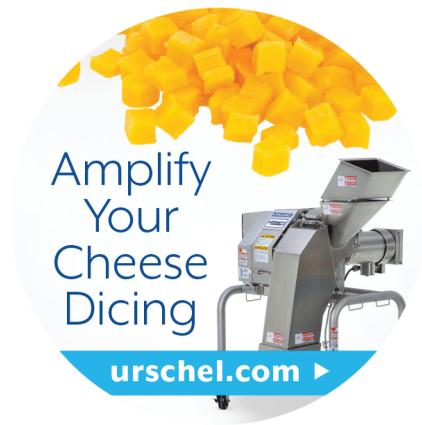




CHEESE REPORTER

Vol. 146, No. 28 • December 24, 2021 • Madison, Wisconsin



US Expected To Become Leading Skim Milk Powder Exporter In 2021

Despite Logistical Challenges, US Dairy Exports Set To Record Stellar Year, Led By SMP, Cheese

Washington—Despite the logistical challenges posed by the coronavirus pandemic, US dairy exports are set to record a stellar year, led by shipments of skim milk powder (SMP), cheese, and butter, according to the *Dairy: World Markets and Trade* report released last Friday by USDA's Foreign Agricultural Service (FAS).

Skim milk powder/nonfat dry milk shipments through October had already reached 689,000 tons (1.52 billion pounds), accounting for nearly one-third of the \$6.4 billion of dairy exports already shipped, the report noted. For the year, SMP exports are forecast to reach a record 887,000 tons (1.96 billion pounds), up almost 10 percent from 2020.

For 2022, growth is anticipated to moderate, with SMP exports set to grow by 3 percent to 917,000 tons.

Global prices of SMP have been rebounding recently as a result of lackluster milk production in Oceania and the European Union

(EU), the report noted. SMP prices in those regions are currently hovering around \$1.60 to \$1.65 per pound. While US prices remain competitive, import demand is expected to be tempered as food processors seek more cost-effective substitutes.

One notable trend, according to the FAS report, is that US global market share of SMP among major exporters has been steadily climbing from around 30 percent in 2015 and is forecast to reach 41 percent in 2022. Since 2014, the EU has been the dominant supplier; however, this year US exports of SMP are expected to surpass EU shipments.

This trend is likely to persist into next year as US milk production is expected to continue to grow, the report said.

US exports of other dairy products, such as cheese and butter, have also posted strong gains this year, the report continued. In the case of cheese, shipments this year are expected to grow by 16 percent

to reach a record 412,000 tons (908 million pounds).

US cheese exports in 2022 are forecast to be fractionally higher than in 2021. A slowdown in the growth of milk production coupled with relatively strong domestic demand is anticipated to limit exportable supplies. However, shipments of cheese have been strong in 2021 and the export forecast has been revised up by 9 percent to 412,000 tons. This has largely been due to shipments to Mexico, which through October had grown by 9 percent year-over-year and accounted for about one-quarter of US shipments.

Despite stagnant milk output in 2021, EU cheese production is forecast to grow by 1 percent in 2021 due in part to the opening of several new cheese plants producing Mozzarella for the food processing industry. For 2022, cheese production is expected to moderate and grow by one-half percent to reach 10.4 million tons.

For 2022, EU cheese exports are forecast to grow by 1 percent with the bulk of the cheese likely destined

• See **US Dairy Exports**, p. 14

Milk Production Fell 0.1% In November; October Revision Turns Production Decline Into Increase

Washington—US milk production in the 24 reporting states during November totaled 17.26 billion pounds, down 0.1 percent from November 2020, USDA's National Agricultural Statistics Service (NASS) reported Monday.

October's milk production estimate for the 24 reporting states was revised up by 110 million pounds, so October output was up 0.4 percent from October 2020, rather than down 0.3 percent as initially estimated.

Production per cow in the 24 reporting states averaged 1,941 pounds for November, three pounds above November 2020.

The number of milk cows on farms in the 24 reporting states in November was 8.89 million head, 24,000 head less than November 2020 and 8,000 head less than October 2021.

For the entire US, November milk production totaled 18.0 billion pounds, down 0.4 percent from November 2020. October's production estimate was revised up by 110 million pounds, so output was up 0.1 percent from October 2020, rather than down 0.5 percent as initially estimated.

Production per cow in the US averaged 1,922 pounds for November, three pounds above November 2020. The number of milk cows on

• See **Milk Output Falls**, p. 6

USDA Providing \$1.5 Billion For School Meal Programs To Purchase Food

Washington—US Secretary of Agriculture Tom Vilsack last Friday announced that the Biden administration is providing up to \$1.5 billion to states and school districts to help school meal program operators deal with the supply chain disruptions brought on by the coronavirus pandemic.

With funding made available through USDA's Commodity Credit Corporation (CCC), USDA will provide \$1 billion for schools to purchase food for their meal programs and another \$300 million for states to purchase foods to be distributed to schools. An additional \$200 million will be used for cooperative agreements

• See **School Meals**, p. 11

EU's Geographical Indications Scheme Offers Wide Range Of Benefits: Study

Brussels, Belgium—The European Union's geographical indications (GIs) and traditional specialties guaranteed (TSGs) schemes offer a wide range of benefits for stakeholders, including a fair return and competition for farmers and producers, according to the *Evaluation of GIs and TSGs protected in the EU*, which was published this week by the European Commission.

The evaluation is a "backward-looking exercise"; it covers the period from May 2008 to the end of 2020. It assesses the extent to which the GI and TSG policy has achieved its objectives, and examines the effectiveness, efficiency, relevance, coherence and EU added value of the GI and TSG framework.

As of January 2021, the EU was protecting almost 3,400 names of

specific products as GIs or TSGs. Several GI schemes operate at EU level, including Protected Designations of Origin (PDOs) and Protected Geographical Indications (PGIs) in the agri-food and wine sectors.

The general objectives of a GI are to provide an intellectual property right (IPR) protection for the name of a product of which the quality/characteristics or reputation are linked to its geographical origin.

The specific objectives of protecting PDOs and PGIs for agricultural products and foodstuffs are securing a fair return for farmers and producers for the qualities and characteristics of a given product, or of its mode of production, and providing clear infor-

• See **Benefits Of EU GIs**, p. 7



Happy Holidays and Hopes For A Safe, Healthy, & Prosperous New Year!



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

Cheese Reporter Publishing Co. Inc. © 2021

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

DICK GROVES
Publisher/Editor

e-mail: dgroves@cheesereporter.com
608-316-3791

MOIRA CROWLEY
Specialty Cheese Editor
e-mail: mcrowley@cheesereporter.com
608-316-3793

KEVIN THOME
Advertising & Marketing Director
e-mail: kthome@cheesereporter.com
608-316-3792

BETTY MERKES
Classifieds/Circulation Manager
e-mail: info@cheesereporter.com
608-316-3790

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

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

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

Central Wisconsin Cheesemakers' and Buttermakers' Association
Jim Mildbrand
jim.mildbrand@gmail.com

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

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

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

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

Nebraska Cheese Association
Ed Price, Fremont, NE 68025

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

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

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

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

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

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

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

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

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

EDITORIAL COMMENT



DICK GROVES

Publisher / Editor
Cheese Reporter
e: dgroves@cheesereporter.com
tw: @cheesereporter

Inflation Is Everywhere, Except in the Dairy Case

The folks at Merriam-Webster (which describes itself as “America’s leading provider of language information”) have declared “vaccine” to be their “Word of the Year” for 2021, following up on their declaration of “pandemic” as the word of the year in 2020.

While vaccine no doubt benefited from generating headlines, and controversy, since the beginning of 2021 (the first COVID-19 vaccine in the US was administered a year ago this month, and vaccines continued to be rolled out throughout 2021), another word seems to be garnering as much if not more attention here in the final weeks and months of the year: **inflation**.

The recent concerns over inflation stem, at least in part, from the federal government’s monthly Consumer Price Index report. Last month, for example, the US Bureau of Labor Statistics reported that the all items index rose 6.2 percent for the 12 months ending in October 2021, the largest 12-month increase since the period ending November 1990.

And then earlier this month, the BLS reported that the all items index rose 6.8 percent for the 12 months ending in November 2021, the largest 12-month increase since the period ending June 1982.

So these are undoubtedly inflationary times, which is something not everyone is all that familiar with. That’s fairly obvious, since the CPI statistics indicate that inflation hasn’t been this bad in many years.

These CPI figures apply to all items, and in the last couple of months the BLS has noted that the CPI increases were broad-based, with increases in the indexes for energy, shelter, gasoline, used cars and trucks, and new vehicles among the larger contributors.

Oh, and also food. In November, the CPI for all items stood at 277.9 (1982-84=100), up 6.8 percent from November 2020, while the CPI for food was 285.5, up 6.1 percent from November 2020,

and the CPI for food at home was 266.4, up 6.4 percent from a year earlier.

Yes indeed, these are inflationary times for the food industry, with the CPI for meats, poultry, fish and eggs up 12.8 percent, to 299.2, for the year ending in November 2021, the index for cereals and bakery products up 4.6 percent, to 295.9, and the index for fruits and vegetables up 4.0 percent, to 318.4.

But there’s a notable exception to this food price inflation: dairy products. In November, the CPI for dairy and related products was 233.2, up just 1.6 percent from November 2020. So not only is the dairy CPI well below other food categories, it’s also increasing at a rate well below other food sectors.

This prompted us to wonder both about the past and about the future, from the perspective of dairy price inflation.

As far as the past is concerned, thanks to statistics provided by USDA’s Economic Research Service, we went back to 1974 and looked at changes in the CPI for all food, food at home and dairy products, among other things.

If nothing else, these figures help illustrate how severe inflation was, particularly in the 1970s and the early 1980s compared to roughly the past 30 years. Just from 1974 through 1981, the CPI for food at home posted increases of 14.9 percent in 1974, 8.2 percent in 1975, 10.5 percent in 1978, 10.8 percent in 1979, 8.1 percent in 1980 and 7.2 percent in 1981.

Meanwhile, during that same period, the CPI for dairy products increased 18.6 percent in 1974, 8.1 percent in 1976, 6.8 percent in 1978, 11.6 percent in 1979, 9.8 percent in 1980 and 7.2 percent in 1981.

But after rising 6.5 percent in both 1989 and 1990, the CPI for food at home has posted considerably more modest increases almost every year over the past three decades. Specifically, from 1991

the CPI for dairy and related products was 233.2, up just 1.6 percent from November 2020. So not only is the dairy CPI well below other food categories, it’s also increasing at a rate well below other food sectors

through 2020, the CPI for food at home posted just one increase of more than 5 percent; that was in 2008, when the CPI for food at home jumped 6.4 percent from 2007. And there were just two increases of more than 4 percent during that period: 4.2 percent in 2007 and 4.8 percent in 2011.

The dairy CPI during that 1991-2020 period posted six increases of 5 percent or more, including an 8.0-percent rise in 2008. But the last of those increases was in 2011, when the dairy CPI rose 6.8 percent.

And in the five years prior to last year’s 4.4 percent increase, the dairy CPI fell 1.3 percent in 2015, declined 2.3 percent in 2016, rose just 0.1 percent in 2017, fell 0.5 percent in 2018 and increased 1.0 percent in 2019. Sort of the opposite of “inflationary.”

So what does the future look like for the dairy CPI, and for the CPI for food at home? According to the latest monthly ERS *Food Price Outlook* report, which was released Tuesday, the CPI for food at home will rise 2.5 to 3.5 percent this year and 1.5 to 2.5 percent next year, while the dairy CPI will increase 1.0 to 2.0 percent this year and then in 2022 will range from a decline of 0.5 percent to an increase of 0.5 percent.

The dairy CPI’s current situation and 2022 prospects contrast sharply with many other food categories, particularly meats, poultry, fish and eggs. As noted earlier, the CPI for that category was 299.2 in November, so it’s already considerably higher than the dairy CPI. And after rising 6.0 to 7.0 percent this year, the CPI for meats, poultry and fish is projected to increase 2.0 to 3.0 percent next year.

Eggs, meanwhile, match dairy’s 2022 forecast range of minus 0.5 percent to plus 0.5 percent, but that’s on top of this year’s increase of 3.5 to 4.5 percent.

Yes, inflation is and will remain rampant, except when it comes to the dairy case.

Global Dairy Trade Price Index Falls 1.5%; Only Whole Milk Powder Declines

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction, which was the 24th and final auction of 2021, declined 1.5 percent from the previous auction, held two weeks ago.

That's the first decline in the GDT price index since the first auction in August. Since then, the price index has increased seven times and was unchanged once.

In this week's GDT auction, which featured 158 participating bidders and 117 winning bidders, prices were higher for Cheddar cheese, skim milk powder, butter, anhydrous milkfat and lactose; and lower for whole milk powder. Buttermilk powder wasn't offered on this week's auction, and an average price wasn't available for sweet whey powder.

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

Cheddar cheese: The average winning price was \$5,241 per metric ton (\$2.38 per pound), up 0.5 percent. Average winning prices were: Contract 1 (January 2022), \$5,156 per ton, down 3.8 percent; Contract 2 (February), \$5,270 per ton, up 0.1 percent; Contract 3 (March), \$5,206 per ton, down 0.7 percent; Contract 4 (April), \$5,199 per ton, up 2.6 percent; Contract 5 (May), \$5,365 per ton, up 2.9 percent; and Contract 6 (June), \$5,415 per ton, down 1.5.

The average Cheddar price on GDT hasn't declined since the second auction in September. During 2021, the average Cheddar price on the GDT auction ranged from a low of \$1.79 per pound in July's first auction to a high of \$2.38 per pound in this week's auction.

Skim milk powder: The average winning price was \$3,745 per ton (\$1.70 per pound), up 0.6 percent. Average winning prices were: Contract 1, 43,821 per ton, up 1.9 percent; Contract 2, \$3,715 per ton, up 0.5 percent; Contract 3, \$3,745 per ton, up 0.5 percent; Contract 4, \$3,762 per ton, down 0.3 percent; and Contract 5, \$3,805 per ton, up 1.1 percent.

The average skim milk powder price on GDT hasn't declined since the second auction in July. During 2021, the average skim milk price on the GDT auction ranged from a low of \$1.35 per pound in July's second auction to a high of \$1.70 per pound in this week's auction.

Whole milk powder: The average winning price was \$3,867 per ton (\$1.75 per pound), down 3.3 percent. Average winning prices were: Contract 1, \$3,853 per ton, down 4.1 percent; Contract 2, \$3,855 per ton, down 3.1 percent; Contract 3, \$3,871 per ton, down

3.4 percent; Contract 4, \$3,910 per ton, down 2.0 percent; and Contract 5, \$3,985 per ton, down 2.9 percent.

That's the first decline in the average whole milk price since the first auction in October. During 2021, the average whole milk powder price on the GDT auction ranged from a low of \$1.50 per pound in January's first auction to a high of \$1.98 per pound in March's first auction.

Butter: The average winning price was \$5,851 per ton (\$2.65 per pound), up 1.0 percent. Average winning prices were: Contract 1, \$5,935 per ton, up 0.8 percent; Contract 2, \$5,835 per ton, up 1.0

percent; Contract 3, \$5,840 per ton, up 0.9 percent; Contract 4, \$5,850 per ton, up 1.2 percent; and Contract 5, \$5,860 per ton, up 1.5 percent.

The average butter price hasn't declined since the second auction in September. During 2021, the average butter price on the GDT auction ranged from a low of \$2.00 per pound in July's second auction to a high of \$2.65 per pound in this week's auction.

Anhydrous milkfat: The average winning price was \$6,724 per ton (\$3.05 per pound), up 0.9 percent. Average winning prices were: Contract 1, \$6,649 per ton, down 1.1 percent; Contract 2, \$6,762 per ton, up 0.9 percent; Contract 3, \$6,748 per ton, up 1.0 percent; Contract 4, \$6,750 per ton, up 2.3 percent; Contract 5, \$6,651 per

ton, up 0.2 percent; and Contract 6, \$6,656 per ton, up 0.4 percent.

The anhydrous milkfat price hasn't declined since the second auction in September. During 2021, the average anhydrous milkfat price on the GDT auction ranged from a low of \$2.09 per pound in January's first auction to a high of \$3.05 per pound in this week's auction.

Lactose: The average winning price was \$1,390 per ton (63.0 cents per pound), up 3.7 percent. That was for Contract 2.

The average lactose price hasn't declined since the first auction in August. During 2021, the average lactose price ranged from a low of 49.6 cents per pound in August's first auction to a high of 63.1 cents per pound in the second auction in March.

Open Invitation: Acquisitions

AlterAg Industries Corporation is seeking to acquire operating companies in the vertical, dairy industry supply chain.



Tillable Farmland



Dairy Farms



Cheese, Butter Yogurt Producers



Sales & Distribution Companies

Our mission is to grow the crops, that feed our cows, that produce our milk, that we process into branded dairy products, and that we distribute to consumers around the world.

To do that, we want to acquire your business!



Please contact us in complete confidentiality:

Todd DeMatteo
Senior Executive Director
Bankers Capital
212-298-3535
tdematteo@bankerscapitalinternational.com

AlterAg
www.alterag.com

Ron Braatz
Chief Executive Officer
AlterAg Industries Corp
888-662-8838 ext. 1
ron@alterag.com

For more information, visit www.alterag.com



2022 Shaping Up For Higher Milk Prices

Dairy Situation & Outlook - Dec 20

DR. BOB CROPP,
Professor Emeritus
University of Wisconsin

Milk prices will end the year a little higher than what was forecasted back in November. On the CME 40-pound Cheddar blocks were \$1.81 per pound early November but by mid-November it had fallen to \$1.66.

But prices started to rally after that reaching \$1.9475 per pound only to fall back to now at \$1.86. Cheddar barrels were \$1.75 per pound early November and had fallen to \$1.4450 mid-November. They rallied reaching \$1.6925 per pound early December, but they also have fallen to \$1.6250. Dry whey also showed strength going from \$0.64 per pound early November to now \$0.73.

This strength pushed Class III from \$17.83 in October to \$18.03 in November and December will be near \$18.50. For the year Class III will average about \$17.10 compared to \$18.25 for 2020.

Butter ranged from \$1.93 to \$2.05 per pound in November and has been above \$2.00 per pound in December being as high as \$2.12. Nonfat dry milk was \$1.55 to \$1.57 per pound in November and has increased to \$1.6775. Class IV was \$17.04 in October, \$18.79 in November and will be near \$19.75 for December. Class IV will average about \$16.08 for the year compared to \$13.49 in 2021.

Fluid (beverage) milk sales have been below a year ago. January through October sales were 5.2 percent lower. This decline is attribut-

able to the fact that in 2020 there were more at home meals.

But higher milk prices are in response to good butter and cheese sales, strong exports of butter, cheese, whey products and nonfat dry milk/skim milk powder. Dairy export volume January through October on a milk solids equivalent basis was 11 percent higher than a year ago. October exports of cheese and butter were particularly strong being respectively 43.7 percent and 107.1 percent higher than a year ago.

But much of the strength in milk prices is due to a slowdown in milk production. Milk production from January through July was 2.7 percent higher than a year ago but has slowed since. August milk production was just 0.6 percent higher than a year ago, even with a year ago in September, up just 0.1 percent in October and 0.4 percent below a year ago in November.

The slowdown in milk production is due to declining milk cow numbers and below average increase in milk per cow. Since peaking in May milk cow numbers had fallen 122,000 by November. November cow numbers were 47,000 below a year ago, down 0.4 percent. Milk per cow was just 0.2 percent higher in November than a year ago. Declining cow numbers and little increase in milk per cow are attributed to tighter forage supplies in many states and much higher feed costs encouraging pro-

ducers to increase culling of milk cows.

South Dakota continues with a relatively high increase in milk production up 16.7 percent from a year ago with 22,000 more milk cows. November milk production was up 2.8 percent in Texas, 2.7 percent in Iowa, 2.2 percent in Wisconsin, 1.9 percent in Minnesota, but just 1.0 percent in California and 0.4 percent in Idaho.

New Mexico's milk production was down 13.2 percent with 29,000 fewer cows. Indiana earlier in the year was experiencing relatively strong increase but production was down 1.7 percent with 5,000 fewer cows. Some other states experiencing declines in milk production were Pennsylvania 3.5 percent, Florida 3.4 percent, Arizona 3.1 percent, and New York 0.2 percent.

As of now 2022 is shaping up for much higher milk prices. Milk production is forecasted to increase by less than 1 percent. Milk cow numbers are expected to continue to decline at least through the first half of the year as dairy producers reduce cow numbers in response to tighter margins from higher feed costs, higher cost other inputs and labor shortages. Higher feed cost may also reduce an increase in milk per cow. An increase in milk production at this rather low level will support much higher milk prices.

The economy is expected to continue growth next year but at a slower pace. While fluid milk sales will likely continue a downward trend butter and cheese sales are expected to show continued growth. But there is uncertainty in sales due to inflation that has increased the cost of food, gasoline, the cost to heat the home and most everything else. That will reduce consumer spending power which could reduce going to restaurants and in store purchases of dairy products. And hopefully COVID and the new variant Omicron does not result in more restrictions on restaurants, closing of schools and public events.

The world economy is showing continued recovery. World milk production is showing modest growth of less than 1 percent. Milk production in leading exporters like the EU-27, the UK and New Zealand has been running below a year ago or up just slightly.

This will leave opportunities for US dairy exports. World dairy product prices have increased leaving US dairy products price competitive on the world market. There is some uncertainty as to whether COVID will cause a shut down in restaurants and tourism in some US export markets reducing their imports of dairy products. Port congestions and related issues also continue to challenge dairy exports.

With modest increase in milk

FROM OUR ARCHIVES

50 YEARS AGO

Dec. 24, 1971: Chicago—In spite of major manufacturing hiccups, food scientists continue to experiment on fat-modified cheese made with vegetable fat and skim milk. Vegetable fats often impart an "off" flavor; still, interest in fat-modified cheese runs because it's less expensive and part of a lowfat diet.

Milwaukee, WI—Mogens Longreen, who has served as executive vice president of Chr. Hansen Laboratory, Inc., here for the past two years, has been tapped as president. Longreen succeeds Fritz Schousboe, who is retiring after 50 years with the company.

25 YEARS AGO

Dec. 20, 1996: Fort Lee, NJ—Bel Cheese USA will begin production of its Wispride brand refrigerated cheese spreads in its Little Chute, WI, plant starting early next year. Bel Cheese plans to add roughly 40 new positions to its Little Chute staff. Wispride products are currently made in Bel's Leitchfield, KY, facility.

Madison—For the first time ever, butter manufacturers will have the opportunity to compete against their peers in the new Butter category of the ninth biennial US Championship Cheese Contest. The Goat Cheese category has also been divided into Fresh and Aged sub-categories.

10 YEARS AGO

Dec. 23, 2011: Madison—Brian Eggebrecht of Colby, WI, has been selected to receive the WCMA's highest honor, Life Member. Eggebrecht has served as contest chairman for the US and World Championship Cheese Contests for 22 years. Before that, he served seven years as assistant contest chairman, ably assisting his father, James Eggebrecht. James Eggebrecht earned the WCMA Life Membership honor in 1985.

Twin Falls, ID—Chobani broke ground on a new 940,000 square-foot manufacturing plant here this week. This second domestic manufacturing plant is part of Chobani's continued growth initiative. Production is slated to kick off in the second half of 2012, enabling consumers to more easily find Chobani products in stores.

Superior Solutions FLOOR DRAINS





- 12 gauge single piece, seamless construction on body
- T-304 or T-316 Stainless Construction
- Rated for heavy equipment - 10,000#
- Standard size 4" sch.-10 outlet (2", 3", 6" also available)
- Many styles of bodies, baskets & covers available
- Glass beaded finish
- USDA Approved

Stainless Steel Floor Drains, P-Trap & Clean-Outs and Accessories

AWI MANUFACTURING

E: sales@awimfg.com

www.awimfg.com

Tel: 888.272.2600

Winsted, MN 55395

For more information, visit www.awimfg.com

• See **Cropp**, p. 6

Virginia, Maryland Offering Aid To Dairy Farmers Signing Up For DMC Coverage

Richmond, VA, and Annapolis, MD—The Virginia Department of Agriculture and Consumer Services (VDACS) can assist the state's dairy farmers who participate in the federal Dairy Margin Coverage (DMC) program with a new state reimbursement program, Brad Copenhaver, VDACS commissioner, announced recently.

The new Dairy Producer Margin Coverage Premium Assistance Program reimburses Virginia dairy farmers for the premium payment they make for participation in the DMC program at the Tier 1 level, Copenhaver explained.

"This reimbursement removes some of the volatility for producers while also providing risk management for dairy farms," Copenhaver said. "To become eligible for the new Dairy Producers Margin Coverage Premium Assistance Program, Virginia dairies must participate in the federal DMC program at the Tier I level and have a resource management plan or nutrient management plan that is certified or undergoing certification by the Virginia Department of Conservation and Recreation or a local soil and water conservation district.

"Virginia's Dairy Producer Margin Coverage Premium Assistance Program will allow some dairy farmers who otherwise couldn't afford to participate in the federal DMC program to do so by having their Tier 1 premium payments returned to them," Copenhaver continued. "Dairy producers simply have to show they have paid their premiums and that they have a nutrient management plan. Participation would certainly be a benefit should prices continue to fall and input costs continue to rise."

The signup period for the DMC program, which opened on Dec. 13, and runs through Feb. 18, 2022, enables dairy producers to get coverage through this safety-net program for another year as well as get additional assistance through the new Supplemental DMC.

Supplemental DMC will provide \$580 million to better help small- and mid-sized dairy operations that have increased production over the years but were not able to enroll the additional production. Now, they will be able to retroactively receive payments for that supplemental production.

The DMC program "provides a crucial safety net for dairy producers when the difference between the all-milk price and the average feed price falls below a certain dollar amount that is selected by the producer," Copenhaver said.

The Maryland Department of Agriculture (MDA) also recently announced that it will continue

its popular cost-share program to cover premiums for dairy farmers participating in the DMC program. The state's cost-share program will cover premiums for participating Maryland dairy farmers' Tier I production in 2022 (up to 5 million pounds of milk produced) at the \$9.50 margin coverage level.

The state cost-share program gives Maryland dairy producers an opportunity to receive "much-needed protection" from the DMC program at no cost, said Joe Bartenfelder, MDA secretary. He is encouraging all of the state's dairy farmers to enroll in the program.

Maryland Gov. Larry Hogan first announced the state cost-share program in 2019. Now the

program remains popular, with more than 80 percent of Maryland dairy farmers enrolling in the program, according to the MDA.

Authorized under the 2018 farm bill, the Dairy Margin Coverage program is a voluntary program that provides dairy operations with risk management coverage that pays producers when the difference between the national price of milk and the average cost of feed falls below a certain level selected by the program participants.

Under the DMC program, eligible dairy operations must, among other things, select a coverage level ranging from \$4.00 to \$9.50 per hundredweight in 50-cent increments; and select a coverage percentage of the dairy operation's production history ranging from 5 percent to 95 percent, in 5-percent increments.

For the 2021 DMC program year, a payment has triggered for October; income over feed cost margin was \$8.77 per hundredweight. Payments also triggered in January, February, March, April, May, June, July, August and September.

For the 2020 DMC program year, payments triggered for March, April, May, September and December.

For the 2019 DMC program year, payments triggered in January, February, March, April, May, June and July.

Eligible program participants in DMC are also eligible to participate in the Livestock Gross Margin for Dairy Producers (LGM-Dairy) Program and the Dairy Revenue Protection Program administered by USDA's Risk Management Agency.

Deville Digital... Beyond 4.0 Enabled Technology

Deville Digital provides food manufacturers with industry 4.0 application-ready solutions to tap into their data. Unlock a world of options to streamline and improve the overall efficiency and productivity of your plant. Out-of-the-box (or customizable) solutions, designed to provide insightful data for smarter manufacturing. **For more information, triso@devilledigital.net**

**DEVILLE
DIGITAL**
Food Manufacturing Software
514.366.4545 | devilledigital.net



Milk Output Falls

(Continued from p. 1)

farms in the United States in November was 9.39 million head, 47,000 head less than November 2020 and 10,000 head less than October 2021.

California's November milk production totaled 3.37 billion pounds, up 1.0 percent from November 2020, due to 1,000 fewer milk cows but 20 more pounds of milk per cow.

California's October milk output was revised up by 112 million pounds, so production was up 1.0 percent from October 2020, rather than down 1.3 percent as initially estimated.

Wisconsin's November milk production totaled 2.56 billion pounds, up 2.2 percent from November 2020, due to 18,000 more milk cows and 15 more pounds of milk per cow. Wisconsin's October milk production had been up 2.7 percent from October 2020.

Idaho's November milk production totaled 1.3 billion pounds, up 0.4 percent from November 2020, due to 4,000 more milk cows but five less pounds of milk per cow.

Idaho's October milk production was revised down by 8 million pounds, so output was up 0.3 percent from October 2020, rather than up 0.9 percent as initially estimated.

November milk production in Texas totaled 1.27 billion pounds, up 2.8 percent from November 2020, due to 17,000 more milk cows but unchanged milk per cow. Texas's October milk production had been up 3.9 percent from a year earlier.

New York's November milk production totaled 1.24 billion

pounds, down 0.2 percent from November 2020, due to 2,000 more milk cows but 10 less pounds of milk per cow.

New York's October milk output had been up 1.0 percent from October 2020.

Michigan's November milk production totaled 942 million pounds, down 0.8 percent from November 2020, due to 2,000 fewer milk cows and 10 less pounds of milk per cow. Michigan's October production was revised up by 7 million pounds, so output was up 0.3 percent from October 2020, rather than down 0.4 percent as originally estimated.

November milk production in Minnesota totaled 851 million pounds, up 1.9 percent from November 2020. The percentage increase was due to 6,000 more milk cows and 10 more pounds of milk per cow.

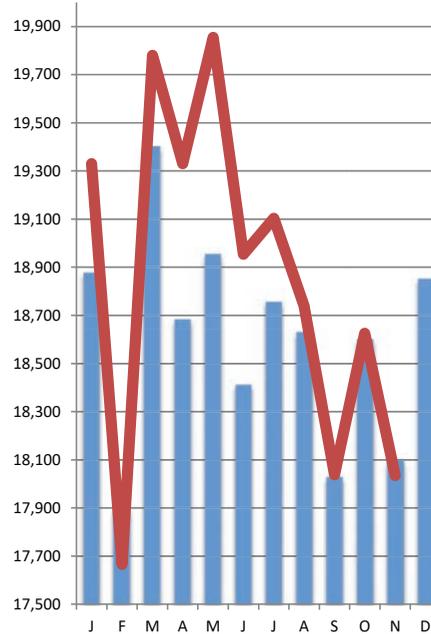
Minnesota's October milk output was revised down by 6 million pounds, so production was up 2.1 percent from October 2020, rather than up 2.8 percent as initially estimated.

Pennsylvania's November milk production totaled 800 million pounds, down 3.5 percent from November 2020, due to 10,000 fewer milk cows and 25 less pounds of milk per cow. Pennsylvania's October milk production was revised down by 4 million pounds, so output was down 3.5 percent from October 2020, rather than down 3.1 percent as originally estimated.

New Mexico's November milk production totaled 578 million pounds, down 13.2 percent from November 2020, due to 39,000 fewer milk cows and 35 less pounds of milk per cow. New Mexico's October milk production had been

Total US Milk Production

2021 vs. 2020
(in millions of pounds)



down 12.2 percent from October 2020.

November milk production in Washington totaled 502 million pounds, down 6.7 percent from November 2020, it was reported. The percentage decrease was due to 17,000 fewer milk cows and 15 less pounds of milk per cow. Washington's October milk output had been down 6.9 percent from a year earlier.

All told for the 24 reporting states in November, compared to November 2020, milk production was higher in nine states.

Production increases ranged from 0.4 percent in Idaho to 16.7 percent in South Dakota. The large increase in production in South Dakota was due to 22,000 more milk cows and 15 more pounds of milk per cow.

Production decreases appeared in 15 states, with those declines ranging from 0.2 percent in New York to 13.2 percent in New Mexico.

Milk Production by State

STATE	Nov 2020	Nov 2021	% Change	Change Cows
California	3337	3369	1.0	-1000
Wisconsin	2501	2556	2.2	18000
Idaho	1295	1300	0.4	4000
Texas	1234	1269	2.8	17000
New York	1243	1240	-0.2	2000
Michigan	950	942	-0.8	-2000
Minnesota	835	851	1.9	6000
Pennsylvania	829	800	-3.5	-10000
New Mexico	666	578	-13.2	-39000
Washington	538	502	-6.7	-17000
Iowa	439	451	2.7	6000
Ohio	457	443	-3.1	-7000
Colorado	424	423	-0.2	-1000
Arizona	391	379	-43.1	-4000
Indiana	358	352	-1.7	-5000
Kansas	337	333	-1.2	-2000
South Dakota	263	307	16.7	22000
Oregon	209	210	0.5	NC
Vermont	207	204	-1.4	NC
Utah	179	175	-2.2	-1000
Florida	174	168	-3.4	-6000
Georgia	142	144	1.4	1000
Illinois	145	142	-2.1	-2000
Virginia	121	117	-3.3	-3000

millions of pounds 1,000 head

Cropp

Continued from p. 4

production, continued growth in domestic dairy product sales, and continued growth in dairy exports forecasts are for much higher milk prices in 2022. Currently, dairy futures are overly optimistic with Class III in the \$19's all of 2020 and Class IV in the \$20's. The latest USDA's price forecast was not as optimistic with Class III averaging \$18.15 for the year and Class IV averaging \$19.00.

Class III and IV at least in the \$18's seems reasonable. It will take time for dairy producers to increase milk cow numbers, but with much higher milk prices producers may reduce culling of milk cows and feed more protein and concentrate for higher milk per cow. So, milk production could show some strength by the second half of the year lowering milk prices some.

It seems like every year there are surprises that result in milk prices ending up different than forecasted. These higher milk prices are not guaranteed. So dairy producers may wish to use dairy futures and options, the Revenue Protection Program, LGM-Dairy or contracting with their milk buyer to protect their future milk prices. And signing up for the Dairy Margin Protection program at the \$9.50 protected margin levels is strongly encouraged.

Boost Your Brine Efficiency

Automated Brine System

- Automated vat identity via brine cage tracking. (VAT Identity and Integrity)
- Achieve salt percentages and core temps in as little as 6-7 hours.
- Above ground system that can be integrated with any plant foot print.

- Cheese loading and unloading based on first in - first out



- 800-815-6761
- info@drtechinc.com
- www.drtechinc.net/
- 23581 Johnson Rd. Grantsburg, WI 54840

Product is submerged and rotated automatically where there is no need for salting or spraying. High capacity production in small floor space.

See it in action.



For more information, visit www.drtechinc.com

USDA Makes Available New Dairy Export Certificates For Products Destined For EU

Washington—New dairy export certificates were made available earlier this month for US dairy product exports destined for the 27 member countries of the European Union (EU) as well as European Free Trade Association (EFTA) member countries Iceland, Liechtenstein, Norway and Switzerland.

The new EU dairy export certificates for US dairy product exports destined for or transiting through the EU are available through USDA's Agricultural Marketing Service's (AMS) Agriculture Trade Licensing & Attestation Solution (ATLAS) web-based software.

Certificates for dairy and non-dairy composite products are not currently available in ATLAS. USDA is preparing to make these certificates available as soon as possible.

On Jan. 15, 2022, the EU will implement new requirements for export certificates for a wide range of food products exported or transiting through the EU, USDA noted. These requirements will impact dairy-related exports, including those categorized as composite products. A composite product is a food containing both processed products of animal origin — including, but not limited to, dairy products — and products of plant origin.

Exporters of dairy and dairy composite products must be prepared to meet the new requirements of the EU certificates and use the new EU certificates by Jan. 15, 2022, USDA said.

Requirements for dairy and dairy composite product exports destined for the EU include: ensuring all sources of animal-origin products included in the manufacture of any dairy or dairy composite product are from EU-approved facilities; and a Certificate of Conformance (CoC) as described in the AMS Dairy Program's Export Verification Program must be provided to demonstrate that the milk sourced for the dairy ingredient(s) meets EU-specific requirements.

Requirements for exports of dairy and dairy composite products transiting through the EU include: ensuring all sources of animal-origin products included in the manufacture of any dairy or dairy composite products are from US-approved facilities; and a Certificate of Conformance must be provided to demonstrate that the milk sourced for the dairy ingredient(s) meets EU-specific requirements.

For more information, email dairyexportquestions@usda.gov.

Benefits Of EU GIs

(Continued from p. 1)

mation on products with specific characteristics linked to geographical origin, thereby enabling consumers to make more informed purchasing choices.

As of January 2021, the EU GI register, eAmbrosia, contained 3,306 GIs and 64 TSGs. In addition, the EU has concluded 34 bilateral agreements with third countries, protecting 1,593 non-EU GIs with an additional 777 non-EU GIs under consideration. Through these agreements, EU GIs are also protected in the partner countries totaling more than 40,000 instances of EU GIs protected in non-EU countries.

During the period 2010 to 2020, the number of registered GI names increased by 27 percent, while the number of registered TSG names doubled but still represents only 2 percent of all registered product names. A breakdown of the registered names by sectors puts wines in first place with 1,616 registered names, followed by the food sector with 1,443 registered GI names and 64 TSG names.

In terms of variety of products, the most diverse is the sector of agricultural products and foodstuffs, covering 28 product categories. Altogether, 1,443 GI/TSG names are registered in this sector, including 248 cheeses.

The total sales value of GI/TSG products in 2017 was estimated at 77.15 billion euros in the EU-28 (74.76 billion euros excluding TSGs), accounting for 7 percent (6.8 percent excluding TSGs) of the total food and drink sales. "This is far from being a niche market," the evaluation noted.

Exports of GI/TSG products to non-EU countries in 2017 were estimated at 17.03 billion euros (16.95 billion euros excluding TSGs), covering 15.5 percent (15.4 percent excluding TSGs) of EU trade of food and beverages.

In 2010-2017, sales under GI/TSG increased more rapidly than in the whole food and drink sector. This trend was observed at both EU and extra-EU levels. However, this did not apply for all GIs; the sales value of 64 percent of GIs grew over the period, while it remained stable for 3 percent and decreased for 33 percent of the GIs. Also, GI exports increased to a lesser extent than non-GI exports.

The average value premium rate for GI/TSG products in the EU-28 was estimated in 2017 at 2.07. This value premium rate indicates that the sales value of GI/TSG products was on average (weighted) 2.07 times higher than the sales value for comparable standard products without a GI/TSG label. The highest premium was for wines (2.85) and the lowest for food products (1.5). Also, lower price volatility

was observed than for the non-GI sector.

Assessing Performance Of GIs

Overall, the evaluation concluded that the objectives of the EU legislation on GIs and TSGs have been achieved. The evaluation found that the GI and TSG schemes have a positive effect on the internal market by providing a common reference for trade across the EU member countries and ensuring a consistent level of protection at the EU level.

The framework for GIs and TSGs was assessed as efficient in terms of costs and benefits for private stakeholders and public bodies. Public costs for GI/TSG management and controls are estimated as low as 0.12 percent of total sales value and the average costs for the producer groups is 0.5 percent of the sales value.

The evaluation concluded that the objectives of the GI and TSG schemes are addressing the actual needs of the various stakeholders but, due to the low awareness and understanding of the schemes in some EU member countries, such relevance is not necessarily perceived by consumers. GIs are considered a strong asset for rural territories and an important tool for promoting regional identity.

The GI and TSG schemes are in general coherent with EU trademarks, national/regional schemes, other Common Agricultural Policy instruments, and other policies.

Having a common framework for GIs and TSGs provides clear added value by ensuring homogeneity in terms of sectoral scope and level of protection. Without this framework at the EU level, such schemes might not exist in all EU member countries or could result in very divergent approaches.

The evaluation identified areas for improvement, including: Control and enforcement weaknesses were detected in the downstream stages of the value chain; Sustainability concerns have become more accentuated in recent years, but GI and TSG production does not or not systematically take them into consideration; A major factor limiting the attractiveness of GIs and TSGs is the low consumer awareness and understanding of the schemes, and logos; Producer groups play a pivotal role in managing GIs and TSGs, but the tasks they are entitled to carry out differ widely across sectors and EU member countries; Lengthy and complex procedures, both at national and EU level, are considered the main irritant and source of administrative burden.



Thanks to all who made 2021 a great year!

Wishing you and your family the best in the new year.



INNOVATIVE PRODUCTS, CUSTOMER-DRIVEN SOLUTIONS.

Engineering | Fabrication | Controls | Installation

www.APT-INC.com

APT@APT-INC.COM | 877.230.5060 | An Employee Owned Company

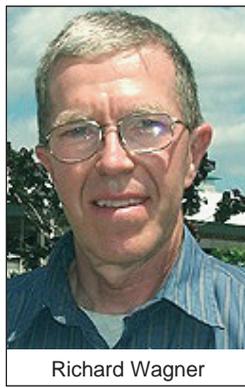
For more information, visit www.APT-Inc.com



Jeff Giffin



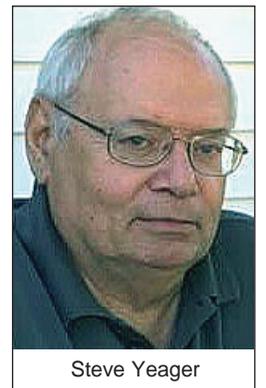
Bob Wagner



Richard Wagner



Andy Dederich



Steve Yeager

Jeff Giffin, Bob & Richard Wagner To Receive Cheese Industry Champion Award; Andy Dederich Named WCMA Life Member; Eight Other Leaders Earn Awards

Madison—The Wisconsin Cheese Makers Association (WCMA) Board of Directors has selected 12 individuals to be recognized next year at CheeseExpo for their outstanding work in the dairy processing industry.

Andy Dederich, senior key account manager with Chr. Hansen, Inc., will receive the highest honor: the WCMA Life Member Award. WCMA has offered the Life Member Award since 1918, and Dederich will be the 91st recipient.

Dederich held prominent roles at other key dairy industry companies like Cargill, Dairyland Food Labs/Sanofi and Dederich Corporation. Today, he serves several important accounts using Chr. Hansen cultures and enzymes throughout the US and Canada.

Dederich has also played a significant role in advocating for supplier and cheese manufacturer participation in WCMA through membership and activities, and worked to encourage the growth and development of the Championship Cheese Auction. He served on the WCMA board of directors from 2006-2011.

Andy Dederich is the second generation of the Dederich family

to be named Life Members of the WCMA. In 1982, his parents, Carl and Georgia Dederich, received the honor.

Cheese Industry Champions:

Jeff Giffin, Bob & Richard Wagner

Jeff Giffin and cousins Bob and Richard Wagner will be recognized as the 2022 WCMA Cheese Industry Champions, awards that are given to industry leaders who, through their everyday business decisions that have created tremendous opportunity for others.

Giffin is executive chairman/board chairman of Masters Gallery Foods, having previously served as president and CEO of the company from 2006-2016. Under his leadership, the company has more than quadrupled sales revenue, volume, and employee count.

Giffin has developed lasting relationships and played a significant role in establishing Masters Gallery Foods as a leader in both retail and foodservice channels with quality private label cheese.

Bob and Richard Wagner are the third generation in a family cheesemaking tradition that first began with their grandfather, Jacob, in 1923, becoming Weyauwega Milk Products in 1961.

Bob Wagner was named president in 1984, and Richard used his engineering degree and doctorate in food science to build a cutting edge company.

Under the pair's leadership, Weyauwega has been a pioneer in the dairy processing industry through several successful mergers. Weyauwega became Trega Foods in January 2003 and made news again five years later with the sale of Trega to Agropur, Canada's largest dairy cooperative.

New Luminary Award Winners: Van Salmans & Cathy Strange

WCMA's newest honor, the Luminary Award, recognizes leaders in dairy product sales and marketing; individuals who introduced new concepts, products, or innovative ideas to drive sales in the US or worldwide. The 2022 recipients of the Luminary Award are Van Salmans and Cathy Strange.

Salmans founded cheese sales and marketing organization Salmans & Associates in 1981. He evolved this small firm into a high-volume sales powerhouse, representing major cheese manufacturers to foodservice wholesalers, food processors, restaurant chains and industrial users in the

Upper Midwest and select markets around the US.

Salmans worked closely with the Center of Dairy Research (CDR) and cheese manufacturers to customize products to meet foodservice, retail, and industrial demand.

Strange joined Whole Foods Market in 1990 and currently serves as global executive coordinator of specialty. She has served as an expert judge for the US and World Championship Cheese Contests for 11 years, and is a New World President and ambassador for the *Guilde des Fromagers de Saint-Uguzon*.

Strange has earned the French Legion of Merit for Agriculture and the *Coltellino d'Oro* award from the *Consorzio del Formaggio Parmigiano Reggiano*, and was honored in 2015 by the American Cheese Society (ACS) with the Lifetime Service Award.

Distinguished Service Awards:

James Manning & Art Zimmer

WCMA's Distinguished Service Award, reserved for respected and highly valued supplier partners to the cheese manufacturing industry, allows WCMA members to vote on prospective honorees. James Manning and Art Zimmer have been selected for the honor in 2022.

Manning is the president and founder of EDCO Food Products in Green Bay, WI. With 50 years of experience, his innovations in pepper and pickle processing have contributed to tremendous strides for the dairy processing industry. In 1992, he opened a state-of-the-art facility in Mexico.

Manning's long-standing relationships with dairy processing suppliers have helped EDCO deliver high-quality pepper products to cheese plants across the US.

Art Zimmer entered the dairy processing arena in 1975, when he forged a successful connection between German energy-saving technology and the US market for large-capacity units of highly sanitary design.

A trailblazer in evaporator technology, he established his own Zimmer Corporation in 1994. After a highly successful run, the Carlisle Companies acquired it in 2000 to become part of CPS, which in turn was purchased by Tetra Pak.

IVARSON

IVARSON

IVARSONINC.COM

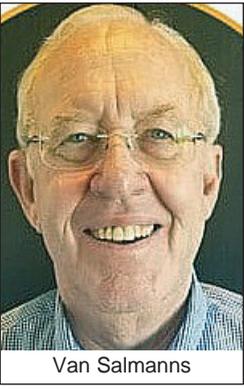
THE IVARSON BUTTER CHURN

Our experience in both the production and packaging of high-quality butter has led us to be the leader in the Butter industry. We are proud to offer the most recent addition to our product line-up: the IVARSON CONTINUOUS BUTTER CHURN. Built for production of the highest quality butter, from ultra-creamy high-fat butter to low-fat butter with ingredient additions. This churn was designed with long life and product quality in mind, utilizing the latest material advances to minimize maintenance and an upgraded design to prevent any possible product contamination. This churn is built in Wisconsin to meet strict USDA standards; you are guaranteed to improve quality and yield with the Ivarson Churn.

- ★ Completely cleanable open frame stainless steel design
- ★ USDA approved Mechanical seals for beater and augers.
- ★ Efficient Vacuum section to eliminate air content.
- ★ Comprehensive Ancillary Equipment available
- ★ Including Buttermaker training required to make the best butter possible!

WISCONSIN PROUD. QUESTIONS OR INQUIRIES..
GIVE US A CALL! 414-351-0700 OR EMAIL BUTTER@IVARSONINC.COM

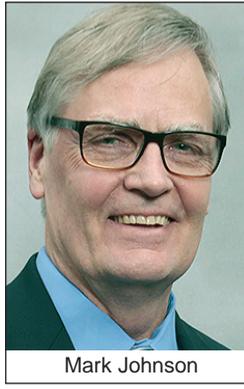
For more information, visit www.ivarsoninc.com



Van Salmanns



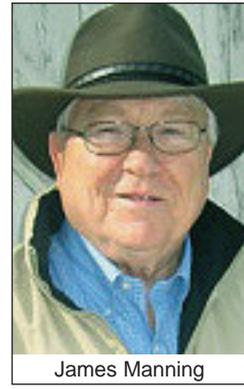
Cathy Strange



Mark Johnson



Paul Kindstedt



James Manning



Art Zimmer

Zimmer then founded Caloris in July 2006. The company grew into a highly-respected organization and in 2014, he and his partners sold the majority of Caloris to outside investors.

Vanguard Award: Steve Ottiger And Steve Yeager

Steve Ottiger and Steve Yeager have both earned the WCMA Vanguard Award, which recognizes cheese makers or cheese manufacturing employees whose work helped to blaze new trails in dairy operations.

Ottiger earned his cheese maker title in his native Switzerland before arriving in Wisconsin in 1959. In 1961, he began a life-long career producing award-winning, Swiss style cheeses in the United States.

For 34 years, Ottiger worked at Alpine Alpa in Wilmot, OH, where his experience included a plant upgrade featuring the first

Casomatic cheesemaking system in the US.

In 1997, Ottiger helped establish a highly-automated Swiss cheese plant, the success of which continues to this day; Guggisberg Cheese has won Ohio Grand Champion Cheesemaker honors in eight of the last 10 years, and captured top honors in both the 2015 and 2019 US Championship Cheese Contest.

Yeager found his passion for cheesemaking during a summer job at Borden Foods in Wisconsin in 1976, which turned into full-time cheesemaking and product quality/grading roles.

In 1994, he moved to California and began his career at Hilmar Cheese Company as supervisor. Yeager advanced to whey lab manager, plant manager, and then the cheese technical manager at Hilmar's formidable cheese plant in Dalhart, TX.

Yeager now serves as cheese product specialist, research and development, where he works to make sure that Hilmar cheese exceeds customers' expectations.

Babcock Award: Mark Johnson And Paul Kindstedt

WCMA's Babcock Award recognizes those in academia who partner with cheese makers for industry innovation and excellence. The 2022 recipients are Mark Johnson and Paul Kindstedt.

Johnson serves as assistant director, distinguished scientist, and a member of the senior management team at the Wisconsin Center for Dairy Research (CDR). Johnson has been with CDR for 30-plus years.

In addition to teaching courses on cheesemaking and grading, his main research focuses on developing manufacturing and ripening protocols for specialty cheeses, and solving cheese quality issues.

Johnson has served as a technical judge for the US and World Championship Cheese Contests, the American Cheese Society, and the Australian Grand Dairy Awards.

Kindstedt, a professor of food science at the University of Vermont, has authored numerous research articles and invited papers for conferences on dairy chemistry and cheese science. His research focuses on crystal formation in cheese, and their effect on cheese appearance and flavor.

Kindstedt received national recognition for both his research and teaching, and currently serves as the president of the American Dairy Science Association.

Awards will be presented to all honorees during CheeseExpo, scheduled for April 12-14, 2022 in Milwaukee, WI.

For more information and to register to attend CheeseExpo, visit CheeseExpo.org.

PROUDLY CHEESE WISCONSIN

Made with **NATURAL AGED WISCONSIN CHEDDAR**

PINE RIVER

SHARP CHEDDAR COLD PACK CHEESE SPREAD

SPICY BEER COLD PACK CHEESE SPREAD

INTRODUCING SINGLE SERVE CHEESE SPREAD CUPS

These single serving (2.5 oz) portions of our award-winning Cold Pack Cheese Spread are ideal for grab-and-go bins at supermarkets, delis, cafeterias, and convenience stores. Pair with pretzels or crackers for a convenient snack or make it keto-friendly by enjoying with veggies! Each delicious cup of spread contains 11 grams of protein and only 240 calories! Available in two flavors, Spicy Beer and Sharp Cheddar.

pineriver.com

10134 Pine River Road Newton, WI 53063 (800) 722-4217 x122

For more information, visit www.pineriver.com

PERSONNEL

Performance Food Group Company (PFG) has appointed CRAIG HOSKINS president and chief operating officer, overseeing PFG's Foodservice and Vistar operations. For the past three years, Hoskins has served as PFG executive vice president and president/CEO of Foodservice. He joined PFG in 1990 with legacy company Vistar, where Hoskins served in marketing, sales, purchasing and operations. PATRICK HAGERTY has been tapped as executive vice president and chief commercial officer for PFG. His career with PFG began in 1994, with Multi-foods Distribution Group, which became Vistar in 2002 and Performance Food Group in 2008. Hagerty most recently served as executive vice president of Performance Food Group and CEO of Vistar since 2018.

General Mills has tapped DOUG MARTIN as the company's new chief brand and disruptive growth officer, effective Jan. 3, 2022. In addition to his current role as chief disruptive growth officer, Martin has overseen brand experience since July 2021. He will continue to oversee the General Mills' global brand building, as well as continued business innovation. During his 15-year tenure at General Mills, Martin has held positions of increasing responsibility across the Snacks, Cereal and Dairy operating units. Most recently, he served as president of General Mills' North America Dairy operating unit, where he had responsibility for business and brand growth across brands like Yoplait and Liberté, and led innovations like the launch of Oui by Yoplait.

OBITUARIES

Louis Galliker, 87, died Dec. 17 in Westmont, PA. After earning a degree in dairy science from Pennsylvania State University, Galliker began his dairy industry career as salesman for Philadelphia Dairy Products. He later joined Galliker Dairy Company in Johnstown, PA, which his grandfather originally purchased in 1914. After working in the family business for 10 years, Galliker succeeded his uncle, William Galliker, as chairman and president of Galliker Dairy. He led the company for 53 more years, coming into the office just a week before his passing. During that time, he turned the family business into one of Pennsylvania's largest dairy operations, processing and distributing ice cream, milk and other beverages throughout the eastern US with a staff of over 350 employees. Galliker was a member of the International Association of Ice Cream Manufacturers and the Pennsylvania Association of Milk Dealers. He previously served as president of Quality Chek'd, and earned the Distinguished Alumni Award in 1985 from Penn State. In 2010, Galliker was named an Alumni Fellow by Penn State's College of Agricultural Science.

Jerrold "Jerry" Meissner, 67, of Chili, WI, died Dec. 13. Meissner's dairy roots trace back to his family's dairy farm, Norm-E-Lane, in Marshfield. He also supported Wisconsin's dairy industry through involvement with the Dairy Business Association and Edge Dairy Farmer Cooperative. Another cause close to his heart was the National Farm Medicine Center.

ACS Cheese Contest Returns With New Category, More Specific Sub-Categories

Minneapolis, MN—The American Cheese Society (ACS) will bring back its annual Cheese Judging & Competition in 2022, featuring a new category and more specific sub-categories.

For the first time, the ACS cheese contest will take place separately from its annual conference. Canceled in 2020 and 2021 due to the pandemic, the contest will be held here May 19-20, 2022, at the Huntington Bank Stadium on the University of Minnesota-Minneapolis campus.

Winners will be announced at the 39th ACS Annual Conference July 20-23, 2022, in Portland, OR.

Over the two-year hiatus, members of the ACS Judging & Competition Committee spent considerable time working on the contest and tweaking certain elements, said committee member John Greeley.

"We added Stracchino and Crescenza as separate cheeses in the fresh category," he said. "This is important because the definitions of both were researched by cheese makers who actually enter these categories."

The committee also created a separate category for sweet Cheddars, because "the cultures being used now generate a certain profile Cheddar makers want to be recognized for," Greeley said.

Sweet Cheddar is commonly made by including *Lb. helveticus* adjunct culture, according to contest guidelines.

We also added another category qualifier in the American Originals recipe, he continued. We had to really expand that because are making some really amazing cheese.

"We're looking forward to maybe dividing up more of the International Styles to reflect the fact that people are using two different cultures to create a hybrid from two European Styles like Gouda and Manchego; Parmesan and Havarti; things like that are coming through," Greeley said.

Dividing these styles has actually expanded the category, he con-

tinued, even though we're making American Style cheeses using old formulas from Europe.

"Those are some of the category changes we can look forward to this year and ongoing competitions," he said.

Based on production trends and feedback from cheese makers, ACS has also added a new category for cheeses wrapped in bark, leaves or grass, including Mont D'Or, Bannan and Robiola style cheese.

Contestants must be ACS members, and licensed cheese makers or cultured dairy product manufacturers. Affineurs – individuals or entities that operate within a licensed facility and procure cheese from cheese makers or cultured dairy producers are eligible to compete, along with second-level producers and cheese processors, co-packers and designers, and private label organizations.

Cheeses must be for sale to the general public at least six months prior to the start of competition; milk the product is made from must be made in the Americas – North, Central, or South America.

Committee chair Rachel Perez noted that ACS has installed new, easier to use Award Force software for the contest.

"It's also important to know our categories are not necessarily finite," Perez said. "Certain cheeses fall under multiple categories, and that's perfectly fine."

"The caveat with that is, smoked cheeses will always be in the Smoked category, and flavored cheeses will always be in the Flavored category," Perez continued.

Entry Deadline Is January 16

The early registration deadline is Dec. 17, 2021. Cost after Dec. 17 through Jan. 16, 2022 is \$100 per entry. No entries will be accepted after Jan. 16.

Judging Committee member David Lockwood said contest judges have been selected.

For complete details and to enter online, visit www.cheesesociety.org.



KUSEL
EST. 1849
STAINLESS PRODUCTS

TRUSTED SOLUTIONS

Whether you're conducting R&D for a pilot plant or releasing a limited batch of gorgonzola for your artisanal cheese operation, Kusel's 4MX Vat will meet your exacting standards. With a complete line of cheese-making equipment for large and small operations, count on Kusel to always have a trusted solution that gets the job done right.

4MX Vat

KuselEquipment.com

920.261.4112
Sales@KuselEquipment.com

MANUFACTURED IN WISCONSIN

For more information, visit www.kuselequipment.com



FIBERGLASS SOLUTIONS LLC

1933 Cofrin Drive Green Bay, WI 54302
920.468.6261

Ben@fiberglassolutions.us
www.fiberglassolutions.us

Innovative Fiberglass Solutions for the Cheese Industry

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

3IN FEMALE NPT (BOTH ENDS)

1IN WIDE STAINLESS FOR LEVELING

For more information, visit www.fiberglassolutions.us

School Meals

(Continued from p.1)

to purchase local foods for schools with a focus on buying from historically underserved producers.

USDA's Food and Nutrition Service (FNS) is providing \$1 billion to states for cash payments, known as Supply Chain Assistance funds, that school districts can use to purchase foods for their school meal programs. These funds deliver direct relief from ongoing supply chain issues and improve the quality and consistency of school meals for children in communities experiencing disruptions, making it easier for schools to operate successful meal programs, USDA said.

In total, the Supply Chain Assistance funds are expected to provide a boost in resources for up to 100,000 schools across all 50 states, Washington, DC, Puerto Rico, Guam, and the US Virgin Islands, including public, tribal, charter schools, and nonprofit private schools as well as residential child care institutions.

Supply Chain Assistance funding can be used by school districts to purchase unprocessed and minimally processed domestic foods such as milk, cheese, fresh fruit, frozen vegetables and ground meat. Each state will allocate the funds to schools based on student enrollment, with a minimum amount per district to ensure that small schools aren't left behind.

To strengthen local food supply chains, states have the option of using up to 10 percent of the Supply Chain Assistance funds to make bulk purchases of local food and then distributing these foods to schools for use in their meal programs. States also have the option of targeting the funds to areas of highest need by limiting distribution to school districts where a quarter or more of students are from low-income households.

Through the USDA Agricultural Marketing Service's (AMS) new Local Food for Schools Cooperative Agreement Program, USDA will award up to \$200 million to states for food assistance purchases of domestic local foods for distribution to schools.

This program will strengthen the food system for schools by helping to build a fair, competitive, and resilient local food chain and expanding local and regional markets with an emphasis on purchasing from historically underserved producers and processors.

USDA will also purchase about \$300 million in 100 percent domestically grown and produced food products, known as USDA Foods, for states to distribute to schools to offset the impact of disruptions to their normal supply chains.

Conducting market research and working with its qualified small to large vendors, USDA said

it has identified a large list of available products. States will be able to order these additional foods within the coming weeks, with deliveries to occur as soon as possible.

This latest assistance is on top of a range of flexibilities, resources, and hands-on support USDA is providing schools to ensure supply chain disruptions like contract cancellations and increased food costs do not negatively impact the school meal programs.

USDA is taking actions to strengthen the school meal programs more broadly. Earlier last week, FNS selected eight states to participate in the Direct Certification with Medicaid Demonstration Project, bringing the total number of participating states to 27.

Direct Certification with Medicaid uses data matching to create an easier pathway for low-income

children whose families have already gone through Medicaid's eligibility determination process to receive free and reduced price school meals. This increases access to nutritious school meals for those in need while also reducing administrative burden for schools and families and increasing program integrity, USDA explained.

"USDA's school meal programs have a wide-reaching impact on the health and well-being of our nation's children," Vilsack said.

The food and funds USDA is distributing "will help ensure schools have the resources they need to continue to serve our nation's schoolchildren quality food they can depend on, all while building a stronger, fairer, and more competitive food system," he added.

The non-profit School Nutrition Association (SNA) applauded

USDA's distribution of \$1.5 billion in supply chain assistance funds for schools. A SNA national survey of school nutrition directors found virtually every program is struggling with shortages of menu items as well as rising costs.

"School meal programs are paying much higher prices in the scramble to place additional orders and find new vendors when their deliveries are shorted, cancelled or delayed," said Lori Adkins, SNA's president-elect. "SNA is extremely grateful for USDA's ongoing support and regulatory waivers for school nutrition professionals as they confront supply chain challenges. These new funds will help school meal programs manage higher costs, while allowing students to continue enjoying nutritious, American-grown foods in school meals."

Merry Christmas & Happy New Year
 from all of us at...
Kelley Supply, Inc.

Greg Allis *Raouf Bin*
Laurie Alberts *R. J. L.*
Melody Swatzina *L. Johnson*
Tim Schoenborn *Bob By*
Leil L. Mungar *Teri Evert*
Melissa Young *Hayden*
Rachel Wolfe *Justica Lindberg*
Paul Miller *MA*
D. R. Kuba *Shel Johnr*
Jamatha Hoover *Roberta Schmidt*
Jeri Schaefer *C. J. J.*
Lauren J. Bismund

Kristi Cole *Derek Skogn*
Brenda H. *Brian Robertson*
Sori Haas *Breanne Koenig*
Kurt Kulas *Jim Maly*
Michelle *Mar Pe*
Terry Ryan *W. G. Schilt*
Phyllis Phasing *James J. J.*
Linda L. McKee *Dan Schaefer*
Susan L. Belroska *W. J.*
Cindy L. Jantsch

We thank you for your business in 2021 and wish you a safe and prosperous 2022

COMING EVENTS

www.cheesereporter.com/events.htm

Port of Los Angeles' Gene Seroka Will Talk Supply Challenges At Dairy Forum

Palm Desert, CA—Gene Seroka, executive director of the Port of Los Angeles, will share his insights on supply chain challenges and solutions at Dairy Forum 2022.

Seroka will discuss how supply chain disruptions are presenting major challenges for the dairy industry.

Seroka will cover hurdles faced by companies exporting and importing products through ports, as well as issues moving product across land to those ports.

A partial list of industry leaders slated to speak includes Émile

Cordeau, Agropur Cooperative; Patrick Criteser, Tillamook County Creamery Association; Tim Doelman, Fairlife; Ron Dunford, Schreiber Foods; Pedro Goncalves, Tetra Pak; Sheryl Meshke, AMPI; Philomena Satre, Land O'Lakes, Inc.; and Kelvin Wickham, Fonterra Co-operative Group Limited.

Dairy Forum 2022 will take place here Jan. 23-26 at the JW Marriott Desert Springs Resort. For the complete agenda and more information, visit www.idfa.org/events/dairy-forum-2022.

FSMA Preventive Controls For Human Food Course To Be Feb. 15-17 Online

Ithaca, NY—Cornell will host its Preventive Controls for Human Food FSMA Qualified Individual Training course Feb. 15-17, 2022 live via video conference.

Participants will receive a certificate issued by the Association of Food and Drug Officials certifying their training as a Preventive Controls Qualified Individual.

The course will be led by staff from Cornell Dairy Foods Extension and the Cornell Institute for Food Safety. Instructors will cover topics like food safety plans, GMPs, and biological food safety hazards,

along with chemical, physical and economically-motivated hazards.

Students will go through the exercise of developing a food safety plan and hazard analysis/preventive controls determination.

Time will also be devoted to process preventive controls, food allergen preventive controls determination, sanitation controls, environmental monitoring and supplier preventive controls.

The final day of the course will wrap up with verification and validation procedures, record-keeping procedures and establishing a

Registration Open For WCMA Spring Front-Line Leadership Training Courses

Madison—The next round of Front-Line Leadership classes hosted by the Wisconsin Cheese Makers Association (WCMA) will return here next February.

Classes are specifically designed for new and seasoned supervisors looking to build their skills in conflict resolution, communication, stress and time management, and cultivation of a team mentality.

Sessions are offered a la carte and may be taken in any order. Tuition for each course is \$135 per person.

WCMA will again offer these trainings in a hybrid format in 2022, allowing participants to join via Zoom or in-person at the Madison American Center La Quinta Inn & Suites.

■ Front-Line Leadership Part A, scheduled for **Thursday, Feb.**

10, will focus on developing essential leadership skills.

■ Front-Line Leadership Part B on **Thursday, March 17**, will provide strategies to help supervisors boost staff performance.

■ The spring series concludes with Front-Line Leadership Part C on **Thursday, April 7**, related to cultivating a team.

All parts of WCMA Front-Line Leadership Training will be offered again in fall 2022, with registration open in June.

WCMA will also offer its unique Next Step Leadership course on **Thursday, March 31**.

This workshop is open to established leaders who have completed any of WCMA's leadership trainings.

Each year, Next Step Leadership pairs a review of familiar concepts

Cut high demand down to size.



We have the complete solution for you!
Contact us to know more.



DEVILLE
TECHNOLOGIES
Industrial Food Cutting Solutions
1.866.404.4545 | www.devilletechnologies.com

NYSCMA 2020 Spring Meeting Is March 7-8 In Syracuse, NY

Syracuse, NY—The New York State Cheese Manufacturers Association (NYSCMA) will host its in-person, annual spring meeting here March 7-8 at the DoubleTree Hotel.

Online registration for the two-day meeting will begin early next month. The hotel reservation deadline is Friday, Feb. 4, 2020.

To reserve a room and for more information about the spring meeting, visit www.nyscheesemakers.com/event.

recall plan. A final course wrap-up will be followed by the exam.

Tuition is \$725-\$880 for in-state registrants and \$880-\$1,100 for out-of-state registrants.

Cornell will host three more workshops in 2022 to accommodate students. An in-person course will take place May 17-19 on the Cornell campus. Instructor-led live video workshops will also be held Aug. 9-11 and Nov. 8-10.

To register online and for a complete list of 2022 dairy workshops, visit www.dairyextension.foodscience.cornell.edu.

with fresh materials covering a specific topic.

In 2022, the class will focus on talent retention strategies.

“Research shows a clear link between training and worker retention – and WCMA members know from firsthand experience the value of keeping great employees,” said Rebekah Sweeney, WCMA senior director of programs and policy.

“We’re pleased to offer these opportunities for members to support the professional growth of their workers and encourage them to continue their careers in dairy processing,” Sweeney continued.

WCMA members interested in participating in the spring sessions may register at WisCheeseMakers.org/Trainings.

Questions can be directed to Rebekah Sweeney at rsweeney@wischeesemakers.org or (608) 386-3012.

PLANNING GUIDE

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

•
Winter Fancy Food Show: Feb. 6-8. New Date & Location - Las Vegas Convention Center, Las Vegas, NV. Visit www.specialty-food.com for more information.

•
March 1-3: World Championship Cheese Contest, Madison, WI. Visit www.worldchampioncheese.org for more information.

•
New York State Cheese Manufacturers Association: March 7-8, DoubleTree Hotel, Syracuse, NY. Visit www.nyscheesemakers.com.

•
PLMA Online Private Label Trade Show: Mar. 28-31. For more information, visit www.plma.org.

•
April 7-12: New Date - National Conference on Interstate Milk Shipments, J.W. Marriott, Indianapolis, IN. Updates available online at www.ncims.org.

•
April 12-14: Cheese Expo, the Wisconsin Center, Milwaukee, WI. Visit www.cheeseexpo.org for updates and online registration.

•
April 24-26: ADPI/ABI Joint Annual Meeting, Hyatt Regency Downtown, Chicago, IL. For details, visit www.adpi.org.

•
June 5-7: International Dairy Deli Bakery Association (IDDBA), Atlanta, GA. Call 608-310-5000 or visit www.iddba.org for more information.

•
July 11-12: WDPA Dairy Symposium, Door County, WI. Visit www.wdpa.net.

•
July 20-23: American Cheese Society Annual Meeting, Portland, OR. Visit www.cheesesociety.org for more details.

•
Aug. 11-12: Idaho Milk Processors Association (IMPA) Annual Meeting, Sun Valley, ID. Details available soon at www.impa.us.



MARKET PLACE

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

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



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

Equipment for Sale

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

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

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** at (920) 863-3306 or e-mail drlambert@dialez.net.

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

Equipment for Sale

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

Equipment Wanted

WANTED TO BUY: Westfalia or Alfa-Laval separators. Large or small. Old or new. Top dollar paid. Call Great Lakes Separators at (920) 863-3306 or email drlambert@dialez.net.

Replacement Parts

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



Reconditioning

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

Cheese Moulds, Hoops

WILSON HOOPS: 20 and 40 pound hoops available. For more information, contact **KUSEL EQUIPMENT** at (920) 261-4112 or email: sales@kuselequipment.com.



Cheese Moulds, Hoops

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

Interleave Paper, Wrapping

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

Cheese & Dairy Products

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

UNDERGRADE CHEESE WANTED: **International Ingredient Corporation** is looking to purchase undergrades for use in Animal Feed. Competitive prices, pick-up as needed; FSMA compliant. Contact Jason at jhrdlicka@intcos.com or 636-717-2100 ext. 1239

Co-Packing, Manufacturing

CO-PACKER: Award-Winning manufacturer specializing in the co-packing and private label manufacture of yogurt, kefir, Swiss cheese and other varieties has extra production capacity. SQF certified, IMS Grade A Rating. Non-GMO project certified, organic, Kosher. Call Penn Dairy at 570-524-7700 or visit www.pennmilk.com



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



Promotion & Placement

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

Warehousing & Storage

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

Walls & Ceiling

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



Consulting Services

1820 Single Direction Cheese Cutter
Reduces wire cuttable product into uniform portions for dicing, shredding, or blending.
GENMAC A Division of 5 Point Fabrication LLC.
1-888-243-6622
Email: sales@genmac.com
www.genmac.com

Undergrade Cheese Wanted

IIC can process a wide range of cheese types:

- Off-Spec ■ Trim
- Beginning & End Run
- Natural or Processed
- Bulk or Packaged

IIC offers real value with competitive prices

IIC has the ability to run all logistics

Fully Compliant with all FSMA Rules & all plants are Safe Feed Safe Food Certified



INTERNATIONAL INGREDIENT CORPORATION

Is your company looking for a safe, sustainable solution for your undergrade cheese?

International Ingredient Corporation is one of the nation's largest consumers of undergrade and off-spec cheese.

We offer complete supply chain security and the ability to track the sustainability benefits of upcycling your scrap product into animal feed.

Please Contact:

Jason Hrdlicka
jhrdlicka@intcos.com
636-717-2100 ext. 1239



KANSAS DAIRY INGREDIENTS
Hugoton, Kansas

Come join a fast-growing, dynamic company with opportunities to grow your career from within.

NOW HIRING...
Cheese Plant Manager
Maintenance Technicians
Plant Trainees

Offering competitive wages ■ Medical, Dental and Vision Insurance ■ Paid Time Off (PTO) and Paid Holidays
■ Comfortable Team Environment

To learn more about Kansas Dairy Ingredients, visit: <https://kansasdairyingredients.com>

For a complete job description or to apply, email: careers@kansasdairyngredients.com

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

Class I Base Price (3.5%)	\$19.71 (cwt)
Base Skim Milk Price for Class I	\$12.21 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$10.73 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$12.21 (cwt)
Advanced Butterfat Pricing Factor	\$2.2660 (lb.)
Class II Skim Milk Price	\$12.91 (cwt)
Class II Nonfat Solids Price	\$1.4344 (lb.)

Two-week Product Price Averages:

Butter	\$2.0427 lb.
Nonfat Dry Milk	\$1.5385 lb.
Cheese	\$1.7516 lb.
Cheese, US 40-pound blocks	\$1.8637 lb.
Cheese, US 500-pound barrels	\$1.6104 lb.
Dry Whey	\$0.6316 lb.



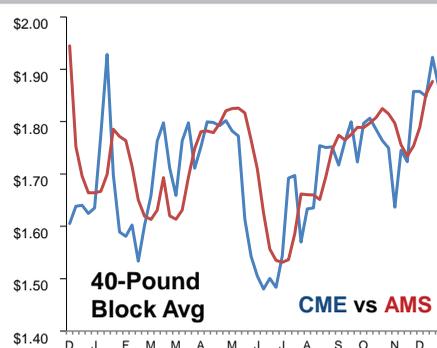
Dairy Product Stocks in Cold Storage

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

	Stocks in All Warehouses		Nov 30, 2021 as a % of		Public Warehouse Stocks
	Nov 30 2020	Oct 31 2021	Nov 30 2021	Nov 30 2020	
Butter	251,820	278,772	211,796	84	197,139
Cheese					
American	762,041	843,347	835,204	110	99
Swiss	20,063	21,363	20,669	103	97
Other	565,997	583,887	565,734	100	97
Total	1,348,101	1,448,597	1,421,607	105	98

DAIRY PRODUCT SALES

December 22, 2021—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM. *Revised



Week Ending	Dec. 18	Dec. 11	Dec. 4	Nov. 27
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	1.8767	1.8526	1.7891	1.7539
Sales Volume	Pounds			
US	12,496,865	14,696	13,779,273	11,311,765
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	1.7226	1.6597	1.6489	1.6866
Adjusted to 38% Moisture	Dollars/Pound			
US	1.6412	1.5837	1.5739	1.6109
Sales Volume	Pounds			
US	12,742,065	14,673,010	16,415,497	11,763,419
Weighted Moisture Content	Percent			
US	34.93	35.02	35.05	35.09
AA Butter				
Weighted Price	Dollars/Pound			
US	2.0607	2.0236	2.0367	1.9814
Sales Volume	Pounds			
US	3,637,461	3,437,187	2,321,561	868,555
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pounds			
US	0.6324	0.6308*	0.6269*	0.6088
Sales Volume	Pounds			
US	6,216,799	5,858,131*	3,849,141*	2,972,780
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.5521	1.5277*	1.5081*	1.5130
Sales Volume	Pounds			
US	13,136,481	16,453,728	19,295,311*	10,532,819

DAIRY FUTURES PRICES

SETTLING PRICE

*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
12-17	Dec 21	18.48	19.78	64.250	153.600	1.858	1.7660	207.500
12-20	Dec 21	18.46	19.78	64.250	153.500	1.858	1.7610	207.300
12-21	Dec 21	18.47	19.78	64.225	153.500	1.858	1.7610	207.700
12-22	Dec 21	18.45	19.78	64.250	153.975	1.858	1.7590	207.700
12-23	Dec 21	—	—	—	—	—	—	—
12-17	Jan 22	19.25	20.45	67.000	161.500	1.885	1.8320	206.975
12-20	Jan 22	19.10	20.40	67.000	160.325	1.874	1.8130	206.000
12-21	Jan 22	19.19	20.40	67.000	160.725	1.854	1.8280	207.000
12-22	Jan 22	19.54	20.85	67.000	160.400	1.900	1.8630	211.000
12-23	Jan 22	—	—	—	—	—	—	—
12-17	Feb 22	19.70	20.65	67.825	164.175	1.910	1.8790	206.500
12-20	Feb 22	19.44	20.55	67.500	162.000	1.875	1.8460	206.000
12-21	Feb 22	19.73	20.55	66.500	162.000	1.875	1.8720	208.000
12-22	Feb 22	20.15	21.00	67.250	162.075	1.918	1.9100	212.750
12-23	Feb 22	—	—	—	—	—	—	—
12-17	Mar 21	19.76	20.76	66.900	164.500	1.910	1.8810	208.000
12-20	Mar 21	19.56	20.70	66.750	162.225	1.895	1.8660	208.400
12-21	Mar 21	19.68	20.70	66.000	160.500	1.895	1.8710	210.500
12-22	Mar 21	20.04	20.87	66.250	161.350	1.930	1.9130	214.000
12-23	Mar 21	—	—	—	—	—	—	—
12-17	April 21	19.63	20.75	65.000	164.250	1.910	1.8800	210.000
12-20	April 21	19.54	20.70	65.000	161.750	1.910	1.8700	210.000
12-21	April 21	19.69	20.60	65.000	161.000	1.910	1.8810	212.500
12-22	April 21	19.92	20.82	65.275	160.150	1.925	1.9000	215.000
12-23	April 21	—	—	—	—	—	—	—
12-17	May 22	19.75	20.64	64.000	163.525	1.914	1.8890	210.000
12-20	May 22	19.65	20.64	64.025	160.900	1.914	1.8800	210.000
12-21	May 22	19.74	20.50	64.025	160.450	1.914	1.9000	213.500
12-22	May 22	19.85	20.68	64.500	159.625	1.925	1.9000	216.250
12-23	May 22	—	—	—	—	—	—	—
12-17	June 22	19.78	20.68	63.500	162.100	1.914	1.9020	211.000
12-20	June 22	19.76	20.59	63.500	160.225	1.914	1.8980	211.025
12-21	June 22	19.84	20.59	63.500	160.425	1.921	1.9100	212.250
12-22	June 22	19.92	20.60	63.500	158.925	1.921	1.9110	216.250
12-23	June 22	—	—	—	—	—	—	—
12-17	July 22	19.95	20.72	62.500	161.500	1.935	1.9220	215.000
12-20	July 22	19.87	20.55	62.500	161.050	1.935	1.9200	213.675
12-21	July 22	19.95	20.55	62.500	160.350	1.939	1.9240	213.750
12-22	July 22	20.00	20.65	62.500	158.500	1.939	1.9240	217.975
12-23	July 22	—	—	—	—	—	—	—
12-17	Aug 22	19.99	20.55	62.250	162.000	1.945	1.9300	213.025
12-20	Aug 22	19.89	20.60	62.250	161.225	1.945	1.9210	213.000
12-21	Aug 22	19.96	20.60	62.250	160.550	1.945	1.9260	215.000
12-22	Aug 22	20.01	20.74	62.250	158.500	1.945	1.9300	219.450
12-23	Aug 22	—	—	—	—	—	—	—
12-17	Sept 22	19.90	20.49	61.000	161.500	1.932	1.9320	213.500
12-20	Sept 22	19.82	20.50	61.000	160.600	1.932	1.9320	213.500
12-21	Sept 22	19.86	20.50	61.000	160.600	1.932	1.9300	214.250
12-22	Sept 22	19.91	20.59	61.000	158.000	1.932	1.9310	219.975
12-23	Sept 22	—	—	—	—	—	—	—
12-17	Oct 22	19.73	20.31	59.000	160.600	1.930	1.9350	214.000
12-20	Oct 22	19.72	20.36	59.750	159.000	1.930	1.9240	214.000
12-21	Oct 22	19.79	20.36	59.750	158.300	1.930	1.9240	214.000
12-22	Oct 22	19.77	20.45	59.750	158.300	1.930	1.9250	217.000
12-23	Oct 22	—	—	—	—	—	—	—

Interest - Dec. 22	28,983	12,298	3,282	9,914	2,691	19,654	9,450
---------------------------	---------------	---------------	--------------	--------------	--------------	---------------	--------------

CHEESE REPORTER SUBSCRIBER SERVICE CARD

If changing subscription, please include your old and new address below

New Subscriber Info

Name _____

Title _____

Company _____

Address _____

City/St/Zip _____

E-Mail Phone _____

Old Subscriber Info

Name _____

Title _____

Company _____

Address _____

City/St/Zip _____

E-Mail Phone _____

TYPE OF BUSINESS:

Cheese Manufacturer

Cheese Processor

Cheese Packager

Cheese Marketer(broker, distributor, retailer)

Other processor (butter, cultured products)

Whey processor

Food processing/Foodservice

Supplier to dairy processor

JOB FUNCTION:

Company Management

Plant Management

Plant Personnel

Laboratory (QC, R&D, Tech)

Packaging

Purchasing

Warehouse/Distribution

Sales/Marketing

Circle, copy and FAX to (608) 246-8431 for prompt response

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - DEC. 17: Cheese plant managers report milk is still snug, but influxes are expected to increase over the upcoming holiday weeks, as Class I and some Class III plants take some time off. Spot milk prices in the Midwest ranged from Class III up to \$.50 over Class. Cheese production is generally busy. Staffing shortages remain a common theme among contact notes, but most plant managers are making due with lighter crews. Cheese demand is falling in two columns: steady and busy. Cheese inventories are adequate.

NORTHEAST - DEC. 22: Steady milk supplies are clearing to Class III. Production is active for Cheddar, Provolone, and Mozzarella, but some Northeastern cheese makers will pause operations over the holiday. Cheese inventories are ample. Retail sales remain strong. Many grocery chains are offering cheese promotions in weekly ads. Foodservice demand is a little softer. Educational institutions are closing for winter breaks, and eatery traffic is said to be down as would-be diners face Omicron uncertainties and strengthening restrictions. Reports indicate that some restaurateurs are limiting services or temporarily closing locations amid the challenges of staffing shortages and rising COVID case counts.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb blocks: \$2.3775 - \$2.6650 Process 5-lb sliced: \$1.7550 - \$2.2350
Muenster: \$2.3650 - \$2.7150 Swiss Cuts 10-14 lbs: \$3.3100 - \$5.6325

MIDWEST AREA - DEC. 22: Midwestern cheese makers reported spot milk prices at expected discounts, below \$1-under Class III, but compared to the holiday week last year, milk is notably less available; prices were as low as \$.85 under on Dec. 23, 2020. Demand for cheese has been very steady in recent weeks/months. Some curd producers reported taking advantage of a slower ordering week to work on plant maintenance. Employee numbers are fair, although some plant managers continue to report that they are not comfortable with current shifts, and a lot of attending employees are working long days. Cheese availability is balanced to tight in the region. Cheese price movements are somewhat steady this week, but the large gap remains. Market participants say the \$.20+ price gap between blocks and barrels on the CME leaves near term bullishness in doubt.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf: \$2.5625 - \$3.6300 Mozzarella 5-6#: \$2.0925 - \$3.0375
Brick 5# Loaf: \$2.2925 - \$2.7175 Muenster 5# Loaf: \$2.2925 - \$2.7175
Cheddar 40# Block: \$2.0150 - \$2.4150 Process 5# Loaf: \$1.7400 - \$2.1000
Monterey Jack 10# \$2.2675 - \$2.4725 Grade A Swiss 6-9#: \$2.8250 - \$2.9425

WEST - DEC. 22: Demand for cheese is mixed; retail sales are steady while foodservice demand is declining. Contacts report that foodservice sales have softened as schools are closing for winter break. International demand for cheese is strong, with contacts noting steady purchases of cheese for export to Asian markets. Deliveries continue to face delays due to port congestion and a shortage of truck drivers. Spot purchasers report no change in availability for either cheese barrels or blocks. Some market participants are, reportedly, accepting lower prices to move loads before the end of the year. Cheese makers say that milk is available for production in the region, though some are running decreased schedules.

Wholesale prices delivered, dollars per/lb: Monterey Jack 10#: \$2.2400 - \$2.5150
Cheddar 10# Cuts: \$2.2525 - \$2.4525 Process 5# Loaf: \$1.7575 - \$2.0125
Cheddar 40# Block: \$2.0050 - \$2.4950 Swiss 6-9# Cuts: \$3.1175 - \$3.5475

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

Variety	Date:	12/15	12/08	Variety	Date:	12/15	12/08
Cheddar Curd		\$2.26	\$2.21	Mild Cheddar		\$2.22	\$2.17
Young Gouda		\$2.16	\$2.14	Mozzarella		\$1.95	\$1.91

FOREIGN -TYPE CHEESE - DEC. 22: The Western European cheese situation is described as an insufficient supply, lower than demand. Orders have experienced cuts in shipments. Manufacturers are sometimes forced to make tough decisions allocating available stocks, even sometimes shorting long-term customers. Retail customers as well as foodservice destinations are jockeying for restocking priority. With constrained cheese production reflecting tight milk supplies, as well as low existing stocks, this situation is expected to continue for a while. Projections for 2022 are for slightly more cheese production.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.2350 - 3.7225
Gorgonzola:	\$3.6900 - 5.7400	\$2.7425 - 3.4600
Parmesan (Italy):	0	\$3.6225 - 5.7125
Romano (Cows Milk):	0	\$3.4250 - 5.5800
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	0	0
Swiss Cuts Switzerland:	0	\$3.3450 - 3.6700

NDM PRODUCTS - DECEMBER 22

NDM - CENTRAL: In what is historically a slow trading week, activity was anything but this week. Producers and end users/brokers were active and working on deals throughout the first half of the week. Customers are less reticent to pay into the \$1.60s, and some secondary-market trading took place above the top of the range, into the low/mid \$1.70s. Contacts say NDM availability is scarce, and demand has not wavered. Both domestic and international interests are hearty.

NDM - WEST: Demand for low/medium heat NDM is strong in domestic markets, while international demand is declining. Spot purchasers say that low/medium heat NDM inventories are tight. Deliveries of loads are facing delays in the region, due to a shortage of truck drivers. Some plant managers report running below capacity as labor shortages cause them to run reduced schedules.

NDM - EAST: Eastern low, medium and high heat NDM trading was quiet this week, although prices moved in bullish fashion. NDM production is steady when compared to recent weeks/months, but there are a number of logistical concerns in production facilities due to employee number limitations and in regards to driver/truck shortfalls. In general, NDM market tones are bullish based on limited availability.

LACTOSE: Manufacturers have been working to get quarterly contracts settled before the winter holidays, and for the most part, buyers and sellers have come to terms for their Q1 agreements. A few buyers report lactose offers are common in the mid \$.30s. However, lactose prices have been firming in the EU and Oceania, suggesting demand is present in international markets. Lactose prices are unchanged on quiet spot trading.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

While many retailers published ads covering two weeks ahead of the holidays, total conventional dairy ads slipped 20 percent from last week, and organic dairy ads melted away 33 percent. The most advertised dairy item this week is conventional ice cream in 48- to 64-ounce containers. The national average price for 1-pound conventional butter is \$2.95, down 14 cents from last week. The national average price of organic 1-pound butter is \$5.69.

Total conventional cheese ads were frozen from last week. However, conventional 8-ounce shreds and blocks each grew in ad numbers, while ads for 1-pound and 2-pound packages fell. The average price for conventional 8-ounce shred cheese is \$2.37, 13 cents higher than last week. The average price for conventional 8-ounce block cheese is \$2.43, down 2 cents.

This week, conventional yogurt ad numbers dropped 49 percent, while organic yogurt ads grew 88 percent. A multitude of ads for regular organic yogurt in 32-ounce containers appeared this week, up 540 percent. Advertisers took away 26 percent of the total conventional milk ads and 52 percent of the organic milk ads compared to last week.

RETAIL PRICES - CONVENTIONAL DAIRY - DECEMBER 22

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	2.95	3.27	2.68	2.64	2.38	2.84	3.12
Cheese 8 oz block	2.43	2.44	2.42	2.32	2.56	2.36	2.67
Cheese 1# block	4.88	NA	5.21	NA	NA	4.70	NA
Cheese 2# block	7.18	NA	NA	NA	6.26	7.36	5.99
Cheese 8 oz shred	2.37	2.37	2.41	2.30	2.05	2.42	2.58
Cheese 1# shred	4.26	3.58	3.76	NA	NA	4.92	3.58
Cottage Cheese	2.27	2.43	2.38	2.22	NA	2.13	NA
Cream Cheese	1.65	1.58	1.98	1.86	1.27	1.70	1.56
Egg Nog quart	3.20	3.14	NA	3.77	2.99	NA	NA
Egg Nog 1/2 gallon	3.82	5.43	3.49	3.49	3.02	3.49	4.99
Ice Cream 48-64 oz	3.25	3.02	3.58	3.31	3.50	3.07	3.24
Milk 1/2 gallon	1.84	1.92	NA	NA	NA	1.59	1.92
Milk gallon	3.63	3.84	NA	NA	3.29	2.61	3.88
Sour Cream 16 oz	1.89	1.95	1.85	1.96	2.04	1.86	1.71
Yogurt (Greek) 4-6 oz	.96	.98	.99	.92	1.01	.86	1.01
Yogurt (Greek) 32 oz	4.27	4.33	4.99	3.99	4.48	4.15	NA
Yogurt 4-6 oz	.53	.54	.52	.50	.49	.60	.50
Yogurt 32 oz	2.07	1.93	NA	NA	2.50	1.92	2.44

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

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:	Yogurt 32 oz:	\$3.98
Butter 1 lb:	Greek Yogurt 32 oz:	\$5.00
Cheese 8 oz shred:	UHT Milk 8 oz:	\$1.29
Cheese 8 oz block:	Milk 1/2 gallon:	\$4.49
Cream Cheese 8 oz:	Milk gallon:	\$6.68
Cottage Cheese 16 oz:	Sour Cream 16 oz:	\$2.99
Yogurt 4-6 oz:	Ice Cream 48-64 oz:	\$6.89

WHOLESALE BUTTER MARKETS - DECEMBER 22

NATIONAL: Cream supplies are mixed. Some spot loads are moving from the West into pockets of the Central region where local cream availability is lower. Butter production varies. In the East, where cream is very tight, some butter manufacturers are operating abbreviated churning schedules. High freight costs and driver shortages continue to delay deliveries of cream and production supplies.

WEST: Cream is available to meet production demands. Some producers report sending loads of cream to other regions with less availability. Demand for cream has declined as some Class II producers are preparing for lightened holiday schedules. Domestic demand for butter is steady across both retail and foodservice markets. Strong international demand is present as export purchasers are looking to the US for loads of butter to meet current market demands. Spot butter inventories are tight. Spot purchasers say that loads of unsalted butter are much more difficult to obtain than salted. Butter churns are active as producers are running busy schedules to work through available cream supplies.

CENTRAL: The end of 2021 has brought some merriment to the butter market undertone, as CME prices neared \$2.15 on

Tuesday. Supply and demand ratios are skewing toward the demand side recently. International interests in 82 percent butterfat/unsalted loads remain strong, while domestic demand for 80 percent/salted loads has held steady. Cream was tighter than expected earlier in the week, while contacts say mid- to late-week availability has grown. Cream is expected to be available into next week, as well, as butter producers and other cream using manufacturing plants take some days off. Interestingly, butter contacts suggest cream availability may not remain long much after the onset of 2022, as some processors are behind on orders.

NORTHEAST: Cream for churning is not as hard to come by in comparison to the past few weeks, as some Class II manufacturers close down facilities during the holidays. Butter operations are likely to cash in on the extra cream and ramp up production this week. Demand in the foodservice and retail sectors has not shown a significant decline, as of yet, but remains rather steady. Active buyer purchases appear to address Q1 2022 butter needs. Stocks are lower than some manufacturers expected them to be at this time. Competitively priced US butter continues to fill the demand of global buyers.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
12/20/21	33,219	80,380
12/01/21	35,727	77,388
Change	-2,508	2,992
Percent Change	-7	4

CME CASH PRICES - DECEMBER 20 - 24, 2021

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
MONDAY December 20	\$1.6250 (-½)	\$1.8600 (-2¾)	\$2.0925 (NC)	\$1.6775 (NC)	\$0.7300 (NC)
TUESDAY December 21	\$1.6250 (NC)	\$1.8600 (NC)	\$2.1425 (+5)	\$1.6625 (-1½)	\$0.7250 (-½)
WEDNESDAY December 22	\$1.6500 (+2½)	\$1.8725 (+1¼)	\$2.1900 (+4¾)	\$1.6700 (+¾)	\$0.7350 (+1)
THURSDAY December 23	\$1.6500 (NC)	\$1.8725 (NC)	\$2.2500 (+6)	\$1.6700 (NC)	\$0.7500 (+1½)
FRIDAY December 24	No Trading	No Trading	No Trading	No Trading	No Trading
Week's AVG \$ Change	\$1.6375 (-0.0145)	\$1.86625 (-0.05675)	\$2.16875 (+0.08825)	\$1.6700 (+0.0145)	\$0.7350 (+0.0190)
Last Week's AVG	\$1.6520	\$1.9230	\$2.0805	\$1.6555	\$0.7160
2020 AVG Same Week	\$1.52938	\$1.62438	\$1.51125	\$1.14813	\$0.46438

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Three cars of blocks were sold Monday, the last at \$1.8600, which set the price. There was no block market activity whatsoever on Tuesday. Two cars of blocks were sold Wednesday, the last at \$1.8725, which raised the price. There was no block market activity at all on Thursday. The barrel price fell Monday on an unfilled bid at \$1.6250 (following a sale at \$1.6175), then increased Wednesday on a sale at \$1.6500.

Butter Comment: The price increased Tuesday on a sale at \$2.1425, rose Wednesday on a sale at \$2.1900, and jumped Thursday on a sale at \$2.2500. 28 carloads of butter were traded this week at the CME.

Nonfat Dry Milk Comment: The price fell Tuesday on an unfilled bid at \$1.6625 (following a sale at \$1.6600), then increased Wednesday on a sale at \$1.6700. There have been 48 carloads of NDM traded thusfar this month at the CME, including 13 this week.

Dry Whey Comment: The price declined Tuesday on an uncovered offer at 72.50 cents, rose Wednesday on a sale at 73.50 cents, and increased Thursday on a sale at 75.0 cents. There were two carloads of dry whey traded this week at the Chicago Mercantile Exchange.

WHEY MARKETS - DECEMBER 20 - 24, 2021

RELEASE DATE - DECEMBER 22, 2021

Animal Feed Whey—Central: Milk Replacer: .5000 (NC) – .5200 (NC)	
Buttermilk Powder:	
Central & East: 1.4000 (NC) – 1.5300 (NC)	West: 1.3800 (+1) – 1.4800 (NC)
Mostly: 1.4100 (+1) – 1.4400 (NC)	
Casein: Rennet: 4.7700 (NC) – 4.9900 (NC)	Acid: 4.9600 (NC) – 5.8100 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic: .6300 (+3) – .7300 (NC)	Mostly: .6500 (+½) – .7000 (+2)
Dry Whey—West (Edible):	
Nonhygroscopic: .6300 (NC) – .7800 (+6)	Mostly: .6925 (+4¼) – .7400 (+3¾)
Dry Whey—NorthEast: .6000 (NC) – .7025 (+¼)	
Lactose—Central and West:	
Edible: .3300 (NC) – .5300 (NC)	Mostly: .3600 (NC) – .4500 (NC)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat: 1.5600 (+1) – 1.7000 (+2)	Mostly: 1.6000 (+4) – 1.6450 (+2½)
High Heat: 1.7100 (NC) – 1.8500 (NC)	
Nonfat Dry Milk —Western:	
Low/Medium Heat: 1.5450 (+1¼) – 1.6800 (NC)	Mostly: 1.5900 (+2) – 1.6300 (+1¾)
High Heat: 1.6900 (+1¾) – 1.7925 (NC)	
Whey Protein Concentrate—Central and West:	
Edible 34% Protein: 1.2500 (NC) – 1.5000 (+3½)	Mostly: 1.2800 (NC) – 1.3850 (+1½)
Whole Milk—National: 1.8000 (NC) – 1.9400 (NC)	

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

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	21.15	23.35	23.33	24.31	22.57	21.36	21.60	22.25	24.60	23.82	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	19.37
'20	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43	21.61	23.34	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	

US Dairy Exports

(Continued from p. 1)

destined for the UK, the US and Japan. In 2021, shipments were up 1 percent through August with about 30 percent going to the UK.

While shipments to the UK were down 12 percent over this period, the EU is successfully expanding in the Japanese market, the report noted. EU cheese exports to Japan have grown by an annual average rate of 13 percent between 2016-2020 and Japan's import data indicates that the EU will have a strong second half of this year. The US is an equally-important market for the EU and while exports to the US fell by 10 percent in 2020, cumulative shipments in 2021 through August are up 17 percent year-over-year.

This rebound was largely attributable to the five-year suspension of US import tariffs originally imposed due to Boeing-Airbus World Trade Organization dispute, the report pointed out.

After a strong 2021 during which New Zealand's cheese production ramped up by 11 percent, cheese output in 2022 is slated to drop by 1 percent. However, it is likely that more Mozzarella cheese will be produced at the expense of Cheddar as there is strong demand in Asia for New Zealand-produced Mozzarella, the report said.

New Zealand cheese exports for 2022 are forecast down 5 percent

to 355,000 tons following a banner year when exports are on track to reach a record 372,000 tons. Exports to China have grown rapidly and shipments through October 2021 compared to the same period in 2020 have grown by 39 percent from last year and account for about a quarter of the total volume of cheese shipped.

Australia's cheese exports are forecast to grow 3 percent in 2022, reaching 165,000 tons. Trade will be supported by further demand growth in China, the second-largest market for Australian cheese, trailing only Japan.

US butter has also been highly sought after as it is highly competitive in a tight global market, the report noted. Recent Oceania prices have been around \$2.65 per pound while EU prices have been higher. Exports of US butter this year are expected to more than double from last year to reach 60,000 tons (132 million pounds).

After several years of declining production, butter output in New Zealand in 2022 is forecast to grow by 3 percent to 485,000 tons.

The 2022 forecast is supported by the higher expected global prices of SMP and butter, which will likely channel milk away from cheese.

However, there is an increasing volume of milkfat being used to produce ultra high temperature (UHT) cream for export rather than butter.

From Pasteurizers to Pumps

Koss has you covered.



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

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



kossindustrial.com | Green Bay, WI



For more information, visit www.kossindustrial.com