



CHEESE REPORTER

Vol. 148, No. 28 • December 22, 2023 • Madison, Wisconsin



US Dairy Exports Expected To Face Headwinds Again In 2024

But Cheese Exports Are Expected to Rise 8% To A Record 1.03 Billion Pounds; SMP Exports To Rise

Washington—Fiscal year 2023 was a challenging year for US dairy exporters, and US dairy exports are expected to face headwinds again in 2024 for much of the year, according to the semi-annual *Dairy: World Markets and Trade* report released Tuesday by USDA's Foreign Agricultural Service (FAS).

US dairy exporters were impacted in 2023 by sluggish economic growth among dairy importers and increased competition from New Zealand and the European Union (EU), the report noted. However, a slightly weaker US dollar this year has helped cushion losses in price competitiveness.

Throughout 2023, export values of nonfat dry milk, cheese, and whey remained lackluster, primarily due to weakening demand in China and Southeast Asia. Globally, higher interest rates impacted discretionary spending, particularly affecting dairy consumption, which is not a traditional staple of

Asian diets—the most significant growth region for major exporters, the report pointed out.

In 2024, a combination of factors that impacted demand in key markets in Asia in 2023 is expected to continue.

In 2023, after the end of COVID lockdowns, governments were under pressure to rein in fiscal spending and temper aggregate demand to combat high levels of inflation.

Central banks have raised interest rates to increase the cost of credit, leading to slowing private business investment for manufacturing exports in markets like the Philippines and Thailand.

The resulting slowing of gross domestic product (GDP) and income growth has had spillover effects on discretionary spending, the report said. Consumers have also been grappling with high food inflation, substantial currency depreciation against the US dollar that has also contributed to higher imported food prices, and

high energy prices, all of which have put a dent in consumer purchasing power.

In China, the largest import market for dairy products, surplus raw milk production led to government subsidies to stabilize the domestic processing sector and resulted in reduced demand for imports of whole milk powder (mostly from New Zealand) and US nonfat dry milk. As China doesn't produce meaningful amounts of higher-value products like cheese or butter, surplus raw milk is purchased by dairy processors and converted into milk powder for storage.

China's whey imports also fell due to weaker demand for infant formula use and swine feed, influenced by further declining birth rates and lower pork prices, respectively, the report said. Forecast declines in China's swine production are expected to lead to less feed use and, therefore, less whey use. Large inventories of skim and whole milk powder will continue to limit export opportunities for the US as well.

• See **Export Prospects**, p. 10

US Milk Production Declined 0.5% In November; Milk Cow Numbers, Milk Per Cow Both Fell

Washington—US milk production in the 24 reporting states during November totaled 17.3 billion pounds, down 0.5 percent from November 2022, USDA's National Agricultural Statistics Service (NASS) reported Monday.

October's milk production estimate for the 24 reporting states was revised down by 37 million pounds, so output was down 0.6 percent from October 2022, rather than down 0.4 percent as originally estimated.

Production per cow in the 24 reporting states averaged 1,948 pounds for November, three pounds below November 2022.

The number of milk cows on farms in the 24 reporting states in November was 8.90 million head, 26,000 head less than November 2022, and 9,000 head less than October 2023. That's the lowest number of milk cow numbers in the 24 reporting states since February 2022, when there were 8.89 million head in those states.

November milk production for the entire US totaled 18.1 billion pounds, down 0.6 percent from November 2022.

October's milk production estimate for the entire US was revised down by 35 million pounds, so output was down 0.7 percent from

• See **Milk Output Falls**, p. 6

ADM To Acquire Wisconsin-Based Cheese, Dairy Firm Revela Foods

Chicago—ADM on Monday announced it is adding to its flavors capabilities with an agreement to acquire Revela Foods, a New Berlin, WI-based developer and manufacturer of cheese and dairy flavor ingredients and solutions.

Revela Foods, which was unveiled in July 2022, combines three dairy companies: Welcome Dairy, Gamay Food Ingredients and North Star Processing.

Revela, with projected sales of almost \$240 million in 2023, would add new capabilities to ADM's global flavors portfolio in the \$1.8 billion global dairy flavors segment, as well as the \$3.2

• See **ADM & Revela Foods**, p. 6

Number Of Milk Samples Testing Positive For Drug Residues Declines

College Park, MD—During fiscal year 2023 (Oct. 1, 2022-Sept. 30, 2023), 345 milk samples out of a total of 3,694,059 samples analyzed were positive for an animal drug residue, according to the US Food and Drug Administration's (FDA) *National Milk Drug Residue Database Fiscal Year 2023 Annual Report*, which was released last Friday.

That's the lowest number of milk samples that tested positive for a drug residue in the history of these reports, which date back to fiscal 1994.

The previous low, 424 milk samples, was set in fiscal year 2022.

Fiscal 2023 was the third straight fiscal year in which less than 500 milk samples were positive for an animal drug residue, and the 12th consecutive year in

which less than 1,000 milk samples were positive for an animal drug residue.

To put this in some historical perspective, as recently as fiscal 2002, more than 3,000 milk samples were positive for an animal drug residue.

The Grade A Pasteurized Milk Ordinance (PMO) requires that all bulk milk pickup tankers and/or all raw milk supplies that have not been transported in bulk milk pickup tankers, regardless of final use, be sampled and analyzed for animal drug residues before the milk is processed.

Any bulk milk pickup tanker and/or all raw milk supply that has not been transported in a bulk milk pickup tanker that

• See **Drug Residues In Milk**, p. 11



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Good Riddance To Partially Hydrogenated Oils

The US Food and Drug Administration last week announced that today (Dec. 22, 2023) is the effective date for the direct final rule regarding the revocation of uses of partially hydrogenated oils (PHOs) in food.

This direct final rule amends FDA's regulations to no longer provide for the use of partially hydrogenated oils in food given the agency's determination that PHOs are no longer generally recognized as safe (GRAS). The final rule also revokes prior sanctions (i.e., pre-1958 authorization of certain uses) for the use of PHOs in margarine, shortening, and bread, rolls, and buns based on FDA's conclusion that these uses of PHOs may be injurious to health.

And so ends the legal use of one of butter's most notorious competitors. The end of the PHO era prompts us to take a quick look back at this ingredient that was the key ingredient in margarine for many years.

According to a 2004 petition from the Center for Science in the Public Interest, partially hydrogenated vegetable oils have been used since the 1930s, and the FDA approvals for using hydrogenated vegetable oils in margarine and food dressings were published in 1977.

For what it's worth, the purpose of CSPI's 2004 petition to FDA was for the agency to revoke the legal authority for industry to use partially hydrogenated vegetable oils in both packaged foods and foods served in restaurants and other food-service establishments.

Eleven years after CSPI submitted that petition to FDA, the agency released its final determination that partially hydrogenated oils are not GRAS. That determination was based on extensive research into the effects of PHOs, as well as input from stakeholders during a public comment period.

Also for what it's worth, it was 100 years ago this year that Congress passed, and President Warren G. Harding signed into law, legislation defining butter as a food product "made exclusively from milk or cream, or both, with or without common salt, and with or without additional coloring matter, and containing not less than 80 per centum by weight of milk fat..."

That year was part of butter's "glory days," with production rising from 937 million pounds in 1920 to 1.33 billion pounds in 1923 and then reaching a record 1.87 billion pounds in 1941 — a record that stood until 2018. And per capita butter consumption during that period generally ranged from 16 to about 18.5 pounds annually.

So what happened during the butter-margarine battle over the past 80-plus years? Well, according to a report from USDA's Economic Research Service, shortages and rationing of butter during World War II led consumers and food processors to substitute margarine for butter. Post-World War II, many earlier public policies and restrictions on margarine (including restrictions on coloring) were relaxed.

Further, some consumers had become more accustomed to the taste of margarine, and the cheaper cost of margarine relative to butter also favored the switch (23 cents per pound for margarine, compared with 71 cents per pound for butter in 1946), ERS explained.

And at that time, margarine was touted as a healthier alternative to butter because it contained less saturated fat, ERS noted. What a difference a few decades makes!

Originally, margarines were prepared from a blend of animal fats, such as tallow and lard, with semi-solid palm, palm kernel, and coconut oils, ERS pointed out. By the 1930s, mar-

for several decades, margarine took advantage of its "health halo," as well as its lower price, to steal market share from butter, to the detriment of public health and the dairy industry, among others.

garine was primarily made from domestically produced vegetable oils that were partially hydrogenated to convert the liquid oils into a spreadable product that's semi-solid at room temperature.

And so, for several decades, margarine took advantage of its "health halo," as well as its lower price, to steal market share from butter, to the detriment of public health and the dairy industry, among others.

Three sets of statistics help illustrate this point. From a production standpoint, after reaching a record 1.87 billion pounds in 1941, US butter output drifted lower, even dropping below 1.0 billion pounds for several years back in the 1970s. As recently as 1998, butter production was under 1.2 billion pounds, or more than 700 million pounds below that 1941 record.

From a consumption standpoint, after ranging from 16 to over 18 pounds annually for several decades, per capita butter consumption dropped below 10 pounds in 1951 and then fell below five pounds in 1973. With the exception of 1984, when it was 5.0 pounds, per capita butter consumption remained below that level until 2008.

And the number of plants producing butter in the US dropped from well over 4,000 back in the 1930s and early 1940s to under 100 by 1997.

These trends were caused in large part by a product (margarine) that competed with a now-illegal ingredient that somehow was viewed as healthier than butter. Given what we know now, margarine probably never should have been allowed on the market in the first place.

Butter no longer has to compete with margarines made with partially hydrogenated oils, but it's difficult to understate the harm margarine did to butter, and to the dairy industry, when it was made with PHOs.

Chobani Acquires Ready-To-Drink Coffee Company La Colombe

New Berlin, NY—Chobani, LLC last Friday announced that it has acquired La Colombe for \$900 million.

Chobani said it financed the acquisition through the combination of a newly issued \$550 million term loan, cash on hand and the exchange of Keurig Dr Pepper's (KDP) minority equity stake in La Colombe into Chobani equity.

La Colombe currently serves consumers across multiple channels, including retail, cafes, food-service, and direct-to-consumer. As part of Chobani, La Colombe will continue to operate as an independent brand.

Chobani described La Colombe as a growing player in the fast-growing, \$5 billion US ready-to-drink (RTD) coffee category, and said La Colombe's offering will prove highly complementary to Chobani's core yogurt portfolio and food innovations, including oat milk and creamer.

Under Chobani ownership, La Colombe will not only benefit from the company's retail execution, marketing and cold chain capabilities to grow its multi-serve offering, but through its recently announced sales and distribution agreement with KDP, La Colombe will also expand the reach of its single-serve product line and have access to grow underdeveloped channels like convenience retail, Chobani said.

Beyond plans to unlock La Colombe's sales potential, Chobani said it will also enhance La Colombe's procurement practices, deliver meaningful cost synergies, and elevate its operational performance.

"La Colombe is a unique brand and well positioned to continue its strong growth trajectory, including upside as its ready-to-drink line expands availability through our company-owned DSD network and with premium K-Cup® pods now in the market," commented Bob Gamgort, KDP's chairman and CEO. "Both as a strategic partner and a minority shareholder, we are excited by the path ahead."

"We've already made an investment in the coffee category with our creamers and are excited about bringing La Colombe into the Chobani family, and offering the delicious, high-quality cold brew and ready-to-drink craftsmanship of La Colombe to a next generation of consumers, powered by a strong distribution partner in KDP," said Hamdi Ulukaya, Chobani founder and chief executive officer.

FTC, DOJ Release Final Guidelines For Reviewing Mergers, Acquisitions

Washington—The Federal Trade Commission (FTC) and the US Department of Justice (DOJ) on Monday jointly issued the 2023 *Merger Guidelines*, which describe factors and frameworks the agencies utilize when reviewing mergers and acquisitions.

The new Merger Guidelines, which are the culmination of a nearly two-year process of public engagement, set forth several different analytical frameworks to assist the agencies in assessing whether a merger presents sufficient risk to warrant an enforcement action.

These frameworks account for industry-specific market realities and use a variety of indicators and tools, ranging from market structure to direct evidence of the effect on competition, to examine whether the proposed merger may harm competition.

There are a total of 11 guidelines. The guidelines are not mutually exclusive, as a single transaction can have multiple effects or raise concerns in multiple ways. To promote efficient review, for any given transaction the agencies may limit their analysis to any one guideline or subset of guidelines that most readily demonstrates the risks to competition from the transaction.

The 11 guidelines are:

Guideline 1: Mergers raise a presumption of illegality when they significantly increase concentration in a concentrated market.

Guideline 2: Mergers can violate the law when they eliminate substantial competition.

Guideline 3: Mergers can violate the law when they increase the risk of coordination.

Guideline 4: Mergers can violate the law when they eliminate a potential entrant in a concentrated market.

Guideline 5: Mergers can violate the law when they create a firm that may limit access to products or services that its rivals use to compete.

Guideline 6: Mergers can violate the law when they entrench or extend a dominant position.

Guideline 7: When an industry undergoes a trend toward consolidation, the agencies consider whether it increases the risk a merger may substantially lessen competition or tend to create a monopoly.

Guideline 8: When a merger is part of a series of multiple acquisitions, the agencies may examine the whole series.

Guideline 9: When a merger involves a multi-sided platform, the agencies examine competition between platforms, on a platform, or to displace a platform.

Guideline 10: When a merger involves competing buyers, the agencies examine whether it may substantially lessen competition for workers, creators, suppliers, or other providers.

Guideline 11: When an acquisition involves partial ownership or minority interests, the agencies examine its impact on competition.

"Following decades of consolidation, the current grocery landscape is dominated by a few national chains who wield so much economic influence they can undercut competitors simply by demanding preferable treatment from suppliers. This pattern has resulted in anticompetitive

economic discrimination against independent grocers and their customer base," said Chris Jones, senior vice president of government relations and counsel at the National Grocers Association.

"The revised Merger Guidelines released today signifies a major course correction in anti-trust enforcement that recognizes the competitive dangers of buyer power," Jones added.

"We commend the DOJ and FTC for delivering on their commitment to restore competition to our economy," said Joe Maxwell, co-founder and chief strategy officer at Farm Action.

"For more than 40 years, the merger guidelines have been void of a review for competition. During this period of time, unprecedented concentration across US markets has driven farmers and small businesses out of business," Maxwell continued. "These new merger guidelines will help restore economic freedom and strengthen our democracy."

"The finalized merger guidelines are a game-changer for anti-trust enforcement, incorporating decades of new learnings and thousands of public comments from working families and small businesses," said Erik Peinert, research manager and editor at the American Economic Liberties Project. "After almost 50 years of significant underenforcement, we're thrilled to see the antitrust agencies make a comprehensive update to the merger guidelines, and look forward to seeing them vigorously enforced."

The DOJ and FTC "deserve great credit for revisiting the merger guidelines and adopting a stronger approach to stopping all types of mergers," said Sandeep Vaheesan, Open Markets legal director.

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Tetra Pak Unveils Four Key Pathways To Accelerate Food Systems Transformation

Lausanne, Switzerland—Tetra Pak is launching an integrated approach to drive the transition to more secure, sustainable and resilient food systems, harnessing the company's key role in the food processing and packaging industry to effect urgent change.

Tetra Pak said this builds further on its lead in the Global Dairy Processing Task Force, which, as part of the Pathways to Dairy Net Zero climate initiative, aims to explore the innovative systems and technologies needed to further drive down greenhouse gas (GHG) emissions in dairy processing.

"Transforming food systems is crucial for a viable future. Today, these systems are inefficient and unsustainable, responsible for over one-third of GHG emissions, while one-third of food produced is lost or wasted," said Charles Brand, executive vice president for processing solutions and equipment, Tetra Pak.

"Food systems are also failing people, with 9 percent of the world's population going hungry and 30 percent experiencing malnutrition," Brand continued. Tetra Pak has identified the following four key pathways to accelerate food systems transformation:

- Enabling the transition towards more sustainable dairy, by addressing the environmental impact of dairy processing while supporting smallholder farmers' productivity, profitability and livelihoods.

- Innovating for new food sources, such as diversifying with alternative proteins, to complement dairy and other animal protein sources.

- Reducing food loss and waste, by developing food processing technologies that help reduce food waste during production, including new solutions to turn low-value side streams that would otherwise go wasted into value-added products.

- Scaling access to safe nutrition through sustainable packaging.

Nelson-Jameson Teams Up With Lallemand, Vaess

Marshfield, WI—Nelson-Jameson, a leading food processing distributor, has joined forces with Lallemand Specialty Cultures (LSC) and Vaess to meet the demand for increased diversity in existing customers' portfolios.

Nelson-Jameson will be working closely with both companies to deliver targeted strategies for companies producing plant-based and hybrid products for its customers.

"Nelson-Jameson is thrilled to collaborate with Vaess and LSC to meet plant-based product development goals for our customers who want to explore additional options to complement their dairy business," said Peter Kempe, Nelson-Jameson's senior vice president, strategy and business development, Ingredients.

Lallemand has been a global leader in the development, production, and marketing of yeast, bacteria, fungi and their derivatives since the end of the 19th century, Nelson-Jameson noted.

"Based on the many ingredient sources, plant-based foods offer a wide range of possibilities for consumers," said Julia Plateau-Gonthier, LSC's category product manager for dairy, meat and plant-based cultures.

Vaess engineers high-quality ingredients that add value to food, helping companies create products that are not only delicious, but also cost effective, operationally efficient, and commercially scalable, Nelson-Jameson said.

"This collaboration is part of Vaess' mission to create a responsible food chain for future generations," says Coen van Oorschot, director at Vaess.

For details, contact Nelson-Jameson's Packaging, Ingredients, and Chemicals Department, at PIC@nelsonjameson.com.

Alfa Laval Touts Energy, Water Savings With New Hygienic Heat Exchanger

The HL12 hygienic heat exchanger is the latest addition to the Alfa Laval Hygienic line.

The HL12 is the fourth and largest unit in the company's new hygienic range of premium heat exchangers, delivering what Alfa Laval described as unparalleled performance while also securing significant energy and water savings for customers running hygiene-critical applications.

"With the HL12, we are introducing a unit that is more thermally efficient and easier to clean, and the plate pattern also means that less water is needed for CIP," said Magnus Hoffstein, global sales manager, BU Food Heat Transfer. "Additionally, because we have been able to significantly reduce the amount of stainless steel required to build the unit, we are giving our customers the opportunity to make more with less, which is a clear benefit from both a performance and a sustainability perspective."

Incorporating the SmoothPort™, EquiFlow™ and CleanChannel™ features into the new HL12 ensures minimal fouling, maximal cleanability and drainability, optimal media flow and easy particle removal to secure the highest standards of hygiene, according to Alfa Laval.

"Furthermore, our special plate pattern provides gentle treatment of delicate products while the optimal flow distribution ensures superior cleanability and long operating times in which unplanned shutdowns are avoided and a high integrity of equipment is maintained."

For more information, visit www.alfalaval.com.

FROM OUR ARCHIVES

50 YEARS AGO

Dec. 21, 1973: Teton Basin, ID—Nelson-Ricks Creamery Company has broken ground on a \$900,000 specialty cheese plant here. The new plant will produce Cheddar, Long Horn and Monterey Jack in specialty sizes to meet increased demand, and is capable of producing over 11 million pounds of cheese annually.

Washington—Dairy state members in the US House of Representatives joined efforts to assure that trade reform legislation, passed last week and sent to the Senate, wouldn't use the nation's dairy industry as a bargaining tool to expand export markets for other commodities.

25 YEARS AGO

Dec. 25, 1998: Dallas, TX—Suiza Foods has formed a joint venture with Dairy Farmers of America under which the northeastern dairy operations of the two entities have been combined to form a business having revenues of roughly \$1.2 billion. The joint venture include's Suiza's Garelick Farms and DFA's Tuscan/Lehigh dairy operations.

Washington—Escalating a trade fight with the EU over bananas, the US announced this week it will slap hundreds of millions of dollars of punitive tariffs on products ranging from Pecorino cheese – from sheep's milk, in original loaves, not for grating – to cashmere sweaters.

10 YEARS AGO

Dec. 20, 2013: New York—Members of the specialty food industry are most likely to give cheese to friends this holiday season. Other perennial food gifts include chocolate, baked goods and alcoholic beverages, along with a relative newcomer – gluten-free foods, which is considered the "hottest" food category for 2014.

St. Paul, MN—Researchers with the Minnesota Department of Health estimated that up to 20,502 Minnesotans, or 17 percent of raw milk consumers, may have become ill with enteric pathogens during the 2001-10 period after consuming raw milk.

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Global Dairy Trade Price Index Rises 2.3%; Cheddar Prize Rises, Mozz Falls

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade dairy commodity auction increased 2.3 percent from the previous auction, held two weeks ago.

The GDT hasn't declined since the first auction in November. It was unchanged in November's second auction, and increased in both December auctions.

In this week's auction, which featured 156 participating bidders and 108 winning bidders, prices were higher for Cheddar cheese, whole milk powder, butter and anhydrous milkfat; lower for Mozzarella cheese and skim milk powder; and unchanged for lactose. An average price wasn't available for buttermilk powder.

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

Cheddar: The average winning price was \$4,265 per ton (\$1.93 per pound), up 6.9 percent. Average winning prices were: Contract 1 (January 2024), \$4,311 per ton, up 7.1 percent; Contract 2 (February), \$4,284 per ton, up 7.2 percent; Contract 3 (March), \$4,243 per ton, up 5.9 percent; Contract 4 (April), \$4,264 per ton, up 8.9 percent; Contract 5 (May), \$4,248 per ton, up 5.5 percent; and Contract 6 (June), \$4,253 per ton, up 5.7 percent.

Mozzarella cheese: The average winning price was \$3,960 per ton (\$1.80 per pound), down 1.1 percent. That was for Contract 2.

Skim milk powder: The average winning price was \$2,620 per ton (\$1.19 per pound), down 1.3 percent. Average winning prices were: Contract 1, \$2,605 per ton, down 2.9 percent; Contract 2, \$2,582 per ton, down 1.5 percent; Contract 3, \$2,629 per ton, down 1.2 percent; Contract 4, \$2,708 per ton, up 0.1 percent; and Contract 5, \$2,757 per ton, down 0.7 percent.

Whole milk powder: The average winning price was \$3,207 per ton (\$1.45 per pound), up 2.9 percent. Average winning prices were: Contract 1, \$3,217 per ton, up 3.1 percent; Contract 2, \$3,184 per ton, up 3.1 percent; Contract 3, \$3,206 per ton, up 3.1 percent;

contract 4, \$3,268 per ton, up 1.7 percent; and Contract 5, \$3,303 per ton, up 1.3 percent.

Butter: The average winning price was \$5,458 per ton (\$2.48 per pound), up 9.9 percent. Average winning prices were: Contract 1, \$5,621 per ton, up 10.2 percent; Contract 2, \$5,405 per ton, up 9.9 percent; Contract 3, \$5,530 per ton, up 9.3 percent; Contract 4, \$5,481 per ton, up 11.0 percent; and Contract 5, \$5,445 per ton, up 7.6 percent.

Anhydrous milkfat: The average winning price was \$5,578 per ton (\$2.53 per pound), up 0.2 percent. Average winning prices were: Contract 1, \$5,590 per ton, down 1.5 percent; Contract 2, \$5,587

per ton, up 0.5 percent; Contract 3, \$5,591 per ton, up 0.5 percent; Contract 4, \$5,549 per ton, up 0.2 percent; and Contract 5, \$5,568 per ton, up 0.7 percent.

Lactose: The average winning price was \$796 per ton (36.1 cents per pound), unchanged. That was for Contract 2.

Prices for both WMP and the GDT index as a whole are now roughly at or even slightly above their usual averages, ASB Bank noted in its "Commodities Weekly" report.

China is still proving relatively absent from the GDT auctions. The "North Asia" region took 46 percent of the product on offer, still below typical levels. While Chinese WMP inventories have eased and the domestic economic outlook is looking brighter, it's worth remembering that the Chi-

nese economy is still expected to grow at a below-trend rate next year, not a particularly conducive environment for dairy prices.

While there may be a limit to how far prices will increase without a more sustained increase in Chinese demand, interest from other regions, namely Southeast Asia and the Middle East, is still clearly providing strong enough to support prices, particularly in an environment where supply is looking mixed, ASB noted.

Changes to the GDT Trading Events Rules that were proposed to entice new sellers, have been approved by the Events Oversight Board. The changes are designed to ensure rules and incentives for new sellers are tailored to accommodate the diverse range of new prospects expected to join GDT in the coming years.



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CORRECTION

In a story that appeared on page 3 of our Dec. 8th edition, we reported that Mozzarella had debuted at \$2.00 per pound in the GDT auction that week. That was an incorrect price; it should have been \$1.82 per pound. The price per ton noted in the story, \$4,005, was correct, but the price per pound was incorrect. *Cheese Reporter* apologizes for the error.

ADM & Revela Foods

(Continued from p. 1)

billion savory flavors segment, ADM noted. Revela, a portfolio company of New Heritage Capital since 2019, has delivered rapid growth, driven by its innovative enzyme technology, which powers a range of dairy flavor formulations for multiple applications, from snacks and frozen meals to sauces, dressings, soups, seasonings and desserts.

Revela's approximately 400 colleagues operate three production facilities in the Midwest.

"We are excited to partner with ADM to further Revela's reputation as an innovative, turnkey provider of dairy flavor ingredients and solutions," said Terry Schneider, Revela's chief executive officer. "We believe joining the ADM family will allow us to offer even broader solutions to our customers and will provide our employees with even greater opportunities for advancement."

"Revela has built a strong business around its unique range of dairy flavor ingredients and solutions for customers spanning major brands, retailers and foodservice," said Calvin McEvoy, ADM's president of global flavors.

"ADM has a strong presence in the North America savory flavors segment, and we're excited to work with the impressive Revela team to expand our opportunities there, bringing their technology and innovation together with our unparalleled range of ingredients and complete solutions for customers who are looking for great flavors and clean labels," McEvoy added.

This acquisition is subject to customary closing conditions and regulatory approvals. ADM

intends to complete the transaction early in 2024.

One day after announcing its intention to acquire Revela Foods, ADM announced that it has reached an agreement to acquire UK-based FDL, a developer and producer of flavor and functional ingredient systems. FDL, with projected 2023 sales of approximately \$120 million, operates three production facilities and two customer innovation centers, all in the United Kingdom.

FDL's approximately 235 colleagues, which include about 40 dedicated innovation specialists, have created more than 10,000 proprietary flavor formulations. The company's customers span channels, and include a significant presence in the \$900 billion European foodservice segment, according to ADM.

"We are excited to enter into this agreement with ADM. They're an ideal partner for us, with global nutrition and flavor capabilities that will provide new opportunities to strengthen FDL's portfolio of taste and nutrition solutions," said Eric Beatty, FDL's CEO.

"The FDL team looks forward to helping add to ADM's broad offerings with our diverse portfolio of flavor and functional ingredient systems, IP, and capabilities, as well as the entrepreneurial spirit and innovativeness of human talent that has enabled FDL to become a differentiated market leader today," Beatty added.

"Our ongoing investments to add to our flavors portfolio are helping power our strategic work to build a global leader in nutrition," ADM's McEvoy commented. "FDL's innovative and agile formulation knowledge, deep end-use applications expertise, and strong customer base make them a great addition to ADM's global flavor capabilities."

Milk Output Falls

(Continued from p. 1)

October 2022, rather than down 0.5 percent as initially estimated.

Production per cow in the US averaged 1,932 pounds for November, two pounds below November 2022.

The number of milk cows on farms in the US in November was 9.36 million head, 44,000 head less than November 2022 and 10,000 head less than October 2023.

California's milk production totaled 3.27 billion pounds, down 1.7 percent from November 2022, due to 11,000 fewer milk cows and 20 less pounds of milk per cow. California's October milk production was revised down by 2 million pounds, but was still down 2.6 percent from October 2022.

Wisconsin's milk production totaled 2.58 billion pounds, up 0.2 percent from November 2022, due to 1,000 fewer milk cows but five more pounds of milk per cow. Wisconsin's October milk output had been up 0.9 percent from October 2022.

Milk output in Idaho totaled 1.33 billion pounds, up 0.3 percent from November 2022, due to 2,000 more milk cows but unchanged milk per cow. Idaho's October milk production was revised down by 5 million pounds, so output was down 1.7 percent from October 2022, rather than down 1.4 percent as originally estimated.

Output in Texas totaled 1.32 billion pounds, down 2.2 percent from November 2022, due to 18,000 fewer milk cows but 10 more pounds of milk per cow. Texas's October output had been down 1.9 from October 2022.

New York's November milk production totaled 1.29 billion pounds, up 0.5 percent from November 2022, due to 2,000 more milk cows and five more pounds of milk per cow. New York's October milk production was revised down by 6 million pounds, so output was up 1.7 percent from October 2022, rather than up 2.1 percent as originally estimated.

Michigan's production totaled 975 million pounds up 1.9 percent from November 2022, due to 8,000 more milk cows but unchanged output per cow. Michigan's October milk production was revised down by 5 million pounds, so output was up 2.1 percent from October 2022, rather than up 2.6 percent as initially estimated.

Milk production in Minnesota totaled 843 million pounds, down 0.7 percent from November 2022, due to 3,000 fewer milk cows but unchanged milk per cow. Minnesota's October milk output was revised down by 9 million pounds, so production was down 0.7 percent from October 2022, rather than up 0.3 percent as originally estimated.

Pennsylvania's milk production totaled 783 million pounds, down 1.4 percent from November 2022, due to 1,000 fewer milk cows and 20 less pounds of milk per cow. Pennsylvania's October milk production had been down 0.5 percent from October 2022.

Milk production in New Mexico totaled 497 million pounds, down 10.1 percent from November 2022, due to 27,000 fewer milk cows and 10 less pounds of milk per cow. New Mexico's October milk output was revised down by 5 million pounds, so production was down 9.9 percent from October 2022, rather than down 9.0 percent as originally estimated.

Washington's November milk production totaled 486 million pounds, down 0.8 percent from November 2022, due to 1,000 more milk cows but 20 less pounds of milk per cow. Washington's October milk production was revised down by 1 million pounds, so output was down 0.6 percent from October 2022, rather than down 0.4 percent as initially estimated.

All told for the 24 reporting states, milk production was higher in 13 states, with those production increases ranging from 0.2 percent in Wisconsin to 7.0 percent in South Dakota; lower in 10 states, with those production declines ranging from 0.7 percent in Minnesota to 10.1 percent in New Mexico; and unchanged in Utah.

Milk Production by State

STATE	Nov 2022 millions of lbs	Nov 2023 millions of lbs	% output change	Change Cows
California	3327	3272	-1.7	-11000
Wisconsin	2580	2584	0.2	-1000
Idaho	1322	1326	0.3	2000
Texas	1348	1318	-2.2	-18000
New York	1278	1285	0.5	2000
Michigan	957	975	1.9	8000
Minnesota	849	843	-0.7	-3000
Pennsylvania	794	783	-1.4	-1000
New Mexico	553	497	-10.1	-27000
Washington	490	486	-0.8	1000
Iowa	478	480	0.4	NC
Ohio	448	459	2.5	5000
Colorado	427	418	-2.1	-5000
Arizona	383	397	3.7	6000
South Dakota	344	368	7.0	13000
Indiana	357	364	2.0	4000
Kansas	341	336	-1.5	-2000
Oregon	205	200	-2.4	-4000
Vermont	207	200	-3.4	-2000
Utah	170	170		NC
Georgia	162	164	1.2	1000
Florida	145	154	6.2	6000
Illinois	135	136	0.7	NC
Virginia	113	115	1.8	NC



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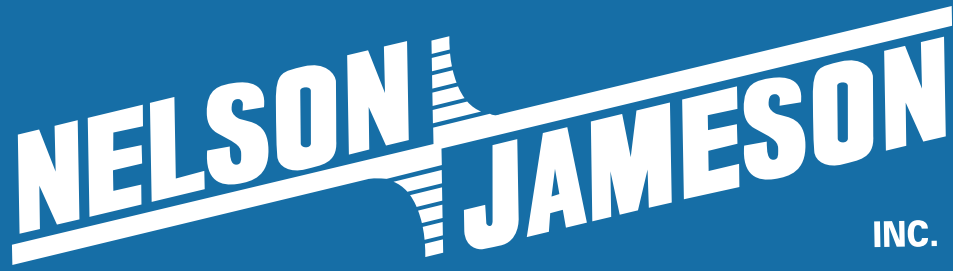
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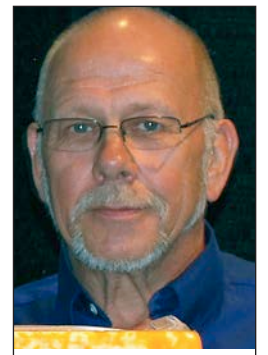
Fritz Leeman



Dave Buholzer



Roger Schroeder



Richard Wold

Ted Jacoby, Jr. & Fritz Leeman Earn WCMA Cheese Industry Champion Award; Dave Buholzer Named Life Member; Eight Other Leaders Honored

Madison—The Wisconsin Cheese Makers Association (WCMA) board of directors has selected 11 individuals to be recognized next year at CheeseExpo for their outstanding work in the dairy processing industry.

Honorees were selected in six categories, each winner a trailblazer in their career path.

Dave Buholzer, one of the senior managing partners at Klondike Cheese Company in Monroe, WI, will be the 94th recipient of WCMA's Life Member Award, the Association's highest honor.

Buholzer has served WCMA in many capacities, in addition to earning Wisconsin Master Cheesemaker status, leading the National Historic Cheesemaking Center, and joining his brothers in service to their family business.

Buholzer served a full term of six years on the WCMA Board of Directors, including two years as second vice president and two years as president. He also devoted countless hours of leadership during the pandemic.

Buholzer also served on WCMA's executive committee, investment committee, technology committee, and recognition committee. As WCMA president, he testified before state legislators and the news media in opposition to the sale of raw milk and in favor of Truth in Dairy Labeling.

Since 2006, Buholzer has been integral to Championship Cheese Contest logistics, working with fellow members of the WCMA contest committee to ensure entries are shipped, stored, and delivered to the judges in peak condition.

Cheese Industry Champions: Ted Jacoby Jr. & Fritz Leeman

Ted Jacoby Jr. and Fritz Leeman will be recognized as WCMA's 2024 Cheese Industry Champions, awards given to industry leaders who, through their everyday business decisions, have created tremendous opportunity for others.

Jacoby Jr. is chairman emeritus of T.C. Jacoby & Company, one of North America's premier dairy product trading companies. Jacoby served as the company's president and CEO from 1986 through late 2015.

He began his career at Crystal Dairy Products in Watseka, IL, before joining the family business in 1966 and began trading fluid dairy products, expanding business from the Mississippi Valley to the East Coast.

Jacoby was instrumental in computerizing the business, and expanded operations to Mexico in 1995. He worked with Select Milk Producers, Mike McCloskey, and Dave Hibbard to form North American Milk Products, which developed and began marketing UF milk throughout the US.

He developed T.C. Jacoby & Company's emphasis on balancing fresh milk supplies for manufacturers, a crucial function that moderates losses for farms and plants when cheese sales soften.

The company's detailed understanding of federal milk marketing orders and their ability to find new homes for milk creates flexibility for cheese manufacturers. Ted Jacoby Jr. led the application of this concept to cream, skim condensed, UF milk, and even cheese, and the firm's ability to balance cheese converters is a large part of the business today.

Second, as managing partner of North American Milk Products, Ted Jacoby Jr. was a leading advocate of the use of UF milk in cheesemaking and a driving force in convincing the FDA to allow its use in the late 1990s.

Fritz Leeman, the retired majority owner of Brewster Cheese, has handed the reins to Katsy Florida Leeman, his granddaughter, after 58 years leading the business.

Brewster Cheese produces about one-third of all the natural Swiss style cheese in the US at its flagship plant in Brewster, OH, and its facilities in Stockton, IL, and Rupert, ID.

Fritz and his father, John, purchased Brewster Dairy in 1965 and produced a variety of cheeses for the dairy industry, some sold under their own label.

Although the business flourished, the Leemans decided that concentrating solely on one product, Swiss cheese, would provide an opportunity for greater growth – and that strategy worked. Brewster is now the largest manufacturer of Swiss cheese in the US.

Leeman was among the first to implement new technologies and innovations that enhance products for customers. Under his leadership, the company introduced a new, larger block of cheese that significantly reduced the amount of trim waste during packaging.

Later, the addition of cheese production facilities in Illinois and Idaho gave Brewster Dairy increased capacity for making the products customers wanted.

Vanguard Awards: Richard Wold, Roger Schroeder

The WCMA Vanguard Award recognizes cheese makers or cheese manufacturing employees whose work helped to blaze new trails in dairy operations. In 2024, this award will be given to Roger Schroeder and Richard Wold.

Schroeder, cheese production manager at Agropur's Le Sueur, Minnesota plant, has the distinction of serving as the longest-tenured employee (50 years) within the company's US operations, before his retirement in 2023.

Today, there are few with a better knowledge of cheese production than Schroeder, who's considered a key player in the advancement of hard Italian cheese production in the US.

His knowledge guided the production process in Le Sueur, both under the Davisco leadership banner and then Agropur, and helped shepherd the business through the advancement of machinery and automation in cheesemaking.

Richard "Whitie" Wold started on his path in 1972 as a production worker at Falls Dairy in Jim Falls, WI. At the time, Falls Dairy was one of the largest cheesemaking sites in the US, making barrel Cheddar for Kraft.

At Falls Dairy, Wold was involved in the initial testing of a pilot "OO" vat manufactured by Damrow Corp. This was done in conjunction with the Kraft technical group located in Green Bay and headed by Grant Krueger. Subsequently, Falls Dairy was one of the first US cheese plants to install "OO" vats, replacing the open cheese vats of the day.

In 1994, Wold oversaw the conversion of the plant from barrels to 640-pound blocks. Varieties

were later diversified to include Colby, Monterey Jack, Pepper Jack and other spiced Jack cheeses.

In 2000, Wold was named a Wisconsin Master Cheesemaker in the sixth graduating class of the program. He retired in 2015 after 43 years of service. Wold continues to be active in the cheese community, serving on the WCMA contest committee and as a member of the "B Team" at WCMA Championship Cheese Contests.

Distinguished Service Awards: Gary Starkson & Reda Yacoub

The WCMA Distinguished Service Award, reserved for highly-valued supplier partners to the cheese manufacturing industry, is the only award that allows WCMA members to vote on prospective honorees. Gary Starkson and Reda Yacoub have been selected for the honor in 2024.

Starkson began making cheese in 1981, mentored by his father Marlowe Starkson, at Le Sueur Cheese Company, owned by Davisco Foods. There, working alongside fellow cheese maker Roger Schroeder, Starkson learned the design and engineering aspects of cheesemaking equipment.

Starkson moved to Jerome, ID, to help design and operate Davisco's Jerome Cheese facility, one of the larger new plants at the time.

After a successful launch, he joined Scherping Systems in 1995, where he helped build Scherping into a technology leader. In 2004, Starkson moved to Advanced Process Technologies (APT) in Cokato, MN, and helped make APT into a leading supplier of cheesemaking equipment.

From cheese milk standardization systems, HTSTs, cheese vats, belts, and block formers, Starkson commissioned new equipment in over 40 cheese plants in North America and in New Zealand.

He received and shares seven cheesemaking patents, mostly in cheese vat and cheese belt designs. After 42 years in the dairy business, Starkson retired from APT in early 2023.

Reda Yacoub's career includes nearly 20 years with Ecolab, five years with Koch Membrane Systems, and 12 years with Hydrite Chemical Co. During his time



Gary Starkson



Reda Yacoub



Dr. Vikram Mistry



Dr. Andy Novakovic



Dave Leonhardi



Mike Pederson

with Ecolab and Koch, he was engaged with several countries in Europe, Australia, Mexico, and New Zealand.

Yacoub now provides technical and commercial support for Solecta Inc. in business development, and at Kelley Supply as membrane programs manager.

He is an active member of the American Dairy Products Institute's Advisory Committee for Membrane Technology.

Yacoub has the ability to tie processing conditions together with equipment design and sanitation to optimize membrane system performance. He provides technical support, training, and troubleshooting to his team in the field.

Yacoub's expertise in developing optimal cleaning protocols has been critical to the success of dairy processors who utilize membrane filtration systems in their plants, helping ensure systems run effectively day in and day out.

Babcock Awards: Vikram Mistry, Andy Novakovic

The WCMA Babcock Award recognizes the contributions of those in education or affiliate organizations partnering with processors in the pursuit of dairy industry innovation and excellence.

Mistry taught and served at South Dakota State University (SDSU) for almost 37 years in various capacities.

Under the mentorship of Prof. Frank Kosikowski, Mistry served as a post doctorate at Cornell University before joining SDSU in 1986. In 2022, he became permanent associate dean and director of academic programs. Mistry retired in July and is currently professor emeritus.

As department head, he led efforts for the construction of the \$9.5 million Davis Dairy Plant, increased undergraduate enrollment by 140 percent and scholarships by approximately 275 percent. He also worked with key state and dairy industry leaders to facilitate growth of the dairy industry in South Dakota.

Novakovic is the E.V. Baker Professor of Agricultural Economics Emeritus at the Charles H. Dyson School of Applied Economics & Management at Cornell University.

His expertise is understanding the economics of ag and food product markets, with a particular

focus on dairy and what happens to milk after it leaves the farm. This includes the economics of market coordination and pricing, the operation of processing and marketing firms, transportation, trade and markets, and the economic regulation of marketing and pricing activities.

In the 1980s, Novakovic and his team received professional awards for their educational trainings on the Milk Diversion Program and the Dairy Termination Program. A decade later, his team was recognized for their work on federal order reform, and again, his multi-university team was recognized for their training program in advance of the Margin Protection Program.

In 2010, he was named chair of the Dairy Industry Advisory Committee by US Secretary of Agriculture Tom Vilsack.

Following his retirement, he has remained active in various professional activities including a prominent role in the International Dairy Federation (IDF). In 2023, Novakovic received the IDF Award for career achievement.

Since 2022 he has been employed by USDA's Agricultural Marketing Service as a part-time senior economist.

Luminary Award Winners: Dave Leonhardi & Mike Pederson

The WCMA Luminary Award recognizes the contributions of individuals who championed new concepts, innovative ideas, and superior quality to grow dairy sales in the US or around the world.

Following successful work in the specialty food industry, Leonhardi joined the Wisconsin Milk Marketing Board (now Dairy Farmers of Wisconsin), where he led education and trade event activities for nearly 20 years.

He also served as national sales manager for Nasonville Dairy, working with broker agents and distributors to achieve sales goals for company brands and private label products for national and international accounts.

Leonhardi was also a member of the American Cheese Society, National Restaurant Association, and served on the International Dairy Deli Bakery Association board for 14 years, including one year as IDDBA chairman.

Mike Pederson's dairy industry career began in 1975 at Mon-

roe Cheese Corporation in the packaging department. In 1991, he joined the Wisconsin Department of Agriculture as a cheese and butter grader, continuing in that role until his recent retirement in the summer of 2023.

Pederson worked closely with Wisconsin cheese and butter manufacturers to ensure the quality of their products. He also played a key role in licensing new industry cheese and butter graders.

Pederson has been a fixture in state, national, and international cheese contests. He has judged in WCMA's Championship Cheese Contests 16 times since 1997, and in 2022 earned the Aschebrock Award for expertise in dairy product evaluation.

He also served as chief judge for the Wisconsin State Fair Cheese Contest for 10 years before relinquishing that role to Randy

Swensen in 2023, and has been a long-time judge in the Green County Fair contest.

Pederson worked with the Center for Dairy Research (CDR) to construct videos on the complex art of Swiss cheese grading and evaluation, as well as butter grading. These videos are part of the CDR video training library for use by industry and have also been used to help train cheese graders and staff at the USDA.

Pederson also served as a product evaluator in the Wisconsin Master Cheesemaker program, and will now lead that program in retirement.

Recipients will be lauded during the WCMA Recognition Breakfast exclusively sponsored by dsm-firmenich at CheeseExpo on April 18, 2024. To register for the Recognition Breakfast and explore other CheeseExpo offerings, visit www.CheeseExpo.org.



Thanks to all who made 2023 a great year!

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Export Prospects

(Continued from p. 1)

Year-over-year price declines for a number of United States dairy products are expected to persist early in 2024, pressuring export values.

However, stronger demand for skim products is anticipated in the latter half of the year as US price competitiveness improves, the report said.

Nonfat dry milk and whey are forecast to see sustained lower prices year over year in the first half of 2024, and volumes are expected to be weak due to soft demand from East and Southeast Asia.

Expectations for only moderate growth in volumes of shipments and lower expected prices for dairy commodities through much of the year indicate that total dairy export values will contract in fiscal 2024, mostly intensely in the first two quarters, the according to the semi-annual *Dairy: World Markets and Trade* report continued. Fiscal 2024 is forecast to resemble much of the monthly data in fiscal 2023, in that signs of growth in some categories are invariably surmounted by declines in others.

Gains in export values for cheese and infant formula are projected to be more than offset by declines in skim milk powder, whey, lactose and butter.

Dairy Product Trade Prospects

In the US, significant investments have been made in expanding cheese manufacturing capacity to meet growing domestic and global demand, the report noted. In 2024, that expanded capacity and the accelerated growth in milk production is expected to drive a

2-percent increase in cheese production.

A slowdown in the growth of milk production in 2023, coupled with relatively strong domestic demand, limited exportable cheese supplies and weakened US price competitiveness in export markets, the report pointed out.

In 2024, larger supplies will support an 8-percent jump in exports to 466,000 tons (1.03 billion pounds).

Higher import demand is expected from Japan, China, Mexico, South Korea, and the Philippines.

In the EU, cheese production is forecast up marginally in 2024 despite weaker milk production as profitability is expected to remain higher compared to butter and milk powders.

As the industry grapples with a reduced milk supply, processors are expected to funnel a larger share of the milk pool toward cheese production, prioritizing it over other dairy products. Also, slowing demand in China for milk powders may encourage an increased focus on cheese production.

European Union cheese exports are estimated to climb by 1 percent in 2024, to 3.04 billion pounds, propelled by a global uptick in cheese demand.

New Zealand cheese production surged in 2023, up 7 percent to 882 million pounds, as an unexpectedly strong year for milk production meant more manufacturing milk being pushed for processing.

Sustained investments over time by processors have greatly expanded New Zealand's cheese production, in turn allowing exporters to meet rising demand

from burgeoning Asian markets, especially for Mozzarella, according to according to the semi-annual *Dairy: World Markets and Trade* report.

New Zealand's cheese exports are forecast to decline in 2024, as increased competitiveness from the EU and Australia is expected to pressure market share in markets like China and Japan.

Australia's cheese exports are forecast to rebound significantly in 2024 after a weak 2023, supported by improving import demand and a rebound in competitiveness in Japan, China, South Korea, and the Philippines.

EU butter production is forecast to decline next year as processors prioritize the smaller milk pool for cheese production. EU butter exports are forecast to decline 4 percent, to 606 million pounds, because of lower production and stronger export competition, particularly from New Zealand.

In New Zealand, butter production is expected to continue growing again in 2024, but butter exports are forecast to decline relative to a strong export year in 2023 as exportable supplies remain relatively tight.

Skim milk powder output in the US is forecast to grow in 2024, reflecting higher milk production and relatively large supplies of skim milk for drying.

Exports are slated to grow 3 percent, a reversal from the modest decline in exports in 2023, reflecting larger exportable supplies and recovery in shipments to price sensitive markets in East and Southeast Asia.

The gap between US and EU skim milk powder prices has narrowed to parity over the course of 2023 and is expected to skew in favor of US exports in 2024, the according to the semi-annual *Dairy: World Markets and Trade* report said.

In 2024, exchange rates are also forecast to shift in favor of US exports as the Federal Reserve is expected to cut interest rates, improving purchasing power for US dairy commodities, especially in a period of global economic uncertainty.

Skim milk powder production in the EU is forecast to decline 3 percent next year, as lower milk production and weaker import demand from Asia encourages processors to shift processing milk into cheese production. SMP exports are also expected to decline.

China and Algeria are once again expected to be the European Union's largest export markets for SMP.

However, growth will be muted in 2024 by higher milk powder production in China and import controls in Algeria, according to the report.

History Of American Dairy Products Institute, 1925-2022 Explored in Book

Wentzville, MO—A new book that explores and details the history of the American Dairy Products Institute (ADPI) is now available from the author.

The History of the American Dairy Products Institute, 1925 to 2022, was written by Mary Jane Carlisle, Jr., who has been an ADPI member for over 30 years, first serving on the Affiliate Committee and then chairing that Committee from 1997 until 2014. She also served on ADPI's Marketing Committee and Standards Committee, and served on ADPI's board of directors from 2012 until 2017.

ADPI itself is less than 40 years old; however, one of its predecessor organizations, the Evaporated Milk Association, was founded in 1923, Carlisle's book explains. The first meeting of another ADPI predecessor organization, the American Dry Milk Institute (ADMI), took place in October 1924, and ADMI was formalized in June 1925, via Articles of Incorporation.

And another ADPI predecessor organization, the Whey Products Institute was established in 1971 in conjunction with ADMI.

In 1986, ADMI and WPI merged to create the American Dairy Products Institute, and a year later the Evaporated Milk Association merged with the ADPI.

The book seeks to recount, as closely and accurately as possible, the history of the ADPI. Most of the research material, especially in the early years of the Institute's existence, was from ADPI's records and archives.

The book is written, generally, in 10-year increments to help keep the chronological order of events and developments organized, Carlisle explains in the book's "Preface." Some years are missing entirely; that's due primarily to the number of moves the Institute made, it was inevitable that some records were lost or left behind.

"This book is historical in nature, it's casual in format and it strives to give you the story of an outstanding Institute formed of its Members, for the benefit of its Members and kept alive by its Members, resulting in the advancement of high quality, dried dairy ingredients for the best health and nutrition of an entire civilization," Carlisle notes in the Preface.

For more information about ordering *The History of the American Dairy Products Institute, 1925 to 2022*, visit www.cheesereporter.com/HistoryofADPI.htm or email jane@jcardol.com.



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Midwest Retailer Meijer Now Offering Milk Discounts To SNAP Participants

Grand Rapids, MI—Midwest retailer Meijer is now offering SNAP (Supplemental Nutrition Assistance Program) participants special discounts on select milk products.

The initiative, called “Add Milk,” features 20 percent off any brand or size of 1 percent and fat-free milk and is thanks to a grant recently awarded by Auburn University’s Hunger Solutions Institute (HSI) that Meijer applied for earlier this year. The milk discounts apply to purchases made online and in-store at all Meijer supercenters, neighborhood markets and Express locations, and will remain in effect until Mar. 30, 2024.

Meijer is the largest retailer, and the only one in its six-state footprint, selected to partner on Healthy Fluid Milk Incentives (HFMI) projects, which were established by the 2018 farm bill to promote milk as part of a healthy diet.

“As a company committed to enriching lives in the communities we serve, we’re pleased to partner with Auburn University to give families easier access to milk,” said Calli Schmid, Meijer vice president of grocery. “Milk is an excellent source of vitamins and minerals and our involvement in this program offers another opportunity to stretch our customers’ dollars further.”

“Meijer started out as a grocery store, so 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. “This is a very important project, and comes at a great time for our customers, so we’re thankful to the US Department of Agriculture, the International Dairy Foods Association, and Auburn University for their commitment to this vital project and for selecting Meijer as a partner to help make a difference.”

“The Hunger Solutions Institute at Auburn University is excited to partner with Meijer to expand Add Milk in their more than 500 stores,” said Alicia Powers, HSI managing director. Through Add Milk, “Meijer will expand its support of SNAP families in stretching their food dollars,” Powers added.

Milk

(Continued from p. 1)

is found positive is rejected for human consumption.

During fiscal 2023, a total of 3,897,863 tests were reported on the samples for three different groups or families of drugs. Since some samples are analyzed for more than one drug residue, the number of tests conducted is greater than the number of samples.

During fiscal 2023, a total of 345 tests were reported as positive for a drug residue. Some 17 testing methods were used to analyze the samples for drug residues.

A positive result, as used in FDA’s report, means that the sample was found to be positive for a drug residue by a test acceptable for taking regulatory action in an accredited laboratory by a certified analyst, or the milk was rejected on the basis of an initial screening presumptive positive test by the milk processor.

As used in this report, a “sample” is defined as representing a load or lot of milk sampled and analyzed. Samples may include, for example, milk collected from a bulk milk pickup tanker, a raw milk supply that has not been transported in a bulk milk pickup tanker, a producer’s bulk milk tank, a milk transport tanker, a plant silo, or a pasteurized finished product.

In FDA’s annual report, data are reported by four sources of samples:

Bulk milk pickup tanker and/or raw milk supply that has not been transported in a bulk milk pickup tanker, defined as bulk raw milk from dairy farm(s). Samples are taken on receipt of every tanker load and/or raw milk supply that

has not been transported on a bulk milk pickup tanker at a milk receiving facility.

In fiscal 2023, there were 3,356,214 total samples in this category, of which 238, or 0.007 percent, were positive for a drug residue. The amount of milk found to be positive and disposed of in accordance with PMO and/or applicable state regulations totaled 11,520,000 pounds.

Pasteurized fluid milk and milk products: after pasteurization, finished product in package form or bulk. This term includes milk products such as milk and cream.

There were 28,842 total samples in this category during fiscal 2023, none of which tested positive for an animal drug residue.

Producer: raw milk obtained from the bulk tank/silo from a dairy farm.

There were 265,339 total samples in this category during fiscal 2023, of which 104, or 0.039 percent, were positive for an animal drug residue. The amount of milk found to be positive and disposed of was 228,000 pounds.

Other: milk from milk plant tanks/silos, milk transport tankers, etc. Samples are conducted on a random basis.

There were 43,664 total samples in this category during fiscal 2023, of which three, or 0.007 percent, were positive for an animal drug residue. The amount of milk found to be positive and disposed of was 121,000 pounds.

Overall during fiscal 2023, a total of 11,869,000 pounds of milk was found positive for a drug residue and disposed of in accordance with PMO and/or applicable state rules.

During fiscal 2023, a total of 3,566,138 samples were taken by industry (milk plants, receiving and transfer stations, and mar-

keting groups or cooperatives), of which 327 were positive for an animal drug residue; and 127,921 samples were taken by regulatory agencies, of which 18 were positive for an animal drug residue.

During fiscal 2023, a total of 3,694,153 tests were conducted for beta lactams, of which 342 were positive; 103,497 tests were conducted for sulfonamides, of which three were positive; 100,719 tests were conducted for tetracyclines, none of which were positive; 390 tests were conducted for aminoglycosides, none of which were positive; and 104 tests were conducted for quinolones, none of which were positive.

The National Milk Drug Residue Data Base (NMDRD) is a voluntary industry reporting program. Mandatory reporting is required by state regulatory agencies under the National Conference on Interstate Milk Shipments (NCIMS).

Data are reported on the extent of the national testing activities, the analytical methods used, the kind and extent of the animal drug residues identified, and the amount of contaminated milk, including whether it was disposed of properly for non-human use. The system includes all milk, Grade A and non-Grade A, commonly known as manufacturing grade.

Data reported to the NMDRD are for educational and analytical purposes and are not intended or suitable for regulatory action or follow-up. The database was established to promote maximum voluntary participation by the dairy industry in reporting its testing results, without compromising any confidential data. The samples and tests reported don’t necessarily represent 100 percent of the milk supply from every state.

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For more information, visit www.ivarsoninc.com



NCCIA Basic Milk Pasteurization, Sanitation Course To Be Jan. 9-10

St. Paul, MN—Registration is open for the Basic Milk Pasteurization & Dairy Plant Sanitation Workshop here Jan. 9-10, 2024 at the University of Minnesota Food Science & Nutrition Building.

The two-day Certified Industry Temporary Pasteurization Retesting & Resealing Course is presented by the North Central Cheese Industries Association (NCCIA), in conjunction with the Minnesota Department of Agriculture Dairy Inspection Program, University of Minnesota, and Ecolab.

Instruction will be held at the Basic Milk Pasteurization & Industry Personnel Pasteurizer Test Plant, kicking off Tuesday morning with a session on the history and microbiology of pasteurization.

Pasteurizer training will continue Tuesday afternoon with a hands-on lab in the pilot plant.

Students will learn the inner workings and mechanical processes involved in pasteurization, along with issues like sanitation, environmental monitoring, HTST pasteurization and proper recording chart documentation.

The course will continue Wednesday morning with a focus on basic dairy plant sanitation, followed by a review, exam and noon adjournment.

Registration for the course closes Jan. 3, and is limited to 30 participants. Cost to attend is \$200 for NCCIA members and \$230 for non-members, and includes basic digital course materials. Registration with all printed materials is \$250 for NCCIA members and \$280 for non-members. A registration link is available online at www.northcentralcheese.org.

For questions, contact NCCIA's Susan Eschbach via email: seschbach.nccia@gmail.com.

New Pack Expo Southeast Will Debut In Atlanta March 10-12, 2025

Atlanta, GA—The Association for Packaging & Processing Technologies (PMMI) will debut its newest Pack Expo here March 10-12, 2025 at the Georgia World Congress Center.

Pack Expo Southeast will give packaging and processing companies a chance to share the latest machinery, materials, and innovations with the growing manufacturing industry in the southeast.

As the newest show in the Pack Expo portfolio, the three-day event will offer solutions to the packaging and processing needs of southeast manufacturers in over 40 vertical markets.

Exhibitors have already begun signing up. Attendee registration for Pack Expo Southeast 2025 will open November 2024.

For information, visit www.packexposoutheast.com, or contact exhibit sales manager Daniel Smith: sales@pmmi.org.

WCMA's New 'Train The Safety Trainer' Online Workshop Planned For Jan. 30

Madison—A new Train the Safety Trainer course will debut early next year, created to equip the dairy processing industry's safety trainers with the knowledge and skills to effectively communicate safety expectations and protocols for maximum compliance.

Hosted by the Wisconsin Cheese Makers Association (WCMA), the live, virtual workshop is scheduled for Jan. 30, 2024.

The course will also be offered in-person on Dec. 11, 2024.

Instructors from Chippewa Valley Technical College (CVTC) with significant experience in dairy processing plants will lead the interactive class, covering best practices for design and delivery methods used by successful workforce safety trainers.

Cost to attend the webinar is \$219 per person. To sign up online and for more details, visit www.wischeesemakersassn.org/trainings.

The History of the American Dairy Products Institute 1925 to 2022

MARY JANE CARLISLE, JR.

The History of the American Dairy Products Institute 1925 to 2022

by Mary Jane Carlisle, Jr.
2023, 323 pages, \$75 + Shipping and Handling

For a long time, there have been some members of the American Dairy Products Institute (ADPI) who have been meaning to write the history of this fine organization before the story gets lost.

Now, after months of collaboration with members, industry leaders and others, it's become a reality!

This book was written using ADPI records and minutes, and with the research materials from member's personal files. It offers a well-rounded picture of where it came from and how it got here from there.

"A perfect publication to show how folks with different ideas on how to utilize a product for profit (sometimes) can create an entire and broad industry!", Mark Davis

For details: www.cheesereporter.com/HistoryofADPI.htm

Northeast Dairy Innovation Summit Planned For April 2-3 In Albany, NY

Albany, NY—The Northeast Dairy Business Innovation Center will host the 2024 edition of the Northeast Dairy Innovation Summit here April 2-3 at the Marriott Albany.

Agela Abdullah, marketing director and president of the Cheese Culture Coalition, will open the summit with a discussion on building diversity in dairy.

The lunchtime presentation will highlight dairy's role in regional food resilience, followed with breakout sessions Tuesday afternoon.

Shayna Cohen of KK&P will discuss building a workforce development and apprenticeship program for the Northeast region, and Jayne Sebright with the Center for Dairy Excellence will moderate a panel on how smaller farms can utilize and benefit from new technology.

Afternoon sessions will also highlight brand marketing, ESL speakers in the dairy sector; building better technical assistance; and the benefits dairy cohorts.

Jenn Smith of the Cornell Center for Regional Economic Advancement will moderate a

panel on dairy product innovation challenges: what it takes to enter and win a regional competition.

Corey Geiger, lead dairy economist for CoBank, will deliver Tuesday evening's dinner keynote address.

Day two kicks off with a discussion on how regional storytelling can boost success and make positive change in the dairy sector.

Morning breakout sessions will look at market opportunities for goat and sheep milk dairies, and developing climate-friendly packaging with speakers representing NE-DBIC Packaging Innovation grants – Cabot Cooperative Creamery, Stonyfield, Big Picture Farm, Jasper Hill Farm, and Vermont Creamery.

The summit wraps up after lunch with a discussion on how dairy meets climate goals in the Northeast, and how to build a more resilient regional dairy sector. Registration is now available online, with discounts for dairy farmers, processors and students. More information is available at online at www.nedairyinnovation.com/summit.

PLANNING GUIDE

Winter Fancy Food Show: Jan. 21-23, Las Vegas Convention Center. www.specialtyfood.com.

Dairy Forum 2024: Jan. 21-24, J.W. Marriott Phoenix Desert Ridge, www.idfa.org/dairy-forum.

World Championship Cheese Contest: March 5-7, Monona Terrace Convention Center, Madison. Visit www.worldchampioncheese.org for updates.

ADPI Global Ingredients Summit: March 11-13, 2024, Peppermill Resort, Reno. Visit www.adpi.org for information.

Cheese Expo: April 16-18, 2024, Baird Center, Milwaukee, WI. Registration now available online at www.cheeseexpo.org.

ADPI/ABI Joint Annual Conference: April 28-30, Sheraton Grand Chicago Riverwalk, Chicago, IL. For details, visit adpi.org/events for details.

American Cheese Society Annual Conference: July 10-13, Buffalo, NY. Visit www.cheesesociety.com.

IMPA Annual Meeting: Aug. 8-9, Sun Valley Resort, Sun Valley, ID. Visit www.impa.us for details closer to event date.



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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 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.

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Cheese Grading Services

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

Cheese & Dairy Products

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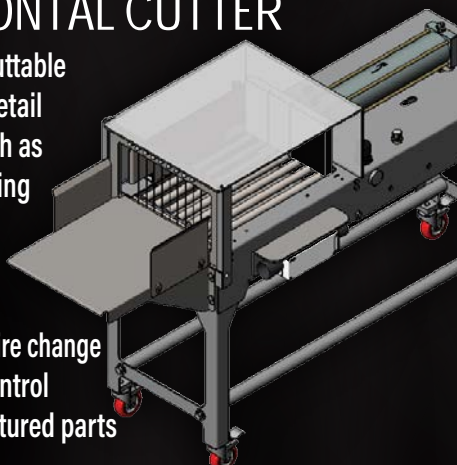


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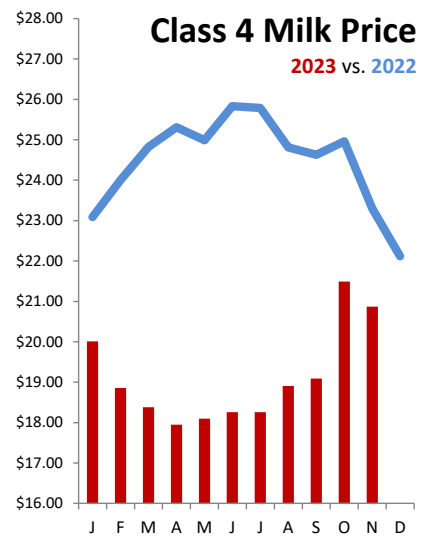
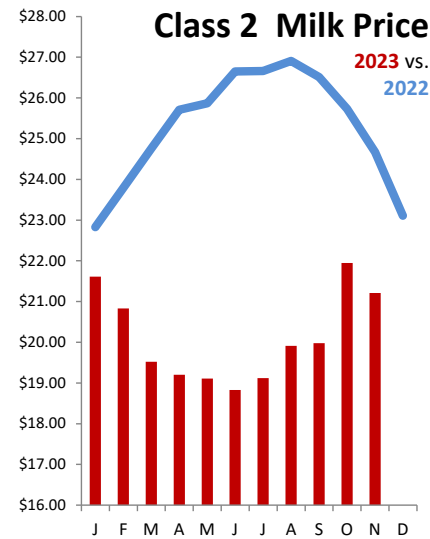
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Federal Order Class 1 Minimum Prices & Other Advanced Prices - January 2024

Class I Base Price (3.5%)	\$18.48 (cwt)
Base Skim Milk Price for Class I	\$8.24 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$5.74 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$9.25 (cwt)
Advanced Butterfat Pricing Factor	\$3.0091 (lb.)
Class II Skim Milk Price	\$9.95 (cwt)
Class II Nonfat Solids Price	\$1.1056 (lb.)
Two-week Product Price Averages:	
Butter	\$2.6563 lb.
Nonfat Dry Milk	\$1.2062 lb.
Cheese	\$1.6248 lb.
Cheese, US 40-pound blocks	\$1.6445 lb.
Cheese, US 500-pound barrels	\$1.5799 lb.
Dry Whey	\$0.4184 lb.

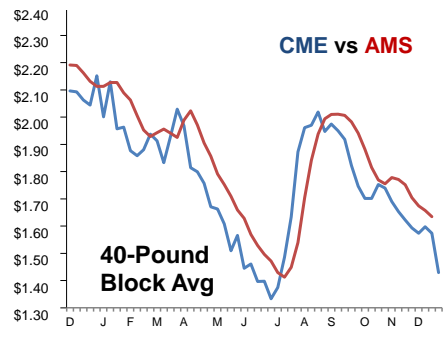
HISTORICAL MILK PRICES - CLASS I

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	17.45	16.73	16.90	16.05	15.20	15.31	16.59	16.72	16.71	16.44	16.41	16.88
'18	15.44	14.25	13.36	14.10	14.44	15.25	15.36	14.15	14.85	16.33	15.52	15.05
'19	15.12	15.30	15.98	15.76	16.42	17.07	17.18	17.89	17.85	17.84	18.14	19.33
'20	19.01	17.55	17.46	16.64	12.95	11.42	16.56	19.78	18.44	15.20	18.04	19.87
'21	15.14	15.54	15.20	15.51	17.10	18.29	17.42	16.90	16.59	17.08	17.98	19.17
'22	19.71	21.64	22.88	24.38	25.45	25.87	25.87	25.13	23.62	22.71	24.09	22.58
'23	22.41	20.78	18.99	18.85	19.57	18.01	17.32	16.62	18.90	19.47	19.75	19.76
'24	18.48											



DAIRY PRODUCT SALES

Dec. 20, 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 NDFM.



Week Ending	Dec. 16	Dec. 9	Dec. 2	Nov. 25
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		Dollars/Pound		
US	1.6349	1.6578	1.6740	1.7040
Sales Volume		Pounds		
US	12,196,722	8,746,012	12,672,481	12,946,803
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Contest				
Weighted Price		Dollars/Pound		
US	1.6694	1.6590	1.7105	1.7738
Adjusted to 38% Moisture				
US	1.5863	1.5739	1.6255	1.6838
Sales Volume		Pounds		
US	13,388,526	14,441,861	15,282,604	12,940,604
Weighted Moisture Content		Percent		
US	34.75	34.65	34.76	34.68
AA Butter				
Weighted Price		Dollars/Pound		
US	2.6915	2.6202	2.6230	2.7570
Sales Volume		Pounds		
US	3,140,282	3,098,542	3,832,806	2,559,147
Extra Grade Dry Whey Prices				
Weighted Price		Dollars/Pound		
US	0.4185	0.41893	0.4123	0.4045
Sales Volume		Pounds		
US	5,560,553	6,633,045	5,337,697	4,032,499
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		Dollars/Pound		
US	1.1996	1.2127	1.1946	1.2088
Sales Volume		Pounds		
US	17,079,198	17,594,206	17,879,250	6,873,652

DAIRY FUTURES PRICES

SETTLING PRICE							*Cash Settled	
Date	Month	Class III	Class IV	Dry Whey	Block NDM	Cheese	Cheese*	Butter*
12-15	Dec 23	16.15	19.08	41.900	119.500	1.650	1.6360	259.000
12-18	Dec 23	16.13	19.08	41.850	119.200	1.650	1.6330	249.500
12-19	Dec 23	16.14	19.08	41.600	119.500	1.650	1.6350	261.000
12-20	Dec 23	16.13	19.14	41.350	119.500	1.650	1.6340	261.000
12-21	Dec 23	16.08	19.14	41.350	119.500	1.650	1.6310	262.000
12-15	Jan 24	15.90	18.65	41.575	119.900	1.650	1.6140	248.500
12-18	Jan 24	15.59	18.75	41.550	120.375	1.635	1.5860	248.500
12-19	Jan 24	15.62	18.80	41.250	119.875	1.635	1.5900	251.325
12-20	Jan 24	15.60	18.80	41.025	119.900	1.635	1.5930	250.000
12-21	Jan 24	15.44	18.80	41.000	120.300	1.600	1.5780	252.500
12-15	Feb 24	16.14	18.69	42.050	119.750	1.675	1.6340	249.650
12-18	Feb 24	15.79	18.73	42.050	120.025	1.650	1.6020	249.750
12-19	Feb 24	15.75	18.73	42.250	119.200	1.650	1.5990	251.500
12-20	Feb 24	15.74	18.73	41.900	119.750	1.650	1.5990	251.000
12-21	Feb 24	15.52	18.97	41.000	120.250	1.644	1.5830	253.225
12-15	Mar 24	16.78	18.86	42.025	121.050	1.750	1.7050	251.000
12-18	Mar 24	16.50	18.88	44.250	122.000	1.720	1.6760	251.600
12-19	Mar 24	16.48	19.00	41.900	120.700	1.720	1.6740	253.625
12-20	Mar 24	16.44	18.93	41.900	121.050	1.716	1.6710	253.000
12-21	Mar 24	16.27	18.95	41.000	121.250	1.700	1.6610	254.000
12-15	April 24	17.50	19.09	44.250	123.000	1.795	1.7680	253.500
12-18	April 24	17.31	19.18	45.500	123.925	1.780	1.7510	253.250
12-19	April 24	17.31	19.19	44.250	123.000	1.780	1.7500	254.250
12-20	April 24	17.35	19.13	44.000	123.000	1.780	1.7530	255.000
12-21	April 24	17.21	19.16	42.900	123.350	1.780	1.7500	258.000
12-15	May 24	17.90	19.40	45.500	125.750	1.862	1.8020	254.925
12-18	May 24	17.86	19.40	45.500	126.425	1.840	1.8000	254.000
12-19	May 24	17.92	19.50	45.500	125.600	1.840	1.8030	255.675
12-20	May 24	17.94	19.50	45.000	125.750	1.840	1.8030	256.000
12-21	May 24	17.85	19.40	44.100	125.750	1.840	1.8010	257.500
12-15	June 24	18.13	19.55	47.000	128.000	1.827	1.8310	256.500
12-18	June 24	18.18	19.60	46.750	128.825	1.827	1.8340	254.500
12-19	June 24	18.22	19.60	46.750	128.000	1.827	1.8360	256.500
12-20	June 24	18.20	19.62	45.750	128.000	1.827	1.8360	257.000
12-21	June 24	18.22	19.62	45.250	128.000	1.827	1.8400	257.525
12-15	July 24	18.35	19.70	47.500	130.100	1.863	1.8580	255.000
12-18	July 24	18.38	19.73	47.500	131.575	1.863	1.8630	255.000
12-19	July 24	18.36	19.78	47.400	130.100	1.863	1.8630	256.525
12-20	July 24	18.39	19.74	47.400	130.100	1.863	1.8630	257.000
12-21	July 24	18.36	19.74	47.400	130.100	1.863	1.8640	257.525
12-15	Aug 24	18.49	19.80	47.500	132.000	1.919	1.8740	255.000
12-18	Aug 24	18.52	19.80	47.500	132.050	1.919	1.8790	255.000
12-19	Aug 24	18.47	19.80	47.400	132.000	1.919	1.8790	258.000
12-20	Aug 24	18.47	19.80	47.400	132.000	1.899	1.8790	258.000
12-21	Aug 24	18.45	19.80	47.400	132.000	1.873	1.8800	259.000
12-15	Sept 24	18.50	19.88	47.500	133.100	1.929	1.8880	255.025
12-18	Sept 24	18.58	19.88	47.500	133.200	1.929	1.8900	256.025
12-19	Sept 24	18.55	19.90	47.500	133.100	1.929	1.8900	257.000
12-20	Sept 24	18.55	20.00	47.500	133.100	1.929	1.8900	258.000
12-21	Sept 24	18.55	20.00	47.500	133.000	1.929	1.8950	258.000
12-15	Oct 24	18.51	19.86	47.000	133.825	1.942	1.8900	255.000
12-18	Oct 24	18.60	19.86	47.000	133.825	1.942	1.8990	255.500
12-19	Oct 24	18.60	19.86	47.000	133.725	1.942	1.8980	246.500
12-20	Oct 24	18.67	20.02	47.000	133.725	1.942	1.8980	258.000
12-21	Oct 24	18.67	20.02	47.000	134.000	1.942	1.8980	257.000
Dec. 21		26,764	8,373	3,284	9,203	2,603	20,128	9,569

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - DEC. 15: Spot milk demand remains strong in the eastern states. Plant contacts report robust production schedules with inventories growing week over week. Retail demand is strong ahead of end-of-year holidays. Contacts note Mozzarella and Cheddar demands are especially strong. Cheese makers in the Midwest report ample milk availability, with Class III spot milk prices ranging from \$4-under to \$1-over. Production schedules remain steady. Demand for cheese barrels has softened. In the West, cheese processors have shared their inventories are comfortable. Spot availability is variable, though, as contractual obligations are being fulfilled before the end of the year. Domestic cheese prices have become more competitive with international prices, but industry sources share export demand has not yet picked up in response.

NORTHEAST - DEC. 20: Cheese makers in the Northeast say milk volumes are becoming more available as the end of 2023 nears. Plant managers report steady production, though some suggest downtime around the end-of-year holidays will contribute to lighter cheese production in the coming weeks. Spot loads of cheese are available for purchasing. Cream cheese demand has been strong ahead of the winter holidays, and contacts say Cheddar and Mozzarella purchasers have been active. Meanwhile, market participants indicate retail demand is abating, as grocers are wrapping up their holiday orders. Foodservice cheese demand is steady to light. Some contacts say high menu prices have contributed to lighter restaurant demand for cheese compared to previous years.

MIDWEST AREA - DEC. 20: Cheese makers say milk is available, but a number of contacts relay it is not at typical holiday amounts. There have been some below Class spot milk prices reported, but there have also been some reports of flat market and slightly above-market prices. Cheese demand is meeting seasonal expectations. Holiday orders have been fulfilled, but there are expectations that Mozzarella and pizza cheese orders will hold steady and/or increase as the collegiate and professional football seasons culminate. Cheese stocks, in the Midwest area specifically, are generally balanced according to contacts. Some plant contacts say extra loads are available here and there, but they typically do not last long. Cheese market tones are uncertain during the penultimate trading week of 2023. In the region, though, contacts say supply and demand both are generally status quo.

WEST - DEC. 20: Domestically, retail demand for varietal cheeses is steady in the West. However, cheese manufacturers and converters relay mixed foodservice demand ranging from steady to moderate. Cheese makers report comfortable inventories heading into the remaining holiday weeks of December. That said, loads available for spot purchasers vary somewhat widely amongst manufacturers as some have inventories heavily allocated to contractual commitments. Export demand is steady to moderate. Some stakeholders say current domestic cheese prices are more competitive against international cheese prices. Manufacturers indicate enough milk volumes are readily available to meet strong to steady production schedules.

FOREIGN -TYPE CHEESE - DEC. 20: Industry sources indicate milk production is starting to improve in Europe. Cheese makers are running busy schedules, though stakeholders say upcoming holidays will have a negative impact on output in the coming weeks. Contacts report limited spot cheese inventories and say they continue to turn away purchasers looking for additional loads of cheese. European demand for cheese in both retail and foodservice markets has been strong in recent weeks, but contacts say sales have begun to taper off this week due to the imminent holidays. Export demand for cheese is steady to lighter. Despite softening demand, market sentiment remains bullish as cheese makers anticipate strong demand to return in January.

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

Variety	Date: 12/20	12/13	Variety	Date: 12/20	12/13
Cheddar Curd	\$2.07	\$2.05	Mild Cheddar	\$2.07	\$2.03
Young Gouda	\$2.02	\$2.02	Mozzarella	\$1.85	\$1.85

WHOLESALE BUTTER MARKETS - DECEMBER 20

NATIONAL: Domestic retail butter demand is strong to steady in the lead up to the winter holidays. Cream supplies for churning remain mixed. Stakeholders in the West and Central regions indicate spot loads of cream are more available. However, contacts in the eastern region indicate spot loads of cream for butter churning are tighter than in recent weeks. Butter makers anticipate milk clearing to Class IV to increase in the second half of December.

CENTRAL: Butter plant managers relay they are working on bulk butter and cream contracts for 2024. Cream availability, this week, is wide open. Spots have been reported at flat market multiples in the region. As Class II demand has continued its seasonal decreasing trend, cream handlers say butter manufacturers are taking on lots of cream at seasonal values. There are expectations moving into the final week of the year that multiples will be below flat market in the region. Churning is naturally busy with the influx of cream and as butter makers start to add to their spring demand stocks. Demand is quiet and all parties angle to limit end-of-year inventories.

NORTHEAST: Cream availability is increasing ahead of the end-of-year holidays. Contacts report steady to lighter cream demand as some manufacturers are planning for downtime during the upcoming holiday weeks. Butter makers say they are utilizing available cream volumes

to increase their churning, and some say they are no longer micro-fixing. Overall, butter production is steady in the region. Contacts report retail demand for butter is ebbing as retailers are busy stocking loads ahead of strong demand from holiday grocery store shoppers. Meanwhile, stakeholders say food service demand for butter is unchanged. Bulk butter demand is increasing. Contacts suggest the drop in CME butter pricing to \$2.46 last Wednesday appealed to some bulk butter purchasers and this contributed to increased demand. Butter prices climbed to \$2.6050 on the CME by Tuesday.

WEST: Stakeholders say cream volumes are becoming plentiful and spot loads are more available. Butter makers anticipate more milk clearing to Class IV soon with the upcoming holiday weekend around the corner and session breaks at educational institutions. Butter manufacturers indicate availability of bulk and unsalted butter is somewhat looser as production schedules are busier with more plentiful cream volumes at hand. Butter makers note strong to steady retail production schedules. Retail butter demand is mixed with some stakeholders reporting holiday ordering is largely fulfilled and other stakeholders reporting spot load buyers purchasing to fill remaining immediate holiday needs. Butter manufacturers indicate demand from foodservice and industrial bakers is strong. Stakeholders relay mixed interest for Q1 bookings.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Despite a late-year surge for conventional one-pound butter advertisement totals, conventional 48-to-64-ounce ice cream was the most advertised of all dairy this week. Conventional sliced one-pound cheese drew the largest week over week increase in ad totals, jumping by over 300 percent from last week. The weighted average advertised price of six-to-eight-ounce sliced cheese was up from last week's \$2.50 price. Ad totals for conventional gallon containers of milk more than doubled the half-gallon option. The weighted average advertised price of conventional one-gallon milk was \$.48 higher than last week. Conventional Greek yogurt in four-to-six-ounce containers was the most advertised yogurt item this week. The weighted average advertised price for four-to-six-ounce Greek yogurt was a dime more than last week's price. Conventional cream cheese, in eight-ounce containers, ads increased by four percent this week. Ad totals for organic cream cheese held steady week over week.

RETAIL PRICES - CONVENTIONAL DAIRY - DECEMBER 22

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	3.17	4.00	3.00	3.48			
Butter 1#	4.24	3.81	4.73	3.48	4.60	3.70	3.12
Cheese 6-8 oz block	2.81	2.26	3.77	2.45	2.96	3.10	1.55
Cheese 6-8 oz shred	2.79	2.48	3.17	2.29	2.94	2.91	2.00
Cheese 6-8 oz sliced	3.19	2.85	3.60	2.66	3.54	2.87	1.94
Cheese 1# block	7.08	5.49	7.32		7.25		5.49
Cheese 1# shred	5.61	2.99	4.99		7.27		5.49
Cheese 1# sliced	6.86	8.99					5.49
Cheese 2# block	9.31		9.99	11.49		7.50	9.99
Cheese 2# shred	7.46		7.48	7.45	7.25	9.14	
Cottage Cheese 16 oz	2.96	2.48	3.07	2.50	3.17	2.30	2.48
Cottage Cheese 24 oz	3.20	2.77	3.32	2.49	3.17	2.49	
Cream Cheese 8 oz	2.27	2.40	2.19	1.65	2.42	2.39	2.83
Milk 1/2 gallon	2.06		1.76		2.99	2.84	1.63
Milk gallon	3.57	3.75	3.83	2.66		3.50	
Ice Cream 14-16 oz	4.14	4.30	4.65	4.14	4.42	2.72	2.77
Ice Cream 48-64 oz	4.15	3.53	4.49	4.13	4.34	3.81	3.28
Flavored Milk 1/2 gallon	1.80		1.80				
Flavored Milk gallon	2.96		3.16	2.67			
Sour Cream 16 oz	2.26	2.26	2.31	2.16	2.16	2.19	2.18
Sour Cream 24 oz	3.07		3.13	3.79	2.60	2.88	
Yogurt (Greek) 4-6 oz	1.15	1.11	1.20		1.25	1.00	1.25
Yogurt (Greek) 32 oz	4.69	5.99	4.65	5.99		4.49	3.98
Yogurt 4-6 oz	0.70	0.76	1.50				0.56
Yogurt 32 oz	2.54	2.99	2.36			2.68	3.99

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:			
Butter 8 oz:	\$4.50	Ice Cream 14 - 16 oz	\$8.09
Butter 1 lb:		Ice Cream 48-64 oz	\$8.21
Cheese 6-8 oz block:	\$4.49	Milk 1/2 gallon:	\$4.41
Cheese 6-8 oz block:	\$4.74	Milk gallon:	\$5.88
Cheese 6-8 oz sliced:	\$4.49	Sour Cream 16 oz:	\$3.96
Cheese 2 lb shred:		Yogurt 4-6 oz:	
Cottage Cheese 16 oz:	\$5.40	Greek Yogurt 4-6 oz:	
Cream Cheese 8 oz:	\$3.68	Yogurt 32 oz:	
		Yogurt Greek 32 oz	\$7.19

DRY DAIRY PRODUCTS - DECEMBER 21

WPC CENTRAL/WEST: Prices for WPC 34% pushed higher across the range and mostly price series this week. Demand for WPC 34% is strong, though some contacts note slightly softer sales as the end of year holidays grow near. Production of WPC 34% is limited, as manufacturers are focusing their schedules on whey protein concentrate 80% and whey protein isolate. Contacts report bullish markets for those commodities have contributed to their increased production and lighter WPC 34% output. Contacts note loads which are interchangeable are available but loads from preferred brands are tight or in some cases sold out through the end of the year.

LACTOSE CENTRAL/WEST: Contract and spot market demands for lactose are strong. Contacts say they have secured most of their contracts for lactose delivering in Q1 of 2024. Export demand for lactose is steady, though some contacts note sales are below previously forecasted levels for this time of year. Due to this, some stakeholders say they are offering loads of lac-

tose near the bottom of the range as they try to drum up demand. Lactose inventories are tightening, though contacts say they can generally find loads to meet their current needs. Loads of lactose which meet more stringent requirements from some purchasers are, reportedly, hard to find.

CASEIN/NATIONAL: Export demand for acid casein has reportedly ebbed somewhat this week. Contacts report strong production of acid casein in Oceania and say spot inventories are available for purchasing. Contacts say demand for rennet casein in recent weeks has been outpacing production, contributing to lighter warehouse inventories of rennet casein in the region.

DRY BUTTERMILK CENTRAL/EAST: Prices continued to trend higher in the region, as the bottom of the range moved higher this week. Trading activity in the region reportedly picked up, as processors and brokers look to clear up end-of-year stocks. Cream availability has met, or surpassed, holiday level expectations.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
12/18/23	31,572	81,549
12/01/23	32,368	82,019
Change	-796	-470
Percent Change	-2	-1

CME CASH PRICES - DECEMBER 18 - 22, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY December 18	\$1.4050 (-4½)	\$1.4525 (-6¼)	\$2.5475 (+5¾)	\$1.1700 (+1)	\$0.3950 (NC)
TUESDAY December 19	\$1.4100 (+½)	\$1.4550 (+¼)	\$2.6050 (+5¾)	\$1.1600 (-1)	\$0.3900 (-½)
WEDNESDAY December 20	\$1.3925 (-1¾)	\$1.4475 (-¾)	\$2.6050 (NC)	\$1.1575 (-¾)	\$0.3800 (-1)
THURSDAY December 21	\$1.3900 (-¾)	\$1.3950 (-5¼)	\$2.6000 (-½)	\$1.1550 (-¾)	\$0.3725 (-¾)
FRIDAY December 22	\$1.3925 (+¼)	\$1.3900 (-½)	\$2.5400 (-6)	\$1.1600 (+½)	\$0.3800 (+¾)
Week's AVG \$ Change	\$1.3980 (-0.1030)	\$1.4280 (-0.1460)	\$2.5795 (+0.0825)	\$1.1605 (-0.0045)	\$0.3835 (-0.0105)
Last Week's AVG	\$1.5010	\$1.5740	\$2.4970	\$1.1650	\$0.3940
2022 AVG Same Week	\$1.7290	\$2.0445	\$2.5290	\$1.3430	\$0.3835

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Six cars of blocks were sold Monday, the last at \$1.4525, which set the price. Four cars of blocks were sold Tuesday, the last at \$1.4550, which set the price. On Wednesday, 5 cars of blocks were sold, the last at \$1.4475, which set the price. Ten cars of blocks were sold Thursday, the last at \$1.3950, which set the price. Five cars of blocks were sold Friday, the last at \$1.3900, which set the price. The barrel price dropped Monday on a sale at \$1.4050, rose Tuesday on a sale at \$1.4100, declined Wednesday on a sale at \$1.3925, fell Thursday on a sale at \$1.3900, then increased Friday on a sale at \$1.3925.

Butter Comment: The price increased Monday on an unfilled bid at \$2.5475, climbed Tuesday on a sale at \$2.6050, declined Thursday on a sale at \$2.6000, and fell Friday on a sale at \$2.5400.

Nonfat Dry Milk Comment: The price rose Monday on an unfilled bid at \$1.1700, fell Tuesday on a sale at \$1.1600, declined Wednesday on a sale at \$1.1575, dropped Thursday on a sale at \$1.1550, then increased Friday on an unfilled bid at \$1.1600.

Dry Whey Comment: The price declined Tuesday on an uncovered offer at 39.0 cents, fell Wednesday on a sale at 38.0 cents, decreased Thursday on a sale at 37.25 cents, then rose Friday on an unfilled bid at 38.0 cents.

WHEY MARKETS - DECEMBER 18 - 22, 2023

RELEASE DATE - DECEMBER 21, 2023

Animal Feed Whey—Central: Milk Replacer:	.2600 (NC) – .3300 (NC)
Buttermilk Powder:	
Central & East:	1.0800 (+3) – 1.1200 (NC) West: 1.0800 (NC) – 1.2700 (+1)
Mostly:	1.1600 (NC) – 1.2200 (NC)
Casein: Rennet:	3.4000 (+5) – 3.8000 (+5) Acid: 3.5000 (NC) – 3.9000 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.3700 (NC) – .4200 (-1) Mostly: .3800 (NC) – .4150 (-½)
Dry Whey—West (Edible):	
Nonhygroscopic:	.4000 (+1) – .4900 (+2) Mostly: .4100 (+1) – .4600 (+1)
Dry Whey—NE:	.3750 (NC) – .4475 (NC)
Lactose—Central and West:	
Edible:	.1525 (+¼) – .3900 (NC) Mostly: .2300 (+1) – .3200 (NC)
Nonfat Dry Milk—Central & East:	
Low/Medium Heat:	1.1500 (+1) – 1.2300 (NC) Mostly: 1.1800 (NC) – 1.2200 (NC)
High Heat:	1.2900 (NC) – 1.3300 (-3)
Nonfat Dry Milk—Western:	
Low/Med Heat:	1.1250 (-½) – 1.2500 (NC) Mostly: 1.1600 (-1) – 1.2100 (NC)
High Heat:	1.2700 (-1) – 1.4400 (-¾)
Whey Protein Concentrate—34% Protein:	
Central & West:	.8800 (+1) – 1.1200 (+2) Mostly: .9100 (+1) – .9900 (+1)
Whole Milk:	1.8500 (+3) – 2.2000 (+2)

HISTORICAL MILK PRICES - CLASS III

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	10.78	9.31	10.44	10.78	9.84	9.97	9.97	11.20	12.11	12.82	14.08	14.98
'10	14.50	14.28	12.78	12.92	13.38	13.62	13.74	15.18	16.26	16.94	15.44	13.83
'11	13.48	17.00	19.40	16.87	16.52	19.11	21.39	21.67	19.07	18.03	19.07	18.77
'12	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
'13	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
'14	<u>21.15</u>	<u>23.35</u>	<u>23.33</u>	24.31	22.57	21.36	21.60	<u>22.25</u>	<u>24.60</u>	<u>23.82</u>	21.94	17.82
'15	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
'16	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
'17	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
'18	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
'19	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	<u>19.37</u>
'20	17.05	17.00	16.25	13.07	12.14	21.04	<u>24.54</u>	19.77	16.43	21.61	<u>23.34</u>	15.72
'21	16.04	15.75	16.15	17.67	18.96	17.21	16.49	15.95	16.53	17.83	18.03	18.36
'22	20.38	20.91	22.45	<u>24.42</u>	<u>25.21</u>	<u>24.33</u>	22.52	20.10	19.82	21.81	21.01	20.50
'23	19.43	17.78	18.10	18.52	16.11	14.91	13.77	17.19	18.39	16.84		

USDA Awards Contracts For Fluid Milk To Be Delivered Jan. 16-31, 2024

Washington—The US Department of Agriculture (USDA) on Wednesday announced the awarding of contracts to 18 companies for a total of 1,181,700 containers of fluid milk for delivery from Jan. 16 through Jan. 31, 2024.

The milk is being purchased in support of child nutrition and other food distribution programs.

USDA is specifically purchasing 144,000 gallons and 121,500 half-gallons of 1 percent milk; 464,400 gallons and 437,400 half-gallons of 2 percent milk; and 14,400 gallons of skim milk.

The total price of the purchases is \$3,291,312.39.

A total of 79,200 containers of fluid milk weren't purchased due to no bids received.

Contracts were awarded to the following:

Aggrigator, Inc.: 131,400 containers of milk, at a total price of \$295,604.92.

Anderson Erickson Dairy: 15,300 containers of milk, at a total price of \$41,092.60.

Cream-O-Land Dairy: 44,100 containers of milk, at a total price of \$130,293.20.

Dairy Farmers of America: 51,300 containers of milk, at a total price of \$104,118.78.

Darigold: 21,600 containers of milk, at a total price of \$83,664.00.

DFA Dairy Brands Fluid LLC: 214,200 containers of milk, at a total price of \$576,505.19.

Galliker Dairy Company: 16,200 containers of milk, at a total price of \$27,617.36.

GH Dairy, Chino, CA: 33,300 containers of milk, at a total price of \$93,303.00.

GH Dairy, El Paso, TX: 62,100 containers of milk, at a total price of \$199,647.00.

Hiland Dairy Foods Company: 80,100 containers of milk, at a total price of \$309,627.00.

Hollandia Dairy: 46,800 containers of milk, at a total price of \$150,336.00.

HP Hood: 19,800 containers of milk, at a total price of \$36,648.00.

McArthur Next LLC: 22,500 containers of milk, at a total price of \$62,236.53.

New Dairy Opco, LLC: 81,000 containers of milk, at a total price of \$268,220.43.

Prairie Farms Dairy: 150,300 containers of milk, at a total price of \$431,928.00.

Royal Crest Dairy: 21,600 containers of milk, at a total price of \$80,256.00.

United Dairy Inc.: 154,800 containers of milk, for \$376,372.13.

Upstate Niagara Cooperative: 15,300 containers of milk, at a total price of \$33,842.25.

