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IDFA Details Priority Concerns With Canada's Dairy TRQ Proposal

Processors Are Best Positioned To Ensure That TRQs Are Properly Utilized, DPAC Says

Ottawa, Ontario—The International Dairy Foods Association (IDFA), in comments submitted this week to Global Affairs Canada, said it is “strongly opposed” to Canada’s recently proposed allocation and administrative policy changes for its dairy tariff-rate quotas (TRQs).

In early January, a US-Mexico-Canada Agreement (USMCA) dispute settlement panel had agreed with the US that Canada is breaching its USMCA commitments by reserving most of the in-quota quantity in its dairy TRQs for the exclusive use of Canadian processors. In response to that panel report, Global Affairs Canada in early March released proposed allocation and administrative policy changes for its dairy TRQs.

At the same time, Global Affairs Canada also launched consultations on the USMCA panel report implementation. The agency accepted input from stakeholders through April 19.

IDFA has opposed the concept of quota allocation based on market share from the onset of CUSMA (Canada-United States-Mexico Agreement, as the USMCA is known in Canada) entry into force. The proposed amendment to Canada’s previous market share policies “is not an improvement.”

One of the greatest metrics of an import’s utility is its further processing (in the case of ingredients) or consumer consumption (in the case of finished goods). In its proposal, Canada “not only ignores such metrics, but defines market activity by all sales without distinguishing that these should be sales of imports,” IDFA said.

In a system where processors and distributors were already required to be the sole importers of dairy into Canada under CUSMA, Canada’s new proposed allocation policy under CUSMA creates a system where the TRQ allocation has “no relation whatsoever” to an applicant’s actual use of or

need for the import. IDFA said this will inevitably foster poor TRQ administration outcomes such as high rates of quota transfers, slow TRQ application and allocation that intensifies only in the two to three months before the reallocation deadline begins, and the setting aside of the majority of every TRQ for Canadian processors by default of Canada’s proposed policy changes.

IDFA does not disagree with the conclusion of Canada’s consultation request which states that the panel report gives Canada the discretion to manage its TRQ allocation policies under CUSMA in a manner that supports supply management.

However, the panel report also did not indicate Canadian TRQ allocation policies must bolster its supply management, which is well supported by Canada’s pricing policies and the related supply management commitments in CUSMA, IDFA said. In fact, the existence of Canada’s need to support its supply management regime and its right to do so are unrelated

• See **Canada’s TRQs**, p. 19

US Milk Production Fell 0.4% In March, Was Down 1.0% In First Quarter; Cow Numbers Increase

Washington—US milk production in the 24 reporting states during March totaled 18.8 billion pounds, down 0.4 percent from March 2021, USDA’s National Agricultural Statistics Service (NASS) reported Wednesday.

February’s milk production estimate was revised up by 8 million pounds from last month, but output was still down 0.7 percent from February 2021.

Production per cow in the 24 reporting states averaged 2,113 pounds for March, seven pounds above March 2021.

The number of milk cows on farms in the 24 reporting states in March was 8.90 million head, 68,000 head less than March 2021 but 15,000 head more than February 2022. Milk cow numbers have now increased by 28,000 head over the last two months.

For the US as a whole, March milk production totaled 19.7 billion pounds, down 0.5 percent from March 2021. Production per cow averaged 2,096 pounds for March, eight pounds above March 2021. The number of milk cows totaled 9.4 million head, 87,000 head less than March 2021 but 15,000 head more than in February 2022.

During the first quarter of 2022, for the US as a whole, milk production totaled 56.3 billion pounds,

• See **Milk Output Falls**, p. 8

Global Dairy Trade Price Index Posts Third Straight Drop; Prices Fall For All Products Traded

Auckland, New Zealand—The price index on this week’s semi-monthly Global Dairy Trade dairy commodity auction declined 3.6 percent from the previous auction, which was held two weeks ago.

That was the third consecutive decline in the GDT price index. Prior to those declines, the GDT price index had increased in five straight auctions.

In this week’s GDT auction, which featured 155 participating bidders and 115 winning bidders, prices were lower for Cheddar cheese, skim milk powder, whole milk powder, butter, anhydrous milkfat and lactose. Buttermilk

• See **GDT Prices Fall**, p. 5

NMPF, USDEC Want USDA To Re-Issue Ocean Shipping Container Report

Dairy Groups Also Ask USDA, DOT For Additional Relief As Ocean Carrier Challenges Persist

Arlington, VA—The National Milk Producers Federation (NMPF) and US Dairy Export Council (USDEC) on Thursday offered the leaders of two federal agencies recommended steps they hope will be considered that would provide additional relief and support to agricultural producers and exporters, as ocean carrier challenges continue to persist.

NMPF and USDEC made their recommendations in a letter to US Secretary of Agriculture Tom

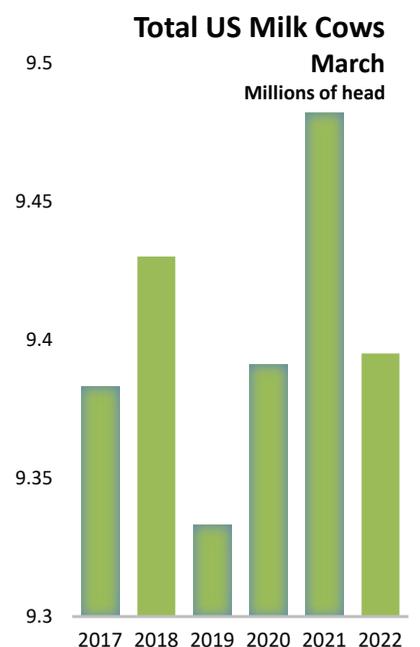
Vilsack and US Transportation Secretary Pete Buttigieg.

The lead recommendation made by USDEC and NMPF calls for USDA’s Agricultural Marketing Service (AMS) to restart its Ocean Shipping Container Availability Report (OSCAR).

AMS previously issued this report on the availability of ocean shipping containers at locations across the US, the dairy groups noted. The report was developed by the agency based on voluntary information provided by certain ocean carriers, which own these containers and provided weekly snapshots about the availability and location of containers at ports and other intermodal facilities.

However, USDA discontinued this report a few years ago, and it

• See **Ocean Carriers**, p. 22





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US Really Needs A Standalone Food Agency

A recent *Politico* report on dysfunction across the US Food and Drug Administration's food safety efforts leads us to the conclusion that it's time for the US to create a standalone regulatory agency that focuses exclusively on food.

As reported on our front page last week, the *Politico* investigation, which was based on over 50 interviews, found that FDA's food safety efforts have received little attention within the agency and have been beset by delays and management challenges for years.

The *Politico* investigation found that regulating food is simply not a high priority at FDA, where drugs and other medical products dominate, both in budget and bandwidth. Over the years, the food side of FDA has been so ignored and grown so dysfunctional that even former FDA commissioners readily acknowledged problems in interviews with *Politico*.

There are problems beyond just food safety, the *Politico* investigation noted. It specifically mentioned the agency's efforts to amend and update the standard of identity for yogurt, which took over 40 years and ended up being so inadequate that the International Dairy Foods Association and Chobani formally objected to several provisions of the final rule, and the effectiveness of those provisions has now been stayed.

So what's the solution to this dilemma? Perhaps it's time to establish a single, standalone federal agency that's responsible for food safety and other food-related issues, including standards of identity and labeling, to name just a couple.

According to a Congressional Research Service report, the organization of the US food safety system has been debated on and off since FDA was removed from the US Department of Agriculture back in the 1940s.

Since then, a number of congressional and executive branch initiatives have raised the prospect

of creating a single federal food safety agency.

For example, in 1949, a presidential commission under the Truman administration proposed transferring federal food safety activities to USDA, and, more recently, the Trump administration proposed to consolidate the federal government's primary food safety functions into a single federal agency based at USDA.

By contrast, in 1977, a study conducted by the Senate Committee on Governmental Affairs recommended that USDA's food safety functions be transferred to FDA.

And more recently, the CRS report noted, the Obama administration proposed to establish a single federal food agency as part of its fiscal year 2016 budget request; that proposal wouldn't have created a new independent agency but would have instead transferred existing food safety functions into a new agency within the US Department of Health and Human Services, where FDA currently resides.

Needless to say, none of these recommendations was enacted; FDA's Center for Food Safety and Applied Nutrition still oversees the safety of most food products, including dairy products, as well as numerous other food-related issues, while USDA's Food Safety and Inspection Service regulates meat, poultry, some egg products, and catfish.

To put a bit of an international perspective on what a single food agency looks like, we checked a few other countries to see how they approached food regulations. In Canada, the Canadian Food Inspection Agency has a broad mandate that encompasses food safety, animal health, plant health and international market access. Beyond food safety, the CFIA's responsibilities include, among other things, labeling (including organic labeling), food licenses, and standards of identity.

it's time to establish a single, standalone federal agency that's responsible for food safety and other food-related issues, including standards of identity and labeling, to name just a couple.

Meanwhile, Australia and New Zealand have Food Standards Australia New Zealand (FSANZ), which develops food standards for Australia and New Zealand. The Food Standards Code is enforced by state and territory departments, agencies and local councils in Australia; the Ministry for Primary Industries in New Zealand and the Australian Department of Agriculture and Water Resources for food imported into Australia.

Based on this very limited sample, it doesn't appear that food and drugs are lumped together in a single regulatory agency outside of the US.

Speaking of the US, the idea of establishing a single food agency has the support of the US Government Accountability Office and the National Academies of Sciences, Engineering, and Medicine, and others within academia, "as documented in myriad studies and reports," the CRS report noted.

For example, back in 1994, the GAO's John W. Harman testified at a House hearing that the current food safety system "hampers and impedes efforts to address public health concerns associated with existing and newly identified food safety risks," and added that the GAO believes that an independent federal food safety agency, operating much like the Environmental Protection Agency, is "the preferred approach."

More recently, at a meeting GAO hosted in 2016, 19 food safety and other experts agreed that there is a compelling need to develop a national strategy to address ongoing fragmentation and improve the federal food safety oversight system.

Given that the apparent widespread dysfunction on the food side at FDA is exceeded only by the dysfunction in Congress, we're not at all convinced that there will be any serious effort any time soon to finally create a standalone US food agency. And both industry and consumers will suffer for that.

Congressional Briefing Looks At Policies To Strengthen Supply Chains

Arlington, VA—The Consumer Brands Association held a congressional staff briefing Wednesday with private sector and Biden administration supply chain leaders on how to strengthen supply chains and deliver for consumers through proactive policymaking and public-private partnerships.

The discussion centered on policies that Congress and the administration can advance in coordination with the private sector to respond to the supply chain crisis and prevent disruptions.

“Supply chains are inherently shaped, guided, accelerated and in some cases even stifled by government policy and regulation. Decisions made in Washington reverberate across our economy,” said Tom Madrecki, vice president of supply chain at Consumer Brands.

“Our supply chains work to lower costs for consumers every day. The way we do that is we take out the extras — extra inventory, extra capacity — but the minute there is disruption, the extras go away,” said Yone Dewberry, chief supply chain officer at Land O’Lakes. “We are such an interconnected ecosystem, and it becomes more and more important that we solve the issues of having less extras.”

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—Yone Dewberry,
Land O’Lakes.

“We believe that cooperation and coordination across the supply chain and across actors is critical to get us not only through current disruptions but also critical to building a more fluid, resilient supply chain for the future,” said Andrew Petrisin, US Department of Transportation associate ports and supply chain advisor.

“As a small producer, when lead times go up and uncertainty is increased, we invest in inventory but there’s only so much we can do to cover all the risks that we’ve seen,” McCall Farms vice president of supply chain Dennis Beckley said of ocean freight delays that have pushed the typical two-to-three-week lead time to as long as six months.

At the end of the discussion, Madrecki highlighted three key

supply chain opportunities for policymakers:

- Increase visibility into the supply chain through enhanced federal leadership.

The federal government has a role to play in providing critical visibility across the supply chain that does not exist today. Consumer Brands strongly supports the inclusion of a critical supply chain resiliency program and manufacturing investment fund in the bipartisan conference of United States Innovation and Competition Act (USICA) and America Creating Opportunities for Manufacturing, Pre-Eminence in Technology, and Economic Strength (COMPETES) Act.

- Develop a national freight data portal. The panel made it clear that data is the key to identifying trouble spots before they grow into larger problems.

The White House has begun progress here with the launch of Freight Logistics Optimization Works (FLOW), an information-sharing initiative to pilot freight information exchange between parts of the goods movement supply chain, and now Congress must focus on supporting funding for the program and quickly expanding it to more companies and supply chain stakeholders, as well as establishing a runway to execute next steps on securely sharing data.

FLOW includes participants that represent perspectives across the supply chain, including private businesses, warehousing, and logistics companies, ports and more.

These stakeholders will work with the administration to develop a proof-of-concept information exchange to ease supply chain congestion, speed up the movement of goods, and ultimately cut costs.

- Tactically engage on immediate opportunities.

Consumer Brands sought further engagement from Congress on efforts to review truck weight limits, identify root causes of declining rail and maritime performance, and close the talent gap in trucking and manufacturing.

Speakers at the congressional staff briefing included Rick Blaugen, US Department of Commerce Advisory Committee on Supply Chain Competitiveness member and former Council of Supply Chain Management Professionals president, and Shippers Coalition Executive Director Sean Joyce.



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Milk Prices Expected To Remain High Through 2022

Dairy Situation & Outlook - April 20

DR. BOB CROPP,
Professor Emeritus
University of Wisconsin

Milk prices continue well above a year ago. The Class III price being above \$20 averaged \$5.27 higher January through March than a year ago. The Class IV price being above \$23 averaged \$10.30 higher January through March than a year ago.

April prices will strengthen more. The Class III price will be near \$24.25, about \$6.60 higher than a year ago and the Class IV price will be near \$25.25, about \$9.80 higher than a year ago.

Higher Class III has been driven by higher cheese prices. Dry whey which was as high as \$0.8575 per pound back in February has been in the low \$0.60's and is now \$0.6350 per pound.

This has the effect of lowering the Class III price by about \$1.30. But higher cheese prices have more than offset this. The 40-pound Cheddar block price has been higher than March all of April ranging from \$2.2625 to \$2.3975 per pound and is now \$2.3350. The Cheddar barrel price also averaged higher than March all of April ranging from \$2.2675 to \$2.44 per pound and is now \$2.3425.

The higher Class IV price has been driven by higher butter and nonfat dry milk prices. Butter in April has ranged from \$2.71 to \$2.7825 per pound and is now \$2.72.

Nonfat dry milk was \$1.85 per pound early April but has weakened some to \$1.7925.

Domestic sales of butter and cheese continue to run above year ago levels while fluid (beverage) milk sales have been running about 3 percent below a year ago. Sales are expected to continue above a year ago with foodservice improving as restaurants continue to return to more normal. However, inflation has reduced consumer spending power and could dampen domestic sales.

While dairy export volume continues to run below year-ago levels they remain at a level to support milk prices.

The volume of February exports on a milk solids equivalent basis was 1 percent lower than a year ago, the third straight monthly decline. The decline is due to a 11.5 percent decline in nonfat dry milk/skim milk powder exports and a 4.5 percent decline in whey product exports.

Lower nonfat dry milk/skim milk exports were led by lower exports to the two top markets, Mexico and Southeast Asia. Lower exports of dry whey to the number one market, China, led the decline in whey exports.

While 2022 exports will be hard to match the record 2021 exports, exports should remain relatively strong as all US dairy products are price competitive with Oceania and Western Europe and milk production in these two regions continues to run below a year ago.

But the major driver of much higher milk prices is milk produc-

tion. March milk production for the US was estimated to being 0.5 percent lower than 2021, the third consecutive decline from a year ago.

The decline in milk production was due to fewer milk cows and slight increase in milk per cow. March milk cows were 87,000 fewer, a decline of 0.9 percent and milk per cow was up just 0.4 percent. Milk cow numbers after peaking in May 2021 declined month to month June through January of this year but reversed the decline with 3,000 added cows in February and another 5,000 in March. However, of the 24 reporting states just eight of the following states added cows February to March: Texas 7,000, New Mexico 4,000, Ohio and South Dakota 2,000 with Illinois, Iowa, Michigan, and Washington each adding 1,000. Just two reduced cow numbers February to March, Florida, and Pennsylvania by 1,000 each. By March of the 24 reporting states only six had more cows in March than February with 14 having fewer cows and four with no change.

Of the 24 reporting states just seven had higher milk production in March than a year ago. States leading the increase in March milk production over a year ago were South Dakota 20 percent, Georgia 8.6 percent, and Texas 6.7 percent. The other states with increases milk production were Oregon 1.3 percent, Iowa 0.8 percent, California 0.5 percent, and Wisconsin 0.2 percent.

Sixteen states had lower March milk production than a year ago. Decreases in March milk production were led by Florida 10.7 percent, and New Mexico 9.3 percent, with declines in some other states of 2.9 percent in Michigan, 2.6 percent in Minnesota, 1.3 percent

• See Cropp, p. 6

FROM OUR ARCHIVES

50 YEARS AGO

April 21, 1972: Chicago—The 13th meeting of the American Butter and National Cheese Institutes gathered here, with Glen Moorhead of Chicago's Swift & Co., elected ABI president. D.D. Nusbaum of Schreiber Cheese Company, Green Bay, WI was re-elected for his second term as National Cheese Institute president. Kenneth Royer of Purity Cheese, Mayville, WI, will serve as NCI vice president.

Madison—A total of 55 students who attended the Wisconsin Cheese Short Course successfully passed the examination to qualify for state cheese makers' licenses.

25 YEARS AGO

April 18, 1997: Modesto, CA—This week marks the 175th anniversary of the birth of David Jacks, the colorful Monterey, CA, land baron credited with lending his name to California's most famous native cheese, Monterey Jack. Today, California produces 100 million pounds of Monterey Jack cheese annually.

Mt. Sterling, WI—Almost "pure profit" is how Tom Constantine describes butter made from goat milk whey here at the Mt. Sterling Cheese Factory. Constantine is vice president of the Southwestern Wisconsin Dairy Goat Products Cooperative, which operates the plant here. The facility is said to be the first US operation to produce butter from goat milk whey.

10 YEARS AGO

April 20, 2012: Hugoton, KS—Kansas Dairy Ingredients announced plans to build a new \$20 million dairy ingredient and cheese plant here, with construction kicking off next month. It will begin processing about 1 million pounds of milk per day to produce fractionated dairy ingredients.

Washington—The USDA has confirmed the nation's fourth case of bovine spongiform encephalopathy (BSE, also known as "mad cow" disease) in a dairy cow from California. State and federal agencies, the dairy industry and at least one consumer organization assured the public that milk and meat are still safe to consume. It is the first new case of BSE since 2006.

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Senate Ag Committee To Hold 2023 Farm Bill Hearing Apr. 29 In Michigan

Washington—US Sens. Debbie Stabenow (D-MI), chairwoman of the Senate Agriculture Committee, and John Boozman (R-AR), the panel's top Republican, have announced that the committee will hold a field hearing on the 2023 farm bill on Friday, Apr. 29, at Michigan State University in East Lansing, MI.

This is the first field hearing of the 117th Congress focused on the 2023 farm bill, Stabenow and Boozman noted. The hearing, entitled "Growing Jobs and Economic Opportunity: 2023 Farm Bill Perspectives from Michigan," will focus on agriculture, as well as conservation, rural economic development, research, forestry, energy, and nutrition policies.

The most recent farm bill, the Agriculture Improvement Act of 2018, generally expires at the end of fiscal year 2023, according to a recent Congressional Research Service (CRS) report.

"Our most recent farm bill passed with the strongest bipartisan support ever," Stabenow said. "Senator Boozman and I intend to continue that strong bipartisan tradition. I am pleased to welcome him to Michigan to join me in hearing from farmers and others impacted by the farm bill about how we can strengthen this important legislation, grow our economy, and build a stronger food supply chain."

"Crafting a farm bill that can become law is a delicate balance. The needs of each region and each commodity must be balanced, which is why it is crucial that we hear directly from agricultural stakeholders from across the country. I look forward to joining Chairwoman Stabenow in Michigan to get this process underway, and to building off that with a field hearing in Arkansas in the coming months," Boozman said.

The 2018 farm bill established the Dairy Margin Coverage (DMC) program to replace the Margin Protection Program for Dairy, which had been established under the 2014 farm bill. For 2021, DMC paid about \$1.2 billion to dairy producers through Jan. 18, 2022, as low milk prices and high feed costs resulted in an average producer margin of about \$6.80 per hundredweight, the CRS report noted.

The 2018 farm bill also, among other things established a milk donation program, amended the Class I milk pricing formula in federal milk marketing orders, and created the Dairy Business Innovation Initiatives.

GDT Prices Fall

(Continued from p. 1)

powder wasn't offered in this auction, and an average price for sweet whey powder wasn't available.

Results from this week's GDT auction, with comparisons to the previous auction, were as follows:

Cheddar cheese: The average winning price was \$6,185 per metric ton (\$2.80 per pound), down 3.9 percent. That's the first decline in the average Cheddar price index since the second auction in September 2021.

Average winning Cheddar prices in this week's auction were: Contract 1 (May), \$6,165 per ton, down 5.7 percent; Contract 2 (June), \$6,170 per ton, down 4.4 percent; Contract 3 (July), \$6,257 per ton, down 3.3 percent; Contract 5 (September), \$6,265 per ton, down 2.8 percent; and Contract 6 (October), \$6,065 per ton, down 8.5 percent.

Skim milk powder: The average winning price was \$4,408 per ton (\$2.00 per pound), down 4.2 percent. That's the first decline in the SMP price index since the second auction in July 2021.

Average winning SMP prices in this week's auction were: Contract 1, \$4,507 per ton, down 3.5 percent; Contract 2, \$4,377 per ton, down 4.5 percent; Contract 3, \$4,431 per ton, down 4.3 percent; Contract 4 (August), \$4,445 per ton, down 2.3 percent; and Contract 5, \$4,424 per ton, down 5.3 percent.

Whole milk powder: The average winning price was \$4,207 per ton (\$1.91 per pound), down 4.4 percent. That's the third straight decline in the whole milk powder price index.

Average winning WMP prices in this week's auction were: Con-

tract 1, \$4,132 per ton, down 6.9 percent; Contract 2, \$4,167 per ton, down 5.5 percent; Contract 3, \$4,153 per ton, down 7.0 percent; Contract 4, \$4,250 per ton, down 4.6 percent; and Contract 5, \$7,000 per ton, up 33.1 percent.

Butter: The average winning price was \$6,640 per ton (\$3.01 per pound), down 3.7 percent. That's the third consecutive decline in the butter price index.

Average winning butter prices in this week's auction were: Contract 1, \$6,610 per ton, down 3.9 percent; Contract 2, \$6,650 per ton, down 4.5 percent; Contract 3, \$6,675 per ton, down 2.3 percent; Contract 4, \$6,650 per ton, down 6.6 percent; Contract 5, \$6,645 per ton, down 1.9 percent; and Contract 6, \$6,608 per ton, down 2.3.

Anhydrous milkfat: The average winning price was \$6,802 per ton (\$3.08 per pound), down 1.3 percent. It is the second straight decline in the AMF price index.

Average winning AMF prices in this week's auction were: Contract 1, \$6,745 per ton, down 1.5 percent; Contract 2, \$6,800 per ton, down 0.4 percent; Contract 3, \$6,880 per ton, up 0.3 percent; Contract 4, \$6,827 per ton, down 2.8 percent; Contract 5, \$7,147 per ton, down 4.9 percent; and Contract 6, \$6,813 per ton, down 3.1.

Lactose: The average winning price was \$1,565 per ton (71.0 cents per pound), down 2.4 percent. That was for Contract 2.

That was the third consecutive decline in the lactose price index.

This week's GDT auction result was in line with expectations, according to the "Westpac Dairy Update," published by Westpac. Immediately prior to the auction, the futures market had indicated a circa 4 percent fall in whole milk powder prices.

The auction price decline follows the omicron variant outbreak in China, Westpac noted. China is New Zealand's key dairy market and reportedly up to 400 million Chinese have been in some form of lockdown this past week.

With this in mind, it's not surprising that dairy demand and auction prices have taken a hit, Westpac said.

The magnitude and breadth of the GDT auction decline indicates that China's omicron outbreak has surpassed all other dairy market concerns, according to Westpac. In the two prior auctions, skim milk powder prices had remained firm.

SMP is dominated by European producers and therefore the impact from the Ukraine conflict was the more pressing concern.

Now, with the omicron outbreak in China encompassing so many, even SMP prices have started to fall, Westpac noted.

At this stage, however, Westpac expects this price weakness to prove temporary. The experience in other countries is that omicron waves eventually pass.

The recent weakness in GDT auctions takes a little gloss off an "outstanding period" for prices, but is "totally understandable," according to ASB Bank's "Commodities Weekly" report. The declines also won't stand in the way of a record milk price for this season (the previous high was \$8.40 per kilogram of milk solids in 2014), and there is little information to be gleaned for next season's prices from this week's GDT auction.

For now, ASB is sticking with its current milk price picks for this season and next, at \$9.50 per kilogram of milk solids for 2021/22 and \$9.20 per kilogram of milk solids for 2022/23.



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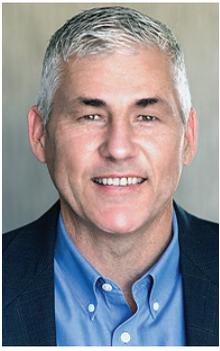


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Is Your Business Continuity Plan Missing A Key Ingredient

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M3 Insurance
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One of the first questions a potential employee asks when interviewing for a job with a dairy processors is: How much will I make?

Imagine if your response was, "We'll pay you X amount. That is, until our payroll and time keeping provider gets hit by ransomware. Then, for several weeks we'll struggle to figure out how to track your time, issue your paycheck, and account for overtime."

Imagine how quickly that candidate would be heading for the exit.

Ransomware attacks and the effects on payroll

This scenario may seem far-fetched, but this very scenario played out at companies across the US after a well-publicized December 11, 2021 ransomware attack of a human resource and payroll management provider, resulting in major problems for many businesses and governments, including not being able to process employee paychecks for many months. A few weeks ago, employees at Tesla and PepsiCo filed class action lawsuits against the platform.

Operations impacted by the ransomware attack on their vendor's system were forced to revert to paper and pencil to track their employees' time. And, in some cases, paper checks were issued when direct deposit details were frozen. Many of the companies

impacted had to resort to these emergency measures for several months.

Using a third party provider (like the platform mentioned above) does not diminish any employer's responsibility for making payroll under the Fair Labor Standards Act. Therefore, potential insurance policies that could be triggered by such an event could include cybersecurity-dependent business interruption and employment related practices liability among others.

A typical business continuity plan accounts for emergencies such as fires, tornados, or product recalls. But, it's fair to say that while some of these risks can be transferred contractually to insurance or third parties, it is a best practice to try to avoid risks via your continuity plan.

Is payroll redundancy included in the corporate business continuity planning process? If it hasn't been included before, time to include this key ingredient.

Accounting for payroll redundancy in your business continuity plan

A well-developed business continuity plan considers the "what if's" that could disrupt or completely up-end a business's ability to function. The overall objectives of a Business Recovery Plan is to protect an organization's resources and

employees, to safeguard the organization's vital records, and to ensure the ability of the business to function effectively in the event of a severe disruption to normal operation procedures.

A business continuity plan provides a framework for returning the operations to a normal state. Through the planning process, dairy processors identify and manage hazards associated with disasters; mitigating the effects of such an event should they occur. While, commonly, plans would include mitigating the impact from fires, or floods, or product recall – in light of the severe impact that can be caused by a critical vendor being hit by ransomware, it's advised that dairy processors also consider vendor redundancy options within their business continuity plans.

According to Chris Halverson, M3's director of rapid response and recovery, the following are the basic steps to creating a business continuity plan.

Preparation

The development of a business continuity plan requires a significant investment of time, money, and other resources. It also requires the full support of senior management. Getting approval from senior management to develop the plan is the first crucial step.

Definition and Scope

The planning committee should define the scope of the business continuity plan. This makes it possible to identify priorities.

Data Collection

Once the planning committee's priorities are clear and reinforced with the commitment from top management, the team should begin the data collection phase of business continuation planning.

Business Impact Analysis

This phase determines the impact of a disaster on each department and identifies resources needed to resume critical business functions.

Plan Development

This phase is to develop strategies to resume business functions – the heart of the business continuity plan.

Implementation

In this phase, you will finalize the business continuity plan. In many ways, however, a business continuation plan is always a work in progress. To be effective, it needs to be continually tested and adjusted to reflect changes in the business.

Testing and Monitoring

Establishes procedures for testing the business continuity plan.

Maintenance

Develop a system to update names, responsibilities, and contact information in the business continuity plan. Establish procedures for the planning committee to review and revise the continuation strategies frequently.

Schedule quarterly or semiannual update meetings.

Key Takeaways

Traditional business continuity plans likely take natural disasters into account, but have you adjusted yours to include payroll redundancy in the case of a ransomware attack? Dairy leaders should take note of increasing cybersecurity issues within the industry and ensure you are able to keep your business running (and your employees paid) if a cyber event were to occur. **JB**

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Cropp

Continued from p. 4

in Arizona and 1.0 percent in New York.

USDA is forecasting no increase in 2022 milk production over 2021. Milk cows are forecasted to average 78,000 fewer than 2021, a 0.8 percent decline and milk per cow to increase just 0.9 percent. Milk production could increase some second half of the year. But higher feed costs, labor costs, building costs, cost to plant and harvest this year's crops and fewer available dairy replacements will curtail increases in milk production.

This means milk prices well above a year ago for the remainder of the year. Current dairy futures have Class III in the \$24's through July and then in the \$23's for the remaining of the year. Class IV is in the \$24's and \$25's through November.

It is not certain milk prices this high will materialize but it seems unlikely prices would drop below \$20. **BC**

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FBI Cautions Food, Ag Sector About Ransomware During Planting Season

Washington—The Federal Bureau of Investigation (FBI) is informing food and agriculture sector partners that ransomware actors may be more likely to attack agricultural cooperatives during critical planting and harvest seasons, disrupting operations, causing financial loss, and negatively impacting the food supply chain.

The FBI noted ransomware attacks during these seasons against six grain cooperatives during the fall 2021 harvest and two attacks in early 2022 that could impact the planting season by disrupting the supply of seeds and fertilizer. Cyber actors may perceive cooperatives as lucrative targets with a willingness to pay due to the time-sensitive role they play in agricultural production.

Although ransomware attacks against the entire farm-to-table spectrum of the food and agriculture sector occur on a regular basis, the number of cyber attacks against agricultural cooperatives during key seasons “is notable,” the FBI said.

According to a February 2022 Joint Cybersecurity Advisory authored by cybersecurity authorities in the US, Australia, and the United Kingdom, ransomware tactics and techniques continued to evolve in 2021. Sophisticated, high-impact ransomware incidents against critical infrastructure organizations increased globally.

The FBI, the Cybersecurity and Infrastructure Security Agency (CISA), and the National Security Agency (NSA) observed incidents involving ransomware against 14 of the 16 US critical infrastructure sectors, including food and agriculture, the defense industrial base, emergency services, government facilities, and information technology sectors.

Since 2021, multiple agricultural cooperatives have been impacted by a variety of ransomware variants, the FBI noted. Initial intrusion vectors included known but unpatched common vulnerabilities and exploits, as well as secondary infections from the exploitation of shared network resources or compromise of managed services.

Production was impacted for some of the targeted entities, resulting in slower processing due to manual operations, while other targeted entities lost access to administrative functions such as websites and email but did not have production impacted.

“A significant disruption of grain production could impact the entire food chain, since grain is not only consumed by humans but also used for animal feed,” the FBI stated. “In addition, a significant disruption of grain and corn pro-

duction could impact commodities trading and stocks.

“An attack that disrupts processing at a protein or dairy facility can quickly result in spoiled products and have cascading effects down to the farm level as animals cannot be processed,” the FBI added.

Cyber threat actors will continue to exploit network, system, and application vulnerabilities within the food and agriculture sector, the FBI stated. It suggested that a number of steps can be implemented to mitigate the threat and protect against ransomware attacks, including, among others:

- Regularly back up data, air gap, and password protect backup copies offline. Ensure copies of

critical data are not accessible for modification or deletion from the system where the data resides.

- Implement a recovery plan that includes maintaining and retaining multiple copies of sensitive or proprietary data and servers in a physically separate, segmented, secure location (i.e., hard drive, storage device, the cloud).

- Identify critical functions and develop an operations plan in the event that systems go offline. Think about ways to operate manually if it becomes necessary.

- Implement network segmentation.

- Install updates/patch operating systems, software, and firmware as soon as they are released.

- Use multifactor authentication where possible.

- Use strong passwords and regularly change passwords to net-

work systems and accounts, implementing the shortest acceptable timeframe for password changes. Avoid reusing passwords for multiple accounts and use strong pass phrases where possible.

- Require administrator credentials to install software.

- Audit user accounts with administrative or elevated privileges, and configure access controls with least privilege in mind.

- Install and regularly update anti-virus and anti-malware software on all hosts.

- Only use secure networks and avoid using public Wi-Fi networks. Consider installing and using a virtual private network (VPN).

- Consider adding an email banner to messages coming from outside your organizations.

- Disable hyperlinks on received emails.



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Milk Output Falls

(Continued from p. 1)

down 1.0 percent from the first quarter of 2021. The average number of milk cows in the US during the first quarter was 9.38 million head, unchanged from 2021's fourth quarter, but 85,000 head less than the first quarter of last year.

California's milk production totaled 3.74 billion pounds, up 0.5 percent from March 2021, due to 1,000 more milk cows and 10 more pounds of milk per cow. California's first-quarter milk production totaled 10.6 billion pounds, down 0.6 percent from 2021's first quarter. The state's October-December 2021 milk output had been up 0.6 percent from a year earlier.

Wisconsin's production totaled 2.7 billion pounds, up 0.2 percent from March 2021, due to 3,000 more milk cows but unchanged milk per cow. First-quarter milk production in Wisconsin totaled 7.8 billion pounds, up 0.1 percent from 2021's first quarter. The state's fourth-quarter milk output had been 1.8 percent higher than in 2020's fourth quarter.

March milk production in Texas totaled 1.44 billion pounds, up 6.7 percent from March 2021, due to 22,000 more milk cows and 65 more pounds of milk per cow. Texas's January-March milk production totaled 4.1 billion pounds, up 4.9 percent from a year earlier. The state's October-December output

had been up 2.7 percent from the same period in 2020.

Idaho's milk production totaled 1.4 billion pounds, unchanged from March 2021, due to both unchanged milk cow numbers and unchanged output per cow. Idaho's first-quarter production totaled 4.0 billion pounds, up 0.1 percent from 2021's first quarter.

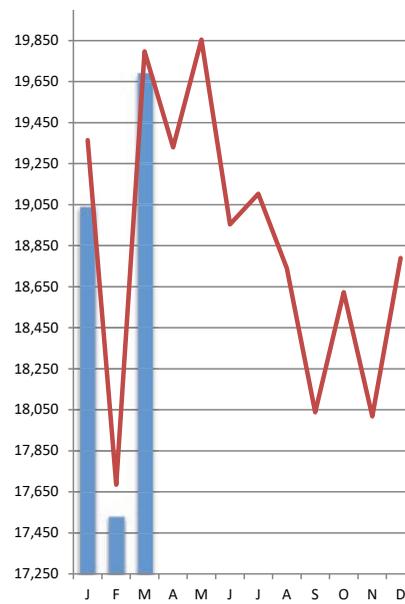
New York's production totaled 1.3 billion pounds, down 1.0 percent from March 2021, due to 6,000 fewer milk cows but unchanged milk per cow. New York's January-March milk production totaled 3.8 billion pounds, down 1.0 percent from a year earlier.

Milk production in Michigan totaled 1.0 billion pounds, down 2.9 percent from March 2021, due to 15,000 fewer milk cows but 10 more pounds of milk per cow. Michigan's first-quarter milk production totaled 2.9 billion pounds, down 3.0 percent from 2021's first quarter. The state's fourth-quarter milk output had been down 0.6 percent from 2020's fourth quarter.

Minnesota's March milk production totaled 886 million pounds, down 2.6 percent from March 2021, due to 9,000 fewer milk cows and 15 less pounds of milk per cow. Minnesota's January-March milk production totaled 2.6 billion pounds, down 2.3 percent from the same period last year. The state's fourth-quarter milk output had been up 1.2 percent from 2020's fourth quarter.

Total US Milk Production

2021 vs. 2022
(in millions of pounds)



Pennsylvania's milk production totaled 873 million pounds, down 2.2 percent from March 2021, due to 8,000 fewer cows and 10 less pounds of milk per cow. The first-quarter production totaled down 2.5 percent from 2021's first quarter. The state's October-December output had been down 3.2 percent from the same period in 2020.

Milk production in New Mexico totaled 654 million pounds, down 9.3 percent from March 2021, due to 37,000 fewer cows and 55 less pounds of milk per cow. New Mexico's January-March production totaled 1.9 billion pounds, down 11.4 percent from a year earlier.

Washington's milk production totaled 550 million pounds, down 4.0 percent from March 2021, due to 14,000 fewer milk cows but 25 more pounds of milk per cow. Washington's first-quarter milk production totaled 1.6 billion pounds, down 5.2 percent from 2021's first quarter. The state's October-December output had been down 6.8 percent from the same period in 2020.

Milk Production by State

STATE	March 2021 millions of lbs	March 2022 millions of lbs	% Change	Change Cows
California	3724	3743	0.5	1000
Wisconsin	2718	2724	0.2	3000
Texas	1347	1437	6.7	22000
Idaho	1392	1392	NC	NC
New York	1340	1327	-1.0	-6000
Michigan	1036	1006	-2.9	-15000
Minnesota	910	886	-2.6	-9000
Pennsylvania	893	873	-2.2	-8000
New Mexico	721	654	-9.3	-37000
Washington	573	550	-4.0	-14000
Iowa	480	484	0.8	NC
Ohio	497	480	-3.4	-10000
Colorado	455	450	-1.1	-2000
Arizona	452	446	-1.3	-2000
Indiana	401	386	-3.7	-7000
Kansas	364	350	-3.8	-5000
South Dakota	285	342	20.0	30000
Oregon	226	229	1.3	1000
Vermont	223	221	-0.9	NC
Utah	189	185	-2.1	-2000
Florida	205	183	-10.7	-11000
Georgia	163	177	8.6	7000
Illinois	161	157	-2.5	-2000
Virginia	133	130	-2.3	-2000

All told for the 24 reporting states in March, compared to March 2021, milk production was higher in seven states, with those production increases ranging from 0.2 percent in Wisconsin to 20.0 percent in South Dakota; lower in 16 states, with those declines ranging from 0.9 percent in Vermont to 10.7 percent in Florida; and unchanged in Idaho.

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Strong Global Demand For US Dairy Signals Strong Support For Prices

Denver, CO—The strong international demand for dairy products amidst falling global supplies continues to pull on US dairy exports, signaling “strong support” for dairy product prices in the months ahead, according to a new quarterly report from CoBank’s Knowledge Exchange.

Chinese demand will be a central focus in the quarter ahead as policy-makers for the world’s largest importer of commodities struggle to contain escalating food prices, the report noted. Efforts to stockpile commodities may translate into new demand for US dairy products.

High milk prices have stopped the contraction of the US dairy herd, the report pointed out. Cow numbers grew modestly in February, stopping an eight-month slide in herd size, and then increased again in March. However, the US dairy herd size is still smaller than a year ago after the loss of more than 100,000 cows since last summer.

Historically high prices for feed, labor, and replacement heifers remain “powerful headwinds” pushing against expansion of the US dairy herd, the report said. Heifer inventories are especially tight and at decade lows.

At its Ag Outlook Forum in February, USDA predicted only modest herd growth in 2022 as producers grapple with ever-growing cost pressures. Rather than add more feed-consuming cows while prices for corn, soybean meal, and hay are high, producers are instead focusing on improving productivity of the existing herd and culling or replacing low-performing cows.

Persistent drought conditions across the western half of the US portend another tight year for premium alfalfa, and another year of historically high prices, the report noted. Surging grain prices resulting from the Russian invasion of Ukraine in an already tight year for world grain inventories hint at even higher feed costs in 2022.

These cost pressures are an international problem, and milk production among exporting countries has been declining since September 2021, the report explained. In New Zealand, milk collections in February fell 8 percent year over year on exceptionally dry pasture conditions while the European Union dropped 0.7 percent year over year.

Dairy processors continue to struggle with “extremely tight” labor and some dairy processors and handlers report that severe labor shortages are impacting normal operations, the report noted. Although automation and technology may solve labor issues in the long term, lead times on

acquiring new equipment are 18 to 24 months. The struggle to quickly automate in a tight labor market is slowing the processing pace.

The ongoing shortages of truck drivers and rising fuel costs are additional constraints, the report continued. Processing plants have not been able to operate at full capacity in regions with declining milk collections, particularly US manufacturers of butter and nonfat dry milk.

Russia’s invasion of Ukraine has brought on a new set of economic conditions that are reshaping financial and commodity markets, the report said. For the remainder of 2022, global growth will be slower and most commodity prices

higher than previously expected. Key agricultural inputs are in short supply and energy prices are near multi-year highs despite the largest-ever release from the US strategic petroleum reserves.

These factors are amplifying already high inflation, and the Federal Reserve is poised to let air out of the easy money balloon more quickly, the report continued. This will slow the US economy and increase 2023 recession risks meaningfully. Businesses that are enduring higher commodity costs will soon face markedly higher interest rates as well.

This all paints a mixed picture for CoBank’s customers, the report said. Agricultural commodity prices have more or less kept pace with input cost hikes, incentivizing producers to expand their operations despite record-high

costs. US grain production will be critical for supplying the world as Ukraine struggles to plant, harvest, and ship its corn, wheat, and sunflower seed.

Both the agricultural and power sectors are wrestling with higher natural gas prices, the report pointed out. And crude oil supplies are at a decade low. The ripple effects are likely to expand in two directions: higher persistent costs throughout the economy and greater incentives to transition away from fossil fuels.

“Cooling demand will probably take more Fed action than most currently expect,” commented Dan Kowalski, vice president of CoBank’s Knowledge Exchange. “While interest rates are rising, financial conditions are still quite loose relative to the level of inflation.”



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Clemson Takes Top Honors In Collegiate Dairy Products Evaluation Contest

Milwaukee, WI—Clemson University captured the all products team title at the 98th Collegiate Dairy Products Evaluation Contest (CDPEC), which was held here last week.

This was the first time the CDPEC was held since 2019. The 2020 and 2021 contests were cancelled due to the coronavirus pandemic.

A total of eight academic institutions participated in this year's competition, which was again hosted by the Wisconsin Cheese Makers Association (WCMA) and took place at CheeseExpo.

Sara Cothran, Clemson University's coach, was recognized as coach of the year, and presented with the Aurelia and George Weigold Coach's Award.

Clemson University was awarded the Shirley Seas Memorial Scholarship, which is awarded to the university that places first in the all products category.

The University of Tennessee, coached by Charles White and Nathan Miller, finished second in all-products judging, while South Dakota State University, coached by Ahmed Hammam, finished third.

Clemson's Frances Schueren captured top individual honors in the all-products category, while Cal Poly's Megan Van Ruler finished second and Tennessee's Hannah Lansbury finished third.

Khalid Alsaleem of South Dakota State was the top graduate student in all products and received the Genevieve Christen Graduate Student All Products Award. Kevin O'Rell of Good

Karma Foods was the industry all products judge.

Bailey Hauge of Iowa State University and Carlie Nelson of the University of Wisconsin-River Falls received the Joe Larson Merit Award, which honors two undergraduate students that best uphold the ideals of the CDPEC. The awards are not based on technical placement in the contest, but reward individuals for other key attributes necessary for industry leadership.

Art Nesbitt presented the Joe Larson Merit Awards to Hauge and Nelson.

This year's Collegiate Dairy Products Evaluation Contest was dedicated to Tori Boomgaarden, who has been associated with the contest for over 15 years, starting in 2007, when she competed in the contest as an undergraduate at South Dakota State. Boomgaarden is currently a senior food scientist at Artisan Row Food Design and serves as an ice cream judge at the CDPEC.

Team and individual winners in this year's CDPEC were as follows:

Cheddar Cheese

South Dakota State University took first place in the Cheddar cheese category, followed by UW-River Falls in second place and Tennessee in third.

SDSU's Hope Lewandowski was the top individual Cheddar judge, followed by Madison Dahna, also of SDSU, in second place and Emily Barajas of Cal Poly in third. SDSU's Khalid Alsaleem was the top graduate student Cheddar judge.



Clemson University captured the all products team title at the 98th Collegiate Dairy Products Evaluation Contest. In the photo above are, left to right: Sara Cothran, Clemson's coach; students Ian Smith, Frances Schueren, Reagan Ross, Katherine Hannahs and Reese Kauffman. Photo courtesy of Mike Roemer. Mike Roemer Photography Inc.

Industry Cheddar judges included Brandon Prochaska, Wisconsin Center for Dairy Research; Valerie Stastny, USDA; Laura Enriquez, Edlong Corporation; Gina Hafele Schultz, Flavorsum; and Claire Collins, Sartori.

Butter

Tennessee captured first place in the butter category, followed by the University of Missouri in second place and Clemson in third.

Megan Van Ruler of Cal Poly was the top individual butter judge, followed by Amber Barnwell of Tennessee in second and Missouri's Nelson Hadlock in third. Cal Poly's Abigail Affonso was the top graduate student butter judge.

Ron Thompson of Continental Dairy Facilities was the lead industry butter judge. Other industry butter judges included Jackie Seibel, Sartori; Matthew Buss, Balchem; Matthew Siedschlaw and Allison Reynolds, USDA; and Josh Busby, Dairy Farmers of America.

Cottage Cheese

Tennessee took top honors in the Cottage cheese category, followed by Clemson in second place and Missouri in third.

Tennessee's Joshua Saad was the top individual Cottage cheese judge, followed by SDSU's Madison Dahna in second place and Kaitlin Pescinski of UW-River Falls in third. Joey Paglia of Cal Poly was the top graduate student Cottage cheese judge.

Doug Allen of Denali Ingredients was the lead industry judge. Other industry judges included Doug Vargo, IFF; Gary Pieper, Chr. Hansen; Hoss Langhoff (retired), Saputo Dairy Foods; and Charlie Mack, Prairie Farms.

Fluid Milk

South Dakota State captured first place in the fluid milk category, followed by Clemson in second place and UW-River Falls in third.

Frances Schueren of Clemson was the top individual fluid milk

judge, followed by UW-Madison's Tyler Schroeffer in second place and Tennessee's Hannah Lansbury in third. SDSU's Khalid Alsaleem was the top graduate student fluid milk judge.

Jane Zeien of Denali Ingredients was the lead industry fluid milk judge. Other industry milk judges included Thomas Gruetzmacher, Bay Valley Foods; Julie TiaTia, Marathon Cheese; Justin Larson, Urban Farmer; and Derek Janssen, Mars Wrigley.

Yogurt

Clemson took first place in the yogurt category, followed by Iowa State in second place and Cal Poly in third.

Iowa State's Bailey Hauge was the top individual yogurt judge, followed by Mikayla Haack of UW-Madison in second place and Clemson's Frances Schueren in third. Iowa State's Karin Cho was the top graduate student yogurt judge.

Industry yogurt judges included Don Tribby and Craig Muncy, IFF; Herb Wyckoff, Crest Foods; Vanessa Teter; Kevin Harrah, Corbion; Natasha Scherber, RELCO; and Troy Hancock, Valley Natural Beverages.

Ice Cream

Cal Poly captured first place in the ice cream category, followed by Missouri in second place and South Dakota State in third.

Emily Barajas of Cal Poly was the top individual ice cream judge, followed by Tennessee's Hannah Lansbury in second place and Cal Poly's Megan Van Ruler in third. Cal Poly's Abigail Affonso was the top graduate student ice cream judge.

David Hoyda of Tate and Lyle was the lead industry ice cream judge. Other industry judges included Scott Halverson, Denali Ingredients; Chuck Yarris, Quality Chekd Dairies; Joe Loquasto, Crest Foods; and Tori Boomgaarden, Artisan Row Food Design.

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March Class III Volume On Seven Federal Orders Hits Three-Year High

Class IV Volume For Seven Orders Was Below 900 Million Pounds For Second Straight Month

Washington—The volume of milk pooled in Class III in March on the seven federal milk marketing orders that pay dairy farmers a producer price differential (PPD) reached its highest level since March 2019, according to the March uniform price announcements for those orders.

Specifically, March 2022 Class III volume on those seven orders totaled 7.34 billion pounds, up 1.2 billion pounds from February, up 4.6 billion pounds from March 2021 and the highest Class III volume on the seven orders since March 2019, when volume totaled 7.5 billion pounds.

Class III volume on those seven orders last topped 7.0 billion pounds in June 2019, at 7.2 billion pounds.

Meanwhile, the volume of milk pooled in Class IV in March on those seven federal orders totaled 834.6 million pounds, down 1.0 million pounds from February and down 2.66 billion pounds from March 2021. That's the second straight month in which Class IV volume in the seven orders was under 900 million pounds.

All seven orders posted positive PPDs again in March, ranging from 21 cents per hundredweight for the Upper Midwest order to \$2.29 per hundred for the Northeast order.

Class III volume on the California federal order in March totaled 1.396 billion pounds, up 176 million pounds from February, up 1.37 billion pounds from March 2021 and the largest volume of Class III milk on the order since March 2019, when it totaled 1.42 billion pounds.

Class III utilization was 71.0 percent, up from 70.7 percent in February and up from just 1.4 percent in March 2021.

March Class IV volume on the California order totaled 55.9 million pounds, up 4.6 million pounds from February but down 1.4 billion pounds from March 2021. Class IV utilization was 2.8 percent, down from 3.0 percent in February and down from 72.0 percent in March 2021.

On the Upper Midwest order in March, Class III volume totaled 2.5 billion pounds, up 353 million pounds from February and up 2.1 billion pounds from March 2021. That's the largest volume of milk pooled in Class III on the order since August 2019, when it totaled 2.66 billion pounds.

Class III utilization on the Upper Midwest order in March was 90.5 percent, up from 89.7 percent in February and 36.9 percent in March 2021. That's the first time Class III utilization on the order has been above 90 percent since March 2019, when it was 90.4 percent.

Class IV volume on the Upper Midwest order in March totaled 17.6 million pounds, unchanged from February but down 158 million pounds from March 2021. Class IV utilization was 0.6 percent, down from 0.7 percent in February and 18.3 percent in March 2021.

On the Southwest federal order in March, Class III volume totaled 773.9 million pounds, up 91.2 million pounds from February and up 737 million pounds from March 2021. Class III utilization was 65.0 percent, up from 64.8 percent in February and 3.6 percent in March 2021.

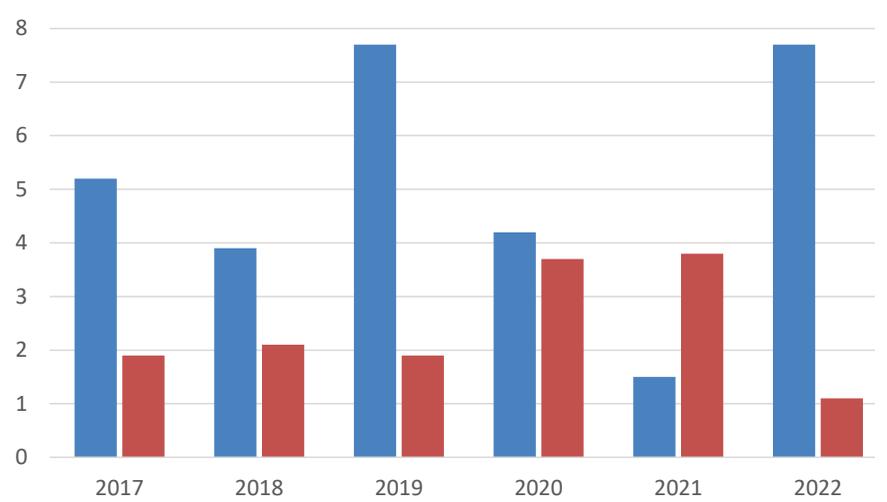
Class IV volume on the Southwest order in March totaled 13.2 million pounds, up 1.3 million pounds from February but down 476 million pounds from March 2021. Class IV utilization was 1.1 percent, unchanged from February but down from 47.6 percent in March 2021.

Class III volume on the Central federal order in March totaled 702.0 million pounds, up 118 million pounds from February and up 649 million pounds from March 2021. Class III utilization was 52.6 percent, up from 49.9 percent in February and up from 5.4 percent in March 2021.

Also on the Central order in March, Class IV volume totaled

Volume of Milk Pooled in Class III & IV

billions of pounds; all 11 orders
2017 and 2018 excludes California Order



151.2 million pounds, up 7.5 million pounds from February but down 222 million pounds from March 2021. Class IV utilization was 11.3 percent, down from 12.3 percent in February and 38.0 percent in March 2021.

On the Mideast federal order in March, Class III volume totaled 690 million pounds, up 89 million pounds from February and up 436 million pounds from March 2021. Class III utilization was 48.1 percent, up from 47.0 percent in February and 17.2 percent in March 2021.

March Class IV volume on the Mideast order totaled 40.5 million pounds, up 2.8 million pounds from February but down 241 million pounds from March 2021. Class IV utilization was 2.8 percent, down from 2.9 percent in February and 19.1 percent in March 2021.

Class III volume on the Northeast order in March totaled 701.5 million pounds, up 117.5 million pounds from February and up 104 million pounds from March 2021. Class III utilization was 30.4 percent, up from 28.3 percent in Feb-

ruary and 25.4 percent in March 2021.

Also on the Northeast order in March, Class IV volume totaled 392.8 million pounds, up 39 million pounds from February but down 44 million pounds from March 2021.

Class IV utilization was 17.0 percent, down from 17.1 percent in February and 18.6 percent in March 2021.

On the Pacific Northwest federal order in March, Class III volume totaled 320.9 million pounds, up 33.2 million pounds from February and up 151 million pounds from March 2021.

Class III utilization was 48.2 percent, up from 42.9 percent in February and up from 27.1 percent in March 2021.

Class IV volume on the Pacific Northwest order in March totaled 163.4 million pounds, down 54.2 million pounds from February and down 100 million pounds from March 2021. Class IV utilization was 24.5 percent, down from 32.5 percent in February and 43.5 percent in March 2021.

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Marex Opens Office In Minneapolis, MN; Will Introduce OTC Dairy Business

London, England, and Minneapolis, MN—Marex, a global financial services company, recently announced that it has established an office in Minneapolis, MN, which serves as a central hub for commodity risk management.

As part of the move, Marex has tapped agricultural industry veterans Dan Hofstad and Charlie Fee to co-head the office and oversee further growth of its over-the-counter (OTC) agricultural offering in the US.

The new office will serve as a launch pad for further expansion of the firm's listed and OTC offerings, including structured products. It will be the hub from which Marex Solutions, the OTC arm of the company, will introduce a new North American OTC dairy business, led by Hofstad, as a complement to the firm's existing exchange-traded dairy products business.

With 16 years of experience in commodity risk management and trading, Hofstad has developed and implemented exchange-based and OTC hedging strategies in agricultural, dairy soft, energy and foreign

exchange markets. He previously served as managing director, North America for Amius Limited. He spent nearly five years at Cargill Risk Management in several roles, including senior director and global dairy manager. Previously, Hofstad was at INTL FCStone (now StoneX) in London.

Fee served most recently as managing director for Amius since October 2019, after spending 16 years at Cargill. He was managing director, Asia Pacific for Cargill Risk Management from 2016 to 2019 after filling other roles, including senior marketer for OTC pricing solutions in agricultural commodity hedging.

Marex has undertaken a series of strategic moves in the commodity space in the past six months, including the expansion into Australia with the opening of a Sydney office and the acquisitions of Volcap Trading, which established a soft commodity and bespoke structured products business operating out of London and Paris, and Arfinco S.A.

"We're delighted to expand our business with another on-the-ground presence that puts us close to our clients as they navigate their risk management challenges," said Ram Vittal, chief executive officer of Marex North America.

For more information, visit www.marex.com.



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PERSONNEL

EverAg has appointed MIKE BORMAN as chief product officer, using his experience in ag tech, agribusiness, and software to lead the next phase of product development for the company. As the former co-founder and senior vice president of Conservis, Borman is a seasoned software professional with extensive technology and entrepreneurial experience. Throughout his career, he has honed in on rapidly automating workflow in a way that accomplishes time-sensitive and complicated tasks.

ANDREW JUDD has been appointed chief commercial officer for **Laird Superfood, Inc. (LSF)**, responsible for the overall commercial strategy and development of the company. In his new role, Andrew Judd will oversee marketing, sales, product development, and customer experience to drive business growth and expand market share. He joins LSF as an experienced marketing leader, most recently serving as chief marketing officer of Yasso. Before that, Andrew Judd was chief marketing officer of ONE Brands and vice president of marketing for the Boulder Brands business unit of Pinnacle Foods. Additional previous roles included leading the management of the So Delicious brand at WhiteWave; category director for ice cream, iced coffee, blended beverages and value-added milk portfolio at Saputo Dairy Foods; and various executive level roles at Campbell Soup Company.

Hilmar Scholarship Program Will Provide 55 Students With Aid

Hilmar, CA—Hilmar Cheese Company will offer financial aid to 55 deserving students from California or parts of Texas through its scholarship program.

The program has four categories: children of employees of Hilmar Cheese; Hilmar Cheese Visitor Center part-time staff; children of the company's milk suppliers; and students with an ag major living in the counties where the company is located.

New this year, previous recipients of dairy farm family child or employee child scholarships were able to apply for a renewal scholarship. Renewal scholarships were awarded to 24 children of employees and dairy farm families who ship their milk to Hilmar.

First-time scholarship recipients include 12 children of Hilmar Cheese Company employees, four part-time visitor center employees, four children of the dairy farm families who ship their milk to Hilmar Cheese Company and 11 agricultural majors.

The scholarship program reflects our ongoing support of higher education and commitment to employees, dairy farm families, the California and Texas ag industries and, communities where we operate.

Qualifying students are encouraged to apply Nov. 1 through Feb. 1, 2023. For more information about Hilmar Cheese Company's scholarship program, visit www.hilmarcheese.com.

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FDA Issues Draft Guidance On Evaluating Health Importance Of Non Major Food Allergens

Silver Spring, MD—The US Food and Drug Administration (FDA) on Monday issued a draft guidance for FDA staff and other stakeholders titled “Evaluating the Public Health Importance of Food Allergens Other Than the Major Food Allergens Listed in the Federal Food, Drug, and Cosmetic Act.”

The draft guidance, when finalized, will outline FDA’s current thinking on the approach the agency generally intends to take when it evaluates the public health importance of food allergens that are not one of the major food allergens identified by law in the US.

Those major food allergens are milk, eggs, fish, crustacean shellfish, tree nuts, peanuts, wheat, and soybeans. Sesame becomes the ninth major food allergen effective Jan. 1, 2023.

For the purposes of this new draft guidance, FDA refers to food allergens that are not major food allergens as non-listed food allergens.

Food allergies and other types of food hypersensitivities affect millions of people living in the US and there are more than 160 known food allergens, FDA explained. To protect those with food allergies and other food hypersensitivities, FDA requires companies to list major food allergens or ingredients that are made from major food allergens in specific ways on the label of packaged foods.

The agency also enforces regulations that require food manufacturers to prevent allergen cross-contact (or, the unintentional incorporation of a major food allergen into a food).

The draft guidance released is part of FDA’s efforts to evaluate emerging evidence about non-listed food allergens in a consistent and transparent manner to inform potential future actions. The agency’s approach to non-listed food allergens focuses on immunoglobulin E antibody (IgE)-mediated food allergies, which are considered the most severe and immediately life-threatening food allergies.

The draft guidance discusses the scientific evidence that establishes a food as a cause of IgE-mediated food allergy and the scientific factors, such as prevalence, severity, and allergenic potency, that the FDA intends to consider in its evaluations.

The draft guidance also provides the FDA’s recommendations for identifying and evaluating the relevant body of evidence to determine the public health importance of a non-listed food allergen.

Perfect Day Adds Second US Location; Will Expand, Diversify Capabilities

Salt Lake City, UT—The Gateway here is welcoming its newest life sciences tenant, Perfect Day, Inc., which developed what is described as the world’s first animal-free milk protein.

The nearly 60,000-square-foot space is part of The Gateway’s BioHive hub, a campus featuring commercial and laboratory space in downtown Salt Lake City that has been designed to accelerate the growth of life sciences and biotech companies.

Perfect Day will join The Gateway’s community of life science tenants with over 200,000 square feet currently leased. Construction will begin immediately on

the facility, which will serve as Perfect Day’s second US location (in addition to Berkeley, CA), and a critical base for its fast-growing Enterprise Biology business.

The expansion to Salt Lake City is in partnership with the Utah Governor’s Office of Economic Opportunity for an EDTIF tax credit. Over the next four years, Perfect Day plans to add over 60 new positions to its Salt Lake City team.

“This second US base will expand and diversify our technology capabilities, allowing us to accelerate our impact and business reach with the addition of new infrastructure, resources, and

connection to the vitality of the biotech talent growing in the Salt Lake City community,” said TM Narayan, Perfect Day’s chief of business operations.

“This move further solidifies our commitment to the region following the acquisition of our Enterprise Biology facility in 2020 and partnership with the Utah Governor’s Office of Economic Opportunity last year,” Narayan added.

“Perfect Day is an exciting addition to Salt Lake City, which is home to a fast-growing life sciences industry,” Salt Lake City Mayor Erin Mendenhall said. “Having evolved into a dynamic campus for life sciences companies to grow and innovate, The Gateway is a valuable partner in supporting our initiatives to grow the city’s biotech and life sciences ecosystem.”

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The Wisconsin Cheese Makers Association honored industry contributors earlier this month during the CheeseExpo held in Milwaukee, WI, April 13-14. From left to right are James Manning, Arthur Zimmer, Steve Yeager, Robert Wagner, Richard Wagner, Andy Diederich, Jeff Giffin, Cathy Strange, Van Salmans, and Paul Kindstedt. Dr. Mark Johnson and Steve Ottiger were not present.

Wisconsin Cheese Makers Association Recognizes 12 For Industry Contributions

Milwaukee, WI—The Wisconsin Cheese Makers Association (WCMA) honored 12 industry leaders for their outstanding achievements in the dairy manufacturing industry here earlier this month during the CheeseExpo.

Receiving the 2022's WCMA's Cheese Industry Champion award were Robert Wagner and Richard Wagner, retired from Weyauwega Milk Products/Trega Foods; and Jeff Giffin, retired from Masters Gallery.

The Cheese Industry Champion award is given to dairy industry leaders who, through their everyday business decisions, have created tremendous opportunity for

others and have spurred industry growth.

The association also honored Andy Diederich with the Wisconsin Cheese Makers Association Life Member Award for contributions to the association.

The WCMA Life Member Award was first awarded to E.L. Aderhold in 1918.

Receiving the Wisconsin Cheese Makers Association's Vanguard Award were Steve Yeager, from Hilmar Cheese; and Steve Ottiger, retired from Guggisburg Cheese.

The Vanguard Award is designed to pay tribute to cheese makers and cheese manufacturing employees who are considered pioneers.

The association also honored two contributors with the Distinguished Service Award.

This award recognizes supplier partner members who have played a significant role in building the success of the United States dairy industry, contributing innovations in dairy manufacturing, food quality, safety, marketing or sales.

This year's honorees were James Manning, EDCO Food Products; and Art Zimmer, Caloris Engineering.

Dr. Paul Kindstedt of the University of Vermont, and Dr. Mark Johnson, University of Wisconsin's Center for Dairy Research received the association's Babcock Award.

The Babcock Award recognizes those whose contributions in research and education have advanced the industry.

WCMA's newest honor, the Luminary Award, recognizes the contributions of leaders in dairy product sales and marketing; individuals who introduced new concepts, products, or innovative ideas to drive sales in the U.S. or around the world. The 2022 recipients of the Luminary Award are Van Salmans of Salmans and Associates; and Cathy Strange of Whole Foods Market.

For more information or to nominate someone for an award, contact WCMA, visit www.wisconsincheesemakersassn.org.

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Sweets & Snacks Expo Will Rotate From Chicago, Las Vegas & Indianapolis

Aventura, FL—The National Confectioners Association announced plans to host its Sweets & Snacks Expo in a rotation between Las Vegas, Indianapolis, IN, and Chicago.

Beginning in 2024, the expo will cycle through a rotation of two years at the Indiana Convention Center in Indianapolis, followed by one year at the Las Vegas Convention Center in Las Vegas until 2032.

In May, McCormick Place in Chicago will host the 2022 and 2023 Sweets & Snacks Expos. The show will continue to be held in May each year, the Association noted.

To sign up online and for more information, visit www.sweetsandsnacks.com.

NE-DBIC Awards Dairy Business Viability, Technical Assistance Grants

Montpelier, VT—The Northeast Dairy Business Innovation Center (NE-DBIC) recently announced the awarding of Dairy Business Viability and Technical Assistance Grants to eight businesses and organizations in the Northeast.

This grant program supports coordinated technical assistance projects that enhance dairy farmer and processor business operations and strengthen market opportunities. A total of \$398,143 was awarded in grants. Grant recipients are required to match at least 25 percent of the awarded funds with either in-kind or cash funds.

Recipients are as follows:

Center for an Agricultural Economy, Hardwick, VT, was awarded \$18,000 to hire experienced technical assistance providers to work with eight small dairy farms in northern Vermont and New Hampshire on production efficiency, herd health, and milk quality.

The Center for Dairy Excellence, Harrisburg, PA, will use its \$65,000 grant to fund technical assistance providers to help small-scale, farm-based value-added dairy businesses in Pennsylvania, Maryland, Delaware, and New Jersey with business development.

Northwest Regional Planning Commission, St Albans, VT, was granted \$27,000 on behalf of the Healthy Roots Collaborative to provide technical services to Vermont dairy farmers and processors.

Jasper Hill Creamery, Greensboro, VT, will use \$32,363 to work with food safety, business, and legal advisors to write a milk purchasing contract and create tools for other cheese makers and dairy farmers to write their own contracts.

Local Goods Gathered, Sebago, ME, was awarded \$100,000 to expand its food brokerage services by piloting a business model that provides customized technical assistance to Maine creameries.

Maine Cheese Guild, Sidney, ME, received \$30,000 to hire a part-time executive director to lead educational and technical assistance opportunities for the cheesemaking and dairy producing community.

Maine Organic Farmers and Gardeners Association, Unity, ME, was awarded \$41,230 to provide technical assistance to Maine dairy farms for production and business needs resulting from New England dairy market shifts.

Vermont Cheese Council, Waitsfield, VT, will invest \$84,550 in expanded educational and professional development programming for cheese makers.

Study Finds Opportunities To Boost Value-Added Dairy In New England

Montpelier, VT—A study conducted for the Northeast Dairy Business Innovation Center (NE-DBIC) identifies opportunities to strengthen the region's value-added dairy distribution network and increase value-added dairy producers' ability to leverage it.

While fluid milk consumption has declined for years, overall dairy consumption has actually grown and is projected to keep growing, largely due to increased consumption of cheese, yogurt, butter and other value-added dairy products, noted the study, which was conducted by the food system consultancy KK&P (Karen Karp & Partners).

Because of this, the regional value-added dairy sector represents a significant opportunity for New England's dairy industry, which is comprised primarily of small- and mid-sized dairy farms.

Market opportunities for value-added dairy products abound in the Northeast; the region includes approximately 56 million inhabitants, 20 metro areas each with more than 500,000 residents, and New York City, the largest metro region in the US with some 20 million inhabitants as well as a major hub for national and international food distribution.

Further, the majority of the region can be traversed by truck in a single day, an advantage as compared to less densely populated and larger regions in the US, the study pointed out.

Yet despite the "unparalleled" market opportunities the Northeast presents to the region's value-added dairy products, small and

mid-sized producers encounter some obstacles in the process of entering and consistently accessing high-value markets, the study noted. The Northeast's value-added dairy supply chain features challenges that span producer readiness to distributor capacity to buyer awardness.

Also, the region's value-added producers, even those with strong brands and high levels of market savvy, are sometimes at a price disadvantage relative to equivalent products made in other US regions or Europe, the study added.

The study includes key findings and offers several strategic directions. It found that the Northeast's value-added dairy supply chain works well for many buyers and producers, but it shows signs of "brittleness."

The strategy suggested here is to build resiliency, by taking a holistic view of distribution as a process that includes producer readiness, marketing and sales strategies, relationships and more; and applying a long-term view and broad goal of increasing resilience and reducing brittleness in distribution networks to all industry investments and efforts.

The study also found that challenges in attracting and retaining human capital are among the largest risks to the viability and vibrancy of distribution networks in the Northeast.

The strategy to overcome those challenges is to grow the workforce, by: convening a cross-sector, collaborative, cross-industry, multi-state working group to build a comprehensive workforce devel-

opment strategy; and build the pipeline of people into the industry and consider scaffolding career pathways and opportunities with registered apprenticeship programming.

Another finding from the study: existing small-scale freight and distribution specialists present a pathway to building resiliency throughout the distribution sector and to reducing distribution friction for producers and buyers, the study noted.

The suggested strategy in this area is to invest in emerging and existing distributors throughout New England in order to build resiliency and capacity and cultivate a "deeper bench"; and to focus investments on improvements and enhancements to the infrastructure assets of distributors who provide upstream, "first-mile" connections to producers.

The study further found that marketing and relationship-building are critical parts of the distribution process, and they need strengthening in New England.

The suggested strategy here is to market as a region; that is, promote New England's identity as a leading region for value-added dairy products, and increase buyer and consumer access to the breadth of producers in the six New England states; and support producers in improving their individual business marketing-related assets and capacities.

Finally, the study found that distribution readiness involves significant administrative and technical capabilities with which many producers struggle.

For more information about the NE-DBIC, or to obtain a copy of the study, visit <https://agriculture.vermont.gov/dbic>.

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IMPA Details Annual Cheese Contest; Meeting August 11-12 In Sun Valley

Twin Falls, ID—Entry details, dates and rules for the 26th annual Idaho Milk Processors Association (IMPA) Cheese Contest were released this week.

Product judging will take place here Aug. 9 at Glanbia Foods, Inc. All entries must be made from bovine milk.

Members and associate members of IMPA may submit qualifying entries to the contest at no charge. To qualify, the milk used in member entries must be sourced from within Idaho and Utah, or have close ties to those states. The competition features an exception for the Farmstead and Artisan categories – classes 14 and 15.

Entries to class 14 and 15 must be processed from one of the following eligible states: Idaho, Utah,

Montana, Washington, Wyoming and Oregon.

IMPA non-members may submit entries only if they qualify within classes 14 and 15, with a fee of \$75 per entry.

All products must conform to their respective standards of identity, and must be a minimum of eight pounds, with the exception of classes 16 and 18, in which contestants may enter more than one piece to total eight pounds, as long as samples are from the same batch.

Any cheese or dairy product under one pound of weight will require one retail case of samples or a minimum of six pieces.

All entries must be free of sample plugs, and all competition entries must be for sale to the general public for a minimum of six

months. This includes retail sales, online sales, and farmers' markets.

A plant may enter multiple entries per class. However, each entry must be submitted by a different individual. If more than one entry in the same class and from the same contestant is received, the judges will determine which entry will be graded.

IMPA Classes For 2022 Contest

- Class 1 – Current Cheddar
- Class 2 – Medium Cheddar
- Class 3 – Sharp Cheddar
- Class 4 – Aged Cheddar
- Class 5 – Aged Cheddar, +24 months
- Class 6 – Colby/Jack/ Muenster
- Class 7 – Hard Italian Cheese
- Class 8 – Soft/Semi-Soft/Fresh Italian
- Class 9 – Spiced Cheese
- Class 10 – Flavored Cheese
- Class 11 – Open Reduced Fat Cheese
- Class 12 – Open Class
- Class 13 – Swiss Cheese
- Class 14 – Farmstead
- Class 15 – Artisan
- Class 16 – Cultured Dairy Products
- Class 17 – Butter
- Class 18 – Granular Cheese

Contest Rules, Shipping Dates

Product samples must be received by Glanbia between Aug. 1-5.

Judges will grade the cheese on August 9. A Grand Champion will be chosen from all first place entries, and the Grand Champion round is graded by all judges.

IMPA Awards for each class champion, first and second runners-up will be presented at the wine and cheese social on August 11. This year's IMPA Conference will be held Aug. 11-12 at the Sun Valley Resort.

First place will be auctioned off during the wine and cheese social, with the proceeds going to IMPA student scholarships.

For shipping directions, questions or more information, visit the IMPA website at www.impa.us

Judges Wanted For 2022 WDE Championship Dairy Product Contest

Madison—The Wisconsin Dairy Products Association (WDPA) recently issued a call for judges for its 19th annual World Dairy Expo (WDE) Championship Dairy Product Contest.

The judging panel will be led by head judge Robert Bradley with the UW-Madison.

WDPA is seeking judges for the following: cheese and butter, 16 judges needed; yogurt, four judges needed; ice cream and sherbet, 10 judges needed; whey products, two judges; Cottage cheese, sour cream and sour cream dips, six judges needed; and fluid milk and cultured butter-milk, 10 judges needed.

This year's contest will have 100 different categories, encompassing a range of dairy products that include, cheese, butter, milk, ice cream, yogurt, whey, Cottage cheese, sour cream, and whipping cream. Last year's contest received a record 1,500 product entries.

"To reach 1,500 entries in such a short period of time is unprecedented and a testament to the inclusiveness of all dairy products, as well as the professional, exacting standards used for judging these product entries," said WDPA executive director Brad Legreid.

"We take a great deal of pride ensuring that all aspects of the contest are second-to-none so that participating companies are proud to be associated with this event," Legreid said.

Contest entry forms will be mailed to dairy plants in late June. All entries must be shipped during the week of Aug. 15 with judging taking place Aug. 23-25.

The winning entries will be auctioned off on Oct. 4 at World Dairy Expo.

WDPA will conduct all three days of judging at the Madison College Culinary School.

The site affords student chefs the opportunity to observe and interact with contest judges throughout the day.

Interested parties should send their resumes to : Wisconsin Dairy Products Association, 8383 Greenway Blvd. #130, Middleton, WI 53562 by May 20.

The WDPA contest committee will review all resumes and select the judges.

For more information, contact WDPA at (608) 836.3336 or via email: info@wdpa.net. Details will also be available online at www.wdpa.net.



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Global Dairy Market Expected To Remain Tight For Next Six Months

February Milk Production Up 0.1% After Adjusting For Leap Year; Milk Cow Numbers Continue To Rise

Hot, Dry Weather Cutting New Zealand's Milk Output

Lightening Strikes Cattle Trade Prices Jump Again

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CA Artisan Cheese Festival Returns To Sonoma County After Two-Year Hiatus

Santa Rosa, CA— The 16th California Artisan Cheese Festival returns here Saturday, May 7 at the Sonoma County Event Center’s Grace Pavilion from noon until 4 p.m.

The festival, hosted by the California Artisan Cheese Guild (CACG) and considered a culinary favorite for consumers and cheese industry members alike, had been shelved for two years by the pandemic. Event organizers offered the festival online during the interim, but this year’s return to an in-person occasion has many local artisans celebrating.

The live event promises not to disappoint; guests will be able to sample over 60 award-winning cheeses, wines, ciders, beers and other artisan products.

At the same time, festival organizers work to increase cheese appreciation, educate consumers about artisan cheeses, and support the California cheesemaking community and its sustainability.

The festival’s Artisan Cheese Tasting & Marketplace will feature

over 100 artisan cheese and gourmet food producers.

A partial list of participating cheese companies include Achadinha Cheese Company, Beehive Cheese Company, Cowgirl Creamery, Cypress Grove, Fiscalini Farmstead Cheese Company, Laura Chenel, Marin French Cheese, Morsey’s Creamery, Nicasio Valley Cheese Company, Point Reyes Farmstead Cheese Company, Rumiano Cheese, Sach Foods, Sierra Nevada Cheese Company, Valley Ford Cheese & Creamery, and Wm. Cofield Cheesemakers.

An abridged list of artisan food purveyors and other vendors include Baci Kitchen, Black Pig Meat Co., Bryerton’s Roasted Almonds, California Artisan Cheese Guild, California Milk Advisory Board, Cheese Trail, and Chef Josef’s Seasoning Blends, Cookie...take a bite!

“The Artisan Cheese Tasting and Marketplace offers a very special opportunity to taste, sip, savor and purchase delectable cheeses, and products that complement

cheese, all in one place,” said Judy Groverman Walker, event producer, California Artisan Cheese Festival. “We’re excited to be back in-person this year and featuring so many local favorites and over a dozen new purveyors.”

Tickets are available online at www.artisancheesefestival.com. A limited number of early entry tickets are available for \$75; general admission tickets are \$60 each. Child tickets are \$30 for kids 5 to 12 years old.

All ticket sales are final and all event will take place rain or shine. Every guest will receive an Artisan Cheese Festival insulated tote bag and commemorative wine glass.

Since its inception in 2007, donations from festival proceeds

have topped \$145,000, helping fund the Sonoma Land Trust, Marin Agricultural Land Trust, Petaluma Future Farmers of America, and Redwood Empire Food Bank.

Major event sponsors include American AgCredit, Beehive Cheese, Cowgirl Creamery, Cypress Grove, Culture, Fiscalini Cheese, Formaticum, Laura Chenel, Marin French, Mike Hudson Distributing, Nicasio Valley Cheese, Oliver’s Markets, Point Reyes Farmstead Cheese, Real California Milk, Rumiano Cheese, Sierra Nevada Cheese, Tony’s Fine Foods, and Whole Foods Market.

For details, vendors lineup and to purchase tickets, visit www.artisancheesefestival.com or follow on Facebook, Instagram and Twitter.

Bruce W. Krupke Memorial Clambake, Golf Outing To Be July 13 In Bridgeport

Bridgeport, NY—The Northeast Dairy Foods Association, Inc. and Northeast Dairy Industry Suppliers, Inc., have partnered once again for the second annual Bruce W. Krupke Memorial Golf Tournament & Clambake here Wednesday at Rogues Roost Golf Club and The Spinning Wheel Event Center.

Registration opens at 7 a.m. with the golf tournament kicking off at 8 a.m. Cash prizes will be awarded for top team winners, longest drive and closest to the pin.

Registration is \$125 per person, which includes cart, non-alcoholic beverages on course, coffee and donuts. Registrations must be received by July 8. Sponsorships are also available.

Starting at 1 p.m. at the Spinning Wheel Event Center, attendees can sign up for “all you can eat” steamed clams, raw clams, clam strips, steamed mussels, clam chowder, hamburgers, hot dogs, coneys, beef, sausage with peppers and onions, chicken tenders, chicken wings, grilled chicken breast, various salads, milk, beer, soda, water and coffee and a pig roast.

Tickets for the clam bake are \$100 per person prior to July 5. After the deadline, the admission price increases to \$125.

The day’s festivities will also

feature the Bruce W. Krupke Memorial Scholarship Fund Silent Auction. A total of \$20,000 will be available for student scholarships, partly funded through membership donations to the silent auction.

All proceeds go to the Memorial Scholarship Fund. An Amazon registry has been created, and auction items will be shipped directly to the NDFA office.

For more information and to register online, visit www.nedairyfoods.org.



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DFA Announces Startup Companies For 2022 CoLAB Accelerator Program

Kansas City, KS—Six startup companies have been selected to participate in Dairy Farmers of America's (DFA) 2022 DFA CoLAB Accelerator program.

The DFA CoLAB Accelerator is a 90-day collaborative program focused on dairy product and processing innovations and new technologies for dairy farms. Startups will gain an understanding of the dairy industry and will have the opportunity to work with top executives from DFA and other relevant investors and dairy industry leaders.

Throughout the program, participants will receive advice and participate in educational sessions on a variety of topics important for startup growth, including finance, business development, distribution and supply chain, product development, brand building, sales and marketing, packaging, and pricing.

In the dairy food products and dairy processing technology area, the 2022 DFA CoLAB Accelerator class includes the following two companies:

Smack'd (Lehi, UT): Aims to develop a delicious adult chocolate milk beverage that is high in protein, low in sugar, and caffeinated.

Lyras (Aalborg, Denmark): Developed a UV-light cold pasteurization technology that uses 90 percent less energy and 60 percent less water compared to traditional pasteurization.

In the ag tech area, the 2022 DFA CoLAB Accelerator class includes the following four companies:

Cattle Scan (Guelph, Ontario): Real-time monitoring technology that measures the biometrics of individual cattle, starting with temperature. Data can be accessed on a cloud-based platform and

allows farmers to improve the overall health of their herds.

The Hago Energetics Company (Camarillo, CA): Aims to help convert waste into fuel cell grade hydrogen using a patented carbon negative approach that does not involve hydrolysis. This hydrogen is expected to sell at a lower cost and have a lower carbon footprint than current methods.

Lemna (Gilbert, AZ): Provides a nutrient management solution for ag wastewater through the use of duckweed (aquatic plants) in a controlled growth system.

ReproHealth Technologies (Indianapolis): A patent-pending device bringing IVF technology to the farm.

"It's always exciting to welcome a new class of startups into our CoLAB Accelerator program as these companies bring fresh thinking and ideas to benefit our farm family-owners and help further grow and invigorate the dairy case," said Doug Dresslaer, director of cultural innovation at DFA.

'Transformation' Project Aims To Help Farmers Shift From Animal Ag To Plant Focused Operations

Los Angeles, CA—A new online toolkit is available to farmers interested in transitioning from animal agriculture to plant-focused farming.

Mercy For Animals' "Transformation" project, in partnership with Animal Outlook and Miyoko's Creamery Dairy Farm Transition, created the Farmer Toolkit, a hub for farmers to explore resources and funding opportunities to start their transitions. The toolkit provides how-to guides for growing crops, state-by-state resources, guidance on marketing crops, enterprise budgets, webinars and more.

"The small family dairy farmer is getting squeezed out between competing with Big Ag and the declining consumption of fluid milk over the years. As a growing food company, we have a responsibility to directly support and engage farmers, especially when they are struggling. By helping a forward-thinking dairy farmer transition to growing regenerative specialty crops, we can uplift farmer livelihoods in the emerging plant-based food economy," said Miyoko Schinner, founder and CEO of Miyoko's Creamery.

"Dairy Farm Transition offers holistic resources to the farmer such as technical assistance, educational resources, small grants for material needs, and finally and most importantly, a guaranteed income during the transition," Schinner continued. "We will also be purchasing the crops from the farmer to use in our cheeses and butter."

Transformation recognizes that farmers are an integral part of creating a food system that works for everyone and has helped farmers transition their operations to plant-focused farms growing hemp and mushrooms.

"The farmers who want out of industrial CAFO models are looking for alternatives that provide for their families and put them back in control of their farming operations," said Tyler Whitley, director of Transformation. "Our goal is working with farmers to create those alternatives so they can build their own sustainable businesses."

Former poultry farmer Greg Carey was looking for alternatives to the contract poultry industry. "I wanted something that was entirely mine, where I didn't have to worry about a huge corporation cutting me off and losing my income. That's what I found in Transformation. I talk with the staff and their technical consultants regularly and together we're creating a business that I fully control," Carey said.



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Canada's TRQs

(Continued from p. 1)

to and do not negate Canada's ongoing obligation under CUSMA to administer its TRQs in a transparent, fair, and equitable manner.

"Ultimately, the effect of the market activity and sales definitions proposed under this consultation will continue to 'ring-fence and limit' the vast majority of TRQ amounts to which only processors will have access — the very issue at the heart of the panel's ruling," IDFA said.

Regarding limitations on eligible applicants, IDFA said the addition of "distributors" as eligible to apply for certain TRQs is an improvement, but an insufficient one.

"In our experience, distributors in Canada are experienced enough to be able to use the quota and build long-term, value-added, strategic growth around their imports due to their permanency and certainty as a consistent buyer," IDFA stated. "Where processors have little motivation to use a quota share once awarded — they may use it or may wait until the return date before surrendering it — distributors are motivated to use their awarded quota share fully by nature of their sales."

However, the addition of distributors alone without retailers "distorts the ability of IDFA members to sell to the markets of interest to them." By nature of their business model, distributors provide their services for an added layer of cost.

Distributors also typically serve business-to-business ingredient channels, so the addition of distributors does very little to expand imports beyond what Canada already permits: ingredients for processing. Finally, distributors do not consistently work with retailers; in many cases, larger retailers will use their own distribution channels, further skewing the ability of imported products to reach retailers' warehouses.

These disadvantages raise one of the largest concerns for IDFA members: retailers as eligible applicants. Retailers are an important import party for US exporters because they have the opportunity to build brands and relationships that can result in stable business for US exporters; they already purchase significant quantities of US dairy exports for other markets; and they inject greater flexibility into the Canadian import market. All importers have a role to play in creating an effective import market, thereby allowing the market to function rationally.

By excluding a full segment of applicant, Canada is perpetuating the policy of reserving TRQ pools (in the case of retailers, a zero percentage pool), IDFA said.

There seems "no legitimate rationale" for the kinds of TRQ

administration and allocation policies outlined in Canada's CUSMA proposal except to further limit quota being granted to applicants, IDFA said. "This is untenable when the purpose of a TRQ in and of itself is to create guardrails around import quantities. Ultimately, Canada's attempts to regulate imports by interfering with the natural business relationships that a government cannot possibly have insight into creates a system of non-transparent distortion that can easily be manipulated."

Changing allocation policy is just one way Canada could improve the transparency of its TRQ administration, according to IDFA. Because persistent TRQ underfill has been a problem under CUSMA and signals that the TRQs are not functioning as intended,

IDFA previously suggested requiring Canada to transparently publish reporting with opportunity for stakeholder consultations that outlines the rationale for consistently underfilled TRQs.

Now, seeing Canada's proposal and the ways in which it potentially decreases market transparency, IDFA is suggesting Canada institute transparent reporting at each step in its TRQ administration. Canada could publish the number of new entrant applications, type of entrants, and amount of quota requested and granted each year to help guide bilateral discussions on Canada's TRQ administration compliance. Or for transfers, Canada could publish the number or percentage of quota transfers being initiated each quota year, and whether the transfers are

being consistently initiated year-on-year by the same importer.

IDFA "respectfully and strongly requests that Canada reconsider its CUSMA compliance proposal and re-enter good faith negotiations with the United States government over the status of its compliance with the CUSMA dispute panel report and its other CUSMA commitments."

The Dairy Processors Association of Canada (DPAC) position on TRQ allocation continues to be that dairy processors are best positioned to ensure that TRQs are properly utilized. DPAC fully supports the development of a new TRQ allocation that would be consistent with the panel decision, but it is very important that Canada does not go beyond what the decision requires.



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Emmi, Nestle Launch Initiative To Make Swiss Dairy Industry More Sustainable

Lucerne and Vevey, Switzerland—Emmi and Nestle are launching the “ClimaStaR Milk” initiative, together with milk producer organizations aaremilch and the Central Switzerland Milk Producers Cooperative (ZMP).

The cross-sectoral initiative is pursuing the goal of gaining scientifically based insights together, in order to make the Swiss dairy industry more competitive and sustainable with respect to climate protection and resource efficiency. With a mix of measures, the aim is to reduce greenhouse gas emissions from milk production by 20 percent on average.

Because the initiative aims to improve sustainability in the use of natural resources and its findings promise benefits and impact through the project, the project is also supported with financial assistance by Switzerland’s Federal Office for Agriculture (FOAG) as part of the Resource Program for Agriculture.

By joining forces, the initiators want to contribute towards further reducing the environmental footprint of milk and thus also of dairy products and, in turn, also meet a growing need felt by consumers. To this end, the initiative starts at the beginning of the supply chain, with milk production.

Around 300 farms are to be involved and supported by researchers and milk processors.

To achieve the goal of reducing greenhouse gas emissions from milk production by 20 percent, four key points are being addressed: feed, herd management, energy, and farmyard manure.

Project sponsors have also set reduction targets of 20 percent in the feed-food competition; i.e., the situation in which food that would also be suitable for human consumption is used to feed animals. Land competition occurs when feed comes from cropland that could also be used to grow food. The aim is to reduce these undesirable interactions with the aid of resource-saving feed methods and roughage-based dairy farming.

Interested dairy producers can find out more about the initiative and register to take part via a special website. They receive a farm-specific analysis of the carbon footprint for their milk. This is then used to develop individual, land-appropriate emission reduction strategies.

Producers are free to choose what measures they take and receive positive incentives for implementation via an impact-oriented bonus model.

The initiative is intended to run for six years. From the results obtained, all those involved hope to gain insights that will allow for implementation of targeted measures beyond the scope of the project, and thus help to further reduce the greenhouse gas emissions of the Swiss dairy industry.

Emmi and Nestle are both aiming to become climate-neutral by 2050.

“As Switzerland’s leading milk processor, we are aware of our responsibility to operate our business in a resource-efficient, socially and ecologically sustainable way,” said Marc Heim, Emmi executive vice president Switzerland. “I am

convinced that the partnership-based initiative will help us gain a better understanding of complex interrelationships and provide fact-based insights, so that together we can strengthen the tradition of a sustainably oriented Swiss dairy industry also for generations to come.”

“Climate protection can only be achieved by joining forces. We are therefore pleased to be able to pull our weight here together with Emmi and make a contribution towards sustainable Swiss dairy farming,” said Daniel Imhof, head of agricultural affairs at Nestle Switzerland.

“Cow’s milk has been an important resource for us since the birth of Nestle and remains indispensable in the manufacture of infant nutrition and other products at our factory in Konolfingen,” Imhof continued. “We don’t want to replace our cows, but rather help to improve their environmental footprint.”

“Milk production here is already grassland-based and land-appropriate,” said Thomas Gruter, president of the ZMP.

“Since 2014, aaremilch AG has been strongly committed to climate protection and has done some pioneering work,” said Rudolf Bigler, chairman of the board at aaremilch AG. “We do not shy away from tackling complex issues since we are convinced that Swiss milk is a very sustainable and healthy food staple.”

“With this project, solutions for a more climate-friendly dairy industry are to be tested in practice and developed further together with the partners involved in the value chain,” said Gabriele Schachermayr, assistant director of the FOAG.

Nestle Creates Institute Of Ag Sciences; Dairy Livestock Is Among Focus Areas

Lausanne, Switzerland—To translate novel agricultural science into concrete applications and to identify the most promising agricultural technologies, Nestle recently announced the creation of the Nestle Institute of Agricultural Sciences.

The new institute will focus on the areas of dairy livestock, plant science and agricultural systems science. In collaboration with internal and external partners, it will assess and combine science-based solutions to improve the nutritional and sensorial qualities and the environmental impact of agricultural raw materials.

The institute builds on Nestle’s existing work and expertise in agricultural science, with programs already being implemented. For example, Nestle experts are working on identifying the most suitable pulses and grains to provide low carbon, plant-based alternatives to dairy, meat and seafood. This focus on plant science will be further strengthened and extended to additional crops.

Also, the institute will accelerate the work with external partners to contribute to reducing emissions in dairy farming, to develop regenerative agriculture practices, and to improve biodiversity and soil health. The institute will also explore new approaches to upcycling agricultural side streams to reduce nutrient loss and food waste along the agricultural value chain.

The institute will work closely with academic institutions and research organizations, start-ups, industry partners and farmers to assess and develop science-based solutions and adapt them for implementation and scale-up across the company’s supply chain, while having a positive impact on the livelihoods and incomes of farmers.

As part of Nestle’s global research organization, the institute will be based in facilities in Lausanne, Switzerland. It will also include the company’s plant science unit in France, as well as existing cocoa, coffee, and dairy research farms based in Ecuador, Cote d’Ivoire, Thailand and Switzerland.

“The new institute will accelerate the translation of science into concrete solutions that can be implemented at farm level, to support farmers globally in improving their environmental footprint, in reducing food and nutrient losses, and in better adapting to climate change while ensuring the quality of the raw materials they produce.” said Stefan Palzer, Nestle CTO.

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ACS Launches ‘Code Red’ Webinar Series On Sustainable Cheesemaking

Englewood, CO—The American Cheese Society (ACS) has created a new webinar series on the critical link between cheese production and environmental stewardship, the association said.

The four-part “Code Red” series is designed for cheese makers, mongers and retailers – all stakeholders in the food supply. It features conversations between cheese and dairy industry experts through the lens of sustainability and climate change.

Each episode will include an expert speaker on a particular subject, sharing insights based on research and practical expertise. Viewers will also have the opportunity to bring their own specific questions.

Online registration is open and the first segment will take place Thursday, April 28 at 4 p.m. MST.

Part one will highlight dairy’s ability to positively affect human health. It will be hosted by Tim Hammerich, communications consultant, Cogent Consulting; and Bill Wavrin of Ferndale Farmstead Cheese, Ferndale, WA.

Pablo Monsivais with the University of Washington will be the featured guest.

Monsivais’ research on the social and behavioral epidemiology of food consumption and obesity is aimed at identifying population-level drivers of social inequalities in diet and health.

The second installment will be held Friday, May 6 at 2 p.m. MST, and will cover why humane treatment of animals is good for busi-

ness. Jennifer Van Os, assistant professor and Extension specialist in animal welfare, University of Wisconsin-Madison, will lead the discussion.

The third segment will look at the link between the dairy industry and water.

Alan Rotz, agricultural engineer with the US Department of Agriculture (USDA) will be the featured guest. Date and time is to be determined.

Rotz’s work has included the development, evaluation, and application of the Integrated Farm System Model (IFSM) used to evaluate and compare the performance, economics, and environmental impacts of farming systems.

IFSM is distributed through the internet for use in research and education. Recent work includes

life cycle assessment and sustainability analysis of beef and dairy production systems and adaptation of farming systems to climate change.

The final segment of the series will focus on dairy and greenhouse gas emissions. It will be held in person on Saturday, June 23 at 11 a.m. PST in conjunction with the ACS Annual Conference in Portland, OR.

Moderated by Tim Hammerich, panelists include Ferndale Farmstead’s Bill Wavrin; Kurt Dammeier, founder of Beechers Handmade Cheese; and Curt Gooch, Animal Science Environmental Systems & Sustainability, Cornell University.

Cost to participate is \$10 per webinar, or \$25 for all four segments. For more information, visit www.cheesesociety.org.

Save Mart Companies Acquired By Kingswood Capital Management

Modesto, CA—The Save Mart Companies recently announced that it has been acquired by Kingswood Capital Management LP, a private equity firm.

Headquartered in Modesto, CA, The Save Mart Companies is committed to sourcing a wide variety of local products across approximately 200 stores and serves communities throughout California and northern Nevada.

The Save Mart company operates stores under the banners of Save Mart, Lucky California, and FoodMaxx.

In addition to its retail operation, Save Mart also operates SMART Refrigerated Transport and is a partner in Super Store Industries (SSI), which owns and operates a distribution center in Lathrop, CA, and the Sunnyside Farms dairy processing plant in Turlock, CA.

“I’m excited for this opportunity with Kingswood to invest in and grow The Save Mart Companies family of stores,” said Chris McGarry, CEO of The Save Mart Companies.

“As a result, we have great stores and a committed team of 14,000 employees who provide fantastic local products and are wonderful stewards of the communities in which they live and work,” McGarry continued. “While this change in ownership will be transparent to our team and customers, we know that this investment will benefit them and the communities we serve.”

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Ocean Carriers

(Continued from p. 1)

has not been recently published, NMPF and USDEC noted.

“Container availability has been one of the leading challenges that American agriculture producers have faced with respect to the export of their goods to foreign markets,” the letter stated. “The OSCAR reports would be a valuable resource that would have significant benefits for shippers of dairy and other agriculture producers, among other stakeholders.

“We strongly recommend AMS resume the publication of OSCAR reports,” the letter added.

Tracking Containers

Also with respect to container availability, USDEC and NMPF made two operational recommendations.

The first entails real-time tracking of containers as a component of the new Freight Logistics Optimization Works (FLOW) initiative, which can facilitate more in-depth awareness by all stakeholders about the location and availability of containers.

The ocean carriers generally own the containers, and this would require coordination with them, but tracking would enable the resumption of the OSCAR

reports, and better enable access to containers for export purposes, USDEC and NMPF noted.

Connected to this recommendation is another effort to enable “dual turns” of containers, wherein containers delivering imports to an in-land location may be provided directly to an export-focused shipper, rather than being sent back empty to the port.

This can increase container and supply chain efficiency, enable greater access to containers for exporters, reduce fuel use and reduce shipping costs for a variety of stakeholders, NMPF and USDEC said.

This may be undertaken through pilot projects with carriers and could be supported through USDA’s Commodity Credit Corporation (CCC) resources dedicated to supply chain challenges, USDEC and NMPF pointed out.

Members of the two organizations have also advocated for “fast lane” concepts that incentivize the flow of agricultural exports into and from ports, and they asked USDA and DOT to work on implementing this approach.

This would include trucking lanes at port terminals that are dedicated to the expeditious delivery of perishable agriculture goods to ports, especially to meet short ERD (earliest receiving date) win-

dows, and prevent those laden trucks from getting delayed in long port terminals trucking lines, the letter explained.

“This should also include incentives for ocean carriers to load more export containers, instead of empty containers, and which could include preferred or prioritized berthing access to accelerate the vessels exit from anchorage and a speedier departure from the port,” the letter added.

More Pop-Up Terminal Yards

Finally, NMPF and USDEC members have generally had “positive reactions” to the pop-up terminal yards that the USDA has facilitated in Oakland and Seattle.

These port facilities, especially in Seattle, have enabled greater access to containers and improved the ability to secure vessel accommodations with short earliest-return-date windows at those ports, the organizations said.

However, as valuable as they have been, these pop-up yards are distant from many inland food production locations, requiring additional trucking and trans-loading activities that can be costly and “extremely challenging to secure,” USDEC and NMPF noted.

To address this, NMPF and USDEC encouraged USDA to consider establishing similar facilities at inland locations such as Minneapolis, Chicago, Detroit, Salt Lake City and Kansas City, and to provide incentives to promote their use by carriers.

“Shipping containers for US dairy exports continue to be in short supply at coastal ports, and even more scarce at inland locations. These essential links in the global supply chain must be available to American dairy exporters throughout the country in order

to ship their products to overseas buyers,” said Jim Mulhern, NMPF’s president and CEO.

“We thank USDA and DOT for their strong focus on this issue. As congestion continues, so too must the spectrum of tools deployed to address these challenges,” Mulhern added.

“The OSCAR reports would be a valuable resource that would have significant benefits for shippers of dairy and other agriculture producers, among other stakeholders. We strongly recommend AMS resume the publication of OSCAR reports.”

—NMPF and USDEC

“Supply chain challenges have cost US dairy exporters over \$1.5 billion last year alone. We thank Secretaries Vilsack and Buttigieg for their advocacy for America’s agriculture exporters in the face of significant supply chain constraints,” commented Krysta Harden, USDEC’s president and CEO.

“We are incredibly grateful for the administration’s ongoing efforts and creative solutions, particularly for the development of ‘pop-up’ sites for agricultural exporters to source empty containers,” Harden continued. “The additional recommendations submitted today would provide agricultural exporters much needed insight into container availability and provide avenues to incentivize carriers to load outbound shipments to key dairy markets around the world.”

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IDFA, NMPF Hail NYC Mayor's Decision To Allow Flavored Milk In Schools

Washington—The decision by New York City Mayor Eric Adams to allow New York City public schools to continue to serve lowfat and fat-free flavored milk with school meals was praised this week by the International Dairy Foods Association (IDFA) and National Milk Producers Federation (NMPF).

IDFA noted that the *New York Post* reported over the weekend that Adams is “backing off his proposed ban on chocolate milk” in New York City public school meals. Instead, the Adams administration is honoring a longstanding policy in New York city government that allows individual schools to determine the types of milk they will serve with meals as long as the milk options are consistent with standards from the US Department of Agriculture (USDA).

Adams' decision comes after weeks of advocacy by IDFA, NMPF and other organizations, as well as bipartisan outreach by members of the US House.

“I am pleased to see Mayor Adams following the lead of parents, physicians, and dietitians, all of whom widely support offering lowfat flavored milk to students in our public schools,” said Michael Dykes, IDFA's president and CEO. “Studies have shown school meals are the healthiest meals of the day for children thanks, in part, to nutritious milk and dairy options.

“Offering lowfat flavored milk increases school meal participation, leads to children consuming more nutrients of public health concern, and reduces food waste,” Dykes continued. “Maintaining lowfat flavored milk options in school plays an important role in the diet and nutrition of children because milk contains 13 essential nutrients that children need for growth, development, healthy immune function, and overall wellness.

“IDFA is grateful to our association members, parents of school-aged children, physicians and dietitians, and members of Congress who spoke up on behalf of what's best for child nutrition and preserved lowfat flavored milk in New York City public schools,” Dykes added.

A survey commissioned by IDFA and conducted by Morning Consult found that 90 percent of New York City voters with children in public schools and 85 percent of parents nationally support offering lowfat flavored milk in public school meals.

“Dairy farmers and the cooperatives they own are pleased that Mayor Adams isn't moving forward with a misguided ban on flavored milk in schools and instead main-

taining New York City schools' ability to offer a wide variety of milk that's consistent with the Dietary Guidelines for Americans,” said Jim Mulhern, NMPF's president and CEO.

“Flavored milk is rich in nutrients like calcium, potassium, and vitamin D; its consumption as an aid to better student nutrition is supported by parents, physicians and public health professionals alike,” Mulhern added.

Last month, nine members of the US House from the state of New York, including three Democrats and six Republicans, had strongly urged Adams to continue offering children the choice of fla-

vored milk every day in New York City schools.

Currently, over two-thirds of milk served in school is flavored, “which represents an essential way that kids get the nutrients they need for healthy growth and development,” the House letter to Adams noted.

Members of Congress from around the US support expanded access to flavored milk in schools, the letter noted. The bipartisan School Milk Nutrition Act and Whole Milk for Healthy Kids Act would both expand flavored milk options in school lunchrooms.

Also last month, US Rep. Elise Stefanik (R-NY), one of the House members who signed the letter to Adams, introduced legislation that would ensure schools participating in the National School Lunch

Program offer students at least one flavored milk option.

That legislation, the Protecting School Milk Choices Act, would prevent local limitations on flavored milk in the National School Lunch Program in order to preserve the choices of schools and students, Stefanik noted.

Earlier, USDA published a final rule that establishes transitional standards for the child nutrition program requirements related to milk, sodium, and whole grains.

Specifically, among other things, that final rule allows local operators of the National School Lunch Program and School Breakfast Program to offer flavored, lowfat (1 percent) milk for students in grades kindergarten through 12 and for sale as a competitive beverage.

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COMING EVENTS

www.cheesereporter.com/events.htm

Cornell Courses On HTST Pasteurizers, Preventive Controls Set For May, July

Ithaca, NY—Cornell University Dairy Foods Extension will host in-person workshops here on preventive controls for human food and the operation and regulatory requirements for HTST and UHT pasteurization.

Cornell's Preventive Controls for Human Food Short Course take place May 17-19 on campus. The three-day workshop will fulfill requirements for Food Safety Modernization Act (FSMA) Qualified Individual Training through the Food Safety Preventive Controls Alliance and the Association of Food & Drug Officials (AFDO).

The course is created for those working in production, management, quality control/quality assurance, and maintenance. It is also designed for state and federal regulators and inspectors.

Students will be able to review the final rule and participate in classroom exercises to better understand the regulation.

They will then receive a certificate issued by AFDO, certifying their training as Preventive Controls Qualified Individuals.

Current Good Manufacturing Practice, Hazard Analysis, and Risk-based Preventive Controls for Human Food regulation is intended to ensure safe manufacturing/processing, packing, and holding of food products for human consumption in the US.

Regulation requires that certain activities must be completed by a "preventive controls qualified individual" who has "successfully completed training in the development and application of risk-based preventive controls." This course developed by the FSPCA is the "standardized curriculum" recognized by FDA. Successful completion is one way to meet requirements for a "preventive controls qualified individual."

Cost to attend the course is \$725 for New York State residents and \$880 for students from out of state.

Cornell will also offer an online, instructor-led version of the course Aug. 9-11 and Nov. 8-10. Visit cals.cornell.edu/dairy-extension/course-calendar for more details.

HTST/UHT Pasteurizer Workshop

Cornell will hold its HTST/UHT Pasteurizer Workshop here July 12-14, 2022 on campus.

The three-day workshop is designed for pasteurizer operators, but should be helpful to all involved with milk pasteurization including production, quality assurance/quality control, and maintenance.

The course, led by Dairy Foods Extension specialist Kim Bukowski, will also feature instruction from industry experts and representatives from the New York State

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Department of Agriculture & Markets.

Day one will kick off with an overview of the design, operation, cleaning and maintenance of HTST and UHT systems; dairy food safety and basic microbiology; and proper chart recording.

The second day will be devoted to sequence logic; UHT and HTST testing; phosphatase testing and sampling; cleaning, sanitizing and maintaining UHT and HTST Systems; and operating with a broken seal.

The final day will feature HTST testing demonstrations and hands-on sessions. Students will learn about HTST hold time and flow rates; flow diversion device valve testing; Anderson-Negele Safety Thermal Limit Recording (STLR) device; ABB Safety Thermal Limit Recording (STLR) device; pressure differential and DART Thermometers, along with a breakout review on broken seals.

Tuition is \$750 for New York State registrants and \$880 for out of state registrants.

Looking ahead, Cornell's Dairy Extension Service will host an online version of its HTST Pasteurizer Workshop Oct. 11-13, 2022 via Zoom.

For more information or to register online, visit www.dairyextension.foodscience.cornell.edu.

PLANNING GUIDE

ADPI/ABI Joint Annual Meeting: April 24-26, Hyatt Regency Downtown, Chicago. Visit www.adpi.org.

International Dairy Deli Bakery Association (IDDBA) Meeting & Expo: June 5-7, Atlanta, GA. Visit www.iddba.org for details.

Summer Fancy Food Show: June 12-14, Javits Center, New York. Visit www.specialtyfood.com.

ADSA 2022 Annual Meeting: June 19-22, Kansas City, MO. Check www.adsa.org for updates and registration details.

IFT Annual Meeting & Expo: July 10-13, Hybrid Virtual and In-Person Event, Chicago. Visit www.iftevent.org for updates.

WDPA Dairy Symposium: July 11-12, Landmark Resort, Door County, WI. Visit www.wdpa.net for upcoming details.

American Cheese Society Annual Meeting: July 20-23, Portland, OR. Visit www.cheesesociety.org for more details.

IAFP Annual Meeting: July 31-Aug. 3, Pittsburgh, PA. Visit www.foodprotection.org for details.

IMPA Conference: Aug. 11-12, Sun Valley Resort, Sun Valley, ID. More details available online at www.impaconference.com.

International Whey Conference: Sept. 11-14, Hyatt Regency Downtown, Chicago. More details available online at www.adpi.org.

IDF World Dairy Summit: Sept. 12-15, New Delhi, India. Check www.fil-idf.org for updates.

NCCIA Annual Meeting: Oct. 12-13, Embassy Suites Airport, Minneapolis, MN. Visit www.northcentralcheese.org.

NMPF, DMI, UDIA Joint Annual Meeting: Oct. 24-26, Aurora, CO. Check www.nmpf.org for updates and registration information.

DairyTech May 18-19 In Austin Looks At Protecting Industry From Cyber War

Austin, TX—A new conference presented by the International Dairy Foods Association (IDFA) and Dairy.com will explore the technological trends shaping the future of food and dairy.

Dairy business and tech executives from around the world will gather here May 18-19 at the Austin Marriott Downtown for the inaugural DairyTech conference.

The two-day conference will present a mix of keynotes, panel discussions, networking sessions, and evening receptions for senior executives and experts in technology, innovation, data, and cyber security.

Sessions will focus on digital transformation across the dairy supply chain, e-commerce, sustainability and the circular economy.

Visitors will learn how technology companies are partnering with food retail and manufacturing using AI, advanced robotics, and automation to enable more efficient fulfillment, picking and delivery.

Speakers will cover how dairy can protect itself from cyber attacks, and how innovation can drive recycling and sustainable dairy packaging.

A partial list of cheese and dairy leaders on the speaker lineup include Maxwell Dawes, Danone; Jenny Drake, Grande Cheese Company; Jeff Hurley, Dairy Farmers of America, Inc.; Evan Kinsler, Select Milk Producers, Inc.; Jason Pelz, Tetra Pak; Richard Scheitler, Dorigold; and IDFA's Michael Dykes.

Learn more about the event at www.dairytechconference.com.

17th Annual Charity Cheesemakers' Golf Outing To Be June 22

Oneida, WI—The 17th Annual Charity Cheesemakers' Golf Outing (CCGO) will return to Thornberry Creek Golf Course here on Wednesday, June 22, 2022.

The popular four-player scramble tournament begins with registration at 10 a.m. and a shotgun start at 11 a.m.

Cost to participate is \$165 with all proceeds being donated to local charities. Sponsorship opportunities exist.

New this year will be automated registration. More details will soon be released, along with registration link.

For registration questions and information, visit Larry Seyferth at (920) 366-9170 or via email: larryseyferth@gmail.com.



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Federal Order Class 1 Minimum Prices & Other Advanced Prices - May 2022

Class I Base Price (3.5%)	\$25.45 (cwt)
Base Skim Milk Price for Class I	\$14.99 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$13.68 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$14.82 (cwt)
Advanced Butterfat Pricing Factor	\$3.1373 (lb.)
Class II Skim Milk Price	\$15.52 (cwt)
Class II Nonfat Solids Price	\$1.7244 (lb.)

Two-week Product Price Averages:

Butter	\$2.7622 lb.
Nonfat Dry Milk	\$1.8306 lb.
Cheese	\$2.2594 lb.
Cheese, US 40-pound blocks	\$2.2512 lb.
Cheese, US 500-pound barrels	\$2.2372 lb.
Dry Whey	\$0.7508 lb.

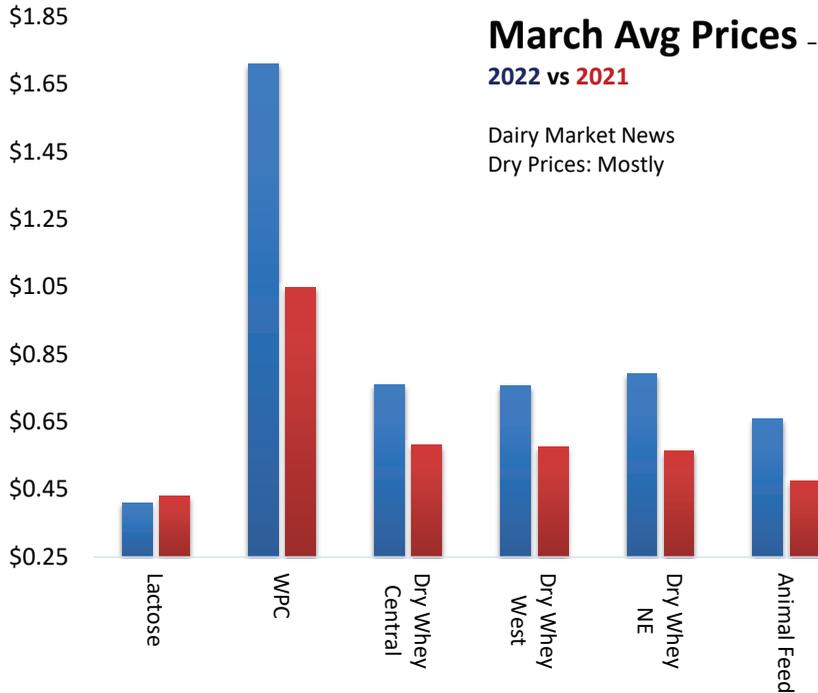
DAIRY FUTURES PRICES

SETTLING PRICE

*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
4-15	April 21	—	—	—	—	—	—	—
4-18	April 21	24.30	25.25	75.000	181.800	2.240	2.2730	277.625
4-19	April 21	24.26	25.25	74.500	181.750	2.240	2.2720	277.625
4-20	April 21	24.27	25.22	74.675	181.750	2.240	2.2730	277.625
4-21	April 21	24.31	25.20	74.175	182.000	2.240	2.2810	277.600
4-15	May 22	—	—	—	—	—	—	—
4-18	May 22	25.13	25.02	70.000	181.600	2.413	2.3920	275.275
4-19	May 22	24.38	25.02	69.250	180.750	2.339	2.3200	273.000
4-20	May 22	24.17	24.87	68.250	180.400	2.320	2.3110	270.525
4-21	May 22	24.57	24.66	68.725	178.625	2.380	2.3470	268.650
4-15	June 22	—	—	—	—	—	—	—
4-18	June 22	25.25	25.03	68.500	182.250	2.401	2.4130	274.000
4-19	June 22	24.58	24.80	68.000	180.000	2.391	2.3610	272.000
4-20	June 22	24.44	24.77	66.750	178.600	2.386	2.3530	271.000
4-21	June 22	24.82	24.45	66.750	176.500	2.386	2.3920	269.000
4-15	July 22	—	—	—	—	—	—	—
4-18	July 22	24.86	25.12	66.500	185.000	2.400	2.3890	271.475
4-19	July 22	24.30	24.98	65.000	182.300	2.400	2.3440	268.600
4-20	July 22	24.17	24.83	64.750	180.000	2.400	2.3360	268.600
4-21	July 22	24.65	24.49	64.850	178.400	2.400	2.3740	266.000
4-15	Aug 22	—	—	—	—	—	—	—
4-18	Aug 22	24.42	25.19	65.750	186.675	2.385	2.3500	269.500
4-19	Aug 22	24.17	25.00	63.975	183.800	2.382	2.3430	267.575
4-20	Aug 22	24.09	24.80	63.500	181.500	2.380	2.3100	266.050
4-21	Aug 22	24.45	24.45	63.500	180.000	2.380	2.3360	264.750
4-15	Sept 22	—	—	—	—	—	—	—
4-18	Sept 22	24.29	25.10	65.500	186.600	2.368	2.3300	268.050
4-19	Sept 22	24.00	24.90	64.000	184.000	2.368	2.3270	267.000
4-20	Sept 22	23.84	24.73	64.000	181.525	2.368	2.3270	265.000
4-21	Sept 22	24.25	24.67	64.000	180.000	2.368	2.3250	264.000
4-15	Oct 22	—	—	—	—	—	—	—
4-18	Oct 22	24.08	24.80	63.825	183.025	2.357	2.3300	266.500
4-19	Oct 22	23.90	24.72	62.500	182.250	2.357	2.3270	263.800
4-20	Oct 22	23.58	24.45	62.000	180.000	2.357	2.3050	263.100
4-21	Oct 22	23.78	24.25	62.250	179.875	2.357	2.3070	262.000
4-15	Nov 22	—	—	—	—	—	—	—
4-18	Nov 22	23.75	24.40	63.000	182.000	2.331	2.3050	262.000
4-19	Nov 22	23.58	24.40	63.000	181.300	2.331	2.3050	259.750
4-20	Nov 22	23.30	24.20	62.500	179.000	2.331	2.2840	258.000
4-21	Nov 22	23.40	24.20	62.250	178.000	2.331	2.2910	257.000
4-15	Dec 22	—	—	—	—	—	—	—
4-18	Dec 22	23.40	23.97	63.000	180.500	2.277	2.2680	255.000
4-19	Dec 22	23.10	23.97	63.000	179.500	2.277	2.2660	254.000
4-20	Dec 22	22.84	23.80	62.475	178.000	2.277	2.2490	252.000
4-21	Dec 22	23.03	23.50	62.000	177.000	2.277	2.2460	251.000
4-15	Jan 23	—	—	—	—	—	—	—
4-18	Jan 23	22.65	23.01	60.025	178.925	2.222	2.2300	244.675
4-19	Jan 23	22.65	23.01	60.025	178.500	2.222	2.2300	244.675
4-20	Jan 23	22.27	23.01	59.000	178.000	2.222	2.2180	242.675
4-21	Jan 23	22.25	23.01	59.025	177.475	2.222	2.2190	242.675
4-15	Feb 23	—	—	—	—	—	—	—
4-18	Feb 23	22.29	22.65	59.000	176.975	2.186	2.1900	235.000
4-19	Feb 23	22.29	22.65	59.000	176.975	2.186	2.1900	235.000
4-20	Feb 23	21.76	22.65	59.000	176.975	2.186	2.1890	235.000
4-21	Feb 23	21.85	22.65	59.000	176.975	2.189	2.1900	235.000

Interest - April 21	32,220	13,919	2,731	9,562	1,166	17,500	11,001
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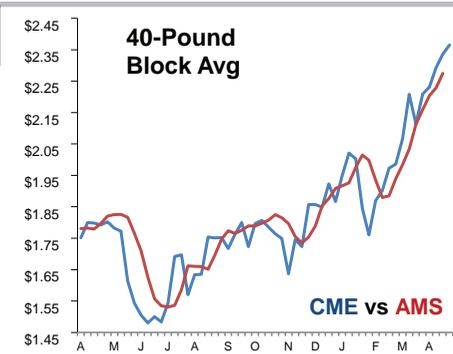


AVG MONTHLY CASEIN (ACID) PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'21	3.6449	3.8533	4.1902	4.2386	4.3350	4.6277	4.7014	4.7773	4.8974	4.9938	5.2860	5.3537
'22	5.8073	5.9440	6.4363									

DAIRY PRODUCT SALES

April 20, 2022—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM. *Revised



Week Ending	April 16	April 9	April 2	March 26
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	2.2744	2.2283	2.2035	2.1593
Sales Volume	Pounds			
US	12,687,724	12,821,742	14,281,466	13,541,377
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	2.4046	2.3112	2.2423	2.1575
Adjusted to 38% Moisture	Dollars/Pound			
US	2.2804	2.1943	2.1292	2.0515
Sales Volume	Pounds			
US	13,355,198	13,437,741	13,221,260	12,262,907
Weighted Moisture Content	Percent			
US	34.62	34.70	34.71	34.79
AA Butter				
Weighted Price	Dollars/Pound			
US	2.7848	2.7423*	2.7871	2.7416
Sales Volume	Pounds			
US	3,342,767	3,782,710*	3,643,860	3,639,893
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.8294	0.7670*	0.7819*	0.7941
Sales Volume	Pounds			
US	20,236,784	5,320,892*	4,268,839	4,076,467
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.8294	1.8319*	1.8223	1.8076
Sales Volume	Pounds			
US	20,236,784	18,947,294*	18,308,481*	20,168,935

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - APRIL 15: Export interest is strong in the Northeast and West, as domestically produced cheese is being sold at favorable prices compared to international loads. Cheese inventories are available for spot purchasing. Cheese deliveries are facing delays in the West due to port congestion and a shortage of truck drivers. Cheese makers in the Midwest report that production is stunted due to staffing and hauling shortages. This is contributing to greater milk availability and some loads being sold at below-Class prices.

NORTHEAST - APRIL 20: Steady milk supplies are clearing to Class III operations. Production is busy for northeastern cheese makers. However, operating capacity for some cheesemaking plants is challenged by ongoing labor pool issues and shortages of trucks/drivers and production/packaging supplies. Additionally, a recent blast of wintery weather caused hazardous road conditions, contributing to some delivery delays. Cheese inventories are plentiful. US prices are competitive on export markets, and global cheese demand is tenacious. Cheese sales are firm to higher. Retail sales are good. Foodservice demand is stable to growing as the restaurant sector continues its rebound.

Wholesale prices, delivered, dollars per/lb:
Cheddar 40-lb block: \$2.7875 - \$3.0750 **Process 5-lb sliced:** \$2.4875 - \$2.9675
Muenster: \$2.7750 - \$3.1250 **Swiss Cuts 10-14 lbs:** \$3.7400 - \$6.0625

MIDWEST AREA - APRIL 20: Cheese makers continue to report strong demand in all aspects. Some say they are having to slim orders down in order to complete others. Barrel cheese and curd producers say buyers are active. Milk is still somewhat available, and remains solely at discounts this week. Staffing shortages continue to burden plant managers, but most say they are still running mostly active production schedules. Cheese market bulls have met some resistance throughout the week, but as demand continues to overshadow inventories, contacts do not seem overly concerned about the recent price dips on the CME.

Wholesale prices delivered, dollars per/lb:
Blue 5# Loaf: \$2.8300 - \$4.0400 **Mozzarella 5-6#:** \$2.3600 - \$3.4475
Brick 5# Loaf: \$2.5600 - \$3.1275 **Muenster 5#:** \$2.5600 - \$3.1275
Cheddar 40# Block: \$2.2825 - \$2.8250 **Process 5# Loaf:** \$2.3650 - \$2.8325
Monterey Jack 10#: \$2.5350 - \$2.8825 **Grade A Swiss 6-9#:** \$3.2550 - \$3.3725

WEST - APRIL 20: Demand for cheese is strong from both domestic and international purchasers. On the domestic side, retail sales are steady, while foodservice purchasing is increasing. Restaurateurs say that warmer weather and lightening COVID restrictions are contributing to increased patronage. International demand for cheese is strong, and contacts report that some Asian purchasers have increased their purchasing for loads of cheese to ship for the end of 2022 and into 2023. Stakeholders continue to cite port congestion as a hindrance to moving increased volumes of cheese to export markets. Cheese producers are running busy schedules in the region, as they work through available supplies of milk. Some plant managers relay that they are limited from running at capacity

Wholesale prices delivered, dollars per/lb: **Monterey Jack 10#:** \$2.6500 - \$2.9250
Cheddar 10# Cuts: \$2.6625 - \$2.8625 **Process 5# Loaf:** \$2.4900 - \$2.6450
Cheddar 40# Block: \$2.4150 - \$2.9050 **Swiss 6-9# Cuts:** \$3.5475 - \$3.9775

EEX Weekly European Cheese Indices (WECI): Price Per/lb (US Converted)

Variety	Date: 4/20	4/13	Variety	Date: 4/20	4/13
Cheddar Curd	\$2.70	\$2.63	Mild Cheddar	\$2.67	\$2.65
Young Gouda	\$2.56	\$2.52	Mozzarella	\$2.61	\$2.59

FOREIGN -TYPE CHEESE - APRIL 20: Cheese supplies are tight, and without more farm milk output, it will be difficult for processors to expand cheese production. Mozzarella, semi-hard and other cheese production facilities are competing for available milk supplies. Strong foodservice demand, coupled with healthy retail orders and stable export business, has supported cheese prices. Manufacturers continue to ask for higher prices. With lower cheese inventories to draw upon, buyers are willing to take what they currently need, but are hesitant to make longer term arrangements. Manufacturers have to allocate cheese among the contracted buyers, shorting some loads so that the most pressing needs are filled.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.6450 - 4.1325
Gorgonzola:	\$3.6900 - 5.7400	\$3.1525 - 3.8700
Parmesan (Italy):	0	\$4.0325 - 6.1225
Romano (Cows Milk):	0	\$3.8350 - 5.9900
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.7750 - 4.1000
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

NDM PRODUCTS - APRIL 21

NDM - CENTRAL: Market trading activity was steady to quieter following the holiday. Contacts say NDM remains somewhat snug in the region, although they say western stores are more available in recent weeks. Production/dryer time remains focused on low/medium heat NDM, but there also remain some staffing and hauling difficulties/shortages, as well. High heat NDM prices were unchanged on continued weeks of light trades due to tight supplies.

NDM - WEST: Domestic demand is steady to higher. Stakeholders say that ice cream makers are purchasing greater volumes as they increase production in preparation for summer. International demand for low/medium heat NDM is stagnant. Regional inventories of low/medium heat NDM are available for spot purchasing. Low/medium

heat NDM production is steady, though some plant managers say labor shortages and transportation delays are preventing them from running busier schedules. High heat NDM production is limited, as plant managers are focusing their time on low/medium heat NDM. Stakeholders say demand is steady, and spot inventories are tight.

NDM - EAST: Eastern low/medium heat NDM trading picked up. Inventories are still firm, regionally. NDM production is still limited, based on employment and supply chain shortages. Condensed skim availability has been somewhat steady for the past few weeks. High heat NDM is markedly tight in the region, and LTL loads are more often trading at higher prices than the top of the range, although trading activity is still hovering around \$2.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads decreased 27 percent from last week. A hot summer treat, ice cream, in 48- to 64-ounce containers is the most advertised conventional dairy item again this week. However, the retail ads fell 28 percent. The price for conventional ice cream in 48 to 64-ounce containers is \$3.17, dipping from \$3.31 last week. Other conventional cream-based products that saw a decline in retail ads were butter, Cream cheese, and sour cream. Ads declined 51, 74 and 40 percent, respectively, from last week.

Conventional cheese ads are down 38 percent. The most advertised cheese item is conventional 8-ounce shred cheese, but retail store specials dipped 41 percent compared to last week. The conventional 8-ounce shred cheese average advertised price, \$2.50, is 21 cents more than last week.

Total conventional yogurt ad numbers increased 31 percent. Conventional Greek yogurt in 4- to 6-ounce containers, the most advertised conventional yogurt item, posted a slight increase in the average advertised price, climbing 2 cents to \$1.00.

RETAIL PRICES - CONVENTIONAL DAIRY - APRIL 22

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	4.08	4.37	3.91	3.43	3.49	3.53	3.71
Cheese 8 oz block	2.29	2.15	2.51	2.60	2.29	2.48	1.98
Cheese 1# block	3.99	3.24	NA	NA	NA	4.69	NA
Cheese 2# block	6.91	NA	NA	NA	5.87	7.14	6.66
Cheese 8 oz shred	2.50	2.29	3.04	2.61	2.20	2.66	2.12
Cheese 1# shred	4.04	3.31	4.49	NA	NA	4.44	4.78
Cottage Cheese	2.30	2.86	2.00	2.04	1.99	2.16	2.03
Cream Cheese	2.29	2.46	2.50	2.79	1.29	1.77	2.28
Flavored Milk ½ gallon	2.02	2.62	NA	1.67	NA	1.89	1.77
Flavored Milk gallon	4.12	4.89	NA	NA	NA	3.04	3.24
Ice Cream 48-64 oz	3.17	3.14	3.13	3.40	3.23	3.12	2.79
Milk ½ gallon	1.95	2.38	NA	2.06	2.29	1.91	1.58
Milk gallon	3.54	4.18	NA	3.19	NA	3.04	3.07
Sour Cream 16 oz	1.86	1.83	1.73	1.90	2.16	1.96	1.89
Yogurt (Greek) 4-6 oz	1.00	1.32	.93	.92	.93	.90	.92
Yogurt (Greek) 32 oz	4.20	4.25	3.00	5.29	4.50	4.03	NA
Yogurt 4-6 oz	.52	.55	.45	.51	.51	.51	.57
Yogurt 32 oz	2.38	2.31	NA	2.99	NA	2.22	NA

US: National **Northeast (NE):** CT, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VT;
Southeast (SE): AL, FL, GA, MD, NC, SC, TN, VA, WV; **Midwest (MID):** IA, IL, IN, KY, MI, MN, ND, NE, OH, SD, WI; **South Central (SC):** AK, CO, KS, LA, MO, NM, OK, TX; **Southwest (SW):** AZ, CA, NV, UT; **Northwest (NW):** ID, MT, OR, WA, WY

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:	Greek Yogurt 4-6 oz:	NA
Butter 1 lb:	\$5.99	\$5.99
Ice Cream 48-64 oz:	NA	NA
Cheese 8 oz block:	NA	\$3.98
Cottage Cheese 16 oz:	NA	\$6.02
Yogurt 4-6 oz:	\$1.25	\$1.98
Yogurt 32 oz:	\$3.97	\$3.07

WHOLESALE BUTTER MARKETS - APRIL 20

WEST: Cream inventories are available for production. Demand has slid lower following the holiday weekend. Stakeholders say that interest from purchasers in other regions is waning. Meanwhile, regional ice cream makers are pulling on cream supplies. Foodservice demand for butter is steady, though retail demand is declining. Some suggest that higher consumer prices for butter may have caused shoppers to reduce their purchasing. Contacts report that loads of unsalted butter remain tight, but that salted butter is available. Some regional contacts report that they are moving loads of butter to other regions with tighter supplies. A shortage of truck drivers and high transportation costs have made it difficult for some butter makers to fulfill orders from purchasers in other regions. These transportation difficulties are also contributing to delays in deliveries of production supplies. Butter production is steady as plant managers are working to build inventories. Delays to production supplies and labor shortages are preventing some regional butter makers from running full schedules.

CENTRAL: Butter makers say they are busy churning, in spite of continuing reports of staffing shortages. Cream was more widely available for production, as was

expected during and following the holiday weekend. Additionally, demand was reported as active on both the foodservice and retail sides, along with export interests. Harkening back to production, the upcoming focus is between the aforementioned strong export interest in unsalted butter and the seasonal fall demand uptick. Butter market tones are still on solid ground, despite a slight slip into the low \$2.70s after hovering in the middle/upper \$2.70s for the past two weeks.

NORTHEAST: Cream is generally available but tightening amidst strong seasonal ice cream production runs. Butter production varies from one operation to another. Some manufacturers are selling cream instead of churning. Inventories are mixed as well. Some manufacturers are comfortable with current supply levels. Others would prefer to have heavier inventories at this time. Some buyers say they have been unable to purchase spot supplies locally and have had to source butter from other regions. Industry contacts indicate foodservice orders are good. Retail sales are level to lower. Some grocery outlets are raising butter prices, and market participants suggest that higher costs at the checkout may be contributing to softer consumer demand.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
04/18/22	53,118	88,417
04/01/22	44,101	86,576
Change	9,017	1,841
Percent Change	20	2

CME CASH PRICES - APRIL 18 - APRIL 22, 2022

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
MONDAY April 18	\$2.4150 (-2½)	\$2.3975 (+2½)	\$2.7400 (-1½)	\$1.8225 (NC)	\$0.6400 (+½)
TUESDAY April 19	\$2.3950 (-2)	\$2.3600 (-3¼)	\$2.7175 (-2¼)	\$1.7975 (-2½)	\$0.6350 (-½)
WEDNESDAY April 20	\$2.3425 (-5¼)	\$2.3350 (-2½)	\$2.7200 (+¼)	\$1.7925 (-½)	\$0.6350 (NC)
THURSDAY April 21	\$2.3700 (+2¾)	\$2.3625 (+2¾)	\$2.6900 (-3)	\$1.7775 (-1½)	\$0.6400 (+½)
FRIDAY April 22	\$2.3700 (NC)	\$2.3925 (+3)	\$2.6675 (-2¼)	\$1.7550 (-2¼)	\$0.6350 (-½)
Week's AVG \$ Change	\$2.3785 (-0.0103)	\$2.3695 (+0.0339)	\$2.7070 (-0.0649)	\$1.7890 (-0.0329)	\$0.6370 (+0.0020)
Last Week's AVG	\$2.3888	\$2.3356	\$2.7719	\$1.8219	\$0.6350
2021 AVG Same Week	\$1.7905	\$1.7925	\$1.7940	\$1.2420	\$0.6680

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Five cars of blocks were sold Monday, the last at \$2.4000; an uncovered offer at \$2.3975 then set the price. One car of blocks was sold Tuesday at \$2.3600, which lowered the price. On Wednesday, 1 car of blocks was sold at \$2.3350, which set the price. Three cars of blocks were sold Thursday, the last at \$2.3625, which set the price. Two cars of blocks were sold Friday, 1 each at \$2.3800 and \$2.3900; an unfilled bid at \$2.3925 then set the price. The barrel price fell Monday on a sale at \$2.4150, declined Tuesday on a sale at \$2.3950, fell Wednesday on an uncovered offer at \$2.3425, then rose Thursday on a sale at \$2.3700.

Butter Comment: The price fell Monday on a sale at \$2.7400, declined Tuesday on an unfilled bid at \$2.7175 (following a sale at \$2.7150), rose Wednesday on an unfilled bid at \$2.7200, fell Thursday on a sale at \$2.6900, and declined Friday on a sale at \$2.6675.

NDM Comment: The price dropped Tuesday on a sale at \$1.7975, fell Wednesday on a sale at \$1.7925, declined Thursday on an unfilled bid at \$1.7775 (following a sale at \$1.7725), and fell Friday on a sale at \$1.7550.

Dry Whey Comment: The price rose Monday on a sale at 64.0 cents, fell Tuesday on a sale at 63.50 cents, rose Thursday on a sale at 64.0 cents, then declined Friday on a sale at 63.50 cents.

WHEY MARKETS - APRIL 18 - APRIL 22, 2022

RELEASE DATE - APRIL 21, 2022

Animal Feed Whey—Central: Milk Replacer:	.5400 (NC) – .5600 (-½)
Buttermilk Powder:	
Central & East:	1.8500 (NC) – 1.9300 (NC) West: 1.8000 (+1) – 1.8900 (NC)
Mostly:	1.8100 (NC) – 1.8500 (NC)
Casein: Rennet:	5.1300 (NC) – 5.2100 (NC) Acid: 6.4200 (NC) – 6.7100 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.6000 (-1) – .7800 (NC) Mostly: .6200 (NC) – .6650 (NC)
Dry Whey—West (Edible):	
Nonhygroscopic:	.5850 (+2¼) – .8275 (-1¾) Mostly: .6300 (NC) – .6800 (+2)
Dry Whey—NorthEast:	.6175 (-¼) – .8100 (-½)
Lactose—Central and West:	
Edible:	.3200 (NC) – .5200 (NC) Mostly: .3800 (NC) – .4900 (NC)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat:	1.8400 (-2) – 1.9500 (+1) Mostly: 1.8800 (NC) – 1.9300 (NC)
High Heat:	1.9900 (NC) – 2.0350 (NC)
Nonfat Dry Milk —Western:	
Low/Medium Heat:	1.7725 (-¾) – 1.8700 (-2) Mostly: 1.8000 (-1) – 1.8600 (+1)
High Heat:	1.9200 (-3½) – 2.0250 (-1½)
Whey Protein Concentrate—34% Protein:	
Central & West:	1.7000 (NC) – 1.9500 (NC) Mostly: 1.7300 (NC) – 1.8700 (NC)
Whole Milk—National:	2.1000 (NC) – 2.4200 (NC)

Visit www.cheesereporter.com for historical dairy, cheese, butter, & whey prices

HISTORICAL MILK PRICES - CLASS III

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'11	13.48	17.00	19.40	16.87	16.52	19.11	21.39	21.67	19.07	18.03	19.07	18.77
'12	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
'13	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
'14	21.15	23.35	23.33	24.31	22.57	21.36	21.60	22.25	24.60	23.82	21.94	17.82
'15	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
'16	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
'17	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
'18	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
'19	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	19.37
'20	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43	21.61	23.34	15.72
'21	16.04	15.75	16.15	17.67	18.96	17.21	16.49	15.95	16.53	17.83	18.03	18.36
'22	20.38	20.91	22.45									

Feeding America Seeks Congressional, USDA, Industry Help To Address Hunger

Chicago—The latest Feeding America food bank pulse survey data shows that more food banks report seeing demand for food assistance increase or stay the same for February compared to the previous month, about a 20 percent increase from the previous survey.

Feeding America expects that demand for food assistance will remain elevated and may grow as people's expanded assistance ends.

The Feeding America network is not immune from the impacts of inflation, with every aspect of food bank operations including purchasing food, transporting donated food, energy for cold storage, and other costs including fuel, wages, and even vehicle maintenance seeing significant increases.

Food banks are purchasing nearly as much food as they did in 2021 but are now paying 40 percent more for those purchases. Feeding America projects that the food bank network will experience a 20 percent decrease in manufacturing donations and a 45 percent decline in federal commodities in its 2022 fiscal year.

To address this crisis, Feeding America is putting out a call for support. The organization wants

Congress to ensure that food banks have the critical food resources and program flexibilities necessary to address the need for food assistance by providing \$900 million for TEFAP in spending legislation and extending child nutrition waivers.

USDA should take any and all actions at its disposal to increase the availability of commodity foods, Feeding America said, including, among other things: using the CCC or other funds available to provide food purchases; and fully utilizing Section 32 authority to support consumption of domestic commodities through additional food purchases for distribution through USDA nutrition programs.

Also, food industry partners should reach out to Feeding America or local food banks to explore avenues for donation and food rescue. More information on becoming a food donor can be found at FeedingAmerica.org/donatefood.

"Nearly one-third of a low-income household's budget is spent on food, and any incremental increases to food prices can have a dramatic effect to their overall stability and security," said Claire Babineaux-Fontenot, Feeding America's CEO.



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