containers had accounted for at least 60% of the total during each survey since 1985, and the proportion was relatively constant in the mid 60's from 1995 through 2017.
- The popularity of gallon containers increased dramatically from 1965 to 1975, rising from around 17% to approximately 43%. Most of this increase came at the expense of half-gallon and quart container sizes and coincides with the rapid decline in popularity of glass containers.
- The proportion of milk sold in half-gallon containers during November 2021 increased to 21%. Prior to 2019, the proportion sold in half-gallon containers had been around 18% in every survey since 1995.
- The volume accounted for by quarts has been constant at approximately 3% of the total during each survey since 2005, which is one-fourth the level recorded in 1965.
- The proportion of milk sold in half-pint containers decreased by 3 percentage points in the 2021 survey to 10% of the total. Prior to 2019, pint container's proportion of the total had remained remarkably constant since the mid 1960's, with a high of 11% and a low of 9%.

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Table 3-1
Whole Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	--	--	69.6	69.6
Half-gallon	0.2	7.1	13.1	20.3
Quart	LT	0.4	1.3	1.7
Pint	CR-LT	LT	0.6	0.6
Half-pint	--	0.9	0.1	1.0
Other**	LT	0.4	6.3	6.8
All sizes	0.2	8.8	91.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-1A
Whole Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container– November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	67.4	0.7	1.5	69.6
Half-gallon	13.7	2.0	4.6	20.3
Quart	1.4	0.3	0.1	1.7
Pint	0.6	LT	LT	0.6
Half-pint	0.8	LT	0.1	1.0
Other**	23.9	2.7	0.1	6.8
All sizes	87.9	5.7	6.4	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

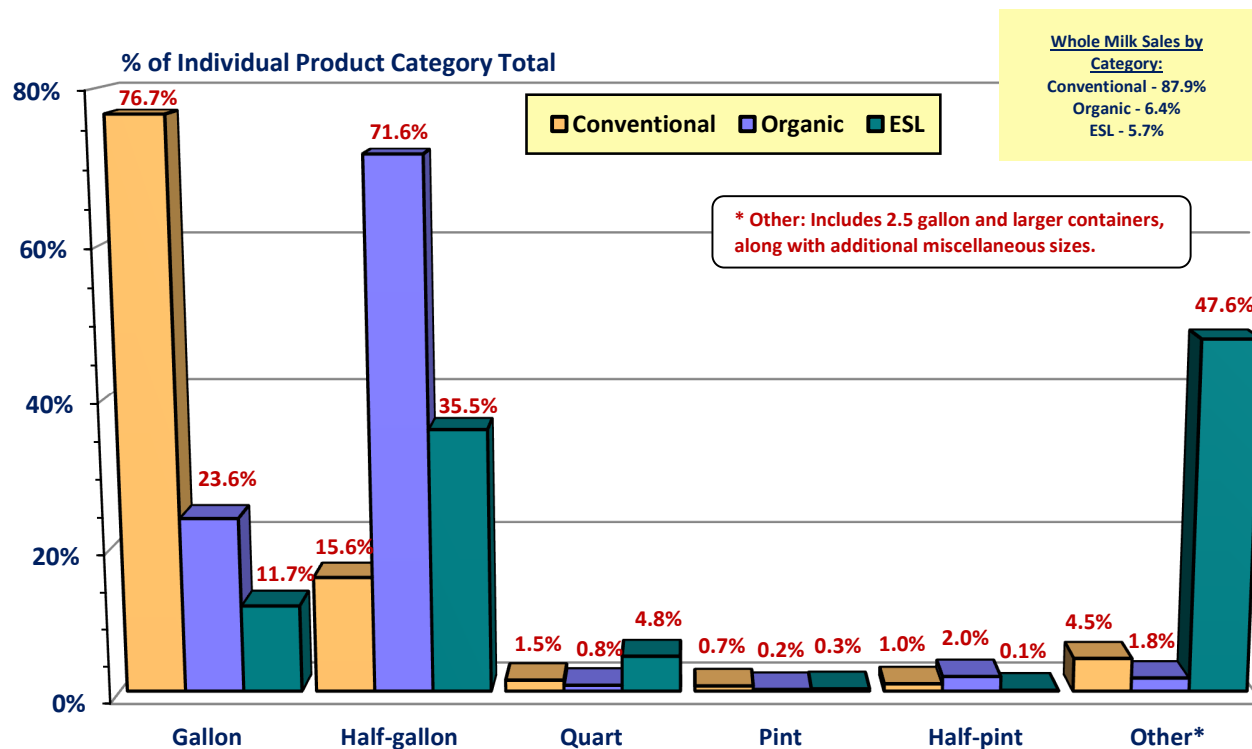
Table 3-1B
Whole Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Category Total* -----</i>			
Gallon	76.7	11.7	23.6	69.6
Half-gallon	15.6	35.5	71.6	20.3
Quart	1.5	4.8	0.8	1.7
Pint	0.7	0.3	0.2	0.6
Half-pint	1.0	0.1	2.0	1.0
Other**	4.5	47.6	1.8	6.8
All sizes	100.0	100.00	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 Whole Milk Sales by Container Size and Category

All Federal Milk Marketing Orders



Graph 3: 2021 Whole Milk Sales by Container Size and Category

- Whole milk accounted for 36.4% of all FMMO milk sales during November 2021, which was the largest proportion among all products sold and an increase of 2.9 percentage points compared with the previous survey, and 7.9 percentage points compared with the 2015 survey.
- Conventional milk sales accounted for 87.9% of all FMMO whole milk sales during November 2021, while organic milk sales were responsible for 6.4%, and ESL sales represented 5.7%.
- Within the conventional whole milk category, gallon containers accounted for 76.7% of total sales, while half-gallon sales were responsible for 15.6%. Sales in all other container sizes represented only 7.7% of the November 2021 total.
- Organic whole milk sales during November 2021 were dominated by half-gallon (71.6%) and gallon (23.6%) packaging, with these two container sizes accounting for more than 95% of the FMO total.
- Over 83% of extended shelf-life whole milk FMO sales during November 2021 were in two container size classifications – half-gallons (35.5%) and other containers (47.6%). Gallon containers registered a distant third with 11.7% of ESL sales, and quarts were fourth with 4.8%.

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Table 3-2
Flavored Whole Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	--	--	10.4	10.4
Half-gallon	0.9	5.5	33.8	40.1
Quart	0.5	0.6	12.1	13.2
Pint	LT	0.4	22.6	22.9
Half-pint	--	1.1	1.8	2.9
Other**	0.2	1.4	8.8	10.5
All sizes	1.6	8.9	89.5	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-2A
Flavored Whole Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container– November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	10.4	--	--	10.4
Half-gallon	35.1	2.2	2.8	40.1
Quart	11.7	1.4	0.1	13.2
Pint	22.7	0.2	CR-LT	22.9
Half-pint	2.7	LT	0.1	2.9
Other**	6.2	3.7	0.6	10.5
All sizes	88.9	7.5	3.6	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-2B
Flavored Whole Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Category Total* -----</i>			
Gallon	11.8	--	--	10.4
Half-gallon	39.5	29.3	77.1	40.1
Quart	13.1	18.4	3.9	13.2
Pint	25.6	2.5	CR	22.9
Half-pint	3.0	0.6	3.3	2.9
Other**	7.0	49.2	15.7	10.5
All sizes	100.0	100.00	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 Flavored Whole Milk Sales by Container Size and Category

All Federal Milk Marketing Orders

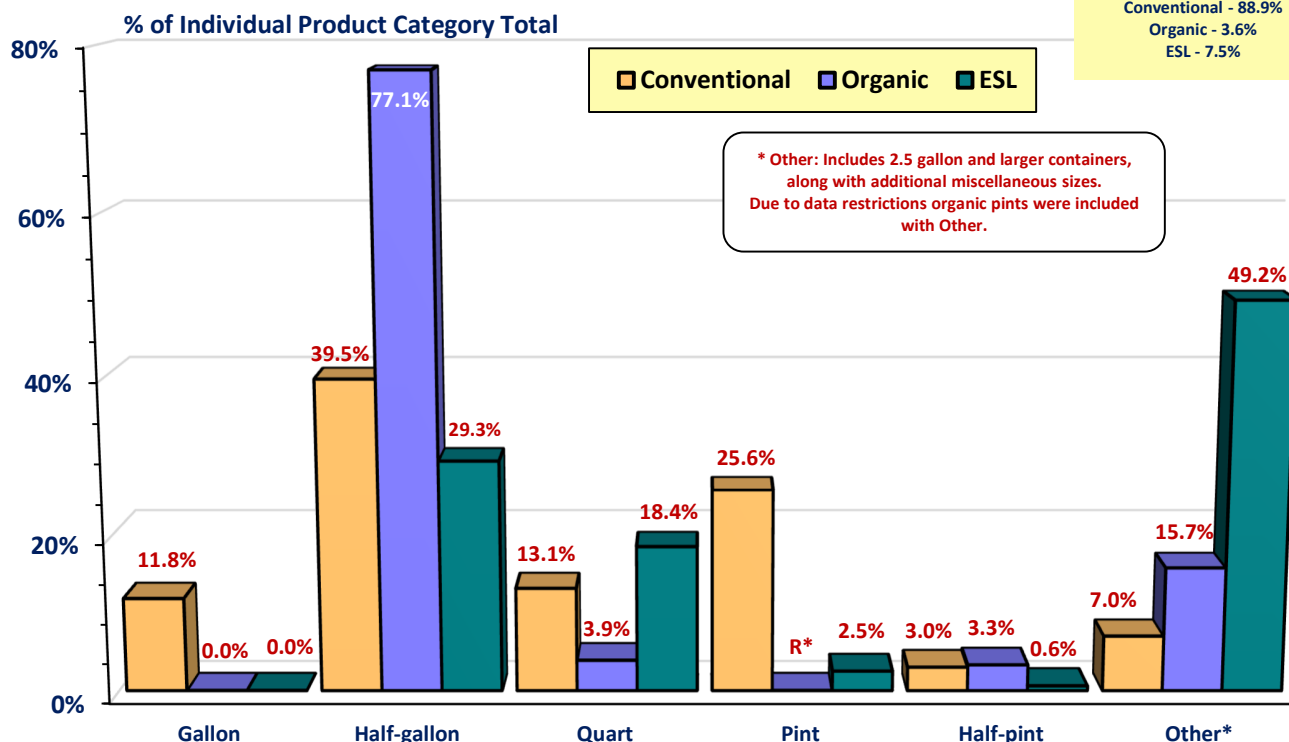
Flavored Whole Milk Sales

by Category:

Conventional - 88.9%

Organic - 3.6%

ESL - 7.5%



Graph 4: 2021 Flavored Whole Milk Sales by Container Size and Category

- Conventional flavored whole milk comprised 88.9% of all FMMO flavored whole milk sales during November 2021, while ESL sales accounted for 7.5% with organic milk represented just 3.6%. Flavored whole milk made up only 1.8% of all FMMO milk sales during November 2021.
- Within the conventional flavored whole milk category, half-gallons accounted for 40.1% of total sales, while pints made up 22.9%, and quarts were responsible for 13.2%. Gallons (10.4%), half-pints (2.9%), and other sizes (10.5%) represented a combined 23.8% of the total.
- The most popular size container for ESL flavored whole milk was the other size package classification with 49.2% of total sales. Half-gallons (29.3%) and quarts (18.4%) accounted for an additional 47.7% of sales, while half-pints (0.6%) and pints (2.5%) accounted for the remainder.
- Half-gallons dominated the organic market with 77.1% of the total, while the second closest size category was Other at 15.7%. Half-pints (3.3%) and quarts (3.9%) made up just 7.2% of the organic total during November 2021.

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Table 3-3
Reduced Fat (2%) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	--	--	69.3	69.3
Half-gallon	0.2	7.0	13.1	20.3
Quart	LT	0.4	0.9	1.3
Pint	--	LT	0.4	0.4
Half-pint	--	1.7	0.1	1.8
Other**	CR-LT	0.4	6.5	6.9
All sizes	0.2	9.5	90.3	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-3A
Reduced Fat (2%) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	67.7	0.5	1.1	69.3
Half-gallon	13.6	2.5	4.2	20.3
Quart	0.9	0.3	Lt	1.3
Pint	0.4	LT	--	0.4
Half-pint	1.8	LT	--	1.8
Other**	3.0	3.9	0.1	6.9
All sizes	87.4	7.2	5.4	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

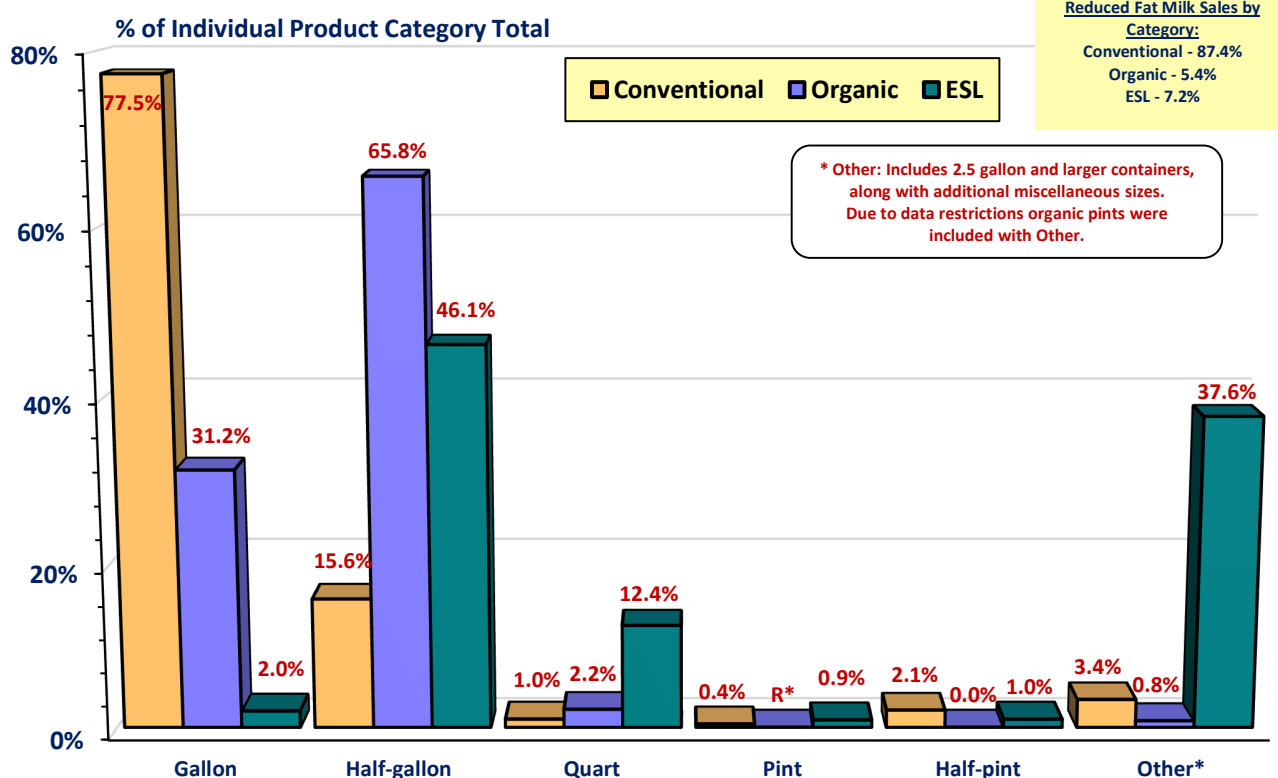
Table 3-3B
Reduced Fat (2%) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2019

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Category Total* -----</i>			
Gallon	77.5	2.0	31.2	69.3
Half-gallon	15.6	46.1	65.8	20.3
Quart	1.0	12.4	2.2	1.3
Pint	0.4	0.9	CR-LT	0.4
Half-pint	2.1	1.0	--	1.8
Other**	3.4	37.6	0.8	6.9
All sizes	100.0	100.00	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 Reduced Fat Milk Sales by Container Size and Category

All Federal Milk Marketing Orders



Graph 5: 2021 Reduced Fat Milk Sales by Container Size and Category

- Conventional products accounted for 87.4% of all reduced fat milk sales during November 2021, while ESL sales represented 7.2%, and organic products made up 5.4%. Reduced fat milk accounted for the second largest proportion (32.3%) of FMMO milk sales during November 2021.
- Gallons and half-gallons were the dominate size containers for conventional (93.1%) and organic (97.0%) categories during November 2021, while half-gallons and the other size category accounted for 83.7% of the ESL category.
- Within the conventional reduced fat milk category, gallons made up 77.5% of total sales while half-gallons accounted for 15.6%. Other* was the only other size container that accounted for at least 3% of the total during November 2021.
- Half-gallons were the most popular size container for organic reduced fat products with 65.8% of total sales. Gallons accounted 31.2% of the total, while all other size containers combined made up just 3.0% of the total during November 2021.
- ESL sales of reduced fat milk were dominated by half-gallons (46.1%) and the other size category (37.6%), while quarts (12.4%) came in a distant third. All the other size categories combined for just 3.9% of ESL reduced fat sales during November 2021.

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Table 3-4
Low Fat (1%) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of <u>Federal Order Total</u>* -----</i>			
Gallon	--	--	48.6	48.6
Half-gallon	0.1	6.4	11.6	18.1
Quart	CR-LT	1.3	0.8	2.1
Pint	--	CR-LT	0.1	0.1
Half-pint	--	24.8	1.8	26.6
Other**	CR-LT	0.7	3.8	4.5
All sizes	0.1	33.2	66.7	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-4A
Low Fat (1%) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container– November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of <u>Federal Order Total</u>* -----</i>			
Gallon	47.6	0.3	0.7	48.6
Half-gallon	12.0	2.2	3.9	18.1
Quart	1.0	1.1	LT	2.1
Pint	0.1	CR-LT	--	0.1
Half-pint	24.9	0.8	0.9	26.6
Other**	3.0	1.5	0.1	4.5
All sizes	88.5	5.9	5.6	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

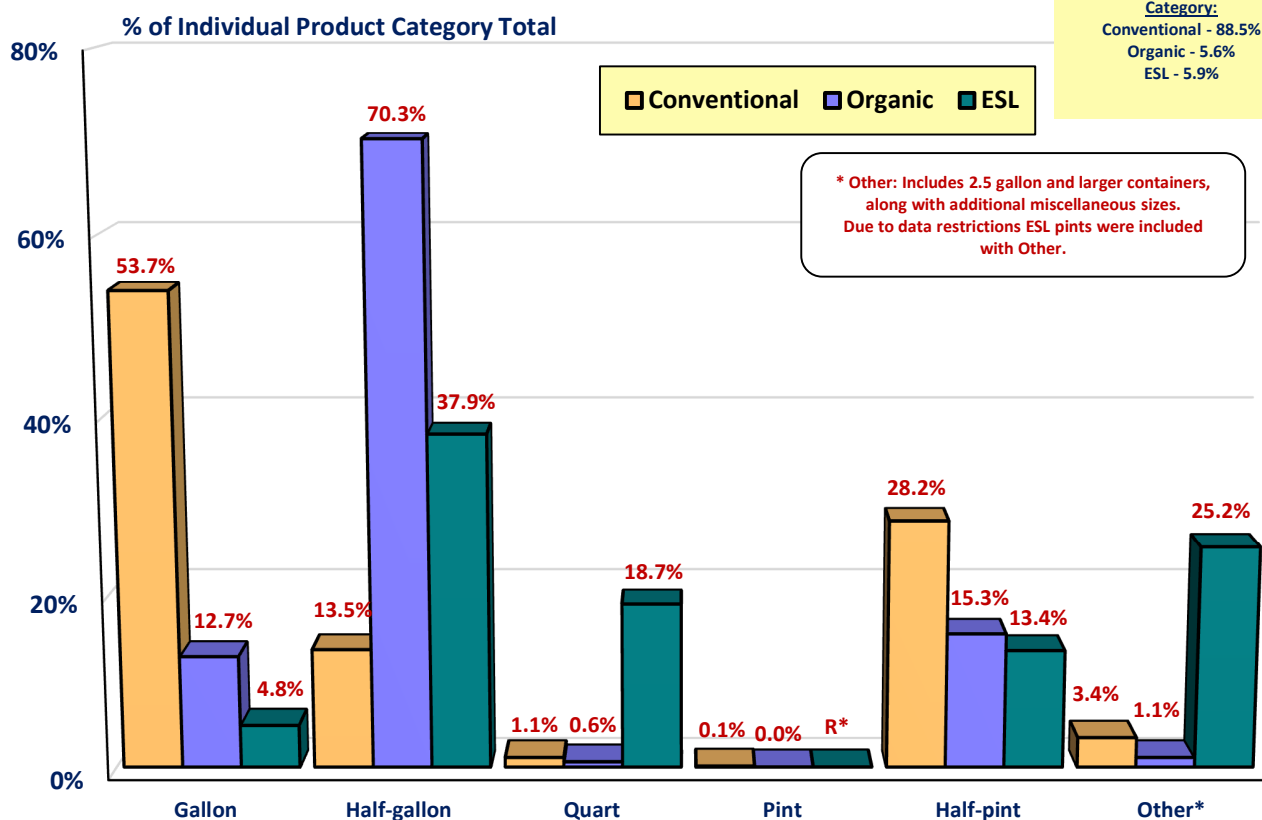
Table 3-4B
Low Fat (1%) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of <u>Category Total</u>* -----</i>			
Gallon	53.7	4.8	12.7	48.6
Half-gallon	13.5	37.9	70.3	18.1
Quart	1.1	18.7	0.6	2.1
Pint	0.1	CR-LT	--	0.1
Half-pint	28.2	13.4	15.3	26.6
Other**	3.4	25.2	1.1	4.5
All sizes	100.0	100.00	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 Low Fat Milk Sales by Container Size and Category

All Federal Milk Marketing Orders



Graph 6: 2021 Low Fat Milk Sales by Container Size and Category

- Conventional milk comprised 88.5% of all FMMO low fat milk sales during November 2021, while organic sales accounted for 5.6% and ESL represented 5.9%. Low fat milk made up 11.9% of all FMMO milk sales during November 2021.
- The most popular container sizes for conventional low fat milk during November 2021 were gallons (53.7%), followed by half-pints (28.2%), and half-gallons (13.5%). The combined sales for all other container sizes accounted for just 4.6% of the total.
- Organic low fat milk sales were primarily in half-gallons (70.3%) and half-pints (15.3%) during November 2021. Gallon sales made up 12.7% of the total, while the remaining containers sizes combined for just 1.7%.
- Half-gallon (37.9%) and other size container (25.2%) sales of low fat milk made up 63.1% of the FMMO total for ESL products during November 2021. Sales in quart containers accounted for the next largest proportion with 18.7% of the total, while the remaining 18.2% of ESL low fat sales were attributable to half-pints and gallons.

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Table 3-5
Fat Free (Skim) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of <u>Federal Order Total</u>* -----</i>			
Gallon	--	--	55.4	55.4
Half-gallon	0.4	9.4	14.9	24.7
Quart	LT	0.6	1.5	2.0
Pint	--	CR-LT	0.3	0.3
Half-pint	--	9.0	0.3	9.3
Other**	CR-LT	0.4	7.8	8.2
All sizes	0.4	19.4	80.2	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-5A
Fat Free (Skim) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container– November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of <u>Federal Order Total</u>* -----</i>			
Gallon	54.0	0.6	0.9	55.4
Half-gallon	16.5	4.2	4.1	24.7
Quart	1.5	0.5	0.1	2.0
Pint	0.3	LT	LT	0.3
Half-pint	9.1	0.2	LT	9.3
Other**	2.2	5.9	0.1	8.2
All sizes	83.6	11.4	5.1	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

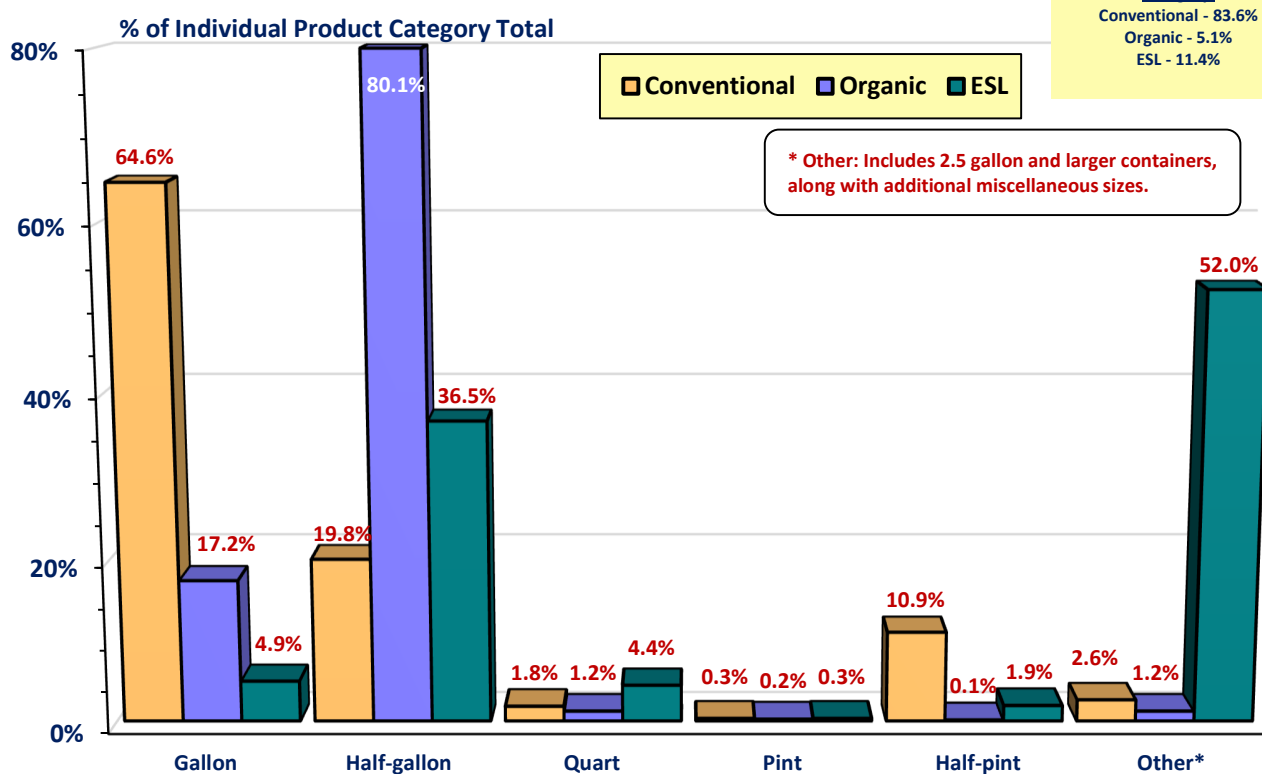
Table 3-5B
Fat Free (Skim) Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of <u>Category Total</u>* -----</i>			
Gallon	64.6	4.9	17.2	55.4
Half-gallon	19.8	36.5	80.1	24.7
Quart	1.8	4.4	1.2	2.0
Pint	0.3	0.3	0.2	0.3
Half-pint	10.9	1.9	0.1	9.3
Other**	2.6	52.0	1.2	8.2
All sizes	100.0	100.00	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 Fat Free Milk Sales by Container Size and Category

All Federal Milk Marketing Orders



Graph 7: 2021 Fat Free Milk Sales by Container Size and Category

- Conventional milk accounted for 83.6% of all FMMO fat free milk sales during November 2021, while ESL products made up 11.4%, and organic sales represented 5.1% of the total. Sales of all fat free products accounted for 6.2% of total FMMO milk sales during November 2021.
- Within the conventional fat free milk category, gallons were the most popular size container accounting for 64.6% of sales during November 2021. Half-gallons were a distant second with 19.8% of the total, while half-pints recorded the third largest proportion at 10.9%.
- Other size containers (52.0%) and half-gallons (36.5%) were the prominent container sizes for fat free milk within the ESL category, accounting for a combined 88.5% of the sales during November 2021. Gallons (4.9%) and quarts (4.4%) were a distant third and fourth, accounting for a combined 9.3% of fat free sales. Half-pints (1.9%) and pints (0.3%) made up the remaining 2.2% of ESL fat free sales during November 2021.
- Organic fat free milk sales were predominately in half-gallon (80.1%) and gallon (17.2%) containers during November 2021. The remaining container sizes – quarts, pints, half-pints, and other – accounted for less than 3% of the FMMO fat free sales total.

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Table 3-6
Flavored Fat Reduced Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	--	--	12.1	12.1
Half-gallon	0.2	0.8	8.0	9.0
Quart	0.1	0.3	0.9	1.3
Pint	LT	0.2	1.2	1.4
Half-pint	--	55.0	6.8	61.8
Other**	CR-LT	3.3	11.1	14.4
All sizes	0.3	59.6	40.1	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-6A
Flavored Fat Reduced Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container– November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	12.1	LT	--	12.1
Half-gallon	8.3	0.5	0.2	9.0
Quart	0.9	0.4	CR-LT	1.3
Pint	1.4	CR-LT	--	1.4
Half-pint	59.2	1.9	0.6	61.8
Other**	7.7	5.8	1.0	14.4
All sizes	89.6	8.6	1.8	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

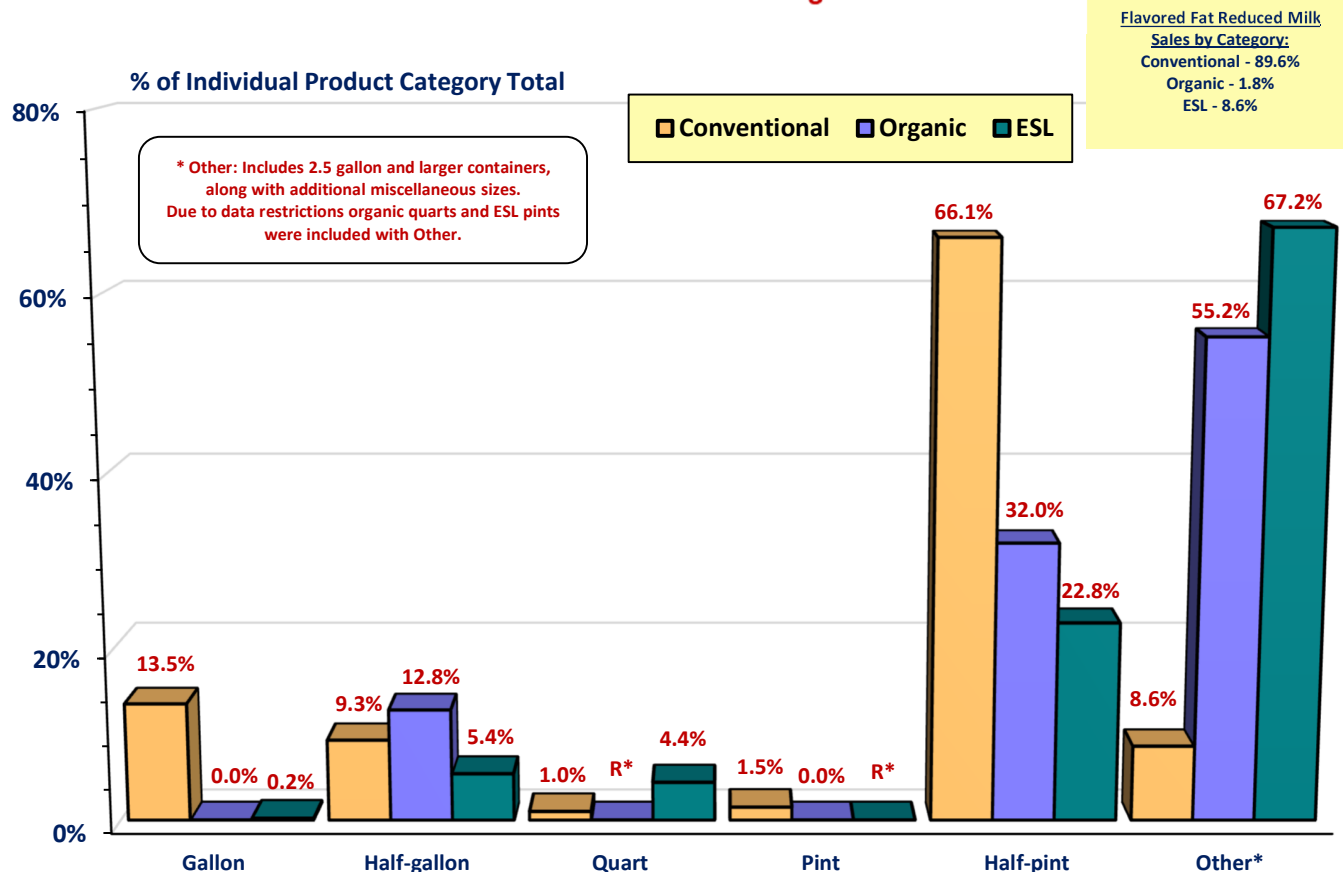
Table 3-6B
Flavored Fat Reduced Milk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Category Total* -----</i>			
Gallon	13.5	0.2	--	12.1
Half-gallon	9.3	5.4	12.8	9.0
Quart	1.0	4.4	CR	1.3
Pint	1.5	CR-LT	--	1.4
Half-pint	66.1	22.8	32.0	61.8
Other**	8.6	67.2	55.2	14.4
All sizes	100.0	100.0	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 Flavored Fat Reduced Milk Sales by Container Size and Category

All Federal Milk Marketing Orders



Graph 8: 2021 Flavored Fat Reduced Milk Sales by Container Size and Category

- For purposes of this survey, flavored fat reduced milk sales include all lower fat flavored products (i.e., flavored reduced fat, flavored low fat, flavored fat free), and these products accounted for 8.5% of all FMMO milk sales during November 2021.
- The conventional milk category dominated sales of flavored reduced fat milk products during November 2021, accounting for 89.6% of FMMO sales. ESL products comprised 8.6% of sales, while the organic category recorded just 1.8% of the total.
- Half-pints were by far the most popular container size for conventional flavored fat reduced products with 66.1% of sales, and they accounted for 61.8% of all November 2021 FMMO sales. Gallons (13.5%) were a distant second in conventional sales, followed by half-gallons (9.3%), and other sizes (8.6%)
- The other size container category dominated organic and ESL sales, accounting for 55.2% of organic flavored fat reduced sales and 67.2% of the ESL November 2021 total. Half-pints (32.0%) were second for organic sales as well as for ESL sales at 22.8%

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Table 3-7
Eggnog Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	--	--	0.2	0.2
Half-gallon	0.3	16.2	36.7	53.2
Quart	1.0	20.3	15.6	36.9
Pint	--	0.1	2.0	2.2
Half-pint	--	--	CR-LT	CR-LT
Other**	--	3.2	4.3	7.5
All sizes	1.3	39.9	58.8	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-7A
Eggnog Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container– November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Federal Order Total* -----</i>			
Gallon	0.2	--	--	0.2
Half-gallon	42.4	10.5	0.3	53.2
Quart	19.1	17.3	0.5	36.9
Pint	2.2	--	--	2.2
Half-pint	CR-LT	--	--	CR-LT
Other**	4.1	3.4	--	7.5
All sizes	68.0	31.2	0.8	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

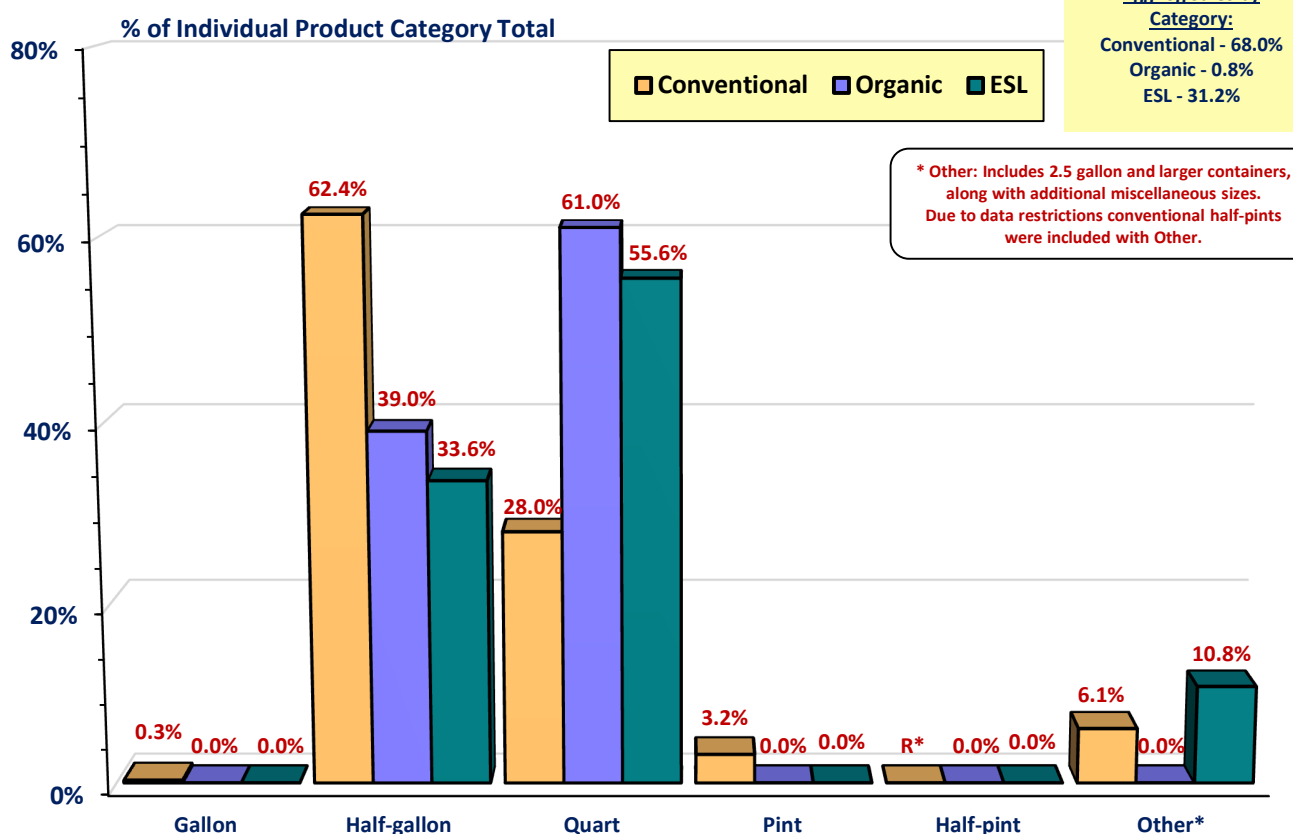
Table 3-7B
Eggnog Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Category Total* -----</i>			
Gallon	0.3	--	--	0.2
Half-gallon	62.4	33.6	39.0	53.2
Quart	28.0	55.6	61.0	36.9
Pint	3.2	--	--	2.2
Half-pint	CR-LT	--	--	CR-LT
Other**	6.1	10.8	--	7.5
All sizes	100.0	100.00	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 Eggnog Sales by Container Size and Category

All Federal Milk Marketing Orders



Graph 9: 2021 Eggnog Sales by Container Size and Category

- Eggnog accounted for a very small proportion of FMMO total fluid milk sales during November 2021, comprising just 1.6% of the FMMO total.
- The conventional milk category accounted for 68.0% of all eggnog sales, which was its smallest proportion among all products. Conversely, ESL products comprised 31.2% of sales, which was its largest share among all products. The organic category recorded just 0.8% of eggnog sales during November 2021.
- Half-gallons (53.2%) and quarts (36.9%) were by far the most popular container sizes, accounting for 90.1% of all eggnog sales during November 2021.
- Within the conventional eggnog category, half-gallons were the most popular size with 62.4% of sales, followed by quarts with 28.0%. All other containers sizes comprised just 9.6% of sales.
- Within the ESL eggnog category, quarts were the most popular size with 55.6% of sales, followed by half-gallons with 33.6%. All other container sizes comprised 10.8% of sales.
- Quarts made up 61.0% of organic eggnog sales with half-gallons making up 39.0% during November 2021. They were the only two sizes sold.

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Table 3-8
Cultured Buttermilk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of <u>Federal Order Total</u>* -----</i>			
Gallon	--	--	3.5	3.5
Half-gallon	CR-LT	8.8	54.3	63.1
Quart	0.1	6.8	16.2	23.0
Pint	--	0.5	2.4	3.0
Half-pint	--	0.3	CR-LT	0.3
Other**	--	--	7.1	7.1
All sizes	0.1	16.4	83.5	100.0

➤ Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-8A
Cultured Buttermilk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container– November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of <u>Federal Order Total</u>* -----</i>			
Gallon	3.5	--	--	3.5
Half-gallon	63.0	0.1	--	63.1
Quart	22.2	CR	0.9	23.0
Pint	2.9	--	CR	3.0
Half-pint	0.3	--	--	0.3
Other**	7.1	--	--	7.1
All sizes	99.0	0.1	0.9	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

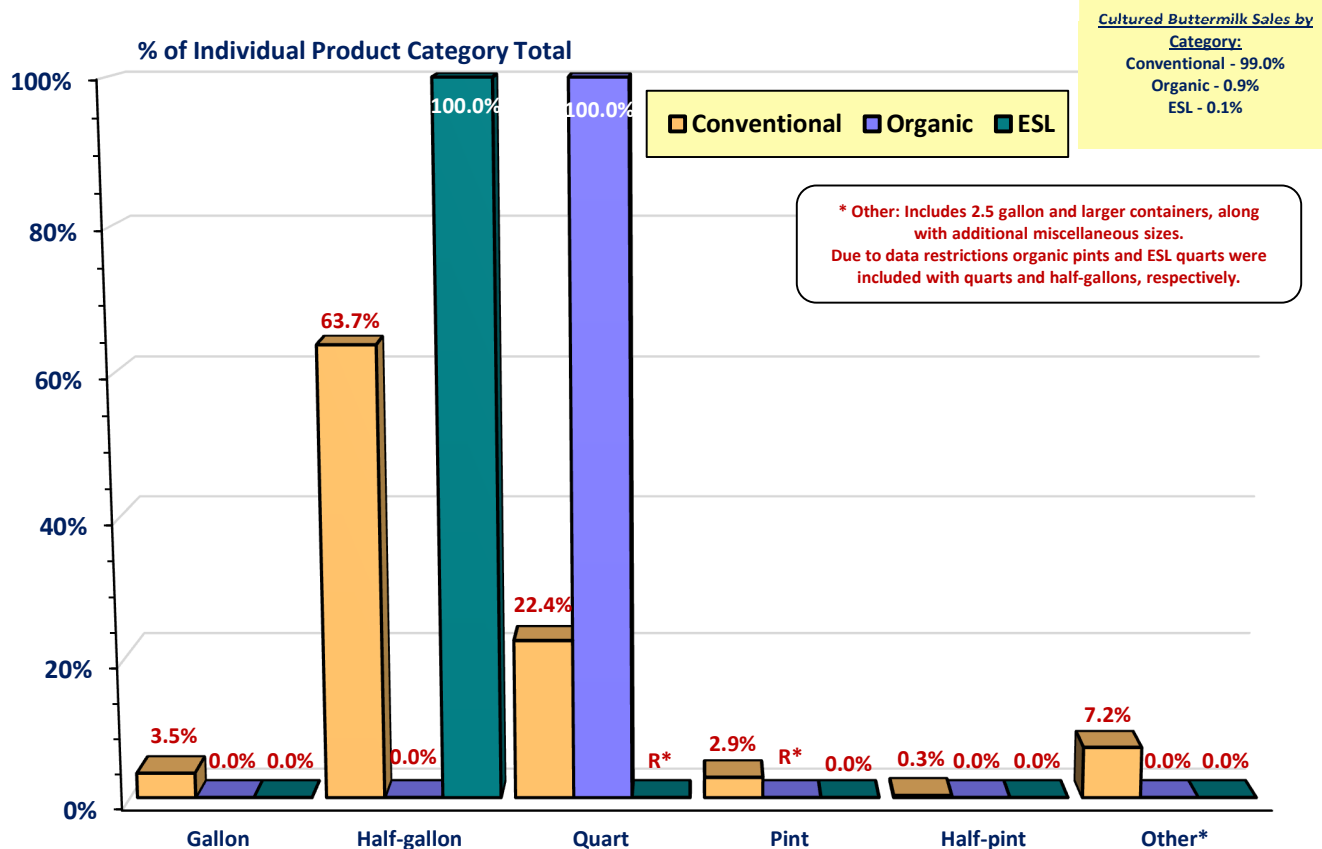
Table 3-8B
Cultured Buttermilk Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of <u>Category Total</u>* -----</i>			
Gallon	3.5	--	--	3.5
Half-gallon	63.7	100.0	--	63.1
Quart	22.4	CR	100.0	23.0
Pint	2.9	--	CR	3.0
Half-pint	0.3	--	--	0.3
Other**	7.2	--	--	7.1
All sizes	100.0	100.0	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 **Cultured Buttermilk** Sales by Container Size and Category

All Federal Milk Marketing Orders



Graph 10: 2021 Cultured Buttermilk Sales by Container Size and Category

- Cultured buttermilk accounted for a very small proportion of FMMO total fluid milk sales during November 2021, comprising just 1.2% of the FMMO total.
- The conventional milk category accounted for 99% of all eggnog sales, which was its largest proportion among all types of milk products. Conversely, organic and ESL products comprised very small proportions, just 0.1% for ESL and 0.9% for organic.
- Half-gallons (63.1%) and quarts (23.0%) were by far the most popular container sizes, accounting for 86.1% of all cultured buttermilk sales during November 2021.
- Within the conventional cultured buttermilk category, half-gallons were the most popular size with 63.7% of sales, followed by quarts with 22.4%. All other containers sizes comprised the remaining 13.9% of sales.
- Half-gallons and quarts* comprised 100% of sales within the ESL cultured buttermilk category.
- Quarts and pints* comprised 100% of sales within the organic cultured buttermilk category.

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Table 3-9
Total Fluid Milk (All Products Combined) Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Type of Container – November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of Federal Order Total*** -----</i>			
Gallon	--	--	58.2	58.2
Half-gallon	0.2	6.7	13.9	20.8
Quart	LT	0.9	1.7	2.6
Pint	LT	LT	0.9	1.0
Half-pint	--	9.1	0.9	10.0
Other**	LT	0.8	6.6	7.4
All sizes	0.2	17.6	82.2	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

Table 3-9A
Total Fluid Milk (All Products Combined) Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container– November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Federal Order Total*** -----</i>			
Gallon	56.7	0.5	1.0	58.2
Half-gallon	14.6	2.3	3.8	20.8
Quart	1.9	0.7	0.1	2.6
Pint	1.0	LT	LT	1.0
Half-pint	9.5	0.3	0.2	10.0
Other**	3.8	3.4	0.2	7.4
All sizes	87.5	7.2	5.3	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

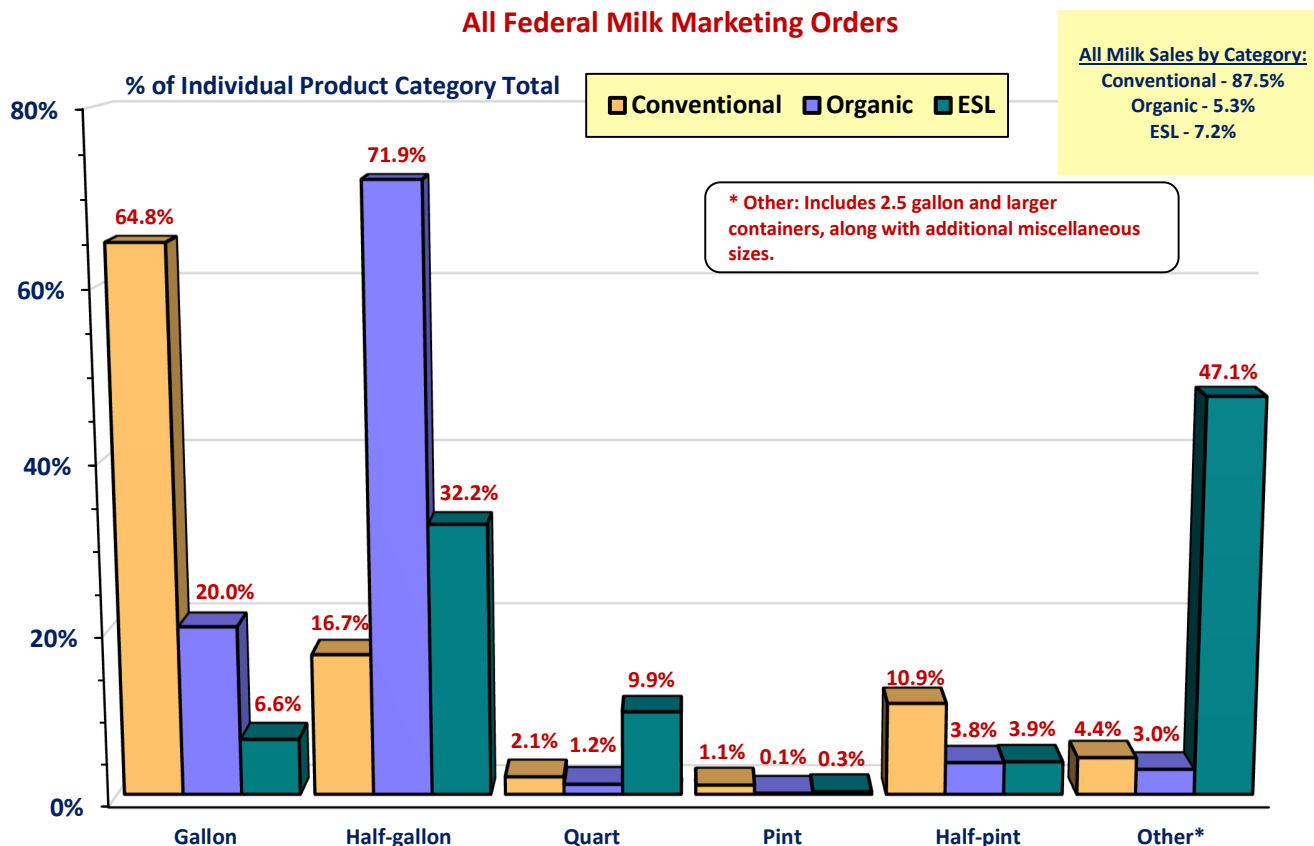
Table 3-9B
Total Fluid Milk (All Products Combined) Sold By Handlers Regulated Under Federal Orders
Percentage by Size and Category of Container – November 2021

Size of Container	Type of Container:			
	Conventional	ESL	Organic	All Categories
	<i>----- Percent of Category Total*** -----</i>			
Gallon	64.8	6.6	20.0	58.2
Half-gallon	16.7	32.2	71.9	20.8
Quart	2.1	9.9	1.2	2.6
Pint	1.1	0.3	0.1	1.0
Half-pint	10.9	3.9	3.8	10.0
Other**	4.4	47.1	3.0	7.4
All sizes	100.0	100.00	100.0	100.0

Footnotes for Tables 3-1 through 3-9 are detailed on page 26.

2021 All Milk Sales by Container Size and Category

All Federal Milk Marketing Orders

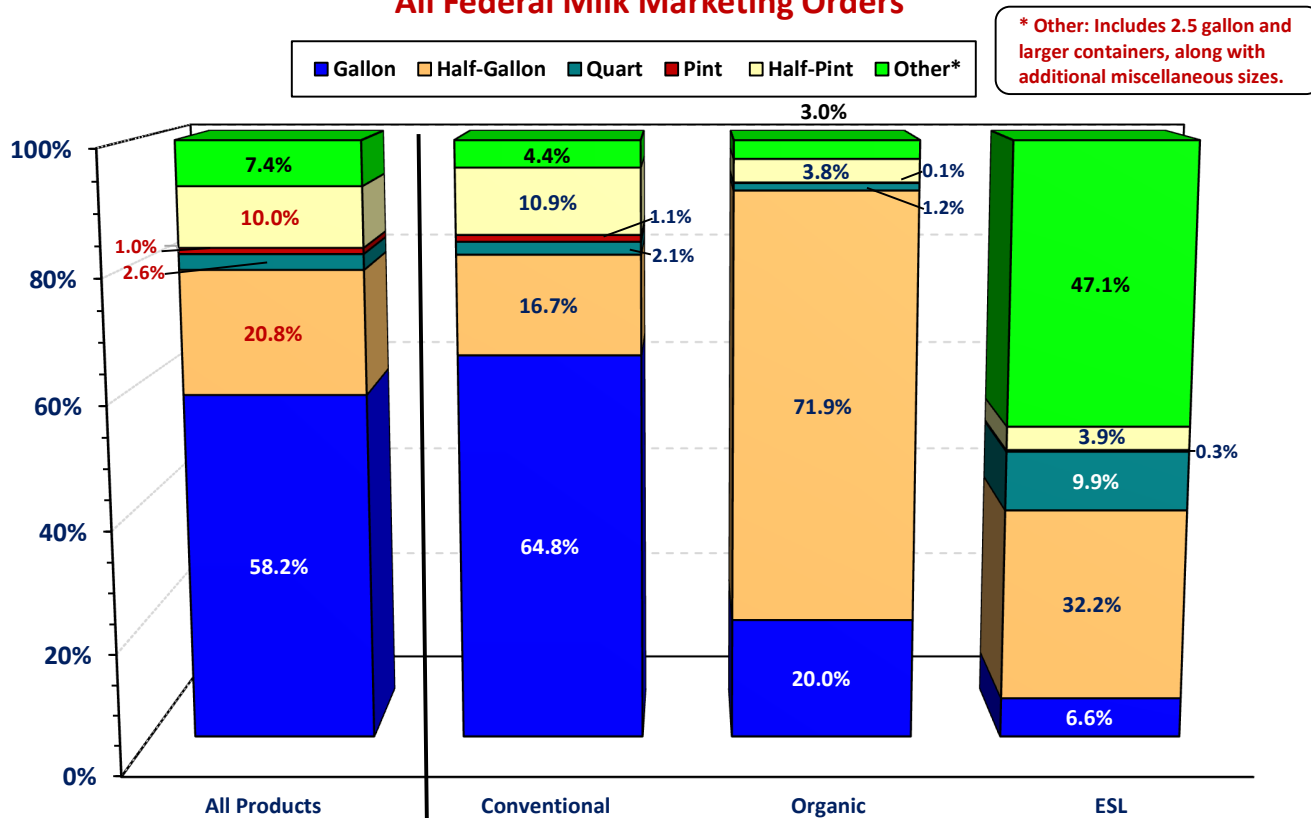


Graph 11: 2021 All Milk Sales by Container Size and Category

- Products in the conventional sales category made up 87.5% of all FMMO milk sales during November 2021. Organic milk products accounted for 5.3% of this total, while ESL products were responsible for 7.2%.
- Within the conventional milk category, gallons were the overwhelming favorite container size, accounting for 64.8% of FMMO total sales during November 2021. Half-gallons (16.7%) and half-pints (10.9%) were a distant second and third in popularity, while the remaining container sizes combined for just 7.6% of total sales.
- Nearly 92% of all FMMO organic milk sales during November 2021 were in two container sizes – half-gallons with 71.9% of the total, and gallons with 20.0%. Half-pints held the largest share of the remaining container sizes, accounting for 3.8% of the organic total.
- Within the ESL category, other sizes accounted for 47.1% of all FMMO milk sales during November 2021. Half-gallon sales were second in popularity with 32.2% of the total, while quart sales accounted for 9.9%. Gallons, pints, and half-pints combined for 10.8% of November 2021 ESL total milk sales.

2021 Sales by Container Size and Category

All Federal Milk Marketing Orders



Graph 12:

NOTES for Table 3:

LT - Less than 0.05 percent.

CR - Restricted due confidentiality. Included in "Other" when applicable, included in the largest size category otherwise.

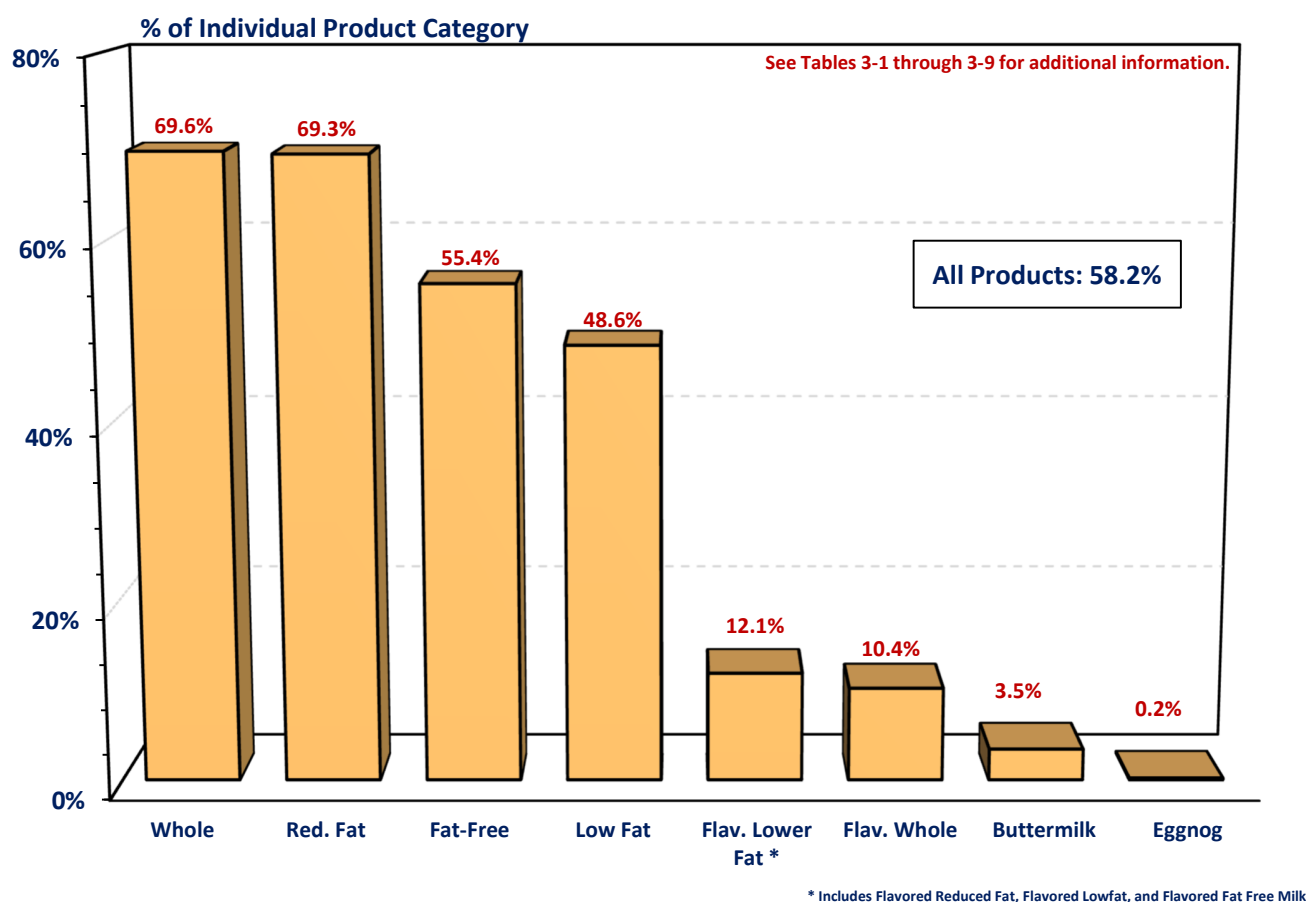
* The figures in Tables 3-1 to 3-8 are based on the aggregate sales volume (all orders combined) for the specified product. See Table 10 for applicable sales volume for each product. **Totals may not add due to rounding.**

** The "Other" category includes 2.5 gallon and larger containers, along with miscellaneous other sizes, in most cases smaller than a pint.

*** The figures in Table 3-9 are based on the aggregate sales volume (all orders combined) for all products combined. See Table 10 for applicable sales volume. **Totals may not add due to rounding.**

2021 Fluid Milk Products Sold in Gallon Containers

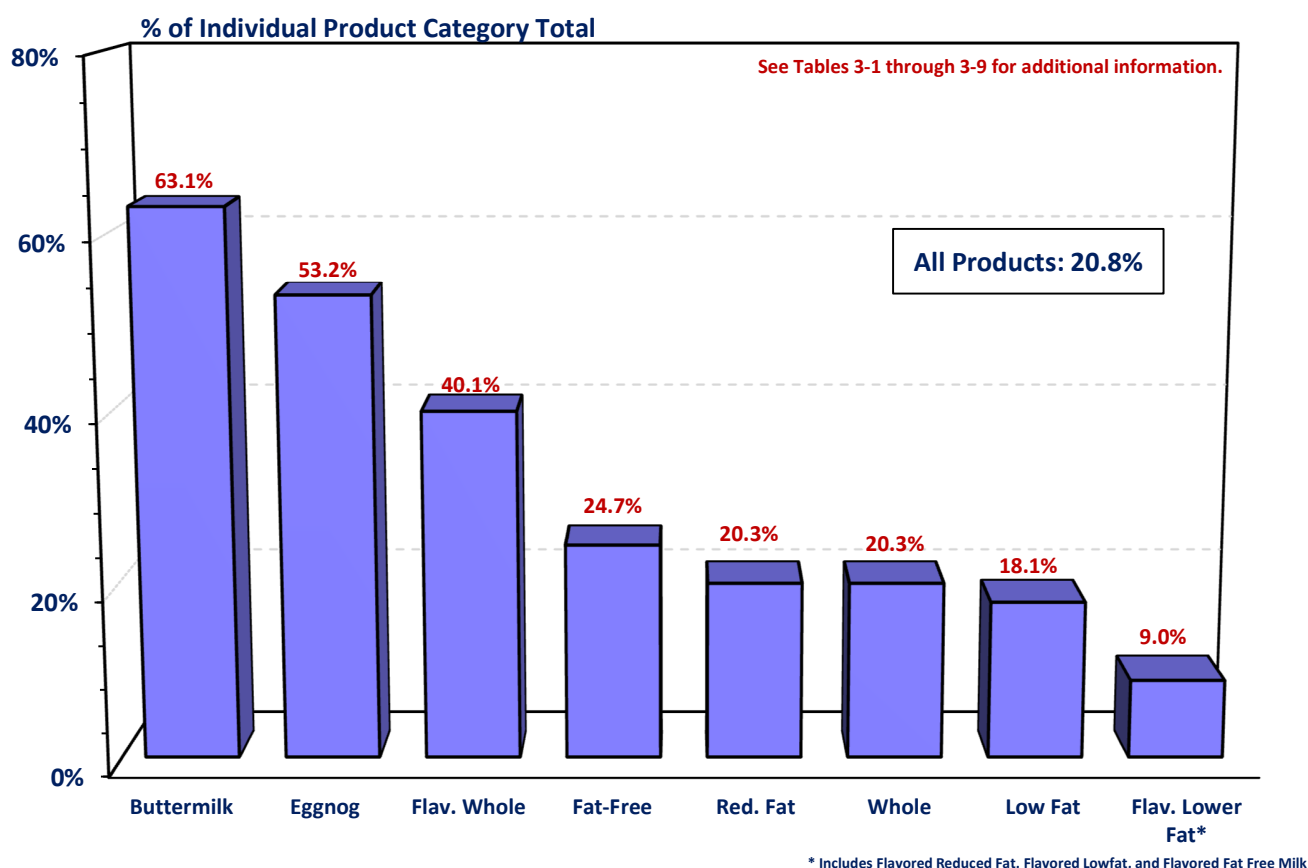
All Federal Milk Marketing Orders, All Categories



Graph 13: 2021 Fluid Milk Products Sold in Gallon Containers, All Categories

- Gallon containers were the prominent type used for whole, reduced fat, fat-free, and low fat milk during November 2021, accounting for over half of the sales for each of these product categories except low fat. Overall, gallons were responsible for more than 58.2% of all milk sold by FMMO handlers.
- Almost 70% of reduced fat and whole milk were sold in gallon containers during November 2021, while gallons accounted for 48.6% of low fat sales and 55.4% fat-free milk sales.
- Sales of eggnog and buttermilk in gallon containers accounted for a very small proportion of the total – 4% or less -- for these categories. Flavored lower fat and flavored whole milk sales in gallon containers were also a small proportion for this category, accounting for 12.1% and 10.4%, respectively, of the total for these products during November 2021.
- While gallon containers were the predominate size for conventional milk sales, accounting for 64.8% of sales, they were much less popular for organic and ESL products. Gallons accounted for 20.0% of organic milk sales and just 6.6% of ESL sales. (See Graph #11 for detailed comparison of sales by container size and category.)

2021 Fluid Milk Products in Half-Gallon Containers
All Federal Milk Marketing Orders, All Categories

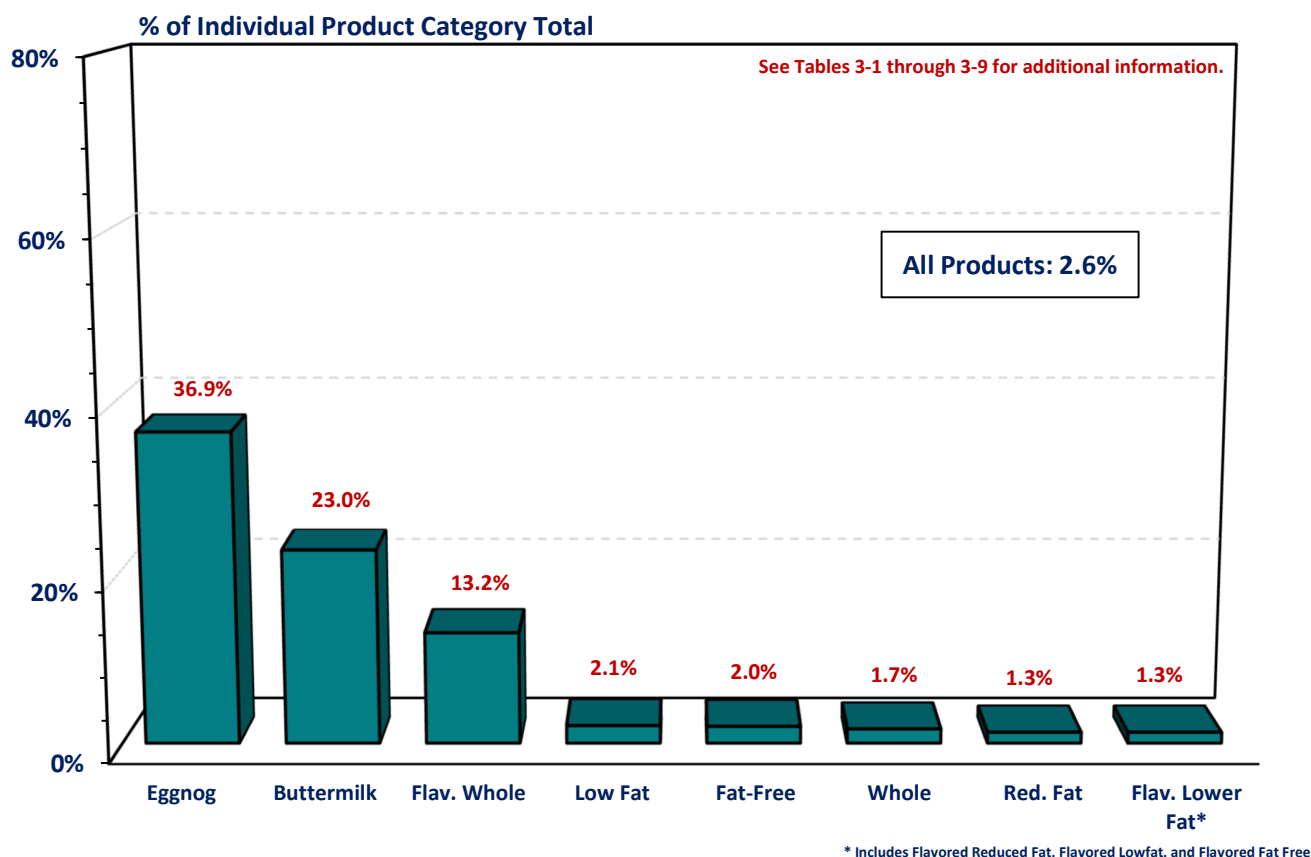


Graph 14: 2021 Fluid Milk Products Sold in Half-Gallon Containers, All Categories

- Half-gallon containers accounted for 20.8% of the volume of all milk sold by FMMO handlers during November 2021, an increase of approximately 1.3 percentage points from the previous survey. Prior to November 2019, this proportion had been quite stable at around 18% since 1995. (However, half-gallon containers were the most popular type for organic and second most popular size ESL sales, accounting for 71.9% and 32.2%, respectively, for these categories – see Graph #11.)
- Half-gallons were the prevalent container size for buttermilk, eggnog, and flavored whole milk, accounting for 63.1%, 53.2%, and 40.1%, respectively, of the volume sold for each of these products during November 2021.
- Half-gallons were the second most popular size container for fat free (24.7%), whole (20.3%), and reduced fat (20.3%), and the third most popular for, low fat (18.1%).
- Half-gallons were the prevalent container size for many organic products: fat free (80.1%), flavored whole milk (77.1%), whole (71.6%), low fat (70.3%), and reduced fat (65.8%). For ESL products, half-gallons were the most popular container size for reduced fat, low fat, and buttermilk.

2021 Fluid Milk Products Sold in Quart Containers

All Federal Milk Marketing Orders, All Categories

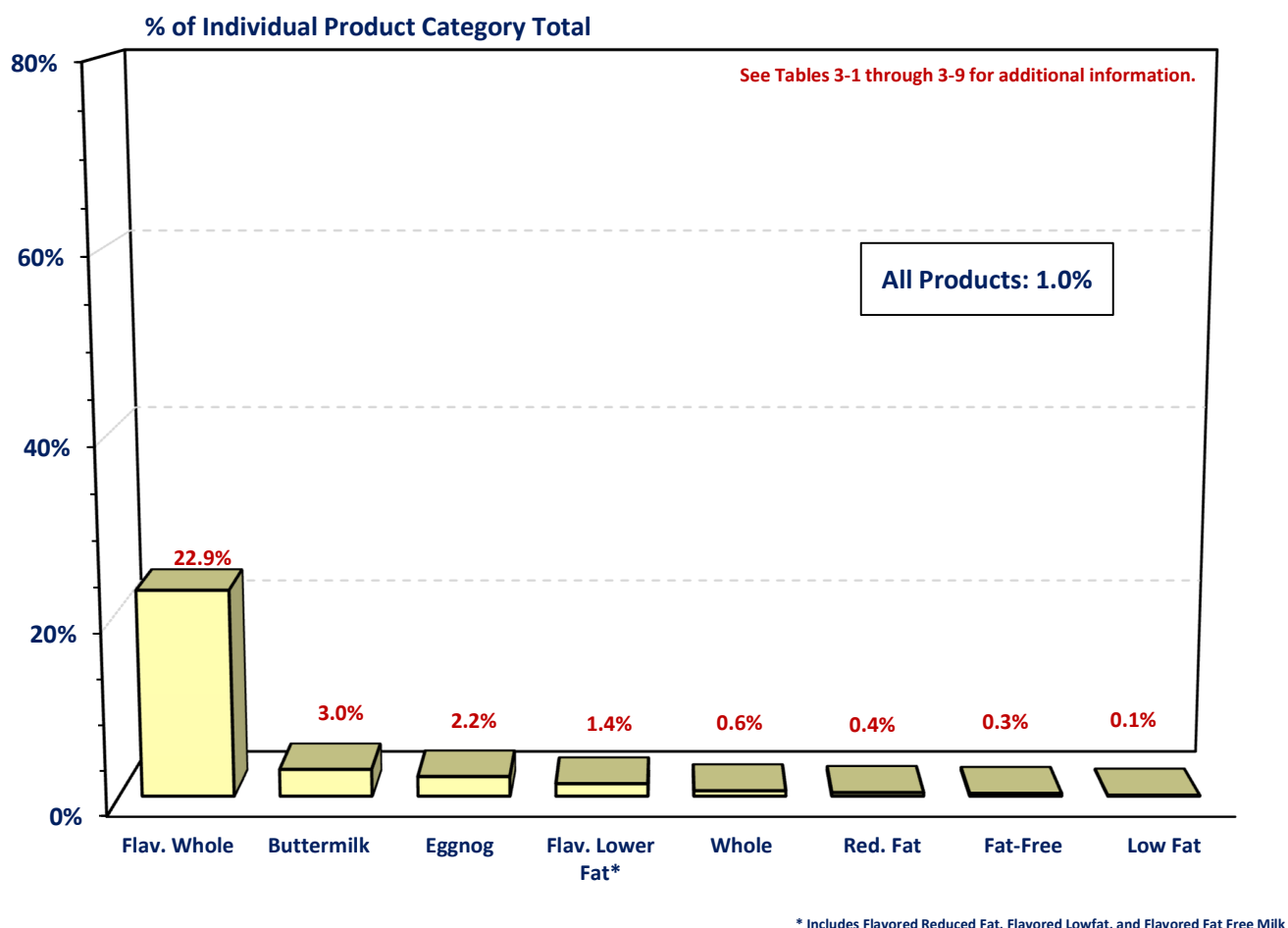


Graph 15: 2021 Fluid Milk Products Sold in Quart Containers, All Categories

- The proportion of all FMMO milk sold in quart containers during November 2021 was quite small, accounting for just 2.6% of the total. (The proportion of sales accounted for by quart containers for ESL products was 9.9%, while it was only 2.1% for conventional products and 1.2% for organic milk sales – see Graph #11.)
- According to the biennial surveys, quarts have accounted for 10% or less of the total volume of milk sold since 1971.
- A little over one-third (36.9%) of eggnog sales during November 2019 were in quart containers, which was the largest proportion of any fluid milk category.
- Quart containers accounted for 23.0% of all buttermilk sales, while they made up 13.2% of flavored whole milk sales during November 2021. For all other categories, quarts comprised 2.1% or less of total sales.

2021 Fluid Milk Products Sold in Pint Containers

All Federal Milk Marketing Orders, All Categories

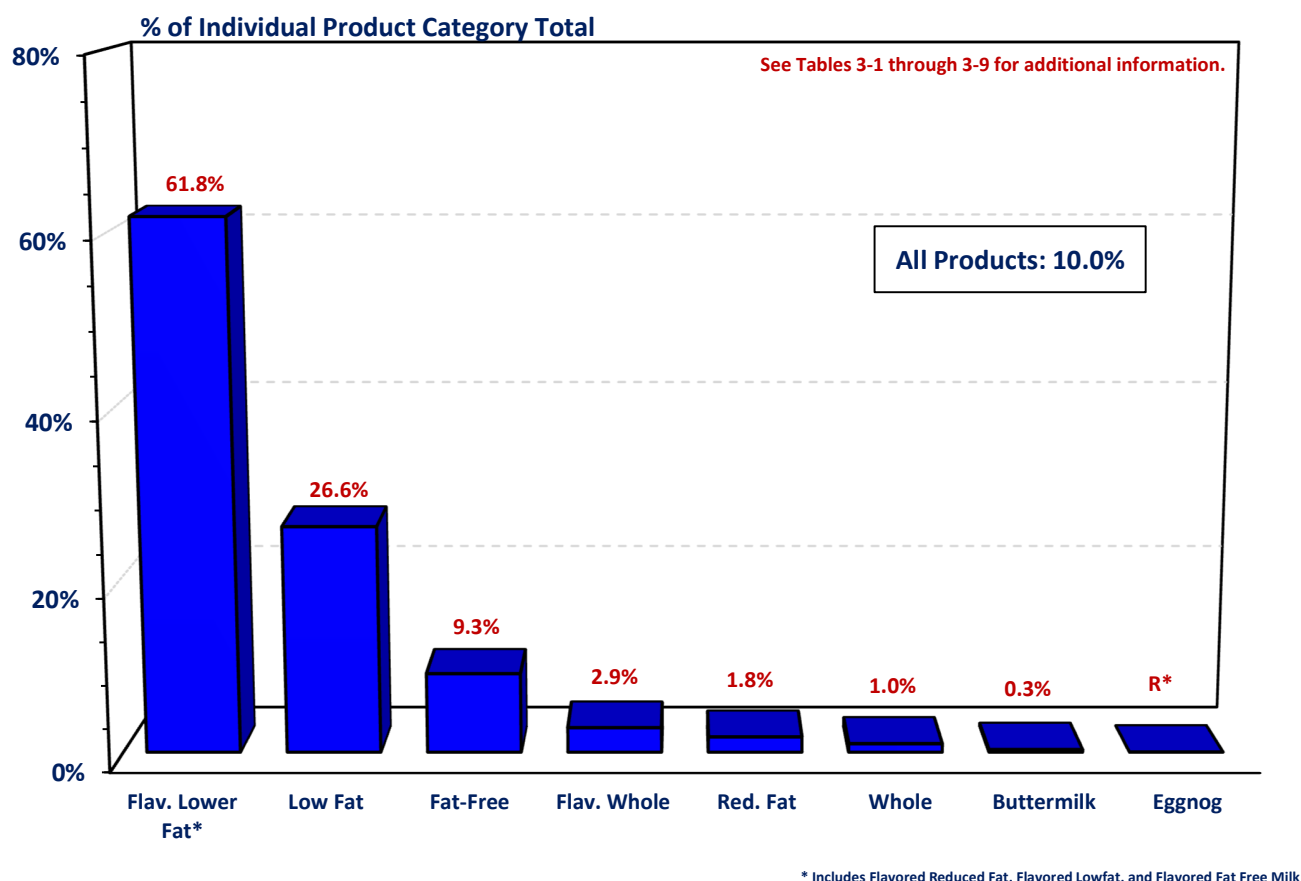


Graph 16: 2021 Fluid Milk Products Sold in Pint Containers, All Categories

- Pint containers comprise a very small proportion of all FMMO fluid milk sales. During November 2021 they made up 1.0% of the total, which was the smallest proportion of any container size. This proportion was down from 2.0% recorded for November 2019. (Pints accounted for 1.1% of conventional milk sales, but only 0.3% of ESL sales, and just 0.1% of organic milk sales during November 2021 – see Graph #11.)
- Flavored whole milk was the only product with substantial sales in pint containers during November 2021, with pints accounting for 22.9% of the total. Pints accounted for 3% or less of sales in all other categories.

2021 Fluid Milk Products Sold in Half-Pint Containers

All Federal Milk Marketing Orders, All Categories

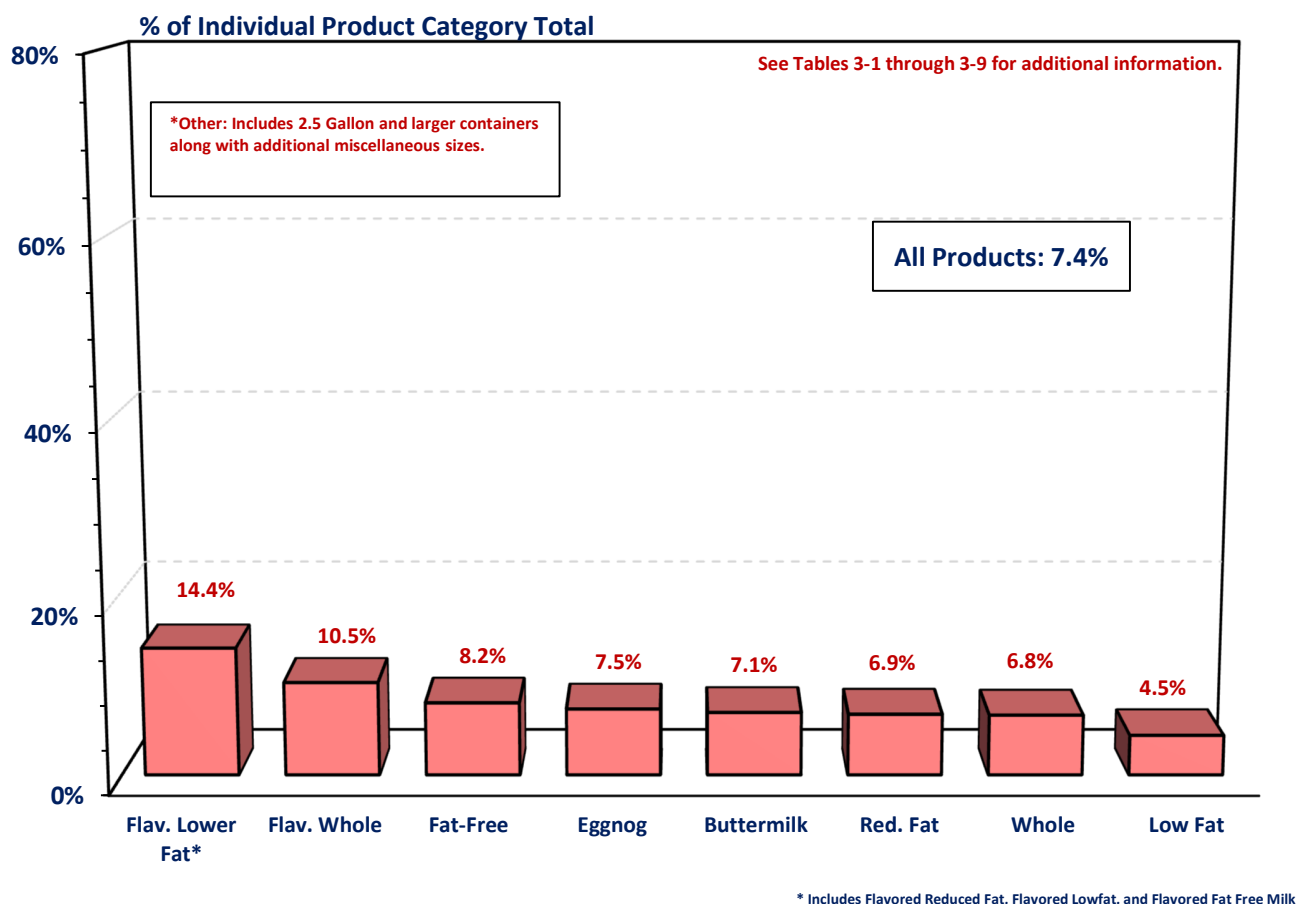


Graph 17: 2021 Fluid Milk Products Sold in Half-Pint Containers, All Categories

- Half-pint containers accounted for 10.0% of all FMMO milk sales during November 2021. Overall, this proportion has remained remarkably stable, with the proportion falling between 9 and 11% during each survey prior to November 2015.
- Over 60% of all flavored lower fat sales were in half-pint containers, while half-pints accounted for a little over one-fourth of low fat milk sales.
- The only other product with half-pint sales accounting for more than 3% of total volume was fat-free milk (9.3%). Sales in half-pint containers made up 3% or less of total sales for all other products.
- Half-pints accounted for 10.9% of all conventional milk sales, 3.8% of organic milk sales, and 3.9% of ESL milk sales - see Graph #11.

2021 Fluid Milk Products Sold in Other Containers

All Federal Milk Marketing Orders, All Categories



Graph 18: 2021 Fluid Milk Products Sold in Other Containers, All Categories

- Other container sizes comprised approximately 7.4% of all November 2021 fluid milk sales. The other sizes category is made up of a wide variety of container sizes, including multi-gallon containers along with various additional sizes, most of them smaller than a pint.
- Flavored lower fat, flavored whole and fat free milk had the largest proportions of sales in the other size category with 14.4%, 10.5%, and 8.2%, respectively. The only product with less than 5% of total sales in other size containers was low fat at 4.5%.
- Other container sizes accounted for more than 5% of November 2021 sales for all of the following products: eggnog (7.5%), buttermilk (7.1%), reduced fat (6.9%), and whole (6.8%).
- Other container sizes accounted for 47.1% of sales for the ESL milk category, which was substantially different compared with the conventional milk category (4.4%) and the organic milk category (3.0%) – see Graph #11.

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Table 4-1
Total Fluid Milk Products Sold by Handlers Regulated Under the Northeast Order (001)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of Individual Order Total* -----</i>			
Gallon	--	--	47.5	47.5
Half-gallon	0.2	14.3	15.6	30.2
Quart	LT	1.9	3.0	4.9
Pint	--	LT	0.7	0.7
Half-pint	--	8.4	1.0	9.4
Other**	LT	0.9	6.4	7.3
All sizes	0.2	25.6	74.2	100.0

Table 4-2
Total Fluid Milk Products Sold by Handlers Regulated Under the Appalachian Order (005)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>----- Percent of Individual Order Total* -----</i>			
Gallon	--	--	64.4	64.4
Half-gallon	CR-1	CR-1	17.1	17.1
Quart	CR-1	CR-1	1.4	1.4
Pint	--	--	1.2	1.2
Half-pint	--	13.0	1.4	14.4
Other**	CR-1	--	1.5	1.5
All sizes	CR-1	13.0	87.0	100.0

Table 4-3
Total Fluid Milk Products Sold by Handlers Regulated Under the Florida Order (006)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total* -----</i>			
Gallon	--	CR-1	67.6	67.6
Half-gallon	--	CR-1	17.9	17.9
Quart	--	--	1.1	1.1
Pint	--	--	1.2	1.2
Half-pint	--	11.7	--	11.7
Other**	--	--	0.5	0.5
All sizes	--	11.7	88.3	100.0

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Table 4-4
Total Fluid Milk Products Sold by Handlers Regulated Under the Southeast Order (007)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total*-----</i>			
Gallon	--	--	64.5	64.5
Half-gallon	--	1.7	17.2	18.9
Quart	--	0.1	2.5	2.6
Pint	--	--	2.0	2.0
Half-pint	--	8.3	2.7	11.0
Other**	--	0.6	0.3	0.9
All sizes	--	10.8	89.2	100.0

Table 4-5
Total Fluid Milk Products Sold by Handlers Regulated Under the Upper Midwest Order (030)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total*-----</i>			
Gallon	--	--	63.7	63.7
Half-gallon	CR-1	4.8	15.4	20.2
Quart	--	0.6	1.8	2.4
Pint	--	CR-1	1.0	1.0
Half-pint	--	10.3	0.6	10.9
Other**	CR-1	0.9	0.9	1.8
All sizes	CR-1	16.6	83.4	100.0

Table 4-6
Total Fluid Milk Products Sold by Handlers Regulated Under the Central Order (032)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total*-----</i>			
Gallon	--	--	59.8	59.8
Half-gallon	--	10.7	13.6	24.3
Quart	--	0.5	2.0	2.5
Pint	--	0.1	1.3	1.4
Half-pint	--	10.3	CR	10.3
Other**	--	LT	1.7	1.7
All sizes	--	21.6	78.4	100.0

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Table 4-7
Total Fluid Milk Products Sold by Handlers Regulated Under the Mideast Order (033)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total* -----</i>			
Gallon	--	--	65.1	65.1
Half-gallon	CR-1	1.6	12.7	14.3
Quart	CR-1	0.8	1.4	2.2
Pint	--	LT	0.8	0.8
Half-pint	--	6.7	1.1	7.8
Other**	--	0.1	9.7	9.8
All sizes	CR-1	9.2	90.8	100.0

Table 4-8
Total Fluid Milk Products Sold by Handlers Regulated Under the California Order (051)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total* -----</i>			
Gallon	--	--	43.3	43.3
Half-gallon	CR-1	12.0	7.5	19.5
Quart	CR-1	1.8	0.4	2.2
Pint	--	0.1	0.1	0.2
Half-pint	--	7.3	0.8	8.1
Other**	CR-1	1.5	25.2	26.7
All sizes	CR-1	22.7	77.3	100.0

Table 4-9
Total Fluid Milk Products Sold by Handlers Regulated Under the Pacific Northwest Order (124)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total* -----</i>			
Gallon	--	--	66.7	66.7
Half-gallon	--	11.1	8.4	19.5
Quart	--	1.7	0.9	2.6
Pint	--	0.2	CR	0.2
Half-pint	--	7.3	0.2	7.5
Other**	--	2.5	1.0	3.5
All sizes	--	22.8	77.2	100.0

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Table 4-10
Total Fluid Milk Products Sold by Handlers Regulated Under the Southwest Order (126)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total*-----</i>			
Gallon	--	--	61.2	61.2
Half-gallon	0.1	3.8	16.2	20.1
Quart	0.1	0.3	1.5	1.9
Pint	LT	0.1	1.7	1.8
Half-pint	--	11.6	0.8	12.4
Other**	--	2.1	0.5	2.6
All sizes	0.2	17.9	81.9	100.0

Table 4-11
Total Fluid Milk Products Sold by Handlers Regulated Under the Arizona Order (131)
Percentage by Size and Type of Container for November 2021

Size of Container	Type of Container:			
	Glass	Paper	Plastic	All Types
	<i>-----Percent of Individual Order Total*-----</i>			
Gallon	--	--	64.8	64.8
Half-gallon	CR-1	CR-1	10.5	10.5
Quart	CR-1	CR-1	1.5	1.5
Pint	CR-2	--	--	CR
Half-pint	--	CR-2	CR	CR
Other**	--	--	23.2	23.2
All sizes	CR-1	CR-1	100.0	100.0

NOTES for Table 4-1 to 4-11:

LT : Less than 0.05 percent.

CR : Restricted due confidentiality. Included in "Other".

CR-1 : Restricted due confidentiality. Included in "Plastic".

CR-2 : Restricted due confidentiality. Included in "Plastic Other".

* The figures in Tables 4-1 to 4-11 are based on the total sales volume for the respective milk order. See Table 10 for applicable sales volume. *Totals may not add due to rounding.*

** The "Other" category includes 2.5 gallon and larger containers, along with miscellaneous other sizes, in most cases smaller than a pint.

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Table 5-1
Gallon Containers Sold By Handlers Regulated Under Federal Orders
Percentage by Product and Category – November 2021

Product Category	Category:			
	Conventional	ESL	Organic	All Types
	<i>----- Percent of Gallon Total* -----</i>			
Whole Milk	42.1	0.4	1.0	43.4
Reduced Fat (2%)	37.6	0.3	0.6	38.5
Low Fat (1%)	9.8	0.1	0.1	10.0
Fat-Free (skim)	5.7	0.1	0.1	5.9
Flavored Whole	0.3	--	--	0.3
Flavored Reduced Fat	1.8	LT	--	1.8
Eggnog	LT	--	--	LT
Buttermilk	0.1	--	--	0.1
All Products	97.4	0.8	1.8	100.0

Table 5-2
Half-Gallon Containers Sold By Handlers Regulated Under Federal Orders
Percentage by Product and Category – November 2021

Product Category	Category:			
	Conventional	ESL	Organic	All Types
	<i>----- Percent of Half-Gallon Total* -----</i>			
Whole Milk	24.0	3.5	8.1	35.6
Reduced Fat (2%)	21.2	3.9	6.5	31.6
Low Fat (1%)	6.9	1.3	2.2	10.4
Fat-Free (skim)	4.9	1.3	1.2	7.4
Flavored Whole	3.0	0.2	0.2	3.4
Flavored Reduced Fat	3.4	0.2	0.1	3.7
Eggnog	3.4	0.8	LT	4.2
Buttermilk	3.7	LT	--	3.7
All Products	70.5	11.2	18.3	100.0

Table 5-3
Quart Containers Sold By Handlers Regulated Under Federal Orders
Percentage by Product and Category – November 2021

Product Category	Category:			
	Conventional	ESL	Organic	All Types
	<i>----- Percent of Quart Total* -----</i>			
Whole Milk	18.8	3.8	0.7	23.3
Reduced Fat (2%)	11.1	4.0	0.5	15.6
Low Fat (1%)	4.4	5.0	0.2	9.6
Fat-Free (skim)	3.4	1.2	0.1	4.7
Flavored Whole	7.7	0.9	0.1	8.7
Flavored Reduced Fat	2.9	1.2	0.1	4.2
Eggnog	12.0	10.9	0.3	23.2
Buttermilk	10.3	--	0.4	10.7
All Products	70.6	27.0	2.4	100.0

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Table 5-4
Pint Containers Sold By Handlers Regulated Under Federal Orders
Percentage by Product and Category – November 2021

Product Category	Category:			
	Conventional	ESL	Organic	All Types
	<i>----- Percent of Pint Total* -----</i>			
Whole Milk	23.4	0.7	0.4	24.5
Reduced Fat (2%)	11.6	0.9	--	12.5
Low Fat (1%)	0.8	0.1	--	0.9
Fat-Free (skim)	1.7	0.2	0.1	2.0
Flavored Whole	40.6	0.3	LT	41.0
Flavored Reduced Fat	11.8	LT	--	11.8
Eggnog	3.6	--	--	3.6
Buttermilk	3.6	--	0.1	3.7
All Products	97.2	2.2	0.6	100.0

Table 5-5
10-14 oz Containers Sold By Handlers Regulated Under Federal Orders
Percentage by Product and Category – November 2021

Product Category	Category:			
	Conventional	ESL	Organic	All Types
	<i>----- Percent of 10-14 oz Total* -----</i>			
Whole Milk	3.5	4.6	CR-C	8.1
Reduced Fat (2%)	2.5	3.8	--	6.3
Low Fat (1%)	0.3	0.2	--	0.5
Fat-Free (skim)	0.1	0.2	--	0.3
Flavored Whole	3.4	6.2	CR-C	9.6
Flavored Reduced Fat	54.8	19.6	--	74.4
Eggnog	0.5	0.3	--	0.8
Buttermilk	LT	--	--	LT
All Products	65.1	34.9	CR-C	100.0

Table 5-6
Half-Pint Containers Sold By Handlers Regulated Under Federal Orders
Percentage by Product and Category – November 2021

Product Category	Category:			
	Conventional	ESL	Organic	All Types
	<i>----- Percent of Half-Pint Total* -----</i>			
Whole Milk	3.1	LT	0.5	3.6
Reduced Fat (2%)	5.9	LT	--	5.9
Low Fat (1%)	29.7	1.0	1.0	31.7
Fat-Free (skim)	5.7	0.1	LT	5.8
Flavored Whole	0.5	LT	LT	0.5
Flavored Reduced Fat	50.3	1.7	0.5	52.5
Eggnog	LT	--	--	LT
Buttermilk	LT	--	--	LT
All Products	95.2	2.8	2.0	100.0

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Table 5-7
All Other Container Sizes Sold By Handlers Regulated Under Federal Orders
Percentage by Product and Category – November 2021

Product Category	Category:			
	Conventional	ESL	Organic	All Types
	<i>----- Percent of All Other Container Sizes Total* -----</i>			
Whole Milk	20.8	14.2	0.6	35.6
Reduced Fat (2%)	14.1	18.1	0.2	32.4
Low Fat (1%)	5.3	2.6	0.1	8.0
Fat-Free (skim)	2.0	5.4	0.1	7.5
Flavored Whole	1.3	0.4	0.1	1.8
Flavored Reduced Fat	4.8	5.5	1.2	11.6
Eggnog	1.0	0.8	--	1.8
Buttermilk	1.3	--	--	1.3
All Products	50.6	47.0	2.4	100.0

NOTES for Table 5-1 to 5-7:

LT - Less than 0.05 percent.

CR-C - Restricted due to confidentiality. Included in "Conventional Category"

* *Totals may not add due to rounding*

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Table 6
Total Fluid Milk Products Sold By Handlers Regulated Under Federal Orders
Method of Distribution-All Orders Combined
November of Selected Years 1965-2021

Year	Method of Distribution:						
	Home Delivery	Food Chain*		Institutional		Other Wholesale	Total
		Super- markets	Dairy and Convenience	Military	Schools		
	<i>----- Percent of Federal Order Total** -----</i>						
1965	28.3	N/A	N/A	N/A	N/A	N/A	100.0
1975	6.9	N/A	N/A	N/A	N/A	N/A	100.0
1985	1.5	52.6	9.4	1.2	6.8	28.5	100.0
1995	0.7	56.5	10.2	1.0	6.5	25.1	100.0
2005	0.4	48.1	9.1	1.0	6.1	35.2	100.0
2007	0.3	47.0	8.5	1.0	6.9	36.2	100.0
2009	0.3	45.2	8.6	0.9	6.9	38.2	100.0
2011	0.3	42.6	7.6	0.8	8.0	40.6	100.0
2013	0.3	40.9	8.2	0.8	8.5	41.3	100.0
2015	0.4	40.4	6.3	NC	8.0	NC	100.0
2017	0.4	36.7	5.6	NC	8.9	NC	100.0
2019	0.4	35.2	5.0	NC	9.6	NC	100.0
2021	0.4	38.6	4.6	NC	7.4	NC	100.0

NOTES for Table 6:

N/A-This breakdown was not available prior to 1977.

NC – Comparable data is not available due to changes in the categories used in the 2015 through 2021 surveys.

* The definitions for these methods of distribution were changed somewhat in the 2015 through 2021 surveys; consequently, 2015 through 2021 data may not be completely comparable to prior years.

** The figures in Table 6 are based on the aggregate sales volume (all products and all orders combined, excluding Arizona due to data confidentiality). See Table 10 for applicable sales volume. ***Totals may not add due to rounding.***

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Table 7
Total Fluid Milk Products Sold By Handlers Regulated Under Federal Orders
Method of Distribution – Individual Orders
November 2021

November 2021

Marketing Area	Order	Method of Distribution:							
		Home Delivery	Food Stores		School, Institutional, and Other			Other Wholesale *	Total
			Super-market Chains	Convenience Stores	Schools	Institutional	Other		
		----- Percent of Individual Order Total** -----							
Northeast	001	0.2	38.3	5.8	3.5	2.5	7.1	42.6	100.0
Appalachian	005	CR	40.3	3.0	14.7	3.4	3.8	34.8	100.0
Florida	006	---	52.2	4.1	7.5	7.2	5.0	24.0	100.0
Southeast	007	---	34.3	2.7	9.0	2.4	5.5	46.1	100.0
Upper MW	030	3.0	35.6	12.1	4.7	3.6	4.6	36.4	100.0
Central	032	CR	36.2	3.7	12.0	2.2	9.2	36.7	100.0
Mideast	033	0.1	38.8	3.5	5.2	2.2	4.5	45.8	100.0
California	051	0.1	32.1	6.1	6.5	1.5	10.2	43.5	100.0
Pacific NW	124	CR	49.4	2.6	0.9	0.5	5.4	41.2	100.0
Southwest	126	LT	41.3	2.5	11.4	2.7	6.2	35.9	100.0
Arizona	131	CR-X	CR-X	CR-X	CR-X	CR-X	CR-X	CR-X	CR-X
All Orders	---	0.4	38.6	4.6	7.4	2.6	6.3	40.1	100.0

NOTES for Tables 7:

LT - Less than 0.05 percent.

CR- Restricted due to confidentiality. Included in applicable "Other" category.

CR-X -Arizona restricted due to confidentiality. Not included in "All Orders" percentages.

* The Other Wholesale category includes Mass Merchandisers (such as Walmart, Target. etc.), Drug Stores (such as CVS, Rite Aid, Walgreens, etc.), Club Stores (such as Costco, Sam's, BJ's Wholesale, etc.), and Wholesale Distributors. See Table 8 for additional information for this category.

** The data in Table 7 for the individual orders are based on the total sales volume for the respective milk order. See Table 10 for applicable sales volume. ***Totals may not add due to rounding.***

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Table 8
Total Fluid Milk Products Sold By Handlers Regulated Under Federal Orders
Type of Other Wholesale Outlet* – Individual Orders
November 2021

Marketing Area	Order Number	Type of Other Wholesale Outlet:*			
		Mass Merchandisers	Wholesale Distributors	Club Stores	Total
		----- <i>Percent of Individual Order Total**</i> -----			
Northeast	001	12.9	23.6	6.1	42.6
Appalachian	005	20.6	14.0	0.2	34.8
Florida	006	11.0	11.7	1.3	24.0
Southeast	007	27.2	18.1	0.8	46.1
Upper Midwest	030	16.6	18.1	1.7	36.4
Central	032	22.9	8.9	4.9	36.7
Mideast	033	21.4	16.1	8.2	45.8
California	051	10.7	18.0	14.9	43.5
Pacific NW	124	12.1	20.0	9.1	41.2
Southwest	126	19.8	12.4	3.7	35.9
Arizona	131	CR-X	CR-X	CR-X	CR-X
All Orders	---	17.6	16.8	5.8	40.1

NOTES for Tables 8:

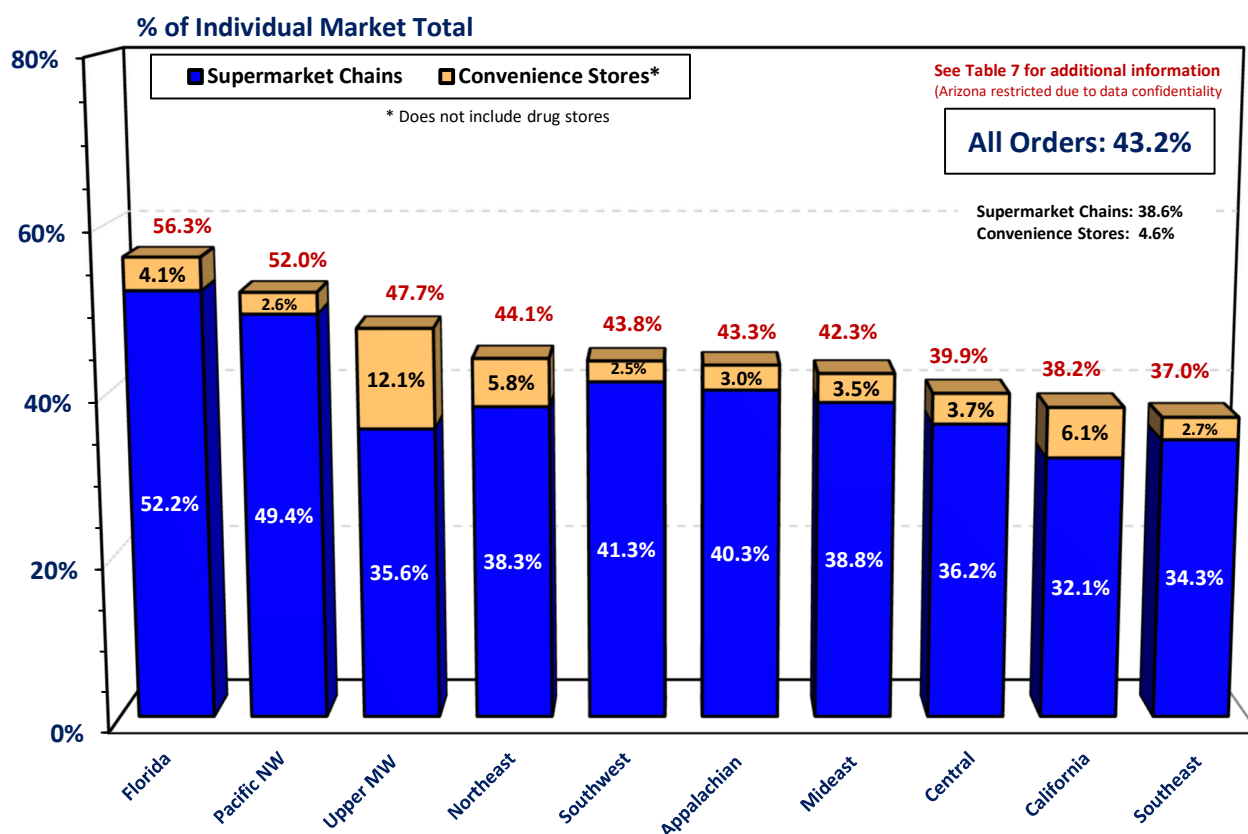
CR-X -Arizona restricted due to confidentiality. Not included in “All Orders” percentages.

* Mass merchandisers include outlets such as Walmart, Target, etc., as well as drug stores such as CVS, Rite Aid, Walgreens, etc. Club stores include outlets like Costco, Sam’s, BJ’s Wholesale, etc.

** The data in Table 8 for individual orders are based on the total sales volume for the respective milk order. See Table 10 for applicable sales volume. ***Totals may not add due to rounding.***

2021 Fluid Milk Products Sold by Method of Distribution

Food Stores

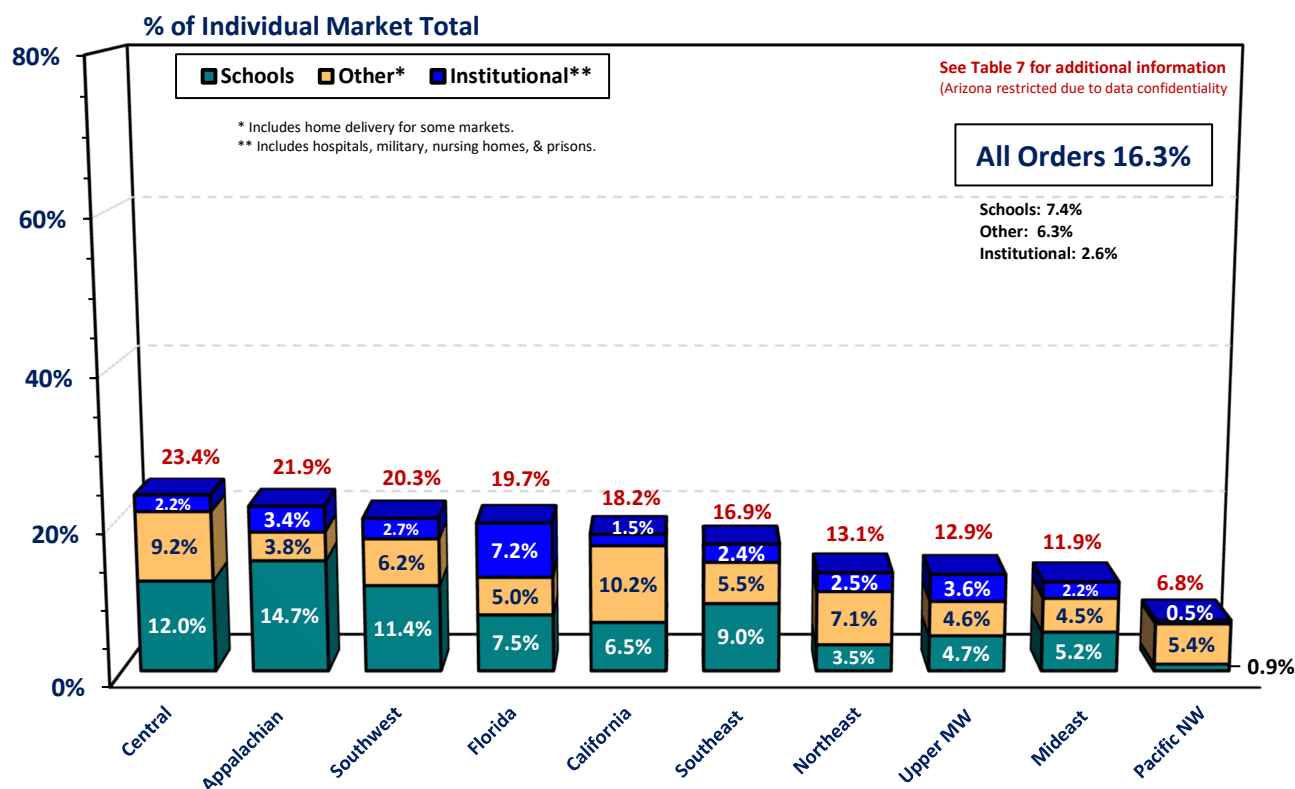


Graph 19: 2021 Fluid Milk Products Sold by Method of Distribution: Food Stores

- During November 2021, 43.2% of all FMMO fluid milk sales were sold through food stores, up from 40.2% in November 2019 and 42.3% in November 2017. This proportion varied significantly among FMMO's, ranging from a low of 37.0% of total sales in the Southeast Order to a high of 56.3% in the Florida Order. The food store category includes supermarket chains and convenience stores but does not include drug stores.
- Supermarket chains comprised 38.6% of fluid milk sales during November 2021, while convenience stores accounted for 4.6% of the FMMO total. Supermarket chain sales accounted for more than one-third of the total for all orders except California, while they accounted for approximately half the sales in Florida and the Pacific NW.
- The proportion of sales attributable to supermarket chains ranged from a low of 32.1% for the California Order to a high of 52.2% for the Florida Order.
- The Upper Midwest and California Orders reported the largest proportion of sales by convenience stores with 12.1% and 6.1%, respectively, of each order's total milk sales.

2021 Fluid Milk Products Sold by Method of Distribution

Schools, Institutional, and Other

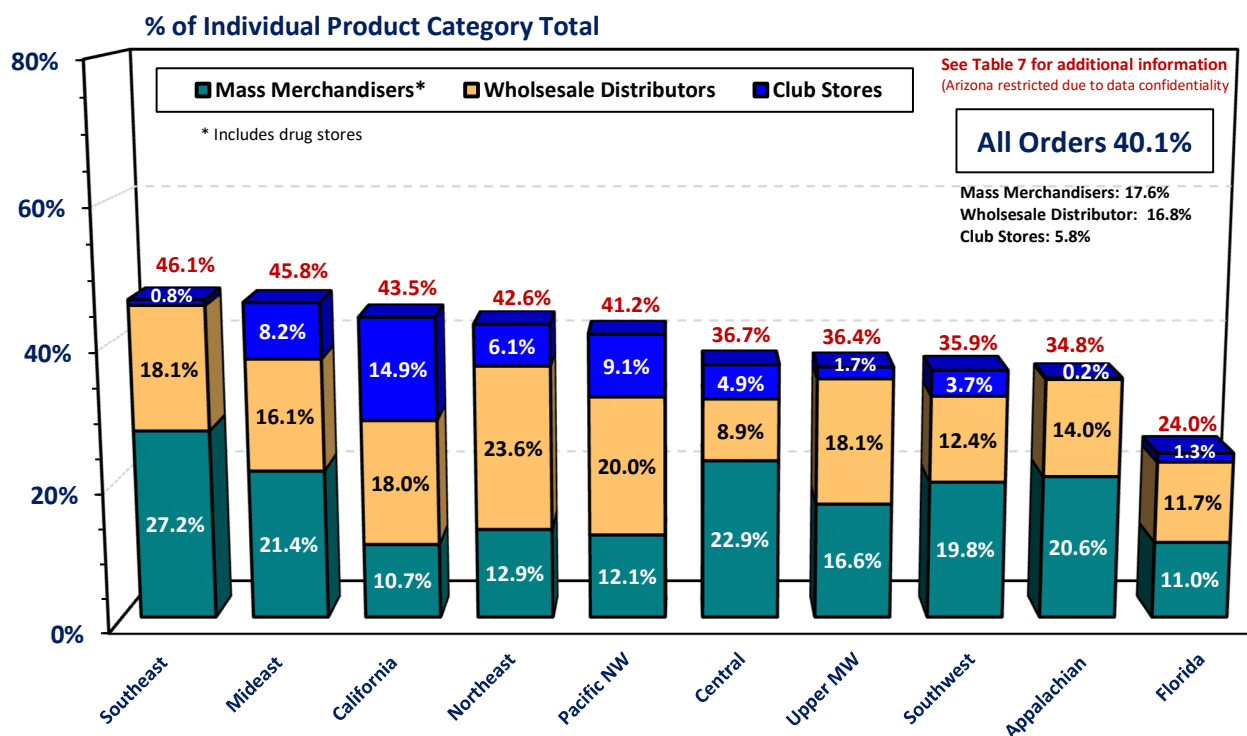


Graph 20: **2021 Fluid Milk Products Sold by Method of Distribution: Schools, Institutional and Other**

- Schools, institutional and other sales outlets accounted for 16.3% of all FMMO fluid milk sales during November 2021, down from 18.5% in November 2021 and 18.2% in November 2017. The Central Order reported the largest proportion with 23.4% of sales in this category, while the Pacific Northwest Order reported the lowest at 6.8%.
- Sales to institutional outlets ranged from a low of 0.5% of the market total for the Pacific Northwest Order to a high of 7.2% for the Florida Order during November 2021. The institutional category includes hospital, military, nursing home, and prison milk sales.
- School sales ranged from a low of 0.9% of the market total for the Pacific Northwest Order to a high of 14.7% for the Appalachian Order. The Central (12.0%) and Southwest (11.4%) were the only other markets to report school milk sales over 10% during November 2021.
- Sales in the other category ranged from a low of 3.8% of the total for the Appalachian Order to a high of 10.2% for the California Order. This category includes sales to outlets not otherwise defined in the survey questionnaire, as well as home delivery milk sales for some markets.

2021 Fluid Milk Products Sold by Method of Distribution

Mass Merchandisers, Wholesale Distributors, & Club Stores



Graph 21: 2021 Fluid Milk Products Sold by Method of Distribution : Mass Merchandisers, Wholesale Distributors, and Club Stores

- The mass merchandisers, wholesale distributors, and club stores category accounted for 40.1% of total FMMO fluid milk sales during November 2021, down from 41.0% in November 2019 yet up from 39.1% in November 2017. Mass merchandisers include retailers such as Walmart, Target, etc., while the club store category includes outlets like Costco, Sam's Club, BJ's Wholesale, etc. Drug stores, such as CVS, Rite Aid, Walgreens, etc., are included in the mass merchandisers category.
- Milk sales in this combined category ranged from a low of 24.0% of the total for the Florida Order, to a high of 46.1% for the Southeast Order.
- Mass merchandiser milk sales ranged from a low of 10.7% of the total for the California Order, to a high of 27.2% for the Southeast Order.
- Milk sales by wholesale distributors was quite variable, with a range of 8.9% of the total for the Central Order to a high of 23.6% for the Northeast Order during November 2021.
- Club stores accounted for the smallest proportion of sales with 5.8% of the FMMO total, compared with 16.8% for wholesale distributors and 17.6% for mass merchandisers. Club store sales ranged from a low of 0.2% of the total for the Appalachian Order to a high of 14.9% for the California Order.

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Table 9
Total Fluid Milk Products Sold By Handlers Regulated Under Federal Orders
November of Selected Years 1965-2021

Year	Sales:	Category:		
		Conventional	ESL	Organic
	<i>Million Pounds</i>	<i>----- Percent OF FMO Total -----</i>		
1965	2,242	100.0	N/A	N/A
1975	3,290	100.0	N/A	N/A
1985	3,625	100.0	N/A	N/A
1995	3,762	100.0	N/A	N/A
2005	3,761	100.0	N/A	N/A
2007	3,873	100.0	N/A	N/A
2009	3,774	97.9	N/A	2.1
2011	3,794	96.9	N/A	3.1
2013	3,701	96.3	N/A	3.7
2015	3,481	92.0	3.7	4.3
2017	3,498	90.9	4.3	4.8
2019	3,551	90.5	4.6	4.9
2021	3,586	87.5	7.2	5.3

NOTES for Table 9: N/A - Organic milk was included with Conventional prior to 2009; ESL was included with Conventional prior to 2015.

Table 10
Total Fluid Milk Products Sold By Handlers Regulated Under Federal Orders
By Product and By Marketing Area
November 2021

Product	Sales:	Marketing Area	Order #	Sales:
	<i>Million Pounds*</i>			<i>Million Pounds**</i>
Whole Milk	1,304	Northeast	001	711
Flavored Whole	63	Appalachian	005	330
Reduced Fat (2%)	1,160	Florida	006	173
Low Fat (1%)	428	Southeast	007	263
Fat-Free (skim)	223	Upper MW	030	216
Flavored Reduced Fat	306	Central	032	355
Eggnog	59	Mideast	033	542
Buttermilk	44	California	051	408
All Orders	3,586	Pacific NW	124	136
Conventional	3,138	Southwest	126	337
ESL	258	Arizona	131	115
Organic	190	All Orders	---	3,586

NOTES for Table 10:

* Total sales for all orders combined. Sales based on survey results. *Totals may not add due to rounding.*

** Sales of total fluid milk products by handlers regulated under the order; the outlet to which the milk product is delivered may not be located in the marketing area of the order. *Totals may not add due to rounding.*

Appendix 1

Definitions and Factors for Converting Container Units to Sales Volume

Definitions:

Fluid Milk Product (FMP): Products included in the survey are limited to those that have been defined as Class I Fluid Milk Products in FMMO's. *Note: The one exception would be eggnog testing more than 9% butterfat. They are not considered a Class I FMP under FMMO's but are included in the survey with Class I Eggnogs.*

Type of Container: Containers are categorized by glass, paper, and plastic. Containers larger than one gallon shown in the glass category are metal cans. The paper category includes wax-coated and plastic-coated containers, and foil-lined ultra-high temperature (UHT) containers. Plastic includes rigid blow mold or thermoformed containers, single-serve round (milk bottle shaped) containers, plastic-lined boxes (polyethylene bag in corrugated paper box or in rigid plastic case), and plastic bags sold separately. Containers larger than one gallon in the plastic category, for the most part, are bag-in-box containers.

Product Category: Products included in this survey have been grouped into one of three categories: conventional, extended shelf life, and organic. Conventional products are non-organic fluid milk products that have been processed using traditional pasteurization and bottling methods. These products have a "standard" shelf life historically associated with fluid milk products. Extended shelf life (ESL) products are those that have been processed in a manner that allows for a longer shelf life compared with conventional products. Typically, this involves some form of ultra-pasteurization combined with specialized packaging that provides the product with a longer shelf life. Organic products are those made with milk from certified organic dairy herds. These products can be bottled using either traditional or ultra-pasteurization methods. (Thus, an ultra-pasteurized product from organic milk would be classified under the organic category even though it would also have an extended shelf life.)

Size of Container: Container sizes surveyed are: gallon, half-gallon, quart, pint, half-pint, 14 ounce, 12 ounce, 10 ounce, and other. Containers banded together, or containers put into larger bags, sacs, etc., are reported separately. Examples: half-gallon twin packs are reported as two half-gallons; four 1-quart bags in a larger bag are reported as four-quart units, not as a gallon; six-packs of half-pints are reported as six half-pints, etc. *Note: The unit to pound conversion factors for the various sizes and types of Fluid Milk Products included in this survey are shown in Appendix 1).*

Method of Distribution: Sales are divided into home-delivery and wholesale. Home-delivery includes quantities delivered to homes or sold to others for delivery to homes. Wholesale includes quantities distributed through all other methods. Wholesale is broken down into food stores; school, institutional, and other outlets; and all other wholesale.

Food stores are further broken down into supermarket chains and convenience stores. Schools include all public schools (elementary and high school), colleges, and universities. Institutional outlets include hospitals, military, nursing homes, and prisons. The Other category includes outlets not specified under any of the other specified categories. Other Wholesale is broken down into mass merchandisers, wholesale distributors, and club stores. Mass Merchandisers include retailers such as Walmart, Target, etc., as well as drug stores such as CVS, Rite Aid, Walgreens, etc. Club Stores include outlets such as Costco, Sam's Club, BJ's Wholesale, etc. Wholesale Distributors are those entities that purchase fluid milk products from processing plants for distribution to other outlets.

Restricted Information: Items that have been foot-noted with a "CR" are confidentiality restricted. These figures can't be published as they represent the activity of fewer than three handlers.

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Appendix 1
Factors for Converting Container Units to Sales Volume – Pounds per Unit

Size of Container	Product Type:							
	Whole Milk	Flavored Whole Milk	Eggnog	Reduced Fat Milk (2%)	Low Fat Milk (1%)	Fat Free Milk (Skim)	Flavored Fat Reduced Milk	Buttermilk
	<i>pounds per unit</i>							
Gallon	8.600	8.000	9.000	8.620	8.620	8.630	8.000	8.620
Half-gallon	4.300	4.000	4.500	4.310	4.310	4.310	4.000	4.310
Quart	2.150	2.000	2.250	2.155	2.155	2.1575	2.000	2.155
6-Gallon	51.600	48.000	54.000	51.720	51.720	51.780	48.000	51.720
5-Gallon	43.000	40.000	45.000	43.100	43.100	43.150	40.000	43.100
Pint	1.075	1.0000	1.125	1.0775	1.0775	1.0788	1.0000	1.0775
Pint (Round)	1.075	1.0000	1.125	1.0775	1.0775	1.0788	1.0000	1.0775
Half-pint	.5375	.5000	.5625	.5388	.5388	.5394	.5000	.5388
Half-pint (Round)	.5375	.5000	.5625	.5388	.5388	.5394	.5000	.5388
Other (Round)	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
14 Ounce	.9406	.8750	.9844	.9428	.9428	.9439	.8750	.9428
13.5 Ounce	.9070	.8438	.9492	.9091	.9091	.9102	.8438	.9091
12 Ounce	.8063	.7500	.8438	.8081	.8081	.8091	.7500	.8081
10 Ounce	.6719	.6250	.7031	.6734	.6734	.6742	.6250	.6734
Other	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000

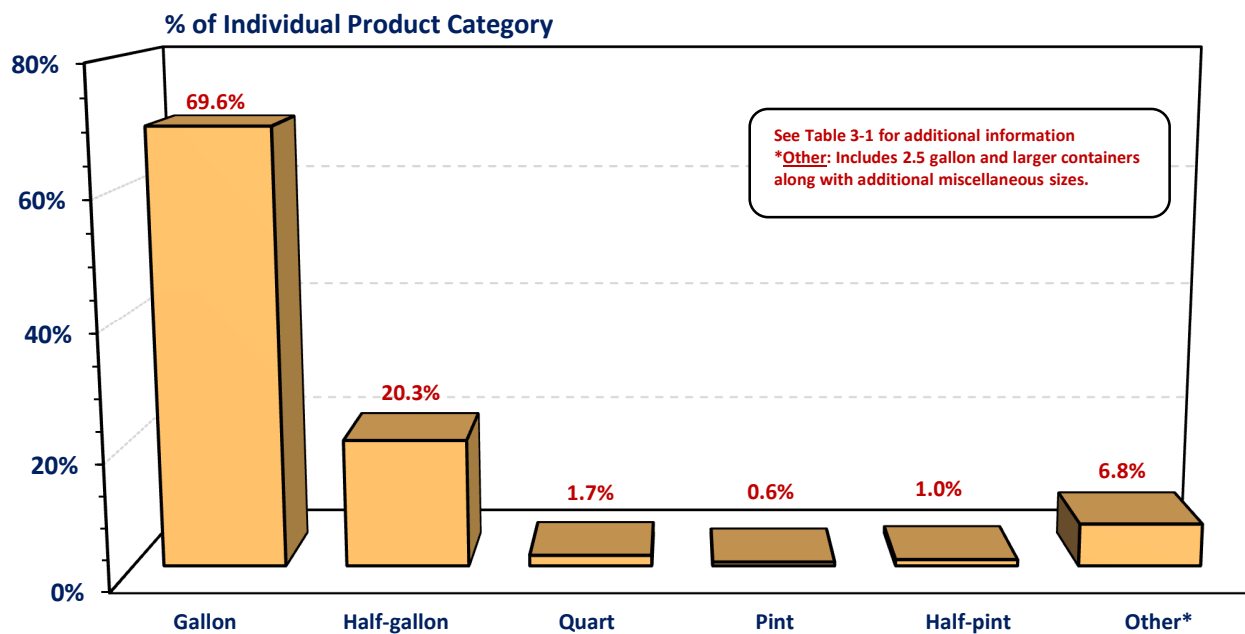
Appendix 2

Sales by Product and Container Size

**All Federal Milk Marketing Orders,
All Categories**

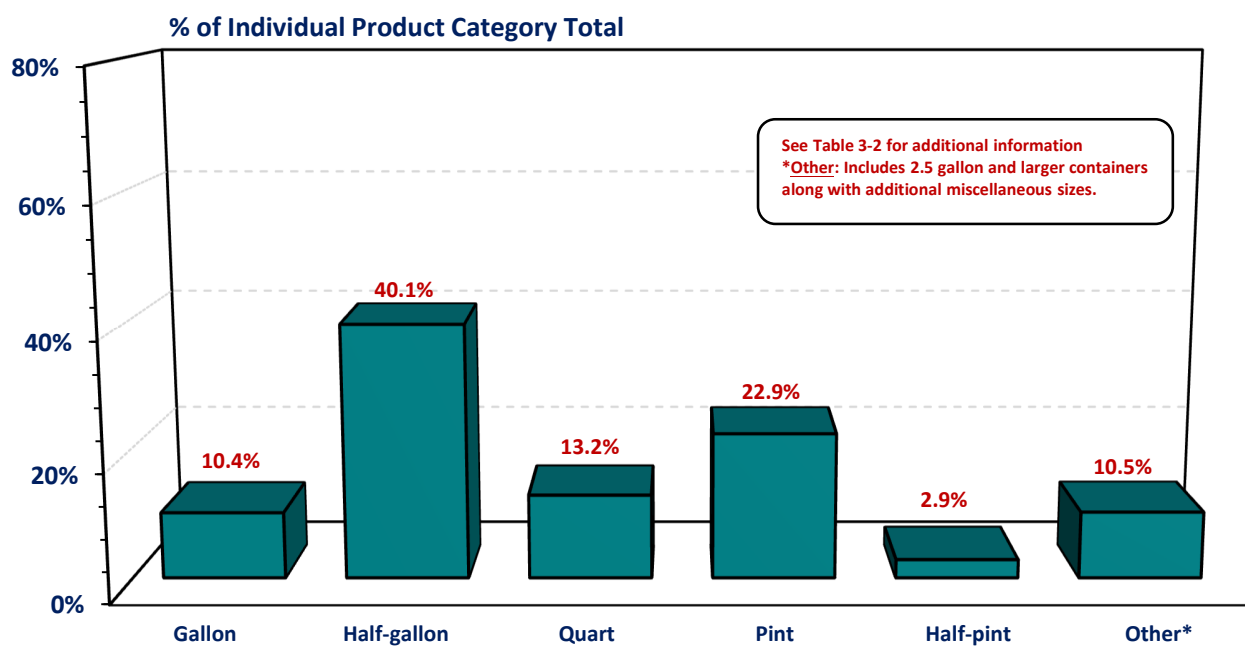
2021 Whole Milk Sales by Container Size

All Federal Milk Marketing Orders, All Categories



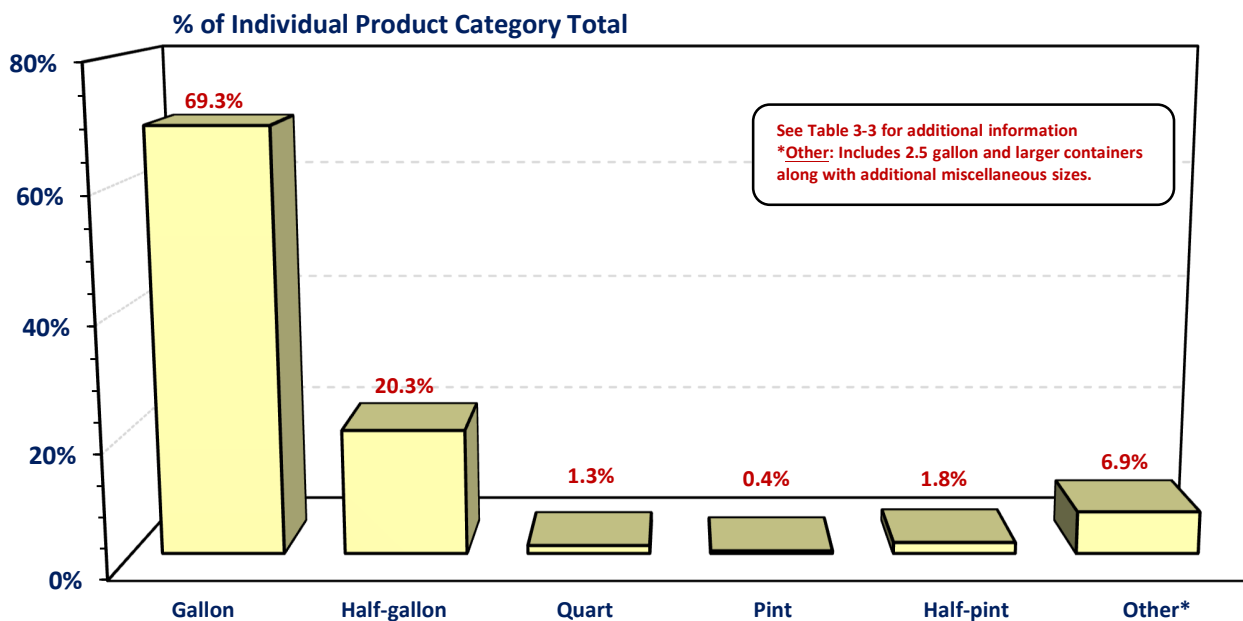
2021 Flavored Whole Milk Sales by Container Size

All Federal Milk Marketing Orders, All Categories



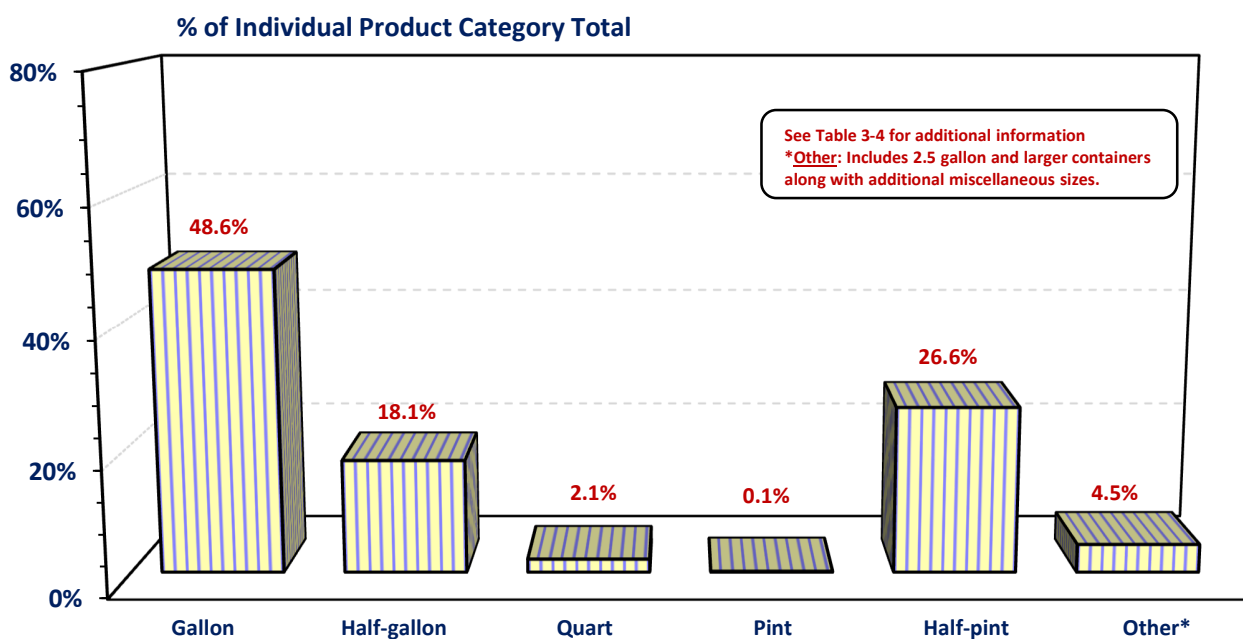
2021 Reduced Fat Milk Sales by Container Size

All Federal Milk Marketing Orders, All Orders



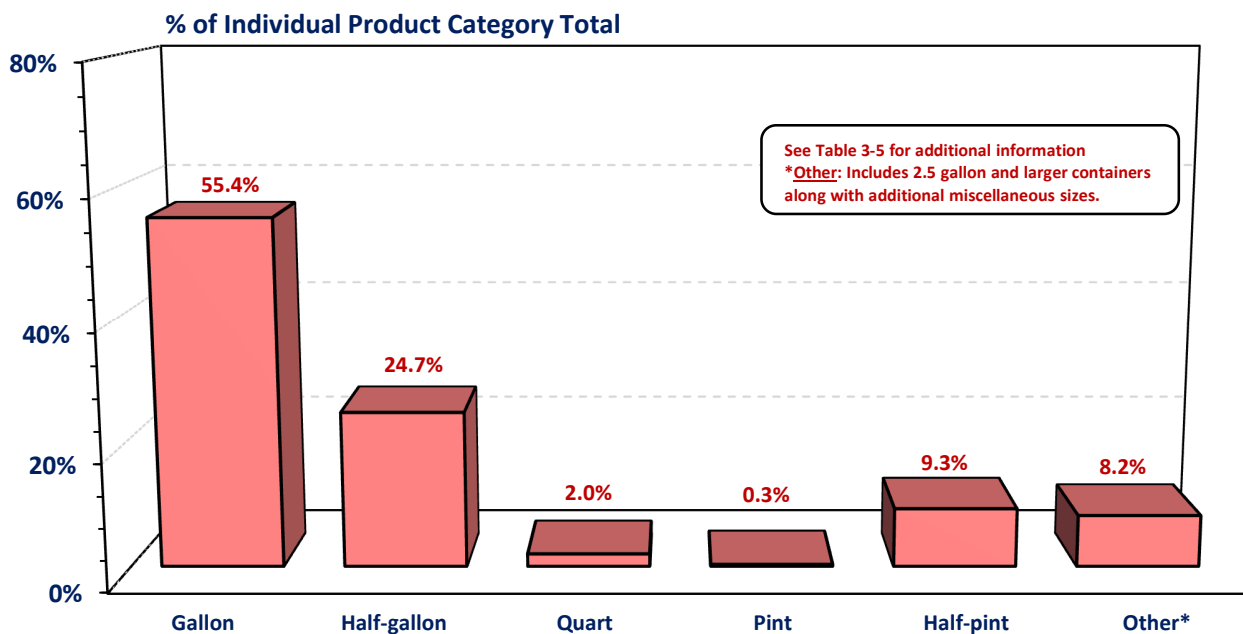
2021 Low Fat Milk Sales by Container Size

All Federal Milk Marketing Orders, All Categories



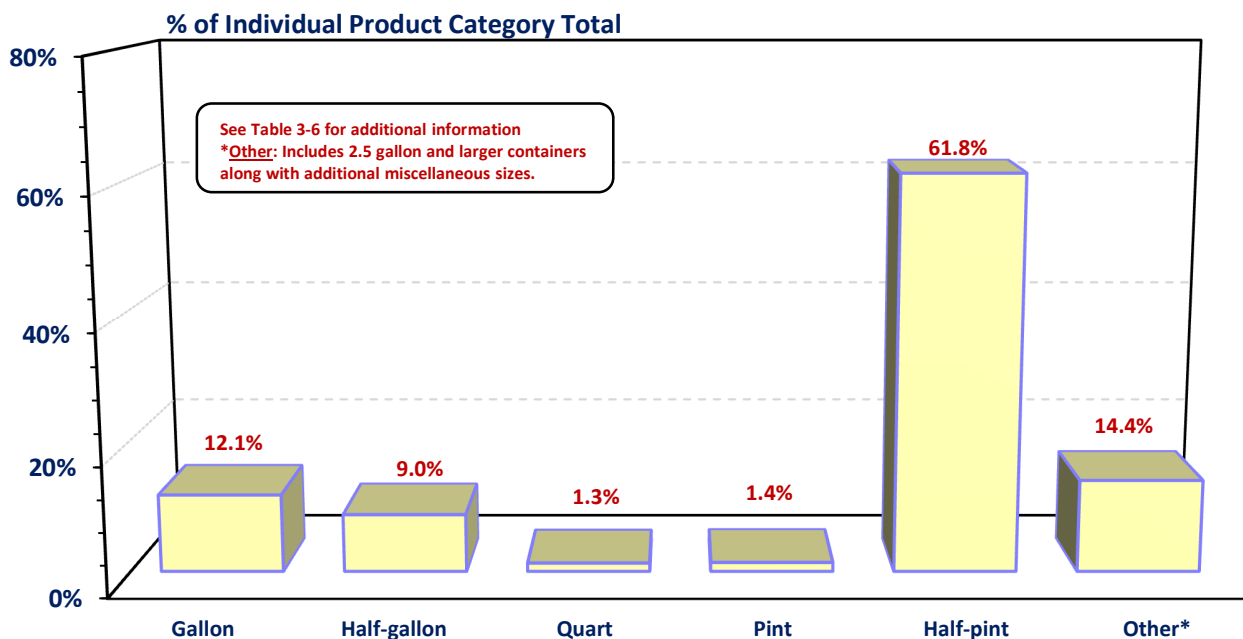
2021 Fat Free Milk Sales by Container Size

All Federal Milk Marketing Orders, All Categories



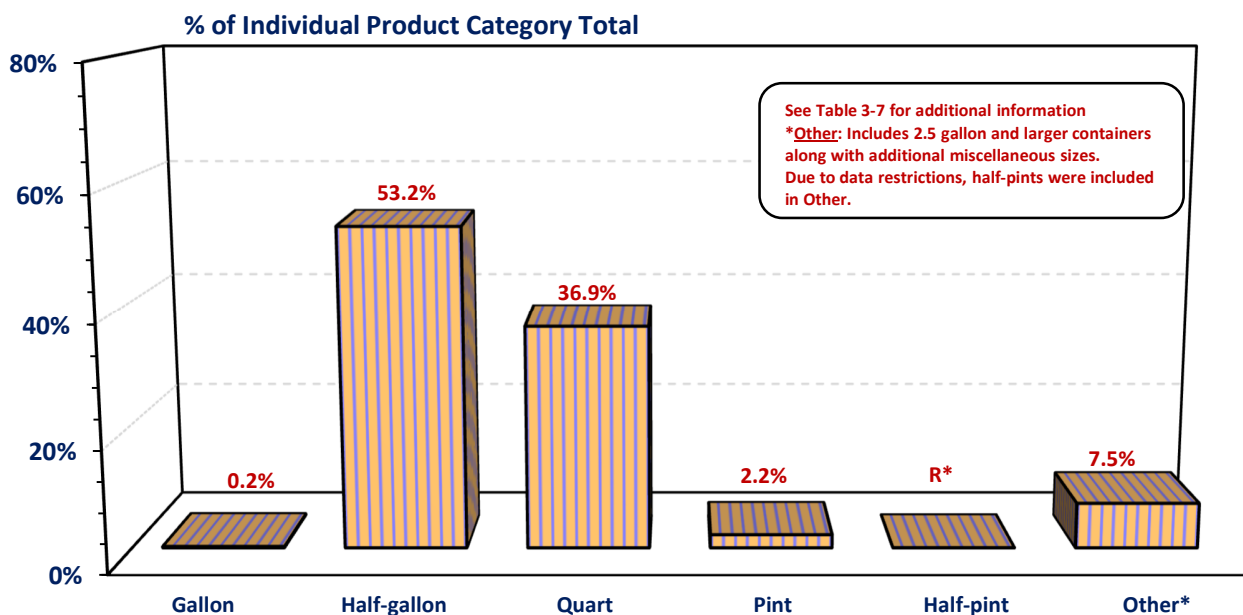
2021 Flavored Fat Reduced Milk Sales by Container Size

All Federal Milk Marketing Orders, All Categories



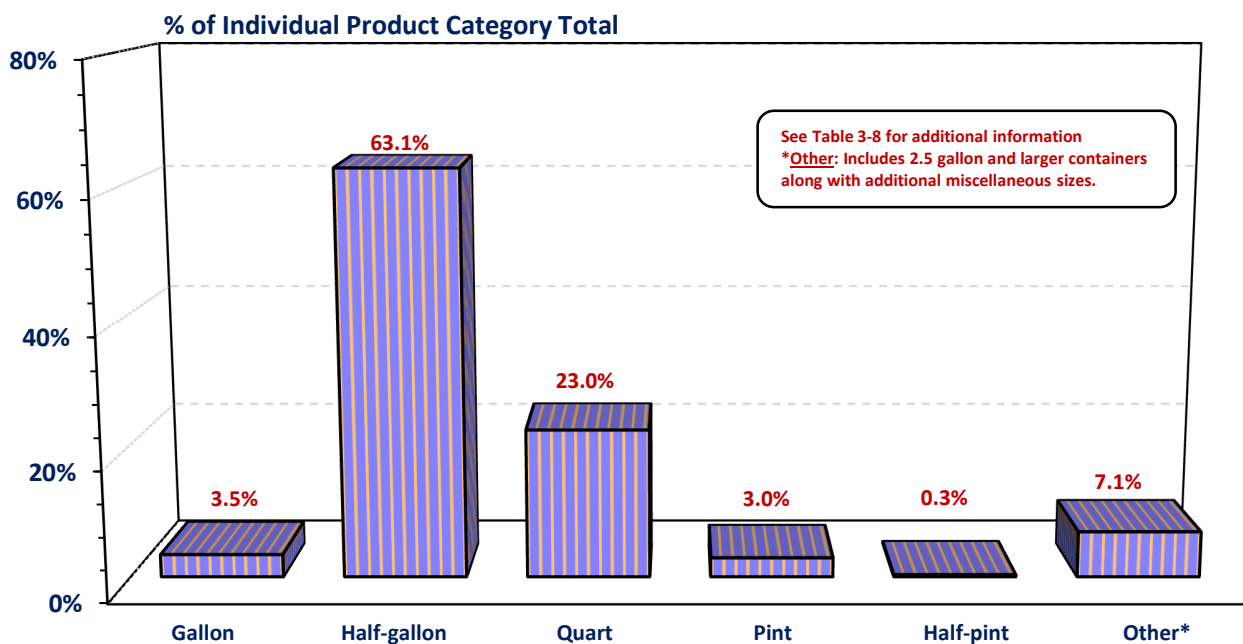
2021 **Eggnog** Sales by Container Size

All Federal Milk Marketing Orders



2021 **Buttermilk** Sales by Container Size

All Federal Milk Marketing Orders



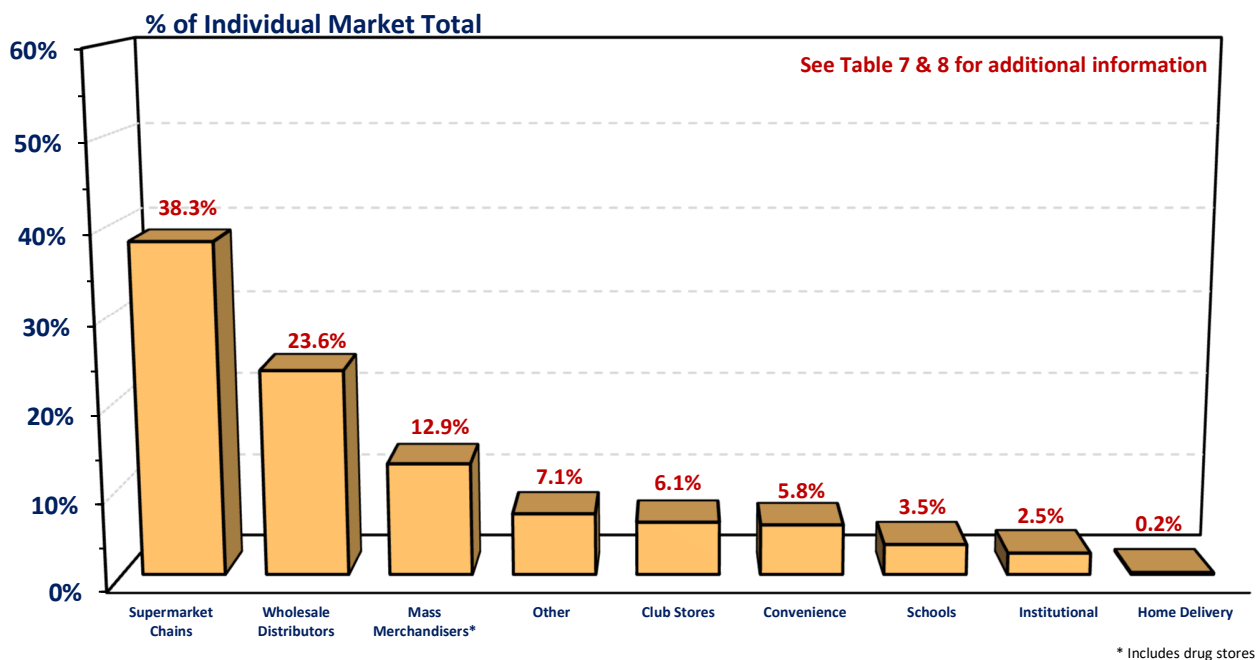
Appendix 3

Sales by Method of Distribution

Individual Markets and All Orders Combined

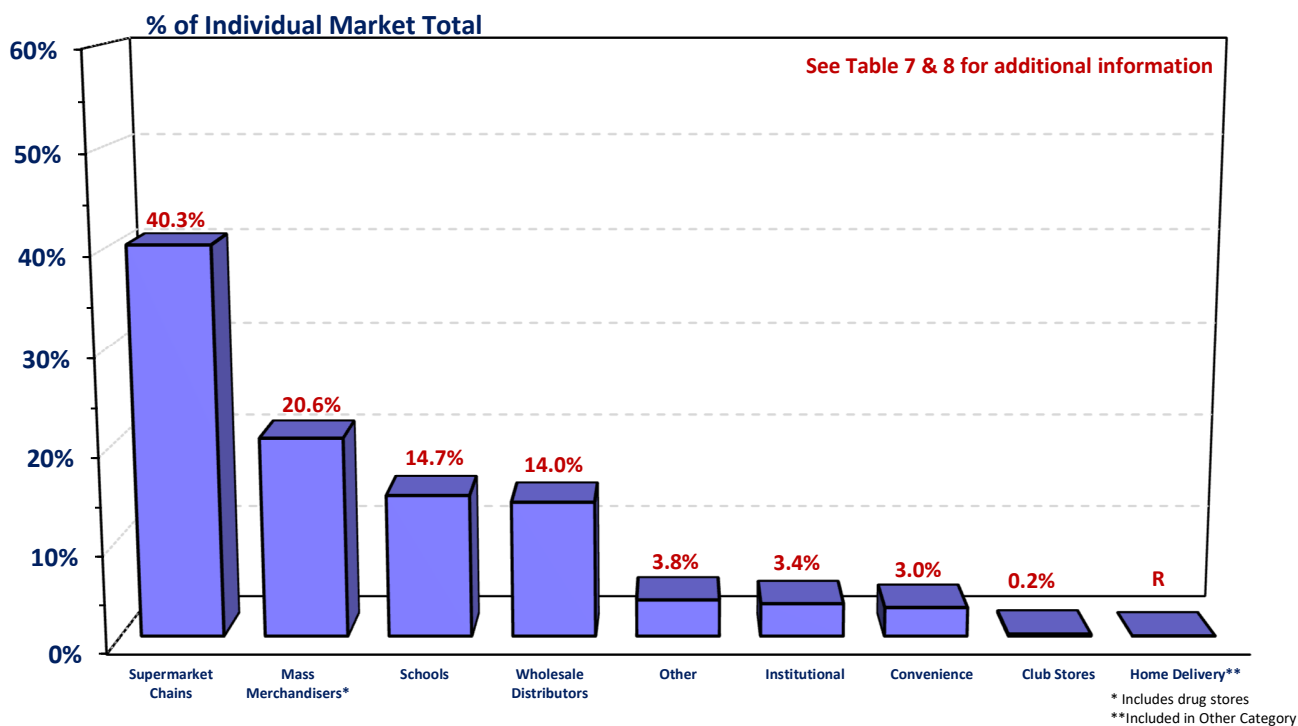
2021 Fluid Milk Products Sold by Method of Distribution

Northeast Order



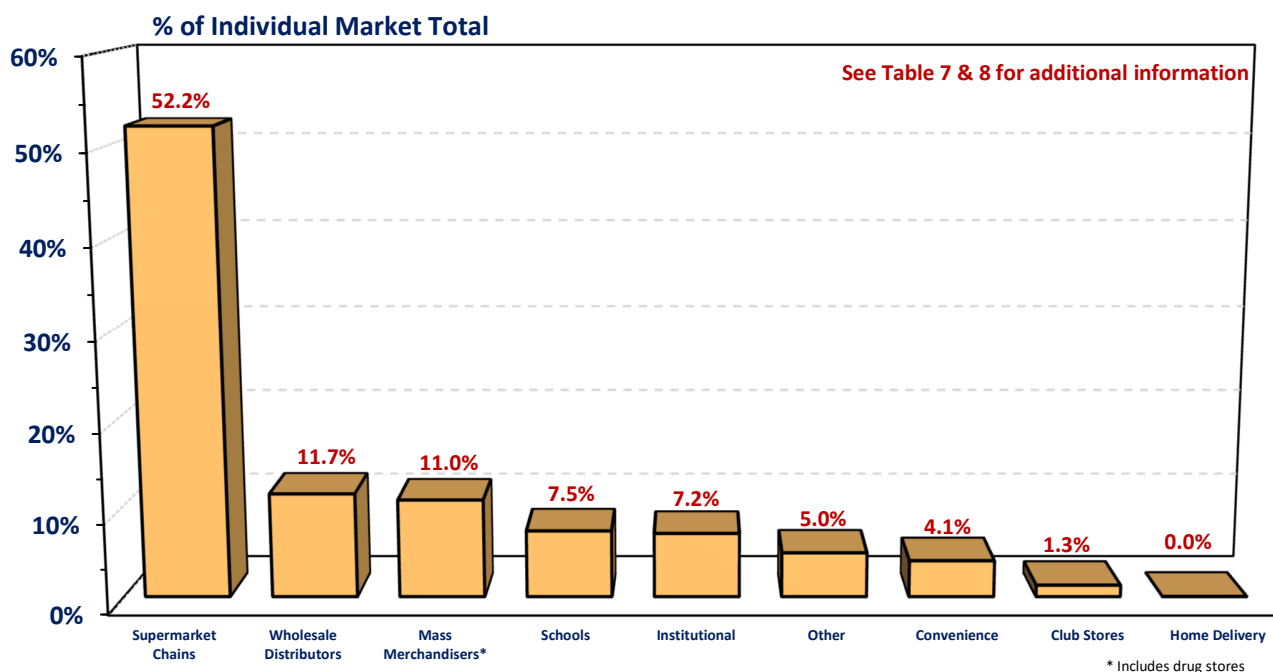
2021 Fluid Milk Products Sold by Method of Distribution

Appalachian Order



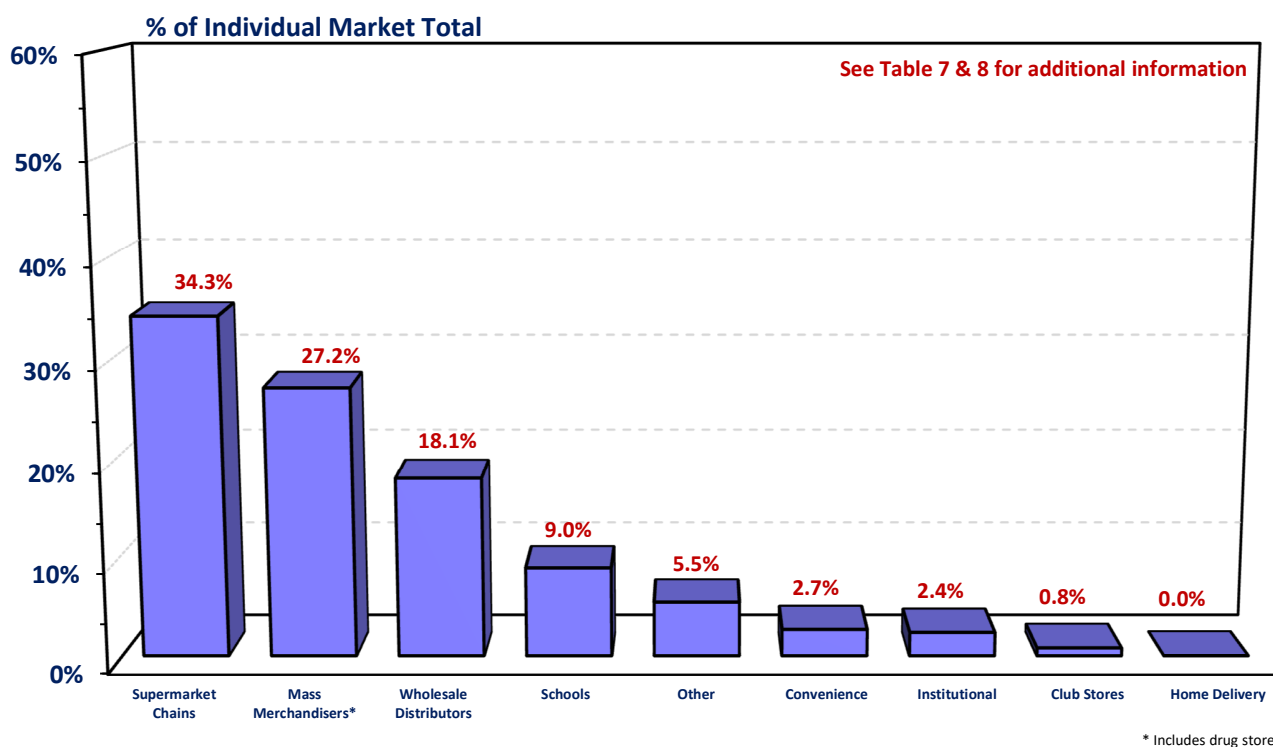
2021 Fluid Milk Products Sold by Method of Distribution

Florida Order



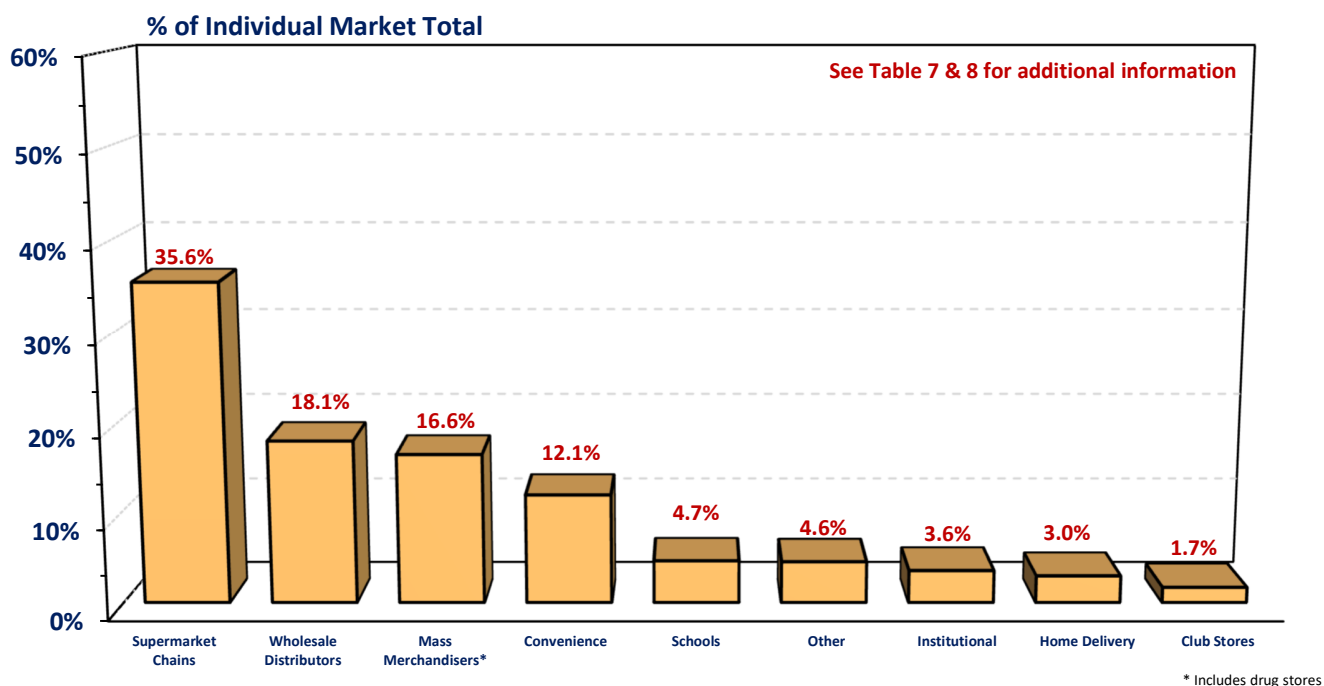
2021 Fluid Milk Products Sold by Method of Distribution

Southeast Order



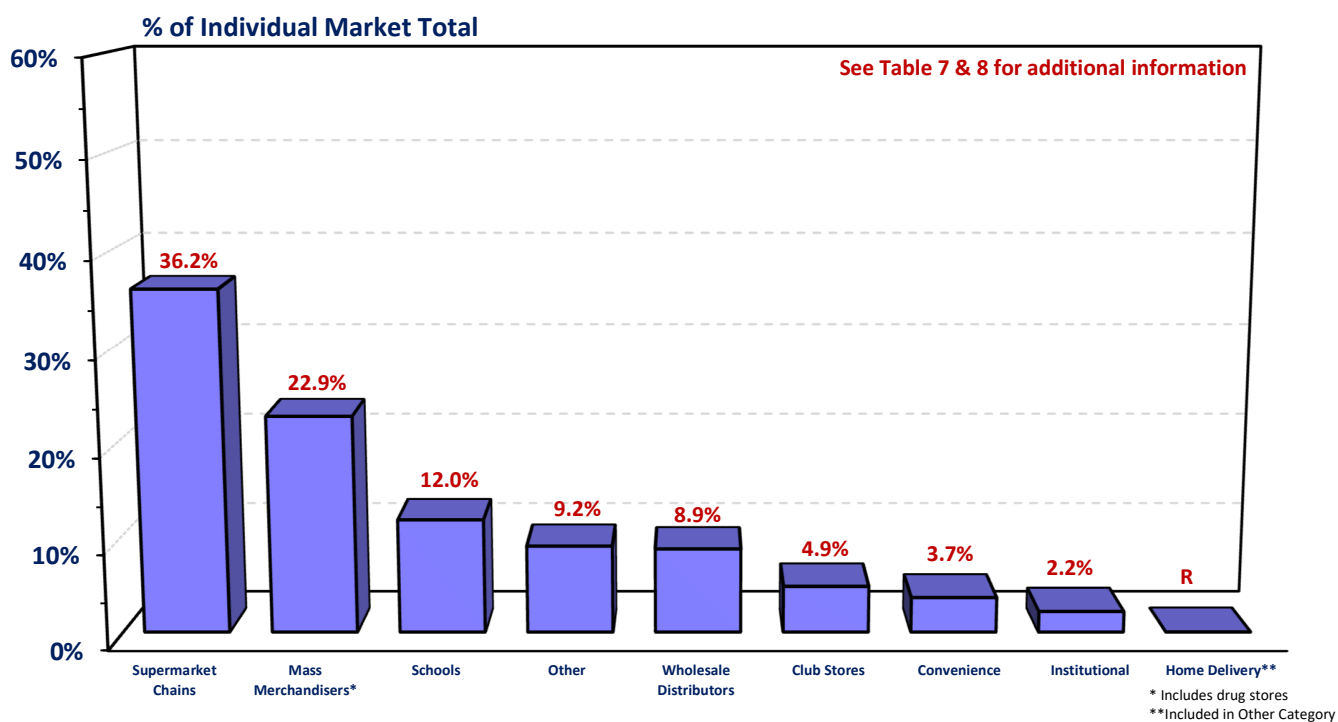
2021 Fluid Milk Products Sold by Method of Distribution

Upper Midwest Order



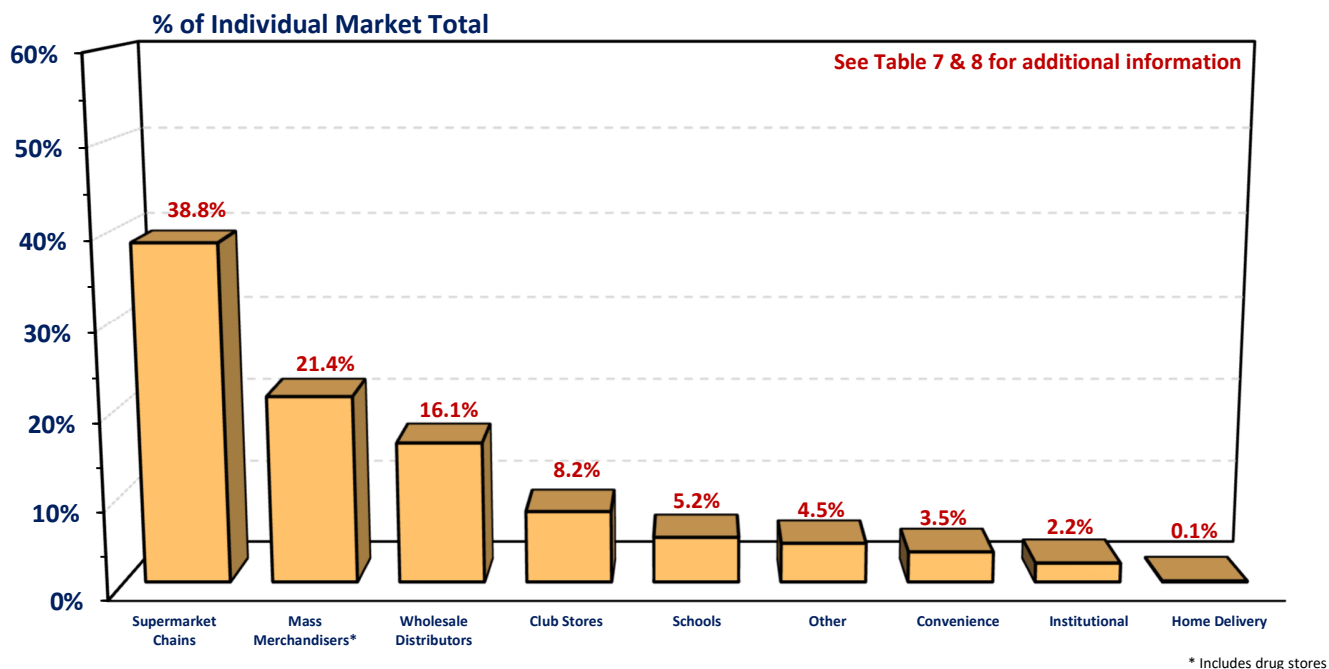
2021 Fluid Milk Products Sold by Method of Distribution

Central Order



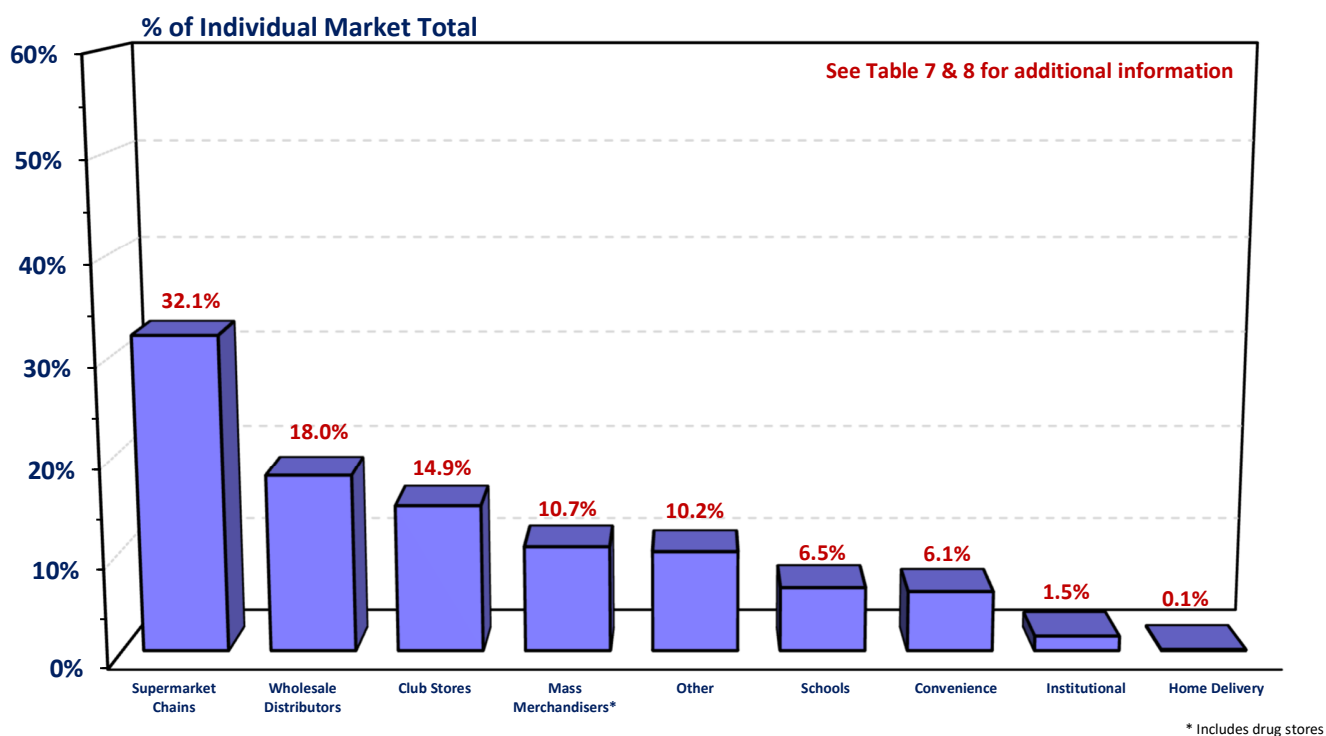
2021 Fluid Milk Products Sold by Method of Distribution

Mideast Order



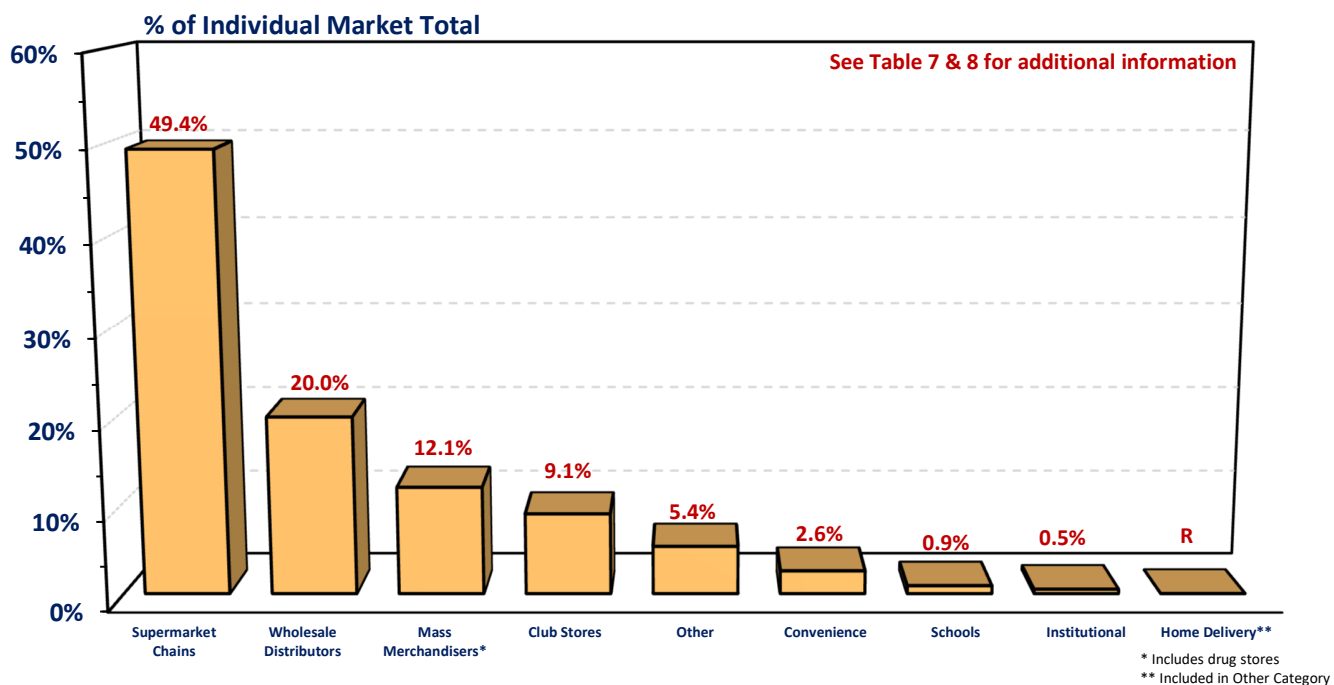
2021 Fluid Milk Products Sold by Method of Distribution

California Order



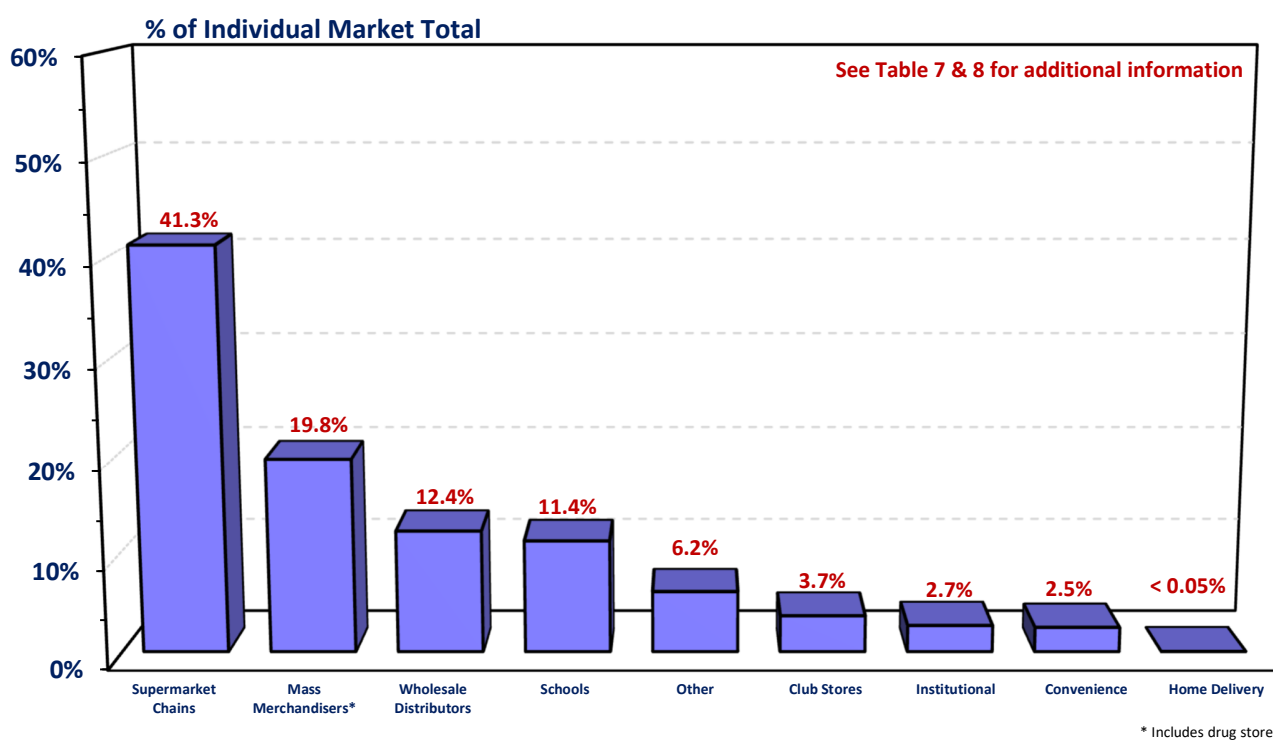
2021 Fluid Milk Products Sold by Method of Distribution

Pacific Northwest Order



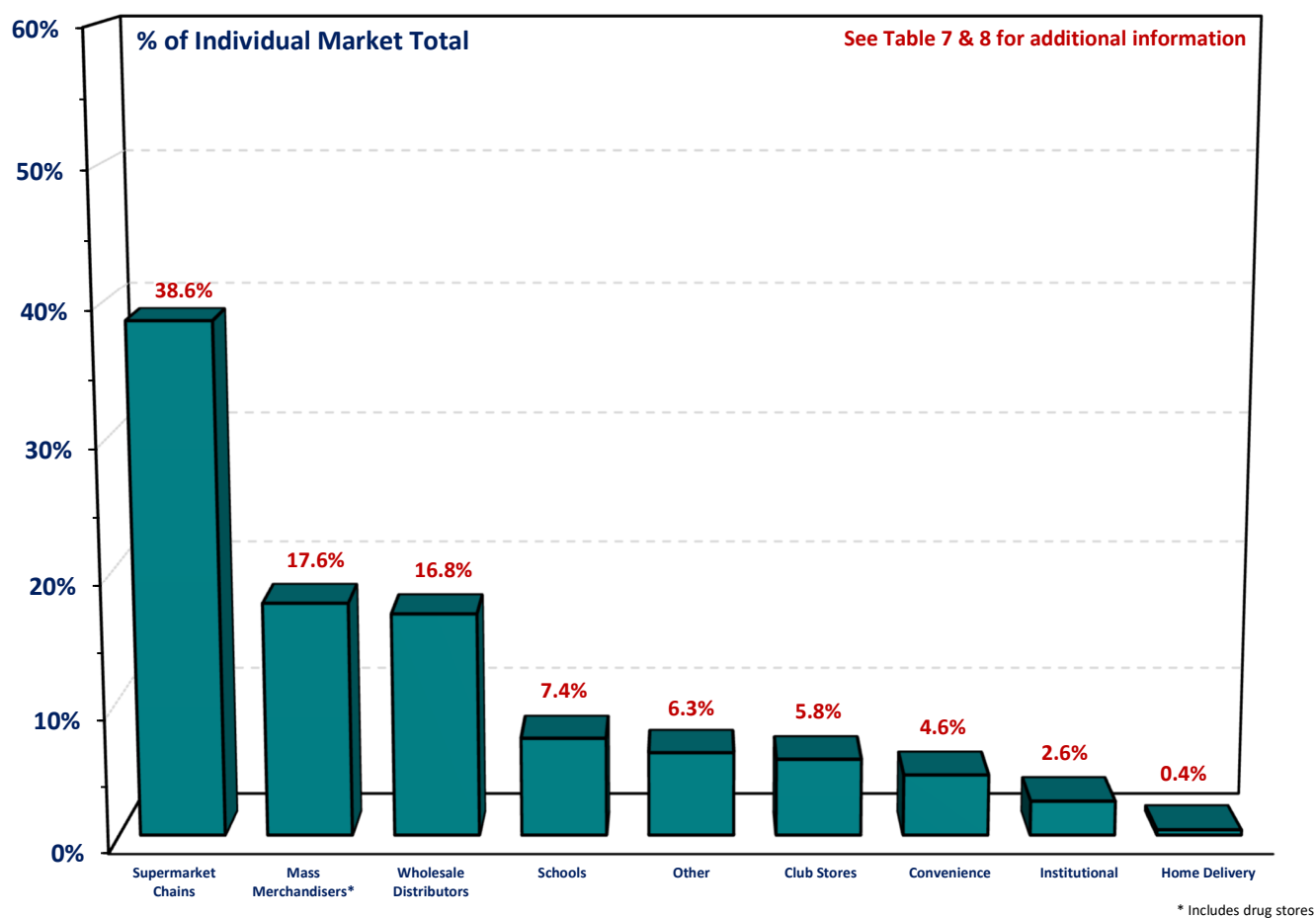
2021 Fluid Milk Products Sold by Method of Distribution

Southwest Order



2021 Fluid Milk Products Sold by Method of Distribution

All Orders



Packaged Fluid Milk Sales Report
Agricultural Marketing Service

Information Contacts:

This report was compiled and published by the Central FMMO Market Administrator's office, with assistance from all other FMMO offices. E-mail inquiries may be sent to econ.staff@fmmacentral.com.

Central Federal Milk Marketing Order(913) 495-9300



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