



# CHEESE REPORTER

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## USDA Establishes \$400 Million Program To Boost Dairy Donations

### Unlike In Milk Donation Program, Eligible Dairy Entities Don't Need To Be Regulated By FMMO

Washington—Deputy US Secretary of Agriculture Jewel Bronaugh on Wednesday announced the establishment of a \$400 million Dairy Donation Program (DDP) on a call with US Sen. Debbie Stabenow (D-MI), who chairs the Senate Agriculture Committee.

Under the DPP, eligible dairy organizations that incur a qualified expense related to certain dairy product donations may apply for and receive reimbursements for those donations.

The DPP is intended to facilitate the donation of eligible dairy products and minimize food waste, according to an interim final rule due to be published in the *Federal Register* in the near future (the document posted by USDA is not the official version of the interim final rule, the agency noted).

The DDP is an additional dairy donation program that overlays on existing USDA dairy donation activities, such as the Milk Donation Reimbursement Program (MDRP), which was estab-

lished under the 2018 farm bill to facilitate the donation of fluid milk products and avoid food waste. The MDRP was funded for \$9 million in fiscal year 2019 and \$5 million per fiscal year thereafter.

DDP eligibility is open to eligible dairy organizations (EDOs), defined as dairy farmers (either individually or as part of a cooperative) or dairy processors that meet the following conditions: account to a federal milk marketing order (FMMO) marketwide pool; and incur a qualified expense.

The DDP authorizing statute adopts the EDO definition contained in the statute establishing the MDRP.

When USDA's Agricultural Marketing Service (AMS) issued the final rule for the MDRP, it interpreted the statutory language, "account to a FMMO marketwide pool", to apply to entities that are regulated by, and therefore file reports with, a FMMO.

Participation in the MDRP has been limited, partly due to

the requirement to be regulated, USDA noted.

In reviewing Congress's intent to encourage dairy product donation across the US, AMS has determined the interpretation of "account to" requiring regulation by a FMMO is too narrow; instead, an EDO could "account to" a FMMO marketwide pool by filing a report with a FMMO office.

Consequently, USDA's interim final rule revises the definition of "eligible dairy organization" for MDRP by removing the requirement that the EDO be regulated under a FMMO. It also adopts the same definition for the DDP.

The report the EDO files to "account to" a FMMO marketwide pool will list the fresh fluid products and/or bulk dairy commodity products purchased and how they were utilized to produce donated eligible dairy products. EDOs can contact their local FMMO office or access the DDP website to determine the applicable FMMO office where the report should be filed.

Since EDOs may not know they will be donating product during

• See **Dairy Donations**, p. 10

## Lactalis Unseats Nestle As World's Largest Dairy Firm

Utrecht, Netherlands—Privately held Lactalis of France has unseated long-time industry giant Nestle as the world's largest dairy company, according to Mary Ledman, global dairy strategist for Rabobank.

Rabobank's annual *Global Dairy Top 20* report shows that the combined turnover of the top 20 dairy industry leaders fell by just 0.1 percent in US dollar terms, following the prior year's 1.8 percent gain. In euro terms, the combined turnover declined by 1.9 percent.

Merger and acquisition activity slowed in 2020, with approximately 80 announced deals versus 2019's 105, the report noted. Activity has picked up in 2021, with over 50 deals announced through mid-year.

Turnover data in the report is predominately dairy sales, based on 2020 financials and merger and acquisition transactions completed between Jan. 1 and June 30, 2021.

Pending mergers/acquisitions not incorporated include Kraft Heinz's sale of its US natural cheese business to Lactalis, Groupe Bel's sale of the Royal Bel Leerdammer, Bel Italia, Bel Deutschland, and Bel Shostka Ukraine to Lactalis, Fonterra's sale of DPA Brazil and China Farms, Danone's sale of its 9.8 percent stake in Mengniu, Sodiaal's acquisition of the European Yoplait operations, and FrieslandCampina's disposal of Campina LLC (Russia-based

• See **Global Dairy Top 20**, p. 11

## USDA Analyzing Whether Proposed Exemption Of Small Class I Handlers Would Impact Prices

Washington—The US Department of Agriculture (USDA) is currently analyzing whether a proposal to increase the exemption level for small Class I milk handlers would directly impact the uniform or blend price in federal milk marketing orders, according to Dana H. Coale, deputy administrator, USDA-AMS-Dairy Program.

Last month, USDA had received a petition from Lamers Dairy, Inc., Appleton, WI, to amend the exempt plant definition in federal orders. Specifically, the petition seeks to increase the exemption-level for plants with fluid milk product sales of 150,000 pounds of

• See **Class I Exemption**, p. 9

## Whey-Based Dairy Ingredients Used In Food Fell In 2020, Feed Use Increased

Elmhurst, IL—The whey-based dairy ingredients reported as being used domestically in human foods in 2020 totaled 1.54 billion pounds, down 20.9 percent from 2019, while whey-based dairy ingredients reported sold domestically for use in animal feed totaled 394.5 million pounds, up 11.6 percent from 2019, according to the American Dairy Products Institute's recently released *2020 Dairy Products Utilization & Production Trends* report.

Each year, ADPI collects market data from its member and other dairy industry participants on ways in which the whey-based and milk-based dairy ingredients they distribute are used.

Total USDA-reported production of whey-based dairy ingredients last year was 3.74 billion pounds (including 922.6 million

pounds of whey permeate), down 5.0 percent from 2019.

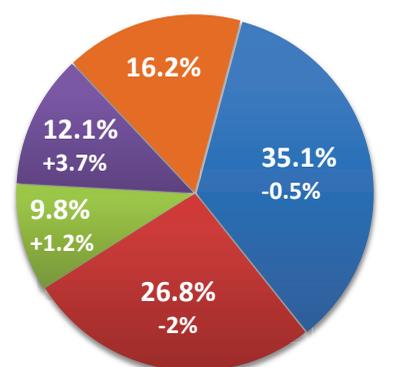
Dry whey production in 2020 totaled 951 million pounds, down 2.7 percent from 2019. Domestic dry whey utilization totaled 466.2 million pounds, down 25.3 percent from 2019. Exports totaled 472.1 million pounds, up 39.5 percent from a year earlier.

The dairy industry remained the primary use of dry whey last year, utilizing 190.3 million pounds, down 18.4 percent from 2019. Other key uses of dry whey in 2020, with comparisons to 2019, were: prepared dry mixes and dry blends, 51.1 million pounds, down 27.5 percent; baking industry, 18.1 million pounds, down 36.9 percent; confectionery industry, 14.9 million pounds,

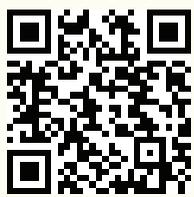
• See **Dairy Ingredients**, p. 6

## Lactose Utilization

Source:ADPI  
2020 Total & % Change from 2019



- Confectionery
- Infant Formulas
- Prepared Dry Mixes & Dry Blends
- Dairy Industry
- Other



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2810 Crossroads Drive, Suite 3000  
Madison, WI 53718-7972  
(608) 246-8430 • Fax (608) 246-8431  
<http://www.cheesereporter.com>

DICK GROVES  
Publisher/Editor

e-mail: [dgroves@cheesereporter.com](mailto:dgroves@cheesereporter.com)  
608-316-3791

MOIRA CROWLEY  
Specialty Cheese Editor  
e-mail: [mcrowley@cheesereporter.com](mailto:mcrowley@cheesereporter.com)  
608-316-3793

KEVIN THOME  
Advertising & Marketing Director  
e-mail: [kthome@cheesereporter.com](mailto:kthome@cheesereporter.com)  
608-316-3792

BETTY MERKES  
Classifieds/Circulation Manager  
e-mail: [info@cheesereporter.com](mailto:info@cheesereporter.com)  
608-316-3790

REGULAR CONTRIBUTORS:  
Jen Pino-Gallagher, Bob Cropp, Brandis Wasvick, Dan Strongin, John Umhoefer  
You can e-mail our contributors at:  
[contributors@cheesereporter.com](mailto:contributors@cheesereporter.com)

The Cheese Reporter is the official publication of the following associations:

**California Cheese & Butter Association**  
Lisa Waters,  
1011 Pebble Beach Dr, Clayton, CA 94517

**Central Wisconsin Cheesemakers' and Buttermakers' Association**  
Jim Mildbrand  
[jim.mildbrand@gmail.com](mailto:jim.mildbrand@gmail.com)

**Cheese Importers Association of America**  
204 E St. NE, Washington, DC 20002

**Eastern Wisconsin Cheesemakers' and Buttermakers' Association**  
Barb Henning, Henning's Cheese  
21812 Ucker Road, Kiel, WI 53042

**International Dairy-Deli-Bakery Association**  
8317 Elderberry Road, Madison, WI 53717

**Missouri Butter & Cheese Institute**  
Terry S. Long, 19107 Factory Creek Road,  
Jamestown, MO 65046

**Nebraska Cheese Association**  
Ed Price, Fremont, NE 68025

**New York State Cheese Manufacturer's Assn**  
Kathryn Boor, 11 Stocking Hall,  
Cornell University, Ithaca, NY 14853

**North Central Cheese Industries Assn**  
Lloyd Metzger, SDSU, Box 2104,  
Brookings, SD 57007

**North Dakota Cheese Makers' Assn**  
Chuck Knetter, Medina, ND 58467

**Ohio Swiss Cheese Association**  
Lois Miller, P.O. Box 445,  
Sugar Creek, OH 44681

**South Dakota State Dairy Association**  
Howard Bonnemann, SDSU, Box 2104,  
Brookings, SD 57007

**Southwestern Wisconsin Cheese Makers' Association**  
Ben Workman, Edelweiss Creamery LLC,  
W6117 Cty Hwy C, Monticello, WI 53566

**Wisconsin Association for Food Protection**  
Bob Wills  
PO Box 620705, Middleton WI 53562

**Wisconsin Cheese Makers' Association**  
John Umhoefer, 5117 W. Terrace Dr.,  
Suite 402, Madison, WI 53718

**Wisconsin Dairy Products Association**  
Brad Legreid, 8383 Greenway Blvd.,  
Middleton, WI 53562

## EDITORIAL COMMENT



**DICK GROVES**

Publisher / Editor  
Cheese Reporter  
e: [dgroves@cheesereporter.com](mailto:dgroves@cheesereporter.com)  
tw: @cheesereporter

### Celebrate World Plant Milk Day? No, Thanks

Last week, a company called Better Than Milk® put out a news release inviting consumers to join the company in celebrating World Plant Milk Day (which was Sunday, Aug. 22). Folks were invited to celebrate World Plant Milk Day by joining Better Than Milk's "7-Day Better Than Milk Plant-Based Challenge."

We did not, in fact, celebrate World Plant Milk Day, which, according to its website ([worldplantmilkday.com](http://worldplantmilkday.com)), is "an international day that celebrates plant-based alternatives to dairy milk."

But we did take a little time to learn more about Better Than Milk, the company that invited consumers to celebrate World Plant Milk Day.

For starters, the company's name is certainly intriguing, from a dairy perspective. After all, milk for years has been touted as nature's most perfect food. Do Better Than Milk's products actually improve on milk's perfection?

According to Better Than Milk's website ([drinkbetterthanmilk.com](http://drinkbetterthanmilk.com)), Better Than Milk plant-based beverages don't contain any of the following: dairy, lactose, gluten, soy, sulfites, artificial flavors, carrageenan, or cholesterol.

So, what do these plant-based beverages contain? The company's Organic Almond Drink contains the following ingredients: spring water, organic ground almonds, organic cane sugar, and organic locust bean gum. And Better Than Milk's Organic Rice Drink + Calcium contains spring water, organic rice, organic sunflower oil, organic safflower oil, seaweed, and sea salt.

Interestingly, the spring water is Italian, and the company's entire product line (consisting of Organic Almond Drink, Organic Oat Drink, Unsweetened Organic Almond Drink, Organic Rice Drink + Calcium, and Organic Rice Drink Hazelnut) is produced in Italy.

So when it comes to ingredients, it would appear that cow's milk has the advantage; whole milk's ingredients include nothing more than milk and Vitamin D3.

What about from a nutritional standpoint? What do Better Than Milk's products have to offer in that department?

That varies somewhat from product to product. Starting at the top of the list on Better Than Milk's website, Organic Almond Drink contains 80 calories per eight-ounce serving, while the unsweetened Organic Almond Drink contains 50 calories per serving, the Organic Rice Drink + Calcium contains 150 calories per serving, and the Organic Rice Drink Hazelnut contains 180 calories per serving.

Whole milk contains 150 calories, while milks with less or no fat contain less calories. So for consumers really trying to count calories, Better Than Milk has a couple of products with less calories than regular milk, a couple of products with similar calories, and one with more calories.

Scrolling down the Nutrition Facts panel, we couldn't help but notice that at least one of the Better Than Milk products contains zero grams of protein per serving (that's the Organic Rice Drink + Calcium), while the product line's protein content peaks at two grams per serving.

Regular cow's milk, meanwhile, contains eight or nine grams of protein per eight-ounce serving.

Thus, consumers who meet the Dietary Guidelines recommendation of three servings of dairy per day could get a minimum of 24 grams of protein from three eight-ounce glasses of milk, but could end up with as little as zero grams of protein or as much as six grams of protein by consuming three eight-ounce glasses of Better Than Milk's products.

As noted, one of Better Than Milk's products is called Rice Drink + Calcium, and as the name

...Better Than Milk's product lineup from a nutritional perspective, and frankly, it's difficult if not impossible to figure out how these beverages are better than milk.

implies, this product contains 290 milligrams of calcium per serving, or 20 percent of the Daily Value. The Unsweetened Organic Almond Drink contains 30 milligrams of calcium per serving (2 percent of the Daily Value), while the other three products contain no calcium at all.

Meanwhile, depending on the brand, regular cow's milk contains 290 or more milligrams of calcium per serving, providing 20 to 25 percent of the Daily Value.

Potassium has emerged as a nutrient of concern in recent years, and none of the Better Than Milk products contains any potassium. Cow's milk contains over 300 milligrams of potassium per serving, or 8 percent of the Daily Value.

So that's a limited look at Better Than Milk's product lineup from a nutritional perspective, and frankly, it's difficult if not impossible to figure out how these beverages are better than milk. Granted, they don't contain any cholesterol, but most experts no longer consider cholesterol to be a nutrient of concern for overconsumption.

And yes, Better Than Milk's products don't contain any saturated fat (with the exception of the Organic Oat Drink, which contains one gram per serving), but recent research is finding some interesting nutritional benefits with certain saturated fats, including those in milkfat.

Better Than Milk says it cares a lot about our planet, which is why the brand is heavily promoting World Plant Milk Day alongside Instagram influencer Heather Montane in a seven-day Better Than Milk Plant-Based Challenge. By joining the challenge, the company said fans "will help raise national awareness about the benefits of switching from a dairy-based milk to a plant-based milk, both from an environmental and nutrition perspective."

Just from a nutritional perspective, we're hard-pressed to figure out what those benefits are.

## Restaurant Groups Urge Congress To Replenish Revitalization Fund

Washington—The National Restaurant Association and its state restaurant association partners this week urged House and Senate leaders to swiftly replenish the Restaurant Revitalization Fund (RRF).

In an Aug. 24 letter to congressional leaders, the Association noted that it has just completed a national survey of customers to assess the state of the industry amid the rise of the delta variant of the coronavirus.

“We concluded that a majority of consumers have changed their dining behavior in a manner that is beginning to put acute pressure back on the restaurant industry,” the letter said. “This development comes on top of food and labor costs that are increasing at their fastest pace in several years, continued indoor capacity limits in 11 states, and crushing long-term debt loads for countless restaurant owners.”

Specifically, the Association’s survey found that:

- 19 percent of adults have stopped going out to restaurants, while 9 percent cancelled existing plans to go out to a restaurant in recent weeks.

- 37 percent of adults said they ordered takeout or delivery instead of going out to a restaurant, while 19 percent said they chose to sit outside instead of inside when going out to a restaurant. These changes indicate declining consumer confidence that will make it more difficult for most restaurant owners to maintain their delicate financial stability, the Association said.

The Restaurant Revitalization Fund has been “a lifeline” for many restaurant owners, but it was only able to fund roughly one in three applications, “leaving 177,000 restaurants in communities across the country without desperately needed stability,” the letter stated. “The rise of coronavirus variants like delta threatens to push these restaurants closer to permanent closure.

“The RRF was funded as emergency spending to preserve an industry uniquely vulnerable to the government response to the pandemic,” the letter continued. “It has proven its effectiveness in every state, saving restaurants, workers, and the suppliers who depend on their business.”

The National Restaurant Association and its state restaurant association partners urged Congress to “complete the mission of the RRF and provide adequate funds to replenish the program and offer relief for the 177,000 applications still pending. The small gains that our industry has made toward

financial security are in danger of being wiped out, dashing the hopes of communities, entrepreneurs, and consumers nationwide.”

The US Small Business Administration (SBA) opened applications for the Restaurant Revitalization Fund on May 3, 2021. The fund provided \$28.6 billion in direct relief funds to restaurants and other hard-hit food establishments.

As of June 30, the Restaurant Revitalization Fund program had received more than 278,000 submitted eligible applications representing over \$72.2 billion in requested funds. The program closed last month.

The bipartisan, bicameral Restaurant Revitalization Fund Replenishment Act, which would replenish the Restaurant Revitalization Fund with \$60 billion in additional funds for restaurants hurt by the pandemic, was introduced in both the House and Senate more than two months ago, but has yet to gain final passage and be signed into law.

The legislation would not only cover all existing applications but also allow the Small Business Administration to continue its outreach to hard-to-reach businesses and communities.

“While it appears that our work to prioritize restaurants most in need was successful in the first round, the extraordinary demand for the Restaurant Revitalization Fund shows that many more busi-

nesses still desperately need help,” said US Rep. Earl Blumenauer (D-OR), one of the bill’s sponsors in the House. “We must work quickly to replenish this critical relief program and ensure all local restaurants get the support needed to keep their doors open, pay their staff, and support the industry’s trillion-dollar supply chain that impacts every sector of our economy.”

“The Restaurant Revitalization Fund provided a lifeline for America’s small and independent restaurants,” said US Sen. Roger Wicker (R-MS), one of the bill’s Senate sponsors. “Our restaurants are now beginning to recover from a year of lost revenue, but many establishments are still hurting and have not been able to access aid for which they are eligible.”



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## USDA Proposes To Remove Nonorganic WPC From List Of Allowed Substances In Organics

Washington—USDA's Agricultural Marketing Service (AMS) this week proposed the removal from the National List of Allowed and Prohibited Substances (National List) of several substances currently allowed, including whey protein concentrate.

The effect of this action is that only organic forms of whey protein concentrate would be allowed in organic handling, AMS explained.

The National Organic Standards Board (NOSB) reviews each substance on the National List every five years as part of a process called sunset review. Established in the Organic Foods Production Act, sunset review requires the NOSB to reconsider any information about the substance to determine if it continues to meet requirements to remain on the National List.

If the NOSB determines a substance no longer meets the required criteria and two-thirds of the Board votes to recommend its removal, USDA may initiate rulemaking to remove the substance from the National List.

Whey protein concentrate was added to the National List effective

June 21, 2007, and was renewed through two sunset reviews. The 2007 rulemaking was initiated by an NOSB recommendation made at the March 2007 NOSB meeting for the addition of WPC to the National List for organic production only when an organic version is not commercially available.

After the fall 2015 meeting, the NOSB recommended removal of WPC from the National List, but this recommendation was not finalized by AMS because public comment asserted that WPC was essential to organic processed products, and there was no commercially available organic WPC.

During the 2020 sunset review, the NOSB received many comments supporting the removal of WPC due to the availability of organic versions. The NOSB cited several commenters who demonstrated that they produce a robust supply of organic WPC in several forms and sell excess to the conventional market.

A comment noted that the international supply chain of organic whey-based products is also robust. Further comment from

at least one certifier indicated that none of their operations are using nonorganic WPC.

Based on this, the NOSB determined that there are alternatives to nonorganic WPC and recommended the removal of this substance from the National List.

AMS said it agrees with the NOSB recommendation. A search in the Organic Integrity Database for "whey protein concentrate" shows 22 operations with some form of certified organic WPC. The NOSB also received comments stating that there is a substantial supply of all forms of organic WPC and cited the diversion of some quantity to the conventional market as evidence that there is enough supply to meet the demand for organic WPC.

Given the comments submitted to the NOSB outlining the lack of use and stated abundance of supply, nonorganic WPC appears to no longer meet the requirements for inclusion on the National List and, as such, AMS is proposing the removal of nonorganic WPC from the National List.

Comments are being accepted on this proposal until Oct. 25. They may be submitted at [www.regulations.gov](http://www.regulations.gov); the document number is AMS-NOP-19-0106.

## FROM OUR ARCHIVES

### 50 YEARS AGO

**Aug. 27, 1971: St. Paul, MN**—Albin Hertzog of the Pure Milk Company, Winsted, took top honors in the Cheddar division of the Minnesota State Fair Cheese & Butter Contest. In the Miscellaneous category, all three top finishers were Blue cheese entries from Treasure Cave in Faribault.

**Chicago**—Fifteen dairy marketing specialists have been invited to serve as the first members of the new United Dairy Industry Association's advisory board. Dairy farmer Glenn Lake of North Branch, MI, will serve as chairman of the new group.

### 25 YEARS AGO

**Aug. 30, 1996: Washington**—A permanent injunction signed this week in US District Court effectively ends Vermont's mandatory, controversial BST/BGH labeling laws, IDFA announced this week. The decision makes it less likely that Vermont or other states could succeed in passing pending or proposed mandatory BST/BGH labeling laws.

**New York**—Marketers' enthusiasm for lowfat and nonfat foods is flagging, some food industry observers noted, despite the record number of such products set to launch in the coming year. Cheese is among the top three categories slated for growth, with nearly half of all cheese products introduced during the first half of 1996 described as fat-free.

### 10 YEARS AGO

**Aug. 26, 2011: Litchfield, MN**—First District Association offered a rare look at its expanded facilities here this week as part of the cooperative's 90th anniversary. The expansion – slated for completion over the next few years – will allow the co-op to process seven million pounds of milk per day, making it one of the largest single plants in the US.

**Montreal, Canada**—Members of the American Cheese Society gathered here for a town hall meeting to discuss how to prepare for imminent food safety regulations and the need to establish a minimum level of competency for cheese manufacturers. A common thread among attendees was the need for greater safety and self-regulation.

## Mycotoxin Test Kits Now Available From Nelson-Jameson

Fast, simple mycotoxin test kits for a variety of agricultural commodities are now available from Nelson-Jameson, Inc. The test kits are available in qualitative (presence/absence) and quantitative (numerical result of detection) format.

Mycotoxins are secondary metabolites of molds, contaminating a wide range of crop plants and fruits, Nelson-Jameson explained. Such contaminated crops are toxic to humans and animals and are

thus a major health issue for consumers.

The AgraStrip® Total Aflatoxin Qualitative Test is a one-step lateral flow immunochromatographic assay that determines the presence of total aflatoxin (B1, B2, G1, and G2) at a specific cutoff level in grains, cereals, and other commodities.

The test has been validated for a variety of food products.

The AgraVision™ Pro Reader is a lateral flow device reader designed specifically for the AgraStrip Pro Test System, and to eliminate common handling errors, the company said.

The system features a shared extraction and dilution procedure, and an intuitive walk-away operation to allow simple testing for

several different mycotoxins in less than 10 minutes.

The AgraStrip Pro WATEX® test system enables the rapid and simple on-site quantification of mycotoxins in a variety of agricultural products.

Both extraction and assay have been streamlined, reducing steps to a bare minimum, while setting new standards in accuracy and usability, Nelson-Jameson said.

Test kits are available in a quantitative format and are used with the AgraVision Pro Reader, to provide objective results and secure consistent results documentation.

For more information, visit [nelsonjameson.com](http://nelsonjameson.com); phone (800) 826-8302; or email [sales@nelsonjameson.com](mailto:sales@nelsonjameson.com).

## PSSI To Acquire Safe Foods Corporation

Kieler, WI—PSSI, a food safety and contract sanitation provider, has signed a definitive agreement to acquire Safe Foods Corporation, North Little Rock, AR, a food safety performance management company and leader in antimicrobial technology.

Safe Foods will remain an independent subsidiary within the PSSI family of companies.

Safe Foods leads in food safety management, with an emphasis on antimicrobial application.

For more information, visit [www.pssi.com](http://www.pssi.com).

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## USDA Awards Contracts For Cheddar, Swiss, String Cheese, Fluid Milk, Butter

**Washington**—The US Department of Agriculture (USDA) on Tuesday announced the awarding of contracts to four companies for Cheddar and Swiss cheese for delivery from Oct. 1 through Dec. 31, 2021.

The purchases included 680,400 pounds of yellow Cheddar chunks, 12/1-pound packages, at a total price of \$1,684,179.00; 672,000 pounds of yellow shredded Cheddar, 6/2-pound packages, at a total price of \$1,624,654.08.

The purchases also included 161,280 pounds of natural Swiss cheese blocks, 12/1-pound packages, at a total price of \$484,380.29; and 579,150 pounds of natural Swiss cheese slices, 6/24-ounce packages, at a total price of \$1,800,283.83.

The total price of the 2,092,830 pounds of cheese was \$5,593,497.19.

Contracts were awarded as follows:

**Gossner Foods:** 161,280 pounds of Swiss cheese blocks and 231,660 pounds of Swiss cheese slices, at a total price of \$1,195,298.50.

**Great Lakes Cheese:** a total of 1,318,800 pounds of Cheddar chunks and shredded Cheddar, at a total price of \$3,223,865.40.

**Miceli Dairy Products Company:** 33,600 pounds of shredded Cheddar, at a total price of \$84,967.68.

**Winona Foods:** 347,490 pounds of natural Swiss slices, at a total price of \$1,089,365.63.

Also on Tuesday, USDA awarded a contract to **Miceli Dairy Products Company** for 226,800 pounds of low moisture part skim Mozzarella String cheese, for a total price of \$655,357.50.

The String cheese was purchased for delivery in November and December 2021, USDA announced.

A total of 264,600 pounds of String cheese was not awarded under this solicitation due to capacity constraints.

Also this week, the US Department of Agriculture announced awards for the purchase of fluid milk under two separate solicitations, both of which sought fluid milk for delivery from Oct. 4 through Dec. 29, 2021.

Under one solicitation, USDA purchased 8,647,200 containers of fluid milk, for a total price of \$18,086,900.01.

The purchase included 554,400 gallons and 340,200 half-gallons of 1 percent milk, 2,062,800 gallons and 2,470,500 half-gallons of 2 percent milk, 36,000 gallons and 40,500 half-gallons of skim milk, and 1,101,600 gallons and 2,041,200 half-gallons of whole milk.

Contracts were awarded as follows:

**Cream-O-Land Dairy:** 418,500 containers of milk, at a total price of \$913,867.83.

**Dairy Farmers of America:** 231,300 containers of milk, at a total price of \$397,170.00.

**Darigold:** 104,400 containers of milk, at a total price of \$240,449.64.

**DFA Dairy Brands Fluid, LLC:** 1,759,500 containers of milk, at a total price of \$3,674,480.72.

**Foster Dairy Farms:** 392,400 containers of milk, at a total price of \$648,612.00.

**GH Dairy:** 475,200 containers of milk, at a total price of \$940,454.46.

**GH Dairy El Paso:** 606,600 containers of milk, at a total price of \$962,559.00.

**Hiland Dairy Foods Company:** 550,800 containers of milk, at a total price of \$1,151,835.48.

**Hollandia Dairy:** 183,600 containers of milk, at a total price of \$378,743.58.

**Milkco, Inc.:** 8,100 containers of milk, at a total price of \$13,473.00.

**New Dairy Opco, LLC:** 2,257,200 containers of milk, at a total price of \$5,185,417.06.

**Prairie Farms Dairy:** 1,162,800 containers of milk, at a total price of \$2,689,534.38.

**Royal Crest Dairy:** 7,200 containers of milk, at a total price of \$19,296.00.

**United Dairy, Inc.:** 441,900 containers of milk, at a total price of \$786,813.37.

**Upstate Niagara Cooperative:** 47,700 containers of milk, at a total price of \$84,193.51.

Under a separate solicitation, the US Department of Agriculture purchased 247,800 containers of fluid milk, for a total price of \$449,463.12.

The purchase included 26,400 gallons and 205,200 half-gallons of 2 percent milk, and 16,200 gallons of whole milk.

Contracts were awarded as follows:

**Dairy Farmers of America:** 39,600 containers of milk, at a total price of \$73,936.80.

**Darigold:** 179,400 containers of milk, at a total price of \$321,127.80.

**HP Hood:** 28,800 containers of milk, at a total price of \$54,398.52.

Today, USDA announced the awarding of contracts to four companies for a total of 9,316,080 pounds of salted print butter in 36/1-pound packages for delivery in October, November and December 2021.

The butter was purchased under the authority of the Section 32 purchase program in support of

USDA domestic food distribution programs.

The price range for the butter was \$1.8980 to \$2.2129 per pound. The total price of the butter was \$19,261,959.84.

No offers were received on 861,840 pounds of butter in 36/1-pound packages, according to USDA.

Contracts were awarded as follows:

**Associated Milk Producers, Inc. (AMPI):** 1,682,640 pounds of butter, at a total price of \$3,654,107.19.

**Challenge Dairy Products:** 5,088,960 pounds of butter, at a total price of \$10,514,448.01.

**Darigold:** 1,436,400 pounds, at a total price of \$2,849,817.60.

**Select Milk Producers:** 1,108,080 pounds, at a total price of \$2,243,587.01.

Earlier this month, the USDA had announced awards for the purchase of 71,820 pounds of salted print butter, 36/1-pound cartons, for a total price of \$148,917.74.

The butter was purchased for delivery in October, November and December 2021, USDA announced.

Contracts were awarded as follows:

**Darigold:** 10,260 pounds of butter, at a total price of \$19,904.40.

**Select Milk Producers:** 61,560 pounds of butter, at a total price of \$129,013.35.

Finally, USDA recently awarded contracts to six companies for a total of 13,223,944.8 pounds of UHT milk and 148,716 pounds of evaporated milk for delivery in October, November and December 2021.

The total price of this milk is \$6,974,040.19.

Contracts were awarded as follows:

**Byrne Dairy:** 464,400 pounds of UHT milk, at a total price of \$206,658.00.

**Diversified Foods, Inc.:** Awarded was 4,072,664.16 pounds of UHT milk, at a total price of \$2,357,512.93.

**Gossner Foods:** 5,513,480.64 pounds of UHT milk was awarded to Gossner, at a total price of \$2,854,907.03.

**Industria Lechera de Puerto Rico:** 38,700 pounds of UHT milk was awarded, at a total price of \$19,350.00.

**JEC Consulting & Trading Company:** 3,134,700 pounds of UHT milk, at a total price of \$1,402,898.28.

**O-AT-KA Milk Products Cooperative:** 148,716 pounds of evaporated milk, at a total price of \$132,714.16.

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## Dairy Ingredients

(Continued from p. 1)

down 40.4 percent; hot cocoa mixes, 13.4 million pounds, down 6.9; and pudding/mousse, 13.1 million pounds, down 36.4 percent.

Production of whey protein concentrate in 2020 totaled 477.6 million pounds, down 2.7 percent from 2019. Domestic WPC utilization totaled 206.7 million pounds, down 27.4 percent from 2019, while exports totaled 320.9 million pounds, up 16.8 percent.

In 2020, sports powders was the primary WPC use, utilizing 55.6 million pounds, down 42.7 percent from 2019. Other key WPC uses in 2020, with comparisons to 2019, were: dairy industry, 42 million pounds, up 3.2 percent; prepared dry mixes and dry blends, 27.3 million pounds, down 9.6 percent; infant formulas, 25.6 million pounds, down 14.4 percent; and mainstream nutrition, 19 million pounds, up 2.7 percent.

Lactose production totaled 1.1 billion pounds, down 10.1 percent from 2019. Domestic lactose utilization totaled 266.6 million pounds, down 32.6 percent from 2019, while exports totaled 831 million pounds, down 0.3 percent.

The confectionery industry remained the primary lactose use in 2020, using 93.6 million pounds, down 33.6 percent from 2019. Other major uses of lactose last year, with comparisons to 2019, were: infant formulas, 71.5 million pounds, down 37.3 percent; dairy industry, 32.2 million pounds, down 3 percent; prepared dry mixes and dry blends, 26.2 million pounds, down 23.2 percent; and nutraceuticals, pharmaceuticals, and special dietary use, 18.1 million pounds, down 29.6 percent.

Production of whey protein isolate last year totaled 117 million pounds, down 2.4 percent from 2019. Domestic WPI utilization totaled 100.6 million pounds, down 13.5 percent from 2019, while exports totaled 20.3 million pounds, up 30.1 percent.

Sports bars was the primary WPI use in 2020, utilizing 44.5 million pounds, down 22.9 percent from 2019. Other major uses of WPI in 2020, with comparisons to 2019, were: prepared dry mixes and dry blends, 18.3 million pounds, down 25 percent; sports powders, 16.3 million pounds, up 5.2 percent; and sports beverages, 6.9 million pounds, up 25.5 percent.

Concentrated whey solids production in 2020 totaled 109 million pounds, down 13.7 percent from 2019. Domestic utilization totaled 109 million pounds, down 13.7 percent from 2019.

The dairy industry remained the primary use of concentrated whey solids last year, utilizing 76.8 million pounds, down 18.4 percent from 2019.

Production of reduced lactose and reduced minerals whey last year totaled 57.5 million pounds, up 2.1 percent from 2019. Domestic utilization totaled 19.1 million pounds, down 12.8 percent.

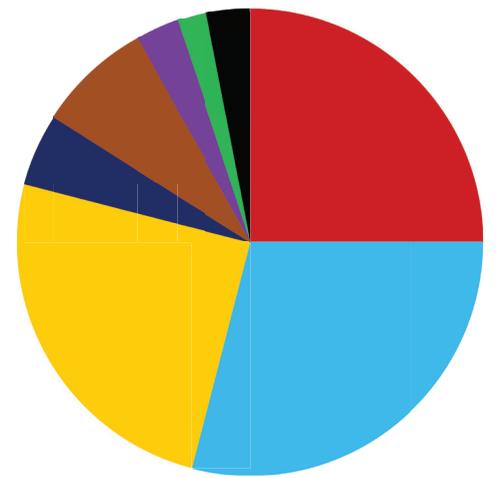
The confectionery industry remained the primary use, utilizing 2.7 million pounds, down 60.9 percent from 2019.

Whey permeate production in 2020 was estimated at 922.6 million pounds, down 1.3 percent from 2019. Domestic whey permeate utilization totaled 369 million pounds, down 1.3 percent from 2019. The dairy industry was the primary use of whey permeate last year, utilizing 106.6 million pounds, down 2.7 percent from 2019.

### Whey-Based Dairy Ingredient Production

2020; ADPI

- Dry Whey: 25%
- Lactose: 29%
- Permeate: 25%
- WPC 35: 5%
- WPC80: 8%
- WPI: 3%
- Mod Whey: 2%
- Cond Whey: 3%



In 2020, a total of 394.5 million pounds of whey products was used in animal feed, up 11.6 percent from 2019. The vast majority of that animal feed use (80.1 percent) was whey permeate in dairy/calf/cattle feeds, which totaled 316.2 million pounds, up 22.7 percent from 2019.

### Milk-Based Dairy Ingredients

Total USDA reported production of milk-based dairy ingredients in 2020 was 3.97 billion pounds (including 115.8 million pounds of milk permeate), up 8.5 percent from 2019.

Production of nonfat dry milk and skim milk powder last year totaled 2.69 billion pounds, up 10.8 percent from 2019. Domestic NDM utilization totaled 861.1 million pounds, down 5.2 percent from 2019, while exports totaled 1.8 billion pounds, up 15.6 percent.

The dairy industry remained the primary NDM use in 2020, using 537.9 million pounds, down 1 percent from 2019.

Other major NDM uses in 2020, with comparisons to 2019, were: confectionery industry, 133.2 million pounds, down 15.7 percent; baking industry, 50 million pounds, up 41.2 percent; and nutraceuticals, pharmaceuticals, and special dietary use, 28.9 million pounds, up 32.6 percent.

Within the dairy industry, hard cheese remained the primary use of NDM, utilizing 31.3 percent, followed by frozen desserts (8.7 percent), processed cheese (4.1 percent), dry dairy blends (3.8 percent) and sales of packaged NDM (3.8 percent).

Production of dry whole milk in 2020 totaled 138.1 million

pounds, down 2 percent from 2019. Domestic utilization totaled 104.5 million pounds, up 16.9 percent, while exports totaled 88.3 million pounds, up 2 percent.

The confectionery industry remained the primary domestic use of dry whole milk, utilizing 76.1 million pounds, up 14.3 percent from 2019.

Milk protein concentrate production in 2020 totaled 206.3 million pounds, up 30.2 percent from 2019.

Domestic use totaled 208.5 million pounds, up 15.8 percent.

Mainstream nutrition was the primary use, utilizing 61.3 million pounds of Milk protein concentrate last year, up 42.6 percent from 2019.

Other major uses, with comparisons to 2019, were: sports beverages, 35.6 million pounds, down 0.3 percent; dairy industry, 33.9 million pounds, up 1.5 percent; baking industry, 27.5 million pounds, up 5.8 percent; and sports powders, 23.2 million pounds, up 33.3 percent.

Dry buttermilk production last year totaled 126.8 million pounds, up 7.2 percent from 2019. Domestic utilization totaled 125.6 million pounds, up 7.3 percent.

The dairy industry was the primary use of dry buttermilk in 2020, utilizing 68.8 million pounds, up 8 percent from 2019. Other major end-uses in 2020, with comparisons to 2019, were: prepared dry mixes and dry blends, 25.9 million pounds, up 7.9 percent; and baking industry, 16.8 million pounds, up 5.7 percent.

For more information on the survey, visit [www.adpi.org](http://www.adpi.org).

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## Old Chatham Tops NYS Fair Dairy Products Contest With Camembert

Syracuse, NY—Old Chatham Creamery, Groton, NY, won the Grand Champion title here at the 2021 New York State Fair Dairy Products Competition for its Camembert entry.

Thursday’s annual Dairy Day honored 12 cheese companies and several fluid milk producers with gold and silver medals, or an Award of Excellence.

Entries were submitted for 24 categories, including fluid milk, cheese, sour cream, yogurt, dips, and Cottage cheese. This year’s contest drew a total of 116 entries in the cheese division.

Cheese entries were evaluated by 11 expert judges, led by chief judge Alicia Heannings from the New York State Department of Agriculture & Markets’ Division of Milk Control.

Upstate Farms, Rochester, earned a gold medal for the state’s top-scoring milk, with Stewart’s taking home a Silver medal.

Upstate Niagara earned the most medals overall, with a total of 19. The cooperative received gold medal honors in the Flavored Milk, Dip, Buttermilk, Mozzarella, Ricotta, and Sour Cream categories.

Great Lakes Cheese won gold medals in all three Cheddar classes,

and its Empire Cheese business also won two golds.

HP Hood won gold for its Full Fat and Lowfat Cottage Cheese, as well as an Award of Excellence for its Full Fat Cottage Cheese. Stoltzfus Family Dairy took home gold in the Small Processors Fluid Milk category as well as the Chocolate Milk category.

Chobani was this year’s New York Dairy Business of Distinction.

Gold, Silver and Award of Excellence winners in each class are as follows:

### Current Cheddar

**Gold medal:** Great Lakes Cheese  
**Silver medal:** Great Lakes Cheese

### Aged Cheddar

**Gold medal:** Great Lakes Cheese  
**Silver medal:** Great Lakes Cheese

### ‘Super’ Aged Cheddar

**Gold medal:** Great Lakes Cheese  
**Silver medal:** Great Lakes Cheese

### Full Fat Cottage Cheese

**Gold medal:** HP Hood, La Fargeville  
**Silver medal:** Upstate Niagara Cooperative  
**Award of Excellence:** HP Hood

### Low Fat Cottage Cheese

**Gold medal:** HP Hood, La Fargeville

**Silver winner:** HP Hood, La Fargeville

**Award of Excellence:** Upstate Niagara Cooperative

### Non Fat Cottage Cheese

**Gold:** HP Hood, Vernon

**Silver:** HP Hood, La Fargeville

**Award of Excellence:** Upstate Niagara Cooperative

### Low Moisture Mozzarella

**Gold medal winner:** Empire Cheese, Inc

**Silver medal:** Lactalis American Group

**Award of Excellence:** Lactalis American Group

### Mozzarella - Non Pizza

**Gold:** Upstate Niagara

**Silver medal:** Upstate Niagara

**Award of Excellence:** Upstate Niagara

### Ricotta

**Gold medal:** Upstate Niagara

**Silver medal:** Upstate Niagara

### Provolone

**Gold:** Empire Cheese

**Silver medal:** Empire Cheese

**Award of Excellence:** Lactalis American Group

### Flavored Natural Cheese

**Gold medal:** Old Chatham Creamery

### Open Class Cheese

**Gold medal:** Old Chatham

**Silver medal:** Upstate Niagara

### Farmstead Open Class

**Gold medal:** Old Chatham

**Silver medal:** Eden Valley Creamery

**Award of Excellence:** East Hill Creamery

### Farmstead Goat/Sheep Cheese

**Gold medal:** Old Chatham

### Sour Cream

**Gold:** Upstate Niagara

**Silver medal:** HP Hood

### Buttermilk

**Gold medal:** Upstate Niagara

**Silver medal:** Upstate Niagara

### Dairy Dips

**Gold medal:** Upstate Niagara

**Silver medal:** Upstate Niagara

### Plain Yogurt

**Gold medal:** Upstate Niagara

**Silver medal winner:** Upstate Niagara

**Award of Excellence:** HP Hood

### Flavored Yogurt

**Gold medal:** Upstate Niagara

**Silver medal:** Upstate Niagara

**Award of Excellence:** Upstate Niagara

Dave and Sally Galton, owners of Old Chatham Creamery, said it’s an honor to be recognized as the leading New York State farm and creamery.

“We’re excited to share this award with our team of exceptional herdsman and artisan cheese makers,” the Galtons said.



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## PERSONNEL

## Skyler Kontio, Brian Robertson Join Kelley Supply Team

Colby, WI—Kelley Supply, Inc. announced Wednesday the addition of two new technical support specialists to its team.

Skyler Kontio has joined Kelley as a technical support specialist with an emphasis on food ingredients. With a bachelor of science degree in culinology from Southwest Minnesota State University, Kontio previously worked as an applications specialist for a dairy flavor company.

Before that, she held a variety of roles including quality control, retail baker, and various positions in the hospitality industry.

Kontio said she's excited to begin this new journey as part of the Kelley team and is looking forward to the new challenges that await. She also said she's eager to use her past experiences to help transition into this highly technical, yet commercial and customer-facing role.

Brian Robertson is the company's new technical support specialist, focusing on chemicals and sanitation. Robertson worked in retail as a commission-based salesperson and returns manager for e-commerce before relocating to Wisconsin and joining the dairy industry.

Robertson spent the last 11 years with a Wisconsin-based cheese and whey producer, serving in a variety of roles including production assistant and production supervisor. He is experienced in production planning, scheduling, shipping and receiving, inventory management, and sanitation.

His previous experience in dairy production will make him

a valuable member of the Kelley Supply Team, the company said.

The American Cheese Society (ACS) has named Tara HOLMES as its new executive director who will guide the organization toward its 39th conference in Portland in 2022. Holmes will serve alongside board members led by president LYNN GIACOMINI STRAY of Point Reyes Farmstead Cheese Company, and vice-president MIKE KOCH of FireFly Farms. JAMIE PNG has been tapped as ACS Cheese Industry Professional. Holmes will transition from her most recent role as team leader for ACS at Civica Management. "Before taking over as executive director, I've had the pleasure of working with the ACS board, staff, committees, and members in the run-up to the last annual conference. I'm proud of what the team has been able to accomplish in a short amount of time. I'm looking forward to helping this vibrant community move forward towards new possibilities equipped with timely education, professional certifications, and a strong voice," Holmes said.

## RECOGNITION

DOUG LEMAN has been selected as a recipient of the 2021 **AgriVision Award** bestowed by the Indiana State Department of Agriculture. The award was created to recognize those who have dedicated their career to enhancing Indiana's dairy and agriculture industries. Leman recently retired as executive director of the Indiana Dairy Producers after serving the organization for more than 10 years. He was a leader behind the 2015 Indiana Dairy Strategy, created to attract new dairy businesses and keep milk inside the state for processing.

## Jerry O'Dea Receives ADPI Award Of Merit

Elmhurst, IL—The American Dairy Products Institute (ADPI) last week announced Jerry O'Dea as the 2021 recipient of ADPI's Award of Merit.

O'Dea has been a cornerstone of the dairy ingredients industry, ADPI noted.

Recently retired as the executive vice president and chief commercial officer of Glanbia Nutritionals, O'Dea has spent almost 40 years building a nutritional dairy ingredients industry.

Founded in 2002, Glanbia Nutritionals appointed O'Dea as the president of the newly formed company, with the singular goal of expanding Glanbia's presence in the emerging nutritionals market. Under his leadership, the dairy ingredients business expanded globally, opening up offices around the world and developing an international customer base.

Over the course of his career, O'Dea also played a key role with ADPI.

His involvement and engagement with ADPI began in 1997, when he served on the board of directors and the executive/finance committee. O'Dea pro-

gressed through the ADPI officer ranks, culminating with his tenure as chairman of the board in 2018.

The Award of Merit was established in 1991 to recognize individuals who have made a significant difference in the processed dairy products industry. ADPI congratulated O'Dea on his accomplishments and achievements with the award during its 2021 virtual annual member meeting, held during the ADPI/ABI Joint Annual Conference.

The **American Dairy Products Institute (ADPI)** also recently selected three recipients for its 2021 ADPI Scholarship Award Program.

Each winner was presented with \$2,000 scholarships at the 2021 ADPI/ABI Joint Virtual Annual Conference.

YASMIRA ALVEREZ of California State University has worked for Valley Milk, LLC, for four years, and is pursuing an accounting/consulting career.

MARY GREER is a student at the University of Arkansas, and interning at International Ingredient Corporation.

LYDIA ROCKERS, Oklahoma State University, is currently interning in the Process Technology Group of Dairy Farmers of America.

## Nominations Open For 2022 IDFA Leadership Awards

Washington—Nominations is open for three top awards presented annually by the International Dairy Foods Association in recognition of industry leaders.

The submission period will close on Friday, Oct. 29. Winners will be announced and recognized at Dairy Forum 2022.

Nominations are open the IDFA Laureate Award, the 2022 Innovative Dairy Farmer of the Year Award, and the IDFA Food Safety Leadership Award.

The third annual **IDFA Laureate Award**: this award will be 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 should have exceptional achievements and contributions to the dairy industry, show demonstrated leadership, and embody the spirit, innovation and vision that inspire others to strive for progress, change and leadership in the dairy industry.

The 24th **Innovative Dairy Farmer of the Year Award**: nominations must include active US dairy farms that have embraced innovation and technology, as well as industry collaboration and partnerships, to achieve greater productivity and growth.

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

The sixth annual **Food Safety Leadership Award**: this award will honor an IDFA member who has demonstrated leadership toward enhancing food safety within the dairy products industry. The award alternates between honoring companies or groups in odd years and individuals in even years.

The winner will be an employee of an IDFA member company that processes, manufactures, markets or distributes dairy products in North America, and must demonstrate outstanding leadership and contributions to the field of food safety for the dairy foods industry.

Nominations should list activities and outcomes achieved during the past two years that would be considered significant food safety leadership achievements, such as developing a process or procedure that increased food safety or conducting research that made a specific contribution to food safety.

For more information about the awards, including submission forms and important dates, visit [www.idfa.org/about-idfa/awards-recognition](http://www.idfa.org/about-idfa/awards-recognition).



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## TurtleTree Labs To Work With Solar Biotech To Rapidly Scale Production Of Cell-Based Milk

**Vancouver, British Columbia**—Eat Beyond Global Holdings this week announced that its portfolio company, TurtleTree Labs, will be working with Solar Biotech to rapidly scale production of its cell-based milk.

Solar Biotech provides contract technology development and manufacturing services for industrial biotechnology partners. It uses its proprietary algorithm to offer tailored modular plant architecture to reduce operating costs and drive scale in biomanufacturing.

TurtleTree's mission is to provide access to sustainable, reliable, and higher-quality food products. Using its proprietary, cell-based technology method, the company hopes to eliminate the reliance on livestock agriculture.

"Scaling the biomanufacturing of cell-based milk to create a cost-competitive end product is a key challenge for the industry," said Michael Aucoin, CEO of Eat Beyond, an investment issuer focused on the global plant-based and alternative food sector. "This collaboration has the potential to make a significant impact on TurtleTree's ability to do this.

"We need to be able to ultimately drive mainstream adoption of cultured products for them to be successful in the market, and that means producing these products efficiently, sustainably, and at scale," Aucoin continued.

"If cell agriculture can be scaled in an environmentally sound way, this has the potential to truly revolutionize the way our food systems impact our planet. Replacing traditional animal products is something we must approach in a multitude of ways, and cell agriculture has a key role to play," he.

Meanwhile, Moolec, an ingredients company using plants to produce animal proteins, and Grupo Insud, a global conglomerate with a strong presence in the manufacturing of biosimilars and other active ingredients for the pharmaceutical industry, this week announced their partnership to research and develop solutions for the alternative protein industry.

The joint venture will use yeast, fungi, and other microorganisms to produce animal-free ingredients complementary to Moolec's plant-based pipeline.

"We have the wonderful opportunity to team up, co-create, and disrupt together," commented Henk Hoogenkamp, CPO and co-founder of Moolec, which operates in the US, Europe and South America.

## Class I Exemption

(Continued from p. 1)

route disposition and sales or less per month to 3 million pounds.

The petition requested USDA enact changes to federal orders through informal or notice and comment rulemaking rather than through a formal hearing, Coale noted. According to the Agricultural Marketing Agreement Act (AMAA) of 1937, USDA can only use informal rulemaking if the proposed change to the federal orders does not have a direct impact on the uniform or blend price.

USDA's analysis of this question is expected to take approximately 60 days, Coale stated in her letter to Mark Lamers, president of Lamers Dairy.

Lamers Dairy had submitted its petition with the support of Ronnybrook Farms, Ancramdale, NY; Gigh Lawn Farms LLC, Lee, MA; Broadacre Dairies, Powell, TN; Calders Brothers Dairy, Lincoln Park, MI; Snowville Creamery LLC, Pomeroy, OH; Farmers All Natural, Wellman, IA; and Toft Dairy, Sandusky, OH.

The petition explained that the purpose of the proposed exemption for small pool distributing plants would be to grant relief from pooling obligations under the federal order system to be the same as that of a producer-handler.

It is "widely accepted" that producer-handlers who have less than 3 million pounds of route distribution "do not have a significant impact on the orderly marketing of milk," the petition stated. Put another way, producer-handlers who produce under 3 million pounds of route sales under the classified pricing system do not cause enough of a difference in the Class I pricing structure, and

are therefore exempt from federal order participation.

Granting the proposal would create a marketing situation whereby producer-handlers and pool distributing plants whose monthly Class I pounds are under 3 million pounds would be treated the same, the petition said.

A study included with the petition showed the total Class I pounds for all federal orders, the number of pool plants with Class I sales under 3 million pounds, the average sales of those same plants and the percentage of sales those plants represent against the whole, for the period of December 2020 through March 2021. The average was just over 1 percent.

"Clearly this volume, if exempt from pooling, would have practically no impact on the pricing of Class I milk in the market," the petition stated.

Federal order regulations require all Class I distributing plants whose monthly route distribution sales are above 150,000 pounds per month to participate in the producer settlement fund known as the pool, the petition noted. Producer-handlers whose monthly route distributions are under 3 million pounds per month are exempt.

### Producer-Handler Exemption

A final USDA decision issued in March of 2010 in a producer-handler proceeding amended the producer-handler definitions of all federal orders to limit exemption from pooling and pricing provisions to those with total route disposition and sales of packaged fluid milk products to other plants of 3 million pounds or less per month.

In that final decision, which became effective June 1, 2010, USDA noted that the exemption of handlers of any size (and exempt

plants) from the regulatory plan of milk orders immediately leads to minimum prices under the orders that are not uniform to producers and handlers. The agency has a history in which certain categories of handlers have not been subject to the full regulatory scheme in order to achieve the AMAA's objective of orderly marketing.

Establishing a reasonable limit on total Class I route disposition and sales of packaged fluid milk products in all producer-handler definitions for all orders unifies the objectives of the AMAA to establish and maintain orderly marketing conditions, USDA noted in that 2010 decision.

The limit acceptable to or broadly supported by both handler and producer interests is 3 million pounds of monthly sales. USDA's 2010 final decision found that a 3-million-pound-per-month limit on total Class I route disposition and sales of packaged fluid milk products "is reasonable."

The evidence in that proceeding supported a conclusion that most producer-handlers continue to be small enterprises that have minimal impact in the marketing areas in which they operate. Their participation in the market is not giving rise to disorderly marketing conditions that warrant establishing a more restrictive limit on Class I disposition and sales of packaged fluid milk products.

"Implicit in this finding is that producer-handlers with no more than 3 million pounds of monthly Class I disposition and sales of packaged fluid milk products represent a level of market participation such that the AMAA goal of establishing and maintaining orderly marketing is achieved," USDA noted in its 2010 final decision.

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## Dairy Donations

(Continued from p. 1)

the production month, reports may be filed retroactively. Filing of this report for the purpose of participating in the DDP will not cause the EDO to become regulated by the FMMO, USDA explained.

### Defining 'Qualified Expense'

The statute further specifies that an EDO must incur a qualified expense. Since only Class I fluid products are donated through the MDRP and most Class I processors are regulated by a FMMO, incurring a qualified expense in the MDRP is currently interpreted as paying minimum classified values into a FMMO pool because that is the requirement for processors regulated by a FMMO.

Because an EDO no longer needs to be regulated under a FMMO, the interim final rule adds a definition of "qualified expense" to MDRP regulations to specify that a qualified expense is not tied to the FMMO regulatory requirement of paying minimum classified values. The same definition also applies to the DDP.

EDOs incur a qualified expense by either purchasing fresh fluid milk product (raw milk, skim milk, cream, or concentrated fluid milk products) for processing into an eligible dairy product or purchasing bulk dairy commodity product for further processing into an eligible dairy product.

While dairy processors are often associated with buying fresh milk for processing, the industry's structure is such that processors are also purchasing bulk dairy commodity products for further processing into retail packaging. For example, a processor buys 40-pound cheese blocks to further process and package into eight-ounce blocks or bags of shredded cheese typically pre-

ferred by consumers and eligible distributors alike.

The DDP is intended to facilitate these types of product donations. Therefore, in addition to processors who buy fresh fluid milk for processing, the DDP will allow processors who purchase and further process bulk commodities for donation to qualify as an EDO. To be considered an EDO, a secondary processor will also need to account to a FMMO marketwide pool.

Once these two conditions — accounting to a FMMO and incurring a qualified expense — are met, EDOs participate in the program by forming partnerships with eligible distributors and then submitting a Dairy Donation and Distribution Plan to AMS for approval.

Upon approval, EDOs can submit a Reimbursement Claim Form to receive reimbursement for donations made. DDP will reimburse EDOs for all or part of the following: input costs (fresh fluid milk or bulk dairy commodity product milk equivalent used in the eligible dairy product); manufacturing costs; and transportation costs.

For processors purchasing and processing fresh fluid milk products (raw milk, skim milk, cream, or concentrated fluid products), the DDP will reimburse for the FMMO-minimum classified value applicable on the date of production for fresh fluid milk products used to make the donated eligible dairy product. The DDP will not reimburse for powders and other dry dairy products used as an ingredient in eligible dairy products (for example, powder used to fortify cheeses or ice cream).

Manufacturing costs will be reimbursed at the make (manufacturing) allowance levels in the FMMO system. For Class I and II, the Class IV make allowance contained in the Class IV price formula will be applied.

As Class I and II products require different processing, the actual manufacturing costs could be higher than the Class IV make allowance, USDA noted. The interim final rule seeks public comment and supporting data related to actual manufacturing costs for Class I and II products.

For Class III and IV products, the manufacturing allowances in the respective class price formulas will be applied.

The DPP will cover part of the transportation costs from the EDO to the eligible distributor. This may be especially beneficial to rural communities whose donation sites are often far from plants serving them and who may not receive assistance from other government feeding programs with distribution points closer to urban centers, USDA said.

As the reimbursement value will be paid to the EDO, the DDP will only reimburse for transportation if the EDO incurred the expense. If donated eligible dairy products are picked up from the plant by the eligible distributor, no transportation reimbursement will be paid.

To ensure costs can be sufficiently covered for most donations, total reimbursement payment, on a per hundredweight basis, will be capped at the Class I value for the highest FMMO differential zone (Dade County, FL). Capping at the higher FMMO zone will allow for Class I handlers to obtain some reimbursement for manufacturing and transportation costs.

Although program funds for the DDP and MDRP are statutorily prohibited from being consolidated, the two programs will operate as one from a stakeholder standpoint. EDOs making Class I fluid milk product donations, which are covered by both programs, will be reimbursed through MDRP funds at the difference between the Class I and lowest classified price and receive a supplemental reimbursement of the lowest classified price plus the manufacturing and transportation cost reimbursement through DDP funds. Total combined reimbursement will be capped at the Class I price in Dade county, FL.

EDOs already enrolled in MDRP will automatically be enrolled in the DDP and qualify to receive supplementary payments for fluid milk products donated under their currently approved MDRP Plans.

### Program Praised By Industry

The International Dairy Foods Association (IDFA) and National Milk Producers Federation (NMPF) applauded USDA for finalizing the DDP.

With the DDP, "USDA is providing our industry with one more tool to reach Americans in need," said Michael Dykes, IDFA's president and CEO. "The dairy industry welcomes the opportunity to continue to partner with non-profits, charities, and other organizations working to combat hunger and nutrition insecurity."

"This important program will help dairy farmers and the cooperatives they own to do what they do best: feed families nationwide," said Jim Mulhern, NMPF's president and CEO. "Dairy stakeholders are eager to enhance their partnerships with food banks and other distributors to provide dairy products to those experiencing food insecurity, which the COVID-19 pandemic has only exacerbated."

"Feeding America applauds today's announcement implementing the Dairy Donation Program, which has the potential to connect millions of additional pounds of dairy donations through food banks to the people we serve," said Vince Hall, interim chief government relations officer at Feeding America.

"As food insecurity remains a crucial area of need across the country, milk and dairy products can serve a vital role in hunger relief efforts," said Joe Diglio, president and CEO of Michigan Milk Producers Association.

"The Dairy Donation Program is an important step in helping to strengthen the dairy industry's commitment to fighting hunger in a way that reduces food waste and minimizes disruption to the supply chain," said Jackie Klippenstein, senior vice president, government, industry and community relations for Dairy Farmers of America.

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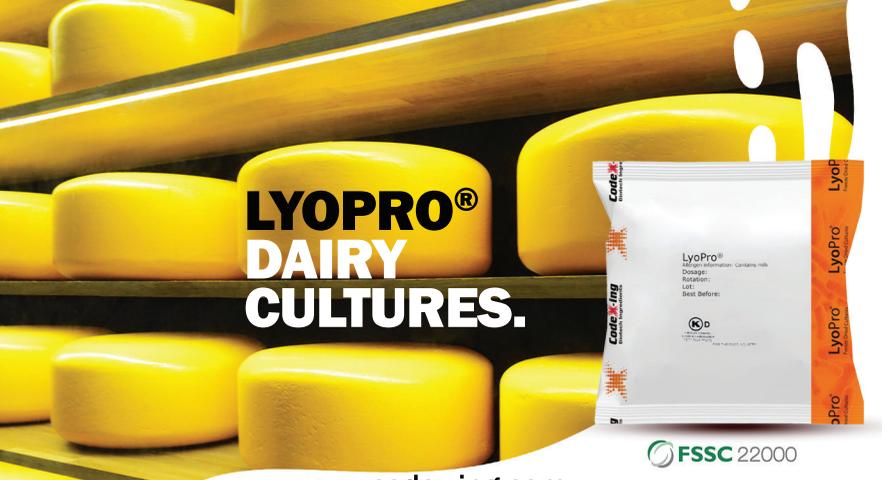
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## OSHA Updates Guidance On Protecting Workers From Coronavirus

Washington—The Occupational Safety and Health Administration (OSHA) recently issued updated guidance to help employers protect workers from the coronavirus.

The updated guidance expands information on appropriate measures for protecting workers in higher-risk workplaces with mixed-vaccination status workers, particularly for industries such as manufacturing; meat, seafood and poultry processing; high-volume retail and grocery; and agricultural processing, where there is often prolonged close contact with other workers and/or non-workers.

OSHA's latest guidance:

—Recommends that fully vaccinated workers in areas of substantial or high community transmission wear masks in order to protect unvaccinated workers;

—Recommends that fully vaccinated workers who have close contacts with people with coronavirus wear masks for up to 14 days unless they have a negative coronavirus test at least three to five days after such contact;

—Clarifies recommendations to protect unvaccinated workers and other at-risk workers in manufacturing, meat and poultry processing, seafood processing and agricultural processing; and

—Links to the latest guidance on K-12 schools and Centers for Disease Control and Prevention (CDC) statements on public transit.

Vaccines authorized by the US Food and Drug Administration (FDA) in the US are highly effective at protecting most fully vaccinated people against symptomatic and severe COVID-19, OSHA said.

OSHA encourages employers to take steps to make it easier for workers to get vaccinated and encourages workers to take advantage of those opportunities.

However, CDC recognizes that even some fully vaccinated people who are largely protected against severe illness and death may still be capable of transmitting the virus to others. Therefore, OSHA's guidance mirrors CDC's in recommending masking and testing even for fully vaccinated people in certain circumstances.

OSHA also continues to recommend implementing multiple layers of controls (e.g. mask wearing, distancing, and increased ventilation). Along with vaccination, key controls to help protect unvaccinated and other at-risk workers include removing from the workplace all infected people and all people experiencing COVID symptoms.

## Global Dairy Top 20

(Continued from p. 1)

operations), Nutrifeed (animal nutrition), and the powder plant in Aalter, Belgium.

Last year was an unprecedented year in which dairy companies faced significant challenges, the report noted, including, but not limited to, retail and food service marketing channel disruptions, volatile raw material costs, government intervention, changing consumer purchasing behavior, and elevated global trade, despite widespread logistic challenges. Overall, the dairy sector fared better than many feared at the onset of the global pandemic, demonstrating the sector's resilience.

Lactalis in 2020 had a turnover of US\$23.0 billion, an increase of more than 370 percent since the start of the century, the report said. Since 2010, Lactalis has grown its empire by adding approximately 60 deals, expanding its global footprint in the Middle East, Africa, and North and South America.

Nestle's repositioning in Rabobank's ranking was foreshadowed in 2019 when it sold its US-based ice cream business to Froneri, narrowing the gap between Nestle and Lactalis to US\$1.1 billion. Still, Nestle's estimated 2020 dairy-related turnover of US\$20.8 billion is a 60 percent increase compared to the start of the century.

Dairy Farmers of America (DFA), the largest US dairy cooperative, retains the third position, with 2020 turnover of \$19.0 billion, thanks in part to the acquisition of most of Dean Foods Company's assets. Danone remained in fourth place, with 2020 dairy turnover of \$17.3 billion.

Asian giant Yili moved into the fifth position last year, growing sales by 20 percent after acquiring

the New Zealand-based Westland Cooperative Dairy Company. Yili's 2020 dairy turnover was \$13.8 billion, according to the report.

Fonterra is close to Yili, with a 5.3 percent gain in turnover measured in New Zealand dollars (3.8 percent in US dollars) in the 2019/20 financial year. Fonterra's 2020 dairy turnover is listed in the report at \$13.6 billion.

Two European Union (EU)-based cooperatives rank seventh and eighth in Rabobank's ranking. FrieslandCampina had 2020 dairy turnover of \$12.7 billion, followed by Arla Foods at \$12.1 billion. Arla was the only EU-based co-op in the top 20 to report a higher turnover in euros of 1.1 percent, due to its strong retail branded position that performed well during the pandemic, the report said.

Mengniu and Saputo round out the top 10 global dairy companies, with little headspace between the two. After gaining two positions last year, China-based Mengniu slipped to ninth place, as turnover of \$11.0 billion was 5.2 percent lower in US dollar terms. Canada-based Saputo retained the 10th position, which it acquired after 2019's purchase of UK-based Dairy Crest Group. Saputo's 2020 dairy turnover was \$10.7 billion.

In the second half of Rabobank's list, there's a shuffling among positions but no new entries. Ranking 11th, up from 12th last year, is Unilever, with 2020 dairy turnover estimated at \$6.6 billion. Germany's DMK ranked 12th, down from 11th last year, with dairy turnover of \$6.4 billion.

Japan's Meiji continued to hold down the number 13 position, with estimated 2020 dairy turnover of \$6.0 billion, followed by France's Savencia in 14th place, up from 15th last year, with dairy turnover of \$5.9 billion. And in 15th place,

up from 18th place in 2020, was Kraft Heinz, with dairy turnover of \$5.6 billion.

Canada-based Agropur rose one position, to 16th, with estimated 2020 dairy turnover of \$5.6 billion, followed by Sodiaal in 17th place, down from 14th in 2020, with dairy turnover of \$5.5 billion; and Gujarat Co-operative Milk Marketing Federation in 18th place, down from 16th last year, with 2020 dairy turnover of \$5.3 billion.

Schreiber Foods remained in 19th place, with 2020 dairy turnover of \$5.1 billion, followed by Germany's Muller holding down the number 20 position, with 2020 dairy turnover of \$5.1 billion.

Rabobank expects investment activity to remain robust in on-trend channels and categories, including specialty cheese, innovative dairy ingredients like human milk oligosaccharides, dairy alternatives ranging from plants and fermentation to cell-based, and lifestyle nutrition.

Over the next decade and beyond, changing demographics will drive dairy opportunities, the report said. Over 35 percent of the population growth will occur in Africa, which remains a net, and growing, dairy importer, largely importing from international players in the Global Dairy Top 20. China will continue to reign as the world's largest dairy importer.

Dairy co-ops in the EU and New Zealand will become even more challenged to deliver organic turnover growth, due to a combination of a matured domestic market and, most significantly, to limited growth in milk volumes in response to sustainability constraints.

"By 2030, we anticipate that consumers will have the option to buy competitively priced plant-based and cell-cultured dairy alternatives," Ledman said.

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# AUCTION



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**ALLIANT ENERGY CENTER**

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# COMING EVENTS

[www.cheesereporter.com/events.htm](http://www.cheesereporter.com/events.htm)

## NCCIA Conference Will Highlight Labor, Sustainability, First District Expansion

Brookings, SD—The North Central Cheese Industries Association (NCCIA) gave attendees a first look this week at the agenda for its upcoming conference here Oct. 12-14 at the Wilbert Square Event Center.

The three-day, in-person conference begins Tuesday with a pre-meeting workshop and day one of the Midwest Dairy Research Forum, running concurrent with the NCCIA meeting.

The workshop features Joe McMahan with the Innovation Center for US Dairy on the power of collaboration to achieve a sustainable future for the dairy industry.

A “Supplier Night” networking reception will kick off at 6 p.m.

The forum and pre-meeting workshop continue Wednesday with Tetra Pak’s Sasha Ilyukhin on “World Class Manufacturing with the Vision for Industry 5.0,” followed with Tetra Pak’s Mark Col-



lins on sustainability practices in dairy processing and water re-use.

The morning session will also include Rachael Kloos, ISG, on designing a sustainable wastewater operation, and Jayendra Amacharla, Kansas State University, on spectroscopy techniques for prediction of milk and cheese composition.

The NCCIA conference kicks off Wednesday at noon with an update by Doug Anderson on the First District Association expansion project in Litchfield, MN.

Joseph Santos of South Dakota State University will discuss the current state of the labor market along the I-29 region and its impact on economic development.

Agropur’s Tim Czmowski will outline lessons in employee recruitment and retention, followed by Brian Sandvig of Valley Queen Cheese on strategies to hire and keep quality workers.

Wednesday afternoon will also feature the cheese grading contest,

discussion forum, social hour and cheese auction, and the annual awards banquet.

The conference wraps up Thursday with SDSU’s Prafulla Sulanke on the basics of cheese ripening, and a session on the use of adjunct cultures in cheese ripening.

Supplier presentations featuring Chr. Hansen, Vivolac Cultures, DSM and IFF/DuPont will run until noon.

The early registration deadline for the event is Oct. 1. Cost to attend the full conference prior to the deadline is \$200 for NCCIA and MDA members and \$230 for non-members.

The full conference fee includes Midwest Dairy reception, pre-conference workshop and the North Central Cheese Industries Association conference, including meals.

For those attending the NCCIA event only, cost is \$120 prior to Oct. 1 for members and \$150 for non-members. A la carte registration for the banquet dinner and MDA workshop are also available. Registration is available online at [www.northcentralcheese.org](http://www.northcentralcheese.org).

## Virtual Component Of Cornell’s Science Of Cheese Course Begins September 23

### Advanced Science Of Cheese Course Set For Oct. 6-7 Online

Ithaca, NY—The online lecture component of a hybrid course on the science of cheesemaking hosted by Cornell University Dairy Foods Extension will be available starting Sept. 23, 2021.

The second installment – an instructor-led, virtual session will take place Oct. 21.

Cornell Dairy Foods Extension’s workshop is designed for cheese manufacturers or others interested in the basic concepts of cheesemaking, including pasteurizer operators, cheese manufacturers, production and maintenance personnel, quality assurance/quality control, and engineers.

The course is a required part of Cornell’s Dairy Extension Basic Cheese Making Certificate Program, but may also be taken as stand-alone training in basic chee-

semaking, the course organizers stated.

The online lecture covers key facets related to vat pasteurization, cheese culture basics, milk defects, cheese defects and affinage.

The live session will focus on food safety, basic cheesemaking techniques, a virtual cheese make, and sensory evaluation. Cheese samples for evaluation will be shipped to each participant.

Course tuition is \$650 for New York State registrants and \$725 for out-of-state registrants. To sign up online and for more information, visit [www.dairyextension.food-science.cornell.edu](http://www.dairyextension.food-science.cornell.edu).

#### Advanced Course To Be Oct. 6-7

Online registration is also open for Cornell’s Advanced Level Science of Cheesemaking Class, which takes place Oct. 6-7 online.

The instructor-led workshop will provide attendees with a review of information in key areas related to the complex chemistry of cheese

making, cheese styles and standards of identity, advanced microbiology, advanced cheese problems and defects, and food safety challenges in the cheese industry.

It’s expected that students have previous experience in the applied concepts and science of cheesemaking; the course will test overall knowledge and problem-solving as it relates to making consistent, quality cheese.

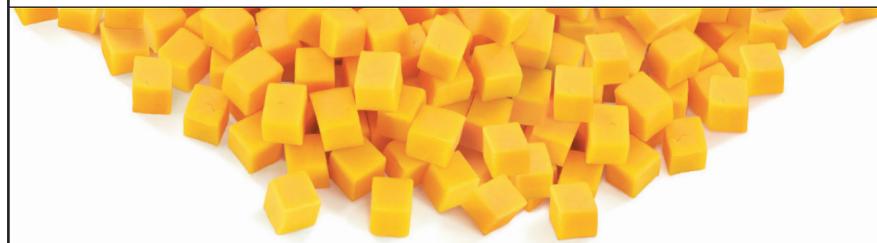
The first day will cover food safety challenges, the current food safety culture, and the complex chemistry of cheesemaking, organizers stated.

Day two will highlight regulatory applications in the Industry, advanced culture microbiology; critical issues in moulding, brining, and curing; cheese issues and defects; and affinage.

The early registration rate is \$800 for in-state registrants and \$960 for out-of-state registrants. Enrollment is limited to the first 20 participants.

Visit [www.cals.cornell.edu/education/degrees-programs/science-cheese-advanced-level](http://www.cals.cornell.edu/education/degrees-programs/science-cheese-advanced-level) for more information.

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## PLANNING GUIDE

**Sept. 27-Oct. 8 – New Date & Format:** Fancy Food Show 2021 in a new completely virtual setting. Visit [www.specialtyfood.com](http://www.specialtyfood.com) for more information.

**Sept. 27-30:** Pack Expo 2021, Las Vegas Convention Center, La Vegas, NV. For details, visit [www.packexpolasvegas.com](http://www.packexpolasvegas.com).

**Oct. 12-14:** NCCIA Conference, Wilbert Square Event Center, Brookings, SD. Online registration open at [www.northcentralcheese.org](http://www.northcentralcheese.org).

**Oct. 25-28:** ADPI Dairy Ingredients Technical Symposium & Global Cheese Technology Forum, Peppermill Resort & Casino, Reno, NV. For details and registration information, visit [www.adpi.org](http://www.adpi.org).

**Nov. 2-5:** Process Expo, McCormick Place, Chicago, IL. Visit [www.myprocessexpo.com](http://www.myprocessexpo.com) for details and registration information.

**Nov. 4:** World Cheese Awards, Oviedo, Spain. Details available at [www.gff.co.uk/awards/world-cheese-awards](http://www.gff.co.uk/awards/world-cheese-awards).

**Nov. 14-16:** PLMA Annual Private Label Trade Show, Donald E. Stephens Convention Center, Chicago, IL. For more information, visit [www.plma.org](http://www.plma.org).

**November 15-17:** National Milk Producers Federation/Dairy Management Inc/United Dairy Industry Association Joint Annual Meeting will be held at The Mirage in Las Vegas, NV. Visit [www.nmpf.org](http://www.nmpf.org) for details.

**Jan. 23-26, 2022:** Dairy Forum, J.W. Marriott Desert Springs Resort & Spa, Palm Desert, CA. Registration now available online at [www.dairyforum.org](http://www.dairyforum.org).

**March 1-3, 2022:** World Championship Cheese Contest, Madison, WI. Visit [www.worldchampioncheese.org](http://www.worldchampioncheese.org).



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## Co-Packing, Manufacturing

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## 15. Help Wanted

## Equipment for Sale

**EQUIPMENT FOR SALE:** Cryovac 8600-14E with 3 Busch pumps, and Cryovac 8189 bag loader. Inspected by a Cryovac technician. Stored inside. Call Jim Morgan at 608-778-0001

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## Equipment Wanted

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Responsibilities include:

- Oversee production
- Supervise, train and lead production team
- Operate and CIP pasteurizer, observe temperature and pressure gauges and other production equipment
- Ensure cleaning records
- Oversee setup for next day's production
- Support food safety and quality processes

Qualifications include:

- 1-3 years experience in dairy processing
- Commitment to food quality and safety
- Strong dedication to work independently
- Ensure paperwork is properly completed
- Ability to solve problems and conflicts



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### Dairy Product Stocks in Cold Storage

TOTAL STOCKS AS REPORTED BY USDA (in thousands of pounds unless indicated)

	Stocks in All Warehouses			July 31, 2021 as a % of		Public Warehouse Stocks
	July 31 2020	June 30 2021	July 31 2021	July 31 2020	June 30 2021	July 31 2021
<b>Butter</b>	371,467	414,654	397,423	107	96	371,659
<b>Cheese</b>						
American	785,521	809,582	818,188	104	101	
Swiss	20,537	22,623	22,733	111	100	
Other	585,606	602,878	608,482	104	101	
<b>Total</b>	<b>1,391,664</b>	<b>1,435,083</b>	<b>1,449,403</b>	<b>104</b>	<b>101</b>	<b>1,124,593</b>

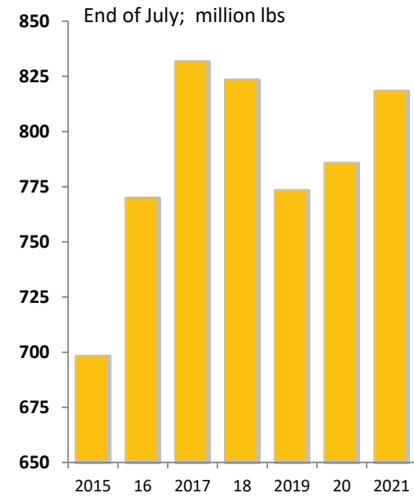
### DAIRY FUTURES PRICES

SETTLING PRICE

\*Cash Settled

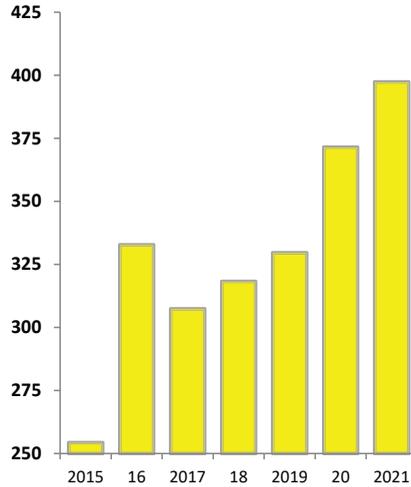
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
8-20	Aug 21	16.01	15.75	55.500	124.975	1.691	1.5790	168.750
8-23	Aug 21	16.03	15.75	55.500	124.075	1.691	1.5790	169.500
8-25	Aug 21	16.04	15.75	54.650	124.075	1.691	1.5790	169.500
8-24	Aug 21	16.03	15.78	54.650	124.075	1.691	1.5790	170.000
8-26	Aug 21	15.98	15.94	55.500	125.000	1.691	1.5700	171.975
8-20	Sept 21	17.05	15.91	51.000	125.025	1.775	1.7060	169.225
8-23	Sept 21	17.45	15.91	51.100	125.500	1.780	1.7430	169.550
8-24	Sept 21	17.38	15.91	49.775	126.250	1.780	1.7400	171.850
8-25	Sept 21	17.36	15.95	50.025	126.000	1.790	1.7310	172.000
8-26	Sept 21	17.07	16.10	51.750	125.800	1.780	1.7050	171.750
8-20	Oct 21	17.05	16.01	49.000	126.250	1.789	1.7300	169.300
8-23	Oct 21	17.30	15.92	50.000	126.600	1.790	1.7500	169.625
8-24	Oct 21	17.29	16.00	48.000	127.400	1.790	1.7480	171.500
8-25	Oct 21	17.20	16.07	48.000	127.125	1.790	1.7480	171.500
8-26	Oct 21	16.90	16.15	49.500	126.325	1.778	1.7140	171.500
8-20	Nov 21	17.35	16.12	47.800	127.500	1.790	1.7710	170.500
8-23	Nov 21	17.47	16.03	47.800	127.700	1.790	1.7830	170.625
8-24	Nov 21	17.46	16.03	47.500	128.500	1.790	1.7800	172.750
8-25	Nov 21	17.43	16.17	47.500	127.775	1.790	1.7800	172.800
8-26	Nov 21	17.15	16.28	47.750	127.250	1.790	1.7600	173.000
8-20	Dec 21	17.40	16.23	48.500	128.000	1.800	1.7770	172.300
8-23	Dec 21	17.46	16.21	48.500	128.775	1.800	1.8000	172.300
8-24	Dec 21	17.46	16.21	47.100	129.450	1.800	1.7850	172.425
8-25	Dec 21	17.45	16.30	47.100	129.150	1.800	1.7840	174.025
8-26	Dec 21	17.27	16.50	47.500	128.175	1.800	1.7760	174.500
8-20	Jan 22	17.25	16.34	47.750	129.500	1.810	1.7670	173.000
8-23	Jan 22	17.32	16.34	47.750	129.575	1.810	1.7820	173.250
8-24	Jan 22	17.35	16.34	47.200	130.200	1.805	1.7790	175.000
8-25	Jan 22	17.27	16.45	47.200	130.150	1.805	1.7790	175.000
8-26	Jan 22	17.15	16.56	47.000	129.000	1.800	1.7600	175.000
8-20	Feb 22	17.30	16.46	47.500	130.200	1.831	1.7590	174.125
8-23	Feb 22	17.31	16.46	47.500	130.900	1.831	1.7720	174.125
8-24	Feb 22	17.36	16.46	47.250	130.900	1.831	1.7750	177.000
8-25	Feb 22	17.35	16.51	47.250	131.075	1.828	1.7750	176.950
8-26	Feb 22	17.27	16.57	47.500	130.000	1.814	1.7650	176.250
8-20	Mar 21	17.30	16.67	47.500	131.000	1.839	1.7650	177.325
8-23	Mar 21	17.32	16.67	47.025	131.600	1.835	1.7820	178.025
8-24	Mar 21	17.43	16.65	48.000	131.075	1.832	1.7700	179.525
8-25	Mar 21	17.46	16.65	48.000	131.000	1.826	1.7700	180.000
8-26	Mar 21	17.15	16.70	48.000	130.025	1.824	1.7700	180.000
8-20	April 21	17.45	16.84	47.500	131.275	1.851	1.7720	181.775
8-23	April 21	17.47	16.84	47.500	132.025	1.851	1.7810	182.250
8-24	April 21	17.47	16.84	47.500	131.275	1.851	1.7810	183.250
8-25	April 21	17.50	16.85	47.500	131.275	1.838	1.7820	184.000
8-26	April 21	17.25	16.90	47.500	130.050	1.838	1.7820	184.000
8-20	May 22	17.42	16.87	46.750	131.525	1.840	1.7750	186.000
8-23	May 22	17.45	16.87	46.750	132.250	1.840	1.7920	186.000
8-24	May 22	17.49	16.87	46.750	131.525	1.840	1.7920	186.000
8-25	May 22	17.42	16.87	46.500	131.525	1.840	1.7880	185.000
8-26	May 22	17.41	16.95	46.750	130.375	1.840	1.7750	185.000
8-20	June 22	17.42	16.87	47.000	132.150	1.837	1.7800	183.000
8-23	June 22	17.42	16.87	47.000	132.550	1.837	1.7890	183.000
8-24	June 22	17.42	16.87	47.000	132.175	1.837	1.7890	183.500
8-25	June 22	17.42	16.95	47.000	132.150	1.837	1.7870	186.000
8-26	June 22	17.42	16.98	47.000	130.500	1.837	1.7870	186.000
<b>Interest - Aug. 26</b>		<b>25,698</b>	<b>3,662</b>	<b>4,341</b>	<b>7,313</b>	<b>3,640</b>	<b>23,999</b>	<b>8,275</b>

#### American-Type Cheese Stocks



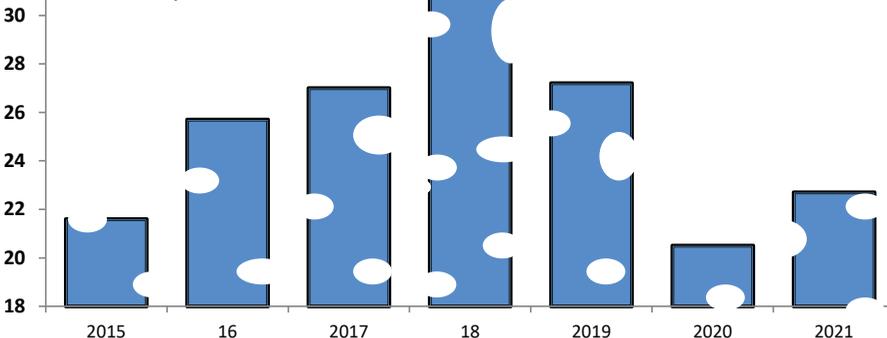
#### Butter Stocks

End of July, million lbs.



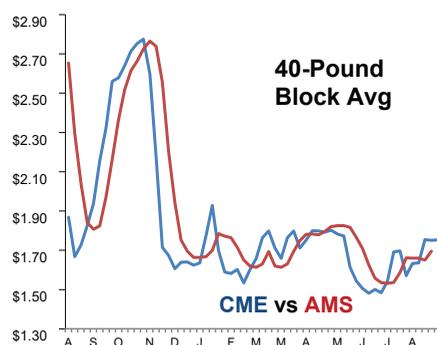
#### Swiss Cheese Stocks

End of July; million lbs



### DAIRY PRODUCT SALES

**August 26, 2021—AMS' National Dairy Products Sales Report.** Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM.



Week Ending	Aug. 21	Aug. 14	Aug. 7	July 31
<b>40-Pound Block Cheddar Cheese Prices and Sales</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.6956	1.6506*	1.6599	1.6603
<b>Sales Volume</b>	<b>Pounds</b>			
US	11,517,845	10,992,317*	12,011,431	13,046,700
<b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Content</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.4865	1.4975	1.5417	1.6064
<b>Adjusted to 38% Moisture</b>	<b>Dollars/Pound</b>			
US	1.4105	1.4183	1.4609	1.5270
<b>Sales Volume</b>	<b>Pounds</b>			
US	15,193,483	15,831,728	13,142,503	12,745,599
<b>Weighted Moisture Content</b>	<b>Percent</b>			
US	34.66	34.54	34.57	34.78
<b>AA Butter</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.7301	1.6988*	1.7046	1.7221
<b>Sales Volume</b>	<b>Pounds</b>			
US	1,181,999	1,910,450*	1,977,399	2,497,749
<b>Extra Grade Dry Whey Prices</b>				
<b>Weighted Price</b>	<b>Dollars/Pounds</b>			
US	0.5536	0.5611*	0.5805	0.5877
<b>Sales Volume</b>	<b>Pounds</b>			
US	4,626,047	5,765,395*	5,137,338	5,232,534
<b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
US	1.2768	1.2578*	1.2677	1.2375
<b>Sales Volume</b>	<b>Pounds</b>			
US	16,303,159	17,366,899*	12,170,696*	26,230,976

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**TYPE OF BUSINESS:**

Cheese Manufacturer

Cheese Processor

Cheese Packager

Cheese Marketer (broker, distributor, retailer)

Other processor (butter, cultured products)

Whey processor

Food processing/Foodservice

Supplier to dairy processor

**JOB FUNCTION:**

Company Management

Plant Management

Plant Personnel

Laboratory (QC, R&D, Tech)

Packaging

Purchasing

Warehouse/Distribution

Sales/Marketing

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# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - AUG. 20:** After months and months of considerable amounts of available spot milk, cheese makers say the regular calls (offers) have stopped. Inventories of cheese are mostly stable, although western suppliers say stocks are available in some plants. Cheese demand is steady to busy in most areas of the country. There are a multitude of concerns from demand to production to shipping. The Delta variant, employment and trucking shortages, and freight issues for both domestic and international shipping remain regularly related concerns from cheese market participants week to week.

**NORTHEAST - AUG. 25:** Cheese makers are working through stable milk supplies for the near term. Milk output is dropping seasonally in the area, creating a little less milk availability. Cheddar plants continue pushing through strong production schedules. Also, Mozzarella and Provolone manufacturers are receiving a healthy milk supply for scheduled operating rates and customers' immediate orders. Cheese inventory levels are currently stable to balanced for some operations. Market participants note cheese sales in retail outlets are mostly around expected numbers. Cheese sales in the foodservice sector continue to display firm market tones.

**Wholesale prices, delivered, dollars per/lb:**  
**Cheddar 40-lb blocks:** \$2.2025 - \$2.4900 **Process 5-lb sliced:** \$1.5975 - \$2.0775  
**Muenster:** \$2.1900 - \$2.5400 **Swiss Cuts 10-14 lbs:** \$3.5850 - \$5.9075

**MIDWEST AREA - AUG. 25:** Midwestern cheese makers are reporting spot milk availability has tightened considerably in recent weeks. The spot milk discounts of early August are no more. In fact, cheese makers are selling their milk back into bottling, according to a number of cheese plant contacts. Cheese sales are mixed in the region. Retail Cheddar producers, along with pizza restaurant cheese makers, say they are turning down orders. Curd producers maintain their sales have not shifted slower in months. All that said, some cheese plant managers reported a few more spots becoming available recently. Staffing shortages continue to be a prominent issue according to multiple contacts. The relatively large price gap between blocks and barrels remains an inhibitor to bullishness on cheese markets.

**Wholesale prices delivered, dollars per/lb:**  
**Blue 5# Loaf :** \$2.3875 - \$3.4550 **Mozzarella 5-6#:** \$1.9175 - \$2.8625  
**Brick 5# Loaf:** \$2.1175 - \$2.5425 **Muenster 5# Loaf:** \$2.1175 - \$2.5425  
**Cheddar 40# Block:** \$1.8400 - \$2.2400 **Process 5# Loaf:** \$1.5825 - \$1.9425  
**Monterey Jack 10#** \$2.0925 - \$2.2975 **Grade A Swiss 6-9#:** \$3.1000 - \$3.2175

**WEST - AUG. 25:** Cheese sales have held steady across both retail and foodservice markets. International demand is strong; contacts report that purchasers in Asian markets are a strong driver of current export demand. A shortage of truck drivers and limited availability of shipping supplies are, reportedly, causing warehouse inventories to build up in the region. Export loads are also facing delays due to port congestion. Some contacts are looking towards alternative freight methods, such as the use of rail cars, to deliver loads and increase available warehouse space. Cheese markets are steady to lower. Inventories of both cheese barrels and blocks are available to meet spot purchasers' current needs. While milk production has declined, seasonally, cheese makers have enough supplies to run busy schedules. Cheese production is mixed, as some plant managers report that labor shortages are causing them to run reduced schedules.

**Wholesale prices delivered, dollars per/lb:** **Monterey Jack 10#:** \$2.0650 - \$2.3400  
**Cheddar 10# Cuts:** \$2.0775 - \$2.2775 **Process 5# Loaf:** \$1.6000 - \$1.8550  
**Cheddar 40# Block:** \$1.8300 - \$2.3200 **Swiss 6-9# Cuts:** \$3.3925 - \$3.8225

**FOREIGN -TYPE CHEESE - AUG. 25:** European cheese prices are relatively stable. While seasonal declines in milk output and lower components have stymied some cheese production, cheese supplies are adequate to fill contractual needs. However, manufacturers are finding it more difficult to fill added volumes on short notice. Retail demand is building as Europeans return from summer holidays, and foodservice demand is stable. Manufacturers are still finding shipping logistics to be challenging and detrimental to meeting developing export opportunities.

**Selling prices, delivered, dollars per/lb:**

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.2100 - 3.6975
Gorgonzola:	\$3.6900 - 5.7400	\$2.7175 - 3.4350
Parmesan (Italy):	0	\$3.5975 - 5.6875
Romano (Cows Milk):	0	\$3.4000 - 5.5550
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	0	0
Swiss Cuts Switzerland:	0	\$3.6200 - 3.9450
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

## WHOLESALE BUTTER MARKETS - AUGUST 25

**WEST:** Cream is tighter this week as farm level milk production continues to decrease. Production schedules are mixed throughout the region. Inventories are well-stocked. While much of the butter in coolers is committed, quantities are available for spot and contract needs. However, some plant managers note that while demand is higher for unsalted butter, salted butter is more readily available. Some stakeholders remain uneasy about the impact the Delta variant, and the restrictions it has induced, may have on domestic demand. Despite these concerns, food service demand remains level. Retail sales are steady and showing some quiet growth.

**CENTRAL:** Butter producers relay foodservice demand has picked up despite the Delta variation concerns. Restaurant business is reportedly surging. Cream multiples at this part of the week are similar to last week, but butter plant managers report there

is a little more available from the western region this week. They note the Labor Day holiday may be playing some part in a little more cream access. Butter inventories are in somewhat good shape for the potential upticks in fall demand upcoming, according to contacts. Butter market tones are exhibiting more bulls than bears, but there remains a general sense of longer-term uncertainty.

**NORTHEAST:** Reports suggest butter plants in the east are posting declines in the butter manufacturing rate. Customer needs are being met as plants offset drops in butter production around micro-fixing activities. School milk bottling demand continues to develop and impact milk receipt volumes, leading to the tightening of cream supplies and higher multiples. Cream multiples currently range 1.37-1.42. The July butter-fat average in the Northeast was 3.84 for receipts. Truck shortages are an issue.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Conventional ice cream in 48- to 64-ounce containers is the most advertised dairy product this week. The average advertised price is \$2.83, down six cents from last week. Organic ice cream is not advertised. This week, total conventional dairy ads are up 17 percent, and total organic dairy ads increased 42 percent.

The weighted average advertised price for conventional 8-ounce shred cheese, the most advertised cheese item, is \$2.44, an increase of six cents from last week. Conventional 8-ounce cheese blocks have an average advertised price of \$2.35, 22 cents lower than last week. Total conventional cheese ads increased 26 percent this week, while organic cheese is not advertised.

Conventional yogurt ads decreased 3 percent, but organic yogurt ads increased 22 percent. Ads for conventional Greek yogurt in 32-ounce containers dropped 25 percent. The average advertised price is \$4.38, down 18 cents from last week. Conventional milk ads increased 167 percent, and organic milk was featured in 32 percent more ads than last week.

## RETAIL PRICES - CONVENTIONAL DAIRY - AUGUST 27

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	2.79	3.10	2.35	2.79	2.72	2.40	3.11
Cheese 8 oz block	2.35	2.24	2.32	2.43	2.40	2.44	2.44
Cheese 1# block	3.31	NA	2.95	3.99	NA	3.99	NA
Cheese 2# block	6.85	NA	NA	6.00	5.99	NA	7.19
Cheese 8 oz shred	2.44	2.55	2.10	2.55	2.44	2.59	2.55
Cheese 1# shred	3.20	4.99	2.50	NA	NA	4.99	NA
Cottage Cheese	2.10	2.52	2.00	2.05	2.14	1.69	1.69
Cream Cheese	1.91	2.10	1.41	2.07	1.49	1.49	1.43
Flavored Milk ½ gallon	2.23	NA	2.15	1.68	NA	1.50	NA
Flavored Milk gallon	2.99	NA	NA	2.99	NA	NA	3.79
Ice Cream 48-64 oz	2.83	2.66	2.57	2.91	2.80	3.09	3.16
Milk ½ gallon	1.82	2.59	1.50	1.17	1.29	NA	NA
Milk gallon	2.56	NA	2.59	1.99	2.80	2.68	1.59
Sour Cream 16 oz	1.82	1.97	1.86	1.49	1.75	1.70	1.87
Yogurt (Greek) 4-6 oz	.96	.99	1.00	1.04	.89	.89	.78
Yogurt (Greek) 32 oz	4.38	4.60	3.88	2.99	3.36	5.40	5.03
Yogurt 4-6 oz	.53	.47	.50	.46	.45	.44	.48
Yogurt 32 oz	2.20	1.62	2.62	2.34	NA	NA	NA

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

## ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:	Yogurt 32 oz:	\$3.77
Butter 1 lb:	Greek Yogurt 32 oz:	\$4.05
Cheese 8 oz shred:	Milk UHT 8 oz:	\$1.25
Cheese 8 oz block:	Milk ½ gallon:	\$4.23
Cream Cheese 8 oz:	Milk gallon:	\$4.74
Cottage Cheese 16 oz:	Sour Cream 16 oz:	NA
Yogurt 4-6 oz:	Ice Cream 48-64 oz:	NA

## NDM PRODUCTS - AUGUST 26

**NDM - CENTRAL:** Low/medium heat NDM prices were mixed, as the range and mostly expanded. Trading activity picked up notably. In fact, week 34 trading activity was one of the busiest trading weeks of the summer. Contacts say Latin American import interests are picking up. Production has been actively consistent for months. However, there is a notable amount of milk being pulled into bottling for school pipelines. Current NDM supplies are not viewed as tight. High heat NDM prices moved lower by one penny on the top, as trading remains slow on tighter supplies and limited demand needs. Market tones are quiet with hints of bullishness.

**NDM - WEST:** Demand for low/medium heat NDM has held steady across both domestic and international markets. Contacts report steady demand for export to Mexico. A shortage of truck drivers and limited available shipping supplies continue to cause delays to loads. Inventories of low/medium heat NDM are available for spot purchasing. Production of low/medium heat NDM is lighter. Labor shortages are causing some plant managers to run lighter production schedules.

**NDM - EAST:** Low/medium heat NDM prices moved lower on the bottom of the range, higher on the top of the range and also expanded on the mostly series. Trading was busy in the Central region, but eastern trading remained somewhat quiet. Customers in the East were busy stocking up a few months ago. A number of Eastern contacts simply have their current needs met with their stocks or contracted loads. Production activity is strong, but overall milk availability is notably tightening up in late August. Demand is somewhat quiet, domestically. High heat NDM prices moved \$.01 lower on the top of the range.

**LACTOSE:** Demand for 200 mesh lactose and lactose used in standardization is stable. However, contacts relay that lactose, and dairy carbohydrates as a whole, are stuck in a rut. Freight costs have eroded profit margins, and buyers do not want to overextend themselves by taking on more inventory. Lactose inventories at both the manufacturer and within secondary markets have grown. While a good part of the lactose is committed, stocks are rising none the less. Shipping challenges have gotten worse rather than better.

## WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
08/23/21	74,835	85,596
08/01/21	74,093	86,010
Change	742	-1,414
Percent Change	1	-2

## CME CASH PRICES - AUGUST 23 - 27, 2021

Visit [www.cheesereporter.com](http://www.cheesereporter.com) for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
<b>MONDAY</b> August 23	\$1.4850 (+3/4)	\$1.7450 (+5 1/4)	\$1.6800 (+1 3/4)	\$1.2600 (+1)	\$0.5200 (-1)
<b>TUESDAY</b> August 24	\$1.4850 (NC)	\$1.7550 (+1)	\$1.7150 (+3 1/2)	\$1.2700 (+1)	\$0.5200 (NC)
<b>WEDNESDAY</b> August 25	\$1.4875 (+1/4)	\$1.7600 (+1/2)	\$1.7025 (-1/4)	\$1.2700 (NC)	\$0.5150 (-1/2)
<b>THURSDAY</b> August 26	\$1.4700 (-1 3/4)	\$1.7500 (-1)	\$1.7000 (-1/4)	\$1.2850 (+1 1/2)	\$0.5050 (-1)
<b>FRIDAY</b> August 27	\$1.4025 (-6 3/4)	\$1.7500 (NC)	\$1.7075 (+3/4)	\$1.2925 (+3/4)	\$0.5000 (-1/2)
<b>Week's AVG \$ Change</b>	<b>\$1.4660 (-0.0270)</b>	<b>\$1.7520 (+0.0015)</b>	<b>\$1.7010 (+0.0190)</b>	<b>\$1.2755 (+0.0210)</b>	<b>\$0.5120 (-0.0130)</b>
<b>Last Week's AVG</b>	<b>\$1.4930</b>	<b>\$1.7505</b>	<b>\$1.6820</b>	<b>\$1.2545</b>	<b>\$0.5250</b>
<b>2020 AVG Same Week</b>	<b>\$1.4145</b>	<b>\$1.8250</b>	<b>\$1.4900</b>	<b>\$1.0125</b>	<b>\$0.3320</b>

## MARKET OPINION - CHEESE REPORTER

**Cheese Comment:** On Monday, 3 cars of blocks were sold, the last at \$1.7450, which set the price. One car of blocks was sold Tuesday at \$1.7550, which raised the price. On Wednesday, 1 car of blocks was sold at \$1.7600, which raised the price. No blocks were sold Thursday; the price fell on an uncovered offer of 1 car at \$1.7500. Friday's block market activity was limited to an uncovered offer of 1 car at \$1.7500, which left the price unchanged. The barrel price increased Monday on a sale at \$1.4850, rose Wednesday on a sale at \$1.4875, declined Thursday on an uncovered offer at \$1.4700, and dropped Friday on a sale at \$1.4025.

**Butter Comment:** The price rose Monday on a sale at \$1.6800, increased Tuesday on a sale at \$1.7150, fell Wednesday on a sale at \$1.7025, declined Thursday on an uncovered offer at \$1.7000, then rose Friday on an uncovered offer at \$1.7075 (following a sale at \$1.7150).

**Nonfat Dry Milk Comment:** The price increased Monday on a sale at \$1.2600, rose Tuesday on a sale at \$1.2700, increased Thursday on an unfilled bid at \$1.2850, and rose Friday on a sale at \$1.2925.

**Dry Whey Comment:** The price fell Monday on an uncovered offer at 52.0 cents, declined Wednesday on an uncovered offer at 51.50 cents, dropped Thursday on a sale at 50.50 cents, and fell Friday on an uncovered offer at 50.0 cents.

## WHEY MARKETS - AUGUST 23 - 27, 2021

RELEASE DATE - AUGUST 26, 2021

**Animal Feed Whey—Central:** Milk Replacer: .3800 (-2) – .4400 (NC)

**Buttermilk Powder:**  
Central & East: 1.2000 (NC) – 1.2775 (+1/4) West: 1.2000 (+2) – 1.2700 (+2 1/2)  
Mostly: 1.2100 (+2) – 1.2450 (+2 1/2)

**Casein:** Rennet: 4.7400 (NC) – 4.9500 (NC) Acid: 4.6000 (NC) – 4.9500 (NC)

**Dry Whey—Central (Edible):**  
Nonhygroscopic: .4400 (-1) – .5500 (-2) Mostly: .4750 (-1 1/4) – .5200 (NC)

**Dry Whey—West (Edible):**  
Nonhygroscopic: .4750 (-1/4) – .6225 (-2) Mostly: .5250 (-1/4) – .5800 (NC)

**Dry Whey—NorthEast:** .5200 (NC) – .5925 (-2 1/2)

**Lactose—Central and West:**  
Edible: .3600 (NC) – .5600 (NC) Mostly: .4000 (-1) – .5000 (NC)

**Nonfat Dry Milk —Central & East:**  
Low/Medium Heat: 1.2000 (-2) – 1.2900 (+1) Mostly: 1.2250 (-1/2) – 1.2650 (+1/2)  
High Heat: 1.3475 (NC) – 1.4000 (-1)

**Nonfat Dry Milk —Western:**  
Low/Medium Heat: 1.2000 (-1) – 1.3075 (NC) Mostly: 1.2350 (-1/2) – 1.2650 (NC)  
High Heat: 1.3425 (-1 1/2) – 1.4425 (NC)

**Whey Protein Concentrate—Central and West:**  
Edible 34% Protein: 1.0200 (-3) – 1.3300 (NC) Mostly: 1.0800 (-2) – 1.2150 (NC)

**Whole Milk—National:** 1.8000 (+1) – 1.8500 (NC)

Visit [www.cheesereporter.com](http://www.cheesereporter.com) for historical dairy, cheese, butter, & whey prices

## AVERAGE MONTHLY WPC MOSTLY PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'10	.9271	.9307	.9130	.9102	.9238	.9432	.9444	.9555	.9662	.9845	.9950	.9950
'11	1.0233	1.0597	1.2404	1.3686	1.5043	1.5570	1.5650	1.5376	1.4900	1.4363	1.4458	1.4600
'12	1.5239	1.5271	1.5091	1.4195	1.3010	1.1977	1.1401	1.1272	1.1862	1.2283	1.2358	1.2483
'13	1.2606	1.2472	1.2150	1.2378	1.2786	1.3172	1.3518	1.3670	Govt Shutdown	1.6046	1.6908	1.6908
'14	1.7663	1.7799	1.7694	1.7682	1.7530	1.6612	1.6089	1.5549	1.4355	1.3358	1.2751	1.2326
'15	1.1727	1.0970	1.0031	.9439	.9103	.8620	.7863	.6473	.5610	.5333	.5313	.5300
'16	.5445	.5750	.5852	.6076	.6239	.6616	.6937	.7151	.7305	.7706	.7961	.8608
'17	.9318	.9905	.9681	.9425	.9138	.9013	.8919	.8486	.8231	.8063	.7757	.7490
'18	.7268	.7211	.6960	.7027	.7502	.7949	.8092	.8144	.8437	.8658	.8817	.8851
'19	.8929	.8995	.9025	.9025	.9074	.9244	.9297	.9444	.9465	.9530	.9597	.9854
'20	1.0017	1.0140	1.0148	1.0027	.9590	.9356	.8945	.8591	.8500	.8810	.9124	.9255
'21	.9696	1.0134	1.0487	1.0977	1.1328	1.1513	1.1551					

## USDA Raises Fiscal 2021 Dairy Export Forecast, Sees Higher 2022 Exports

**Washington—**The US Department of Agriculture (USDA), in its quarterly *Outlook for US Agricultural Trade* report released Thursday, raised its dairy export forecast for fiscal year 2021 and forecast dairy exports to be even higher in fiscal 2022.

For fiscal 2021, which ends Sept. 30, 2021, dairy product exports are raised by \$300 million, to \$7.3 billion, due to higher unit values and higher volumes of skim milk powder and whey and whey product sales to China.

For fiscal 2022, dairy exports are forecast at \$7.5 billion, \$200 million higher than for fiscal 2021, on stronger import demand from Mexico and Asia for skim milk powder and cheese.

Fiscal 2020 dairy exports were valued at \$6.5 billion. During the first nine months of fiscal 2021 (October 2021-June 2022), dairy exports were valued at \$5.3 billion, up 9.2 percent from the first nine months of fiscal 2020.

USDA revised down its fiscal 2021 dairy import forecast by \$400 million, to \$3.3 billion, largely due to the adoption of the World Trade Organization's recognized definition of "Agricultural Products," which excluded some products previously identified as dairy products.

USDA also expects fiscal 2022 dairy imports to be valued at \$3.3 billion.

Fiscal 2020 dairy imports were valued at \$3.3 billion. During the first nine months of fiscal 2021, dairy imports were valued at \$2.7 billion, up 10.3 percent from the first nine months of fiscal 2020.

Cheese imports for fiscal 2021 are forecast to be valued at \$1.4 billion, up \$100 million from the May forecast, and then rise to \$1.5 billion in fiscal 2022.

Fiscal 2020 cheese imports were valued at \$1.2 billion. During the first nine months of fiscal 2021, cheese imports were valued at \$1.03 billion, up 19.3 percent from the first nine months of fiscal 2020.

As far as overall US agricultural trade is concerned, USDA this week raised its fiscal 2021 export forecast by \$9.5 billion from May's projection, to \$173.5 billion, mainly due to higher livestock, poultry, and dairy exports, as well as the new definition of "Agricultural Products." Fiscal 2022 exports are projected to total \$177.5 billion.

Agricultural imports for fiscal 2021 are forecast at \$157.5 billion, up \$15.7 billion from the previous forecast, and fiscal 2022 imports are forecast at \$159.5 billion.

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