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US Dairy Exports Increased 7% In February; Dairy Imports Fell 21%

February Cheese Exports Declined 2%, Cheese Imports Dropped 28%; NDM Exports Rose 31%

Washington—US dairy exports during February were valued at $557.8 million, up 7 percent from February 2020, according to figures released Wednesday by USDA's Foreign Agricultural Service (FAS).

That marked the 17th time in the last 18 months that the value of US dairy exports topped $500 million. The lone exception was in January 2021, when exports were valued at $498.2 million.

During the first two months of this year, US dairy exports were valued at $1.06 billion, down 1 percent from the first two months of last year.

US dairy imports during February were valued at $201.6 million, down 21 percent from February 2020. Dairy imports during the first two months of 2021 were valued at $442.3 million, down 10 percent from the first two months of 2020.

Leading markets for US dairy exports during the first two months of 2021, on a value basis, with comparisons to the first two months of 2020, were: Mexico, $230 million, down 11 percent; Canada, $123.1 million, up 2 percent; China, $87.8 million, up 36 percent; Philippines, $65.7 million, up 1 percent; South Korea, $61.4 million, up 19 percent; Japan, $47.7 million, down 9 percent; Vietnam, $46.6 million, up 37 percent; and Indonesia, $41.2 million, down 23 percent.

Cheese exports during February totaled 66.4 million pounds, down 2 percent from February 2020. The value of those exports, $134.9 million, was down 7 percent.

During the first two months of 2021, cheese exports totaled 121.9 million pounds, down 6 percent from the first two months of 2020. The value of those exports, $247.9 million, was down 10 percent.

Leading markets for US cheese exports during the first two months of this year, on a volume basis, with comparisons to the first two months of last year, were: Mexico, 28.5 million pounds, down 29 percent; South Korea, 23.8 million pounds, up 19 percent; Japan, 11.4 million pounds, up 22 percent; Australia, 7.8 million pounds, down 13 percent; Chile, 4.4 million pounds, down 3 percent; United Arab Emirates, 3.9 million pounds, up 30 percent; Canada, 3.8 million pounds, up 18 percent; and Saudi Arabia, 3.6 million pounds, up 72 percent.

Nonfat dry milk exports during February totaled 157.8 million pounds, up 31 percent from February 2020. NDM exports during the first two months of this year totaled 296.5 million pounds, up 8 percent from the first two months of last year.

February exports of dry whey totaled 40.7 million pounds, up 22 percent from February 2020. Dry whey exports during the January-February period totaled 81.1 million pounds, up 28 percent from a year earlier.

Whey protein concentrate exports during February totaled 29.9 million pounds, up 26 percent from February 2020. WPC exports during the first two months of this

• See **Feb. Dairy Trade,** p. 8

USDA Raises 2021 Milk Production Forecast, Also Hikes Dairy Product, Milk Price Forecasts

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released today, raised its 2021 milk production forecast and also boosted its dairy product and milk price forecasts.

Milk production for 2021 is raised 400 million pounds from last month, to a record 227.7 billion pounds, primarily due to increased cow numbers. CoBank, in its quarterly report released this week, noted that cow numbers in February reached the highest level in 30 years, following months of expansion.

USDA's 2021 fat basis import forecast is reduced, while fat basis exports are raised on higher shipments of cheese. On a skim-solids basis, the import forecast is reduced on lower imports of milk proteins and several other dairy products, while the export forecast is raised on strong gains in shipments of skim milk powders and whey.

However, lactose shipments remain relatively weak, USDA noted. Lactose exports during the first two months of this year were down 21 percent, on a volume basis, from the first two months of 2020.

Dairy product price forecasts are raised from last month on improving demand, both domestically and

• See **Higher Prices,** p. 16

Retail Sales Of Plant Based Foods Grew 27% In 2020; Sales Of Plant-Based Dairy Alternatives Also Up

Washington—Retail sales of plant-based foods grew 27 percent in 2020 to reach $7 billion, according to data released Tuesday by the Plant Based Foods Association (PBFA) and the Good Food Institute (GFI).

Some 57 percent of households purchased plant-based foods in 2020, up from 53 percent in 2019, PBFA and GFI noted.

They commissioned the data from SPINS and custom-refined it to reflect only plant-based products that directly replace animal-based products.

Plant-based "milk" — the largest plant-based category — has

• See **Plant-Based Dairy,** p. 4

Cheese Use At Limited Foodservice Kept Sector Afloat During Pandemic

Plant-Based Trend Is A Growing Threat For Dairy At Foodservice

Madison—Natural cheese products that topped pizza, burgers and sandwiches at limited-service restaurants during the past year outperformed the industry as a whole, and helped prop up a segment brutally disrupted by the pandemic.

That was a primary bullet point during a session looking at cheese usage in foodservice channels over the past year on Tuesday, part of CheeseExpo Global Online. A consequential interest in specialty cheese by foodservice operators was also highlighted, along with the growing popularity of plant-based products in all levels of foodservice – a trend that is predicted to significantly increase.

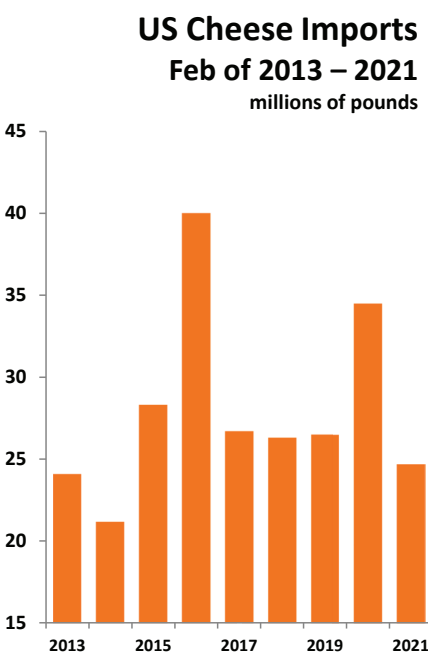
The past year has been disruptive, to say the least, said David Henkes, a senior principal with business management company Technomic, Inc.

Henkes walked through the Technomic report released in February for Dairy Farmers of Wisconsin (DFW), which found that total foodservice sales declined almost 28 percent over the past year.

Restaurants and bars declined 22 percent. Fast-casual and fast food locations were down somewhere in the high single digits, Henkes said, whereas full-service restaurants and casual dining were all significantly down.

Bars and taverns were also

• See **Foodservice Cheese**, p. 11



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Well, if the USTR's annual NTE reports are any indication, global trade actually appears to be flowing less smoothly, predictably and freely than it was, say a decade or so ago.

Trade Barriers Aren't Going Away Anytime Soon

New US Trade Representative Katherine Tai last Wednesday released the *2021 National Trade Estimate Report* and, as reported on our front page last week, the report concluded that US dairy and other exporters face numerous barriers in various shapes and forms in countries ranging from Algeria to Vietnam.

What's kind of depressing about this report, and also kind of predictable, is how little has changed in the general area of trade barriers over the years. Keep in mind that this latest report was released more than a quarter-century after the World Trade Organization was established.

As noted on its website, the WTO "is the only global international organization dealing with the rules of trade between nations. At its heart are the WTO agreements, negotiated and signed by the bulk of the world's trading nations and ratified in their parliaments. The goal is to ensure that trade flows as smoothly, predictably and freely as possible."

Well, if the USTR's annual NTE reports are any indication, global trade actually appears to be flowing less smoothly, predictably and freely than it was, say a decade or so ago.

We arrived at that conclusion by looking, initially, at just one simple fact: the number of pages in the USTR's NTE reports have been slowly rising over the years. The 2009 report, for example, ran a grand total of 547 pages, while the latest report runs an impressive 574 pages.

It is worth noting that at least a couple of recent reports have dipped below 500 pages (for example, the 2017 report ran 492 pages), but it certainly appears that the long-term trend is for more trade barriers to be erected, and few if any to be dismantled.

Another way to look at how trade barriers don't seem to be decreasing is to check out how many countries or regions (such as the European Union or Southern African Customs Union) are covered by these USTR reports. The 2009 report included 63 countries, ranging from Angola to Vietnam, while the 2021 report includes 65 countries, ranging from Algeria to Vietnam.

Yet another interesting way to look at the lack of progress in reducing trade barriers is to compare what was said a decade or more ago with what is being said today. What follows are two quotes, one from the 2009 NTE report and the other from the 2021 report. We'll run the old quote first, but frankly, it almost seems like these observations are interchangeable, and frustratingly consistent.

Here's the observation from 2009: "Despite the generally positive character of the US-EU trade and investment relationship, US exporters and investors in some sectors face chronic barriers to entering or expanding their presence in the EU market. A number of these barriers have been highlighted in this report for many years, persisting despite repeated efforts to resolve them through bilateral consultations or, in some cases, the dispute settlement provisions of the WTO."

And here's the observation from this year's report: "US exporters and investors nonetheless face persistent barriers to entering, maintaining, or expanding their presence in certain sectors of the EU market. This report highlights some of the most significant barriers that have endured despite repeated efforts at resolution through bilateral consultations or World Trade organization dispute settlement. Certain barriers have been highlighted in this report for many years."

One notable change between the 2009 and 2021 NTE reports, at least when it comes to issues with the EU, is how many more dairy-specific barriers there are now compared to back in 2009.

In the 2009 NTE report, the chapter on EU trade barriers runs some 33 pages, including almost 10 pages devoted to agricultural issues ranging from beef to bananas, but dairy issues specifically aren't mentioned. About the closest the report comes to mentioning dairy is a paragraph about geographical indications, in the section on intellectual property rights.

How much have things changed as far as EU trade barriers since that 2009 NTE report? For one thing, the chapter on EU trade barriers in the 2021 report runs 50 pages, or almost 20 pages more than the 2009 report.

Also, dairy products are specifically mentioned in at least two sections in the EU chapter, one on how EU certification requirements are limiting US agricultural exports such as dairy products, the other on how the EU's somatic cell count requirements add unnecessary costs for US dairy exporters without apparent scientific justification.

Maybe the biggest difference between the 2009 report and the 2021 report is the section on EU geographical indications. As noted earlier, the 2009 report devotes a single paragraph to GIs, and that paragraph isn't all that specific.

The 2021 report, by comparison, devotes about a page and a half to GIs, and specifically mentions that the EU has granted GI protection to Havarti and Danbo, both of which are "widely traded cheeses" covered by international Codex standards. In fact, the US situation vis-a-vis the EU's GI agenda has worsened considerably over the past decade or so, as was reflected in the new NTE report and will be reflected in future NTE reports for years to come.

If nothing else, these annual NTE reports serve as reminders that the US has faced numerous dairy export barriers for many years, and will continue to do so in the future. The nature of these barriers may change, but the goal remains the same: make life more difficult for US dairy exporters.

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Global Dairy Trade Price Index Rises 0.3%; Most Product Prices Increase

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade dairy commodity auction increased 0.3 percent from the previous auction, held three weeks ago.

In this week's GDT auction, which featured 169 participating bidders and 99 winning bidders, prices were higher for Cheddar cheese, skim milk powder, butter, anhydrous milkfat and buttermilk powder; unchanged for whole milk powder; and lower for lactose. An average price wasn't available for sweet whey powder.

Results from this week's GDT auction, with comparisons to the auction held three weeks ago, were as follows:

Cheddar: The average winning price was $4,393 per metric ton ($1.99 per pound), up 2.2 percent. Average winning prices were: Contract 5 (September), $4,444 per ton; and Contract 6 (October), $4,345 per ton, up 2.2 percent.

Skim milk powder: The average winning price was $3,367 per ton ($1.53 per pound), up 0.6 percent. Average winning prices were: Contract 1 (May), $3,415 per ton, up 0.1 percent; Contract 2 (June), $3,352 per ton, up 0.4 percent; Contract 3 (July), $3,363 per ton, up 0.2 percent; Contract 4 (August), $3,392 per ton, up 1.9 percent; Contract 5, $3,415 per ton, up 2.2 percent; and Contract 6, $3,330 per ton, down 1 percent.

Whole milk powder: The average winning price was $4,085 per ton ($1.85 per pound), unchanged. Average winning prices were: Contract 1, $4,088 per ton, up 0.2 percent; Contract 2, $4,077 per ton, unchanged; Contract 3, $4,074 per tn, down 0.2 percent; Contract 4, $4,225 per ton, up 1.9 percent; Contract 5, $4,125 per ton, down 2 percent; and Contract 6, $4,067 per ton, down 0.7 percent.

Butter: The average winning price was $5,776 per ton ($2.62 per pound), up 2 percent. Average winning prices were: Contract 1, $5,763 per ton, down 0.2 percent; Contract 2, $5,777 per ton, up 1.7 percent; Contract 3, $5,815 per ton, up 3.5 percent; Contract 4, $5,760 per ton, up 1.3 percent; Contract 5, $5,745 per ton, up 2.9 percent; and Contract 6, $5,755 per ton, up 5.6 percent.

Anhydrous milkfat: The average winning price was $6,209 per ton ($2.82 per pound), up 0.8 percent. Average winning prices were: Contract 1, $6,360 per ton, down 0.7 percent; Contract 2, $6,198 per ton, down 0.1 percent; Contract 3, $6,206 per ton, up 1.4 percent; Contract 4, $6,206 per ton, up 1.6 percent; Contract 5, $6,175 per ton, up 1.8 percent; and Contract 6, $6,190 per ton, up 1.5 percent.

Lactose: The average winning price was $1,307 per ton (59.3 cents per pound), down 6.5 percent. That was for Contract 2.

Buttermilk powder: The average winning price was $3,710 per ton ($1.68 per pound), up 17.6 percent. Average winning prices were: Contract 1, $4,170 per ton, up 20 percent; Contract 2, $3,507 per ton, up 14.8 percent; Contract 3, $3,980 per ton, up 20.8 percent; Contract 4, $4,050 per ton, up 23.1 percent; and Contract 5, $4,105 per ton, up 24.2 percent.

ASB Bank noted that, given the "lofty highs" prices have already reached on the GDT auction, this week's price index increase of 0.3 percent was another strong result. With the longer-dated contracts (covering the third quarter of 2021) still trading at high levels, it's a sign that prices have a bit of momentum into the next season.

Recent price gains have been led by strong demand from China, but this GDT auction saw other regions return to the party, ASB Bank noted. With stockpiles not keeping up with rising consumption, and shipping fears continuing to weigh, the North Asia region (a proxy for China) has dominated recent auctions, driving April's price gains.

This week's GDT auction saw Chinese buyers "take their foot off the accelerator," ASB Bank said, but other regions, particularly South East Asia and Oceania, stepped into the breach, keeping prices supported.

The GDT auction suggests aggressive Chinese purchasing is likely to ease further, at least in the near term, ASB Bank said. As NZX Dairy noted, the volume of whole milk powder on offer in Contract 2 (i.e., for June shipment) wasn't fully committed to, suggesting short-term demand may have already been met.

With the contract curve relatively flat and buyers from other regions re-entering the market, the odds are against a sharp correction, but ASB Bank sees prices easing further over the next auctions.

Still, strong post-pandemic global dairy product demand and softer Northern Hemisphere production should keep prices from falling too far, ASB Bank emphasized.

Plant-Based Dairy

(Continued from p. 1)

reached $2.5 billion in sales and accounts for 35 percent of the total plant-based food market. Sales of plant-based milk grew 20 percent last year.

Plant-based milk is purchased by 39 percent of US households, PBFA and GFI noted. Almond milk remains the category leader and accounts for about two-thirds of plant-based milk dollar sales.

Oat milk jumped to the second-leading segment, ahead of soy milk, with sales more than tripling in 2020 and growing 25-fold since 2018, the data indicate.

The success of plant-based milk has laid the groundwork for large increases in sales of other plant-based dairy alternatives, which are collectively approaching $2 billion, PBFA and GFI reported. In 2020, plant-based yogurt alternatives grew 20 percent, to $343 million, while plant-based cheese alternatives grew 42 percent, to $270 million.

Plant-based product share of all conventional categories is increasing, the organizations said, with plant-based milk now making up 15 percent of the milk category, plant-based butter, with 2020 sales of $275 million, making up 7 percent of the butter category, and plant-based creamer, with 2020 sales of $394 million, making up 6 percent of the creamer category. And while plant-based milk boasts a significant share of milk sales in all stores, at 15 percent, it constitutes an even greater share of milk sales in natural food stores, at 45 percent.

Sales of plant-based meat, the second-largest plant-based category, reached $1.4 billion last year, up 45 percent from 2019. Some 18 percent of US households now purchase plant-based meat, up from 14 percent in 2019, PBFA and GFI reported.

"The plant-based category has evolved to the point that retailers can't limit who they consider the plant-based shopper," said Dawn Valandingham, SPINS head of retail. "They should now assume everyone is a potential plant-based buyer and educate them enough to see the possibilities.

"Between the innovation in plant-based products and the gradual return to less restrictive shopping measures, 2021 offers many opportunities for retailers to appeal to more customers and expand their plant-based offerings," Valandingham added.

"The data tells us unequivocally that we are experiencing a fundamental shift as an ever-growing number of consumers are choosing foods that taste good and boost their health by incorporating plant-based foods into their diet," said Julie Emmett, PBFA senior director of retail partnerships.

"2020 was a breakout year for plant-based foods across the store. The incredible growth we saw in plant-based foods overall, particularly plant-based meat, surpassed our expectations and is a clear sign of where consumer appetites are heading," said Kyle Gaan, GFI research analyst.

"Almost 40 percent of households now have plant-based milk in their fridge, and at this rate, it won't be long until we see just as many households purchasing plant-based meat," Gaan added.

Organic Valley Launches Loan Fund To Help Farmers Cut Fossil Fuel Use

La Farge, WI—Organic Valley is partnering with Clean Energy Credit Union to launch the Powering the Good Loan Fund to provide what is described as the best loan terms for farmers seeking to reduce their reliance on fossil fuels with renewable energy and efficiencies.

To accelerate energy improvements, Organic Valley and Clean Energy CU will roll out a $1 million fund with plans to expand. Loans supplied to Organic Valley farmers through Clean Energy CU will be used for:

- Solar electric systems to offset farm energy consumption.
- Farm energy efficiency improvements such as plate coolers, variable frequency drives, LED lighting, insulation, ventilation and more.
- Geothermal systems and ground-source heat pumps for farm heating and cooling.

"Organic Valley leads on renewable energy. We have been 100 percent renewable powered in our owned facilities since 2019, and now we are going a step further," said Bob Kirchoff, Organic Valley's CEO.

"We are focused on a whole systems approach to renewable energy, and I'm excited to debut this energy loan fund," Kirchoff continued.

"This is a great example of cooperation among cooperatives to pursue our aligned missions," said Blake Jones, volunteer board chair of Clean Energy CU. "Organic Valley is already helping to protect the environment through regenerative and organic farming practices, and now they're going one step further by supporting the installation of renewable energy and energy efficiency projects for their farmer-members.

"From the farm to the shelf, I see renewable energy playing a bigger role in organic food. We are providing farmers a means to reduce their energy costs and become more self-sufficient and sustainable. Farmers who participate in this loan fund contribute to a healthy, regenerative future for the next generation," Kirchoff said.

"In addition to the environmental benefits, we're also excited about helping family farmers throughout the USA to lower their energy costs and improve the bottom line of their independently owned farms," Clean Energy CU's Jones continued.

Founded in 1988, Organic Valley represents almost 1,800 farmers in 34 states, Canada, Australia and the United Kingdom.

Clean Energy CU focuses exclusively on providing loans for clean energy and energy-saving projects, the company said.

FROM OUR ARCHIVES

50 YEARS AGO

April 9, 1971: New York—Arthur Alper of Lily Lake Cheese Co. has been elected president of the Cheese Importers Association of America, Inc. Other officers include Irving Perlman, Atalanta Trading Co., first vice president; Karl Jaeckle, Otto Roth & Co., second vice president; Henry Voremberg, Merchants Trading Co., secretary; and Ben Moskowitz, Walker Butter & Egg Co., treasurer.

Chicago—The National Dairy Council's nutrition research budget for 1971 has been set at $384,856. The NDC board has also authorized a $1 million research budget, to be implemented when funds are available.

25 YEARS AGO

April 5, 1996: Junction City, WI—Lloyd Dickrell, 76, longtime Wisconsin cheese industry leader and a fourth-generation cheese maker in his family, passed away this week. Dickrell served as president of the Wisconsin Cheese Makers Association from 1963 to 1971.

Geneva, Switzerland—Scientists from the World Health Organization met here this week, and reported that milk and dairy products are considered safe even in countries with a high prevalence of mad cow disease – though meat and medicines containing beef products might not be. There is evidence to suggest that milk will not transmit the disease, said Joseph Losos, director of Canada's Center for Disease Control.

10 YEARS AGO

April 8, 2011: La Crosse, WI—John Pitman of Mill Creek Cheese, Arena, WI, was named the winner of the H.P. Mulloy Memorial Award during the closing banquet of the Wisconsin Cheese Industry Conference here. The award recognizes the art of quality cheesemaking and a dedicated, competitive spirit.

Washington—The NMPF and IDFA are urging New Jersey Gov. Chris Christie to oppose legislation that would allow the direct sale of raw milk to the public. Jerry Kozak, NMPF president and CEO, said "it would be disappointing to see public health gains achieved in New Jersey in the 1970s compromised."

Petition Calls For EPA To Regulate Farms That Confine 500 Or More Cows And Liquify Manure

Washington—A coalition of environmental and other organizations this week petitioned the US Environmental Protection Agency (EPA) to regulate large dairy and hog operations.

Specifically, the petition urges EPA to regulate industrial dairy and hog operations that liquify manure and confine at least 500 cows or 1,000 hogs without access to pasture.

"These operations stock far more animals in confinement than would otherwise be sustainably farmed on pasture and thus generate massive amounts of manure and waste," the petition stated.

To deal with this "massive increase" in manure, the dairy and pork industries "concocted a system of liquefying the manure and storing it in football field-sized impoundments before disposing the manure on nearby crop fields," the petition continued. "These intentionally created super-emitters release methane from the liquefied manure in those giant lagoons and the animals' digestive systems.

"The methane from these industrial dairy and hog operations has increased dramatically during recent decades and now accounts for 33 percent of agricultural methane emissions, 13 percent of total US methane emissions, and 1.3 percent of total US greenhouse gas emissions," the pettion added.

Organizations that signed the petition included, among others, Institute for Agriculture and Trade Policy, Government Accountability Project, Great Lakes Environmental Law Center, Friends of the Earth, Food & Water Watch, Center for Food Safety, Center on Race, Poverty & the Environment, Organic Consumers Association, and Sierra Club.

"The Biden administration has committed to advance environmental justice, follow the science, and stand with communities to help restore our climate," said Brent Newell, Public Justice Food Project senior attorney. "We expect the Biden EPA to deliver on these promises, which starts with granting this petition, signaling that they are ready to step up, where previous administrations have fallen short, and acknowledge the science: emissions from industrial dairy and hog operations are a tremendous contributor to climate change.

"A commitment to advancing environmental justice starts with this petition, and the Biden EPA

Ultra-Processed Foods Deemed Harmful To Health, But Term's Meaning Debated

Washington—Higher consumption of so-called ultra-processed foods is associated with an increased risk of cardiovascular disease (CVD) incidence and mortality, with each additional daily serving found to further increase risk, according to a study recently published in the *Journal of the American College of Cardiology*.

"The consumption of ultra-processed foods makes up over half of the daily calories in the average American diet and are increasingly consumed worldwide," said Filippa Juul, MS, PhD, a faculty fellow at the New York University School of Public Health and lead author of the study. "Our findings add to a growing body of evidence suggesting cardiovascular benefits of limiting ultra-processed foods.

"Ultra-processed foods are ubiquitous and include many foods that are marketed as healthy, such as protein bars, breakfast cereals and most industrially produced breads," Juul continued. "Population-wide strategies such as taxation on sugar-sweetened beverages and other ultra-processed foods and recommendations regarding processing levels in national dietary guidelines are needed to reduce the intake of ultra-processed foods."

Using a modified version of the NOVA framework, which classifies foods according to the extent and purpose of the industrial processing they undergo, researchers classified food questionnaire food items into five categories:

- Unprocessed or minimally processed foods, including fresh, dry or frozen animal and plant foods. Milk is included in this category.
- Processed culinary ingredients, including table sugar, oils, fats, salts and other items used in kitchens to make culinary preparations.
- Processed foods, which are industrial products made by adding salt, sugar or other substances found in group two to group one foods, using preservation methods such as canning and, in the case of cheeses and breads, using non-alcoholic fermentation. Food processing here aims to increase the durability of group one foods and make them more enjoyable by modifying or enhancing their sensory qualities.
- Ultra-processed foods, including industrial formulations made with no or minimal whole foods and produced with additives such as flavorings or preservatives. Processes enabling the manufacture of ultra-processed foods involve several steps and different industries.

Food substances of no or rare culinary use, and used only in the manufacture of ultra-processed foods, include varieties of sugars, such as lactose; modified oils; and protein sources including casein, whey protein, and soy protein isolate. Cosmetic additives, also used in the manufacture of ultra-processed foods, are flavors, emulsifiers, gelling and other agents.

Ultra-processed foods include, among other products, ice cream; margarines and other spreads; pre-prepared pasta and pizza dishes; carbonated soft drinks; sweet or savory packaged snacks; and chocolate and candies.

- Culinary preparations, which encompassed mixed dishes that were indicated to be homemade or assumed to be homemade due to lack of detailed information.

Researchers examined incident hard CVD (sudden and non-sudden coronary death, heart attack and fatal/non-fatal stroke) and hard coronary heart disease (sudden and non-sudden coronary death and heart attack).

Each daily serving of ultra-processed food was associated with a 7 percent increase in the risk of hard CVD, a 9 percent increase in the risk of hard CHD, a 5 percent increase in overall CVD and a 9 percent increased risk of cardiovascular disease mortality.

Study limitations include the observational nature of the study, as well as the potential for measurement error in dietary assessment and under- and over-estimation of ultra-processed food intake due to misclassification.

Classifying Processed Foods

In a separate study concerning processed foods, researchers from the University of Surrey and European Food Information Council (EUFIC) reviewed over 100 scientific papers to examine if different criteria exist in developing classification systems for processed foods and, if so, what distinguishes them.

Classification systems that categorize foods according to their "level of processing" have been used to predict diet quality and health outcomes, inform guidelines and in product development.

Researchers found that most classification system's criteria are not aligned with existing scientific evidence on nutrition and food processing. It is thought that this may stem from different perspectives and intentions behind the development of some classification systems.

PERSONNEL

GIUSEPPE AMBROSI has been tapped as the new president of the **European Dairy Association (EDA)**, succeeding MICHEL NALET, who served as EDA president since 2012. With the European Commission rolling out its five years' work program, Ambrosi's focus will be based on promoting and reinforcing the image and reputation of milk and dairy products. Ambrosi most recently served as CEO of Italian EDA member Assolatte, a market leader in specialty Italian cheese. He also joined the EDA board of directors in 2020.

New members of the Republican staff roster for the **US Senate Agriculture Committee** were announced recently. The roster includes JOHN NEWTON, who will join the committee as chief economist. Newton most recently served as chief economist at the American Farm Bureau Federation (AFBF), a role which he assumed in 2018 after serving as director of market intelligence for two years. Before joining AFBF, he was chief economist for the National Milk Producers Federation (NMPF). MARTHA SCOTT POINDEXTER returns to the committee as staff director for the Republican side. She had previously led the committee staff from 2005-2010, and managed the passage of the 2008 farm bill. FRED CLARK will continue to work for the committee as chief counsel. Clark served more than 10 years with Cornerstone Government Affairs as general counsel and managing partner. Before that, he was president of Clark & Muldoon, a law firm specializing in agriculture, trade and finance. Clark also spent 10 years in the US House of Representatives, including eight years with the ag committee. ANDREW REZENDES joined the Committee in 2015 and has served as general counsel since 2017. He will continue to serve as lead counsel on executive agency nominations, including USDA, the Commodity Futures Trading Commission (CFTC), Farm Credit Administration (FCA) and the Federal Agricultural Mortgage Corporation.

BARB GLENN, CEO of the **National Association of State Departments of Agriculture (NASDA)**, will retire from her position this fall after serving as CEO since 2014. Glenn began her career as a scientist with USDA's Agricultural Research Service, where she worked for nearly 20 years. Moving from the lab to advocacy work in governmental relations, she joined the Biotechnology Innovation Organization as managing director of animal biotechnology, food and agriculture. Glenn later moved from BIO to CropLife America in 2010 and led its science and regulatory affairs as senior vice president for four years. She was the first woman president for the American Society of Animal Science, has been selected to serve on the USDA and USTR Ag Policy Advisory Committee through multiple presidential administrations, and has been a board member for the National Coalition for Food and Agricultural Research since 2016. Glenn will remain in her position as NASDA CEO through early fall 2021 and will assist with the transition.

To include your company's personnel additions or retirements, awards or other information, email Moira Crowley at mcrowley@cheesereporter.com.

WCMA's Championship Cheese Auction Raises $39,125 For Scholarships

New Brian Eggebrecht Scholarship Established, Winners Named

Madison—Dairy industry representatives logged on Wednesday for the live, virtual Championship Cheese Auction, raising $39,125 to support scholarship programs, industry educational opportunities, and future cheese contests hosted by the Wisconsin Cheese Makers Association (WCMA).

This year's auction featured 10 cheeses – all previous winners of the World or US Championship Cheese Contest – from Dan Stearns of Agropur, Inc.; Cabot Creamery Cooperative; Emmi Roth USA; FrieslandCampina; Gourmino and Michael Spycher, Bergkäserei Fritzenhaus; Guggisberg Cheese; LaClare Farms and Mosaic Meadows; Marieke Gouda; Sartori Company and Savencia Fromage & Dairy.

The Championship Cheese Auction is always a highlight of CheeseExpo, said John Umhoefer, WCMA executive director.

"This year's virtual event offered a moment of camaraderie and celebration, along with the opportunity to support training for the dairy processing industry's next generation," Umhoefer said.

"Our thanks go to auction bidders for participating with generosity and enthusiasm," he continued.

The online Championship Cheese Auction brought in a total of $39,125 for the 10 items auctioned off. Winning bids included:

- **Item 1:** 18 pounds of Marieke Gouda Mature made by Marieke Gouda, Thorp, WI, was bought by Nelson Jameson for $40.00 per pound, or $720.00 total.
- **Item 2:** 20 pounds of SarVecchio Parmesan made by Sartori Company, Plymouth, WI, was purchased by Nelson-Jameson for $160.00 per pound, or $3,200.00.
- **Item 3:** 10 pounds of Evalon made by LaClare Farms & Mosaic Meadows, Malone, WI, was purchased by Nelson-Jameson for $110.00 per pound, or $1,100.00 total.
- **Item 4:** Five pounds of Baby Swiss Wheel made by Guggisberg Cheese, Millersburg, OH, was purchased by Chr. Hansen for $370.00 per pound, or $1,850.00 total.
- **Item 5:** 40 pounds of Sharp Cheddar made by Dan Stearns of Agropur, Inc., Weyauwega, WI, was purchased by Brian Eggebrecht and the B Team for $140.00 per pound, or $700.00 total.
- **Item 6:** Five pounds of Esquirrou made by Savencia Fromage & Dairy and Mauleon Fromagerie, France, was purchased by ALPMA USA for $325.00 per pound, or $1,625.00 total.
- **Item 7:** Nine pounds of La Gruyere made by Gourmino & Bergkaserei Fritzenhaus, Michael Spycher, Emmental, Switzerland, was purchased by Great Lakes Cheese for $400.00 per pound, or $3,600.00 total.
- **Item 8:** 40 pounds of Sharp Cheddar made by Cabot Creamery Cooperative, Cabot, VT, was purchased by DSM Food Specialties USA, Inc. for $170.00 per pound, or $6,800.00 total.
- **Item 9:** 22 pounds of Rembrandt Gouda made by FrieslandCampina, Wolvega, Friesland, Netherlands, was purchased by Great Lakes Cheese for $260.00 per pound, or $5,720.00.
- **Item 10:** 18 pounds of Grand Cru Surchoix made by Emmi Roth USA, Monroe, WI, was purchased by Kelley Supply for $495.00 per pound, or $8,910.00 total.

New Eggebrecht Scholarship

The WCMA also announced the establishment of its new Brian Eggebrecht Student Scholarship Supporting Skilled Trades for the Dairy Industry, as well as the two inaugural recipients.

Longtime WCMA Contest Committee chairman and "B-Team" Contest volunteer group founder Brian Eggebrecht of Welcome Dairy has donated funds to support scholarships for technical college students in Wisconsin learning a variety of skills applicable to careers in dairy manufacturing.

"Brian Eggebrecht's generosity is exemplative of his decades-long involvement with WCMA, and of his immense support of the dairy processing industry as a whole," Umhoefer said. "WCMA will be honored to assist these vitally-needed skilled personnel through this scholarship, in Brian's name."

In the program's first year, WCMA is awarding two students with $2,000 each to further their studies:

Blake Hill, a sub-lead in packaging at WCMA member Ellsworth Cooperative Creamery, will pursue an associate degree in applied sciences-business management at Chippewa Valley Technical College beginning in August 2021.

Tarran Janz, a maintenance technician at WCMA member Sartori Company, is pursuing an associate degree in electro-mechanical automation technology at Lakeshore Technical College.

The new scholarship will be offered annually, along with WCMA's other scholarship programs: the Myron P. "Mike" Dean Cheese Industry Scholarship and Supplier Member Scholarship.

For details, visit *WisCheeseMakers.org*.

Seven Companies Participating In DFA's 2021 CoLab Accelerator Program

Kansas City, MO—Seven startup companies are convening virtually this week as Dairy Farmers of America (DFA) launches its 2021 DFA CoLab Accelerator class.

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

The DFA CoLab Accelerator Class includes the following dairy food product startup companies:

Saga Ventures: Designed a single-serve cheese snacking bar to provide healthy and satiable fuel between meals. It utilizes fresh California ingredients infused with two cups of milk, local fruits, nuts, and spices to create your own snack-sized cheeseboard with 17 grams of protein.

SimpliFed: Utilizing the latest nutritional and microbiome science to develop a better, personalized organic formula and nutrition supplements to bridge the gap between breast milk and infant formula.

The Modern Milkman: Designed an online platform that offers fresh, local quality products that are delivered right to your doorstep. The subscription-based model connects farmers with their communities and communities with fresh and local products.

The DFA CoLab Accelerator Class of 2021 includes the following four ag tech startup companies:

CattleEye: Aims to deliver a deep learning, cloud-based AI platform that is designed to interpret visual imagery of cattle from industry standard web cameras. The platform autonomously identifies individual animals to extract insights including measuring gait, applying mobility scores to track lameness, and other positive welfare indicators.

DairyOffice: Designed as a central location for all data sets collected on a farm, this platform is built to integrate with herd management software and sensors, feed systems and ration formulation programs. The platform then manages the collection of data and provides various spreadsheets and other analytical tools that are updated with the collection of new data.

H2Ok Innovations: Data analytics platform and proprietary sensor that is designed to help manufacturers gain comprehensive, real-time visibility into industrial liquid systems. This enables data-driven optimization operations that can be utilized in manufacturing facilities, as well as potentially on farms.

VERI Nano: Created a patent-pending nanotechnology that is utilized as a bovine teat sealant, disinfectant, antimicrobial coating, skincare and wound care treatment. It is aimed to be more cost-efficient and effective than current mastitis treatments.

"We're really excited about this year's class and the potential for their innovations," said Doug Dresslaer, DFA's director of innovation. "It's a very diverse group with some cutting-edge ag technologies that can help solve problems and benefit our farm family-owners as well as product-focused startups that are exploring new possibilities for dairy foods."

The 2021 DFA CoLab Accelerator will culminate with a Demo Day in late June, where the startups will pitch and showcase their ideas. For more information, visit *colab.dfamilk.com/*.

Bill Would Name Colby As Wisconsin's State Cheese

Madison—Wisconsin State Sen. Kathy Bernier and State Rep. Donna Rozar this week introduced legislation to name Colby cheese Wisconsin's State Cheese.

Colby cheese was developed in 1885 in Colby, WI, by cheese maker Joseph Steinwand. Bernier and Rozar both represent the city of Colby in the state legislature.

"We are thrilled to introduce this bill to honor Colby cheese as Wisconsin's State Cheese. Colby began as a farm family recipe dreamed up by a young man on the floor of his father's small wooden cheese factory. Today, it has gone on to become world-famous and one of America's most popular cheeses," Bernier and Rozar said in a statement issued upon introduction of their legislation.

"Colby was real innovation; its inventive processing led to breakthroughs in cheesemaking that have truly changed cheese and put Wisconsin on the cheesemaking map," the statement continued. "This bill celebrates that history and innovation, but it's about more than just cheese — it's a reminder that just one small person from one small place can take an idea and change history — even cheese history."

Feb. Dairy Trade

(Continued from p. 1)

year totaled 53.7 million pounds, up 13 percent from the first two months of last year.

Lactose exports during February totaled 55.3 million pounds, down 20 percent from February 2020. Lactose exports during the January-February period totaled 112.9 million pounds, down 21 percent from the same period last year.

Butter exports during February totaled 7.6 million pounds, up 113 percent from February 2020. Butter exports during the first two months of 2021 totaled 13.9 million pounds, up 98 percent from the first two months of 2020.

February ice cream exports totaled 12 million pounds up 27 percent from February 2020. January-February ice cream exports totaled 23.2 million pounds up 15 percent from a year earlier.

Yogurt exports totaled 3 million pounds up 8 percent from February 2020. Yogurt exports during the first two months of 2021 totaled 6.5 million pounds, up 31 percent from the first two months of 2020.

Cheese Imports Drop

During February, US cheese imports totaled 24.7 million pounds, down 28 percent from February 2020. The value of those imports, $89.2 million, was down 26 percent.

Cheese imports during the first two months of this year totaled 54 million pounds, down 14 percent from the first two months of last year. The value was $191.6 million, was down 11 percent.

Leading sources of US cheese imports, on a volume basis, during the first two months of 2021, with comparisons to the first two months of 2020, were:

Italy: 11.6 million pounds, down 34 percent.

France: 5.2 million pounds, down 20 percent.

Lithuania: 3.4 million pounds, up 182 percent.

Switzerland: 3.3 million pounds, up 1 percent.

Nicaragua: 3.09 million pounds, down 11 percent.

Netherlands: 3.08 million pounds, down 41 percent.

Germany: 2.7 million pounds, up 39 percent.

Spain: 2.6 million pounds, down 31 percent.

Ireland: 2.4 million pounds, up 111 percent.

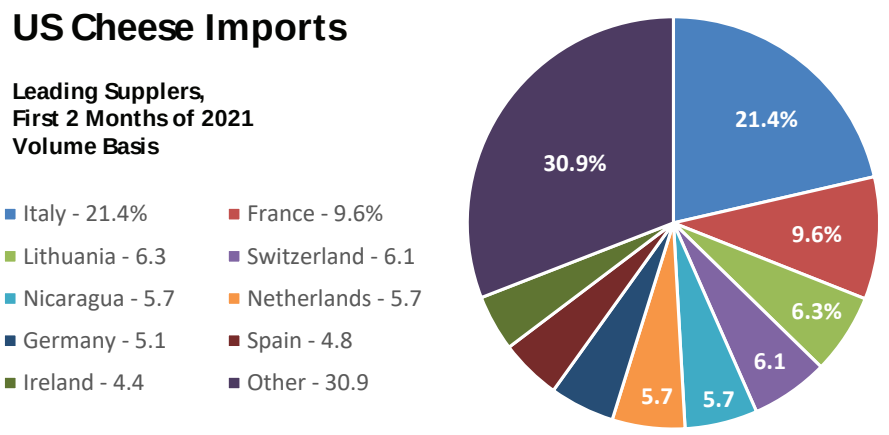
Imports of butter and other butterfat-based products (primarily anhydrous milkfat) during February totaled 4.3 million pounds, down 49 percent from February 2020. Butter imports totaled 3.5 million pounds, down 28 percent from a year earlier.

Imports of butter and other butterfat-based products during the first two months of 2021 totaled 9.8 million pounds, down 44 percent from the first two months of 2020. Butter imports during this period totaled 6.4 million pounds, down 22 percent from the same period in 2020.

Casein imports during February totaled 5.7 million pounds, down 27 percent from February 2020. Casein imports during the first two months of 2021 totaled 15.1 million pounds, up 6 percent from the first two months of 2020.

February imports of caseinates totaled 3.2 million pounds, down 29 percent from February 2020. Imports of caseinates during the January-February period totaled 6.6 million pounds, down 14 percent from the same period last year.

Imports of Chapter 4 milk protein concentrates during February totaled 5.4 million pounds, down 54 percent from February 2020. Imports of Chapter 4 MPCs during the first two months of 2021 totaled 13.5 million pounds, down 37 percent from the first two months of 2020.



Outlook For US Dairy Exports In 2021 Is Positive: USDA

Washington—Despite ongoing trade policy challenges, the outlook for US dairy exports in 2021 "is positive," according to the *2020 United States Agricultural Export Yearbook*, which was released this week by USDA's Foreign Agricultural Service (FAS).

The Yearbook provides a statistical summary of US agricultural commodity commodity exports.

Total US agricultural exports in 2020 were nearly $146 billion, up almost 7 percent from 2019, and the second highest level on record, trailing only 2014, the Yearbook noted.

US dairy product exports grew by 9 percent to reach $6.5 billion in 2020 despite "significant challenges" posed by the coronavirus pandemic and ongoing trade policy issues with Canada and China, the Yearbook said. While still below the record set in 2014, 2020 was the fourth year in a row that the value of US dairy exports expanded, registering an average annual growth rate of 8 percent over this period.

Among the drivers of US dairy trade last year, according to the Yearbook:

- China started to rebuild its pig herd and demand for pig feeds led to growth in imports of US whey and whey products.
- Global demand for dairy products was surprisingly strong in 2020 while the availability of exportable stocks was lower than in 2019. This was particularly true for skim milk powder as EU27+UK surplus intervention stocks were completely drawn down. As a result, US exporters made strong gains in Asian markets, particularly Indonesia and the Philippines.
- The low value of the US dollar plus the availability of ample stocks meant that US dairy products were competitive on major global markets.
- Mexican imports of US dairy products declined due to a deteriorating macroeconomic situation resulting from low oil prices, a deep recession, a weak currency, and pandemic measures.

As far as the positive 2021 outlook is concerned, the global economy is expected to improve, and import demand is expected to remain robust, the Yearbook explained. US milk production is forecast to grow by nearly 2 percent while milk output from competitors, including New Zealand and the EU27+UK, is expected to be more moderate, growing by less than 1 percent.

Early in 2021, international prices for several key dairy products have been rising, underscoring some tightness in exportable supplies among competitors, the Yearbook continued. The US dairy industry is well positioned with competitive prices and ample exportable supplies of key products including cheese, milk powder, butter, and whey and whey products.

Most of the growth in US exports is expected to be in Mexico and Asia, where import demand for dairy products is being driven by higher per capita incomes and an expanding middle class. In China, there is the additional factor of rebuilding the swine herd which already boosted imports of US whey and whey products in late 2020.

For 2021, US exports of dairy products on a fat-basis are forecasted to grow by 8 percent, primarily due to higher volumes of butter.

On a skim-solids milk equivalent basis, dary exports are forecasted to grow by 3 percent due to increased shipments of skim milk powder and whey and whey products. On a skimmed milk equivalent basis, this will mean that approximately 22 percent of US milk production will be exported.

NZX, Singapore Exchange Sign Partnership To Boost Growth Of NZX's Dairy Derivatives

Wellington, New Zealand—New Zealand's Exchange (NZX) and Singapore Exchange (SGX) this week signed a strategic partnership agreement to unlock and accelerate the growth potential of NZX's dairy derivatives.

The partnership, with brings together the complementary capabilities of the NZX and SGX to scale up market distribution and liquidity in the global dairy derivatives markets, will take effect in the second half of 2021, subject to regulatory approvals.

The agreement follows a "Heads of Agreement" that was mutually signed last October to explore the listing of NZX's suite of dairy contracts on SGX's trading and clearing platforms.

As part of the new partnership, NZX intends to delist its suite of dairy derivatives contracts from the NZX Derivatives Market and equivalent contracts will be relisted on SGX.

NZX launched its dairy futures and options market in 2010, and currently offers futures and options contracts for whole milk powder, skim milk powder, butter, anhydrous milkfat and the "NZ Milk Price."

NZX will continue to provide dairy product development expertise, market research and product support for new developments and enhancements, according to Mark Peterson, NZX chief executive.

NZX will also continue to lead engagements with the dairy industry, Peterson said.

"We see huge opportunity through this partnership to unlock potential and propel the future growth of our dairy derivatives suite," Peterson said. "By working together, we can leverage SGX's global market connectivity, strong Asian presence and international distribution, to scale growth and liquidity in the trading of dairy derivatives."

"This partnership combines the strengths of SGX and NZX and we are very excited to see it coming to fruition," said Loh Boon Chye, chief executive officer of SGX. "With Asia representing the world's largest bloc of dairy consumers and producers, this partnership brings a world-class suite of dairy derivatives benchmarks and risk management tools to dairy participants and investors in Asia and beyond. We look forward to continue working with NZX to grow the dairy derivatives market and benefit the wider industry."

For more information, visit *www.nzx.com*; or *www.sgx.com*.

Groups Want Third-Party Restaurant Ordering Platforms Menu Labeling Info

Washington—Several consumer organizations are asking the US Food and Drug Administration (FDA) to require third-party restaurant ordering platforms to disclose calories and other required nutrition information for restaurant chains covered by the menu labeling law.

The menu labeling provisions of the Affordable Care Act require chains with 20 or more outlets to disclose calories for standard menu items and to disclose additional nutrition information upon request. FDA's regulations specify that the law applies to online menus as well as physical menus, and federal law makes nearly all parties involved in the sale or delivery of food from restaurant chains responsible for complying with these requirements, the consumer groups noted.

But the consumer groups — including the Center for Science in the Public Interest (CSPI), Consumer Federation of America, Consumer Reports, American Heart Association, American Public Health Association and Center for Digital Democracy — say covered restaurant chains and third-party ordering platforms are failing to supply this important information to consumers, blunting its public health impact.

They are urging Dr. Susan T. Mayne, director of FDA's Center for Food Safety and Applied Nutrition, to issue clarifying guidance to the industry.

"Use of third-party platforms to order restaurant food has soared in recent years, and online ordering is safer for consumers than ordering in-person to prevent the spread of COVID-19," the groups wrote to Mayne. "However, many chain restaurants and third-party platforms fail to provide nutrition information when menus are listed on third-party platforms, significantly undercutting the public health goals of nutrition labeling."

The groups cite Chipotle as an example. When ordering via Chipotle.com, consumers can see calorie counts for each ingredient and menu item, as required by law. But Chipotle's menus on DoorDash and Seamless do not include calorie counts for such items.

Research Project Aims To Develop Rapid Diagnosis Of Mastitis In Cows

Belfast, Northern Ireland—A research project to tackle bovine mastitis and reduce the use of broad-spectrum antibiotics in dairy cattle is being launched by the Institute for Global Food Security (IGFS) at Queen's University Belfast in partnership with AgriSearch and the Agri-Food & Biosciences Institute (AFBI).

The new approach will involve the use of mass spectrometry to develop a rapid diagnosis of mastitis, directly from a suspected milk sample.

This will initially use laboratory-based equipment but could potentially be translated to an on-site test to further boost test turnaround times, researchers noted.

The project will also explore the potential for the wider application of Rapid Evaporative Ionization Mass Spectrometry (REIMS) technology in areas such as milk-quality analysis and the monitoring of lameness in herds.

Bovine mastitis is a painful inflammatory condition of the udder, caused by the cow's immune response to a microbial infection, researchers explained.

It is a significant challenge to the dairy farmer and to the dairy industry due to the effect on cow health and welfare, the complexities of controlling the condition and the need to withhold milk from human consumption during treatment and recovery, the researchers stated.

Farmers carry out a visual inspection of the milk as part of the milking process; changes, such as the formation of clots in the milk, can be indicative of clinical mastitis in addition to the direct observation of heat or swelling of the udder.

The somatic cell count of a milk sample can be useful in screening for pre-clinical mastitis, particularly where farmers regularly undertake "milk recording" of their herd. Microbial culture and sensitivity are then carried out to determine the causal pathogen and the best type of antibiotic treatment, but these tests can take several days and rely on an uncontaminated sample being collected in the milking parlor.

Broad-spectrum antibiotic treatment is usually started immediately, before microbiology results have been returned by the laboratory, to minimize the pain and suffering of the cow, but such therapeutic use of broad-spectrum antibiotics has the potential to contribute to antimicrobial resistance (AMR), an increasing problem for both animal and human health.

The REIMS approach, however, could eliminate the need for time-consuming milk-sample preparation and therefore, be more user-friendly for farmers with near-instantaneous results. Also, the rapid identification of pathogens would allow for more timely, targeted "narrow-spectrum" treatments, potentially reducing the use of broad-spectrum antibiotics.

In fact, if rapid diagnostics also facilitated earlier treatment, the use of antibiotics might be eliminated altogether, according to researchers.

As part of a Ph.D. project at Queen's University Belfast, milk samples will be collected from dairy farms which are part of the AgriSearch network and through AFBI from cows with suspected and confirmed mastitis, alongside healthy control samples.

The same project will also look at lameness in dairy cattle. Current diagnosis of lameness involves visual observation which means cows are often undiagnosed until the problem has become fairly advanced.

A longitudinal study to assess a naturally occurring molecule or gene will be conducted on a dairy herd using REIMS so as to identify potential "biomarkers" that could flag up a proclivity towards lameness.

Ph.D. principal supervisor, Dr Simon Cameron from the Institute for Global food Security (IGFS) at Queen's said the entire REIMS project had potential for a positive impact on agriculture, the agrifood industry and indeed society.

"REIMS is a fairly new technology and we are constantly finding new applications for it. It has the potential to be a step change in how we use mass spectrometry to address problems facing society and this project investigates just one of these," Cameron said. "By being able to analyze samples more quickly, and in a way that is more user-friendly to the farmer, we hope to be able to bring the benefit of mass spectrometry to dairy farmers through rapid diagnosis of bovine mastitis and identification of the causal microbe."

"The responsible use of antimicrobials is of increasing importance. Having a rapid and reliable test to identify the pathogen causing mastitis will help farmers treat infection with the appropriate product and help minimize antimicrobial resistance," said Jason Rankin, AgriSearch's general manager.

Resource Binder Helps Dairy Farmers Prepare For National Dairy FARM Animal Care Program

Brookings, SD—South Dakota State University Extension and the University of Nebraska-Lincoln Extension have partnered to create a resource binder for dairy producers to prepare for the National Dairy FARM (Farmers Assuring Responsible Management) Animal Care Program Version 4.

Created by the National Milk Producers Federation (NMPF) in partnership with Dairy Management, Inc. (DMI), the National Dairy FARM Program works with all US dairy farmers, cooperatives and processors to demonstrate to dairy customers and consumers that the dairy industry is taking the best care of cows and the environment, producing safe, wholesome milk and adhering to the highest standards of workforce development.

The purpose of the FARM Animal Care source guide is to help dairy farms of all sizes prepare for the FARM Animal Care evaluation.

"We knew there was a need for this resource binder. Dairy producers have reached out to us asking how they can prepare for the FARM Animal Care Program evaluation," said Kim Clark, UNL Extension dairy educator. "We wanted to help producers better prepare for and feel confident with the evaluation."

The resource guide includes resources, tools and standard operating procedures, which can be used to meet each animal care standard set by the National Dairy FARM Program. The binder is divided into sections by topic. Each topic includes a summary sheet to meet that specific standard. A standard operating procedure template also accompanies each topic with the intent that it can be completed with each dairy farm's step-by-step processes to meet that standard, or the dairy can develop its own document to meet each standard.

Completing the information in the resource binder doesn't guarantee each standard is met; it's only the first step, Clark said The FARM Animal Care Evaluator will determine if each standard is met by reviewing documentation and making observations.

Resource binders can be purchased for $45 plus shipping. Binders can be purchased at the SDSU Bookstore and will be shipped within one to two weeks of ordering.

For more information, contact Clark, at *KimClark@unl.edu*; or Heidi Carroll, at *Heidi.Carroll@sdstate.edu*.

Foodservice Cheese

(Continued from p. 1)

down about 53 percent. Retailers, including supermarkets and convenience stores, declined 21 percent. The travel and leisure segment, catering and recreational facilities, was hit the hardest with a decline of over 60 percent.

The broad, non-commercial segment which includes business operations, education and healthcare, dropped 36 percent overall. Hospitals and healthcare didn't see nearly the decline of educational institutions, Henkes noted.

Last year, total cheese volume in foodservice declined about 16 percent. If you compare that over a two-year period starting in 2018, cheese volume dropped on average about 7.7 percent per year.

"I think the net takeaway here is that cheese performed a lot better than the industry did," Henkes said.

One of the reasons why is that limited service is such a heavy user of cheese – pizza restaurants and cheeseburger joints, he said. Last year, cheese grew 2 percent in the limited service segment.

"That really helped prop up the rest of the industry," Henkes said.

Other segments switched to take-out and delivery, but still offered products made with cheese. The thing that disappeared from a lot of the orders was beverages, which declined to a greater degree compared with food products.

"Cheese generally outperformed the industry and in some cases with limited service, actually even grew through 2020 and since our last study in 2018," Henkes said.

Overall in 2020, the amount of cheese used in foodservice by volume was 4.66 billion pounds. Natural cheese represented about 81 percent of the total volume, with processed cheese – mostly the American Cheddar variety – representing 19 percent.

If you look at natural cheese, the biggest users, and another reason cheese actually outperformed industry, is that so much of that is pizza cheese like Mozzarella, he said. "The only other cheese that has double-digits is Cheddar."

A lot of cheese use is represented by pizza chains, pizza independents, burger players and Mexican food players, Henkes said. You can really see how cheese over-indexes relative to the restaurant segments.

Almost two-thirds of cheese in 2020 was going to limited-service restaurants.

"Clearly, what we saw here was a fairly significant shift during the pandemic," Henkes said. "In some cases, limited-service restaurants actually thrived."

"You would probably expect to see this fall back in our next study, but I think it's notable that during a pandemic – when so much of the world is going off the rails and full-service restaurants are closing, and especially the independents were really struggling, the cheese volume generally stayed up," he said.

"The reason for that was because a lot of the share shifted to that limited service sector," Henkes continued.

Menu, Operator, Customer Trends

Technomic looked at a variety of trends caused by the pandemic, which may also continue as the world goes forward into post-pandemic recovery.

Since we began this study, the drivers of cheese volume have always been pizza, burgers, sandwiches and Mexican, Henkes said. Pizza represents almost one-third by itself. Burgers represent about 14 percent.

"Generally, there had been a decline in the overall menu items," Henkes said. "We saw a lot of operators paring back menus, and really focusing on the highest quality and the highest margin items during the pandemic."

On an overall basis, about 87 percent of menus in the Technomic database have some type of cheese. This number includes foodservice outlets like coffee and ice cream shops.

You do see a relatively significant menu item count decline for last year, Henkes said. Entrees declined modestly, down by 1 percent; appetizers and kids' menu items declined, along with add-ons and desserts.

"But pizza had a great year last year," he said. "Players like Domino's were up 17 percent in sales and Papa John's was up 15.9 percent."

Everything else saw at least a little bit of a decline with cheese, he said. In some cases, this is due to a decline in consumption of items like cheeseburgers and salads; in other cases, it's due to taking the cheese off these items.

Regarding operator trends, the potential supply chain disruption was a huge factor that impacted operators' ability, willingness and capability to put cheese on the menu in certain cases.

If it wasn't available or if prices were going up, it wasn't feasible, Henkes said. Over 60 percent of operators told us they were concerned about the price of cheese.

A bright spot in the case of specialty cheese, Henkes said he was hearing about more opportunities for specialty products, flavors, a greater awareness of customers regarding ingredients and cheese recipes.

One college reported students were starting to prefer more flavorful cheeses, such as Smoked Gouda for hamburger toppings.

That's good news in an era where operators are starting to pare back, they're still looking at how cheese can enhance and bring some flavor and variety to menus, Henkes continued.

From a threat perspective, however, the foodservice industry is seeing a lot more vegan cheese on menus, and our traditional cheese usage might decrease a bit over the next few years because more people are choosing vegan burgers, he said.

"The most important trend on the big-picture scale is this trend toward vegan products as people consume less meat and dairy," he continued. "It's not a huge trend or challenge for our business right now, but it definitely will be."

Demand Surge Predicted

Over the next three to six months, the foodservice industry is predicted to enjoy some phenomenal recovery growth, Henkes predicted.

"The surge will be a lot about the supply chain and availability," he said. "We talked to a lot of distributors about when the industry really begins to rebound, they might be caught flat-footed again."

As a distributor, it's a very fine line balancing what you have in your warehouse, and matching the demand you receive from operators as more people return to restaurants and foodservice, he said.

"I would presume that by the time we do our next study in 2023 looking at 2022 data, we'll be well into a strengthening phase, whereas the industry has perhaps not recovered fully, but has really started to strengthen," he said.

Technomic research predicts that retailers and convenience stores may fully recover by 2022 or 2023; restaurants and bars probably won't completely recover until 2025.

"If you're just talking about quick-service restaurants, they'll probably reach pre-pandemic, real-sales levels within the next year or so," Henkes said.

"It'll also take a while for education and healthcare to bounce back," he continued. "In an overall basis, we're probably looking at 2025 before we're pretty close to being back to recovery."

Projected cheese volume is expected to grow in excess of 8 percent per year over the next three years, Technomic reported.

There should be above-average growth at limited service restaurants as pizza and burger players continue to do well and accelerate.

For full-service restaurants, we think cheese will again out-perform the industry, Henkes continued.

Coming Events

www.cheesereporter.com/events.htm

Webinar On Role Of Environmental Monitoring In Food Safety Is April 22

Washington—A webinar on the role of environmental monitoring in assuring the safety of milk and dairy products is scheduled for Thursday, April 22.

The webinar, hosted by the International Dairy Foods Association (IDFA) and Hygiena International, will look at key considerations in developing effective environmental monitoring program, analytical methods for validation of cleaning and sanitation and microbiological monitoring, and regulatory compliance.

A number of foodborne illness outbreaks result from poor hygiene practices and contamination from food plant environments.

Various pathogenic microorganisms, such as e-coli and Listeria monocytogenes can occur in dairy processing and handling environments, and contaminate food products. Hence, environmental monitoring programs are becoming an increasingly important tool for food safety management systems, especially for ready-to-eat (RTE) foods.

The programs are designed for monitoring and managing microbial contamination and allergens in food manufacturing facilities.

Participants will learn how to use environmental monitoring practices to verify that their factory hygiene and sanitation preventive controls are working effectively.

The course will be led by Martin Easter, chief scientific officer and general manager, Hygiena International; and Purnendu Vasavada, principal and managing member, PCV & Associates, LLC.

For more information and to register online, visit *www.idfa.org/events*.

First Dairy Blender Event To Be June 9 In Syracuse, NY

East Syracuse, NY—Members of New York State's cheese and dairy industries are invited to the inaugural "Dairy Blender" event here June 9 at the DoubleTree Hotel.

The in-person event is open to members and guests of the New York State Cheese Makers Association (NYSCMA), Northeast Dairy Suppliers Association (NDSA), Northeast Dairy Foods Association (NDFA), and Pennsylvania Association of Milk Dealers (PAMD).

A tour of the Byrne Dairy plant in Cortland, NY is full but a waiting list is available

Visit *www. nedairyfoods.org/events*.

ADPI, ABI Scraps In-Person Conference For Virtual Event, Set For Aug. 16-20

Elmhurst, IL—The American Dairy Products Institute (ADPI) announced Monday the decision to pivot this year's Joint Annual Conference with the American Butter Institute (ABI) to a fully virtual event.

The online conference will span the course of five days from Aug. 16-20, featuring "live sessions and panels" that will be designed for up to four hours per day, allowing attendees to continue with their regular work schedules, organizers stated.

Registered attendees will also have the opportunity to watch sessions on-demand.

Event organizers described the conference as a L3TM – Listen, Learn, Liaise – socially-interactive meeting, allowing attendees to interact visually and chat publicly at any time.

Participants will likewise have the opportunity to engage in private conversations through portals with "24/5" access throughout the week.

New Agenda, Speaker Lineup

The event starts Monday with a welcome from American Dairy Products Institute chairman William Schreiber and ABI chairman Marshall Reece, followed by a keynote address from sports author and journalist Ross Bernstein.

Monday afternoon will feature a dairy outlook panel discussion with Jon Davis, Riskpulse; Mary Ledman, Rabobank; Phil Plourd, Blimling & Associates; and Sara Dorland, Ceres.

Tuesday's agenda centers around a senior leaders panel on the pandemic's impact on the dairy industry.

Panelists include Barbara O'Brien, Dairy Management, Inc.; ADPI's Blake Anderson; Jim Mulhern, National Milk Producers Federation (NMPF); Krysta Harden, US Dairy Export Council (USDEC); and Michael Dykes, International Dairy Foods Association (IDFA).

The afternoon session is highlighted by a special seminar on the latest information regarding dairy proteins. Speakers include Anand Rao, Agropur, Inc.; Jessie Deelo, Deelo Consulting Services; Lindsey Ormond, Milk Specialties Global; Patti Smith, Valley Milk, LLC; and Thomas Vierhile, Innova Market Insights.

Wednesday features a session on post-pandemic risk mitigation, followed by the ADPI annual member meeting and award announcements.

Day four includes the Breakthrough Innovation Award presentation, and "Hot Topic" sessions on butter and dairy ingredient commodities.

The final day of the conference will highlight value-added dairy ingredients, and will adjourn at noon.

In addition to educational seminars, a virtual exhibit hall will allow exhibitors and attendees to instantly jump into live video/audio conversations straight from the virtual event portal, organizers stated.

"We very much look forward to when we can again gather in person, for a safe and enjoyable annual conference," said ADPI president and CEO Blake Anderson.

"While this summer will be too soon for that, given the many continuing uncertainties relative to the pandemic, we will not miss the opportunity to virtually interact in important conversations about the future of dairy ingredients and related products," Anderson said.

Registration is available online. Early discounts are available through May 31, at a cost of $349 for ADPI and ABI members, and $549 for non-members. Government, academic and students rates are also available.

For complete event details and to sign up online, visit *www.adpi.org* and click on the conference link.

PLANNING GUIDE

June 6-8: Canceled – IDDBA 2021, Houston, TX. Next year's tradeshow event set for June 5-7 in Atlanta, GA. For details, visit www.iddba.org.

•

July 12-13: Dairy Symposium, The Landmark Resort, Egg Harbor, WI. For more information, visit www.wdpa.net.

•

July 18-21: IAFP Food Safety Conference, Phoenix Convention Center, Phoenix, AZ. Details and registration will be available soon online at www.foodprotection.org.

•

July 19-21: New Date & Format – IFT Annual Meeting & Digital Event. More information will be available online at www.iftevent.org.

•

July 28-30: New Date & Format - American Cheese Society Virtual Education & Networking Event. Visit www.cheesesociety.org for updates.

•

Aug. 12-13: Idaho Milk Processors Association Annual Meeting, Sun Valley, ID. Visit www.impa.us.

•

August 17-19: The World Dairy Expo Championship Dairy Products Contest, Madison, WI. For more information, visit www.wdpa.net.

•

Sept. 10-14: Tentative New Date - National Conference on Interstate Milk Shipments, Indianapolis, IN. Updates on the show are available online at www.ncims.org.

•

Sept. 27-29: New Date - Fancy Food Show 2021, Javits Convention Center, New York, NY. Visit www.specialtyfood.com for more information.

•

Oct. 25-28: ADPI Dairy Technology Week, Peppermill Resort & Casino, Reno, NV. For details, visit www.adpi.org.

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EQUIPMENT FOR SALE: Cryovac Rotary Chamber Vac. Model 8610-14. 4 chambers with 14" dual seal wire set-up. Chamber product size is 12"x14" or 6"x18". Machine is 460 volt 3 phase. Completely refurbished. Call 608-437-5598 x 2344 or email: **akosharek@dairyfoodusa.com**

WESTFALIA SEPARATORS: New arrivals! Great condition. Model number 418. Call **GREAT LAKES SEPARATORS** at (920) 863-3306 or e-mail drlambert@dialez.net.

FOR SALE: 1500 and 1250 cream tanks. Like New. (800) 558-0112. (262) 473-3530.

SEPARATOR NEEDS - Before you buy a separator, give Great Lakes a call. TOP QUALITY, reconditioned machines at the lowest prices. Call Dave Lambert, **GREAT LAKES SEPARATORS** at (920) 863-3306; drlambert@dialez.net for more information.

1. Equipment for Sale

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3. Replacement Parts

REPLACEMENT PARTS: Spares for nearly all sanitary pumps, valves and sensors. Contact **GD PROCESS DESIGN** at Sales@gdprocessdesign.com or 262-361-4080.

5. Real Estate

DAIRY PLANTS FOR SALE: https://dairyassets.weebly.com/m--a.html. Contact Jim at 608-835-7705; or by email at **jimcisler7@gmail.com**

6. Cheese Moulds, Hoops

WILSON HOOPS: *NEW!* 20 and 40 pound hoops available. Contact **KUSEL EQUIPMENT** at (920) 261-4112 email: *sales@kuselequipment.com*.

6. Cheese Moulds, Hoops

CHEESE FORMS, LARGEST SELECTION EVER: Includes perforated forms! **Rectangular sizes:** 11" x 4' x 6.5" • 10.5" x 4" 6.5" • 10" x 4" x 4" **Round sizes:** 4.75" x 18" • 7.25" x 5" • 7.25" x 6.75". Many new plastic forms and 20# and 40# Wilsons. Call **INTERNATIONAL MACHINERY EXCHANGE** for your cheese forms and used equipment needs. 608-764-5481 or email ***sales@imexchange.com*** for more information.

7. Interleave Paper, Wrapping

SPECIALTY PAPER MANUFACTURER specializing in cheese interleave paper, butter wrap, box liners, and other custom coated and wax paper products. Made in USA. Call Melissa at **BPM Inc**., 715-582-5253 **www.bpmpaper.com**.

8. Cheese & Dairy Products

KEYS MANUFACTURING: Dehydrators of scrap cheese for the animal feed industry. Contact us for your scrap at (217) 465-4001 or email keysmfg@aol.com.

13. Walls & Ceiling

EXTRUTECH PLASTICS *NEW!* Anti-microbial **POLY BOARD-AM** sanitary panels provide non-porous, easily cleanable, bright white surfaces, perfect for incidental food contact applications. CFIA and USDA accepted, and Class A for smoke and flame. Call **Extrutech Plastics** at **888-818-0118** or **www.epi-plastics.com for more information.**

10. Sheep Milk

SHEEP MILK AVAILABLE: We have recently completed our growth plans and ramped up production of a consistent, high-quality supply of sheep milk. Shipments available in both fluid tanker or frozen totes which enable us to ship anywhere throughout the U.S., and in quantities to match your current production needs and future growth. Convenient long-term or short-term agreements are available. For more information, email **jeffw@msjandco.com**.

12. Promotion & Placement

PROMOTE YOURSELF - By contacting **Tom Sloan & Associates.** Job enhancement thru results oriented professionals. We place cheese makers, production, technical, maintenance, engineering and sales management people. Contact Dairy Specialist David Sloan, Tom Sloan or Terri Sherman. **TOM SLOAN & ASSOCIATES, INC.,** PO Box 50, Watertown, WI 53094. Phone: (920) 261-8890 or FAX: (920) 261-6357; or by email: tsloan@tsloan.com.

14. Warehousing

COLD STORAGE SPACE AVAILABLE: Sugar River Cold Storage in Monticello, WI. has space available in it's refrigerated buildings. Temp's are 36, 35 and 33 degrees. We are SQF Certified and work with your schedule. Contact Kody at 608-938-1377 or visit our website **www.sugarrivercoldstorage.com.**

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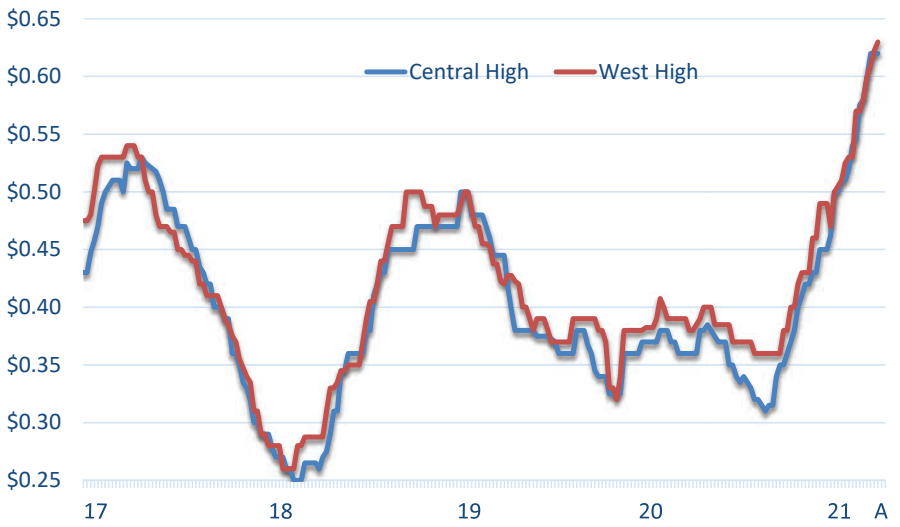
Pasteurizer's license and dairy plant experience is preferred but not essential.

yodelay

Please send your resume to: hello@yodelayyogurt.com

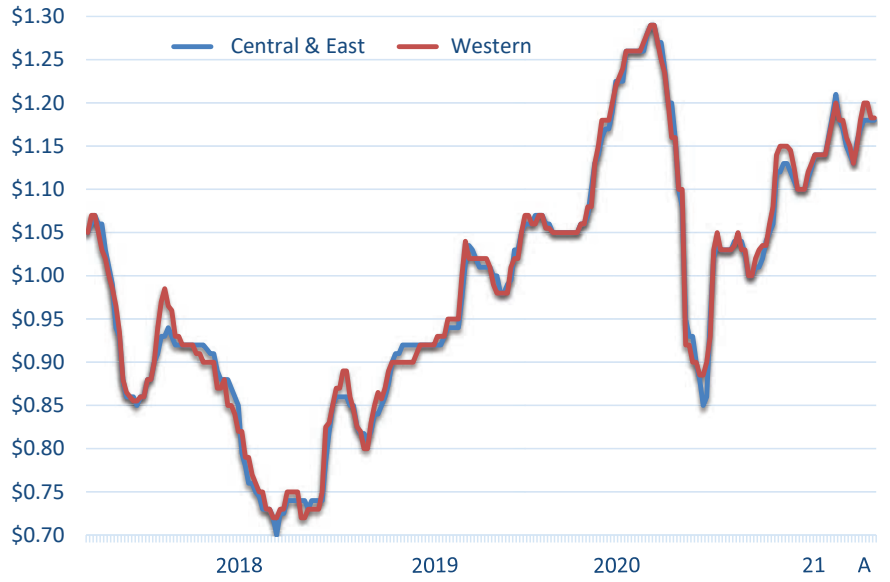
2017 – April 9, 2021 Dry Whey Prices

High Range (Central and West: Mostly)



2017 – April 9, 2021 NDM Prices

USDA: High Range (Low/Medium Heat): Mostly



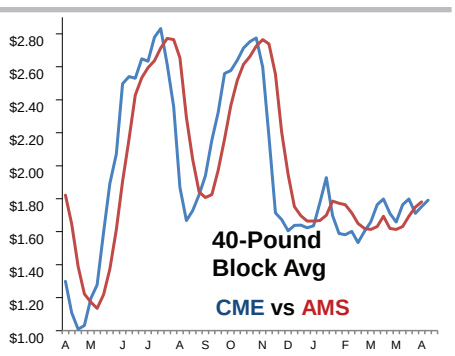
AVG MONTHLY LACTOSE MOSTLY PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
"19	.3700	.3639	.3650	.3525	.3339	.3150	.3085	.2973	.2919	.2809	.2884	.2900
'20	.2979	.3043	.3107	.3467	.4018	.4618	.5170	.5136	.5056	.5002	.4751	.4333
'21	.4089	.4145	.4309									

DAIRY PRODUCT SALES

April 7, 2021—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 3	Mar. 27	Mar. 20	Mar. 13
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		**Dollars/Pound**		
US	1.7807	1.7488	1.6941	1.6308
Sales Volume		**Pounds**		
US	13,122,333	11,459,910	12,746,126	12,359,041
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Contest				
Weighted Price		**Dollars/Pound**		
US	1.5937	1.6227	1.5926	1.5439
Adjusted to 38% Moisture				
US	1.5220	1.5459	1.5199	1.4717
Sales Volume		**Pounds**		
US	13,253,688	13,537,385	13,233,129	14,968,639
Weighted Moisture Content		**Percent**		
US	35.08	34.92	35.03	34.96
AA Butter				
Weighted Price		**Dollars/Pound**		
US	1.6703	1.5984•	1.6233	1.6037•
Sales Volume		**Pounds**		
US	3,621,287	10,347,303•	3,516,444	2,571,919
Extra Grade Dry Whey Prices				
Weighted Price		**Dollars/Pounds**		
US	0.5889	0.5806	0.5568	0.5465
Sales Volume				
US	3,477,382	4,914,612	4,935,336	6,-16,237
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		**Dollars/Pound**		
US	1.1486	1.1366•	1.1321•	1.1021
Sales Volume		**Pounds**		
US	16,668,985	16,860,225•	18,001,308•	20,868,452

DAIRY FUTURES PRICES

SETTLING PRICE *Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
4-2	Apr 21	—	—	—	—	—	—	—
4-5	Apr 21	17.60	15.35	61.350	115.100	1.820	1.7010	177.800
4-6	Apr 21	17.45	15.33	61.350	115.250	1.805	1.6890	178.000
4-7	Apr 21	17.55	15.33	61.750	115.500	1.805	1.6920	177.750
4-8	Apr 21	17.63	15.33	60.500	115.575	1.815	1.7110	177.150
4-2	May 21	—	—	—	—	—	—	—
4-5	May 21	18.57	15.77	61.750	117.250	1.854	1.7970	183.025
4-6	May 21	18.63	15.77	62.350	117.800	1.854	1.8010	183.100
4-7	May 21	19.18	15.80	63.000	118.500	1.888	1.8480	183.500
4-8	May 21	19.40	15.85	61.850	120.000	1.943	1.8880	183.500
4-2	June 21	—	—	—	—	—	—	—
4-5	June 21	18.70	16.10	58.950	120.050	1.855	1.8290	187.000
4-6	June 21	18.84	16.10	60.025	120.575	1.860	1.8370	187.000
4-7	June 21	19.27	16.20	60.500	121.800	1.903	1.8810	187.000
4-8	June 21	19.62	16.35	58.500	123.750	1.966	1.9300	187.000
4-2	July 21	—	—	—	—	—	—	—
4-5	July 21	18.72	16.50	57.250	123.200	1.860	1.8410	188.000
4-6	July 21	18.78	16.50	58.500	123.200	1.864	1.8460	188.000
4-7	July 21	19.20	16.59	58.500	122.100	1.898	1.8730	189.000
4-8	July 21	19.45	16.70	56.250	126.000	1.962	1.9250	183.350
4-2	Aug 21	—	—	—	—	—	—	—
4-5	Aug 21	18.75	16.73	55.600	125.200	1.876	1.8520	192.250
4-6	Aug 21	18.80	16.73	56.500	126.100	1.880	1.8590	191.000
4-7	Aug 21	19.00	16.78	56.250	125.000	1.900	1.8840	191.000
4-8	Aug 21	19.16	16.99	54.000	128.000	1.926	1.9000	191.000
4-2	Sept 21	—	—	—	—	—	—	—
4-5	Sept 21	18.75	16.90	54.750	127.100	1.885	1.8620	194.000
4-6	Sept 21	18.78	16.95	55.400	127.950	1.885	1.8600	192.975
4-7	Sept 21	18.91	17.14	54.750	127.250	1.893	1.8700	193.000
4-8	Sept 21	19.00	17.20	52.700	129.750	1.906	1.8990	193.000
4-2	Oct 21	—	—	—	—	—	—	—
4-5	Oct 21	18.70	17.02	54.000	128.475	1.891	1.8550	195.000
4-6	Oct 21	18.70	17.10	54.000	129.500	1.891	1.8600	194.475
4-7	Oct 21	18.75	17.15	52.000	128.750	1.891	1.8540	194.000
4-8	Oct 21	18.80	17.25	51.700	131.000	1.901	1.8900	193.500
4-2	Nov 21	—	—	—	—	—	—	—
4-5	Nov 21	18.34	17.06	53.750	128.750	1.863	1.8250	193.950
4-6	Nov 21	18.34	17.10	53.750	130.000	1.863	1.8330	193.975
4-7	Nov 21	18.34	17.12	53.000	130.500	1.863	1.8680	193.975
4-8	Nov 21	18.39	17.25	52.225	131.500	1.865	1.8500	193.975
4-2	Dec 21	—	—	—	—	—	—	—
4-5	Dec 21	18.00	17.06	51.550	130.225	1.834	1.7990	192.000
4-6	Dec 21	18.04	17.10	51.550	130.000	1.834	1.8060	192.000
4-7	Dec 21	18.04	17.00	51.550	131.000	1.834	1.8350	192.000
4-8	Dec 21	18.08	17.25	51.100	132.500	1.835	1.8120	192.000
4-2	Jan 22	—	—	—	—	—	—	—
4-5	Jan 22	17.65	16.90	51.400	130.750	1.796	1.7730	188.750
4-6	Jan 22	17.65	16.95	51.400	130.025	1.796	1.7760	188.750
4-7	Jan 22	17.65	17.00	51.400	131.300	1.796	1.8080	188.750
4-8	Jan 22	17.65	17.20	51.400	133.000	1.796	1.7810	188.750
4-2	Feb 22	—	—	—	—	—	—	—
4-5	Feb 22	17.58	16.90	50.400	131.000	1.773	1.7730	188.000
4-6	Feb 22	17.58	16.95	50.400	131.000	1.773	1.7770	188.000
4-7	Feb 22	17.58	17.00	50.400	131.500	1.773	1.7770	188.000
4-8	Feb 22	17.60	17.20	50.400	133.200	1.777	1.7770	188.000
Interest - April 8		**23,676**	**2,291**	**4,600**	**6,210**	**2,273**	**23,499**	**8,523**

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - APRIL 2: Demand notes are mostly consistent throughout the US. Foodservice sales have noticeably picked up as restrictions ease for restaurants. Western contacts say retail sales have slowed a bit, but exports are hearty. Milk availability remains loose. Spot milk prices in the Midwest were $5 to $4 under Class III. For a comparison, last year's spot milk prices during week 13 were $4 under to $2 over Class. Cheese inventory levels are varied from plant to plant, but production is picking up in light of the foodservice demand increases. Demand upticks suggest cheese market tones are steady, with bullish potential.

NORTHEAST - APRIL 7: Weather conditions are warming up the East. Milk volumes are hearty as output continues to slightly increase off farms. Cheese operations are receiving healthy milk supplies for strong production schedules. Cheddar plants are working through stable milk supplies. Mozzarella and Provolone processors are running on full operating schedules. Manufacturers' inventory levels are stable. Foodservice demands are slightly improving. Restaurants are opening additional outdoor seating. Retail cheese sales are reportedly stable. Retailers are promoting a variety of cheese products for outdoor grilling.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb blocks:	$2.2075 - $2.4950	Process 5-lb sliced:	$1.5875 - $2.0675
Muenster:	$2.1950 - $2.5450	Swiss Cuts 10-14 lbs:	$3.2525 - $3.5750

MIDWEST AREA - APRIL 7: Both block and barrel cheese producers reported strengthening foodservice demand. Some barrel producers say April/May interests have kept them from pushing loads onto the spot market. Some Cheddar and Jack cheese makers report similar buyer interest. Cheese production is also steady to ticking higher in plants throughout the Midwest. Spot milk availability varies throughout the region. Some prices above the previous few weeks were reported this week, but some $5 under Class spot loads are lingering. A number of contacts suggest growing foodservice demand across the dairy commodity spectrum has kept general milk availability a little tighter.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	$2.3925 - $3.4600	Mozzarella 5-6#:	$1.9225 - $2.8675
Brick 5# Loaf:	$2.1225 - $2.5475	Muenster 5# Loaf:	$2.1225 - $2.5475
Cheddar 40# Block:	$1.8450 - $2.2450	Process 5# Loaf:	$1.5725 - $1.9325
Monterey Jack 10#	$2.0975 - $2.3025	Grade A Swiss 6-9#:	$2.7625 - $2.8850

WEST - APRIL 7: Demand for retail cheese has held steady this week. Demand for for foodservice is trending upwards with some contacts reporting that buyers are purchasing further out to hedge against price increases. As more children are returning to full-time, in-person schooling, demand for dairy has been increasing. Plenty of milk is available and cheese producers are running at or near capacity. Cheese inventories are mixed. There is some availability for spot purchasers, while some cheese is committed to near-term contract fulfillment. Contacts report that they can find cheese when necessary, but that specific varieties are harder to come by.

Wholesale prices delivered, dollars per/lb:		Monterey Jack 10#:	$2.0700 - $2.3450
Cheddar 10# Cuts:	$2.0825 - $2.2825	Process 5# Loaf:	$1.5900 - $1.8450
Cheddar 40# Block:	$1.8350 - $2.3250	Swiss 6-9# Cuts:	$3.0600 - $3.4900

FOREIGN -TYPE CHEESE - APRIL 7: Western European cheese export sales for later in April and into May will face sellers who expect firming prices. Cheese stocks remain a bit tight. Buyers who want to source from Germany and France will find that sellers have already booked many orders, stocks are low, and higher prices for new deals will be enforced. Resellers are increasingly present in making cheese export sales. Buyers have recently observed that some resellers seem better able to book new orders than manufacturers. Slower current cheese sales from Germany to Italy related to COVID restrictions have made slightly more cheese available for export elsewhere.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	$2.6400 - 5.2300	$2.2150 - 3.7025
Gorgonzola:	$3.6900 - 5.7400	$2.7225 - 3.4400
Parmesan (Italy):	0	$3.6025 - 5.6925
Romano (Cows Milk):	0	$3.4050 - 5.5600
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	$3.2875 - 3.6125
Swiss Cuts Finnish:	$2.6700- 2.9300	0

WHOLESALE BUTTER MARKETS - APRIL 7

WEST: Cream is ample in the West, and some of it's moving out of the region and into eastern markets. Ice cream, dips, and whips are pulling some fat away from churns, but butter production is active, and inventories remain stable. Foodservice demand continues to flourish; restaurant sales are especially strong. Retailers are refilling cooler shelves after consumers took advantage of spring holiday promotions to stock home refrigerators with butter. Some buyers are interested in bulk butter, but cautiously so, as no one can predict when re-opening momentum will plateau. Healthy export interest persists.

CENTRAL: Butter producers say the culmination of spring holidays has not moved the needle regarding general week to week activities. Cream multiples are similar to previous weeks. Cream is still tighter than it was throughout a majority of Q1. Still, butter makers report there are cream multiples in the low/mid 1.20s, but they are becoming more limited. Butter plant managers say foodservice sales have maintained strength for three to four consecutive weeks. Retail sales are on a steady seasonal decline. With considerable production downticks noted in the February NASS Dairy Products report, butter market tones received an additional shot in the arm. Since the onset of the new crop butter rule on March 1, market tones have been in mostly bullish territory.

NORTHEAST: Foodservice demands for butter continue to gain traction from historical levels in the East. Restaurants are ordering additional butter supplies for their current needs. Retail sales continue to thrive for several operations. Consumer demands are at high levels for butter supplies for at home cooking. Butter production is fairly stable. Some butter plants are working through strong milk/cream supplies. Cream availability is fairly steady, with tightened supply in some areas. Ice cream and cream cheese operations are pulling a solid supply of cream at this time. Butter markets are fairly steady. Bulk butter prices range 3 -8 cents over the CME.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Conventional cheese ads decreased 24 percent. Organic cheese ads increased 517 percent. There are more than 31 times the number of conventional cheese ads as organic cheese ads. Conventional 8-ounce Cream cheese has an average price of $1.72, down $0.02 from last week. Organic 8-ounce Cream cheese has an average price of $2.50, resulting in a $0.78 organic price premium. The average advertised price for conventional 8-ounce shred cheese is $2.22, down $0.08 from last week. The organic 8-ounce shred cheese average advertised price is $3.57, resulting in a $1.35 organic price premium. Conventional cheese ads decreased 24 percent. Organic cheese ads increased 517 percent. There are more than 31 times the number of conventional cheese ads as organic cheese ads.

The most advertised dairy item this week is conventional 48- to 64-ounce containers of ice cream. The national price is $3.22, up $0.05 from last week. The national price for conventional Greek yogurt in 4- to 6-ounce containers, the most advertised conventional yogurt container size, is $0.99, up $.02 from last week. yogurt. Conventional yogurt ads increased 26 percent, and organic yogurt ads increased 121 percent.

RETAIL PRICES - CONVENTIONAL DAIRY - APRIL 9

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.28	2.98	3.00	NA	3.50	3.99	4.04
Cheese 8 oz block	2.54	2.25	2.40	2.99	2.63	1.99	4.00
Cheese 1# block	4.93	5.99	5.00	NA	NA	3.99	NA
Cheese 2# block	7.19	7.51	NA	6.99	7.59	7.08	5.99
Cheese 8 oz shred	2.22	2.13	2.03	2.41	2.47	2.33	1.92
Cheese 1# shred	3.80	3.79	3.79	NA	NA	3.99	NA
Cottage Cheese	2.31	2.56	1.90	2.63	2.25	NA	NA
Cream Cheese	1.72	1.60	1.96	NA	1.19	1.67	1.25
Flavored Milk ½ gallon	3.79	NA	NA	NA	NA	NA	3.79
Flavored Milk gallon	NA	NA	NA	NA	NA	NA	NA
Ice Cream 48-64 oz	3.22	3.07	3.11	3.23	3.54	3.12	3.80
Milk ½ gallon	1.25	2.50	1.69	1.08	.77	.77	NA
Milk gallon	3.34	4.49	NA	NA	3.20	2.98	2.50
Sour Cream 16 oz	1.61	1.75	1.27	1.52	1.39	2.00	2.19
Yogurt (Greek) 4-6 oz	.99	1.01	.98	1.04	1.00	.89	1.00
Yogurt (Greek) 32 oz	4.33	4.65	NA	4.41	4.99	3.84	NA
Yogurt 4-6 oz	.53	.56	.54	.46	.51	.49	.29
Yogurt 32 oz	2.83	3.03	2.49	NA	2.50	NA	2.69

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:			
Butter 1 lb:	NA	Yogurt 32 oz:	$3.86
Cheese 8 oz shred:	$3.57	Greek Yogurt 32 oz:	$4.49
Cheese 8 oz block:	NA	Milk UHT 8 oz:	$1.00
Cream Cheese 8 oz:	$2.50	Milk ½ gallon:	$4.19
Cottage Cheese 16 oz:	NA	Milk gallon:	$6.01
Yogurt 4-6 oz:	$1.25	Sour Cream 16 oz:	NA
		Ice Cream 48-64 oz:	NA

NDM PRODUCTS - APRIL 8

NDM - CENTRAL: The low/medium heat NDM price range remained steady, while the mostly series edged higher on the low end. NDM trading was steady week to week, but more and more trades are landing in the mid to high $1.10s than elsewhere. Production is active, but demands from both domestic and export customers are being satisfied. High heat NDM trading was quiet, as prices remain unchanged. NDM market tones are steady to positive.

NDM - WEST: In the west, the low/medium heat NDM price range increased. The mostly price series moved higher at the bottom of the range, while remaining steady at the top. Domestic demand for low/medium heat NDM is strong. Low/medium heat intended for export continues to face delays due to port congestion, with some reporting improvements. Production of low/medium heat NDM is active, as milk is readily available for manufacturers in the West. Inventories are stable. The high heat NDM price range expanded this week, on light spot trading. High heat inventories, in the west, continue to be limited. Market tones are steady.

NDM - EAST: Low/medium heat NDM prices were steady on the range, but higher on the bottom of the mostly series. NDM market tones are steady to bullish this week. Eastern trading was a bit quieter this week, but prices in the East are generally following at or around the low end of the mostly. Supplies are noted as balanced to limited, depending on the plant. Production is ongoing actively. High heat NDM trading was quiet throughout the East, as prices went unchanged.

LACTOSE: Lactose prices moved upwards at both ends of the price range and at the bottom of the mostly price series. A few Q1 contracts expired and some Q2 contracts took their place. Manufacturers say much of their lactose supplies are committed, but they are still facing significant challenges in accessing containers and getting the lactose on ships. In some cases, the lactose shipments are delayed two weeks, in others, close to two months. A few lactose exporters are concerned that when the lactose does ship, the end users may no longer need the lactose or may suspend their purchases later in the year due to double booking this spring.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
04/05/21	62,538	79,231
04/01/21	62,556	79,714
Change	-18	-483
Percent Change	0	-1

CME CASH PRICES - APRIL 5 - APRIL 9, 2021

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY April 5	$1.5300 (+1¾)	$1.7750 (NC)	$1.8375 (-¾)	$1.1800 (-1)	$0.6600 (NC)
TUESDAY April 6	$1.5300 (NC)	$1.7850 (+1)	$1.8325 (-½)	$1.1825 (+¼)	$0.6600 (NC)
WEDNESDAY April 7	$1.5800 (+5)	$1.8000 (+1½)	$1.8150 (-1¾)	$1.1925 (+1)	$0.6600 (NC)
THURSDAY April 8	$1.5850 (+½)	$1.8075 (+¾)	$1.8450 (+3)	$1.2050 (+1¼)	$0.6400 (-2)
FRIDAY April 9	$1.6925 (+10¾)	$1.8300 (+2¼)	$1.8800 (+3½)	$1.2050 (NC)	$0.6300 (-1)
Week's AVG $ Change	**$1.5835 (+0.1347)**	**$1.7995 (+0.0476)**	**$1.8420 (+0.0226)**	**$1.1930 (+0.0105)**	**$0.6500 (+0.0056)**
Last Week's AVG	**$1.4488**	**$1.7519**	**$1.8194**	**$1.1825**	**$0.6444**
2020 AVG Same Week	**$1.06375**	**$1.10938**	**$1.26688**	**$0.89125**	**$0.3375**

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Monday's block market activity was liimited to an unovered offer of 1 car at $1.7900, which left the price unchanged at $1.7750. Two cars of blocks were sold Tuesday, the last at $1.7850, which left the price unchanged. Three cars of blocks were sold Wednesday, the last at $1.8000, which raised the price. No blocks were sold Thursday; the price increased on an unfilled bid for 1 car at $1.8075. A total of 16 cars of blocks were sold Friday, the last at $1.8300, which raised the price. The barrel price rose Monday on a sale at $1.5300, increased Wednesday on a sale at $1.5800, rose Thursday on an unfilled bid at $1.5850, and jumped Friday on a sale at $1.6925.

Butter Comment: The price fell Monday on a sale at $1.8375, declined Tuesday on a sale at $1.8325, dropped Wednesday on a sale at $1.8150, increased Thursday on a sale at $1.8450, and rose Friday on a sale at $1.8800.

Nonfat Dry Milk Comment: The price declined Monday on an uncovered offer at $1.1800, rose Tuesday on a sale at $1.1825, increased Wednesday on a sale at $1.1925, and rose Thursday on a sale at $1.2050.

Dry Whey Comment: The price fell Thursday on a sale at 64.0 cents, and declined Friday on a sale at 63.0 cents.

WHEY MARKETS - APRIL 5 - APRIL 9, 2021

RELEASE DATE - APRIL 8, 2021

Animal Feed Whey—Central: Milk Replacer: .5000 (NC) – .5700 (NC)

Buttermilk Powder:
Central & East: 1.0900 (NC) – 1.1625 (NC) West: 1.0000 (+1) – 1.1300 (NC)
Mostly: 1.0800 (NC) – 1.1100 (+1)

Casein: Rennet: 3.6500 (NC) – 3.7500 (NC) Acid: 4.1500 (NC) – 4.3000 (NC)

Dry Whey—Central (Edible):
Nonhygroscopic: .5700 (+1) – .6300 (NC) Mostly: .6000 (+1) – .6200 (NC)

Dry Whey–West (Edible):
Nonhygroscopic: .5800 (+2½) – .6600 (+2) Mostly: .6000 (+1½) – .6300 (+¾)

Dry Whey—NorthEast: .5900 (+4) – .6450 (+½)

Lactose—Central and West:
Edible: .4000 (+5) – .6000 (+5) Mostly: .4100 (+1) – .4900 (NC)

Nonfat Dry Milk —Central & East:
Low/Medium Heat: 1.1400 (NC) – 1.2200 (NC) Mostly: 1.1600 (+1) – 1.1800 (NC)
High Heat: 1.2300 (NC) – 1.3800 (NC)

Nonfat Dry Milk —Western:
Low/Medium Heat: 1.1200 (+1) – 1.2175 (+½) Mostly: 1.1500 (+½) – 1.1825 (NC)
High Heat: 1.2700 (-1) – 1.3650 (+1)

Whey Protein Concentrate—Central and West:
Edible 34% Protein: 1.0450 (+4½) – 1.2700 (+4) Mostly: 1.0500 (NC) – 1.1375 (+¼)

Whole Milk—National: 1.6700 (+5) – 1.7600 (+1)

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

HISTORICAL CME AVG BLOCK CHEESE PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.0883	1.2171	1.2455	1.2045	1.1394	1.1353	1.1516	1.3471	1.3294	1.4709	1.5788	1.6503
10	1.4536	1.4526	1.2976	1.4182	1.4420	1.3961	1.5549	1.6367	1.7374	1.7246	1.4619	1.3807
'11	1.5140	1.9064	1.8125	1.6036	1.6858	2.0995	2.1150	1.9725	1.7561	1.7231	1.8716	1.6170
'12	1.5546	1.4793	1.5193	1.5039	1.5234	1.6313	1.6855	1.8262	1.9245	2.0757	1.9073	1.6619
'13	1.6965	1.6420	1.6240	1.8225	1.8052	1.7140	1.7074	1.7492	1.7956	1.8236	1.8478	1.9431
'14	2.2227	2.1945	2.3554	2.2439	2.0155	2.0237	1.9870	2.1820	2.3499	2.1932	1.9513	1.5938
'15	1.5218	1.5382	$1.5549	1.5890	1.6308	1.7052	1.6659	1.7111	1.6605	1.6674	1.6175	1.4616
'16	1.4757	1.4744	1.4877	1.4194	1.3174	1.5005	1.6613	1.7826	1.6224	1.6035	1.8775	1.7335
'17	1.6866	1.6199	1.4342	1.4970	1.6264	1.6022	1.6586	1.6852	1.6370	1.7305	1.6590	1.4900
'18	1.4928	1.5157	1.5614	1.6062	1.6397	1.5617	1.5364	1.6341	1.6438	1.5874	1.3951	1.3764
'19	1.4087	1.5589	1.5908	1.6619	1.6799	1.7906	1.8180	1.8791	2.0395	2.0703	1.9664	1.8764
'20	1.9142	1.8343	1.7550	1.1019	1.6704	2.5620	**2.6466**	1.7730	2.3277	2.7103	2.0521	1.6249
'21	1.7470	1.5821	1.7362									

Higher Prices

(Continued from p. 1)

in international markets. USDA's latest forecasts for 2021 dairy product prices, with comparisons to last month's forecasts, are as follows: cheese, $1.7100 per pound, up from $1.6950 per pound; butter, $1.7300 per pound, up from $1.6150 per pound; nonfat dry milk, $1.1600 per pound, up from $1.1400 per pound; and dry whey, 52.50 cents per pound, up from 50.0 cents per pound.

Those higher product price forecasts are raising USDA's milk price forecasts. Those forecasts, with comparisons to last month's forecasts, are as follows: Class III, $17.10 per hundredweight, up from $16.75 per hundred; Class IV, $15.15 per hundredweight, up from $14.45 per hundred; and all milk, $18.40 per hundred, up from $17.75 per hundred.

This month's 2020/21 US corn outlook is for greater feed and residual use, increased corn used for ethanol production, larger exports, and lower ending stocks. The season-average farm price for corn is unchanged from last month, at $4.30 per bushel, as reported prices through February indicate much of the crop was marketed at lower prices, USDA said.

US soybean supply and use changes for 2020/21 include higher exports, lower crush, residual use, and seed use. The season-average soybean price is forecast at $11.25 per bushel, up 10 cents, while soybean meal prices are unchanged, at $400 per short ton.

USDA's voluntary Dairy Margin Coverage (DMC) program offers protection to producers when the difference between the all milk price and the average feed price (the margin) falls below a certain dollar amount selected by the producer. Feed prices used to calculate the margin include corn prices, soybean meal prices and blended alfalfa hay prices. Participating dairy producers can select a coverage level ranging from $4.00 to $9.50 cwt in 50-cent increments.

In January, the corn price used in the DMC calculation was $4.24 per bushel, while the soybean meal price was $439.24 per ton and the blended alfalfa hay price was $188.50 per ton. With an all milk price of $17.50 per hundredweight, the milk margin above feed costs for the DMC was $7.14 cwt.

In February, the corn price used in the DMC calculation was $4.75 per bushel, the soybean meal price was $427.28 per ton and the blended alfalfa hay price was $193.00 per ton.