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ADM To Partner With New Culture To Make 'Animal-Free' Mozzarella

ADM's Production Capacity To Be Made Available To Meet Demand For New Cheese

Chicago—ADM, a global human and animal nutrition company, and New Culture, a pioneering company producing “animal-free” dairy products, have formed a strategic partnership to accelerate the development and commercialization of alternative dairy products.

Beginning with its animal-free Mozzarella, New Culture makes products with the power of precision fermentation. The new partnership will enable joint product development, taking advantage of New Culture’s innovations in novel ingredients and animal-free dairy products, according to a press release announcing the partnership. The companies will work toward accelerating New Culture’s foodservice and consumer applications with the support of ADM’s portfolio of product development resources and capabilities.

New Culture will also have access to ADM’s full pantry of sustainable and plant-based ingredients and flavors as New Culture expands the use of animal-free

casein into a wide range of animal-free dairy applications.

The partnership will also include collaborations to advance the commercial scale-up of New Culture’s animal-free casein and dairy products. ADM said its global manufacturing assets and expertise will accelerate New Culture’s efforts toward commercializing its animal-free Mozzarella in the US foodservice market, beginning with pizzerias in 2023.

As New Culture grows its commercial footprint, ADM’s production capacity for both fermentation and dairy operations will be made available to meet the demand for New Culture’s Mozzarella, the press release added.

New Culture is “going through the required steps to ensure our animal-free casein is GRAS, beginning 2023 with self-GRAS and filing with the FDA,” said Matt Gibson, co-founder and CEO of New Culture.

Earlier this year, New Culture Inc., San Francisco CA, submit-

ted a patent application to the US Patent and Trademark Office (USPTO) for cheese and yogurt compositions and the methods of making the same using one or more recombinant proteins.

The inventors listed on the patent application are Matt Gibson, Inja Radman and Arie Abo. Gibson and Radman are the company’s co-founders.

The consumption of dairy cheese hasn’t been slowed down by plant-based alternatives introduced into the market in the last 10 years, the patent application noted.

Current cheese alternatives do not match the functionality, nutrition and taste of dairy cheese due to their lack of casein proteins.

One common trait that all companies in this space so far have shared is the difficulty to scale at pace and at affordable cost, according to the patent application. Recombinant protein production can be very expensive and slow. This is partially because the downstream costs of protein purification can reach up to 80 percent of the

• See **Animal-Free Mozz**, p. 11

Rabobank’s Global Dairy Top 20 Posted 9.3% Rise In Turnover In 2021

Utrecht, Netherlands—The combined turnover of Rabobank’s annual Global Dairy Top 20 companies in 2021 jumped by 9.3 percent in US dollar terms, following 2020’s decline of 0.1 percent.

In euro terms, the combined turnover increased by 5.0 percent, according to Rabobank. For many non-US-based dairy companies, the turnover gain in US dollars is larger than in euros or other local currencies due to the strengthening of these currencies against the US dollar through 2021.

Supported by the recovery in foodservice channels after the initial COVID-19 pandemic and continued strong retail channel sales, dairy demand firmed globally last year, Rabobank noted.

Combined with lower-than-anticipated milk production growth in the main exporting regions and exceptionally strong Chinese import demand, dairy product prices rallied to elevated levels in 2021.

“This year’s ranking is characterized by the movers and the shakers,” said Richard Scheper, dairy analyst for Rabobank. Companies changed ranking by growing turnover or because of their strategic activities.

Both turnover growth and strategic activities were more significant than in recent years.

Strategic re-positioning and merger and acquisition (M&A)

• See **Dairy Top 20**, p. 6

US, Mexico Dairy Representatives Meet, Aim To Strengthen Sectors

Kansas City, KS—Dairy industry representatives from the US and Mexico met this week at Dairy Farmers of America’s headquarters here to discuss strengthening cross-border cooperation on dairy issues.

The National Milk Producers Federation (NMPF) and US Dairy Export Council (USDEC) served as the US hosts and event organizers.

Mexico’s delegation at the meeting included representatives from the Confederación Nacional de Organizaciones Ganaderas (CNOG), Asociación Mexicana de Productores de Leche (AMLAC), Gremio de Productores Lecheros de Mexico, Cámara Nacional de

• See **US-Mexico Trade**, p. 6

Whey-Based Ingredient Sales For Use In Human Foods Fell 4.5% In 2021

Domestic Sales Of Nonfat Dry Milk Fell 3.9%, Dairy Industry Use Declined 4.5%

Elmhurst, IL—The whey-based dairy ingredients reported as being utilized domestically in human foods last year totaled 1.54 billion pounds, down 4.5 percent from 2020, according to the American Dairy Products Institute’s (ADPI) annual *Dairy Products Utilization and Production Trends* survey.

Total USDA reported production of whey-based dairy ingredients for 2021 was 3.9 billion pounds (including 987.8 million pounds of whey permeate), an increase of 3.9 percent, or 145.7 million pounds, from 2020, the report noted.

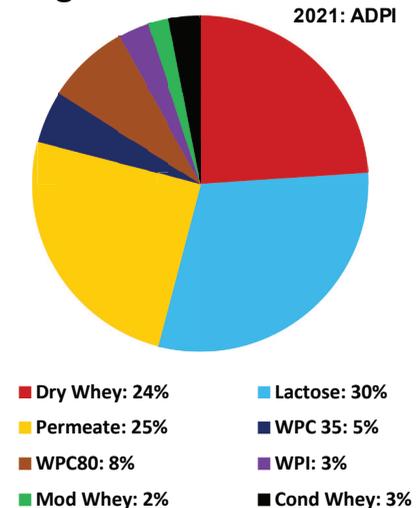
Dry whey production last year totaled 933.9 million pounds, down 2.6 percent from 2020. Domestic dry whey utilization was 424.9 million pounds, down 10.4 percent. Exports totaled 496.7 million pounds, up 5.2 percent.

The dairy industry remained the primary dry whey use in 2021, at 195.9 million pounds, down 13.9 percent from 2020. Other major users, with changes from 2020, were: prepared dry mixes and dry blends, 96.3 million pounds, down 1.5 percent; baking industry, 49.4 million pounds, up 375 percent; and the confectionery industry, 36.0 million pounds, up 138 percent.

Whey protein concentrate production in 2021 totaled 509.0 million pounds, up 6.5 percent

• See **Dairy Utilization**, p. 9

Whey Based Dairy Ingredient Production 2021: ADPI





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Where Are USDA's Reports To Congress On Promo Programs?

Once upon a time, Congress passed the Dairy Production Stabilization Act of 1983, which created the National Dairy Promotion and Research Program. Also once upon a time, Congress passed the Fluid Milk Promotion Act of 1990, which created the Fluid Milk Processor Promotion Program.

That "enabling legislation" for those programs requires the US Department of Agriculture to submit an **annual** report to the House and Senate Agriculture Committees. Those reports include summaries of the activities for the dairy and fluid milk programs, including an accounting of funds collected and spent, USDA activities, and an independent analysis of the effectiveness of the programs.

A recent check of USDA's website (conducted on Monday, Aug. 15, 2022) found that USDA is a bit tardy in carrying out its obligations under the Dairy Production Stabilization Act of 1983 and the Fluid Milk Promotion Act of 1990.

Specifically, the most recent edition of USDA's **annual** report to Congress on the Dairy Promotion and Research Program and the Fluid Milk Processor Promotion Program covered **2018 Program Activities**. Yes, as in activities conducted some four years ago.

Also, that report's cover includes a date at the bottom; that date is November 2000. So that report was actually issued (or is at least dated) almost two years after the year that it covers.

We've reviewed this issue before, but it's worth briefly revisiting how the tardiness of these **annual** reports has evolved over the last 35 or so years. Back in the pre-internet era, only print editions of these reports were available.

A quick check of our files nicely illustrates how much the timeline for the release of these reports has changed over the years. Specifically: the 1988 report to Congress, covering the National Dairy Board's fiscal period beginning May 1, 1987, and ending April

30, 1988, is dated July 1, 1988, and arrived at our office on July 28, 1988; the 1989 report, covering the May 1, 1988-Apr. 30, 1989 NDB fiscal year, is dated July 1, 1989, and arrived at our office on Aug. 28, 1989; and the 1991 report, covering the May 1, 1990-Apr. 30, 1991 NDB fiscal year, arrived at our office on July 19, 1991.

A couple of notes about these reports: first, they cover the NDB's fiscal year, while recent reports have covered activities of the Dairy Promotion and Research Program on a calendar year basis; and second, none of those reports mentioned earlier included the Fluid Milk Processor Promotion Program.

So did the addition of the Fluid Milk Processor Promotion Program slow down the release of these reports? Apparently not. The report dated July 1, 1997, covers activities of the two programs during calendar year 1996 (in other words, the report is dated six months after the end of that calendar year), but nonetheless arrived at our office on July 22, 1997, or all of three weeks after it was released (or at least dated).

From all of this information, it can be reasonably concluded that USDA is not fulfilling its statutory obligations by not issuing these reports as required under the 1983 and 1990 laws cited earlier. But this got us wondering: is the language so vague that USDA is only required to issue an **annual** report, whenever, rather than issue a report **annually**?

The Dairy Production and Stabilization Act of 1983 specifically requires the US secretary of agriculture to submit several reports to the House and Senate Agriculture Committees, including: not later than July 1, 1985, "and July 1 of each year after the date of enactment of this title, an annual report describing activities conducted under the dairy products promotion and research order issued under subtitle B of title I of this

the most recent edition of USDA's annual report to Congress on the Dairy Promotion and Research Program and the Fluid Milk Processor Promotion Program covered **2018 Program Activities**. Yes, as in activities conducted some four years ago.

Act [7 U.S.C. 4501 et seq.], and accounting for the receipt and disbursement of all funds received by the National Dairy Promotion and Research Board under such order including an independent analysis of the effectiveness of the program."

With USDA in clear violation of the law, we have to pose the question: Who really cares that USDA isn't issuing these **annual** reports in a timely manner?

Well, several groups come to mind. First, dairy farmers, dairy importers and fluid milk processors should care, since they are paying into these promotion programs on a regular basis. Dairy farmers in particular should be interested in this report, since they've been paying into the promotion program since the mid-1980s.

Also, members of Congress should care about this report. It was Congress, after all, that passed the enabling legislation that created the promotion programs. And it is Congress, or at least the House and Senate Ag Committees, that are supposed to receive this **annual** report from Congress.

This lack of **annual** reports from USDA should be prompting bipartisan outcry, since the House Ag Committee includes 27 Democrat and 23 Republicans, and the Senate Ag Committee includes 11 Democrats and 11 Republicans.

Perhaps a legislative remedy is needed here. Six years ago, two US senators (one Republican and one Democrat) introduced the Commodity Checkoff Program Improvement Act of 2016, which was intended to bring transparency and accountability to commodity checkoff programs, including the two dairy-related programs.

That legislation was never approved, but frankly it shouldn't be necessary, at least for the purposes of these **annual** reports to Congress. They're already required under the law.

What's needed is the actual enforcement of those laws.

Biden Signs Inflation Reduction Act; Bill Includes \$20 Billion For Conservation

Washington—President Biden on Tuesday signed into law the Inflation Reduction Act, which includes over \$20 billion for USDA conservation programs.

The funding will help dairy farmers advance their sustainability leadership by enhancing farm bill conservation programs with an emphasis on key dairy areas of opportunity, including feed management, according to the National Milk Producers Federation (NMPF), which commended the inclusion of the new conservation program funding.

Key wins for dairy among the climate-smart agriculture provisions of the Inflation Reduction Act, according to NMPF, include:

- \$8.45 billion in new funds for the Environmental Quality Incentives Program (EQIP), which provides technical assistance to dairy farmers, targeted toward stewardship practices that can reduce greenhouse gas (GHG) emissions;

- \$25 million annually for Conservation Innovation Trials, with new funding targeted toward initiatives that use feed and diet management to reduce the enteric methane emissions that can comprise roughly one-third of a dairy farm's GHG footprint; and

- 6.75 billion in new funds for the Regional Conservation Partnership Program, which funds locally developed, targeted partnership projects, emphasizing initiatives that incentivize or target reduced methane emissions.

“The funding increases in this package will better position dairy farmers to effectively implement the dairy sector's Net Zero Initiative and fulfill its 2050 environmental stewardship goals,” said Jim Mulhern, NMPF's president and CEO.

“We are equipping farmers, foresters, and rural communities with the necessary tools to be a part of the solution,” said US Sen. Debbie Stabenow (D-MI), chairwoman of the Senate Agriculture Committee. “At the same time, we are investing in good-paying clean energy jobs to grow small towns and rural economies.”

“When it comes to agriculture policy, this bill sets a particularly bad precedent for farm bill programs. If they go down this road, we very well might be looking at reconciliation as the only way future farm bills get written,” said US Sen. John Boozman (R-AR), the Senate Ag Committee's top Republican.

US Rep. David Scott (D-GA), chairman of the House Agriculture Committee, said the bill “makes historic investments in climate change mitigation, our critical forestry and conservation programs,

rural communities, and energy and biofuels infrastructure.”

But US Rep. Glenn “GT” Thompson (R-PA), the committee's top Republican, said the measure “only complicates the pathway to a farm bill and creates even greater uncertainty for farmers, ranchers, and rural communities.”

“From climate-smart agriculture, to supporting healthy forests and conservation, to tax credits, to biofuels, infrastructure and beyond, this agreement provides USDA with significant additional resources to continue to lead the charge” against climate change, said US Secretary of Agriculture Tom Vilsack.

The legislation “is cause for optimism for farmers and ranchers across the country, with historic investments in voluntary, incentive-based conservation programs that are critically underfunded,” said Rob Larew, president of the National Farmers Union.

The increased funding to support climate-smart agriculture included in the Inflation Reduction Act “represents a recognition by policymakers of the important role that America's farmers, ranchers and growers can play in addressing the issue of climate change,” said Chuck Conner, president of the National Council of Farmer Cooperatives. “It is especially important that the funding is targeted at voluntary, working-lands conservation programs that have a long, proven track record of success.”

The Inflation Reduction Act “represents a meaningful step forward on addressing the climate crisis and reflects key priorities lifted up by the farmers and communities our membership serves,” said Mike Lavender, interim policy director at the National Sustainable Agriculture Coalition.

The National Restaurant Association did not support the legislation, saying it provided no relief for restaurants and instead will likely raise prices for supply chain partners, costs that will eventually pass down to local restaurants.

“Passage of this bill will likely lead to higher supply costs for restaurants already struggling to weather the economic storms,” commented Sean Kennedy, executive vice president for public affairs at the National Restaurant Association.

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Nominations Wanted For 2023 WCMA Recognition Awards; Deadline Aug. 31

Madison—The Wisconsin Cheese Makers Association (WCMA) has issued a call for nominations of industry leaders deserving of recognition awards.

Nominations are due Aug. 31, and include the following awards for outstanding contributions:

The WCMA Cheese Industry Champion Award is given to industry leaders who, through their everyday business decisions, have created tremendous opportunity for others and spurred industry growth. Those to be considered are the CEOs, directors, presidents and vice presidents of their companies who may not have cheese-making obligations but lead and direct resources.

In 2022, Jeff Giffin of Masters Gallery Foods, along with Bob and Richard Wagner of Weyauwega

Food Products were honored with this award.

The WCMA Luminary Award, WCMA's newest honor, the WCMA Luminary Award, recognizes the contributions of leaders in dairy product sales and marketing; individuals who introduced new concepts, products, or innovative ideas to drive sales in the US or around the world.

The 2022 recipients of the Luminary Award were Van Salmans of Salmans & Associates and Cathy Strange of Whole Foods Market.

The WCMA Distinguished Service Award recognizes supplier partners who have played a significant role in building the success of the industry, contributing innovations in dairy manufacturing.

In 2022, this award went to James Manning of EDCO Food

Products and Art Zimmer of Caloris Engineering.

The WCMA Vanguard Award is reserved for cheese makers for their innovations in daily operations. In 2022, this award was given to Steve Ottiger of Guggisberg Cheese and Steve Yeager of Hilmar Cheese.

The WCMA Babcock Award recognizes the contributions of those in education or affiliate organizations to partner with cheese makers in the pursuit of dairy industry innovation and excellence.

In 2022, Mark Johnson of the Center for Dairy Research at the University of Wisconsin-Madison, and Paul Kindstedt with the University of Vermont, were honored.

The members of the WCMA Recognition Committee will consider all nominations with final awards determinations made by the WCMA board of directors.

For more information on the awards program, visit www.wischeesemakersassn.org/recognition.

IDFA Opens Nominations For Industry Awards; Submission Deadline Is Oct. 28

Washington—The International Dairy Foods Association (IDFA) is seeking nominations for its annual top three awards recognizing the best leaders in the dairy industry.

Nominations opened Tuesday and will close on Friday, Oct. 28. Winners will be recognized at Dairy Forum 2023, set for Jan. 22-25 in Orlando, FL. The three top awards include:

The fourth annual **IDFA Laureate Award**, given to an outstanding leader in the dairy industry who has made significant, prolonged contributions to the development and growth of the dairy industry. Candidates from all segments of

the dairy industry – milk, cheese, ice cream, yogurt and cultured products, ingredients – as well as suppliers and academia are eligible for the award.

The winner will be chosen by a panel of industry professionals based on the nominee's overall career achievements.

Candidates should have exceptional achievements and contributions to the dairy industry, show demonstrated leadership, and embody the vision to inspire others to strive for progress.

Nominations for the 25th annual **Innovative Dairy Farmer of the Year** award include active

US dairy farms that have embraced innovation and technology, as well as industry collaboration and partnerships, to achieve greater productivity and growth.

Nominees will be judged on current methods as well as their positioning to meet future economic and business challenges.

Those nominating farms and/or operations must describe ways the operation is currently using technology or industry partnerships to improve efficiency, sustainability and growth opportunities for the farm; ways the operation is meeting future economic and business challenges; how this operation sets itself apart from peers; and the farm's role within its community.

The seventh annual **Food Safety Leadership Award** will honor a company that processes, manufactures, markets or distributes dairy products in North America; a group of employees within the member company; or an IDFA-organized group of volunteers, such as a committee, task force or working group, where employees of member companies make up a majority of the group.

The winner will be an IDFA member company that processes, manufactures, markets or distributes dairy products in North America; a group of employees within the member company; or an IDFA-organized group of volunteers, such as a committee, task force or working group, where employees of member companies make up a majority of the group.

The winner must demonstrate outstanding leadership and contributions to the field of food safety for the dairy foods industry, and previous recipients are not eligible to be nominated.

Nomination forms are now online at www.idfa.org.

FROM OUR ARCHIVES

50 YEARS AGO

Aug. 18, 1972: St. Paul, MN—Minnesota food scientists have been investigating the functional properties of whey protein concentrate for possible uses in food. Minnesota produces about 1.6 billion pounds of whey annually as a by-product of cheese processing. The current market for proteins and lactose has an estimated value of over \$20 million.

New York—Increased concern by Americans about diet and weight continues to have a strong impact on retail dairy departments. Lowfat milk sales continue to boom; cheese sales are strong, with activity moving into more exotic, specialty cheeses, many of which are imports.

25 YEARS AGO

Aug. 22, 1997: Seattle, WA—Yerba Santa Dairy of Lakeport, CA, earned Best of Show here this week in the 14th annual ACS Cheese Judging & Competition with a Shepherd's Cheese Entry. First runner up honors went to Sontheim Fine Cheeses of Powderhorn, CO, for its Soft Tilsit entry.

Elkhart Lake, WI—Dean Sommer of Alto Dairy was elected president of the Wisconsin Dairy Products Association, marking its 25th anniversary here this week. Sommer succeeds Al Zolin of Kraft Foods. Other officers include Paul Koeppel, Schreiber Foods, vice president; Bob Walker, Foremost Farms, treasurer; and Richard Wagner of Weyauwega Milk Products, secretary.

10 YEARS AGO

Aug. 17, 2012: West Allis, WI—Mike Matucheski of Sartori Company, Plymouth, was named Grand Master Cheese Maker during the Blue Ribbon Cheese & Butter Auction at the Wisconsin State Fair. This marks the third time in the last four years that Matucheski earned Best in Show at the Wisconsin State Fair Cheese Contest.

Basking Ridge, MI—Arla Foods will close its cheese plant in Muskegon, MI, at the end of the year. The company will instead focus its efforts on premium specialty cheese under the Castello brand. Remaining production at Arla's Muskegon plant will move to Denmark.



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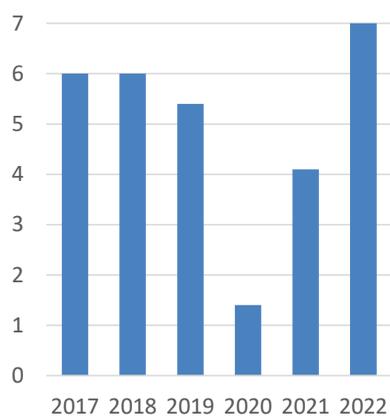
July Class III Volume Rose, Class IV Volume Was Under 900 Million Pounds

Washington—The volume of milk pooled in Class III in July on the seven federal milk marketing orders that pay dairy farmers a producer price differential (PPD) totaled 6.8 billion pounds, up 291 million pounds from June and 2.85 billion pounds higher than in July 2021, according to the statistical uniform price announcements for those orders.

That's the highest Class III volume for those seven orders since March, when volume totaled 7.3 billion pounds.

July Class IV volume on those seven orders totaled 888.4 million pounds, up 1.7 million pounds from June but down 2.22 billion pounds from July 2021. That's the second straight month in which Class IV volume on the seven orders was under 900 million pounds.

Volume of Milk Pooled in Class III: July
billions of pounds; all 11 orders
California order wasn't in effect in 2017 & 2018



In July, all seven orders reported positive PPDs, ranging from 41 cents per hundredweight for the Upper Midwest order to \$3.84 per hundred for the Northeast order.

Class III volume on the California federal order in July totaled 1.2 billion pounds, up 100 million pounds from June and up 1.1 billion pounds from July 2021. Class III utilization was 69.7 percent, up from 67.3 percent in June and up from 5.4 percent in July 2021.

Class IV volume on the California order totaled 69.4 million pounds, up less than 1.0 million pounds from June but down 1.18 billion pounds from July 2021. IV utilization was 4.0 percent, down from 4.2 in June and down from 67.7 percent in July 2021.

A total of 1.74 billion pounds of milk was pooled on the California order in July, up 88 million pounds from June's record low but down 97 million pounds from July 2021.

July Class III volume on the Upper Midwest order totaled 2.37 billion pounds, up 95 million pounds from June and up 910 million pounds from July 2021. Class III utilization was 91.9 percent, up from 91.6 percent in June and up from 76.3 percent in July 2021.

Class IV volume on the Upper Midwest order totaled 29.2 million pounds, up 13.9 million pounds from June but down 133 million pounds from July 2021. Class IV utilization was 1.1 percent, up from 0.6 percent in June but down from 8.4 percent in July 2021.

In July, a total of 2.6 billion pounds of milk was pooled on the Upper Midwest order, up 96 million pounds from June and up 666 million pounds from July 2021.

Class III volume on the Southwest order in July totaled 720 million pounds, up 2.7 million pounds from June and up 506 million pounds from July 2021. Class III utilization was 66.8 percent, up from 65.7 percent in June and up from 20.5 percent in July 2021.

Class IV volume on the Southwest order totaled 14.4 million pounds, down 11.1 million pounds from June and down 389 million pounds from July 2021. Class IV utilization was 1.3 percent, down from 2.3 percent in June and down from 38.6 percent in July 2021.

A total of 1.08 billion pounds of milk was pooled on the Southwest order in July, down 14 million pounds from June but up 34 million pounds from July 2021.

July Class III volume on the Central order totaled 753.7 million pounds, up 53.9 million pounds from June and up 247 million pounds from July 2021. Class III utilization was 56.4 percent, up from 54.2 percent in June and up from 38.6 percent in July 2021.

Class IV volume on the Central order totaled 159.7 million pounds, down 4.0 million pounds from June and down 163 million pounds from July 2021. Class IV utilization was 11.9 percent, down from 12.7 in June and down from 24.6 percent in July 2021. 1.34 billion pounds of milk was pooled on the Central order, up 46 million pounds from June and up 22 million pounds from July 2021.

Class III volume on the Mideast order totaled 710 million pounds, up 22 million pounds from June and up 27 million pounds from June 2021. Class III utilization was 54.0 percent, up from 52.2 percent in June.

Class IV volume on the Mideast federal order totaled 28.5 million pounds, down 24.3 million pounds from June and down 244 million pounds from July 2021. Class IV utilization was 2.2 percent, down from 3.9 percent in June and down from 15.4 percent in July 2021.

A total of 1.3 billion pounds of milk was pooled on the Mideast order in July, down 6 million pounds from June and down 453 million pounds from July 2021.

On the Northeast order in July, Class III volume totaled 687.1 million pounds, up 3.0 million pounds

from June and up 43 million pounds from July 2021. Class III utilization was 30.1 percent, down from 30.5 percent in June but up from 27.5 percent in July 2021.

Class IV volume on the Northeast order in July totaled 427.2 million pounds, up 10.7 million pounds from June but down 33 million pounds from July 2021. Class IV utilization was 18.7 percent, up from 18.6 percent in July but down from 19.6 percent in July 2021.

In July, a total of 2.29 billion pounds of milk was pooled on the Northeast order, up 42 million pounds from June but down 57 million pounds from July 2021.

Class III volume on the Pacific Northwest order totaled 329.1 million pounds, up 14 million pounds from June but down 1.0 million pounds from July 2021. Class III utilization was 50.6 percent, up from 50.3 percent in June and up from 44.3 percent in July 2021.

Class IV volume on the Pacific Northwest order totaled 160.0 million pounds, up 15.6 million pounds from June but down 153 million pounds from July 2021. Class IV utilization was 24.6 percent, up from 23.0 percent in June but down from 44.7 in July 2021.

A total of 649.9 million pounds of milk was pooled on the Pacific Northwest order, up 22.7 million pounds from June but down 95.5 million pounds from July 2021.

TurtleTree To Produce Lactoferrin Using Precision Fermentation

Woodland, CA, and Singapore—TurtleTree announced its production of LF+, which the company describes as the first sustainable bovine lactoferrin created using precision fermentation technology.

A key part of TurtleTree's ongoing work with cultivated dairy, precision fermentation is a process that uses microbial hosts for the mass production of ingredients, the company stated. TurtleTree will now accelerate its development efforts for LF+ in order to achieve a commercial launch in 2023.

"Looking at recent events like the infant formula shortage in the US and the disruptions in food supply arising from COVID-19, we felt that we could no longer sit on the sidelines," said Max Rye, TurtleTree's chief strategist.

Researchers from Poland highlighted a function of lactoferrin as a guardian of the human genome, capable of modulating cell cycle activity and DNA repair, TurtleTree noted. This adds to a volume of scientific literature that shows lactoferrin's ability to modulate immune responses among other properties.



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Dairy Top 20

(Continued from p. 1)

activities, for example, resulted in the entry of Froneri and the departure of Kraft Heinz in the ranking.

The second half of the leader board remains crowded with less financial separation between the companies, Rabobank noted. In 2020, eight companies in the second half of the Top 20 were separated by less than US\$1.0 billion; in 2021, four companies were within \$0.15 billion in sales.

Even though Lactalis and Yili did not change in ranking, they accounted for the largest increases in turnover and acquisitions in 2021, according to Rabobank.

After claiming the number one position last year, privately held Lactalis extended its lead on Nestle to \$5.4 billion, compared to \$2.2 billion in 2020, Rabobank reported. Lactalis's 2021 sales are estimated at \$26.7 billion, up 16.2 percent from 2020. The company's double-digit percentage sales growth was driven by the acquisition of Kraft Heinz's US natural cheese business, and Groupe Bel's Royal Bel Leerdammer, Bel Italia, Bel Deutschland, and Bel Shostka Ukraine.

The Asian Tigers continue to roar, according to Rabobank. China-based Yili takes the prize for largest gain (US dollar) in turnover among the global Top 20. The acquisition of a majority (and

controlling) stake in Ausnutria, along with strong domestic sales growth, propelled sales by \$4.4 billion to \$18.2 billion, which reflects a 31.7 percent year-over-year increase. Yili remains in fifth place, following, in order, Lactalis, Nestle, Danone and Dairy Farmers of America (DFA).

Fellow Asian dairy companies Mengniu and Amul also fared well in 2021, Rabobank noted. Mengniu ranks seventh, a gain of two positions, passing European dairy cooperatives FrieslandCampina and Arla Foods. India's largest dairy co-op, Amul, posted a revenue gain of 18.8 percent, resulting in a five-position gain in the ranking, from 18th to 13th.

The four global co-op giants are bunched in the sub-top of this year's ranking. Each is facing some degree of limitations for organic growth in their domestic market.

In 2021, DFA continued its integration of the Dean Foods assets, while both Fonterra and FrieslandCampina disposed of non-core assets. Fonterra completed the sale of its two wholly owned China Farming hubs in 2021 and maintained its position (6th place).

Saputo (10th), with 2021 dairy turnover of \$12.0 billion, divides the ranking by a large margin of \$3.7 billion ahead of Unilever. After several large acquisitions (including Murray Goulburn and Dairy Crest) in more distant years, Saputo continued with the inte-

gration of several relatively small strategic add-ons in 2021, Rabobank reported: Scotland-based Bute Island Foods (dairy alternative cheeses), Wisconsin Specialty Protein (value-added ingredients), UK-based Wensleydale Dairy (specialty/artisan cheeses) and Carolina Aseptic and Carolina Dairy business (aseptic protein beverages and nutritional snacks).

In 2021, French companies Savencia and Sodiaal completed and integrated strategic add-ons, Rabobank noted. After already acquiring full control of Compagnie des Fromages & RichesMont in 2021, Savencia acquired Hope Foods (plant-based spreads) in 2021. Both acquisitions supported turnover growth to \$6.6 billion in 2021, moving the company into the 12th spot in the Top 20, up from 14th in 2020.

Sodiaal completed the acquisition of the remaining 51 percent of Yoplait SAS from General Mills. This was done in exchange for Sodiaal's ownership interests in the Canadian Yoplait business and a reduced royalty rate for use of the Yoplait and Liberte brands in the US and Canada. Sodiaal's sale of Stegmann Emmentaler Kasereien to Meggle was completed in the first half of 2021. Overall, Rabobank estimates that the acquisitions and disposals contributed to a net gain in turnover of almost \$400 million for this year's ranking, propelling Sodiaal to 14th place, up from 17th in 2020.

India's Gujarat Cooperative Milk Marketing Federation moved up from 18th in 2020 to 13th in 2021, while Japan's Meiji fell from 13th to 15th. Agropur continued to hold down the 16th spot.

Privately owned Muller's gained three positions, to 17th, as turnover increased by 13.0 percent to \$5.7 billion, while Germany's DMK fell from 12th to 18th place. Muller's acquisitions of FrieslandCampina's Germany processing facilities and (fresh) brands are still pending and will likely support sales growth in the German retail segment.

Schreiber Foods remains in the 19th position in the Top 20.

Private-equity ice cream company Froneri is new to the Top 20, ranking 20th. Froneri was established as a joint venture between Nestle and private equity firm PAI Partners in 2016.

Acquisitions in the following years, including Nestle Ice Cream Israel, Tip Top Ice Cream from Fonterra and Nestle Ice Cream USA, grew the company to the second-largest ice cream manufacturer after Unilever (11th place).

With numerous product launches, dairy alternatives have become more common in the product portfolio of Top 20 companies, making it more difficult to extract pure dairy revenues, Rabobank explained.

US-Mexico Trade

(Continued from p. 1)

Industriales de la Leche (CANILEC), and Consejo Nacional Agropecuario (CNA).

At this week's fifth annual meeting within the framework of the partnership to strengthen the productive sector for milk in North America, the US and Mexican dairy industries agreed to:

- Preserve, facilitate, and enhance fair trade.

- Preserve this forum for discussion and analysis of the relevant topics and issues of the milk and dairy producing sectors of Mexico and the US.

- Have as a key objective the expansion of dairy consumption in both countries to the benefit of producers, manufacturers and consumers in the US and Mexico. Promote joint activities that help increase the consumption of dairy products within the region.

- Identify and promote actions that improve the productivity of dairy farms in Mexico and the US.

- Continuously seek to strengthen the image and reputation of milk and dairy products in both countries to defend against the improper usage of milk and milk product names by other products of non-dairy origin.

- Maintain an open communication channel between the milk and dairy producers' organizations of both countries, with the aim of achieving consensus for the benefit of both industries. Likewise, exchange information and successful experiences through the participation of members of both countries in forums and congresses organized by dairy associations.

- Work on the strengthening of cooperation in the areas of technological exchange and training, both in terms of milk production at the farm level and in food safety and quality improvement of milk and dairy products from the nutritional standpoint.

- Work on sharing information on key new areas such as sustainability, animal welfare, farm labor, and other issues as they appear and mutually agree to the benefit of producers and industry to ensure that efforts are coordinated to defend dairy in international forums and with consumers. Exchange information about the market trends of milk and dairy products in the North American region.

- Continue activities in defense of common food names, in particular, cheese names, allowing their use in North American markets.

- Develop a plan on the topics of the common agenda, with a follow-up scheme with meetings.

In 2021, US dairy exports to Mexico were valued at \$1.8 billion, while US dairy imports from that country were valued at \$168.3 million.

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Decatur Dairy Breaks Ground On Plant Expansion, Cooperative Forms New LLC

Brodhead, WI—Decatur Dairy employees, cooperative members, project partners, and industry representatives were on hand this week to celebrate the groundbreaking for the company's new warehouse and packaging addition that will also boost cheese production and current plant efficiencies.

The new \$6.2 million, 24,000-square-foot addition is expected to be completed by February 2023.

"I have been fortunate to be involved with a group behind me that are committed to the future of this business", said Steve Stettler, president of Decatur Dairy and co-chairman of the newly formed Decatur Cheese Plant LLC. "This expansion will not only ensure future success at Decatur Dairy but also strengthens our commitment. Together we have built this business and the customers and people involved are a part of that reason."

The expansion will add dry and cooler storage and loading docks. A warm room will be added to allow for new cheese products, and milk intake and whey processing equipment will be moved to create a better flow to the operation. A new brine area will eventually allow the company to increase the number of vats the co-op will produce per day.

The cooperative currently processes about 600,000 pounds of milk a day into Muenster, Havarti, Gouda and other traditional and specialty cheese products.

"The new warming room will allow us to continue doing some really unique stuff," Stettler said. "The expansion will help us move forward and advancing with the latest technology and storage."

The co-op has 71 members ranging in size from 15 cows to 500, said Steve Carpenter, president of Decatur Swiss Cheese Company Cooperative and co-chairman of Decatur Cheese Plant LLC.

"We haven't taken any new members on because the current membership has been able to supply the milk that's needed," Carpenter said. "When Steve (Stettler) adds a little more capacity to production, need for milk will be increased by the members we have."

The farmer members told Stettler that initial plans for expansion were not big enough, suggesting a packaging room and other amenities be added.

Decatur has seen many expansions over the years but this new expansion and joint venture is the most exciting not only for our current needs but for the future in this ever-changing dairy industry, Carpenter said.

"We sat down and looked at the long range, what we would need moving forward," Stettler said.

"This gives us plenty of room, utilizing the cooler in the old building that we can use for production and other things. We got a really good building and I think we got the best value for what we need."

Looking into the future of the co-op, us as farmer members, and Decatur Dairy, continuing our partnership, we needed to increase the building to meet industry demands. The needs we have are for efficient packaging, storage, coolers and a warm room for new products Steve is developing, Carpenter said.

"All these objectives lead us to improved profitability, not only for Decatur Dairy, but for our farm families members that provide milk to the plant," Carpenter said.

Decatur Cheese Plant LLC Formation

The relationship between the Stettlers and the co-op began in 1973 when Roy and Virginia Stettler, Steve's parents, began making cheese in the current location. In 1982, Steve Stettler and wife, Glennette, purchased Roy's interest in the business.

Carpenter explained that there are many different business models in the dairy processing industries.

"You look at what Decatur Dairy has done, from cheese curds to all the different cheeses, and the way they've grown the business," Carpenter said. "Steve, his family and his team behind him have grown this business to what it is today. And that is what made our co-op members successful."

To secure that relationship, the group formed a new partnership.

Decatur Cheese Plant LLC is a 50-50 venture between Decatur Dairy and Decatur Swiss Cheese Company Cooperative.

Under this new partnership, the LLC will own all of the building and the land and be responsible for all of the building expenses, Carpenter said. Decatur Dairy will own all the equipment, all the cooling and do all the marketing and run the business that they do now.

The main objective Carpenter and co-op members had was for the guaranteed security of their milk.

"This new expansion and joint venture will help us secure our market, but it also gives us a feeling of being a part of the whole process," Carpenter said.

The cooperative model is a unique model in today's fast-changing industry, Carpenter said. There are plenty of examples where farmers lost their market for their milk.

"This supply agreement between the co-op we have, secured a minimum of 20 years, and it automatically renews, a market for our milk," Carpenter said. "As a board



Decatur Dairy broke ground this week on a major expansion to the existing cheese plant. In the photo above (left to right) are: Steve Carpenter, president of Decatur Swiss Cheese Cooperative, Sierra Stettler, Decatur Dairy, Sutton Guilbault, Aaron Guilbault, Decatur Dairy, Shaya Guilbault, Decatur Dairy, Shaw Guilbault, and owners Glennette (George) Stettler and Steve Stettler.

and a co-op member that was our main objective. That's very important in today's environment."

Shaya Guilbault is Decatur's senior account executive and daughter of Steve and Glennette Stettler.

"I am glad everyone agreed we needed this new expansion. We look forward to running a company that has room to accommodate our wonderful product line," Guilbault said. "We are very proud and excited to be adding to the plant and happy to have the support of our patrons. Without our

partnership this would not be possible."

Stettler thanked his family, wife, Master Cheese Maker Matt Henze, the Wisconsin Department of Trade and Consumer Protection, Wisconsin Cheese Makers Association, Dairy Business Innovation Alliance, Center for Dairy Research, Kraemer Brothers, and Jewel Engineering and others.

"The fire is still burning hot," Stettler said. "I think we still have a lot to do here and we have a good core of farmers who want to be a part of this success."



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WW Homestead Tops Iowa State Fair Contest With Ranch Peppercorn Curds

Des Moines, IA—Peppercorn Ranch Cheese Curds made by WW Homestead Dairy of Waukon won Grand Champion honors in the Iowa State Fair Quality Dairy Products Competition.

Second place overall went to Country View Dairy, Hawkeye, for its Raspberry Cream-Top 1% Yogurt.

Stephanie Clark, Iowa State University food science professor and director of the ISU Creamery, served as contest superintendent.

The judging panel also featured Saturnino Reyes, Loralyn Larson and Melissa Herting, HyVee-Ames; ISU's Sarah Canova; and Tyler Coenen, HyVee-Grimes.

I want to acknowledge our judges, and thank them for their time and skills, Clark said. Their careful evaluation provides valuable feedback to all of our contestants.

This year's contest drew a total of 39 entries. The top three products in each class are:

Dairy Beverages

First place: Country View Dairy, Hawkeye, Whole Chocolate Milk
Second place: Stensland Creamery, Larchwood, 2% Reduced Fat Milk Chocolate

Second place: WW Homestead, Waukon, Skim Chocolate Milk
Third place: Stensland Creamery, 2% Reduced Fat Milk

Butter

First place: Spring Sunrise, Fairfield, Ghee

Second place: Spring Sunrise, Cultured Ghee

Second place: Better Butter Bureau, Des Moines, Salted Butter
Third place: WW Homestead, Butter

Cultured Dairy Products

First place: Country View Dairy, Raspberry Cream-Top 1% Yogurt

Second place: Country View Dairy, Lemon Custard Greek Cream-Top

Second place: Country View Dairy, Vanilla Greek Cream-Top 1% Yogurt

Third place: Prairie Farms, Luana Plant, Neufchatel

Third place: Country View Dairy, Strawberry Cream-Top 1% Yogurt

Curds

First place & Best of Show: WW Homestead, Ranch Peppercorn

Second place: WW Homestead, Grilled Steak & Onion

Third place: WW Homestead, White Cheddar

Goat & Sheep Milk Cheese

First place: Simple Life Farms, Winterset, Matilda

Second place: Simple Life Farms, Amelia

Cow's Milk Cheese

First place: WW Homestead, Chipotle Morita Cheddar

Second place: Hinterland Dairy, Donnellson, Franklin Road Cheddar

Second place: WW Homestead, Medium Cheddar

Third place: Prairie Farms, Luana Plant, Havarti

Fair-goers can see the Iowa Quality Dairy Products Showcase in person, two stalls away from the iconic Butter Cow, dating back to 1911 and constructed with 600 pounds of Iowa-made butter.

The Iowa State Fair runs through Sunday, Aug. 21.

Visit www.iowastatefair.org for details.

Brian Eggebrecht, Longtime World, US Cheese Contest Chair, Passes Away

Wauwatosa, WI—Brian Eggebrecht, 66, lifelong Wisconsin cheese maker, cheese grader and highly-regarded leader of some of the world's largest cheese competitions for more than 30 years, died Monday, Aug. 15, at Froedert Hospital here.

Originally from Colby, WI, Eggebrecht and his brothers, Terry and Lea, owned and operated Welcome Dairy for many years until his retirement in 2019.

Welcome Dairy, the family business founded in 1954, has evolved from a small Colby manufacturer to a large cheese processing facility.

He was also a licensed cheese grader for the state of Wisconsin, and was deeply committed to serving and improving the dairy industry.

To that end, Eggebrecht was instrumental in the growth of the world's largest dairy product competitions as chairman of the World Championship Cheese Contest and United States Championship Cheese Contest for more than 30 years.

Volunteers at these annual competitions have taken on the name "B Team" in honor of Brian Eggebrecht.

The Wisconsin Cheese Makers Association (WCMA) also created the Eggebrecht Award, which recognizes long-serving B-Team members each year.

In 2021, Eggebrecht teamed with WCMA to initiate the "Brian Eggebrecht Student Scholarship," supporting skilled trades in the dairy industry. Students at state technical colleges earn these scholarships to help fund further studies, leading to dairy industry careers.

Eggebrecht also started a scholarship for Colby High School students looking to attend technical colleges post graduation.

"Brian has contributed incalculable hours to WCMA's cheese competitions across three decades," said WCMA executive director John Umhoefer. "His leadership, kindness and attention

to detail earned the respect of the industry, and built a following of devoted 'B Team' contest volunteers. It's not an exaggeration to say the success and growth of our Championship Cheese Contests was Brian's success."

In 2012, WCMA recognized Eggebrecht's dedication to industry service and brilliant leadership with its highest honor: The WCMA Life Member Award.

Brian's legacy will always be his family, as well as Welcome Dairy. He was bigger-than-life and his legacy will also continue on every year when a group of professional and ragtag volunteers gather to form B's Team. And they will be blessed in knowing his memory endures.



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PERSONNEL

VIKRAM MISTRY has been named associate dean and director of academic programs for the South Dakota State University (SDSU) College of Agriculture, Food & Environmental Sciences. Mistry has been serving in this role on an interim basis since 2020, having previously led the SDSU department of dairy and food science, where he led the effort of raising \$9.5 million for the construction of the Davis Dairy Plant and renovation of the Alfred Dairy Science Hall. In 16 years, Mistry increased dairy and food science scholarships by approximately 175 percent. He also worked with state and industry leaders to facilitate the growth of South Dakota's dairy industry.

Mia Mulrennan has been appointed chief people officer and member of the International Dairy Foods Association's

(IDFA) executive team. In this dual role, Mulrennan will oversee growth of IDFA's four signature programs: NextGen Leadership Program, Women in Dairy, Human Resource Leaders in Dairy, and the Dairy Diversity Coalition. She will oversee IDFA's events, The Power of People conference and the IDFA Leadership Symposium.

KEVIN RUSSELL has been named account manager at ChemStation, which specializes in providing industrial cleaning products. The ChemStation System is a combination of two components: custom-formulated, environmentally-friendly industrial cleaning, and process chemicals delivered to refillable containers directly at customer facilities. Russell steps into his new role with several years in the dairy industry including Hydrite Chemical.

Dairy Utilization

(Continued from p. 1)

from 2020. Domestic WPC utilization totaled 248.6 million pounds, up 22.1 percent, while export sales totaled 299.2 million pounds, down 7.7 percent.

Sports powders was the primary user of WPC, at 68.1 million pounds, up 24.3 percent from 2020; followed by the dairy industry, 47.7 million pounds, up 15.5 percent; mainstream nutrition, 28.3 million pounds, up 51.3 percent; prepared dry mixes and dry blends, 27.4 million pounds, up 1.9 percent; and infant formulas, 25.1 million pounds, down 0.4 percent.

Production of WPC, 25.0 to 49.9 percent protein, in 2021 totaled 179.7 million pounds, down 0.2 percent from 2020. Utilization totaled 87.8 million pounds, up 14.3 percent. Infant formulas was the primary use, at 24.2 million pounds, up 17.5 percent, followed by the dairy industry, at 20.2 million pounds, up 4.7 percent.

Production of WPC, 50.0 to 89.9 percent protein, last year totaled 329.3 million pounds, up 10.6 percent from 2020. Utilization totaled 160.8 million pounds, up 26.8 percent. Sports powders was the primary use, at 72.8 million pounds, up 42.5 percent, followed by mainstream nutrition, at 26.3 million pounds, up 47.8 percent, and the dairy industry, at 21.8 million pounds, down 3.5 percent.

Lactose production in 2021 totaled 1.15 billion pounds, up 2.8 percent from 2020. Domestic lactose utilization totaled 253.1 million pounds, down 10.9 percent, while export sales totaled 866.5 million pounds, up 4.2 percent.

The confectionery industry remained the primary lactose use, utilizing 89.1 million pounds, down 10.6 percent from 2020, followed by infant formulas, utilizing 71.4 million pounds, down 6.2 percent from 2020; the dairy industry, 24.6 million pounds, down 28.5 percent; and prepared dry mixes and dry blends, 22.5 million pounds, down 19.1 percent.

Production of whey protein isolate last year totaled 130.3 million pounds, up 15.0 percent from 2020. Domestic WPI utilization totaled 57.6 million pounds, up 22.6 percent, while exports totaled 104.7 million pounds, up 22.5 percent.

Sports bars was the primary WPI use last year, utilizing 27.4 million pounds, up 31.7 percent from 2020, followed by prepared dry mixes and dry blends, at 11.6 million pounds, up 36.5 percent from 2020.

Whey permeate production for 2021 is estimated at 987.8 million pounds, up 7.2 percent from 2020. Domestic whey permeate utilization totaled 394.8 million pounds, up 7.2 percent.

The dairy industry was the primary use of whey permeate last year,

at 80.1 million pounds, down 24.7 percent from 2020, followed by hot cocoa, at 38.3 million pounds, up 596 percent; and prepared dry mixes and dry blends, 26.6 million pounds, up 38.5 percent.

In 2021, production of reduced lactose and reduced minerals whey totaled 67.4 million pounds, up 17.2 percent from 2020. Domestic utilization totaled 27.5 million pounds, up 44.0 percent from 2020. Animal feed (processed originally for human consumption) was the primary domestic use, at 16.1 million pounds, down 20.3 percent from 2020.

NDM And SMP Utilization

Total USDA reported production of milk-based dairy ingredients last year was 3.9 billion pounds, up 0.9 percent from 2020.

Nonfat dry milk production in 2021 totaled 2.02 billion pounds, up 3.7 percent from 2020, while skim milk powder totaled 698.0 million pounds, up 0.4 percent.

Utilization of NDM and SMP totaled 790.3 million pounds, down 3.9 percent from 2020, while exports totaled 1.97 billion pounds, up 10.2 percent from 2020.

The dairy industry remained the primary use of NDM/SMP, at 490.6 million pounds, down 4.5 percent from 2020. Within the dairy indus-

try, hard cheese remained the primary use, at 154.3 million pounds, down 4.0 percent, followed by frozen desserts, at 54.1 million pounds, up 21.0; fluid milk fortification and dry mixes, 25.2 million pounds, up 36.2 percent; processed cheese, 23.2 million pounds, up 10.0 percent; and dry dairy blends, 22.8 million pounds, up 16.9.

Production of dry whole milk and whole milk powder last year totaled 148.3 million pounds, up 7.4 percent from 2020. Domestic utilization totaled 79.2 million pounds, down 20.1 percent. The confectionery industry remained the primary use, at 54.9 million pounds, down 23.9 percent.

MPC production in 2021 totaled 196.5 million pounds, down 6.1 percent from 2020. Domestic WPC utilization totaled 194.9 million pounds, down 13.8 percent.

The primary users of MPC last year, with comparisons to 2020, were: mainstream nutrition, 53.3 million pounds, down 13.2 percent; sports beverages, 34.7 million pounds, down 2.8 percent; the dairy industry, 32.9 million pounds, down 2.7; the baking industry, 27.7 million pounds, up 0.7 percent; and sports powders, 21.1 million pounds, down 9.1 percent.

Production of dry buttermilk and buttermilk product totaled

131.7 million pounds in 2021, up 3.9 percent from 2020. Domestic utilization totaled 130.5 million pounds, up 3.9 percent from 2020.

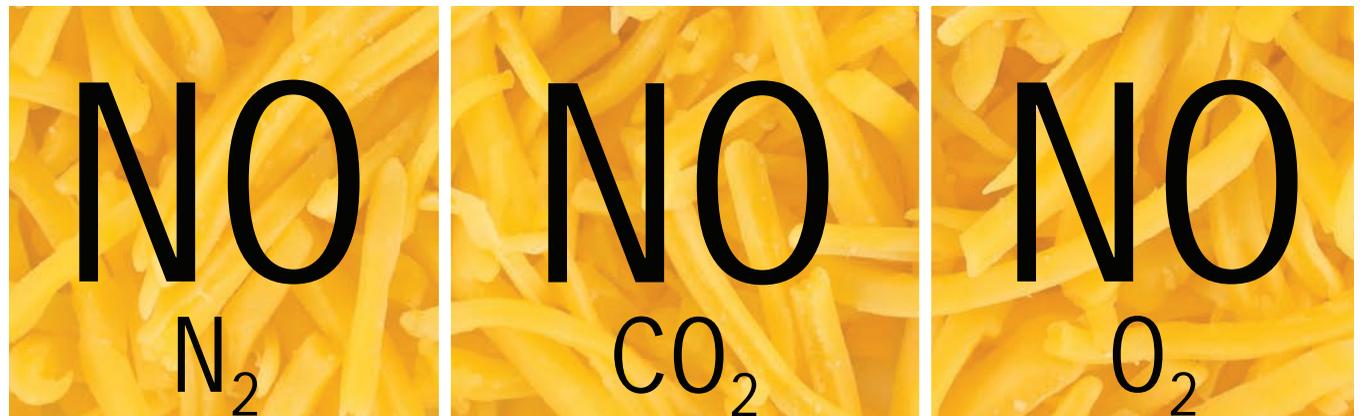
The dairy industry was the primary use of dry buttermilk last year, at 71.1 million pounds, up 3.3 percent from 2020; followed by prepared dry mixes and dry blends, 27.9 million pounds, up 7.8 percent; and the baking industry, 16.6 million pounds, down 1.3 percent.

Production of condensed and evaporated milk solids totaled 643.1 million pounds, down 4.5 percent from 2020. Total domestic sales, reflecting condensed skim milk, whole milk and buttermilk, totaled 505.8 million pounds, down 5.1 percent from 2020.

The principal 2021 markets for condensed milk solids within the dairy industry were: hard cheese, 92.6 million pounds; frozen desserts and ice cream mixes, 89.9 million pounds; processed cheese, 31.8 million pounds; and fluid milk fortification, 29.0 million pounds.

The 2021 Trend publication is available for \$250 in a format viewable online as well as downloadable for all those who are not currently members of ADPI. ADPI members receive a copy of the publication as a member benefit.

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Sorrento Lactalis Wins IMPA Dairy Contest; Auction Smashes Record

Sun Valley, ID— Sorrento Lactalis' Mascarpone earned the Grand Champion title in the 26th annual Idaho Milk Processors Association (IMPA) dairy product contest here last week.

Aaron Price of Sorrento Lactalis, Nampa, ID, won with a Mascarpone entry in the Open Class scored a 99.483 in the final round of judging, Julie Winans, contest coordinator, said.

Beehive Cheese was named First Reserve Champion with their Promontory in the sharp Cheddar class.

Glanbia Nutritionals, Twin Falls, won the Second Reserve Champion prize for a Mild Cheddar.

Auction Sets New Record

The 17 contest classes in the auction raised \$70,450, smashing the previous record of \$55,750 set in 2021.

Custom Fabrication & Repair's (CFR) purchase of West Point Dairy's unsalted butter was the highest auctioned item at \$7,000.00.

The auction was established in 1998 to provide scholarships to students interested in dairy and food science programs at the University of Idaho and the Utah State University. Subsequently, Washington State, South Dakota State and Brigham Young University students became eligible.

To date, the IMPA dairy product contests have raised \$395,906 for student scholarships.

There were 151 entries in this year's contest.

Winners in each category and auction buyers, were as follows:

Class 1 - Mild Cheddar

First Place: Glanbia Nutritionals, Benjamin Parlov, Twin Falls, ID

Second: Glanbia Nutritionals, Cameron Melendrez, Twin Falls

Third: Glanbia Nutritionals, Maria Almanza, Blackfoot, ID

The Glanbia cheese was bought by Vivolac Cultures for \$3,400.

Class 2 - Medium Cheddar

First Place: Glanbia Nutritionals, Mayra Gomez, Twin Falls, ID.

Second Place: Glanbia Nutritionals, Rosalva Martinez, Blackfoot

Third Place: Glanbia Nutritionals, Robert Thomas, Blackfoot, ID

DSM bought the winning Glanbia cheese for \$5,000.

Sharp Cheddar: 6 - 12 months

First: Glanbia Nutritionals, Charles Gasper, Blackfoot, ID

Second: Glanbia Nutritionals, MaryAnn Swinney, Twin Falls, ID

Third: Glanbia Nutritionals, Tyler Murphy, Blackfoot, ID

Koch/RELCO purchased the Glanbia cheese for \$5,500.

Class 4 - Aged Cheddar: 1 - 2 yrs

First Place: Beehive Cheese, Chris Green, Unitah, UT

Second: Gossner Foods, Team A, Logan, UT

Third Place: Darigold, Dora Cooper.

Evans Feed & Grain purchased the Beehive Cheese for \$3,750

Class 5 - Aged Cheddar >24 mths

First Place: Gossner Foods, Team B, Logan, UT

Second: Gossner Foods, Team C, Logan, UT

Third: Gossner Foods, Team A, Logan, UT

The cheese was bought by Kelley Supply for \$5,500.



Food Safety Net Services purchased Sorrento Lactalis' Mascarpone, which was named the Grand Champion during the the Idaho Milk Processors Association's annual dairy contest auction last week in Sun Valley, ID. In the photo (left to right): Ryan Holm, representing Sorrento Lactalis; Julie Winans, Chr. Hansen and IMPA contest chairperson; and Jake Parr, representing Food Safety Net Services.

Class 6 - Washed Curd

First: Glanbia Nutritionals, Mirsad Zuko, Twin Falls, ID, Colby Jack

Second: Glanbia Nutritionals, Santiago Gomez, Monterey Jack

Third: Glanbia Nutritionals, Jesus Azgal, Twin Falls, Colby Jack,

Complete Filtration Resources bought the cheese for \$5,750.

Class 7 - Hard Italian

First Place: Utah State University Dairy Products Lab, Sara Hunt, Logan, UT, Aggiano

Second: Glanbia Nutritionals, Nicole McPherson, Romano

Third: Glanbia Nutritionals, Ashleigh Emery, Romano

Chobani purchased the winning cheese for \$3,250.

Class 8 - Soft/Semi Soft/Italian

First Place: Agropur, Jerome, ID

Second Place: Sorrento Lactalis, Maggie Harding, Nampa, ID

Third: Sorrento Lactalis, Eric Fabian, Nampa, ID

Custom Fabricating & Repair purchased the winner for \$2,700.

Class 9 - Pepper Cheese

First: Beehive Cheese, Jason Cramer, Big John's Cajun, Uintah, UT

Second: Glanbia Nutritionals, Dalibar Bampa, Spiced Cheddar

Third: Glanbia Nutritionals, Justin Searle, Spiced Cheddar

The winner was bought by Koch Separation/RELCO for \$4,500.

Class 10 - Flavored Cheese

First Place: Glanbia Nutritionals, Dave Bunnell, Smoky Cheddar

Second: Lactalis Sorrento, Dustin Becherer and Michelle Ough, Ciliegine

Third: Glanbia Nutritionals, Alex Banjac, Bacon Cheddar

Evans Feed & Grain bought the winner for \$6,500.

Class 11 - Reduced Fat

First: Gossner Foods, Team A, Swiss cheese, Heyburn, ID

Second: Lactalis Sorrento, Timothy Degroat, String

Third Place: Agropur, Jerome, ID, Monterey Jack

Nelson-Jameson bought the winning cheese for \$4,000.

Class 12 - Open Class

First: Sorrento Lactalis, Aaron Price, Mascarpone, Nampa, ID

Second: Sorrento Lactalis, Anthony Anguiano, Jr, Mascarpone, Nampa, ID

Third: Sorrento Lactalis, Jamie Gomez, Mascarpone, Nampa, ID

Food Safety Net Services bought the winner for \$3,750.

Class 13 - Swiss

First: Gossner Foods, Logan, UT

Second: Gossner Foods, Heyburn

Third: Brewster Cheese, Larry Goffinet, Burley, ID

ALPMA USA purchased the Gossner cheese for \$5,500.

Class 14 - Artisan Cheese

First Place: Heber Valley Cheese, Grant Kohler, Midway, UT

Orkin Pest Control bought the winner for \$2,750

Class 15 - Farmstead Cheese

First Place: Brush Creek Creamery, Marinated Labneh, Dreary, ID

Second: Brush Creek Creamery, Feta Marinated, Dreary, ID

Third: Heber Valley Cheese, Russel Kohler

Chobani bought the first place cheese for \$600.

Class 16 - Cultured/Cottage Cheese

First: Darigold, David Bieri, Boise

Second: Darigold, David Bieri

Third: Darigold, David Bieri, Boise

The winner was bought by Complete Filtration for \$1,000.

Class 17 - Butter

First Place: West Point Dairy, Vern Hunt, Unsalted, Hyrum, UT

Second: High Desert Milk, Salted, Burley, ID

Third: High Desert Milk, Unsalted

Custom Fabricating bought the cheese for \$7,000.

Class 18 - Granular Cheese for Mfg

First Place: Glanbia Nutritionals, Thomas Ulrich, Gooding, ID

Second Place: Glanbia Nutritionals, Cassie Gaskill, Gooding, ID

Third Place: Agropur, Team 3, Jerome, ID

The winning cheese entry was not auctioned off.

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US, Taiwan Start Formal Trade Talks; Agriculture Among Areas To Be Tackled

Washington—The US and Taiwan, under the auspices of the American Institute in Taiwan (AIT) and the Taipei Economic and Cultural Representative Office in the US (TECRO), on Wednesday reached consensus on the negotiating mandate for the US-Taiwan Initiative on 21st-Century Trade announced on June 1, 2022.

It is expected that the first round of negotiations will take place early this fall.

“We plan to pursue an ambitious schedule for achieving high-standard commitments and meaningful outcomes covering the 11 trade areas in the negotiating mandate that will help build a fairer, more prosperous and resilient 21st century economy,” said Deputy US Trade Representative Sarah Bianchi.

Among those 11 trade areas in the negotiating mandate:

Agriculture: The US and Taiwan will seek to adopt provisions to facilitate agricultural trade through science- and risk-based decision-making and the adoption of sound, transparent regulatory practices.

The two sides will also seek to adopt provisions to support collaborative and cooperative mechanisms on food security and on the use of production practices, including new and innovative technologies, that increase agricultural productivity while decreasing land, water and fuel use and help contribute to climate adaptation and resiliency.

Trade facilitation: The US and Taiwan will seek to harness best practices with respect to facilitating trade, including through the adoption of provisions that address: enhanced publication and transparency requirements; the reduction of border formalities; digitalization of trade facilitation measures; paperless trade and the submission of advance electronic data; goods vulnerable to deterioration; release of goods, returned goods and express shipments; the protection of trader information; and customs cooperation.

Standards: The US and Taiwan will seek to collaborate on standards. Discussions may include approaches toward the preparation, adoption and application of standards, technical regulations, conformity assessment processes and trade barriers.

US dairy exports to Taiwan last year were valued at \$137.6 million. During the first six months of this year, US dairy exports to Taiwan were valued at \$76.1 million, up 20 percent from the first six months of last year.

Animal-Free Mozz

(Continued from p. 1)

entire protein production processing costs and the reduction in protein yield can be as high as 70 percent, depending on the purity of the product.

In some aspects, described in the patent application are cheese compositions.

A cheese composition may comprise a coagulated colloid, wherein the coagulated colloid comprises alpha casein protein and kappa casein protein associated in a micellar form.

At least one of the alpha casein protein and the kappa casein protein may be recombinantly produced; and wherein the cheese composition may not contain beta casein protein.

In some embodiments, the recombinantly produced casein may be produced from a bacterial host cell. In some embodiments, the alpha and kappa casein proteins are both recombinantly produced. And in some embodiments, the recombinantly produced alpha and kappa casein proteins are produced from one or more bacterial host cells.

“Leading the transition to an animal-free dairy future requires partners every step of the way and we’re thrilled to have a committed partner in ADM, a global leader with deep expertise, reach, and capability,” Gibson said.

“ADM is a global leader in the fast-growing alternative protein segment, and we’re excited to continue to expand our capabilities, whether through investments like

our Decatur production expansion, acquisitions like Sojaprotein, the launch of Scale Up Bio in Singapore, or this exciting new partnership with New Culture,” said Ian Pinner, ADM’s senior vice president, strategy and innovation.

“After tasting New Culture’s delicious animal-free Mozzarella, we recognized that the company had the potential to play a central role in bringing great-tasting, breakthrough products to the dairy aisle, and we’re excited to bring our global precision fermentation and manufacturing expertise, and our extensive consumer product application capabilities to this effort,” Pinner continued. “We look forward to working with New Culture to help meet fast-growing consumer interest in alternative dairy and cheese.”

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COMING EVENTS

www.cheesereporter.com/events.htm

Cal Poly Dairy Products, Processing, Packaging Conference To Be Oct. 11-14

Shell Beach, CA—Online registration is open for the Dairy Products, Processing & Packaging Innovation Conference here Oct. 11-14 at The Cliffs Resort.

Organized by the California Dairy Innovation Center, Cal Poly and the California Milk Advisory Board (CMAB), the program was created to spotlight the latest technical innovations to improve dairy product quality, sustainability, and competitiveness.

Instructors will highlight strategies to eliminate barriers to dairy innovation, and facilitate dialogue between dairy innovation providers and innovation users.

The conference is geared towards industry members with responsibilities in dairy manufacturing operations, research and development, quality management, marketing, and regulatory affairs.

Members of the dairy and food industries seeking new approaches to address the challenges of meeting domestic and international market needs will also benefit by attending.

The conference kicks off Tuesday with registration and a welcome reception.

Wednesday will be dedicated to bringing dairy innovation to the market, white spaces for growth, embracing process innovation, and the cost and benefits of change.

Thursday's lineup will focus on product innovators, capitalizing on trends versus fads, adding value to fluid milk, sustainable packaging, and international advances in packaging.

The final day of the conference will feature a special export session. Speakers will discuss "What Will China Buy Tomorrow?" and how to make the "right" product for tomorrow's markets. The conference will adjourn at 11 a.m.

The registration deadline is Sept. 1. Cost to attend is \$495 per person if registered by the Sept. 1 deadline, and \$595 per person after Sept. 1. For more information and a link to sign up online, visit www.dairy.calpoly.edu/dairy-innovation-institute.

Still Time To Register For IDF World Dairy Summit Sept. 12-15 In New Delhi

New Delhi, India—Online registration is still open for the International Dairy Federation's (IDF) World Dairy Summit here Sept. 12-15 at the India Expo Centre & Mart in the New Delhi National Capital Region (NCR).

The four-day annual meeting brings together roughly 1,500 members of the global dairy community, including representatives of dairy processing companies, dairy farmers, suppliers to the dairy industry, members of academia and government officials.

A partial list of speakers includes Allen Saylor, Center for Food Safety & Regulatory Solutions; Khaoula Essoussi, Danone; Mary Ledman, Rabobank; Donald Moore, Global Dairy Platform (GDP) and the Dairy Sustainability Framework; Arlene Mitchell, Global Child Nutrition Foundation; Sindura Ganapathi, Penn State University; Anna Flysjö, Arla Foods; Connie Weaver, San Diego State University; Hari Meletharayil, Dairy Management, Inc. (DMI); Batbaatar Bayarmagnai, Dairy Asia Secretariat; Paul

Moughan, New Zealand Massey University's Riddet Institute; and Robert Lutze, EnviroChemie GmbH Rossdorf, Germany; Tom Heilandt, FAO/WHO Codex Alimentarius Commission, Italy; and Sindura Ganapathi, Senior Visiting Scholar at Huck Institutes, Penn State University.

The program kicks off with a World Dairy Leaders Forum on what lies ahead for the industry over the next 25 years.

Speakers will cover women's role in dairy, the evolution of the global dairy industry, dairy farm management for small holder systems, and the transformation of dairy farmer to company CEO.

Other sessions will look at using data management to improve productivity, milk quality and safety; impact of dairy on nutritional security; exploring diets and consumer expectations; school milk programs and other public nutrition approaches; and sustainable dairy for low environmental impact.

For complete summit agenda and to register online, visit www.idfwds2022.com.

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Supply Chain Leader Jack Ampuja Will Headline NCCIA Event

Bloomington, MN—Supply chain executive and educator Jack Ampuja will headline the North Central Cheese Industry Association's (NCCIA) annual conference here Oct 11-13 at the Embassy Suites.

Ampuja has more than 40 years of experience in supply chain and logistics roles, having consulted with companies such as Nestle, Fort Howard, General Mills, Walmart, Target, and Tyson Foods.

Ampuja has also addressed the World Food Logistics Organization, participating in its training programs to support safe food storage practices.

The early registration deadline is Oct. 1, 2022. Conference registration is now online at www.northcentralcheese.org.

Cheese Contest entries are due September 9.

PLANNING GUIDE

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

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

ADPI Dairy Ingredients Seminar: Sept. 26-28, Hilton Beachfront Resort, Santa Barbara, CA. Check www.adpi.org for updates.

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

Dairy Products Processing & Packaging Innovation Conference: Oct. 12-14, The Cliffs Resort, Shell Beach, CA. Visit www.dairy.calpoly.edu.

Pack Expo International: Oct. 23-26, McCormick Place, Chicago, IL. Visit www.packexpointernational.com for registration.

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

PLMA 2022 Private Label Trade Show: Nov. 13-15, McCormick Center, Chicago. Check www.plma.com/events for information.

Winter Fancy Food Show: Jan. 15-17, 2023, Las Vegas Convention Center, Las Vegas, NV. Visit www.specialtyfood.com.

Dairy Forum: Jan. 22-25, J.W. Marriott Grande Lakes, Orlando, FL. Visit www.dairyforum.com.

US Championship Cheese Contest: Feb. 21-23, 2023, Green Bay, WI. Details available soon at www.uschampioncheese.org.

International Sweetener Colloquium: Feb. 26-March 1, La Quinta Resort & Club, La Quinta, CA. Visit www.idfa.org/events.

Cheese Industry Conference: April 5-6, Alliant Energy Center, Madison, WI. Visit www.cheese-expo.org for future updates.

Cornell Leadership Skills Virtual Course Set For Sept. 14-16

Ithaca, NY—Cornell University's Dairy Foods Extension is offering an instructor-led virtual Leadership Skills for Success training course Sept. 14-16, 2022.

The remote course features live video sessions, and will focus on how to become an effective leader, with the ability to develop productive relationships and ensure alignment and collaboration.

Cornell University's Lisa Csencsits, associate director for executive education, will serve as lead instructor.

Attendees will learn how to align the work of a team with the goals of the organization, learn how to navigate a new leadership role with peers, maintain productive relationships through communication strategies, demonstrate assertive communication, and learn how to maintain a positive rapport during difficult conversations.

Cost is \$850 per student. Online registration is available at www.cals.cornell.edu/leadership-skills-success-registration.



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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

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

Class I Base Price (3.5%)	\$23.62 (cwt)
Base Skim Milk Price for Class I	\$12.07 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$8.84 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$13.82 (cwt)
Advanced Butterfat Pricing Factor	\$3.4201 (lb.)
Class II Skim Milk Price	\$14.52 (cwt)
Class II Nonfat Solids Price	\$1.6133 (lb.)

Two-week Product Price Averages:

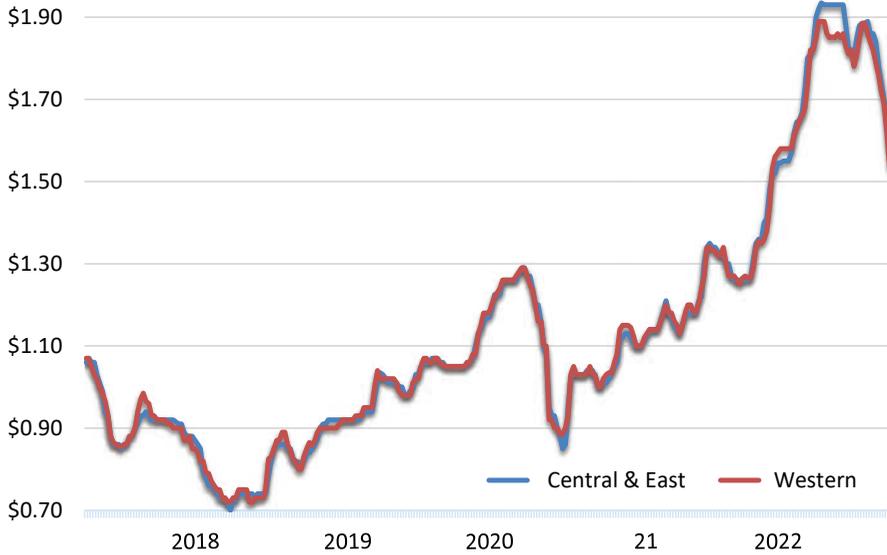
Butter	\$2.9957 lb.
Nonfat Dry Milk	\$1.7190 lb.
Cheese	\$2.0161 lb.
Cheese, US 40-pound blocks	\$1.9999 lb.
Cheese, US 500-pound barrels	\$1.9994 lb.
Dry Whey	\$0.5069 lb.

HISTORICAL MILK PRICES - CLASS I

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'20	19.01	17.55	17.46	16.64	12.95	11.42	16.56	19.78	18.44	15.20	18.04	19.87
'21	15.14	15.54	15.20	15.51	17.10	18.29	17.42	16.90	16.59	17.08	17.98	19.17
'22	19.71	21.64	22.88	24.38	25.45	25.87	25.87	25.13	23.62			

NDM Prices: Jan 2017 – August 18, 2022

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



DAIRY FUTURES PRICES

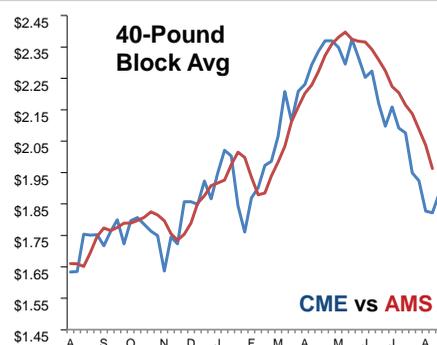
SETTLING PRICE

*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
8-12	Aug 22	20.15	24.60	52.000	165.575	1.930	1.9700	296.600
8-15	Aug 22	20.16	24.60	51.750	165.575	1.930	1.9720	296.750
8-16	Aug 22	20.17	24.60	51.575	165.575	1.930	1.9750	297.975
8-17	Aug 22	20.17	24.60	51.575	166.000	1.930	1.9750	298.000
8-18	Aug 22	20.08	24.60	49.925	166.000	1.930	1.9760	299.950
8-12	Sept 22	19.80	23.18	46.750	154.000	2.000	1.9750	283.000
8-15	Sept 22	20.35	23.18	47.750	153.250	2.010	2.0170	284.750
8-15	Sept 22	20.87	23.25	49.000	155.000	2.029	2.0620	286.500
8-17	Sept 22	20.67	23.50	49.000	154.700	2.029	2.0420	295.250
8-18	Sept 22	20.26	23.50	47.750	154.000	2.029	2.0170	294.250
8-12	Oct 22	20.36	21.65	46.000	146.550	2.050	2.0470	267.025
8-15	Oct 22	20.79	21.80	46.000	145.625	2.070	2.0760	270.000
8-16	Oct 22	20.98	22.22	46.000	148.925	2.070	2.0980	276.975
8-17	Oct 22	20.80	22.55	46.200	147.500	2.070	2.0730	284.000
8-18	Oct 22	20.30	22.47	45.500	146.775	2.070	2.0450	283.500
8-12	Nov 22	20.87	21.20	45.000	145.000	2.101	2.1000	255.500
8-15	Nov 22	21.28	21.22	45.175	145.000	2.115	2.1270	258.975
8-16	Nov 22	21.65	21.65	45.175	145.525	2.129	2.1700	264.475
8-17	Nov 22	21.46	22.00	45.175	147.025	2.140	2.1590	270.500
8-18	Nov 22	21.00	22.00	44.500	145.775	2.132	2.1190	270.525
8-12	Dec 22	20.62	20.80	44.500	145.250	2.100	2.0970	245.000
8-15	Dec 22	21.10	20.80	44.500	144.750	2.111	2.0500	249.000
8-16	Dec 22	21.28	21.05	44.500	147.000	2.139	2.1510	250.025
8-17	Dec 22	21.22	21.45	45.100	147.000	2.139	2.1420	259.000
8-18	Dec 22	20.85	21.50	44.500	147.000	2.139	2.1240	259.000
8-12	Jan 23	20.17	20.25	45.375	145.500	2.050	2.0570	232.650
8-15	Jan 23	20.68	20.25	45.375	145.400	2.075	2.1100	235.725
8-15	Jan 23	20.75	20.45	45.375	147.000	2.075	2.0980	237.650
8-17	Jan 23	20.57	20.80	45.375	145.700	2.075	2.0610	246.025
8-18	Jan 23	20.41	20.80	44.875	147.000	2.075	2.0800	246.100
8-12	Feb 23	19.90	20.20	45.625	146.525	2.060	2.0300	230.500
8-15	Feb 23	20.21	20.20	45.625	146.525	2.070	2.0750	232.200
8-16	Feb 23	20.35	20.38	45.625	146.975	2.086	2.0560	233.000
8-17	Feb 23	20.40	20.60	45.625	147.000	2.086	2.0560	239.275
8-18	Feb 23	20.12	20.60	44.975	147.000	2.086	2.0490	240.250
8-12	Mar 23	19.90	20.20	46.000	146.350	2.053	2.0340	228.525
8-15	Mar 23	20.10	20.20	46.000	146.350	2.066	2.0450	230.750
8-16	Mar 23	20.27	20.38	46.000	147.000	2.081	2.0560	230.250
8-17	Mar 23	20.20	20.60	46.000	147.025	2.081	2.0560	238.000
8-18	Mar 23	20.10	20.60	46.000	147.025	2.081	2.0400	238.775
8-12	Apr 23	19.75	20.10	45.700	146.525	2.070	2.0290	225.525
8-15	Apr 23	19.87	20.10	45.700	146.525	2.070	2.0290	225.525
8-16	Apr 23	20.10	20.35	45.700	147.000	2.070	2.0450	230.000
8-17	Apr 23	20.11	20.60	45.700	148.000	2.070	2.0500	234.000
8-18	Apr 23	20.05	20.35	45.700	148.000	2.070	2.0400	236.000
8-12	May 23	19.50	19.95	45.975	146.975	2.050	2.0150	225.000
8-15	May 23	19.70	19.95	45.975	146.975	2.050	2.0150	225.000
8-16	May 23	19.93	20.25	45.975	146.975	2.065	2.0350	229.000
8-17	May 23	20.00	20.36	45.975	148.000	2.065	2.0490	232.025
8-18	May 23	20.00	20.36	45.975	148.000	2.065	2.0400	232.025
8-12	June 23	19.55	19.95	47.500	146.800	2.020	2.0180	224.025
8-15	June 23	19.70	19.95	47.500	146.800	2.027	2.0350	224.025
8-16	June 22	19.70	20.15	47.500	146.800	2.040	2.0450	227.000
8-17	June 23	20.00	20.29	47.500	148.025	2.040	2.0530	230.025
8-18	June 23	19.90	20.29	46.975	148.025	2.040	2.0530	230.025
Aug. 18		30,396	13,882	2,917	8,475	769	19,235	10,136

DAIRY PRODUCT SALES

August 17, 2022—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM. *Revised



Week Ending	Aug. 13	Aug. 6	July 30	July 23
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	1.9629	2.0369	2.0879	2.1375
Sales Volume	Pounds			
US	11,602,005	11,591,157	11,827,271	12,322,819
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	2.0649	2.1546	2.2453	2.3360
Adjusted to 38% Moisture				
US	1.9577	2.0426	2.1242	2.2101
Sales Volume	Pounds			
US	14,411,197	13,939,164	13,765,437	14,096,936
Weighted Moisture Content	Percent			
US	34.60	34.60	34.47	34.47
AA Butter				
Weighted Price	Dollars/Pound			
US	3.0254	2.9673*	2.9325	2.9450
Sales Volume	Pounds			
US	3,052,590	3,191,704*	4,763,896	4,270,702
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.4872	0.5348	0.5390	0.5490
Sales Volume	Pounds			
US	5,535,662	3,896,167	4,706,676*	4,868,203*
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.7052	1.7322*	1.7369*	1.7954*
Sales Volume	Pounds			
US	19,673,472	20,694,517*	20,248,825*	18,885,758*

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - AUG. 12: Cheese inventories are available for spot purchasing across all regions. Demand for cheese is softening from both retail and foodservice customers in the Northeast and West. In the Midwest, cheese demands have been varying from week to week, but stakeholders say they have been consistent this week. Some Midwestern cheese contacts say the drop in cheese prices in recent weeks has encouraged some increased purchasing, while others note that sales are seasonally slower.

NORTHEAST - AUG. 17: Cheese makers are running busy schedules, despite seasonal declines in milk production. Some plants are operating below capacity due to staffing shortages. Cheese inventories are sturdy, and some stakeholders say their inventories are growing. Market prices for cheese in the \$1.70s to \$1.80s on the CME have, reportedly, contributed to increased demand from export customers. Stakeholders say increased demand is present from domestic purchasers as well. Despite this increased demand, contacts report retail and foodservice sales are down compared to last year. Some contacts say inflationary price pressures for businesses and consumers are contributing to decreased purchasing.

Wholesale prices, delivered, dollars per/lb:
Cheddar 40-lb block: \$2.2800 - \$2.5675 **Process 5-lb sliced:** \$1.9700 - \$2.4500
Muenster: \$2.2675 - \$2.6175 **Swiss Cuts 10-14 lbs:** \$4.2900 - \$6.6125

MIDWEST AREA - AUG. 17: Cheese makers report sales have improved, as market prices continue to fluctuate. They say the \$2+ market prices may be a bit of a barrier for buyers, but now the same price point is what buyers are trying to avoid as market tones are showing some resilience. Spot milk, despite the summer farm milk output decreases, remains available for producers in the Midwest. Cheese plant downtime, both scheduled and due to unexpected line outages, have kept neighboring plants with more milk than some expected at this point in the season. Barrel inventories are somewhat snug.

Wholesale prices delivered, dollars per/lb:
Blue 5# Loaf : \$2.3225 - \$3.5325 **Mozzarella 5-6#:** \$1.8525 - \$2.9400
Brick 5# Loaf: \$2.0525 - \$2.6200 **Muenster 5#:** \$2.0525 - \$2.6200
Cheddar 40# Block: \$1.7750 - \$2.3175 **Process 5# Loaf:** \$1.8475 - \$2.3150
Monterey Jack 10#: \$2.0275 - \$2.3750 **Swiss 6-9# Cuts:** \$3.8050 - \$3.9075

WEST - AUG. 17: Milk is available for cheese makers to run busy production schedules in the West. Labor shortages and delayed deliveries of production supplies are contributing to some reduced regional production schedules. Export demand for cheese is steady to higher, as contacts say current market prices are favorable to international purchasers. Domestic demand has seen a small uptick this week as spot purchasers have been more willing to pick up loads at current market prices. Despite this uptick, stakeholders say retail and foodservice sales of cheese are below some previously forecasted levels. Some grocery customers in the region say higher prices are causing grocery store shoppers to reduce their cheese use. In foodservice markets, restaurateurs are reducing their operating hours and their menu offerings due to labor shortages, higher input costs, and reduced customer traffic.

Wholesale prices delivered, dollars per/lb: **Monterey Jack 10#:** \$2.1425 - \$2.4175
Cheddar 10# Cuts: \$2.1550 - \$2.3550 **Process 5# Loaf:** \$1.9725 - \$2.1275
Cheddar 40# Block: \$1.9075 - \$2.3975 **Swiss 6-9# Cuts:** \$3.0975 - \$4.5275

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

Variety	Date:	8/17	8/10	Variety	Date:	8/10	8/10
Cheddar Curd		\$2.54	\$2.59	Mild Cheddar		\$2.53	\$2.59
Young Gouda		\$2.35	\$2.39	Mozzarella		\$2.30	\$2.36

FOREIGN -TYPE CHEESE - AUG. 17: European cheese demand patterns are steady and consistent with end-of-summer trends. Retail demand as good, and foodservice orders are strong in the traditional tourist locations. However, in some cases, cheese shoppers are pushing back on the prices of cheese offered, especially in export markets. Oftentimes, manufacturers are not feeling a need to capitulate. Cheese production is steady to lower. Production schedules are as active as tight milk supplies and worker availability allow. Inventories are sufficient to cover most contracted orders, however, some varieties are tight, and cheese buyers are finding their orders getting pushed back in some cases.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.1375 - 3.6250
Gorgonzola:	\$3.6900 - 5.7400	\$2.6450 - 3.3625
Parmesan (Italy):	0	\$3.5250 - 5.6150
Romano (Cows Milk):	0	\$3.3275 - 5.4825
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	\$4.3250 - 4.6500
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

NDM PRODUCTS - AUGUST 18

NDM - CENTRAL: Low/medium heat NDM prices moved noticeably lower. There are a few factors putting downward pressure on markets, from decreased activity into Mexican markets and fiscal year-end clearances. Producers are much less hesitant to move volumes in the \$1.40s and \$1.50s than they were two weeks ago. Condensed skim remains accessible for processing. That said, there have been some issues with moving condensed skim from limited trucks to loads getting too warm for grade A processing. High heat NDM prices moved lower, as well. Throughout most of the year, high heat NDM availability has been scarce.

NDM - WEST: Prices for low/medium heat NDM continued moving in a downward trend. Both ends of the range and mostly price series for low/medium heat NDM slid

lower. Spot inventories of low/medium heat NDM are available, and some contacts suggest recent lower prices may be to free up warehouse space. Stakeholders say prices dropping into the \$1.40s have enticed some domestic customers to increase their purchasing. International demand is steady, although contacts report continued disinterest from purchaser in Mexico.

NDM - EAST: Eastern low/medium heat NDM prices trended lower again this week. Trading in the East was quite a bit slower than spot trading in the Midwest. End users are in a wait-and-see mode right now, as markets have clearly been under a bearish cloud in recent weeks. Processing is somewhat active. Condensed skim availability, despite continued issues with hauling and employee numbers, has kept processing

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads are up 12 percent and organic ads are up 7 percent. Milkfat-based dairy ads are leading the way, as conventional ice cream, in 48- to 64-ounce containers, is once again the top advertised dairy item. The national average price for conventional ice cream in 48- to 64-ounce containers is \$3.39, down 9 cents. Conventional butter in 16-ounce packages had 63 percent more ads and price of \$4.79, up \$1.12 from last week.

The number of total conventional cheese ads declined 16 percent. Conventional cheese in 8-ounce shred packages is the most advertised cheese item, followed closely by conventional 8-ounce cheese blocks. The national average advertised price for 8-ounce cheese shreds is \$2.50, down 18 cents. The average price for the 8-ounce cheese blocks is \$2.41, down 22 cents from the past week. There were no organic cheese ads this week.

Conventional yogurt ad numbers increased 19 percent, but organic yogurt ads declined 59 percent. Conventional Greek yogurt in 4-6-ounce containers is the most advertised yogurt item this week. Conventional milk ads grew 182 percent and organic ads rose by 27 percent.

RETAIL PRICES - CONVENTIONAL DAIRY - AUGUST 19

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	4.79	4.74	5.18	4.09	3.99	3.98	4.73
Cheese 8 oz block	2.41	2.51	2.47	2.20	2.23	2.34	2.04
Cheese 1# block	4.71	3.99	4.49	3.49	NA	5.98	NA
Cheese 2# block	6.97	NA	NA	8.88	4.99	7.49	NA
Cheese 8 oz shred	2.50	2.54	2.41	2.32	2.38	2.60	2.14
Cheese 1# shred	4.25	3.98	4.49	3.49	NA	4.40	3.98
Cottage Cheese	2.22	2.28	2.06	1.99	2.59	1.98	2.79
Cream Cheese	2.17	1.99	1.99	2.20	2.99	2.43	2.13
Flavored Milk ½ gallon	1.93	1.86	NA	2.47	NA	1.76	1.61
Flavored Milk gallon	3.27	3.12	NA	4.49	NA	2.84	3.12
Ice Cream 48-64 oz	3.39	3.52	3.24	3.14	3.98	3.38	2.93
Milk ½ gallon	2.31	2.42	NA	1.84	2.49	1.76	2.20
Milk gallon	3.59	3.72	NA	2.58	2.80	2.84	3.72
Sour Cream 16 oz	2.15	2.23	2.04	2.19	1.99	1.96	1.94
Yogurt (Greek) 4-6 oz	1.08	1.08	1.04	1.08	1.16	.99	1.25
Yogurt (Greek) 32 oz	4.42	3.97	4.85	5.69	5.09	3.54	3.54
Yogurt 4-6 oz	.61	.62	.55	.65	.60	.51	.62
Yogurt 32 oz	2.59	2.71	2.72	2.41	2.33	2.62	2.27

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

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:	Greek Yogurt 4-6 oz:	NA
Butter 1 lb:	\$7.76	\$5.99
Ice Cream 48-64 oz:	NA	\$2.39
Cheese 8 oz block:	NA	\$4.21
Cottage Cheese 16 oz:	NA	\$5.70
Yogurt 4-6 oz:	\$3.00	NA
Yogurt 32 oz:	\$4.29	NA

WHOLESALE BUTTER MARKETS - AUGUST 17

NATIONAL: Cream supplies are tightening across the US. In the Northeast and West, high temperatures are contributing to reduced milk output and cream volumes. Some butter makers in the Northeast and West say higher cream multiples have made selling cream more advantageous than churning.

WEST: Demand for cream is strong, and cream availability continues to tighten. Contacts report high seasonal temperatures are contributing to a decline in milk production and cream availability. Ice cream makers continue to purchase loads of cream for production, though some contacts expect some of this demand will melt away in the coming weeks. Butter makers are utilizing cream to run busy production schedules. Some plant managers say they are having difficulty finding available tankers; this is delaying some loads of cream and has contributed to unplanned down time. Stakeholders say that Labor Day and back to school sales are contributing to a small uptick in retail and foodservice sales. Bulk butter demand is steady. Spot purchasers say inventories are available, but concerns about availability in the coming months are helping to maintain current butter prices. Bulk butter overages range from 4.0 to 17.0 cents above the CME market value.

CENTRAL: Butter plant managers say micro-fixing rates have shifted up, as cream supplies have noticeably tightened in recent weeks. Spot cream has moved out of the range for profitable returns, even as butter prices hover around the \$3/lb mark. Some suggest spot cream availability may not improve until Labor Day, if then. Contacts say foodservice and retail buyers are not getting too far ahead of their stocks at current pricing, but as butter market tones have shown few signs of depreciating, buyers may have to pay up in coming months if buying on a hand-to-mouth basis. Ergo, contacts suggest market tones could remain bullish for the near- and mid-term.

NORTHEAST: Eastern butter supplies remain tight, but adequate to meet most immediate buyer needs. Demand is steady. Although the upswing in bottling activity has pumped more cream into manufacturing channels, Class II and some extended shelf-life products are pulling heavily on cream supplies. The increased demand for cream has pushed cream multiples up from the previous weeks, and some butter makers are selling the cream to take advantage of elevated prices. As a result, butter production is a bit more restrained.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
08/15/22	39,734	79,767
08/01/22	56,430	79,430
Change	-16,696	337
Percent Change	-30	0

CME CASH PRICES - AUGUST 15 - 19, 2022

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY August 15	\$1.9475 (+6)	\$1.8900 (+4½)	\$2.9850 (+5)	\$1.5175 (NC)	\$0.4450 (NC)
TUESDAY August 16	\$1.9475 (NC)	\$1.8900 (NC)	\$2.9625 (-2¼)	\$1.5275 (+1)	\$0.4500 (+½)
WEDNESDAY August 17	\$1.9475 (NC)	\$1.8775 (-1¼)	\$2.9900 (+2¾)	\$1.5350 (+¾)	\$0.4500 (NC)
THURSDAY August 18	\$1.9475 (NC)	\$1.8775 (NC)	\$2.9550 (-3½)	\$1.5200 (-1½)	\$0.4500 (NC)
FRIDAY August 19	\$1.8950 (-5¼)	\$1.8200 (-5¾)	\$2.9400 (-1½)	\$1.5200 (NC)	\$0.4500 (NC)
Week's AVG \$ Change	\$1.9370 (+0.0630)	\$1.8710 (+0.0490)	\$2.9665 (+0.0040)	\$1.5240 (+0.0295)	\$0.4490 (+0.0070)
Last Week's AVG	\$1.8740	\$1.8220	\$2.9625	\$1.4945	\$0.4420
2021 AVG Same Week	\$1.4930	\$1.7505	\$1.6820	\$1.2545	\$0.5250

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Three cars of blocks were sold Monday, the last at \$1.8900, which set the price. There was no block market activity at all on Tuesday. Wednesday's block market activity was limited to an uncovered offer of 1 car at \$1.8775, which lowered the price. On Thursday, the only block market activity was an uncovered offer of 1 car at \$1.9500, which left the price unchanged at \$1.8775. Friday's block market activity was limited to an uncovered offer of 1 car at \$1.8200, which dropped the price. The barrel price increased Monday on a sale at \$1.9475, then fell Friday on a sale at \$1.8950.

Butter Comment: The price rose Monday on a sale at \$2.9850, fell Tuesday on a sale at \$2.9625, increased Wednesday on a sale at \$2.9900, declined Thursday on a sale at \$2.9550, and fell Friday on a sale at \$2.9400. 48 carloads of butter were traded this week at the CME.

Nonfat Dry Milk Comment: The price increased Tuesday on a sale at \$1.5275, rose Wednesday on a sale at \$1.5350, then fell Thursday on an uncovered offer at \$1.5200.

Dry Whey Comment: The price rose Tuesday on a sale at 45.0 cents.

WHEY MARKETS - AUGUST 15 - 19, 2022

RELEASE DATE - AUGUST 18, 2022

Animal Feed Whey—Central: Milk Replacer:	.3500 (-4) – .3900 (-3)
Buttermilk Powder:	
Central & East:	1.8600 (NC) – 1.9400 (-3) West: 1.7625 (-1¼) – 1.9200 (NC)
Mostly:	1.8000 (-2) – 1.8900 (NC)
Casein: Rennet:	5.4500 (NC) – 5.7800 (NC) Acid: 6.7000 (NC) – 7.2000 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.3900 (NC) – .5300 (+3) Mostly: .4400 (NC) – .4600 (NC)
Dry Whey—West (Edible):	
Nonhygroscopic:	.3900 (+1) – .5950 (-½) Mostly: .4400 (NC) – .5400 (+1)
Dry Whey—NorthEast:	.4250 (-½) – .5600 (-1)
Lactose—Central and West:	
Edible:	.3800 (+2) – .5700 (NC) Mostly: .4100 (NC) – .5000 (NC)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat:	1.4250 (-12½) – 1.5850 (-15½) Mostly: 1.5400 (-6) – 1.5700 (-8)
High Heat:	1.6900 (-1) – 1.7700 (-12¾)
Nonfat Dry Milk —Western:	
Low/Medium Heat:	1.4250 (-11) – 1.6300 (-2) Mostly: 1.4450 (-10½) – 1.5350 (-8½)
High Heat:	1.5850 (-9) – 1.7500 (NC)
Whey Protein Concentrate—34% Protein:	
Central & West:	1.3000 (NC) – 2.0000 (-1) Mostly: 1.7000 (NC) – 1.9150 (NC)
Whole Milk—National:	2.1000 (NC) – 2.5000 (NC)

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

HISTORICAL MONTHLY AVG BUTTER PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.1096	1.1097	1.1770	1.2050	1.2526	1.2235	1.2349	1.2000	1.2199	1.2830	1.5008	1.3968
'10	1.3950	1.3560	1.4641	1.5460	1.5896	1.6380	1.7787	1.9900	2.2262	2.1895	1.9295	1.6327
'11	2.0345	2.0622	2.0863	1.9970	2.0724	2.1077	2.0443	2.0882	1.8724	1.8295	1.7356	1.6119
'12	1.5077	1.4273	1.4895	1.4136	1.3531	1.4774	1.5831	1.7687	1.8803	1.9086	1.7910	1.4848
'13	1.4933	1.5713	1.6241	1.7197	1.5997	1.5105	1.4751	1.4013	1.5233	1.5267	1.6126	1.5963
'14	1.7756	1.8047	1.9145	1.9357	2.1713	2.2630	2.4624	2.5913	2.9740	2.3184	1.9968	1.7633
'15	1.5714	1.7293	1.7166	1.7937	1.9309	1.9065	1.9056	2.1542	2.6690	2.4757	2.8779	2.3318
'16	2.1214	2.0840	1.9605	2.0563	2.0554	2.2640	2.2731	2.1776	1.9950	1.8239	1.9899	2.1763
'17	2.2393	2.1534	2.1392	2.0992	2.2684	2.5688	2.6195	2.6473	2.4370	2.3293	2.2244	2.2078
'18	2.1587	2.1211	2.2011	2.3145	2.3751	2.3270	2.2361	2.3009	2.2545	2.2600	2.2480	2.2071
'19	2.2481	2.2659	2.2773	2.2635	2.3366	2.3884	2.3897	2.2942	2.1690	2.1071	2.0495	1.9736
'20	1.8813	1.7913	1.7235	1.1999	1.4710	1.8291	1.6925	1.5038	1.5163	1.4550	1.3941	1.4806
'21	1.3496	1.3859	1.7153	1.8267	1.8124	1.7758	1.6912	1.6815	1.7756	1.8002	1.9714	2.1536
'22	2.7203	2.6196	2.7346	2.7169	2.7514	2.9546	2.9506					

Global Dairy Trade Price Index Falls 2.9%; 3 Of 5 Product Prices Rise

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 2.9 percent from the previous auction, held two weeks ago.

Results from this week's auction, with the previous auction, were:

Cheddar cheese: The average winning price was \$5,005 per metric ton (\$2.27 per pound), up 4.2 percent. Average winning prices were: Contract 1 (Sept), \$5,101 per ton, up 3.0 percent; Contract 2 (Oct), \$5,030 per ton, up 4.0 percent; Contract 3 (Nov), \$4,949 per ton, up 3.1 percent; Contract 4 (Dec), \$4,921 per ton, up 4.1 percent; Contract 5 (Jan 2023), \$5,124 per ton, up 6.2 percent; and Contract 6 (Feb 2023), \$5,138 per ton, up 6.9 percent.

Skim milk powder: The average winning price was \$3,524 per ton (\$1.60 per pound), up 0.1 percent. Average winning prices were: Contract 1, \$3,589 per ton, up 1.7 percent; Contract 2, \$3,498 per ton, down 0.6 percent; Contract 3, \$3,525 per ton, down 0.2 percent; Contract 4, \$3,527 per ton, down 0.3 percent; and Contract 5, \$3,582 per ton, up 2.4 percent.

Whole milk powder: The average winning price was \$3,417 per

ton (\$1.55 per pound), down 3.5 percent. Average winning prices were: Contract 1, \$3,406 per ton, down 3.5 percent; Contract 2, \$3,409 per ton, down 4.0 percent; Contract 3, \$3,428 per ton, down 3.1 percent; Contract 4, \$3,432 per ton, down 3.0 percent; and Contract 5, \$3,435 per ton, down 3.3 percent.

Butter: The average winning price was \$5,204 per ton (\$2.36 per pound), up 0.2 percent. Average winning prices were: Contract 1, \$5,290 per ton, up 0.8 percent; Contract 2, \$5,207 per ton, down 0.1 percent; Contract 3, \$5,201 per ton, up 0.4 percent; Contract 4, \$5,155 per ton, down 0.1 percent; Contract 5, \$5,180 per ton, unchanged; and Contract 6, \$5,145 per ton, up 0.3 percent.

Anhydrous milkfat: The average winning price was \$4,990 per ton (\$2.26 per pound), down 9.8 percent. Average winning prices were: Contract 1, \$5,059 per ton, down 11.4 percent; Contract 2, \$4,911 per ton, down 11.0 percent; Contract 3, \$4,920 per ton, down 10.9 percent; Contract 4, \$5,105 per ton, down 6.1 percent; Contract 5, \$5,179 per ton, down 6.1 percent; and Contract 6, \$5,139 per ton, down 7.2 percent.



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