

# IPDP & ISDA

Financial support from:

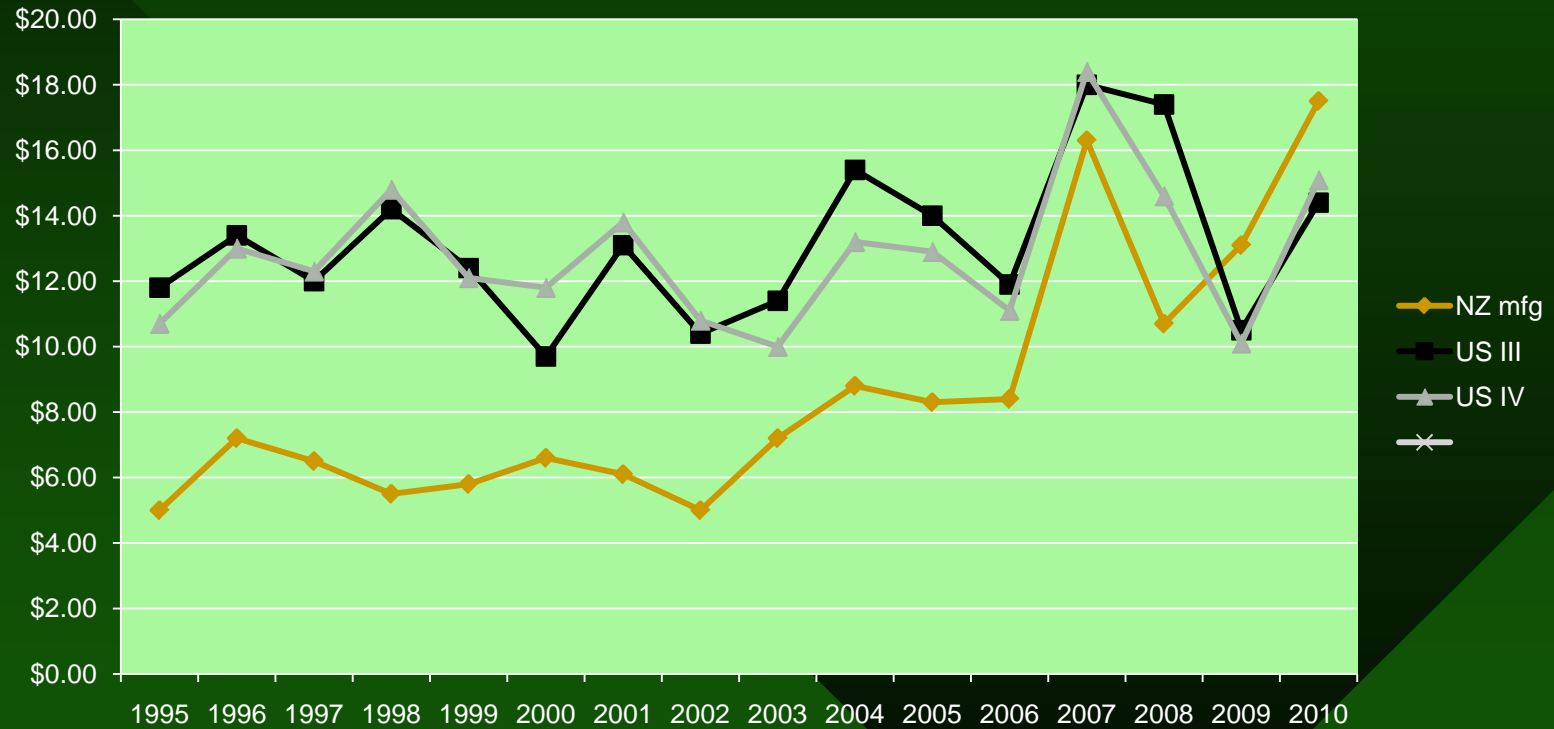
Indiana Corn Marketing Council

Indiana Soybean Alliance

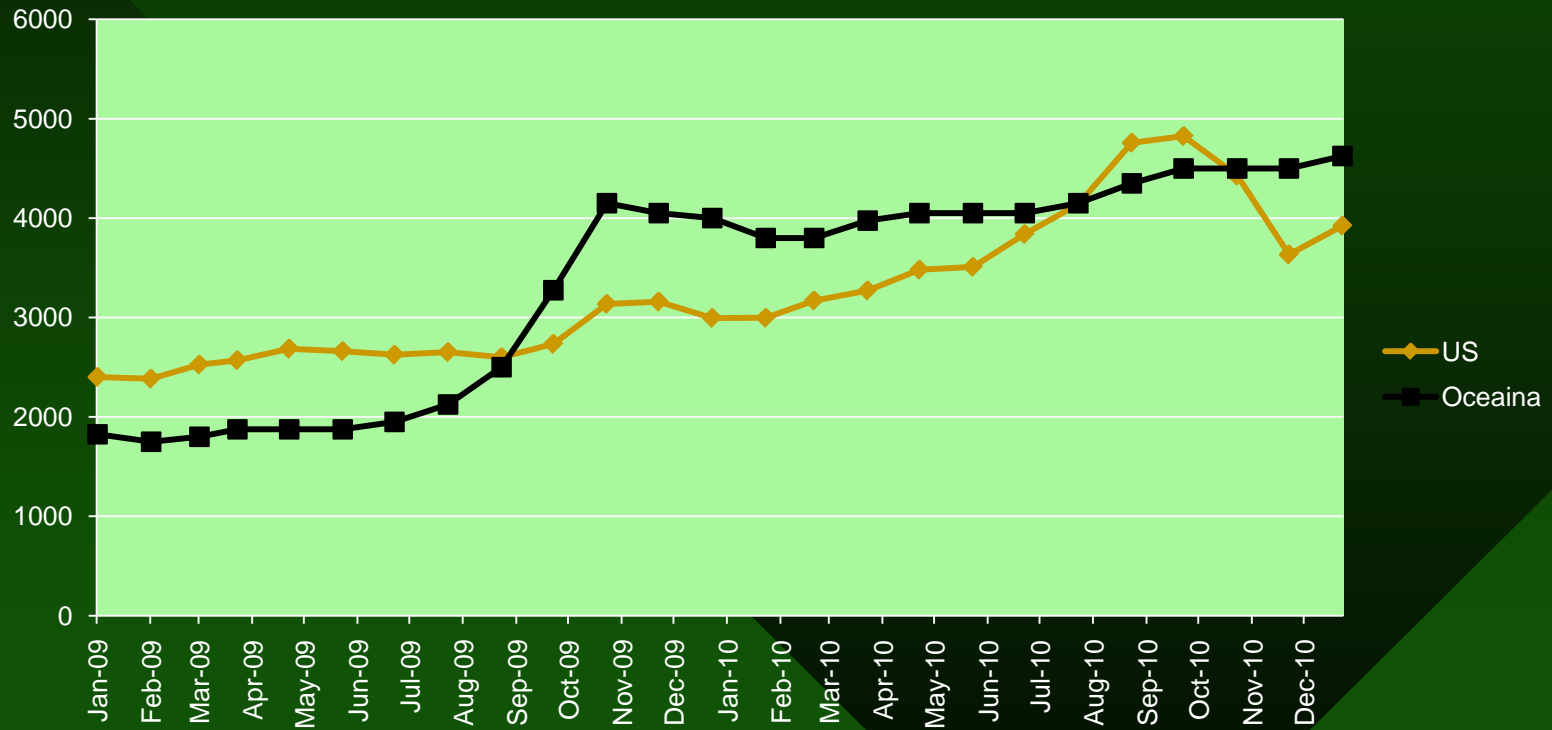
## Some Insights for Developing Milk Pricing

What if we used the NZ Fonterra  
Auction Price as part of our  
calculation for Manufactured grade  
milk in the US?

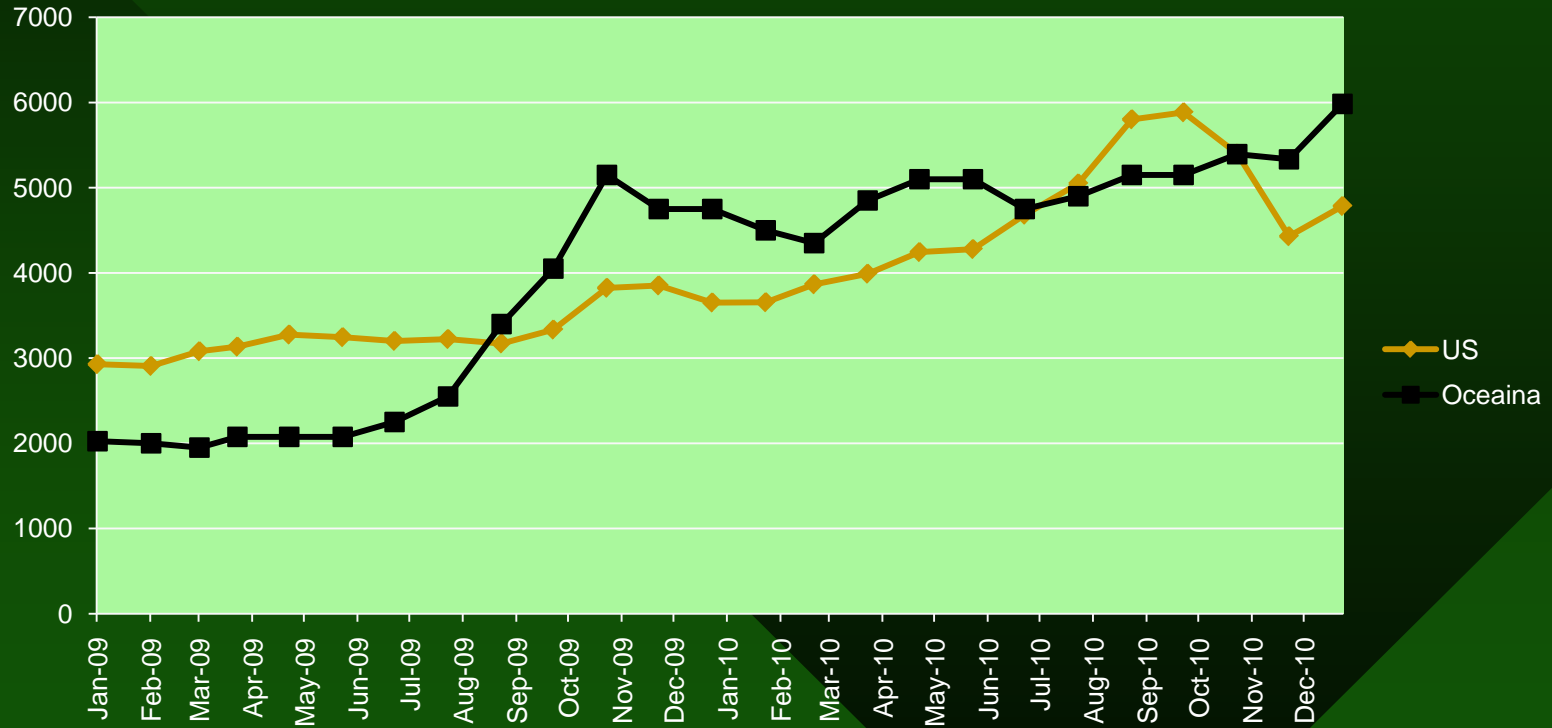
# Milk price in New Zealand compared to Class III & IV in US



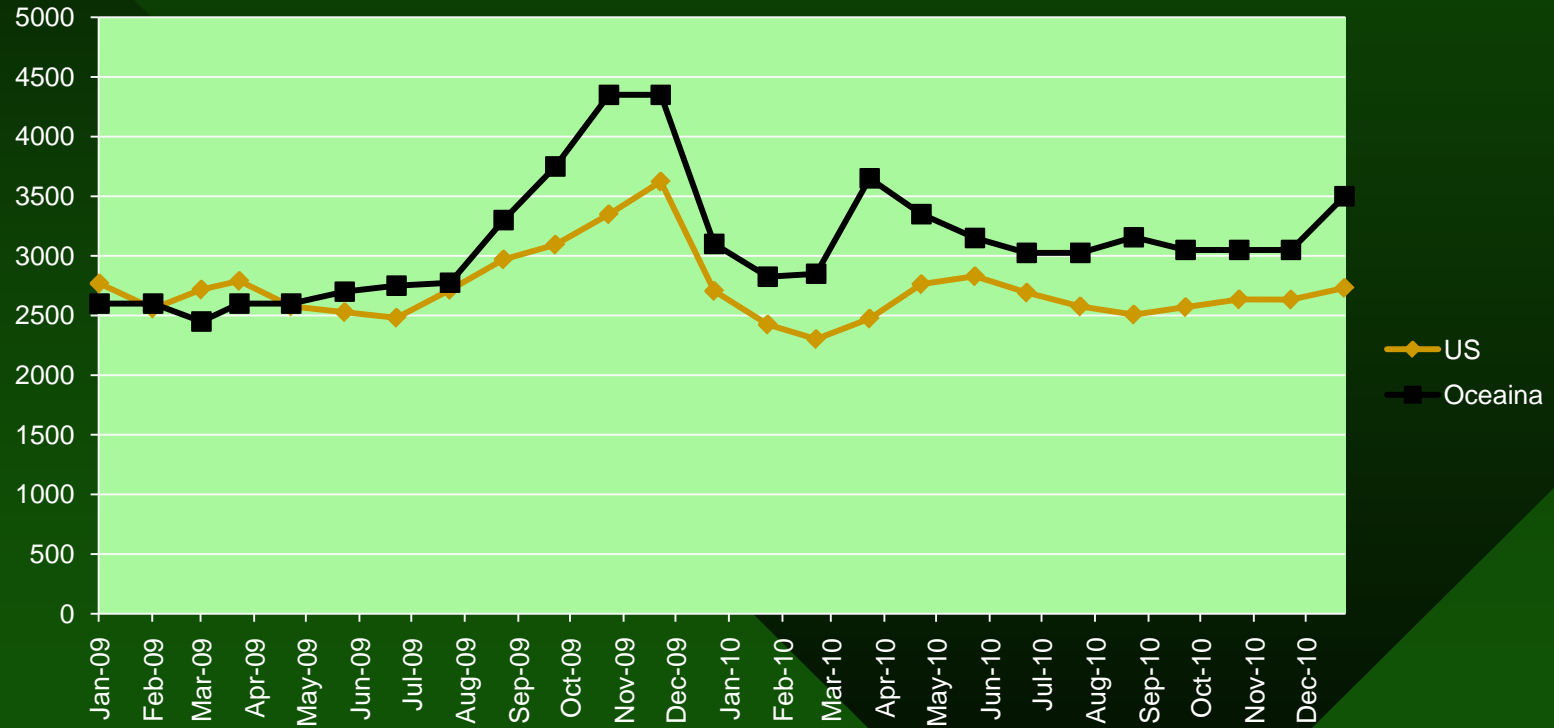
# Butter Price comparison 2009 & 2010 NZ & US



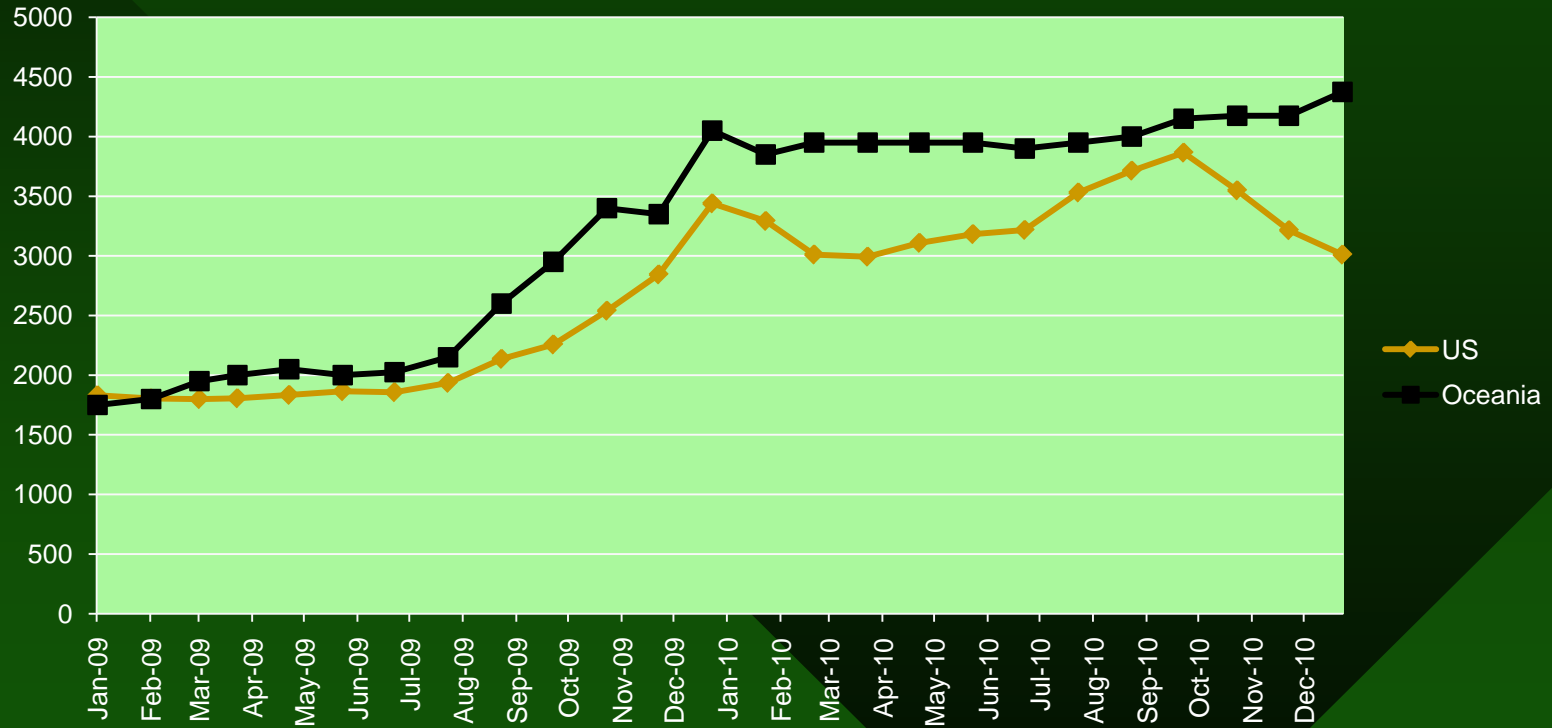
# Anhydrous Milk Fat Comparisons 2009 & 2010 US & NZ



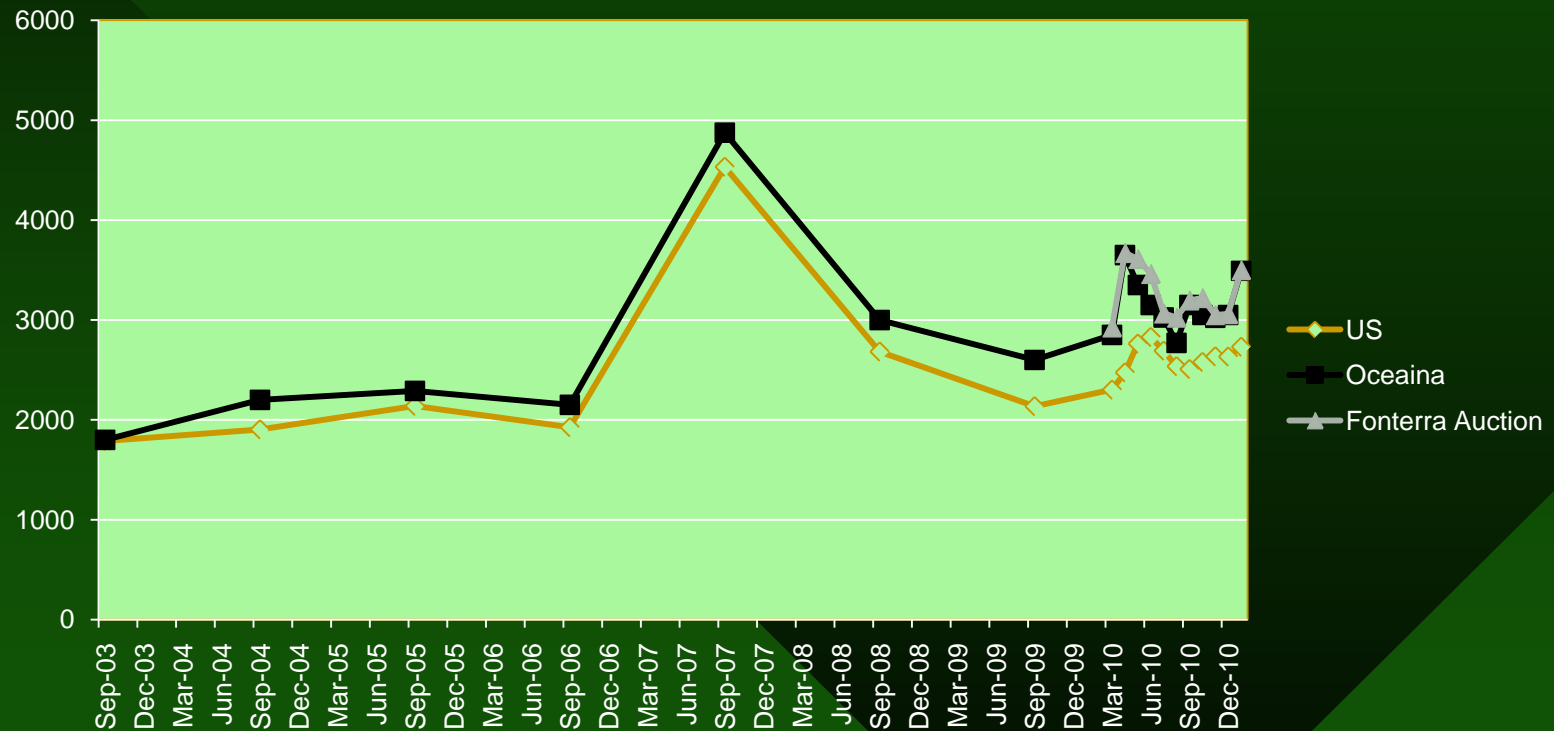
# Cheddar Cheese Price comparisons 2009 & 2010 US & NZ



# Skim Milk Powder comparison 2009 & 2010 US & NZ



# Skim Milk Powder Export Price comparisons since 2003 With Fonterra Auction in 2010



# Are we really too Far From the Market?

- One disadvantage is our Unions at our Shipping Ports
- The major disadvantage is the fact that our Processors have no incentive to make what the World Demands

## Distance from Shanghai to Seattle

Distance is 9207 kilometers or 5721 miles or 4971 nautical miles

The distance is the theoretical air distance (great circle distance). Flying between the two locations' airports can be a different distance, depending on airport location and actual route chosen.

Map - Shortest path between Shanghai and Seattle



Location for Shanghai

- Shanghai:
- To Seattle 4971 Nautical Miles
- To Wellington New Zealand 5248 Nautical Miles
- To San Francisco: 5346 Nautical Miles

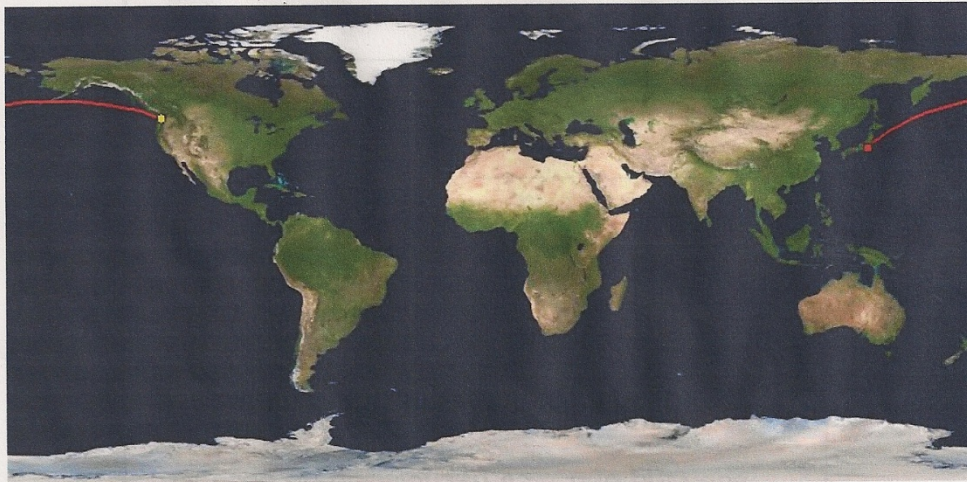
• We say we can't compete in the World Market because we're further away from the customer than New Zealand  
??????????

## Distance from Yokohama to Seattle

Distance is 7735 kilometers or 4807 miles or 4176 nautical miles

The distance is the theoretical air distance (great circle distance). Flying between the two locations' airports can be a different distance, depending on airport location and actual route chosen.

Map - Shortest path between Yokohama and Seattle



- Yokohama
- To Seattle: 4176 Nautical miles
- To San Francisco :4486 Nautical Miles
- To Wellington, New Zealand:4980 Nautical Miles

•We say we can't compete in the World Market because we're further away from the customer than New Zealand  
?????????

[www.xcheque.com](http://www.xcheque.com)

- Use this link to understand the world market.
- Registration is free:
- Compare commodity prices
- Get World Dairy News with a different perspective

# Dairy Policy Action Coalition

[www.dpac.net](http://www.dpac.net)

- Get a different perspective of US Dairy Policy from Producers who diligently study what impacts your market.
- DPAC is not new we invested along with 14 other organizations in the Nicholson & Stevenson evaluations of Dairy Policy programs.