



# CHEESE REPORTER

Vol. 148, No. 25 • December 1, 2023 • Madison, Wisconsin



## Dispute Panel Upholds Canada's Dairy TRQ Allocation Measures

### US Officials, Dairy, Farm Groups Disappointed By Ruling, Which Is Welcomed By Canadian Officials

Washington—A dispute settlement panel established under the US-Mexico-Canada Agreement (USMCA) has found that Canada's dairy tariff-rate quota (TRQ) allocation measures do not breach any of its USMCA commitments, as the US had alleged.

The panel's ruling was criticized by US officials, dairy and farm organizations and the International Cheese Council of Canada (ICCC), but was welcomed by Canadian officials and dairy organizations.

The dispute concerns several measures of Canada's dairy TRQ allocation under the USMCA, according to the panel's final report, which was made public last Friday. The US claims that these measures are inconsistent with multiple of Canada's obligations under the USMCA, which is known as the Canada-United States-Mexico Agreement (CUSMA) in Canada.

At the heart of this dispute is a disagreement over how Can-

ada allocates its dairy TRQs to eligible applicants each year, the report noted. Under the USMCA, Canada committed to establishing TRQs on 14 categories of dairy products: industrial cheeses, cheeses of all types, milk, cream, skim milk powder, butter and cream powder, milk powders, concentrated or condensed milk, yogurt and buttermilk, powdered buttermilk, whey powder, products consisting of natural milk constituents, ice cream and ice cream mixes, and other dairy.

The USMCA sets out an increasing volume of product subject to the TRQ each year from 2020 until 2039.

Canada elects to use a market share allocation mechanism for its TRQs. A market share mechanism is a method of apportioning a TRQ based on the eligible applicant's market activity relative to the market activity of all other applicants for that TRQ.

Canada publishes online information about its TRQs in

"Notices to Importers." Each Notice specifies what types of entities may apply for that particular TRQ. For the TRQs at issue in this dispute, the Notices state that the entities that are eligible are processors, distributors and, in some cases, further processors.

The Notices define these groups for each of the TRQs. For example, under the butter and cream powder TRQ, a "processor" is an entity that "manufactures butter or cream powder in your own provincially-licensed or federally-registered facility," while a "further processor" is an entity that "uses butter and/or cream powder in your manufacturing operations and product formulation."

Canada determines market activity differently for each category of applicant, the report noted. Once all eligible applicants have reported their activity volumes, those volumes are aggregated to determine the total market activity for the specific TRQ product under consideration.

Finally, Canada's TRQ system also permits transfers and returns,

• See **Dairy TRQ Dispute**, p. 10

## President's Export Council Seeks White House Actions To Expand Ag Export Opportunities

Washington—The President's Export Council this week urged President Biden to take several actions to support and expand opportunities for US food and agricultural exports.

The President's Export Council (PEC) advises President Biden of government policies and programs that affect US trade performance; promotes export expansion; and provides a forum for discussing and resolving trade-related problems among the business, industrial, agricultural, labor, and government sectors.

Prior to the PEC's meeting on Wednesday, a coalition of 35 food and agriculture organizations — including National Milk Producers Federation, US Dairy Export Council, FMI-The Food Industry Association, American Farm Bureau Federation, National Council of Farmer Cooperatives, Farmers for Free Trade, Global Cold Chain Alliance, and National Association of State Departments of Agriculture — had urged PEC members to support a proposal to bolster US agriculture's global competitive standing around the world.

The four recommendations included in the coalition's letter to PEC members were included in a letter sent Wednesday to President

• See **Expand Ag Exports**, p. 11

## Federal Order Hearing Resumes; Testimony Focuses On Differentials

Carmel, IN—The US Department of Agriculture's (USDA) national federal milk marketing order (FMMO) hearing resumed here Monday, with testimony focusing on Class I and Class II differentials.

The hearing had gotten underway on Aug. 23, then was recessed on Oct. 11 and reconvened Monday.

Joe Brinker, representing Dairy Farmers of America (DFA), testified Monday in support of Proposal 19, as submitted by National Milk Producers Federation (NMPF), which updates and modernizes the FMMO pricing surface and Class I differentials.

• See **Price Differentials**, p. 5

## Per Capita Cheese Consumption Reached Record 40.1 Pounds In 2022

Washington—Per capita cheese consumption in the United States last year reached a record 40.14 pounds, up more than half a pound from 2021 and more than double the per capita consumption in 1982, according to statistics released Thursday by USDA's Economic Research Service (ERS).

Per capita cheese consumption has now increased by more than 10 pounds since 2000, when it totaled 29.79 pounds. And it's increased by more than 20 pounds since 1982, when it totaled 19.90 pounds.

With the exception of 2020, when per capita cheese consumption of 38.22 pounds was down 0.38 pound from 2019, per capita cheese consumption has set new records every year since 2011, ERS figures show.

Last year, per capita consumption of Italian-type cheese totaled a record 16.14 pounds, up from 15.88 pounds in 2021.

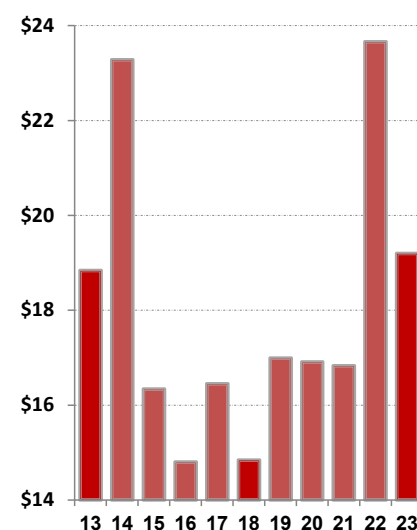
Per capita Italian cheese consumption has risen by more than five pounds since 1999, when it totaled 11.01 pounds, and by more than 10 pounds since 1984, when it totaled 5.75 pounds, ERS reported.

Within the Italian cheese category in 2022, per capita consumption of Mozzarella totaled a record 12.55 pounds, up from 12.31 pounds in 2021 and up from the previous record of 12.48 pounds in 2019.

Per capita Mozzarella consumption has more than doubled since 1988, when it totaled 5.99 pounds.

• See **Per Capita Record**, p. 6

**Class I Milk Base Price Average, CWT 2013 - 2023**





Past Issues Read this week's issue or past issues of Cheese Reporter on your mobile phone or tablet by scanning this QR code.

Cheese Reporter Publishing Co. Inc. © 2023

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 PinoGallagher, Bob Cropp, Brandis Wasvick,  
Ty Rohloff, Dan Strongin, John Umhoefer  
You can e-mail our contributors at:  
[contributors@cheesereporter.com](mailto:contributors@cheesereporter.com)

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**  
Peggy Noeldner  
[pnoeldner@nasonvilledairy.com](mailto:pnoeldner@nasonvilledairy.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**  
Prafulla Salunke, 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**  
Melissa Meinke, Dairy Connection,  
2312 Vondron Road, Madison, WI 53718

**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**  
Amy Winters, 8383 Greenway Blvd.,  
Middleton, WI 53562

## EDITORIAL COMMENT



DICK GROVES

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

It seems that the US is importing more higher-value cheese and less lower-value cheese now than it did 20 years ago.

### Has The US Dairy Import Assessment Been Too Successful?

Starting in August 2011, US dairy importers have been paying mandatory assessments to the National Dairy Research and Promotion Program. According to USDA's 2020 report to Congress on the Dairy Promotion and Research Program and the Fluid Milk Processor Promotion Program, total import assessment funds varied between \$3.44 million and \$4.76 million per year between 2012 and 2020, averaging \$3.93 million annually.

Meanwhile, US dairy imports increased in value from \$2.63 billion in 2012, the first full year the dairy import assessment was in effect, to a record \$4.65 billion in 2022. Imports are on pace to reach somewhere around \$4.8 billion in value this year.

These figures raise an interesting question: Has the dairy import assessment been too successful?

To analyze this question, a brief review of the history of the dairy import assessment, and dairy import trends, is helpful.

While the dairy import assessment didn't become effective until August 2011, its origins actually date back more than a decade. It was in June of 2001 when bipartisan members of both the US House and Senate introduced the Dairy Promotion Fairness Act, legislation that would require dairy importers to pay into the National Dairy Promotion and Research Board at the same rate as US dairy producers do (15 cents per hundred-weight).

The reasoning behind the legislation was that dairy imports were benefitting from the efforts of the dairy promotion program but not helping to pay for those efforts.

The dairy import assessment was eventually included in the 2002 farm bill. At that time, the US was running a significant dairy trade deficit. Specifically, in 2001, US dairy exports were

valued at \$1.08 billion, while dairy imports were valued at \$1.64 billion, for a dairy trade deficit of \$554 million. In 2002, when the farm bill was signed, dairy imports were valued at just under \$1.6 billion, while dairy exports were valued at \$937 million, for a dairy trade deficit of \$660 million.

A couple of additional dairy import statistics from two decades ago are also worth mentioning. First, in 2002, US cheese imports reached a record 475 million pounds, a record that still stands (over the last 10 years, cheese imports have ranged from 324 million pounds in 2013 to 452 million pounds in 2016). Also in 2002, the US imported about 91 million pounds of milk protein concentrate, while producing zero pounds of MPCs.

Six years later, the 2008 farm bill included language that paved the way for implementation of the dairy import assessment. Specifically, to overcome concerns that the import assessment might violate WTO rules, the 2008 farm bill extended the existing 15-cent dairy promotion assessment to Alaska, Hawaii, and Puerto Rico, which were previously exempt from the national assessment.

Also, the original assessment on imported dairy products was reduced in that farm bill from 15 cents to 7.5 cents per hundred-weight milk equivalent.

Notably, in 2008, when the dairy import assessment was included in a farm bill for the second time, US dairy imports were valued at \$2.7 billion, while dairy exports were valued at \$3.75 billion, for a US dairy trade surplus of \$1.05 billion.

The dairy import assessment was finally implemented in 2011. That year, dairy imports were valued at \$2.4 billion, or just over half their value last year and roughly half the value of what they'll reach this year.

Meanwhile, US dairy exports were valued at \$4.8 billion in 2011 and \$9.5 billion in 2022, and the US has run significant dairy trade surpluses every year since the dairy import assessment was implemented.

But export growth is kind of beside the point here. Given the significant growth in the value of dairy imports in recent years, has the import assessment been too successful?

To some extent, that depends on your perspective. For example, while the US doesn't import as much cheese as it did 20 years ago, the value of those cheese imports has grown considerably, from \$788 million (\$1.66 per pound) in 2002 to \$1.57 billion (\$3.78 per pound) in 2022.

It seems that the US is importing more higher-value cheese and less lower-value cheese now than it did 20 years ago. But is that due to the import assessment or other factors?

Meanwhile, US imports of milk protein concentrates last year totaled about 87 million pounds, down 4 million pounds from their 2002 level. And notably, the US in 2022 produced 221 million pounds of MPCs, in 14 plants, up from zero and zero back in 2002.

So the US has shifted from being just an importer of MPCs 20 years ago to producing more than twice as much MPCs as it imports today. But is that due to the import assessment or other factors?

Finally, it's worth remembering that dairy trade statistics vary from year to year, due to factors ranging from the value of the US dollar to a desire by dairy product buyers to source products domestically rather than from foreign countries, due to supply chain issues.

No doubt the value of US dairy imports is rising these days, but it's hard to attribute those increases just to the assessment.

## USDA Releases Final Decision To Amend Three Southeastern Orders

Washington—The US Department of Agriculture today published its final decision to amend the Transportation Credit Balancing Fund provisions for the Appalachian and Southeast federal milk marketing orders, and establish Distributing Plant Delivery Credits in those two orders as well as the Florida order.

USDA's Agricultural Marketing Service will now determine whether dairy producers approve of the proposed amended orders.

This proceeding dates back to October 2022, when the Dairy Cooperative Marketing Association (DCMA), a common marketing agency consisting of nine dairy cooperatives, requested a hearing to address Transportation Credit Balancing Fund (TCBF) provisions in the Southeast, Appalachian and Florida federal orders.

USDA published a recommended decision in this proceeding in July 2023, which included a 60-day comment period.

The hearing record reveals a significant decrease in the number of pool distributing plants operating in the Southeast region that provide market access to local producers. Provisions that don't encourage sufficient milk supplies to meet Class I needs may hasten more plant closures, jeopardizing the delicate balance of orderly marketing in the region, USDA said in its final decision.

Therefore, given the continued demonstrated need for supplemental supplies in the Appalachian and Southeast orders, USDA's final decision finds it appropriate for handlers providing the marketwide service of obtaining supplemental milk to receive adequate transportation cost reimbursement.

Accordingly, the decision continues to propose amendments to the TCBF provisions to reflect current transportation cost factors and increase the assessment rates charged in order to generate funds needed.

The three main components that determine a transportation credit payment are: mileage rate factor (MRF), reimbursable miles, and eligible milk.

The MRF contains five components, four of which the final decision continues to recommend be amended:

- Reference Diesel Fuel Price: The decision continues to propose a reference diesel fuel price of \$2.26 per gallon.

- Reference Haul Cost: The decision proposes a base haul rate of \$3.67 per loaded milk.

- Reference Truck Fuel Use: The final decision continues to propose a 6.2 MPG fuel consumption rate.

- Reference Load Size: The decision continues to find 49,700 pounds a reasonable reference load size.

Also under consideration in this proceeding is amending the miles eligible to receive a TCBF payment. Currently, the first 85 miles of a supplemental milk shipment is not eligible for a TCBF payment.

The final decision continues to propose a 15 percent mileage exemption, which could be adjusted by the market administrator if requested and found appropriate after an investigation.

Also, the final decision continues to propose an increase in

the maximum allowable TCBF assessment rates to ensure adequate funds and reduce the need to prorate payments. Specifically, the decision proposes to adopt a maximum TCBF assessment rates of 30 cents and 60 cents per hundredweight in the Appalachian and Southeast orders, respectively.

Regarding Distributing Plant Delivery Credits, the final decision continues to recommend transportation assistance for milk that serves the Southeast region's Class I demand on a year-round basis on the Appalachian, Florida, and Southeast orders.

There are four main components of the proposed DPDC provision: eligibility, payment rates, assessment levels, and allowance for market administrator discre-

tion. Taken together, these provisions should assist in efficient, more orderly deliveries of year-round Class I milk supplies of the marketing area, USDA said.

Based on the evidence in the record, the final decision continues to find it reasonable that milk deliveries serving the Class I needs of the Appalachian and Southeast federal orders from counties within 85 miles of the respective marketing area boundaries be eligible for DPDC payments.

The final decision continues to propose adoption of DPDC payment rates identical to the TCBF. And the decision continues to propose to adopt DPDC maximum assessments of 60 cents, 85 cents, and 50 cents per hundredweight in the Appalachian, Florida and Southeast orders, respectively.



### GLOBAL INGREDIENTS SUMMIT

Showcasing the research and technology driving the cheese and dairy ingredients industry

MARCH 11-13, 2024 | PEPPERMILL RESORT | RENO, NV

The NEW Global Ingredients Summit combines two of ADPI's signature technical conferences - the Global Cheese Technology Forum and the Dairy Ingredients Technical Symposium - into one premier event. Now you can get the latest research and technology development information for cheese, milk, and whey ingredients all in one conference!

This two-day event will bring industry and academia together and serve as a launching point for future innovation in the dairy industry. Come meet your future innovators by attending student poster presentations and learn about dairy research presented by academics from across the country. Afternoon concurrent sessions, with separate cheese and milk/whey ingredients tracks, will give you a chance to select your areas of interest and customize your Global Ingredients Summit experience.

Early Bird Registration is open!  
Register today at [ADPI.org/Events](https://www.adpi.org/events)



AMERICAN  
Dairy Products  
INSTITUTE

For more information, visit [www.adpi.org/events](https://www.adpi.org/events)



## Fight Back Against the Raw Milk Fringe

REBEKAH SWEENEY  
Senior Director, Programs & Policy  
Wisconsin Cheese Makers Association  
rsweeney@wischeesemakers.org

In today's fragmented political system, persistent fringe groups have inordinate power to be heard. In Washington, DC, and in state legislatures, as the old adage goes, the squeaky wheel gets the grease.

Or maybe, it gets the raw milk?

In the past year, three states – Georgia, Iowa, and North Dakota – have enacted laws allowing the sale of unpasteurized (raw) milk, becoming the latest examples of an abrupt and alarming policy shift coast-to-coast.

Since 2018, the number of states legalizing raw milk sales jumped from 20 to 46. Most restrict raw milk sales to the farm site, but a growing number – now 14 – allow retail grocery store sales, too.

In Wisconsin, strong advocacy from processors, farmers and the medical community ended four separate bids between 2009 and 2016 to allow broad sales of raw milk, accepting only incidental exchanges between a farmer and consumer.

The debate over raw milk sales has lain dormant in America's Dairyland since then, but in late November, a small group of Wisconsin lawmakers introduced a new bill designed to legalize both the advertisement and retail sale of raw milk, requiring only very limited testing and reporting on the part of dairy producers.

It's an irresponsible idea, jeopardizing both consumers' well-being and the strength of a backbone industry for Wisconsin.

Let's refresh ourselves, first, on what's at stake when it comes to public health. Raw milk can carry *Campylobacter*, *Cryptosporidium*, *E. coli*, *Listeria*, *Brucella*, and *Salmonella* – all harmful and sometimes lethal pathogens. People who get sick from raw milk may experience the unpleasantness of gastro-intestinal distress, but others – more likely young children, senior citizens, the immuno-compromised, and pregnant women – can experience severe complications, including Guillain-Barré syndrome, which can cause paralysis, and hemolytic uremic syndrome, which can result in kidney failure, stroke, or death.

From 2013 through 2018, 75 outbreaks voluntarily reported to the Centers for Disease Control and Prevention (CDC) were linked to raw milk. Outbreaks during those years sickened 2,645 people and caused 228 hospitalizations and three deaths.

More recent reports reveal a continued pattern. Last month, four people were hospitalized and another 20 made sick by consumption of raw milk in California and Utah. In September, five people in Wyoming were infected

with *Campylobacter* and *E. coli* bacteria, landing two children in the hospital. In July 2023, the Minnesota Department of Health reported one child hospitalized and seven people sickened with cryptosporidiosis and *E. coli* after drinking raw milk.

There have been outbreaks in Wisconsin, too, notably a 2014 incident in which 38 people who consumed raw milk suffered *Campylobacter* infections, with 10 hospitalized.

The scientific data and illness outbreak records we have – now dating back more than 100 years – make it clear: raw milk is not a safe commercial product.

Nor is it a smart product to have on the shelf for a state like Wisconsin, where dairy is a \$46 billion industry, contributing 157,000 jobs and \$1.26 billion in state and local taxes.

Wisconsin dairy farmers and processors have earned the trust of consumers around the world, delivering nutritious, delicious, and – importantly – safe dairy products.

Dairy products are safe: less than 2 percent of all foodborne illness outbreaks can be attributed to dairy. But raw milk isn't: more than 70 percent of those dairy-related foodborne illness outbreaks can be attributed to raw milk exposure. Laws placing raw milk next to pasteurized milk on grocery store shelves invite consumer confusion and the potential for great harm.

Most Americans seem to understand both the public health and economic arguments against this change in public policy. Despite growing access to raw milk in the United States, the product still accounts for less than \$20 million in sales annually. It's an amount that pales in comparison to total dairy milk sales which reached \$15.7 billion in 2022.

Clearly, legislators pushing for retail raw milk sales, both in Wisconsin and in other states, are catering to a small, self-interested group of constituents, rather than the majority.

Now, it's time for dairy farmers and processors to get squeaky. Make your voice heard, whether directly to your elected officials or via trade organizations like WCMA.

Tell lawmakers that raw milk sales are bad for the health of American consumers and they're bad for our business.

*Rebekah Sweeney serves as Senior Director, Programs & Policy for the Wisconsin Cheese Makers Association. Sweeney can be reached at rsweeney@wischeesemakers.org or by phone at 608-286-1001.*

The views expressed in this column do not necessarily reflect those of Cheese Reporter Publishing Co., Inc.

## FROM OUR ARCHIVES

### 50 YEARS AGO

**Nov. 30, 1973: Washington**—President Nixon's new guidelines and allocations for energy use will mean more than chilly offices and plants for the food industry – reduced speed limits and limited hours for gas stations could greatly affect dairy product transportation.

**Krivi Vir, Yugoslavia**—Shepherds in this Serbian village claim their longevity of 100-plus years is due to eating sheep's milk that's placed in tubs, fermented for one month and stored on covered wooden plates for one year until it becomes sour and firm.

### 25 YEARS AGO

**Dec. 4, 1998: Green Bay, WI**—The Wisconsin Cheese Makers Association has issued a call for 12 judges to serve at the US Championship Cheese Contest. The competition – open to the public for the first time – is expected to draw about 500 cheese entries that will be evaluated in 22 classes.

**Lincolnshire, IL**—Saputo Group, Inc., of Montreal, Canada, announced that its US subsidiary, Stella Foods, has been renamed Saputo Cheese USA. Stella manufactures and distributes products under several well-known brands, including Stella, Frigo, Dragone, Gardena, and Lorraine.

### 10 YEARS AGO

**Nov. 29, 2013: Madison**—Mark Johnson, senior scientist with the Wisconsin Center for Dairy Research, was recently honored with the title of "Distinguished Scientist" by the UW-Madison. With no higher designation for university staff, the title is given to those exhibiting unique and outstanding performance in a chosen field.

**Birmingham, England**—Germany's Kaserei Champignon earned both first and second place honors for its Blue Montagnolo Affine at the World Cheese Awards here this week. Unknown to judges, Montagnolo Affine had been entered by UK representative Elite Imports, Ltd., in both the Blue cheese section and a new category for entries that have already won major international competitions.

## Snack Cheese Cutter

### AutoCube 3000R Automatic High Speed Cutter Cubes, Sticks, Cracker & Krinkle Cuts

- **High Speed**  
Up to 7,000 pounds per hour
- **Product Quality**  
More accurate cutting reduces trim loss
- **Cost Savings**  
Reduces labor, repetitive-type injuries and less maintenance costs
- **Tool-Less Design**  
Fast and easy sanitation, easy-to-open guards and doors



**EQSpecial**  
We Cut The Cheese!



**Equipment Specialists** [www.eqspecial.com](http://www.eqspecial.com) 608-949-8994  
[norm@eqspecial.com](mailto:norm@eqspecial.com) Janesville, WI

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

## Global Methane Hub, Danone Partner To Reduce Methane Emissions

Paris, France, and Santiago, Chile—The Global Methane Hub (GMH) and Danone recently announced a new partnership to reduce methane emissions and drive scalable farming solutions.

Danone will become the first corporate funder of the Enteric Fermentation R&D Accelerator, which is described as the largest ever globally coordinated research effort on enteric methane, coordinated by GMH and supported by an alliance of philanthropic organizations and governments.

The Accelerator, which has already raised \$200 million in funding, will invest in research and innovation to create new solutions for livestock farmers that can mitigate enteric fermentation, which is the digestive process of ruminant livestock. Research will include mitigation of methane via feed additives, plant and animal genetics, methane vaccines, as well as accessible and affordable measurement technologies.

Through this partnership, Danone will work with academic experts and technology providers to test solutions which support dossier building for regulatory approvals, and drive innovations for various farm systems in multiple countries.

In addition to its contribution to the funding of the Accelerator, another collaboration with GMH will be the development of a methane accounting and feed optimization decision support tool for dairy cattle. This will involve Danone smallholders' dairy farms in North Africa, starting with a first pilot in Morocco with 1,000 farmers.

This tool will help farm advisors formulate dairy diets based on regionally available feed and well-defined feed quality. The main goal of the project is to demonstrate the benefits of improved livestock nutrition in terms of enhancing livestock productivity, increasing farmers' income, and reducing methane emissions.

"Our partnership with the Global Methane Hub is a key milestone in creating, testing, and deploying impactful and practical solutions in the field of methane reduction," said Antoine de Saint-Affrique, Danone's chief executive officer. "This will allow the world to keep enjoying the benefits of yogurt and help secure a sustainable future to many rural communities."

This partnership is in addition to Danone's existing investments in manure methane solutions in the US, Spain, and Belgium.

## Price Differentials

(Continued from p. 1)

surface and Class I differentials. His testimony focused primarily on the Missouri, Kansas, and Nebraska markets and overall price alignment with Class I plants in and around the Central federal order.

Since 2005, the number of DFA farms located in the geography supplying the Kansas City, Omaha and Wichita Class I markets has decreased by over 70 percent, Brinker noted. The remaining farms are located farther from the Class I plant locations and in rural areas.

"With the increased distance of farm milk to processing plants, coupled with higher transportation costs, a differential increase is vital to ensure a reliable Class I milk supply is available to meet consumer demand," Brinker stated. Market conditions justify a differential increase of \$1.35 per hundredweight in Kansas City, \$1.15 per hundred in Omaha and \$1.65 per hundred in Wichita.

Michael John, executive vice president of milk marketing for Maryland and Virginia Milk Producers Cooperative, testified in support of NMPF's proposed changes to Class I differentials.

The cost of moving milk "has greatly increased" from the early 2000s, John said. The proposed increases in Class I differentials will provide some cost relief to those experiencing increased costs to move milk to Class I plants and to make sure incentives are high enough to attract raw milk to Class I processing plants.

It's been over 15 years since Class I differentials have been increased in the Appalachian order, John continued.

"In the face of enormous transportation costs increases, that means the mechanism to attract milk from supply points has become less effective," John said. "The cost of transportation has increased significantly, and at least a portion of that cost needs to be satisfied through an increase in the Class I differentials."

Skylar Ryll, assistant vice president of milk marketing operations for DFA's Northeast Area, also testified in support of NMPF's Proposal 19.

The Northeast milk market "has changed in significant ways since 2000," Ryll said. Any changes with the Class I price surface should be taking the changes with milk production, resident population, and the manufacturing footprint into consideration.

Scott Werme, consultant and past senior vice president, membership, for Agri-Mark, said Agri-Mark supports NMPF Proposal 19. He noted that the current Class I pricing surface map was a product of the federal order reform process that concluded with new or revised regulatory policies in 2000.

Since then, "the dairy industry and landscape has changed significantly," Werme said. "Class I differentials are outdated and need modernization to reflect the changes in the dairy industry since 2000."

Johnny Hiramoto testified on behalf of DFA's Western Area in support of NMPF's Proposal 19.

Moving milk in California "is not as simple as it would seem," Hiramoto said. "California geographically is a very large, elongated state containing significant mountain ranges." Traffic at times is "horrendous," which adds significant travel time, wear and tear

on equipment, and places additional strain on the driver pool.

Also, there are few milk producers in close proximity to the large Southern and Northern California urban areas, which necessitates increasingly longer hauls, Hiramoto continued. And the high cost of labor, insurance, and regulations along with restrictive weight limits all combine to make hauling milk "demanding and expensive."

Brent Butcher, director of fluid sales for United Dairymen of Arizona, implored USDA to adopt each of the NMPF proposals, with an emphasis on the Class I pricing differential adjustments.

"The need to affect higher prices on behalf of Arizona dairymen is essential to combat the onslaught of increased production costs in one of the fastest growing population states in America," he said.

Dr. Roger Cryan, chief economist for the American Farm Bureau Federation (AFBF), testified in support of Proposal 21, submitted by AFBF, to update the Class II differential based on current drying costs.

The Class II differential was developed during order reform to reflect the cost of drying and rewetting milk, to reflect the higher value of Class II milk without incenting processors to dry and rewet (Class IV) milk for Class II uses, Cryan said. AFBF accepts this logic and proposes to update the Class I differential from the current 70 cents to \$1.56 per hundredweight.

This cost-based element of the Class II price formula is out of date, and no longer meets the purpose of incenting the availability of Class II milk, per USDA's logic at the time of order reform, Cryan said.

## BETTER SERVICE. BETTER RESULTS.

Make the most of your equipment with routine services. We provide you with specialized support for your cheesemaking equipment by offering:

- Blade sharpening, whether it's dual shaft or our patented single shaft agitator
- Locate pinholes and cracks in your current system and come in with our knowledgeable and capable crew to fix them
- Helping customers support their equipment to produce higher yields resulting in higher profits

**APT**  
ADVANCED PROCESS TECHNOLOGIES, INC.

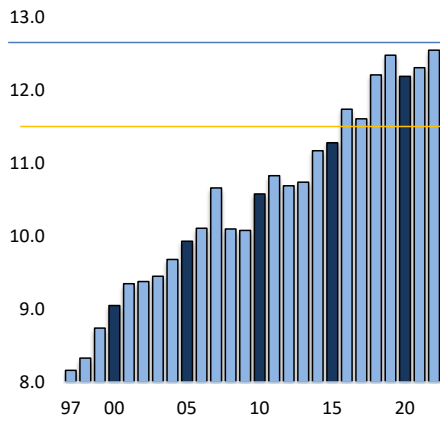
877-230-5060

apt-inc.com

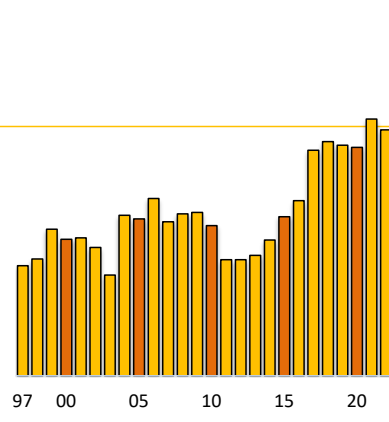
Results  
that matter!

For more information, visit [www.apt-inc.com](http://www.apt-inc.com)

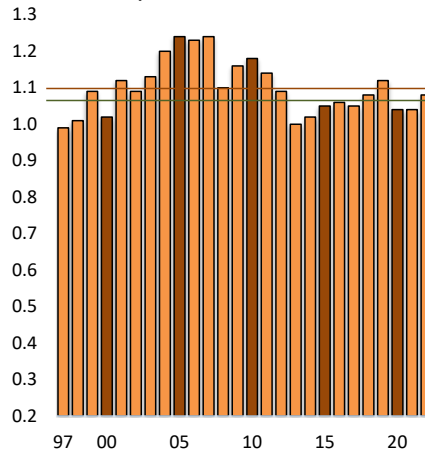
**Per Capita Mozzarella Consumption**  
1997 – 2022; pounds



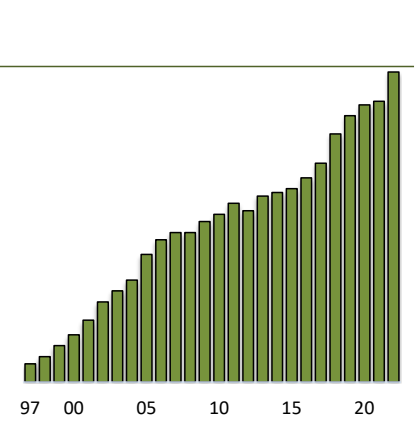
**Per Capita Cheddar Consumption**  
1997 – 2022; pounds



**Per Capita Swiss Consumption**  
1997 – 2022; pounds



**Per Capita Hispanic Cheese Consumption**  
1997 – 2022; pounds



**Per Capita Record**  
(Continued from p. 1)

Per capita consumption of other Italian cheeses last year totaled a record 3.59 pounds, up from 3.57 pounds in 2022. Per capita consumption of other Italian cheeses has more than doubled since 2003, when it totaled 2.55 pounds.

In 2022, per capita consumption of American-type cheeses totaled 16.2 pounds, unchanged from 2021 but up more than three pounds since 2008, when it totaled 13.13 pounds. And it has more than doubled since 1973, when it totaled 7.83 pounds.

Per capita consumption of American-type cheese hasn't declined since 2011, when consumption of 13.04 pounds was down 0.26 pound from 2010.

Within the American-type cheese category, per capita Cheddar consumption in 2022 was 11.37 pounds, down from a record 11.52 pounds in 2021. Last year was the sixth straight year in which per capita Cheddar consumption topped 11 pounds. However, per capita Cheddar consumption has

now declined in three of the last four years (2019, 2020 and 2022).

Also in 2022, per capita consumption of other American-type cheeses (which includes Colby, washed curd, stirred curd, and Monterey Jack) totaled a record 4.83 pounds, up from the previous record of 4.68 pounds in 2021. Per capita consumption of other American-type cheeses has more than doubled since 1975, when it totaled 2.11 pounds.

Per capita consumption in 2022 of other cheese varieties typically made from cows' milk, with comparisons to previous years, was as follows:

**Cream and Neufchatel:** 3.08 pounds, a new record, up from the previous record high of 2.83 pounds in 2021 and up more than one pound since 1995, when it totaled 2.04 pounds.

**Swiss cheese (including imported Emmentaler and Gruyere):** 1.08 pounds, up from 1.04 pounds in both 2021 and 2020 but down from 1.12 pounds in 2019. Per capita Swiss cheese consumption hasn't been above 1.2 pounds since 2007, when it totaled 1.24 pounds.

**Muenster:** 0.53 pound, unchanged from 2021, up from 0.52 pound in 2020 but down from 2019's record 0.55 pound.

**Brick:** 0.00 pound, down from 0.01 pound in 2021 but unchanged from 2020. USDA's National Agricultural Statistics Service (NASS) estimates that Brick cheese production in 2022 totaled 1.5 million pounds.

**Hispanic cheese:** 1.05 pounds, a new record, up from 0.97 pound in 2021 and more than double the consumption in 2004, when it was 0.48 pound.

**Blue cheese (including Gorgonzola):** 0.30 pound up from 0.29 pound in 2021 and the highest consumption since 2019, when it was 0.31 pound.

**Other types of cheese typically made from cows' milk:** 1.48 pounds, down from 1.54 pounds in 2021.

Last year, per capita consumption of imported cheese not made from cows' milk (the cheeses that are distinguished as clearly not from cows milk in the import data are represented by this figure) totaled 0.30 pound, up from 0.29 pound in 2021.

Per capita consumption of processed cheese last year was 8.25 pounds, unchanged from 2021. Within the processed products category in 2022, per capita consumption of processed cheese totaled 5.85 pounds, up from 5.83 pounds in 2021; and per capita consumption of cold pack, cheese foods, and other foods and spreads totaled 2.41 pounds, down from 2.42 pounds in 2021.

**Fromage Spa Receives Buy Local, Buy Wisconsin Grant**

**Madison**—The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) on Tuesday announced five Wisconsin companies will receive a DATCP Buy Local, Buy Wisconsin (BLBW) grant in 2023.

BLBW is a competitive grant program designed to strengthen Wisconsin's ag and food industries by helping businesses efficiently process, market, and distribute locally grown food products.

Among this year's grant recipients is Fromage Spa d/b/a Lov-It Foods, Green Bay. Lov-It Foods will use grant funds to create a retail website to sell newly branded Lov-It cheese products, converted from 40-pound blocks, artisanal wheels, and trim cheese from local Wisconsin cheese manufacturers.

This year, DATCP received 13 funding requests totaling more than \$473,000. A total of \$200,000 was available in grant funding through the program; the maximum award for each project is \$50,000, and grant applicants must provide a cash or in-kind match of at least 50 percent of the total project budget.

Since the Buy Local, Buy Wisconsin program began in 2008, there have been 584 applications submitted for Buy Local, Buy Wisconsin grants, requesting a total of more than \$20.3 million in funding. Previous grant recipients have generated more than \$14.4 million in new local food sales.

For details, visit <https://datcp.wi.gov/Pages/Homepage.aspx>.



**INFUZE Flavors with Adjuncts**

INFUZE is a multiple strain adjunct providing complex blends and depth of flavors you can't get from just regular adjuncts.

For over 50 years, Vivolac Cultures Corp. has brought innovation to the dairy industry with its award-winning adjuncts.



**Vivolac Cultures Corp.**  
1-800-VIVOLAC  
innovation@vivolac.com  
www.vivolac.com

- Expert onsite technical support
- DVS or bulk starter cultures and media
- Industry leading bio-protection cultures
- Flavor and texture adjuncts for award-winning cheeses
- Custom blending culture options available

Proudly made in the United States



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

## October Class IV Volume On Seven Federal Orders: 669 Million Pounds

**Washington**—The volume of milk pooled in Class IV in October in the seven federal milk marketing orders that pay farmers a producer price differential (PPD) totaled 669.2 million pounds, down 467.5 million pounds from September and down 73.3 million pounds from October 2022, according to the uniform price announcements from those orders.

That's the second time in three months that Class IV volume on those seven orders was under 700 million pounds; August Class IV volume was 690.9 million pounds. In September, Class IV volume on the seven orders totaled 1.14 billion pounds.

October Class III volume on the seven orders totaled 6.94 billion pounds, up 8.6 million pounds from September but down 310.5 million pounds from October 2022. That's the second straight month in which Class III volume on the seven orders was below 7.0 billion pounds.

Positive PPDs were reported for all seven orders in October; those PPDs ranged from 44 cents per hundredweight on the Upper Midwest order to \$4.36 per hundred on the Northeast order.

A total of 1.45 billion pounds of milk was pooled in Class III on the California order, down 25.7 million pounds from September but up 10.0 million pounds from October 2022. That's the sixth straight month in which Class III volume on the California order topped 1.4 billion pounds.

Class III utilization on the California order was 71.9 percent, up from 65.6 percent in September and up from 71.8 percent in October 2022.

Class IV volume on the California order in October totaled 50.6 million pounds, down 225.4 million pounds from September and down 14.8 million pounds from October 2022. Class IV utilization was 2.5 percent, down from 12.3 percent in September and down from 3.3 percent in October 2022.

A total of 2.02 billion pounds was pooled on the California order, down 230.3 million pounds from September but up 12.9 million pounds from October 2022.

Class III volume on the Upper Midwest order in October totaled 2.46 billion pounds, down 55.2 million pounds from September and down almost 200 million pounds from October 2022. That's the first time Class III volume on the order was under 2.5 billion pounds since April, when it totaled 2.12 billion pounds.

October Class III utilization on the Upper Midwest order was 92.4 percent, down from 92.7 percent in September and down from 92.5 percent in October 2022.

Class IV volume on the Upper Midwest order totaled 11.9 million pounds, down 2.1 million pounds from September and down 3.9 million pounds from October 2022. Class IV utilization was 0.4 percent, down from 0.5 percent in September 2023 and October 2022.

A total of 2.66 billion pounds of milk was pooled on the Upper Midwest order in October, down 53 million pounds from September and down 213.3 million pounds from October 2022.

On the Southwest order, Class III volume totaled 672.6 million pounds, down 42 million pounds from September and down 94.4 million pounds from October 2022. Class III utilization was 62.0 percent, up from 60.2 percent in September but down from 65.2 percent in October 2022.

October Class IV volume on the Southwest order totaled 5.8 million pounds, down 51.3 million pounds from September and down 16.8 million pounds from October 2022. Class IV utilization was 0.5 percent, down from 4.8 percent in September and down from 1.9 percent in October 2022.

A total of 1.08 billion pounds was pooled on the Southwest, down 103.6 million pounds from September and down 92.7 million pounds from October 2022.

Class III volume on the Central order in October totaled 676.1 million pounds, up 12.2 million pounds from September but down 70.4 million pounds from October 2022. Class III utilization was 53.2 percent, up from 49.7 percent in September but down from 55.9 percent in October 2022.

October Class IV volume on the Mideast order totaled 132.9 million pounds, down 84.1 million pounds from September and down 5.3 million pounds from October 2022. Class IV utilization was 10.4 percent, down from 16.2 percent in September but unchanged from October 2022.

A total of 1.27 billion pounds of milk was pooled on the Mideast order in October, down 64.5 million pounds from September and down 62.4 million pounds from October 2022.

On the Mideast order in October, Class III volume totaled 681.3 million pounds, down 19.1 million pounds from September but up 6.4 million pounds from October 2022. Class III utilization was 45.4 percent, down from 45.8 percent in September and down from 50.9 percent from October 2022.

Class IV volume on the Mideast order totaled 51.1 million pounds, down 58.4 million pounds from September but up 36.5 million pounds from October 2022. Class IV utilization was 3.4

percent, down from 7.2 percent in September but up from 1.1 percent in October 2022.

A total of 1.5 billion pounds of milk was pooled on the Mideast order, down 30 million pounds from September but up 173.9 million pounds from October 2022.

Class III volume on the Northeast order in October totaled 688.4 million pounds, up 54.3 million pounds from September and up 25.3 million pounds from October 2022. Class III utilization was 30.5 percent, up from 29.1 percent in September and up from 29.6 percent in October 2022.

Class IV volume on the Northeast totaled 289.2 million pounds, up 10.9 million pounds from September down 50.6 million pounds from October 2022. Class IV utilization was 12.8 percent, unchanged from September but down from 15.1 in October 2022.

A total of 2.26 billion pounds of milk was pooled on the Northeast order up 76.7 million pounds from September and up 11.3 million pounds from October 2022.

On the Pacific Northwest order, Class III volume totaled 314.6 million pounds, up 84.2 million pounds from September and up 12.5 million pounds from October 2022. Class III utilization was 51.6 percent, up from 39.4 percent in September and up from 49.2 percent in October 2022.

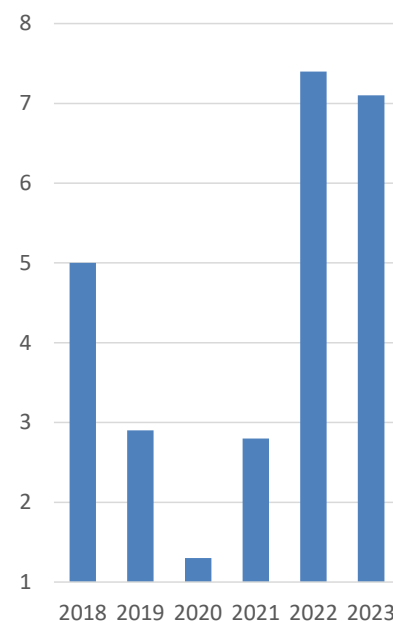
Class IV volume on the Pacific Northwest in October totaled 127.7 million pounds, down 57.2 million pounds from September and down 18.4 million pounds from October 2022. Class IV utilization was 20.9 percent, down from 31.6 percent in September and down from 23.8 percent in October 2022.

A total of 609.8 million pounds was pooled on the Pacific Northwest order, up 25 million pounds from September but down 4.6 million pounds from October 2022.

### Volume of Milk

#### Pooled in Class III: Oct

billions of pounds; all 11 orders; California order wasn't in effect in Oct 2018



## Unlocking growth.

Learn how we can help you unlock your brand's growth through our end-to-end expertise, customized solutions, full expert services, and diverse portfolio of industry leading equipment.

f @TetraPakUSA    @TetraPak\_USCAN    TetraPakUSA.com

**Tetra Pak**<sup>®</sup>  
PROTECTS WHAT'S GOOD

For more information, visit [www.tetrapak.com/en-us](http://www.tetrapak.com/en-us)

## Beehive Cheese Strengthens Its Partnership With Gossner Foods

Uintah, UT—Beehive Cheese has been sourcing its milk from Gossner Foods, based in Logan, UT, for over 18 years. Starting in the summer of 2024, the partnership between these multi-generational, family-owned dairy companies will expand.

Using Beehive Cheese's recipe for Promontory Cheddar, the production of whole wheels will soon take place at Gossner's Magic Valley creamery, which is located in Heyburn, ID. Pioneers in the rubbed rind category, all flavor rubbing and aging will continue at the Beehive Cheese creamery in Uintah, UT.

Partnering with the cheese makers at Gossner Foods allows Beehive Cheese to dedicate its full attention to what sets the company apart in the realm of specialty cheese: its signature rubbed-rind Cheddars.

Through an evolved partnership with Gossner Foods, Beehive Cheese can maintain full ownership of its company, its quality standards, its equipment, and its future.

The Ford and Welsh Families founded Beehive Cheese in 2005 with eight days of cheesemaking between the two of them. They built a company rooted in passion and attention to quality with a mission of sharing their award-winning cheese with as many friends as possible. Now, to do so, they need to expand their production.

"We have been working with Gossner Foods as our milk supplier since 2005," said Tim Welsh, Beehive Cheese owner and found-

ing partner. "Because of the trust we've built over the years and Gossner's example of how to thrive as a family-owned company, it was a no-brainer to explore working with them as a cheesemaking partner."

"Finding the way forward, this partnership with Gossner Foods removes many of the roadblocks that we've encountered," Welsh continued. "We can continue making award-winning cheese, minimize debt in expanding our operation, and set the stage for success for our employees and the next generation to grow and thrive."

"This is an exciting opportunity for our experienced cheese makers to partner with an innovative company that serves a growing niche market," said Kristan Earl, president and CEO of Gossner Foods. "We're looking forward to this expanded relationship."

"With the next generation of Beehive leadership in place, we've been energized to think through how to get to the next level sustainably while staying true to who we are," said Britton Welsh, second-generation leader and Beehive Cheese president. "We've seen what can happen when companies sell, take on too much debt, or bring in investors with different goals."

"Our expanded partnership with Gossner Foods allows us to produce the same high quality cheese, maintain our company culture, and preserve that thing that makes us so special," Britton Welsh added.

Working more closely with Gossner Foods is how Beehive Cheese is finding a way forward, while still maintaining its integrity, staying true to its ethos, and remaining a family-owned and operated company.

## Michigan Milk Makes Strategic Investment In GoodSport Nutrition



Members of the Michigan Milk Producers Association (MMPA) executive committee join Michelle McBride, founder and CEO of GoodSport Nutrition. In the back row are, left to right: Eric Frahm, MMPA district director and treasurer; Aaron Gasper, MMPA director-at-large; and Greg Soehnen, MMPA chief operations and business development officer. In the front row are, left to right: Carlton Evans, MMPA director-at-large; Joe Diglio, MMPA president and CEO; Michelle McBride, GoodSport Nutrition founder and CEO; and Tony Jandernoa, MMPA district director and vice chairman.

Novi, MI—Michigan Milk Producers Association (MMPA) on Tuesday announced that it has taken an equity stake in Chicago-based start-up, GoodSport Nutrition, the company behind the GoodSport® sports drink.

GoodSport rescues and upcycles a nutrient-rich byproduct of ultrafiltered milk, known as milk permeate. The main ingredient in GoodSport is ultrafiltered deproteinized milk.

GoodSport is a natural hydration option with three times the electrolytes and 33 percent less sugar than traditional sports drinks, according to GoodSport Nutrition. Specifically, the beverage contains 1,600 milligrams of essential electrolytes per 16.9-ounce bottle, and six types of electrolytes: sodium, potassium, calcium, magnesium, chloride and phosphorus. It also contains two types of carbohydrates: glucose and galactose.

The sports drink has been scientifically shown to hydrate more effectively than water and traditional sports drinks, GoodSport Nutrition noted. It also contains a natural prebiotic that can support digestive health.

"We are thrilled to welcome the Michigan Milk Producers Association as a strategic partner to drive growth and strengthen our ability to bring new, innovative and sustainable products to families across the country," said Michelle McBride, founder and CEO of GoodSport Nutrition. "Together, we will continue to champion the incredible benefits of milk as a natural, extremely effective and sustainable source of sports nutrition."

"With a shared commitment to advancing dairy innovation and meeting evolving consumer preferences, the partnership reflects MMPA's passion for creating new opportunities for our dairy farmer owners, our commitment to leveraging our investments in technology and our dedication to sustainability," said Joe Diglio, MMPA president and CEO.



"This partnership, along with MMPA's subsidiary Creative Edge, will leverage our organizations' strengths for future dairy product innovations that will promote the use of dairy to the next generation of consumers," Diglio added.

Creative Edge is the research and development arm of Michigan Milk Producers Association.

Established in 1916, MMPA is the 10th largest US dairy cooperative, serving members in Michigan, Ohio, Indiana and Wisconsin.

GoodSport is available in four flavors in shelf-stable, 16.9-ounce bottles: lemon-lime, fruit punch, wild berry and citrus. For more information about GoodSport Nutrition, visit [www.goodsport.com](http://www.goodsport.com).

For more information about MMPA, visit [www.mimilk.com](http://www.mimilk.com).

EST. 1849  
**KUSEL**  
STAINLESS PRODUCTS

**STAINLESS STEEL  
CHEESEMAKING EQUIPMENT  
BUILT TO LAST.**

920.261.4112 | [KuselEquipment.com](http://KuselEquipment.com) | [Sales@KuselEquipment.com](mailto:Sales@KuselEquipment.com)

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



## FDA Releases Guide On How Small Firms Can Comply With Final Rule Amending Yogurt Standard

Rockville, MD—The US Food and Drug Administration (FDA) on Monday announced the availability of a “Small Entity Compliance Guide” to help explain the actions that a small entity must take to comply with the recently released final rule that amends the standard of identity for yogurt.

The final rule describes “yogurt” as the food produced by culturing one or more of the basic dairy ingredients and any of the optional dairy ingredients with a characterizing bacterial culture. Yogurt must include one or more of the following basic dairy ingredients: cream, milk, partially skimmed milk, skim milk, or the reconstituted version of any of these ingredients.

Yogurt must contain not less than 3.25 percent milkfat, with certain exceptions, and at least 8.25 percent milk solids not fat, and have a pH of 4.6 or lower measured on the finished product within 24 hours after filling.

Before the addition of the characterizing bacterial cultures, the basic dairy ingredients and any optional dairy ingredients may be homogenized and must be pasteurized or ultra-pasteurized. Yogurt makers must use bacterial cultures that contain the lactic acid-producing bacteria, *Lactobacillus delbrueckii* subsp. *bulgaricus* and *Streptococcus thermophilus*.

Also, yogurt makers may use other safe and suitable milk-derived ingredients to increase the milk solids not fat content of the yogurt above the required minimum of 8.25 percent. If such optional dairy ingredients are used, the ratio of protein to total nonfat solids of the food and the protein efficiency ratio of all protein present must not be decreased as a result of adding such ingredients.

Other optional that may be used include cultures (in addition to the required bacterial cultures), sweeteners, flavoring ingredients, color additives, stabilizers, emulsifiers, preservatives, and vitamins A and D.

Under FDA’s regulations, yogurt may be produced with less than 3.25 percent milkfat and at least 2.44 percent milkfat. Such a product must include a statement of the milkfat content, rounded to the nearest half percent (e.g., “2.5 percent milkfat”). Milkfat requirements for reduced fat yogurt, low-fat yogurt, and nonfat or fat free yogurt are based on the RACC for yogurt.

## Auburn’s Hunger Solutions Institute Receives USDA Milk Incentives Grant

Washington—USDA’s Food and Nutrition Service (FNS) has awarded the Hunger Solutions Institute (HSI) at Auburn University a nearly \$4 million grant for the 2023 Healthy Fluid Milk Incentives Program (HFMI).

This is the second FNS award to HSI since 2022.

With this three-year award, HSI said it will continue leading development and testing methods to increase the purchase and consumption of qualifying fluid milk among Supplemental Nutrition Assistance Program (SNAP) participants by providing a discount at the time of purchase.

This new grant will significantly expand the current “Add Milk!” pilot project, which was launched by HSI last year with a nearly \$3 million grant from USDA. In 2022, the program operated in four states at 116 locations.

With the new funding, Add Milk! will add 575 participating locations operated by 16 partnering retailers in 16 states and shift the model to an automatic discount for qualifying milk purchases of skim or 1 percent milk.

The International Dairy Foods Association (IDFA) lauded the expansion of the HFMI program. IDFA led the charge to create HFMI in the 2018 farm bill and has continued to closely collaborate with Congress and USDA to expand the program to more communities across the US.

“Expanding the SNAP Healthy Fluid Milk Incentives Projects means greater access to affordable, nutritious dairy products for the most vulnerable Americans,” said Michael Dykes, IDFA’s presi-

dent and CEO. “Consuming milk, along with its 13 essential nutrients, is linked to healthy immune function, hydration, cognition, mental health, bone health, and lower risk for type 2 diabetes and cardiovascular disease.

“During this time of chronic food insecurity, it’s critical we find ways to stretch the SNAP dollar further in support of the purchase of nutrient-dense foods,” Dykes added.

“Nutrition incentive programs make healthier foods more accessible to individuals who may be living on a limited budget. Milk provides 13 nutrients in one glass, and nutritionally dense foods can help individuals live a healthier lifestyle,” said Alicia Powers, managing director of HSI. “This award will extend the work we started in 2022 and allow Add Milk! to reach more communities with limited resources.”

“This grant reinforces USDA’s and Auburn University’s joint commitment to putting healthy foods and beverages within reach for all Americans,” said Stacy Dean, USDA deputy undersecretary for food, nutrition and consumer services. “Shifting to an incentive model that provides an automatic discount at the point of purchase is fundamental to ensuring affordability and equitable access to healthy fluid milk for SNAP households.”

Midwest retailer Meijer, based in Michigan and a member of IDFA, is the only retailer in its six-state footprint of Michigan, Indiana, Ohio, Illinois, Kentucky, and Wisconsin that Auburn is partnering with on the HFMI project.

Meijer applied for the grant in an effort to provide its SNAP customers with an incentive for purchasing dairy products. This is in addition to the other incentives Meijer is offering its SNAP customers.

“As a company committed to enriching lives in the communities we serve, providing our customers with healthy grocery options is at the heart of what we do,” said Becky Bronkema, director of merchandising for dairy/frozen at Meijer. “We are excited to partner on this important project during the holiday season to help families get easier access to milk, which offers so much nutritional value.”

In addition to Powers, HFMI researchers include Kara Newby, project administrator for HSI, and Joel Cuffey, an agriculture economist at Auburn. They are investigating the use and effectiveness of Add Milk! along with determining how the nutrition incentive influences use of SNAP dollars.

Analyses to date has found that SNAP households are utilizing the incentive to stretch their SNAP dollars throughout the month and support the purchase of healthier foods.

IDFA is asking Congress to include provisions in the next Farm Bill that would expand the existing HFMI program to include all milk varieties as well as cheese and yogurt.

IDFA supports the bipartisan, bicameral Dairy Nutrition Incentive Program Act of 2023 that would implement early HFMI learnings to improve the effectiveness of incentives to increase SNAP participants’ consumption of healthy dairy products, stretch participants SNAP dollars and expand access to dairy incentives to additional areas of the country that are in most need.



**ALPMA USA**  
Cheese Expertise, United!

**FROM MILK TO CHEESE**

**ALPMA-SULBANA brining systems**

- ✓ For all cheese sizes
- ✓ Fully automated - minimal manual labor
- ✓ Automatic rack transport with no overhead crane
- ✓ Cheese is mechanically guided and pushed in & out of the system
- ✓ Hygienic and sturdy design
- ✓ Brine racks easily removable for cleaning and inspection
- ✓ Fully passivated before delivery

**ALPMA USA** | 3015 W Vera Ave | Milwaukee, WI 53209 | phone: 414-351-4253 | email: USAsales@alpma.com | www.alpma.com

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

## Dairy TRQ Dispute

(Continued from p. 1)

also permits transfers and returns, and it imposes penalties for underutilization.

Four principal elements comprise the United States' claims, the panel's report explained: Canada's restrictions on what type of entities may receive an allocation under its dairy TRQ allocation system; Canada's allocation of its dairy TRQs on market share basis, and Canada's application of different criteria for different types of applicants; Canada's 12-month activity requirements on TRQ applicants and allocation holders; and Canada's mechanism for the return and reallocation of unused dairy TRQ allocations.

The US has argued that these elements constitute breaches of certain of Canada's commitments under Canada's TRQ Appendix to Chapter 2 of the USMCA as well as certain of Canada's commitments under Chapter 3 of the agreement.

With respect to the United States' claims concerning Canada's treatment of certain types of TRQ applicants, the dispute settlement panel has found that Canada's measures are not inconsistent with Paragraph 3(c) of Section A of Canada's TRQ Appendix or with Article 3.A.2.6(a) of the USMCA.

With respect to the United States' claims concerning Canada's use of a market share allocation system with different criteria for different types of applicants, the panel found that Canada's measures are not inconsistent with Articles 3.A.2.11(b), 3.A.2.4(b), 3.A.2.11(e), 3.A.2.11(c), 3.A.2.10, or 3.A.2.6(a).

With respect to the United States' claims concerning Cana-

da's 12-month activity requirements, the panel found that Canada's measures are not inconsistent with Paragraph 3(c) of Section A of Canada's TRQ Appendix or with Article 3.A.2.6(a) or with Article 3.A.2.10.

With respect to the United States' claims concerning Canada's mechanism for return and reallocation of unused allocations, the panel was unable to find that Canada's measures are inconsistent with Article 3.A.2.15 or with Article 3.A.2.6.

Two of the three dispute settlement panel members agreed with these conclusions, but one panelist disagreed with the majority opinion regarding the consistency of Canada's treatment of certain types of importers, including retailers and foodservice operators, under Canada's dairy TRQ allocations.

The object and purpose of the USMCA "is inextricably linked to market access," the dissenting panelist noted. Unilateral interpretations that restrict Canada's commitments to grant TRQs on various dairy products and in quantities that increase year after year "render these commitments irrelevant if 'eligible applicants' do not have access to them and, as a result, the quantities cannot be filled."

### Reactions To Panel's Ruling

US Trade Representative Katherine Tai said she was "very disappointed" by the panel's findings.

"Despite the conclusions of this report, the United States continues to have serious concerns about how Canada is implementing the dairy market access commitments it made in the Agreement," Tai said. "We will continue to work to address this issue with Canada, and we will not hesitate to use all available tools to enforce our

trade agreements and ensure that US workers, farmers, manufacturers, and exporters receive the full benefits of the USMCA."

"We will continue to voice deep concerns about Canada's system," said US Secretary of Agriculture Tom Vilsack. "We remain focused on securing the market access we believe Canada committed to under the USMCA and we will continue exploring all avenues available to achieve that goal."

The International Dairy Foods Association (IDFA) is "completely stunned and deeply disappointed by this panel's failure to defend even the most basic rights outlined in USMCA," said Michael Dykes, IDFA's president and CEO.

"This outcome sadly confirms what the US dairy community and US negotiators collectively feared from the outset of USMCA negotiations: that Canada's supply management system is so imbalanced and so far outside a rules-based and free market trading system that no existing set of rules is comprehensive enough to effectively curb its distortive impacts," Dykes added.

"It is profoundly disappointing that the dispute settlement panel has ruled in favor of obstruction of trade rather than trade facilitation," said Jim Mulhern, president and CEO of the National Milk Producers Federation (NMPF). He urged Tai and Vilsack to "look at all available options to ensure that Canada stops playing games and respects what was negotiated."

"By allowing Canada to ignore its USMCA obligations, this ruling has unfortunately set a dangerous and damaging precedent," said Krysta Harden, president and CEO of the US Dairy Export Council (USDEC). "This is unfortunately not the only shortcoming in Canada's compliance with its international commitments.

"We are committed to working with USTR and USDA to evaluate efforts to address Canada's continued harmful actions that depress dairy imports while simultaneously evading USMCA's dairy export disciplines," Harden continued.

The International Cheese Council of Canada "is disheartened by the findings in the CUSMA panel report," said Joe Dall Ferro, ICCA chair. The ICCA, an association of small- and medium-sized cheese importers and their suppliers, "will continue to be prevented from fully benefiting from the market access promised under CUSMA, and therefore providing the full range of American cheeses desired by Canadian consumers."

The ICCA "will continue to advocate on behalf of importers to ensure that Canada allocates quota to those most likely to use it," Dal Ferro added. The ICCA will continue its work on TRQ allocation measures to ensure that quota policies live up to Canada's treaty obligations and benefit Canadian consumers.

"We are disappointed by the ruling but do not consider this issue settled," said Brody Stapel, president of Edge Dairy Farmer Cooperative. "Unfortunately, processors of high-quality dairy products still cannot find ways to get their product onto Canadian grocery store shelves."

The American Farm Bureau Federation (AFBF) "is disappointed in the findings released by the dispute panel," said Zippy Duvall, AFBF president.

"Canada is very pleased with the dispute settlement panel's findings, with all outcomes clearly in favor of Canada. This is good news for Canada's dairy industry and our system of supply management," Canadian Trade Minister Mary Ng and Agriculture Minister Lawrence MacAulay said in a joint statement.

The Dairy Processors Association of Canada (DPAC) thanked Canadian officials leading Canada's defense for their collaboration and partnership throughout the dispute settlement panel's proceedings, and said the panel's ruling will help provide the dairy sector with greater certainty and stability going forward.

"We welcome the decision of the panel," said David Wiens, president of Dairy Farmers of Canada.



**QUALTECH**

**LIMITLESS SOLUTIONS !**

**Check out our most flexible washer yet ?**

**Talk to an expert**

1.888.339.3801  
 info@qualtechgroup.com  
 www.qualtechgroup.com

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



**FIBERGLASS SOLUTIONS LLC**

995 Waube Lane Green Bay, WI 54304  
 920.468.6261

Ben@fiberglassolutions.us  
 www.fiberglassolutions.us

**Innovative Fiberglass Solutions for the Cheese Industry**

- Brine Systems & Design
- Fiberglass Tanks
- Sanitary Walls & Ceiling Systems
- Spray Systems
- Brine Tank Ladders & Covers
- Refurbish & Repairs
- Solutions through Fiberglass

For more information, visit [www.fiberglassolutions.us](http://www.fiberglassolutions.us)

## Expand Ag Exports

(Continued from p. 1)

Biden and signed by Mark Ein, PEC chairman. Those recommendations are as follows:

**Increase collaboration on diversifying the US agricultural supply chain:** The PEC urged the administration to coordinate efforts between agencies, including USDA, USTR and the Commerce Department, to direct resources and initiatives toward consideration of the national security and food security risks within the supply chain and develop recommendations focused on diversified sourcing, and manufacturing incentives for increasing production domestically.

**Establish robust agricultural trade agenda:** The PEC urged the administration to expand domestic trade promotion programs for traditional and specialty crops, recommit to comprehensive trade agreements where possible, and eliminate tariff and non-tariff trade barriers to enhance the ability of US producers to gain market access and maintain competitiveness.

In doing so, Biden was urged to particularly focus on priority regions and markets, such as Brazil and the United Kingdom as well as countries in South and Southeast Asia, especially Japan, Indonesia, Malaysia, Philippines, Thailand, and Vietnam.

**Enforce existing trade agreements:** Biden was urged to strengthen and modernize the World Trade Organization (WTO) dispute resolution process and use it to improve market access for US agricultural goods. The PEC also encouraged “aggressive enforcement” of the provisions surrounding tariff and non-tariff barriers in the US-Mexico-Canada (USMCA) agreement, other agreements as laid out in the National Trade Estimate report, as well as agreements that lack specific dispute resolution procedures.

**Lead on international sustainability and climate efforts:** The PEC urged the administration to coordinate across agencies, such as USDA, USTR and the State Department, to identify a unified message in international sustainability efforts and policies. The US needs a single message on international efforts to address sustainability in the agriculture space that focuses on: voluntary, incentive-based programs to support sustainable productivity growth; keeping food accessible; supporting climate-smart agriculture practices; and providing additional market opportunities.

“The US government has the necessary structure and resources to achieve these outcomes,” the PEC’s letter to Biden stated.

## USDA Grants Aim To Help Numerous Dairy-Related Businesses Expand

**Washington**—As part of the inaugural meeting of the White House Council on Supply Chain Resilience, President Biden and US Secretary of Agriculture Tom Vilsack on Monday announced that USDA is making investments that are intended to strengthen US food and agriculture supply chains, expand markets for agricultural producers, and lower food costs.

Specifically, USDA is making investments in 185 projects worth almost \$196 million to create new and better market opportunities for producers and entrepreneurs in over three dozen states and Puerto Rico.

USDA is making these investments through several programs designed to create economic opportunities for people and businesses in rural areas. These programs include, among others, Rural Business Development Grants, Value-Added Producer Grants, Business and Industry Loan Guarantees, and the Food Supply Chain Guaranteed Loan Program.

The Merrimack County Conservation District in New Hampshire will receive a \$47,000 Rural Business Development Grant to improve marketing of wholesale and retail vegetable, meat, and value-added dairy products for Brookford Farms. The project includes business development and training, creation of an e-commerce site, and setting up automated marketing.

Alexandre Dairy, located in Crescent City, CA, will receive a \$250,000 Value-Added Producer Grant to pay for value-added processing and supplies for yogurt production.

Stepladder Farmstead Creamery LLC, Cambria, CA, will receive a \$250,000 Value-Added Producer Grant to pay for a digital marketing campaign, processing, and packaging costs in its efforts to expand sales of independently produced goat cheese into the Pacific Northwest market.

Stony Creek Dairy LLC, Melrose, MN, will receive a \$250,000 Value-Added Producer Grant to help finance processing and marketing costs to produce pasteurized milk bags known as “school milk bags.” This is intended to expand sales of school milk bags for the company.

Crooked Creek Farms LLC, Sidney, MT, will receive a \$35,400 Value-Added Producer grant to expand its customer base and enhance profitability. This business, solely owned by Hayley Darnielle, is a small raw-dairy, cage free egg and pasture-raised poultry farm. Its products include raw

milk, raw cream and raw butter. The grant will provide working capital for marketing, supplies, and transportation costs.

Stewgler Farm and Forest LLC, Stockton, NJ, will receive a \$75,068 Value-Added Producer Grant, which will be used as working capital to develop, produce, and launch to market a portfolio of aged goat milk cheeses. The grant will also help to expand the farm’s goat dairy products customer base and accessibility to goat milk dairy products.

North Country Creamery LLC, Keeseville, NY, will receive a \$250,000 Value-Added Producer Grant, which will be used to provide working capital to expand its product line by making cheese and yogurt.

Painterland Farms LLC, Westfield, PA, will receive a \$216,000 Value-Added Producer Grant, which will provide working capital to streamline the expansion of its current organic Icelandic-style Skyr yogurt production and marketing.

Split Creek Farms LLC, Anderson, SC, will receive a \$250,000 Value-Added Producer Grant, which will be used to provide working capital for expenses associated with processing and marketing goat milk into cheeses for

wholesale and to sell the raw milk into new markets.

Milky Way Jersey Farm Inc., dba Milky Way, Starr, SC, will use a \$250,000 Value-Added Producer Grant to increase the customer base for its pasteurized and flavored milk.

Grant funds and matching funds will help offset the cost of labor, supplies, marketing, and distribution.

Lowcountry Creamery LLC, Bowman, SC, will use a \$250,000 Value-Added Producer Grant to expand the customer base and sales of its pasteurized and flavored milk throughout the regions of South Carolina.

The grant funds and matching funds at Lowcountry Creamery will be used to offset the costs of marketing, labor, supplies, delivery, and utilities.

Knolle Dairy Farms Inc, Sandia, TX, will use a \$49,999 Value-Added Producer Grant to provide working capital to increase profitability and farm expansion in addition to covering processing costs, as well as distribution costs of the value-added product.

Bates Family Farm LLC, Cedar Bluff, VA, will use a \$250,000 Value-Added Producer Grant to expand processing capacity and marketing of its specialty spa and household items produced from goat milk produced on site in the mountains of southwest Virginia.

## From Cookers to Curd Pails

*Koss has you covered.*



**Custom stainless steel processing equipment for the dairy industry.**  
*You dream it, we build it.*

**Plus parts, components, spares and service kits.**  
*You need it? We've got it.*



[kossindustrial.com](http://kossindustrial.com) | Green Bay, WI

**KOSS**  
INDUSTRIAL, INC.

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

## Nelson-Jameson Foundation Invests In University Of Idaho's Center For Agriculture, Food

Marshfield, WI—The Nelson-Jameson Foundation announced its role supporting the development of the University of Idaho's Center for Agriculture, Food, and the Environment (CAFE) through a \$50,000 contribution.

CAFE is being created to support the growth of local Idaho agriculture and the US dairy industry. Future research at the site will develop creative solutions to advance the sustainability of dairy, food processing, livestock, and crop protection.

"We are so pleased to be part of the important work that CAFE is doing to support local agricultural practices and lead the dairy industry into the future. Food systems are facing myriad challenges, and the CAFE Project is solving these challenges with forward-thinking, innovative approaches to food and dairy production and distribution," said Mat Bartkowiak, vice president of corporate responsibility and development at Nelson-Jameson.

CAFE brings together a cross-section of multidisciplinary scientists to study animal and plant agriculture using a systems approach. Construction for phase one, at \$22.5 million, got underway earlier this year.

The facility will be at the cutting edge for the industry and scheduled to be operational by late 2024. Researchers will examine the viability of dairy production in light of evolving economic conditions, cultural preferences, and environmental pressures and also study potential revenue diversification for dairy farmers.

Operating as a demonstration dairy farm, it will have the capacity to house 2,000 cows when fully completed — a scale representative of dairying in the West.

"The beauty of Idaho CAFE is the linkages between the research dairy, agricultural production and our partners in industry," said Michael P. Parrella, dean of the University of Idaho's College of Agricultural and Life Sciences. "We could not accomplish this effort without the support of generous partners like Nelson-Jameson."

In keeping with the mission of research-driven innovation, students at the University of Idaho will have access to educational opportunities and research programs in connection with CAFE.

## UW-River Falls Tabs Rueben Nilsson To Replace Michelle Farner As Manager

River Falls, WI—Midwestern specialty cheese maker Rueben Nilsson has begun his new position as dairy pilot plant manager at the University of Wisconsin-River Falls here.

Nilsson succeeds former pilot plant manager Michelle Farner, who helped preside over the plant's \$9 million renovation — a colossal project 10 years in the making.

Nilsson has been fully installed at the plant for two weeks, and Farner will be available to help with the transition through the end of the year.

With a ribbon-cutting ceremony held in October, the facility has no hard and fast dates for resuming production, Nilsson said, although he anticipates making cheese and ice cream for the spring semester, and reopening Freddy's Dairy Bar on campus.

Nilsson comes to his new role after years of specialty cheesemaking in Minnesota and Wisconsin.

"I had known Michelle Farner for many years through industry connections," Nilsson said. "When I found out she was going to be departing, it was a great opportunity for me to get back to more hands-on cheesemaking, working on a smaller scale, and obviously working with students."

"Right now, we're wrapping things up with the construction project, getting all of our equipment commissioned and finishing the last wiring of the automation, getting ready for our final inspection," he said.

"There's a lot of checking things off lists to get ready to resume production," he continued.

Nilsson said he will focus on making several cheeses, including fresh cheese curds, Colby, Brick, Muenster and Baby Swiss, "which is a cheese I haven't made before, but we've got the equipment."

"Going back to my Lone Grazier days, we've also been talking about hand-pulling some String cheese, which I think would be popular on campus," Nilsson said.

Products will be available on campus at Freddy's Dairy Bar, and local farmers' markets and food cooperatives.

The pilot plant will also welcome short course students, and "although we haven't finalized the 2024 calendar yet, we definitely want to keep that a core part of the pilot plant's mission."

"The facility itself is a type of show-piece," Nilsson said. "I've seen higher-end valves than I'm used to. It's almost over-engineered for the scale I know we're going to be producing at, but it will be an excellent teaching facility and a showcase for dairy."

The educational program will continue to rely on staff and guest speakers to ensure courses are at the highest possible standards, Nilsson continued. As time goes on, I'll become more involved in instruction.

"I got my degree back in the early 2000s, and think food science programs are just as strong today as they have been," he said. "I think there's a bit of a hunger — no pun intended — for employment in an industry where, at the end of the day, you've made something — especially cheese."

The plant's other core mission is to welcome industry members for research and experimentation purposes. Marketing is another goal to tackle as time goes on.

"Right now, we're concentrating on more technical aspects — meeting regulatory requirements for pasteurization and earning a cheese maker's license — that's another opportunity for us to serve the dairy industry," he said.

A highlight of the overall project is seeing the industry support we received, looking at the donor wall, Nilsson said. The cheese industry can be proud of how congenial it is — how much people help each other out.

After earning a food science degree from the University of Minnesota, Nilsson began his cheesemaking career in 2006 at Caves of Faribault in Faribault, MN.

"I met the owners at a food and wine event," Nilsson said. "I was looking for somewhere to make cheese, and they were looking for someone with a science background that could do some lab work for them. It was a very opportune meeting for both of us."

Nilsson spent several years at the Caves in quality and production roles, before moving to the Twin Cities in 2014 to launch his own cheesemaking operation, Lone Grazier Creamery, based out of northeast Minneapolis.

It was a very small operation with just two milk patrons, and unfortunately we were only in operation for about three years, Nilsson said.

After that, I returned to Caves of Faribault — which had transitioned into Prairie Farms Dairy — as assistant plant manager and head cheese maker, he said. In 2019, I was promoted to general manager of that plant, where I served until moving to Ellsworth Cooperative Creamery in July 2022. Several months later, Nilsson heard about the pilot plant position.

Visit [www.uwrf.edu?ANFS/FalconFoods](http://www.uwrf.edu?ANFS/FalconFoods) for more information.

### PERSONNEL

**Bill Gruber**, 88, long-time Driftless Area cheese maker, passed away Nov. 2. After graduating from Spring Green High School, Gruber joined the family-owned and operated Gruber Brothers Cheese. He was drafted and served in the US Army from 1958 to 1960. Gruber returned to the family cheesemaking business in 1968, teaming up with his

brother Floyd Gruber and sister-in-law Lois Gruber to purchase Gruber Cheese, Inc. in 1975. Six years later, the trio launched Muscoda Protein Products in collaboration with Stanley and Phyllis Meister, and Florian and Dorothy Frank. In 1990, Bill sold Gruber Cheese to Grande Cheese Company, and retired — but maintained his distinction as the man who gave out cheese curds at Halloween.

**QUALTECH**

**Always the perfect balance,  
No matter the recipe**

From small to large scale facilities

**Our automation process  
can manage your daily cheese making routine**

**Talk to an expert**

1.888.339.3801  
info@qualtechgroup.com  
www.qualtechgroup.com

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



# MARKET PLACE

CLASSIFIED ADVERTISING  
 phone: (608) 246-8430 fax: (608) 246-8431  
 e-mail: classifieds@cheesereporter.com

The "Industry's" Market Place for Products, Services, Equipment and Supplies, Real Estate and Employee Recruitment



Classified Advertisements should be placed by Thursday for the Friday issue. Classified ads charged at \$0.75 per word. Display Classified advertisements charged at per column inch rate. For more information, call 608-316-3792 or email [kthome@cheesereporter.com](mailto:kthome@cheesereporter.com)

## Equipment for Sale

**SOLD: ALFA-LAVAL SEPARATOR:** Model MRPX 518 HGV hermetic separator. **JUST ADDED: ALFA-LAVAL SEPARATOR:** Model MRPX 718. Call: Dave Lambert at **Great Lakes Separators**, (920) 863-3306 or e-mail [drlambert@dialez.net](mailto:drlambert@dialez.net) for more information.

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

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

**FOR SALE:** Car load of 300-400-500 late model open top milk tanks. Like new. (262) 473-3530.

## Equipment for Sale

**WESTFALIA SEPARATORS:** New arrivals! Great condition. CONTACT: Dave Lambert at **Great Lakes Separators**, (920) 863-3306 or e-mail [drlambert@dialez.net](mailto:drlambert@dialez.net) for more information.

## Equipment Wanted

**WANTED TO BUY:** Westfalia or Alfa-Laval separators. Large or small. Old or new. Top dollar paid. CONTACT: Dave Lambert at **Great Lakes Separators**, (920) 863-3306 or e-mail Dave at [drlambert@dialez.net](mailto:drlambert@dialez.net).

## Replacement Parts

**CRYOVAC ROTARY VALVE RESURFACING:** Oil grooves measured and machined to proper depth as needed. Faces of the steel and bronze plates are machined to ensure perfect flatness. Quick turnaround. Contact Dave Lambert, **GREAT LAKES SEPARATORS (GLS)** at 920-863-3306; or Rick Felchlin, **MARLEY MACHINE, A Division of Great Lakes Separators**, at [marleymachine2008@gmail.com](mailto:marleymachine2008@gmail.com) or call 920-676-8287.

## Real Estate

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

## Walls & Ceiling

**EXTRUTECH PLASTICS NEW!** Antimicrobial **POLY BOARD-AM** sanitary panels provide non-porous, easily cleanable, bright white surfaces, perfect for incidental food contact applications. CFIA and USDA accepted, and Class A for smoke and flame. Call **Extrutech Plastics** at **888-818-0118**, or [www.epiplastics.com](http://www.epiplastics.com).



## Cheese & Dairy Products

**KEYS MANUFACTURING:** Dehydrators of scrap cheese for the animal feed industry. Contact us for your scrap at (217) 465-4001 or e-mail: [keysmsg@aol.com](mailto:keysmsg@aol.com)

## Interleave Paper, Wrapping

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

## Cheese Moulds, Hoops

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

**Wisconsin's Finest Cheese**

**Your Direct Source for all your cheese needs!**

1 lb. Chunks 8 oz. Chunks IWS Slices 8 oz & 2 lb. Shreds American Slices American Loaves Blocks, Prints	Red Wax Wedges Cream Cheese Swiss Baby Swiss Asadaro Muenster
---	--

**Serving: Retail, Foodservice, Delis  
Warehouses in Texas & Wisconsin  
for convenient pick-ups**

Call for Competitive Pricing  
 Jamey Williams  
 at 972-422-5667  
[jamey@wisconsinsfinest.com](mailto:jamey@wisconsinsfinest.com)  
[www.wisconsinsfinest.com](http://www.wisconsinsfinest.com)

## Warehousing & Storage

**COLD STORAGE SPACE AVAILABLE:** **Sugar River Cold Storage in Monticello, WI.** has space available in its refrigerated buildings. Temperature's are 36, 35 and 33 degrees. Sugar River Cold Storage is SQF Certified and works within your schedule. Contact Kody at 608-938-1377. or, for information including new services, visit Sugar River's website at [www.sugarrivercoldstorage.com](http://www.sugarrivercoldstorage.com).

## Promotion & Placement

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

**Genmac**

**1800 Champ Cheese Cutter**

- ★ Cuts cheese economically
- ★ Air-operated vertical feed
- ★ Capacity of up to 7" x 11" x 14"
- ★ Air-operated down feed
- ★ Optional swing harp and leveling pads

**GENMAC A Division of 5 Point Fabrication LLC.**

1-888-243-6622  
 Email: [sales@genmac.com](mailto:sales@genmac.com)  
[www.genmac.com](http://www.genmac.com)

Gasket Material for the Dairy Industry

A New Product that is officially accepted\* for use in Dairy Plants inspected by the USDA under the Dairy Plant Survey Program.

\*USDA Project Number 13377

TC Strainer Gasket

G-M-I, INC.

440-953-8811  
[gmiinc@msn.com](mailto:gmiinc@msn.com)  
[www.gmigaskets.com](http://www.gmigaskets.com)

**PNEUMATIC HAMMER**  
Removes Powder Deposits

while maintaining the integrity of your powder processing equipment.

- ▶ Impact provides enough vibration to remove powder deposits
- ▶ Maintains product flow by dislodging blockages
- ▶ Special mount and short duration pulses limit fatigue on metal skins

Evaporator Dryer Technologies, Inc.  
[www.evapdryertech.com](http://www.evapdryertech.com)

COME TO THE EXPERTS WHEN YOU'RE TALKING SEPARATORS & CLARIFIERS

85 Years of Combined Experience and Honesty in the Sale of:

- Separators, Clarifiers & Centrifuges
- Surplus Westfalia & Alfa Laval Parts
- Unbeatable Pricing
- 24/7 Trouble Shooting

GREAT LAKES SEPARATORS, INC.

Call Dave Lambert at (920) 863-3306 or Dick Lambert at (920) 825-7468  
 F: (920) 863-6485 • E: [drlambert@dialez.net](mailto:drlambert@dialez.net)

IN STOCK

Model MSA 200 Westfalia Separator:

INCLUDES:

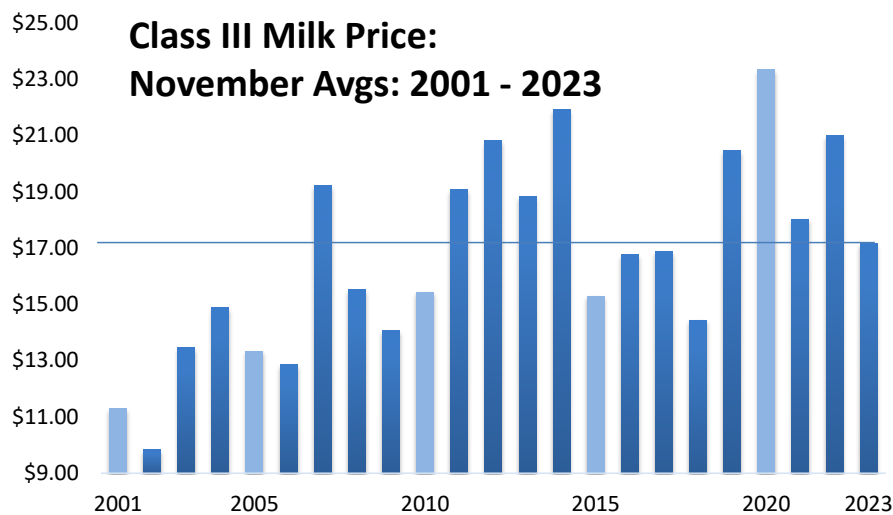
- New Controls
- New Water Manifold
- Water Saving System
- Pit Free
- Reset & Balanced
- Test Ran

\$139,500

## Class Milk & Component Prices

### November 2023 with comparisons to Nov. 2022

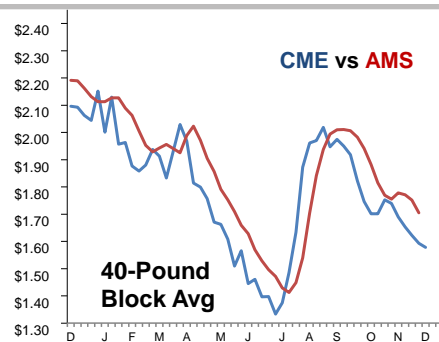
Class III - Cheese Milk Price	2022	2023
PRICE (per hundredweight)	\$21.01	\$17.15
SKIM PRICE (per hundredweight)	\$9.54	\$5.22
Class II - Soft Dairy Products	2022	2023
PRICE (per hundredweight)	\$24.67	\$21.21
BUTTERFAT PRICE (per pound)	\$3.3790	\$3.4678
SKIM MILK PRICE (per hundredweight)	\$13.31	\$9.40
Class IV - Butter, MP	2022	2023
PRICE (per hundredweight)	\$23.30	\$20.87
SKIM MILK PRICE (per hundredweight)	\$11.91	\$9.07
BUTTERFAT PRICE (per pound)	\$3.3720	\$3.4608
NONFAT SOLIDS PRICE (per pound)	\$1.3233	\$1.0080
PROTEIN PRICE (per pound)	\$2.5374	\$1.3238
OTHER SOLIDS PRICE (per pound)	\$0.2837	\$0.1895
SOMATIC CELL Adjust. rate (per 1,000 scc)	\$0.00104	\$0.00087
AMS Survey Product Price Averages	2022	2023
Cheese	\$2.0897	\$1.7421
Cheese, US 40-pound blocks	\$2.0748	\$1.7511
Cheese, US 500-pound barrels	\$2.0744	\$1.7034
Butter, CME	\$2.9560	\$3.0293
Nonfat Dry Milk	\$1.5045	\$1.1860
Dry Whey	\$0.4745	\$0.3831



## DAIRY PRODUCT SALES

Nov. 29, 2023—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM.

•Revised



Week Ending	Nov. 25	Nov. 18	Nov. 11	Nov. 4
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		Dollars/Pound		
US	1.7053	1.7522	1.7709	1.7780
Sales Volume		Pounds		
US	12,946,803	12,541,718	12,105,148	12,637
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price		Dollars/Pound		
US	1.7738	1.7839	1.8129	1.8048
Adjusted to 38% Moisture				
US	1.6838	1.6924	1.7244	1.7168
Sales Volume		Pounds		
US	12,940,604	15,156,380	12,475,664	11,747,863
Weighted Moisture Content		Percent		
US	34.68	34.65	34.82	34.95
AA Butter				
Weighted Price		Dollars/Pound		
US	2.7705	2.8559	3.1498	3.2554
Sales Volume		Pounds		
US	2,818,546	2,610,145	3,439,341	3,393,965
Extra Grade Dry Whey Prices				
Weighted Price		Dollars/Pound		
US	0.4042	0.3906	0.3828	0.3554
Sales Volume		Pounds		
US	3,948,173	6,312,626	5,735,264	4,678,419
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		Dollars/Pound		
US	1.2074	1.1924	1.1816	1.1756
Sales Volume		Pounds		
US	7,829,945	14,247,277	14,818,098	18,592,233

## DAIRY FUTURES PRICES

SETTLING PRICE

\*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
11-24	Nov 23	—	—	—	—	—	—	—
11-27	Nov 23	17.15	20.60	37.100	118.800	1.751	1.7470	297.500
11-28	Nov 23	17.13	20.65	37.200	118.750	1.751	1.7460	297.500
11-29	Nov 23	17.15	20.87	38.310	118.600	1.751	1.7460	302.930
11-30	Nov 23	—	—	—	120.000	—	—	—
11-24	Dec 23	—	—	—	—	—	—	—
11-27	Dec 23	16.36	18.92	40.350	120.700	1.700	1.6370	256.725
11-28	Dec 23	16.22	19.03	40.200	120.400	1.700	1.6550	256.725
11-29	Dec 23	16.11	19.05	40.000	120.125	1.698	1.6550	261.000
11-30	Dec 23	16.10	19.24	40.975	122.025	1.650	1.6380	262.000
11-24	Jan 24	—	—	—	—	—	—	—
11-27	Jan 24	16.35	18.70	41.500	122.000	1.720	1.6700	249.775
11-28	Jan 24	16.33	18.97	41.000	122.750	1.700	1.6650	249.775
11-29	Jan 24	16.22	19.25	40.500	122.025	1.700	1.6650	257.000
11-30	Jan 24	16.19	19.25	40.500	121.925	1.690	1.6480	260.500
11-24	Feb 24	—	—	—	—	—	—	—
11-27	Feb 24	16.86	18.88	41.250	123.150	1.765	1.7180	248.270
11-28	Feb 24	16.84	19.00	41.250	123.500	1.750	1.7100	248.275
11-29	Feb 24	16.75	19.13	41.250	123.000	1.748	1.7100	254.200
11-30	Feb 24	16.58	19.22	41.575	123.550	1.746	1.6900	256.500
11-24	Mar 24	—	—	—	—	—	—	—
11-27	Mar 24	17.46	19.03	42.500	124.550	1.800	1.7820	249.000
11-28	Mar 24	17.41	19.08	42.250	125.000	1.800	1.7810	249.000
11-29	Mar 24	17.31	19.25	42.000	124.250	1.798	1.7810	254.500
11-30	Mar 24	17.33	19.25	42.000	125.500	1.798	1.7620	257.500
11-24	April 24	—	—	—	—	—	—	—
11-27	April 24	17.90	19.29	44.000	126.825	1.853	1.8150	248.275
11-28	April 24	17.79	19.24	44.400	126.825	1.853	1.8100	248.275
11-29	April 24	17.79	19.25	43.525	126.200	1.847	1.8100	253.500
11-30	April 24	17.78	19.25	43.525	127.750	1.847	1.8100	256.625
11-24	May 24	—	—	—	—	—	—	—
11-27	May 24	18.08	19.47	46.000	129.500	1.875	1.8320	248.775
11-28	May 24	18.01	19.47	46.000	129.500	1.875	1.8300	248.000
11-29	May 24	18.03	19.50	46.000	128.550	1.869	1.8300	253.000
11-30	May 24	18.02	19.50	46.000	129.250	1.869	1.8340	255.000
11-24	June 24	—	—	—	—	—	—	—
11-27	June 24	18.26	19.50	47.000	131.900	1.892	1.8550	249.150
11-28	June 24	18.24	19.50	47.000	131.900	1.892	1.8530	249.500
11-29	June 24	18.28	19.60	47.000	131.175	1.890	1.8530	253.000
11-30	June 24	18.28	19.60	47.000	131.875	1.890	1.8530	254.750
11-24	July 24	—	—	—	—	—	—	—
11-27	July 24	18.48	19.61	47.000	134.000	1.919	1.8680	249.500
11-28	July 24	18.45	19.61	47.000	134.000	1.916	1.8660	249.500
11-29	July 24	18.51	19.70	47.000	133.425	1.915	1.8660	252.500
11-30	July 24	18.39	19.70	47.000	133.750	1.911	1.8620	254.500
11-24	Aug 24	—	—	—	—	—	—	—
11-27	Aug 24	18.61	19.75	47.000	135.000	1.926	1.8770	248.525
11-28	Aug 24	18.59	19.81	47.000	134.000	1.923	1.8730	249.500
11-29	Aug 24	18.62	19.87	47.000	134.875	1.922	1.8730	253.000
11-30	Aug 24	18.47	19.87	47.000	135.700	1.919	1.8700	254.500
11-24	Sept 24	—	—	—	—	—	—	—
11-27	Sept 24	18.70	19.82	47.000	137.000	1.930	1.8840	249.525
11-28	Sept 24	18.70	19.82	47.000	137.000	1.929	1.8800	250.000
11-29	Sept 24	18.68	19.90	47.000	137.000	1.929	1.8800	253.250
11-30	Sept 24	18.58	19.90	47.000	137.000	1.929	1.8700	255.000
<b>Nov. 30</b>		<b>22,514</b>	<b>7,523</b>	<b>2,530</b>	<b>8,559</b>	<b>2,353</b>	<b>16,787</b>	<b>8,164</b>

## CHEESE REPORTER SUBSCRIBER SERVICE CARD

If changing subscription, please include your old and new address

New Subscriber Info

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/St/Zip \_\_\_\_\_

E-Mail Phone \_\_\_\_\_

Old Subscriber Info

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/St/Zip \_\_\_\_\_

E-Mail Phone \_\_\_\_\_

### 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

# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - NOV. 22:** Strong milk volumes continue to clear into Class III processing in the East. Retail demand is steady to stronger, while foodservice demand is down due to restaurant downtime for Thanksgiving as well as high menu prices. In the Central region, holiday downtime at certain plants has freed up milk production, and spot milk prices were reported below Class for the first time in months. In some areas, spot milk loads are trading for 25 cents over Class. Bearish trends on industry cash exchanges have enticed some customers to purchase beyond near term needs. In the West, cheese inventories are noted to be comfortable, though spot demand of some cheese varieties is said to be tighter than in recent weeks. In certain areas of the West, spot loads of milk are also said to be tight. Retail demand is steady to stronger. Industry sources relay international demand is light for the time being.

**NORTHEAST - NOV. 29:** There are ample milk volumes available for cheese manufacturing. Plant managers relay production schedules are steady to stronger. While cheese inventories are increasing week over week, demand has somewhat plateaued. Retail demand is unchanged, but contacts say waning foodservice demand is persistent. Contacts share Cheddar and Mozzarella are the most in-demand cheeses in the eastern states ahead of end of year holidays.

**MIDWEST AREA - NOV. 29:** Milk availability has defied some contacts' expectations the week following Thanksgiving. Spot milk prices reached \$2.50-under Class III over the weekend, but they have bounced back to up to \$1-over Class with no sub-Class prices being reported by midweek. Last year, below-Class prices during the holiday week continued into the following week. Cheese demand is holding a steady pattern. Curds processors have made production shifts to other varieties during the slow season. Any extra Cheddar loads are generally spoken for among regional contacts. Barrel availability has increased, and prices on the CME are representing that. Market tones, therefore, are under some bearish sway at the moment.

**WEST - NOV. 29:** In the West, retail and foodservice demand for varietal cheeses is steady. However, restaurant end use is currently lighter than this time last year according to industry sources, as increased menu costs have steered some restaurant goers away from dining out. Stakeholders relay varietal cheese inventories are comfortable heading into the last month of Q4 and loads are available. Export demand is moderate. Some stakeholders relay sentiments that current domestic prices are not very competitive against other international market prices. Class III milk demand is strong to steady. Class III milk spot load availability is mixed, as manufacturers report a range of plenty to ample. Manufacturers report production as strong to steady, with some plant managers noting less than full capacity production schedules.

**FOREIGN -TYPE CHEESE - NOV. 29:** Milk production in Europe is nearing or reaching seasonal lows. Industry sources indicate milk output in the region is down compared to this time last year. Cheese makers say seasonally light milk volumes are preventing them from running at or near capacity. Cheese inventories are very tight, and some stakeholders say they do not have any spot loads available for market participants looking for additional loads. Spot market demand for cheese is strong in Europe, as contacts report retail advertisements are enticing grocery store shoppers. Food service demand is mixed as holidays in some parts of Europe have had a negative impact on demand, while in other regions demand is unchanged. Export interest in cheese is steady to lighter. Cheese prices are trending higher in Europe, amid strong demand and tight inventories.

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

Variety	Date:	11/29	11/22	Variety	Date:	11/29	11/22
Cheddar Curd		\$2.02	\$2.00	Mild Cheddar		\$2.01	\$1.98
Young Gouda		\$2.07	\$2.06	Mozzarella		\$1.86	\$1.83

## WHOLESALE BUTTER MARKETS - NOVEMBER 29

**NATIONAL:** Cream volumes are looser, and spot load availability has improved across the US. The holiday continued to improve cream supplies for butter production. Bulk butter production schedules are busier as more manufacturers reach comfortable levels of retail inventories for the November/December holiday season. In the central region, plant schedules still involve more micro-fixing than during a normal holiday timeframe. Butter production is mixed nationwide. While production schedules are generally steady to stronger in the East and West regions, central butter makers say they are hesitant to add the abundant cream to the churns. Some manufacturers note planned downtime during the current holiday week. Bulk butter overages range from 2 to 9 cents above market.

**CENTRAL:** Some butter makers had a busy holiday weekend, while others took some downtime. Regardless, butter production is back and busy. Churns were running at full capacity in a few plants, as cream loads were priced as low as flat market over the holiday week/weekend. Now, cream prices have bounced back to pre-holiday levels. Multiples are hovering around the 1.20 mark, currently. Nevertheless, micro-fixing remains stronger than it historically has been during a timeframe when cream is widely available for churning. Butter makers are taking a conservative stance on how much inventory to build due to the history making market climax in October, followed by a bearish denouement this month.

**NORTHEAST:** Churning activity is varied throughout the region. Contacts report ample cream volumes are available for churning. Plant managers relay they are micro-fixing and churning steadily after holiday downtime. Further south, processors report cream is not quite tight but not ample. Some plant managers report they are opting to sell cream rather than churn. Contacts note end of year holiday orders have largely been fulfilled. Retail demand is steady ahead of end of year holidays. Contacts note foodservice demand is picking up slightly over recent weeks.

**WEST:** Stakeholders report increased cream volumes and spot load availability in the West. Fat component levels in current milk output also improved for some parts of the West. This is contributing to increased bulk butter production for butter manufacturers. However, stakeholders indicate bulk butter demand is outpacing bulk butter production. Plant managers indicate retail production schedules are strong to steady and most producers note comfortable December retail inventory levels. A few butter manufacturers relay tight spot load availability of unsalted butter for the remainder of the year. Stakeholders note strong to steady domestic demand. Demand from Canadian purchasers is steadier than the moderate demand other international buyers are showing. On Wednesday, the CME butter price is \$2.6225, which is a 12.25 cent increase since trading resumed after the recent holiday weekend.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads increased by 40 percent, and organic dairy ads increased by 141 percent. Cheese was the most advertised dairy commodity for both conventional and organic categories. Conventional block cheese, shredded cheese, and sliced cheese in 6- to 8-ounce packages have average prices of \$2.35, \$2.46, and \$2.56, respectively. The sliced style cheese decreased in price from the prior week, going down 61 cents.

Conventional regular and Greek yogurt in 4- to 6-ounce containers have average prices of \$0.65 and \$1.17, respectively. Both yogurt types increased in ad frequency. The average price for conventional sour cream in 24-ounce containers increased by 57 cents to \$3.06, while the average price of 16-ounce containers of conventional sour cream decreased by 5 cents to \$2.18. Average prices for conventional milk in half-gallon and gallon containers increased, while prices for organic milk in half-gallon and gallon containers decreased.

## RETAIL PRICES - CONVENTIONAL DAIRY - DECEMBER 1

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	2.64	3.99	3.99		2.27	3.59	
Butter 1#	4.72	4.97	4.89	3.80	4.94	4.03	4.51
Cheese 6-8 oz block	2.35	2.65	2.38	2.31	2.01	2.70	1.89
Cheese 6-8 oz shred	2.46	2.48	2.45	2.30	2.42	2.83	2.13
Cheese 6-8 oz sliced	2.45	2.36	2.48	2.63	3.42	2.85	1.79
Cheese 1# block		3.84	3.50	3.68	4.01		
Cheese 1# shred	4.13	4.70	4.10	3.50	3.99	4.02	5.98
Cheese 2# block	10.29		11.07		11.43	7.42	6.63
Cheese 2# shred	7.41	8.99	7.65	7.43	7.42	6.58	6.99
Cottage Cheese 16 oz	2.38	2.66	2.00	2.18	2.00	2.78	
Cottage Cheese 24 oz	3.31		3.28	3.49	3.67	2.93	
Cream Cheese 8 oz	2.47	2.62	2.20	2.10	2.00	2.54	2.86
Egg Nog quart	3.49	3.18	3.99	3.67	4.34		
Egg Nog 1/2 gallon	5.99	5.36		6.11	3.99		3.99
Milk 1/2 gallon		2.17	2.50	2.83	2.44	1.63	1.63
Milk gallon	3.77	2.66	2.66	3.99	3.46		
Ice Cream 14-16 oz	4.69	2.55	2.76	3.87	3.42	3.00	3.52
Ice Cream 48-64 oz	3.49	3.85	3.25	4.94	4.45	3.81	3.37
Flavored Milk gallon	2.71				3.03	3.99	3.52
Sour Cream 16 oz	2.18	2.19	2.23	2.00	2.12	2.29	1.70
Sour Cream 24 oz	3.06	3.99	3.02	3.49	3.07	2.90	
Yogurt (Greek) 4-6 oz	1.17	1.17	1.02		1.31	1.06	
Yogurt (Greek) 32 oz	3.91	5.99	3.54	4.99	3.67		
Yogurt 4-6 oz	0.65	0.56	0.67	0.68	0.71	0.70	0.51
Yogurt 32 oz	2.71	3.44	2.45	4.00	2.47	2.91	3.55

## ORGANIC DAIRY - RETAIL OVERVIEW

### National Weighted Retail Avg Price:

Butter 8 oz:		Sour Cream 16 oz:	
Butter 1 lb:	\$6.00	Ice Cream 48-64 oz	\$8.09
Cheese 6-8 oz shred:	\$2.22	Milk 1/2 gallon:	\$4.26
Cheese 6-8 oz block:	\$2.92	Milk gallon:	\$5.98
Cheese 6-8 oz sliced:	\$2.43	Egg Nog quart:	
Cream Cheese 8 oz:	\$3.99	Yogurt 4-6 oz:	
Cheese 2 lb shred:		Greek Yogurt 4-6 oz:	
Cottage Cheese 8 oz:		Yogurt 32 oz:	\$4.04
		Yogurt Greek 32 oz:	\$6.81

## DRY DAIRY PRODUCTS - NOVEMBER 30

**WPC CENTRAL/WEST:** Bullish price movements for WPC 80% and whey protein isolate are contributing to upward price momentum for WPC 34%. Increasing prices for WPC 80% and WPI are, reportedly, contributing to the good value market participants feel WPC 34% currently is. Some contacts suggest prices for WPC 34% are somewhat hindered by soft demand from infant formula customers. Contacts report mixed demand for WPC 34%. Meanwhile, others report strong sales of WPC 34% to animal feed producers. Inventories of WPC 34% are less ample than they were in the summer and some preferred brands have tighter inventories, but spot purchasers are generally able to obtain loads to meet their current needs. Plant managers focus their schedules on WPC 80% and WPI, limiting available production time for WPC 34%.

**LACTOSE CENTRAL/WEST:** Both ends of the mostly price series moved higher. Domestic demand is strong from spot and contract purchasers. Some stakeholders continue to secure contract lactose

orders for Q1 of 2024. Export demand is lackluster and some stakeholders continue to offer loads to purchasers in international markets. Lactose inventories are available but continue to tighten. Some spot purchasers note it is somewhat difficult to find loads from preferred brands or which meet their specific needs. Production is steady to higher as plant managers are running active schedules following downtime last week.

**DRY WHOLE MILK:** The bottom of the dry whole milk price range was unchanged this week, while the top moved upwards. Contract demand for DWM is steady ahead of the end of year holidays. Manufacturers say DWM production is limited as their schedules are primarily focused on nonfat dry milk and skim milk powder. Some contacts report seasonally soft milk production in their local areas have enabled them to increase their DWM production in recent weeks. Due to this, more loads of dry whole milk have become available for spot purchasing, though spot inventories remain somewhat tight.

## WEEKLY COLD STORAGE HOLDINGS

### SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
11/27/23	31,672	81,335
11/01/23	32,529	80,418
Change	-857	917
Percent Change	-3	1

**CME CASH PRICES - NOVEMBER 27 - DECEMBER 1, 2023**

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

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
<b>MONDAY</b> November 27	\$1.4700 (+3)	\$1.6100 (+2)	\$2.5000 (NC)	\$1.1900 (+½)	\$0.3975 (NC)
<b>TUESDAY</b> November 28	\$1.4275 (-4¼)	\$1.6100 (NC)	\$2.5675 (+6¼)	\$1.1900 (NC)	\$0.3975 (NC)
<b>WEDNESDAY</b> November 29	\$1.4850 (+5¼)	\$1.5900 (-2)	\$2.6225 (+5½)	\$1.1950 (+½)	\$0.3975 (NC)
<b>THURSDAY</b> November 30	\$1.5100 (+2½)	\$1.5400 (-5)	\$2.6550 (+3¼)	\$1.1750 (-2)	\$0.3975 (NC)
<b>FRIDAY</b> December 1	\$1.5200 (+1)	\$1.5200 (-2)	\$2.6550 (NC)	\$1.1800 (+½)	\$0.4000 (+¼)
<b>Week's AVG</b> <b>\$ Change</b>	\$1.4825 (+0.0008)	\$1.5740 (-0.193)	\$2.6000 (+0.0842)	\$1.1860 (+0.0027)	\$0.3980 (-0.0012)
<b>Last Week's</b> <b>AVG</b>	\$1.4817	\$1.5933	\$2.5158	\$1.1833	\$0.3992
<b>2022 AVG</b> <b>Same Week</b>	\$1.8460	\$2.0960	\$2.9130	\$1.3690	\$0.4480

**MARKET OPINION - CHEESE REPORTER**

**Cheese Comment:** Two cars of blocks were sold Monday, the last at \$1.6100, which set the price. No blocks were sold Tuesday, and the price was unchanged. No blocks were sold Wednesday; the price declined on an uncovered offer of 2 cars at \$1.5900. Nine cars of blocks were sold Thursday, the last at \$1.5400, which set the price. Three cars of blocks were sold Friday, the last at \$1.5200, which set the price. The barrel price rose Monday on a sale at \$1.4700, fell Tuesday on a sale at \$1.4275, increased Wednesday on an uncovered offer at \$1.4850 (following a sale at \$1.4900), rose Thursday on a sale at \$1.5100, and increased Friday on a sale at \$1.5200. A total of 14 carloads of blocks and 16 carloads of barrels were traded this week on the CME.

**Butter Comment:** The price increased Tuesday on an unfilled bid at \$2.5675, climbed Wednesday on an unfilled bid at \$2.6225, and rose Thursday on an unfilled bid at \$2.6550.

**Nonfat Dry Milk Comment:** The price increased Monday on an unfilled bid at \$1.1900, rose Wednesday on an unfilled bid at \$1.1950, declined Thursday on a sale at \$1.1750, then rose Friday on a sale at \$1.1800.

**Dry Whey Comment:** The price rose Friday on a sale at 40.0 cents.

**WHEY MARKETS - NOVEMBER 27 - DECEMBER 1, 2023**

RELEASE DATE - NOVEMBER 30, 2023

<b>Animal Feed Whey—Central: Milk Replacer:</b>	.2400 (NC) – .3200 (+5)
<b>Buttermilk Powder:</b>	
Central & East:	1.0500 (+1) – 1.1100 (+1) West: 1.1000 (+2) – 1.2500 (-1)
Mostly:	1.1300 (+1) – 1.1900 (-1)
<b>Casein: Rennet:</b>	3.1500 (NC) – 3.6500 (NC) Acid: 3.3000 (NC) – 3.7000 (NC)
<b>Dry Whey—Central (Edible):</b>	
Nonhygroscopic:	.3500 (NC) – .4300 (+1) Mostly: .3800 (+1) – .4100 (NC)
<b>Dry Whey—West (Edible):</b>	
Nonhygroscopic:	.3600 (+2) – .4550 (+2) Mostly: .3900 (+1) – .4300 (+1)
<b>Dry Whey—NE:</b>	.3675 (NC) – .4375 (NC)
<b>Lactose—Central and West:</b>	
Edible:	.1525 (-1¼) – .4100 (NC) Mostly: .2100 (+1) – .3200 (+2)
<b>Nonfat Dry Milk—Central &amp; East:</b>	
Low/Medium Heat:	1.1600 (NC) – 1.2400 (NC) Mostly: 1.1850 (NC) – 1.2200 (NC)
High Heat:	1.3000 (NC) – 1.3600 (NC)
<b>Nonfat Dry Milk—Western:</b>	
Low/Med Heat:	1.1400 (+1) – 1.2500 (-1) Mostly: 1.1800 (-½) – 1.2200 (-1)
High Heat:	1.2850 (-1¼) – 1.4325 (-1¼)
<b>Whey Protein Concentrate—34% Protein:</b>	
Central & West:	.8500 (+3) – 1.0350 (-½) Mostly: .8700 (+2) – .9700 (+2)
<b>Whole Milk:</b>	1.7000 (NC) – 2.1000 (+5)

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

**HISTORICAL MONTHLY AVG BARREL PRICES**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'08	1.8774	1.9560	1.7980	1.8010	2.0708	2.0562	1.8890	1.6983	1.8517	1.8025	1.6975	1.5295
'09	1.0832	1.1993	1.2738	1.1506	1.0763	1.0884	1.1349	1.3271	1.3035	1.4499	1.4825	1.4520
'10	1.4684	1.4182	1.2782	1.3854	1.4195	1.3647	1.5161	1.6006	1.7114	1.7120	1.4520	1.3751
'11	1.4876	1.8680	1.8049	1.5756	1.6902	2.0483	2.1124	1.9571	1.7010	1.7192	1.8963	1.5839
'12	1.5358	1.4823	1.5152	1.4524	1.4701	1.5871	1.6826	1.7889	1.8780	2.0240	1.8388	1.6634
'13	1.6388	1.5880	1.5920	1.7124	1.7251	1.7184	1.6919	1.7425	1.7688	1.7714	1.7833	1.8651
'14	2.1727	2.1757	2.2790	2.1842	1.9985	1.9856	1.9970	2.1961	2.3663	2.0782	1.9326	1.5305
'15	1.4995	1.4849	1.5290	1.6135	1.6250	1.6690	1.6313	1.6689	1.5840	1.6072	1.5305	1.4628
'16	1.4842	1.4573	1.4530	1.4231	1.3529	1.5301	1.7363	1.8110	1.5415	1.5295	1.7424	1.6132
'17	1.5573	1.6230	1.4072	1.4307	1.4806	1.3972	1.4396	1.5993	1.5691	1.6970	1.6656	1.5426
'18	1.3345	1.4096	1.5071	1.4721	1.5870	1.4145	1.3707	1.5835	1.4503	1.3152	1.3100	1.2829
'19	1.2379	1.3867	1.4910	1.5925	1.6278	1.6258	1.7343	1.7081	1.7463	2.0224	2.2554	1.8410
'20	1.5721	1.5470	1.4399	1.0690	1.5980	2.3376	2.4080	1.4937	1.6401	2.2213	1.8437	1.4609
'21	1.5141	1.4442	1.4811	1.7119	1.6923	1.5639	1.4774	1.4158	1.5319	1.8008	1.5375	1.6548
'22	1.8204	1.9038	2.0774	2.3489	2.3567	2.2077	2.0581	1.8741	2.0690	2.1285	1.9454	1.8395
'23	1.6803	1.5761	1.8175	1.5921	1.5073	1.5037	1.5404	1.8190	1.7065	1.6400	1.5816	

**USDA Seeks Cheddar, Butter For Early 2024 Delivery, Fluid Milk For January**

Washington—The US Department of Agriculture (USDA) on Tuesday issued a solicitation seeking a total of 168,000 pounds of shredded Cheddar cheese for delivery between Feb. 1 and Mar. 31, 2024.

USDA is seeking to purchase the Cheddar cheese for use in domestic food distribution programs.

Bids are due by 1:00 p.m. Central time on Monday, Dec. 11, 2023.

On Wednesday, USDA issued a solicitation seeking a total of 82,080 pounds of butter for delivery between Jan. 16 and Mar. 31, 2024.

This butter is also being purchased for use in domestic food distribution programs.

Bids are due by 1:00 p.m. Central time on Monday, Dec. 11, 2023.

And on Thursday, USDA issued a solicitation seeking a total of 1,260,900 containers of fluid milk for delivery during January 2024.

This milk is also being purchased for use in domestic food distribution program.

Under this solicitation, USDA is specifically seeking to procure 147,600 gallons and 145,800 half-gallons of 1 percent milk; 475,200 gallons and 477,900 half-gallons

of 2 percent milk; and 14,400 gallons of skim milk.

Bids are due by 1:00 p.m. Central time on Thursday, Dec. 14, 2023.

All offers under these solicitations must be submitted electronically via the web-based Supply Chain Management System (WBSCM).

Offerors are cautioned to bid only quantities they can reasonably expect to produce and deliver. All three of these solicitations are unrestricted.

USDA's Agricultural Marketing Service (AMS) purchases a variety of domestically produced and processed commodity food products, including numerous dairy products, through a competitive process among approved vendors.

These purchases made by the AMS Commodity Procurement Program (CP) support US agriculture by encouraging the consumption of domestic foods.

AMS Commodity Procurement Program manages the WBSCM, the fully integrated, web-based ordering and procurement system used for the purchase of USDA Foods.

For more information on selling dairy and other food products to USDA, visit [www.ams.usda.gov/selling-food](http://www.ams.usda.gov/selling-food).

**Any Way You Cut It Rely on Urschel**

As a powerhouse developer and manufacturer of cutting machinery, Urschel delivers targeted results to meet processing goals and optimize profits. Rugged shredders, dicers, and milling machinery **built to exceed expectations.**

**URSCHEL**  
The Global Leader in Food Cutting Technology

#1 Best selling provider of industrial cutting machinery throughout the world.

Set up a free test-cut of your product. [www.urschel.com](http://www.urschel.com)

© Urschel, Urschel logo symbol, and The Global Leader in Food Cutting Technology are registered trademarks of Urschel Laboratories, Inc. U.S.A.

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