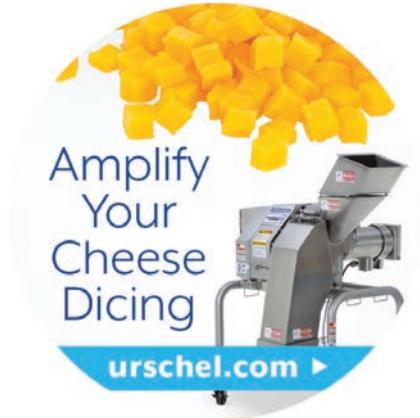




CHEESE REPORTER

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US Cheese Production Increased 2.8% In 2021 To New Record High

In December, Cheese Output Increased 0.1%, While Butter Production Dropped 13.2%

Washington—US cheese production in 2021 totaled a record high 13.6 billion pounds, up 2.8 percent, or 371.1 million pounds, from 2020's record output, USDA's National Agricultural Statistics Service (NASS) reported last Friday.

US cheese production has now set a new record for 30 consecutive years. The last time cheese production declined was in 1991, when production of 6.055 billion pounds was down about 4.6 million pounds from 1990.

December 2021 cheese production totaled 1.16 billion pounds, up 0.1 percent from December 2020. Regional cheese production in December, with comparisons to December 2020, was: Central, 566.9 million pounds, up 3.0 percent; West, 457.5 million pounds, down 1.4 percent; and Atlantic, 131.6 million pounds, down 6.1 percent.

December cheese production in the states broken out by NASS, with comparisons to December

2020, was: Wisconsin, 292.1 million pounds, down 1.6 percent; California, 187.8 million pounds, down 9.5 percent; Idaho, 88.2 million pounds, up 3.1 percent; New Mexico, 84.1 million pounds, up 2.7 percent; Minnesota, 66.1 million pounds, up 0.3 percent; New York, 66.05 million pounds, down 6.7 percent; South Dakota, 44.2 million pounds, up 8.5 percent; Pennsylvania, 35.4 million pounds, down 7.9 percent; Iowa, 28.5 million pounds, down 4.8 percent; Ohio, 24 million pounds, up 10.0 percent; Oregon, 20.8 million pounds, up 1.8 percent; Vermont, 12.5 million pounds, down 5.1 percent; Illinois, 6.1 million pounds, up 18.6 percent; and New Jersey, 5.5 million pounds, down 2.3 percent.

Cheese production in all other states during December totaled 194.6 million pounds, up 14.1 percent from December 2020.

American-type cheese production during December totaled 469.3 million pounds, down 1.2

percent from December 2020. For all of 2021, American-type cheese production totaled 5.5 billion pounds, up 3.6 percent from 2020.

December production of American-type cheese in the states broken out by NASS, with comparisons to December 2020, was: Wisconsin, 89.3 million pounds, down 6.9 percent; Minnesota, 53.4 million pounds, down 0.4 percent; Idaho, 51.6 million pounds, up 0.4 percent; California, 47 million pounds, down 8.8 percent; Oregon, 20.7 million pounds, up 1.9 percent; Iowa, 12.6 million pounds, down 31.4 percent; and New York, 11.3 million pounds, down 8.2 percent.

Cheddar production during December totaled 334.6 million pounds, down 4.2 percent from December 2020. Cheddar output during all of 2021 totaled 3.9 billion pounds, up 2.1 percent from 2020.

Production of other American-type cheeses during December totaled 134.7 million pounds, up 7.1 percent from December 2020.

• See **Record Output**, p. 6

USDA Lowers 2022 Milk Production Forecast, Raises 2022 Dairy Product, Milk Price Forecasts

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released Wednesday, lowered its 2022 milk production forecast from last month and raised its dairy product price forecasts.

The agency's 2021 milk production, trade, and stock estimates were adjusted to reflect December 2021 data. The 2021 milk production estimate was revised up by 100 million pounds from last month, to 226.3 billion pounds, up 3.1 billion pounds from 2020.

For 2022, the milk production forecast is lowered by 500 million pounds from last month's forecast, to 227.2 billion pounds, on lower dairy cow numbers. USDA's "Cattle" report, which was released on Jan. 31, 2022, estimated the dairy cow inventory on Jan. 1, 2022, almost 1 percent below 2021, and the number of heifers held for dairy cow replacement was 3 percent lower.

USDA has now reduced its 2022 milk production forecast in six of its last seven monthly supply-demand estimate reports. In January, the agency's 2022 milk production forecast of 227.7 billion pounds was unchanged from December's forecast.

However, prior to that January report, USDA had lowered its

• See **Higher Prices**, p. 4

Saputo Plans To Invest \$169 Million To Modernize, Expand Cheese Plants In WI, CA

Montreal, Quebec—As part of the "Optimize and Enhance Operations" pillar of the company's Global Strategic Plan, Saputo Inc. on Tuesday announced several major capital investments and consolidation initiatives intended to enhance and streamline its manufacturing footprint in its USA and International sectors.

In the USA Sector, as a first phase, Saputo plans to invest approximately \$169 million towards the modernization and expansion of its cheese manufacturing facilities in Wisconsin and California and to support its growth plan in the retail market

• See **Saputo To Invest**, p. 13

2021 Was A Record-Breaking Year For US Dairy Exports, And Dairy Imports

US Dairy Exports Rose 19% In 2021 To \$7.7 Billion; 2014 Record Broken

Washington—US dairy exports during 2021 were valued at \$7.7 billion, up 19 percent from 2020, according to statistics released Tuesday by USDA's Foreign Agricultural Service (FAS).

That breaks the previous record high for US dairy exports, \$7.08 billion, which was set in 2014.

After reaching that record high, dairy exports fell to \$5.2 billion in 2015 and \$4.7 billion in 2017 before rising for five straight years.

• See **Export Records**, p. 10

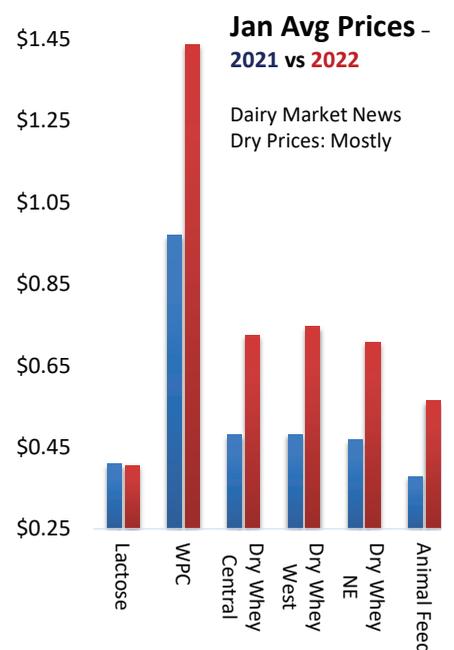
US Dairy Imports Increased 21% In 2021 To A Record \$3.6 Billion

Washington—US dairy imports during 2021 were valued at \$3.6 billion, up 21 percent from 2020, according to statistics released Tuesday by USDA's Foreign Agricultural Service (FAS).

That breaks the previous record high for US dairy imports, \$3.02 billion, which was set in 2020. Last year was the third straight year in which dairy imports topped \$3.0 billion in value.

Just in December, dairy imports were valued at \$308.3 million, up 13 percent from December 2020.

• See **Import Records**, p. 8





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Last year's increase was typical, and if nothing else, production was overdue for a "typical" increase.

An Impressive Leap For US Cheese Production

US cheese production last year, as reported on our front page this week, reached a new record high of 13.6 billion pounds. There are several reasons why this latest cheese production record is impressive.

First of all, US cheese production has now set a new record for 30 consecutive years. This is by pretty much any definition an industry that's very much in an expansion mode.

To put these 30 straight cheese production records in some historical perspective, we went back to 1920, shortly after USDA's National Ag Statistics Service started tracking cheese production (the online NASS statistics start with 1919, when cheese production totaled 479.4 million pounds, or roughly what the US now produces every two weeks).

What we found was that, in every decade prior to the start of the 21st century, US cheese production declined at least once. Specifically, cheese production declined three times each in the 1920s, 1930s and 1940s, then fell four times in the 1950s. In the 1960s, 1970s, 1980s and 1990s, cheese production declined just once each decade.

And cheese production hasn't declined since 1991, which means that it didn't drop in either of the first two decades of the 21st century. That's pretty impressive.

Another impressive aspect of last year's cheese production increase is the percentage: 2.8 percent. That far exceeds the cheese production percentage increases of 2020 (0.9 percent) and 2019 (0.8 percent).

Going back a bit further, last year's 2.8-percent cheese production increase actually looks pretty normal. From 2010 through 2021, cheese production increases ranged from a low of 0.8 percent in 2019 to a high of 3.8 percent in 2017. And there was one other 2.8-percent increase in addition to last year; that increase occurred back in 2015.

If the two 2.8-percent increases are considered "typical," going back to 2010, there have been five increases that were below the typical increase and five increases that were above the typical increase.

A pessimistic "spin" on last year's percentage increase is that it should have been higher; after all, cheese production had posted increases of less than 1.0 percent in both 2020 and 2019, meaning that cheese production was "overdue" for a bigger increase.

But that ignores the fact that cheese production had increased 3.1 percent in 2018 and 3.8 percent in 2017. In other words, cheese production followed two years in which percentage increases were greater than typical with two years in which percentage increases were less than typical. Last year's increase was typical, and if nothing else, production was overdue for a "typical" increase.

Yet another impressive aspect of last year's cheese production increase is the sheer volume of that increase: 371.1 million pounds. That means that the US last year increased its cheese production compared to 2020 by more than 1.0 million pounds per day.

Last year's cheese production increase was also far greater than the increases in 2020 and 2019, which were 116.1 million pounds and 99.9 million pounds, respectively. In fact, 2021's increase exceeded the combined increases of 2019 and 2020 by some 155 million pounds.

Going back a bit further, 2021's cheese production increase is still impressive. Going back to 2010, there have been three cheese production increases greater than last year's 371.1-million-pound rise, and eight increases less than last year's rise.

More specifically, since 2010, cheese production increases have ranged from 99.9 million pounds in 2019 to 458 million pounds in 2017. There have been three increases of less than 200 million

pounds, including two of the last three years, and two increases of more than 400 million pounds (including 2017 as well as 2014).

There are at least a couple of additional points to keep in mind when trying to put last year's cheese production increase in some historical perspective. First, 2020 was a leap year, meaning, of course, that there was an extra day that year, and one less day in 2021 compared to 2020.

That makes last year's production increase a bit more impressive, and really makes 2017's 458-million-pound increase look impressive. But going back to the turn of the century, cheese production increases in the year following leap year haven't always been that impressive; those increases were 216 million pounds in 2013, 161 million pounds in 2009, 276 million pounds in 2005 and just 2.6 million pounds in 2001.

Also, last year followed a year in which the world was turned upside down due to the coronavirus pandemic. That undoubtedly played at least a small role in 2020's relatively small cheese production increase, which in turn paved the way, to some extent, for last year's much larger production increase.

The reality is, cheese production has always been impacted by a wide variety of dairy-specific and more general "upheavals," and the numbers do, in part, reflect that. For example, cheese production fell in 1984, when USDA's Milk Diversion Program provided payments to dairy producers who reduced their milk production.

More generally, cheese production fell in both 1931 and 1932, which were early years of the Great Depression, and also declined in 1943, during World War II.

The bottom line is that, here in the 21st century, cheese production increases are expected pretty much every year. The only uncertainty seems to be how close to "typical" these production increases actually are.

Dairy CPI Rose 1.4% In January To New High; Retail Cheddar, Milk Prices Rise

Washington—The Consumer Price Index (CPI) for dairy and related products was a record-high 238.7 (1982-84=100), up 1.4 percent from December 2021 and 3.1 percent higher than in January 2020, the US Bureau of Labor Statistics (BLS) reported Thursday.

The previous record high for the dairy CPI was 235.4, set in December 2021. The dairy CPI has now reached new record highs in three of the last four months.

January's CPI for all items was 281.1, up 0.8 percent from December and 7.5 percent higher than in January 2020. That's the largest 12-month CPI increase since the period ending February 1982, the BLS noted.

In January, the food index was 289.8, up 1.0 percent from December and 7.0 percent higher than in January 2021. January's index for food at home was 270.7, up 1.2 percent from December and 7.4 percent higher than in January 2021.

January's CPI for cheese and related products was a record-high 244.9, up 1.2 percent from December and 0.2 percent higher than in January 2021. The previous record for the cheese CPI, 244.7, was set in August 2020.

The average retail price for a pound of natural Cheddar cheese in January was \$5.32, up almost six cents from December but down more than 34 cents from January 2021. The average retail Cheddar price has now been under \$5.40 per pound for eight straight months.

Average retail Cheddar prices in the four major regions in January, with comparisons to a month earlier and a year earlier, were:

Northeast: \$5.86 per pound, up more than nine cents from December but down more than 56 cents from January 2021.

Midwest: \$5.09 per pound, up more than 11 cents from December but down more than 15 cents from January 2021.

South: \$4.97 per pound, up more than nine cents from December but down \$1.02 from January 2021.

West: \$5.53 per pound, down six cents from December but up more than 19 from January 2021.

In January, the average retail price for a pound of American processed cheese was \$3.95, up more than five cents from December but down more than 24 cents from January 2021.

Retail Whole Milk Price Rises

January's CPI for whole milk was a record-high 237.0, up 1.7 percent from December and 8.2 percent higher than in January 2021. The previous record for the whole milk CPI had been set in December 2021.

The January CPI for "milk" was 161.7 (December 1997=100), up 1.1 percent from December and 6.8 percent higher than in January 2021.

January's CPI for milk other than whole was 165.3, up 1.1 percent from December and 6.5 percent higher than in January 2021.

In January, the average retail price for a gallon of whole milk was \$3.79, up more than four cents from December and up almost 32 cents from January 2021. January's average whole milk price was the third-highest ever, trailing only November and December of 2014 (\$3.86 and \$3.82 per gallon, respectively).

Average retail whole milk prices in the three major regions reported by the BLS (prices aren't available for the Midwest) in January, with comparisons to a month earlier and a year earlier, were:

Northeast: \$4.15 per gallon, up seven cents from December and up more than 11 cents from January 2021.

South: \$3.69 per gallon, up more than nine cents from December and up more than 26 cents from January 2021.

West: \$3.98 per gallon, up more than five cents from December and up almost 43 cents from January 2021.

Butter CPI Jumps 6.4%

January's CPI for butter was 255.3, up 6.4 percent from December and 3.7 percent higher than in January 2021.

That's the highest butter CPI since October 2014, when it reached a record high of 256.7.

January's CPI for ice cream and related products was 237.2, up 0.2 percent from December and 1.1 percent higher than in January 2021. That's a new record high for the ice cream CPI; the previous record, 237.1, was set in October 2021.

The average retail price for a half-gallon of regular ice cream in January was \$4.99, up almost 23 cents from December but down more than two cents from January 2021.

January's consumer price index for other dairy and related products was 158.6 (December 1997=100), up 2.6 percent from December and 4.0 percent higher than in January 2021.

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Higher Prices

(Continued from p. 1)

2022 milk production forecast for five consecutive months. Prior to those five reductions, in its July 2021 supply-demand estimates, USDA had actually raised its forecast for 2022 milk production to 231.6 billion pounds.

USDA's 2022 fat basis dairy import forecast is raised from last month on higher expected imports of butter, while exports are reduced on lower expected shipments of butter and cheese.

On a skim-solids basis, USDA's import forecast is raised, reflecting higher imports of milk proteins and several other dairy-containing products, while the export forecast is reduced on weaker expected sales of whey products and skim milk powder.

Annual product price forecasts for cheese, butter, nonfat dry milk, and dry whey are all raised from last month on current prices, lower

expected milk production, and tightening stocks.

USDA's updated product price forecasts, and with the changes from last month's forecasts and from 2021 and 2020 prices, are as follows:

Cheese: \$1.9000 per pound, up 2.5 cents from last month's forecast, up more than 22 cents from 2021, but down more than two cents from 2020.

Butter: \$2.3900 per pound, up nine cents from last month's forecast, up almost 66 cents from 2021, and up almost 81 cents from 2020.

Nonfat dry milk: \$1.6650 per pound, up 11.5 cents from last month's forecast, up almost 40 cents from 2021, and up more than 62 cents from 2020.

Dry whey: 70.5 cents per pound, up six cents from last month's forecast, up more than 13 cents from 2021 and up more than 34 cents from 2020.

With the higher dairy product prices, forecasts for both the Class

III and the Class IV prices are also raised. The Class III price is now projected to average \$20.30 per hundredweight this year, up 65 cents from last month's forecast and up \$3.22 from 2021's average; and the Class IV price is now projected to average \$22.30 per hundredweight, up \$1.40 from last month's forecast and up \$6.21 from 2021's average.

The 2022 all milk price forecast is increased by 95 cents from last month, to \$23.55 per hundredweight.

This month's 2021/22 US corn supply and use is unchanged relative to last month, and the season-average farm price remains at \$5.45 per bushel.

The 2021/22 US soybean outlook this month is for increased soybean crush and lower ending stocks.

The soybean meal price is forecast at \$410.00 per short ton, up \$35.00 from last month's USDA forecast.

FROM OUR ARCHIVES

50 YEARS AGO

Feb. 11, 1972: Champaign, IL—Lactose intolerance may be the next crisis for the dairy industry, Dean Foods' research director George Muck said this week. A significant portion of the world's non-white population is allergic to milk, Muck continued.

Smithfield, UT—A new \$500,000 cheese cutting and packaging facility was recently completed as an addition to the Cache Valley Dairy Association plant here. The new 26,000 square-foot addition features pressurizing for bacterial control and contains 13 slicing and packaging lines.

25 YEARS AGO

Feb. 14, 1997: Minneapolis, MN—The world's leading manufacturer of super-premium ice cream is going lean. After three years of development and testing, Haagen-Dazs, a unit of The Pillsbury Co., introduced Haagen-Dazs Low Fat to the public this week. Haagen-Dazs will spend more than \$10 million in advertising and promotions to introduce the new low fat ice cream.

Arlington, VA—Jim Barr, CEO of the National Milk Producers Federation for the last 12 years, announced this week his decision to retire. Edward Coughlin, NMPP's director of regulatory affairs since 1988, has been named NMPP's acting CEO.

10 YEARS AGO

Feb. 10, 2012: Stanley, WI—Arlene Marten, 74, who, with her husband, Bill Marten, owned Cloverleaf Cheese here, died Jan. 16 in California. Arlene worked alongside her husband at a number of cheese plants in Wisconsin, Nebraska, Colorado and California before buying Cloverleaf Cheese in 1979.

Nampa, ID—Lactalis American Group announced a \$40 million expansion to its facility here to increase fresh Mozzarella production. The new 61,300-square-foot plant will be built behind the existing Lactalis plant east of Nampa. Lactalis American plans to increase Mozzarella production from 7 million pounds to 31 million pounds per year to meet growing global demand. The Nampa plant has been producing cheese for over 10 years.

Foundation For Supply Chain Solutions Announces New Partnership With PMMI

Herndon, VA—The Foundation for Supply Chain Solutions (F4SS) has announced a new strategic partnership with PMMI, the Association for Packaging and Processing Technologies.

This partnership will allow F4SS to provide additional value to its members and expand its reach.

Effective January 2022, PMMI will provide management support for F4SS, adding to its portfolio of association partners that includes the Cold Pressure Council, CPA, the Association of Contract Packers and Manufacturers, the Institute of Packaging Professionals

(IoPP) and OMAC, the Organization for Machine Automation and Control.

"The Foundation for Supply Chain Solutions is an organization focused on transforming external supply chains within the consumer packaged goods industry," noted Steve Weinstein, chairman of F4SS.

"We're excited to have F4SS join our Association Services Group," said Glen Long, senior vice president of PMMI. "We believe leveraging the resources of PMMI and further developing the synergies present among our

partners and members will serve to advance the interests of all."

The Foundation for Supply Chain Solutions is a non-profit organization representing the food, beverage and personal care industries and customers that have made a strategic decision to use external contract manufacturing and/or co-packaging partners.

The mission of F4SS is to establish a forum whereby CPG/FMCG customers, external manufacturers, and secondary packagers can share best practices towards the creation of industry standards aimed at improving efficiency, quality, sustainability and reducing overall supply chain costs.

For more information, visit www.f4ss.org.

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USDA To Invest \$1 Billion To Support Climate-Smart Dairy, Other Farmers

Jefferson City, MO—US Secretary of Agriculture Tom Vilsack on Monday announced that the US Department of Agriculture (USDA) is investing \$1.0 billion in partnerships to support America's climate-smart farmers, ranchers and forest landowners.

The new "Partnerships for Climate-Smart Commodities" opportunity will finance pilot projects that create market opportunities for US agricultural and forestry products that use climate-smart practices and include innovative, cost-effective ways to measure and verify greenhouse gas benefits.

Pilots will provide technical and financial assistance to producers who implement climate-smart practices on a voluntary basis on working lands; pilot innovative and cost-effective methods for quantification, monitoring, reporting and verification of greenhouse gas benefits; and market the resulting climate-smart commodities.

For the purposes of this funding opportunity, a climate-smart commodity is defined as an agricultural commodity that is produced using agricultural (farming, ranching or forestry) practices that reduce greenhouse gas emissions or sequester carbon.

The design of this opportunity was informed by over 400 comments received in a Request for Information published last September. Project funding for Partnerships for Climate-Smart Commodities will be made available through USDA's Commodity Credit Corporation (CCC).

Funding will be provided to partners through the CCC for pilot projects to provide incentives to producers and landowners to: implement climate-smart production practices, activities, and systems on working lands; measure/quantify, monitor and verify the carbon and greenhouse gas (GHG) benefits associated with those practices; and develop markets and promote the resulting climate-smart commodities.

Partnerships for Climate-Smart Commodities pilot projects must focus on the on-farm, on-ranch or forest production of climate-smart commodities and associated reductions of greenhouse gas emissions and/or carbon sequestration. Highly competitive projects will include agricultural and forestry practices or combinations of practices, and/or practice enhancements that provide GHG benefits and/or carbon sequestration, including, but not limited to: cover crops, low-till or no-till, nutrient management, manure management, feed management to reduce enteric emissions, and climate-smart pasture practices.

A range of public and private entities may apply for funding, including small businesses, for-profit organizations other than small businesses, state, county, city or township governments, private institutions of higher education, public and state-controlled institutions of higher education, and nonprofits.

"Through Partnerships for Climate-Smart Commodities, USDA will provide targeted funding to meet national and global demand and expand market opportunities for climate-smart commodities to increase the competitive advantage of American producers," Vilsack said.

"We applaud Agriculture Secretary Tom Vilsack and his team at USDA for working to fashion the Partnerships for Climate-Smart Commodities initiative in a way that will provide significant opportunities for US dairy producers of all sizes to build on their proactive sustainability work," commented Jim Mulhern, president and CEO of the National Milk Producers Federation (NMPF).

"This new initiative will support voluntary, producer-led efforts to increase on-farm adoption of climate-smart agricultural technologies and practices," Mulhern added. "Such efforts are essential to help US dairy farmers fulfill their environmental stewardship goals to become greenhouse gas neutral or better by 2050 and improve water quality while

optimizing water use. NMPF looks forward to working with USDA to make this program a success, and a springboard for additional achievements."

"Farm Bureau commends efforts by USDA to address the challenges farmers and ranchers are facing in their attempts to adopt new and emerging climate-smart practices, as well as participate in developing climate marketing channels," said Zippy Duvall, president, American Farm Bureau Federation.

"NFU has long called for bold and cooperative action to rein in the climate crisis, and this announcement marks a key step in helping farmers and ranchers be part of the solution," said Rob Larew, president of the National Farmers Union.

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Record Output

(Continued from p. 1)

Italian-type cheese production during December totaled 484.6 million pounds, down 1.3 percent from December 2020. For all of 2021, Italian cheese production totaled 5.8 billion pounds, up 2.5 percent from 2020.

December production of Italian cheese in the states broken out by NASS, with comparisons to December 2020, was: Wisconsin, 141 million pounds, down 1.8 percent; California, 118.3 million pounds, down 13.2 percent; Idaho, 32 million pounds, up 8.6 percent; New York, 27.7 million pounds down 8.7 percent; Pennsylvania, 21.9 million pounds, down 8.8 percent; Minnesota, 12.4 million pounds, up 2.8 percent; and New Jersey, 2.9 million pounds, down 5.9 percent.

Mozzarella production during December totaled 371.3 million pounds, down 3.0 percent from December 2020. Mozzarella output during all of 2021 totaled 4.5 billion pounds, up 1.0 percent from 2020.

Production of other Italian cheese varieties during December, with comparisons to December 2020, was: Parmesan, 47.1 million pounds, up 11.7 percent; Provolone, 27.8 million pounds, down 7.9 percent; Ricotta, 24 million pounds, up 2.7 percent; Romano, 6.0 million pounds, up 4.5 percent; and other Italian varieties, 8.5 million pounds, up 25.5 percent.

December production of other cheese varieties, with comparisons to December 2020, was:

Swiss cheese: 31.3 million pounds, up 12.6 percent.

Cream and Neufchatel: 92.2 million pounds, up 4.1 percent.

Brick and Muenster: 16.2 million pounds, up 17.3 percent.

Hispanic cheese: 28 million pounds, up 1.7 percent.

Blue and Gorgonzola: 7.6 million pounds, up 53.8 percent.

Feta: 9.1 million pounds, up 2.0 percent.

Gouda: 4.1 million pounds, up 6.5 percent.

All other types of cheese: 13.6 million pounds, up 3.7 percent.

Whey Products Production

December production of dry whey, human, totaled 75.9 million pounds, down 5.3 percent from December 2020.

Manufacturers' stocks of dry whey, human, at the end of December totaled 57.5 million pounds, down 11.4 percent from a year earlier and down 2.0 percent from a month earlier.

Lactose production, human and animal, during December totaled 97.2 million pounds, up 2.3 percent from December 2020.

Manufacturers' stocks of lactose, human and animal, at the end of December totaled 147.8 million pounds. December's stocks were up 20.1 percent from a year earlier and 1.2 percent higher than a month earlier.

Production of whey protein concentrate, human, during December totaled 41.2 million pounds, down 2.6 percent from December 2020. Manufacturers' stocks of WPC, human, at the end of December totaled 57.5 million pounds, down 11.4 percent from a year earlier and

down 2.0 percent from a month earlier.

December production of whey protein isolates totaled 10.7 million pounds, down 2.4 percent from December 2020.

Manufacturers' stocks of WPIs at the end of December totaled 13.4 million pounds, down 10.8 percent from a year earlier but up 8.4 percent from a month earlier.

Butter And Dry Milk Products

December butter production totaled 180.1 million pounds, down 13.2 percent from December 2020.

For all of 2021, butter output totaled 2.06 billion pounds, down 3.8 percent from 2020.

Regional butter production during December, with comparisons to December 2020, was: West, 92.4 million pounds, down 11.6 percent; Central, 72.5 million pounds, down 13.8 percent; and Atlantic, 15.2 million pounds, down 19.4 percent.

Nonfat dry milk production during December totaled 166.4 million pounds, down 20.1 percent from December 2020.

Nonfat dry milk production during all of 2021 totaled 2.0 billion pounds, up 1.1 percent from 2020.

Manufacturers' shipments of nonfat dry milk during December totaled 143.7 million pounds, down 7.0 percent from December 2020.

Manufacturers' stocks of nonfat dry milk at the end of December totaled 243.9 million pounds, down 15.3 percent from a year earlier but up 7.5 percent from a month earlier.

Production of other dry milk products during December, with comparisons to December 2020, was: skim milk powder, 38 million pounds, down 24.9 percent; dry whole milk powder, 16.5 million pounds, up 35.1 percent; milk protein concentrate, 17.5 million pounds, down 7.0 percent; and dry buttermilk, 12.3 million pounds, up 1.3 percent.

Yogurt And Other Dairy Products

Production of yogurt, plain and flavored, during December totaled 369.1 million pounds, up 3.0 percent from December 2020.

Yogurt production during all of 2021 totaled 4.7 billion pounds, up 4.2 percent from 2020.

Sour cream production during December totaled 133.7 million pounds, up 0.7 percent from December 2020.

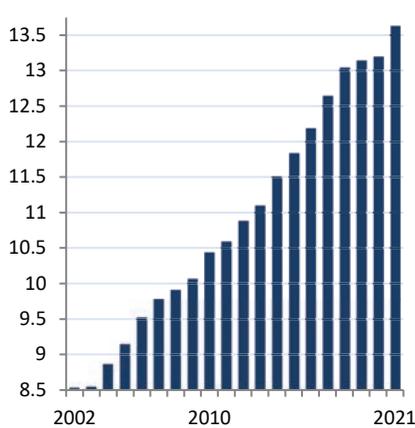
Sour cream production during all of 2021 totaled 1.5 billion pounds, that was up 2.3 percent from 2020.

Cream cottage cheese production during December totaled 26.3 million pounds, down 10.2 percent from December 2020.

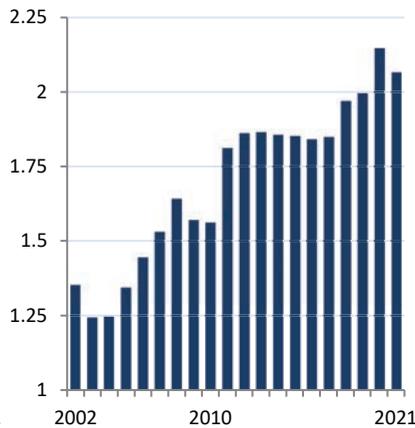
Lowfat cottage cheese output during December totaled 23.2 million pounds, down 1.1 percent from a year earlier.

Regular ice cream production during December totaled 52.4 million gallons, down 1.9 percent from December 2020. Lowfat ice cream output during December totaled 28 million gallons, down 12.9 percent from December 2020.

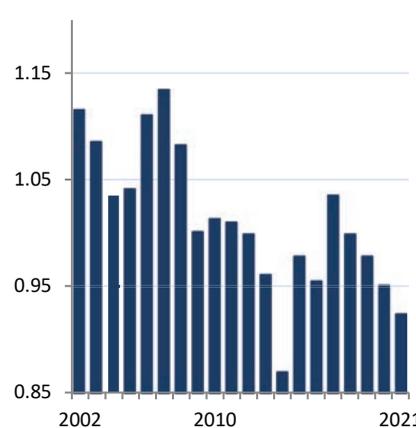
Cheese Production
2002 - 2021
Billion pounds



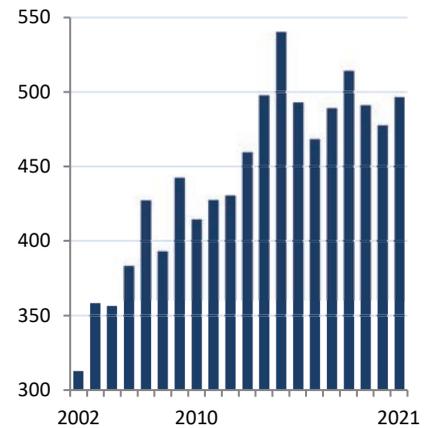
Butter Production
2002 - 2021
Billion pounds



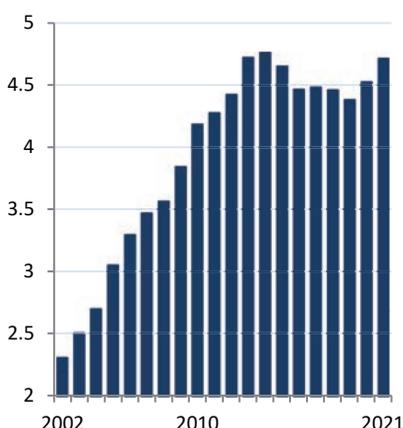
Dry Whey Production
2002 - 2021
Billions



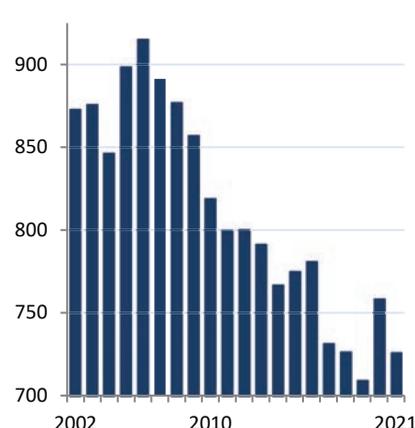
WPC Production
2002 - 2021
million of pounds



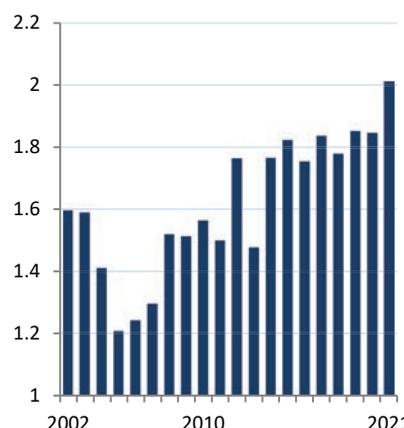
Yogurt Production
2002 - 2021
Billion pounds



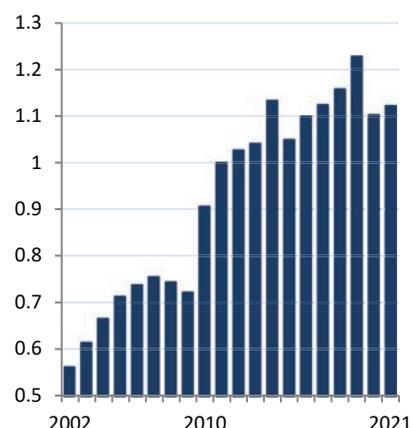
Ice Cream (reg. hard) Production
2002 - 2021
million of gallons



NDM Production
2002 - 2021
Billions of pounds



Lactose Production
2002 - 2021
Billions of pounds



ADM's Alternative Protein Outlook Highlights Novel Sources, Fermentation

Chicago—ADM this week released its alternative protein outlook, which is a deeper dive into one of the seven top consumer trends identified by the company for 2022.

The findings reveal what's next for protein alternatives, which are expected to climb to \$125 billion by 2030.

"In the last 12 months, the number of plant-based meat, cheese and dairy products available to consumers has more than doubled," noted Leticia Goncalves, president of Global Foods for ADM, who oversees the company's focus on high-growth business. "Products aimed at meeting the heightened demand for health-forward solutions that can deliver on evolving consumer taste and texture expectations will continue to come to market over the next decade."

New products will be heavily influenced by seven emerging trends highlighted in ADM's outlook, including the continued development of new protein sources, the introduction of varying product formats and a redoubled commitment to sustainable practices, from ingredient sourcing to packaging and distribution. These trends include:

Novel protein sources, from cell-based, to fungi and air: Brands are exploring a range of innovative protein sources to supplement the industry's continued focus on pea and soy. Cell-based solutions made from cultivated animal cells are on their way to becoming increasingly mainstream as industry leaders such as Future Meat Technologies are developing more efficient processes for manufacturing meat products at scale.

Future Meat Technologies announced in December 2021 that it had raised \$347 million in Series B round of financing. The round was co-led by ADM Ventures, the venture investing arm of ADM.

Beyond cell-based options, a number of new and existing players in the space are exploring novel protein sources coming from air particles, volcanic ash, seaweed, insects, and more.

Fermentation-as-a-service: There's been growing interest in microbial fermentation as a novel method for developing alternative protein products. Global players, including ADM, that have expansive fermentation capabilities are exploring new ways to serve food, beverage and health and wellness brands that are seeking support

with downstream processing, lab services and consulting, among other components essential to food-grade fermentation.

Next-generation, plant-based, whole-muscle solutions: Whole-muscle, plant-based solutions, such as chicken breast alternatives, are becoming available to consumers in markets all over the world. These solutions will evolve as brands seek out novel ways to reproduce the texturization of animal-based whole-muscle cuts, from T-bone steaks to shellfish.

Innovation and transparency from seed to fork: As concerns about climate change continue to grow, consumers are demanding greater sustainability in food systems. This has led many to seek out brands and products that can provide the plant-based solutions they crave in a way that's environmentally and ethically sound.

Seed-to-fork initiatives, as an example, leverage technology to improve seed breeding, and lessen the cost, time and environmental impact associated with creating consumer-ready protein sources.

Moving toward price parity of cultivated meat products: Companies like Future Meat Technologies are helping power a move toward more price parity of cell-based solutions with more traditional alternatives. In December, the company announced that it is

now producing cultivated chicken breast for \$7.70 per pound, down from approximately \$18 per pound six months prior. These types of products will be more accessible to consumers in the near future.

Kid-friendly product formats: Plant-based chicken nuggets are just the beginning. Products featuring kid-friendly flavors, colors and formats (think fun, familiar and easy to eat and drink) are a focus for brands looking to appeal to flexitarian parents and kids across varying ages, from yogurt to pizza and mac-and-cheese.

In fact, ADM's research indicates that the largest cohort of flexitarian consumers are parents who are looking for mealtime solutions that delight and nourish all family members.

Plant-based versions of traditional, authentic cuisines: To meet the growing global demand for traditional dishes, brands are exploring solutions that can provide the regional specificity and appeal that today's consumers desire, from plant-based shawarma to schnitzel and shrimp dumplings. Through new products featuring an assortment of globalized flavors, textures and product formats, brands are aiming to deliver an array of tasty, satiating comfort food analogues.

For more information, visit www.adm.com.

Engineering Services

Plant Layout

Process

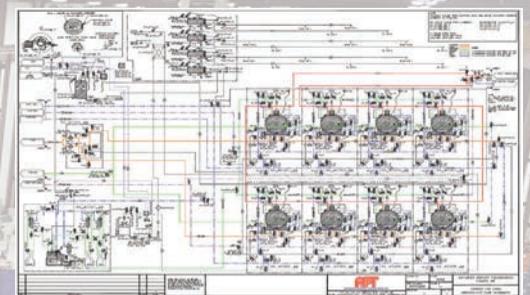
Mechanical

Electrical

Software



Process Flow Diagrams
Process Design and Engineering
P&ID's and Electrical Design
Full documentation packages



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~Jared Brandt, Vice President of Operations

Employee Owned and Operated with facilities in Minnesota, Idaho & California.

More at APT-INC.com

Import Records

(Continued from p. 1)

Leading sources of United States dairy imports during 2021, on a value basis, with comparisons to 2020, to the countries of were: New Zealand, \$531.6 million, up 16 percent; Ireland, \$515.5 million, up 29 percent; Italy, \$483.4 million, up 58 percent; France, \$291.2 million, up 23 percent; Canada, \$250.7 million, up 3 percent; Netherlands, \$210.1 million, up 7 percent; Mexico, \$168.3 million, down 19 percent; Denmark, \$135.4 million, up 28 percent; Switzerland, \$134 million, up 21 percent; and Spain, \$107.2 million, up 19 percent.

Record Value For Cheese Imports

US cheese imports during December totaled 31.4 million pounds, down 13 percent from December 2020. The value of those exports, \$111.8 million, was down 6 percent.

For all of 2021, US cheese imports totaled 413.2 million pounds, up 13 percent from 2020 and the highest level of cheese imports since 2016, when they totaled 451.6 million pounds. Cheese imports had reached a record high of 474.6 million pounds in 2002.

The value of 2021's cheese imports was \$1.48 billion, up 24 percent from 2020 and a new record high.

The previous record, \$1.3 billion, was set in 2019.

Leading sources of US cheese imports in 2021, on a volume basis, with comparisons to 2020, were:

Italy: 80.1 million pounds, up 25 percent.

France: 44.7 million pounds, up 6 percent.

Netherlands: 37.3 million pounds, up 11 percent.

Ireland: 24.1 million pounds, up 51 percent.

Switzerland: 23.2 million pounds, up 11 percent.

Spain: 19.2 million pounds, up 1 percent.

Nicaragua: 17.3 million pounds, up 1 percent.

United Kingdom: 17.2 million pounds, up 32 percent.

Germany: 15.3 million pounds, up 28 percent.

Greece: 14.2 million pounds, up 20 percent.

Australia: 13.7 million pounds, up 250 percent.

Lithuania: 13.0 million pounds, up 42 percent.

Canada: 12.9 million pounds, down 2 percent.

Denmark: 11.7 million pounds, down 3 percent.

Mexico: 10.1 million pounds, up 16 percent.

Butter Imports Set Record

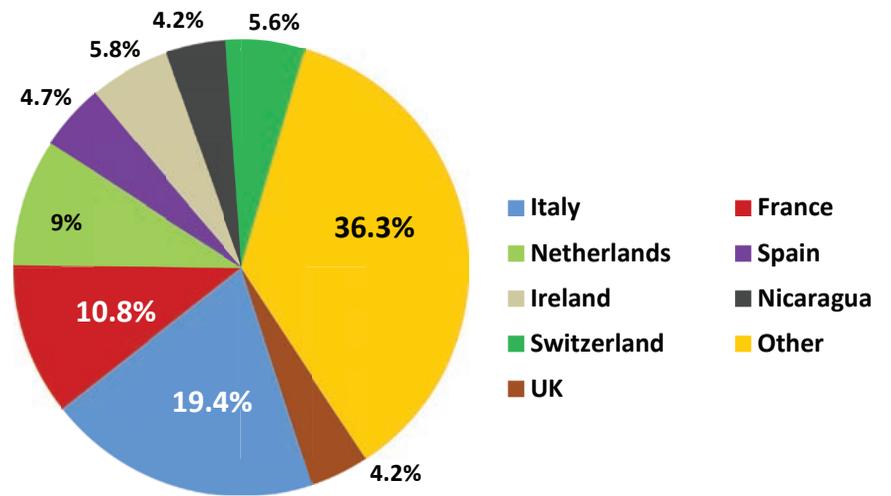
December imports of butter and other butterfat-based products (primarily anhydrous milkfat) totaled 13.1 million pounds, up 12 percent from December 2020. Butter imports totaled 9.9 million pounds, up 151 percent from December 2020.

For all of 2021, imports of butter and other butterfat-based products totaled 130.2 million pounds, down 8 percent from 2020.

Butter imports last year totaled 100.6 million pounds, up 21 percent from 2020 and a new record

US Cheese Imports Leading Suppliers, 2021

Volume Basis



high, breaking the previous record of 84.4 million pounds, which was set in 2019.

Leading sources of United States butter imports in 2021, on a volume basis, with comparisons to 2020, were: Ireland, 80.5 million pounds, up 20 percent; New Zealand, 7.2 million pounds, up 148 percent; France, 5.0 million pounds, up 30 percent; and United Kingdom, 3.3 million pounds, up 90 percent.

Casein imports during December totaled 8.1 million pounds, up 5 percent from December 2020. Casein imports during all of 2021 totaled 99.8 million pounds, up 17 percent from 2020.

December imports of caseinates totaled 3.5 million pounds, down 7 percent from December 2020. Imports of caseinates during all of 2021 totaled 47.7 million pounds, up 6 percent from 2020.

Imports of Chapter 4 milk protein concentrates during December totaled 3.8 million pounds,

down 52 percent from December 2020. For all of 2021, imports of Chapter 4 MPCs totaled 88.7 million pounds, down 6 percent from 2020.

December imports of Chapter 35 MPCs totaled 969,801 pounds, down 73 percent from December 2020.

Imports of Chapter 35 MPCs during all of 2021 totaled 16.6 million pounds, up 3 percent from 2020.

New Post Holdings Plant In Ohio To Produce Protein Drinks For Premier Protein's Owner

Columbus, OH—Post Holdings, a consumer packaged goods company, has announced plans to open a new 215,000-square-foot manufacturing facility in West Jefferson, OH.

The project is estimated to cost \$86 million and is projected to create 200 new jobs over the next four years. Hiring for management and production positions is expected to begin in the first quarter of 2023.

The manufacturing facility will be managed by Michael Foods Inc., a wholly owned subsidiary of Post Holdings, Inc.

The intent of the facility is to produce protein drinks for Bell-Ring Brands, Inc., which owns the Premier Protein brand.

The plant's centralized location will help the company better serve North American customers and provide capacity for continued success in the fast-growing protein beverage category, Post Holdings noted. Post's investment will go towards construction, machinery and equipment.

"We are excited to begin construction on our West Jefferson property," said Steve Schonhoff, senior vice president of integrated supply chain, Michael Foods. "The location is a terrific addition to our supply chain."

For more information about the Premier Protein brand, visit www.premierprotein.com.

Looking Forward

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Crave Brothers' 20th Anniversary Kicks Off With Recipe Contest

Waterloo, WI—Crave Brothers Farmstead Cheese is kicking off the celebration of 20 years in business with its 2022 Recipe Contest for home cooks and food professionals alike.

The third-generation dairy farm family purchased their Waterloo, WI, dairy farm in 1980. Plans to establish a value-added operation began in 1999 with the goal of creating opportunities for future generations.

The farmstead cheese facility was constructed in 2001, with special attention towards sustainability and environmental stewardship – putting the company at the forefront of conservation movement.

One example is the farmstead's manure digester, which produces enough electricity to power the farm, cheese factory and over 300 area homes, making Crave Cheese a carbon negative company.

To celebrate this achievement, Crave Brothers is hosting a recipe contest for professional chefs and consumers.

The three contest categories are Appetizer/Side Dish, Main Entrée and Desserts.

Each submission must feature at least one Crave Brothers cheese, and contestants can enter a maximum of three entries. Cheese ingredients may include Fresh Mozzarella, Mascarpone, Chocolate Mascarpone, Farmers Rope String Cheese/Oaxaca, and Cheddar Cheese Curds.

First, second and third prizes will be awarded in the home cook and food professional divisions with over \$4,000 in prizes awarded.

"Cheese brings people together and we can't think of a better way to kick off our 20th anniversary than to gather new recipes that will provide inspiration, comfort and joy for cheese lovers everywhere," said Crave Brothers' founder George Crave.

To qualify, entrants must include a typed recipe that yields six to eight servings and a photo of the finished recipe. All recipes and photos may be used in future promotions and social media at the company's discretion.

All entries must be submitted by March 21, 2022.

Recipes will be judged on creativity, presentation, flavor, and innovative use of cheese.

The top winners in both home cook and professional divisions will be contacted and publicly announced in June 2022.

Visit CraveCheese.com for official contest rules. Participants can email entries and questions to Roseanne Crave at roseanne@cravecheese.com.

Grassland Dairy Acquires Producer Of Savory And Sweet Seasoned Butters

Greenwood, WI—Grassland Dairy Products, Inc., recently announced that it has completed the acquisition of Medlee Foods, LLC.

Medlee Foods was founded in 2017 by Albert Valdes and a team that shared a passion for cooking and a desire to bring restaurant-quality meals to the home kitchen. Medlee produces a wide range of savory and sweet seasoned butters. Medlee also markets a Farmhouse Butter made with 100 percent upcycled whey cream.

As part of the transaction, Grassland Specialty Brands, LLC (GSB) has been formed to continue the sales and marketing of Medlee products along with Grass-

land branded butter. Albert Valdes will assume the role of president and CEO of the reporting unit and report to Leon Gregorich, CEO of Grassland Dairy.

"I am happy to welcome the Medlee team to Grassland," Gregorich said. "With the creation of GSB, the brand and team will bring a dedicated focus to the company's strategic initiative started two years ago."

"I am excited to see the product innovation, go-to-market strategies and markets from GSB for the advancement of the brands," added Trevor Wuethrich, Grassland's president and fourth generation family member.

For information about Medlee Foods, visit www.medleefoods.com.

Grassland Dairy Products is a leading manufacturer of dairy products and the largest privately owned butter producer in North America. Since 1904, five generations of the Wuethrich family have worked with farmers to produce ingredients serving the private label and foodservice sector.

Grassland is committed to sustainability and has been recognized with an Energy Efficiency Award from Wisconsin's Focus on Energy Program. The company produces three times more butter than it did 15 years ago using less energy, land, water, fewer emissions and converting waste into biofuel, providing 100 percent of the electricity needed to power the plant in Greenwood, WI.

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Export Records

(Continued from p. 1)

Just in December, United States dairy exports were valued at \$594.7 million, up 18 percent from December 2020.

That was actually the first time since February 2021 that the value of US dairy exports fell below \$600 million.

In 2021, US dairy exports to a total of 18 countries topped \$100 million in value. By far the largest US dairy export market on a value basis in 2021 was Mexico; exports to that country were valued at \$1.8 billion, up 28 percent from 2020 and a new record high. The previous record for dairy exports to Mexico, \$1.6 billion, was set in 2014.

Dairy exports to two other countries exceeded \$500 million in value last year. Exports to Canada were valued at \$850.9 million, up 16 percent from 2020; and exports to China were valued at \$702.9 million, up 31 percent from 2020.

Other leading US dairy export markets in 2021, on a value basis, with comparisons to 2020, were: Philippines, \$436.9 million, up 7 percent; South Korea, \$425.8 million, up 15 percent; Japan, \$376.4 million, up 17 percent; Indonesia, \$327.4 million, down 6 percent; Vietnam, \$279.8 million, up 52 percent; Australia, \$162.1 million, down 5 percent; Malaysia, \$161.2 million, up 3 percent; Colombia, \$145 million, up 17 percent; Taiwan, \$139.5 million, up 15 percent; New Zealand, \$117 million, down 5 percent; Dominican Republic, \$116.3 million, up 26 percent; Peru, \$111.8 million, up 17 percent; Egypt, \$106.1 million, up 39 percent; Chile, \$105.6 mil-

lion, up 22 percent; and Singapore, \$100.1 million, up 17 percent.

Cheese Exports Set Records

December cheese exports totaled 68.3 million pounds, up 20 percent from December 2020. The value of those exports, \$141.6 million, was up 13 percent.

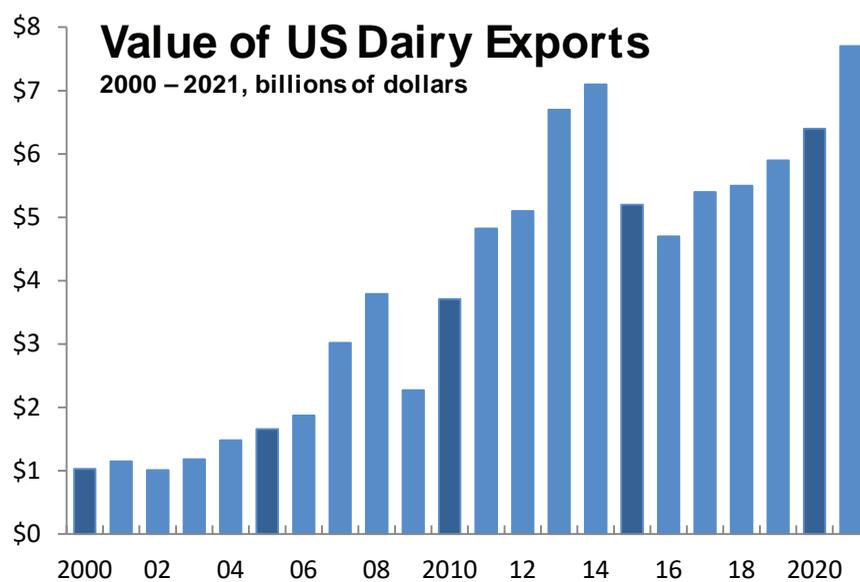
For all of 2021, cheese exports totaled 890.3 million pounds, up 14 percent from 2020 and a new record high. The previous record for cheese exports, 810.0 million pounds, was set in 2014.

The value of 2021's cheese exports was \$1.8 billion, up 13 percent from 2020. That's also a new record high, breaking the previous record of \$1.7 billion, which was set in 2014. Cheese exports have now topped \$1.0 billion in value for 10 straight years.

In 2021, the US exported more than 10 million pounds of cheese to a total of 18 countries. Exports to those countries last year, with comparisons to 2020, were as follows: Mexico, 230 million pounds, up 13 percent; South Korea, 154.5 million pounds, up 0.1 percent; Japan, 92 million pounds, up 13 percent; Australia, 55.1 million pounds, up 4 percent; Chile, 32 million pounds, up 32 percent; Canada, 30.7 million pounds, up 30 percent; Panama, 23.6 million pounds, up 61 percent; Guatemala, 21.8 million pounds, up 42 percent; China, 20.2 million pounds, up 20 percent; Taiwan, 20.1 million pounds, up 7 percent; Saudi Arabia, 18.8 million pounds, up 56 percent; Dominican Republic, 18.7 million pounds, up 18 percent; Honduras, 16.4 million pounds, up 76 percent; United Arab Emirates, 15.7 million pounds, up 60 percent; Indonesia, 15.2 million pounds, down 19 percent; Philippines, 14.4 million pounds, down

Value of US Dairy Exports

2000 – 2021, billions of dollars



6 percent; Malaysia, 12.3 million pounds, up 29 percent; and Colombia, 10.2 million pounds, up 32 percent.

NDM Exports Set New Record

December exports of nonfat dry milk totaled 127 million pounds, down 4 percent from December 2020.

For all of 2021, nonfat dry milk exports totaled a record 1.97 billion pounds, up 10 percent from 2020. The previous record, 1.8 billion pounds, was set in 2020.

Dry whey exports in December totaled 31.8 million pounds, down 16 percent from December 2020. For all of 2021, dry whey exports totaled 496.7 million pounds, up 5 percent from 2020 and their highest level since 2014, when they totaled 504.5 million pounds. Dry whey exports had reached a record high of 557 million pounds in 2010.

Whey protein concentrate exports during December totaled 18.2 million pounds, down 46 percent from December 2020. For all of 2021, WPC exports totaled 299.3 million pounds, down 8 per-

cent from 2020. WPC exports had reached a record high of 330 million pounds in 2018.

December lactose exports totaled 63.4 million pounds, up 8 percent from 2020. For all of 2021, lactose exports totaled a record 866.6 million pounds, up 4 percent from 2020. The previous record for lactose exports, 864.6 million pounds, was set in 2018.

Butter exports during December totaled 7.6 million pounds, up 20 percent from December 2020. For all of 2021, butter exports totaled 98.3 million pounds, up 110 percent from 2020 and their highest level since 2014, when they totaled 130 million pounds.

Ice cream exports totaled 10.4 million pounds, down 18 percent from December 2020. For 2021, ice cream exports totaled a record 158.7 million pounds, up 4 percent from 2020. The record, 156.2 million pounds, was set in 2018.

Yogurt exports during December totaled 3.6 million pounds, up 24 percent from December 2020. Yogurt exports during all of 2021 totaled a record 43.6 million pounds, up 38 percent from 2020. The previous record, 36.3 million pounds, was set in 2019.

Bartelt Packaging Is Now North American Master Distributor For FLtecnic

Sarasota, FL—Bartelt Packaging is now the North American master distributor for FLtecnic, a Spanish-based manufacturer of horizontal form fill seal (HFFS), rollstock, pre-made and forming pouch machinery.

Matrix Packaging Machinery was formerly the North American master distributor for FLtecnic. Both Bartelt and Matrix are Pro-Mach brands.

Bartelt is a manufacturer of pouching, cartoning, shrink wrapping, case and tray packing systems for numerous markets, including cheese and other food products.

For more information on Bartelt visit www.barteltpackaging.com.

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USDA Extends Deadline To Enroll In Dairy Margin Coverage Program

Washington—The US Department of Agriculture (USDA) has extended the deadline to enroll in the Dairy Margin Coverage (DMC) and Supplemental Dairy Margin Coverage (SDMC) programs for program year.

The signup period for the programs started on Dec. 13, 2021, and the original deadline to enroll was Feb. 18, 2022. The new deadline to apply for 2022 coverage is now Mar. 25, 2022.

For DMC enrollment, dairy producers must certify with USDA's Farm Service Agency (FSA) that the operation is commercially marketing milk, sign all required forms and pay the \$100 administrative fee. The fee is waived for farmers who are considered limited resource, beginning, socially disadvantaged, or a military veteran.

The DMC program, created by the 2018 farm bill, offers risk protection to producers when the difference between the all-milk price and the average feed cost (the margin) falls below a certain dollar amount selected by the producer.

To participate in DMC, dairy producers: 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. Producers have the choice to lock in coverage levels until 2023 and receive a 25 percent discount on their premiums.

Enrollment for 2022 DMC is at approximately 55 percent of the 2021 program year enrollment, USDA said Tuesday. Producers who enrolled in DMC for 2021 received margin payments each month, January through November for a total of \$1.2 billion, with an average payment of \$60,275 per operation. The milk margin in 2021 ranged from a low of \$5.03 per hundredweight in August to \$9.53 per hundred in December.

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.

Also, FSA has updated how feed costs are calculated to better reflect the actual cost dairy farmers pay for high-quality alfalfa hay. FSA will calculate payments using 100 percent premium alfalfa hay rather than 50 percent. In December 2021, following publication of the new feed cost policy, \$102 million was paid to dairy producers as a result of the revised high quality alfalfa cost formula, USDA said.

Eligible dairy operations with less than 5 million pounds of established production history may enroll supplemental pounds based upon a formula using 2019 actual milk marketings, which will result in additional payments. Producers will be required to provide their Milk Marketing Statement.

Supplemental DMC coverage is applicable to calendar years 2021, 2022 and 2023. Dairy operations with supplemental production may receive retroactive supplemental payments for 2021 in addition to payments based on their established production history.

Supplemental DMC will require a revision to a producer's 2021

DMC contract and must occur before enrollment in DMC for the 2022 program year. Producers will be able to revise 2021 DMC contracts, apply for 2022 DMC, and enroll in other FSA programs by contacting their local USDA.

"Over the past two years, American dairy farmers have faced unprecedented uncertainty, from the ongoing pandemic to protracted natural disasters. As producers continue to manage these interconnected challenges, FSA has tools at the ready to provide critical support," said FSA Administrator Zach Ducheneaux.

"We are encouraging dairy operations to take advantage of the extended deadline and join the more than 10,600 operations that have already enrolled for 2022 coverage," Ducheneaux noted. "At

15 cents per hundredweight at the \$9.50 level of coverage, DMC is a very cost-effective risk management tool for dairy producers."

"Dairy farmers thank USDA and Secretary Vilsack for extending signup for this year's Dairy Margin Coverage Program in order to maximize producer signup for this important program," said Jim Mulhern, president and CEO of the NMPF.

"DMC offers cost-effective margin protection for small and medium-sized producers and inexpensive catastrophic coverage for larger dairies," Mulhern continued. "It provides critical protection against unforeseen market disruptions, and if the past two years have shown anything, it's that unforeseen market disruptions can happen."

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USA

Vermont Creamery Set To Launch New Dessert-Inspired Goat Cheese Varieties

Websterville, VT—A new line of dessert-inspired goat cheese varieties will be available from Vermont Creamery in stores across the US this summer.

The new collection, designed to bring new life to dessert platters, features three flavors: Cherries & Cocoa, Strawberry Spritz and Sweet Truffle.

“The time has come for goat cheese to play in desserts and indulgent snacks, and we’re excited to debut these three new flavors that deliver on that mission,” said Vermont Creamery marketing director Kate Paine.

Cherries & Cocoa features a cocoa base hand-rolled in tart dried cherries; Strawberry Spritz is inspired by a celebratory Champagne and strawberries platter; and Sweet Truffle blends Italian black truffles into a lightly honey-sweetened, mild goat cheese.

“Inspired by our fans, who are looking for sweet little snacks throughout the day or a treat-myself moment after dinner, we developed new flavors that meet them in those moments,” Paine said.

“Until now, goat cheese has reigned as a salad crumble or the

center of a cheeseboard; now we believe these flavors will completely change the way people think about enjoying it,” she continued.

Spreading The Love

Vermont Creamery is also launching a special “Compliment Campaign” designed to spread kindness across the country through sincere compliments and complimentary cheese – just in time for Valentine’s Day.

Vermont Creamery’s Compliment Campaign starts online, where consumers sign up to receive six Compliment Coupons – each good for one free Vermont Creamery product.

Participants select five friends to share the coupons with, along with a genuine compliment, according to campaign organizers.

“Tag us on social and let us know how you made someone’s day better,” the company reported. “Your example of kindness will encourage others to do the same, and together we’ll spread cheese, butter and love all month long.”

Visit www.surveymonkey.com/r/Vermontcreamerycomplimentcampaign to receive coupons over the next few weeks.

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PERSONNEL

COR Van Den BERG has been named chief financial officer for **Darigold, Inc.**, helping guide the dairy co-op through construction of a new premium protein and butter production facility in Pasco, WA, and restoration of its milk powder facility in Caldwell, ID, that suffered fire damage in October. Van den Berg joins Darigold after nearly 20 years with MARS, Inc.

Senior membrane technical specialist SCOTT BROWN comes to **Hydrite** with over 25 years of experience in the dairy and membrane industry. In his new role, Brown will provide important technical and training support, while helping grow Hydrite’s membrane program.

JOHN GHINGO, who most recently served as president of Applegate, has joined **Whisps** as CEO. Ghingo succeeds ILANA FISCHER, who took Whisps independent in 2019 after launching Whisps inside of Schuman Cheese. Fischer will continue with the brand through a new role as an advisor for the board and executive leadership team. Ghingo brings over 21 years of industry experience to Whisps, including leadership roles at Whitewave Company and Mondelez. Ghingo will focus on the brand’s new innovations across multiple categories, expanded production and new distribution channels for existing products.

Yuengling’s Ice Cream Corporation has hired CHARLES GREEN and his consulting firm, Desmond Partners, to prepare for its upcoming relaunch. Green also will help Yuengling’s with its acquisition of a production facility and analyze other potential acquisitions, partnerships and licensing deals. Last month, Yuengling’s announced it has agreed to buy a manufacturing facility where it will produce its own desserts and other brands. Specific details regarding the acquisition have yet to be made public. Green has been in the ice cream industry for more than 40 years, working with companies such as Ben & Jerry’s. “I had the incredible opportunity to have a front-row seat and be a part of an experience like Ben & Jerry’s,” Green said. “At Yuengling’s, we are not looking to create another Ben & Jerry’s, but rather, the new Yuengling’s Ice Cream.”

ROD HEBRINK, president and CEO of **Compeer Financial**, announced plans to retire in 2023 after 37 years with the company. Compeer’s board of directors will soon begin the search for candidates to succeed Hebrink.

World Dairy Expo (WDE) has selected LAURA HERSCHLEB as its next general manager, effective Feb. 28, 2022. Herschleb succeeds current WDE general manager SCOTT BENTLEY, who will retire this year. Herschleb has a rich history with World Dairy Expo, being a former member of the Badger Dairy Club and spending five years as the Dairy Cattle Show manager in the late 2000s. In 2018, she returned to the team as the marketing manager. Most recently, she has shared her enthusiasm for Expo while assisting with projects related to education initiatives, attendee services and the trade show. Beyond her time at WDE, Herschleb has held roles with Alltech and Compeer Financial.

The **United Dairy Industry of Michigan (UDIM)** has tapped DWYER WILLIAMS as its new CEO, succeeding retiring CEO SHARON TOTH, who announced her departure last fall. During her time as CEO, UDIM has worked to increase social and digital outreach, help reduce food insecurity in local communities, and extend the dairy promotion message to the next generations of consumers and farmers. Williams begins her tenure with UDIM Feb. 14. Toth will serve as an advisor to Williams until April 15 to help ensure a smooth transition. Toth devoted more than 33 years to the dairy industry. A skilled communicator with tenures at marketing agencies and the national dairy checkoff, Williams has more than 20 years of leadership experience, serving as a counselor to CEOs, business strategist, long-term planning specialist, intelligence specialist and marketing leader. She most recently worked as chief transformation officer at Dairy Management, Inc. (DMI).

The USDA has appointed 12 members to serve on the **National Dairy Promotion & Research Board**. The 12 appointees will serve three-year terms, effective immediately, through Oct. 31, 2024. Newly appointed members are: EUGENE KAZEMIER, Oregon, Region 1; CHRISTINA MEDEIROS and AARON WICKSTROM, California, Region 2; SUZANNE VOLD, Minnesota, Region 5; SARA BAHGAT-EGGERT, Wisconsin, Region 6; KALLAN REX, Idaho, Region 8; and CALEB CROTHERS, Maryland, Region 11. Reappointed members are: DAVID JACKSON, Texas, Region 4; RANDY ROECKER, Wisconsin; DOUGLAS CARROLL, Iowa, Region 7; CYNTHIA ADAM, Indiana, Region 9; and PATRICIA BIKOWSKY, New York, Region 12.

Saputo To Invest

(Continued from p. 1)

segment. These initiatives will begin in the fourth quarter of fiscal 2022 (the company's 2022 fiscal year ends on Mar. 31, 2022) and are expected to take approximately 24 months to implement.

Complementing this first phase, Saputo plans to consolidate the cut-and-wrap activities in its West Coast operations, and right-size its footprint by closing its Bardsley Street, Tulare, CA, facility in fiscal 2023. The impact on employees is expected to be minimal as employment will be available at other Saputo facilities in Tulare.

In the International Sector, Saputo will be streamlining operations in two of its manufacturing facilities in Australia. A limited number of employees will be impacted. These employees will be provided with severance and outplacement support, and Saputo said it is exploring redeployment opportunities for some of the affected employees.

"Staying true to our disciplined approach and commitment to shareholder value creation, we are executing our Global Strategic Plan with intention and precision. Today's announcement is the first in a series of investments and consolidation activities that will increase efficiency and productivity, improving our ability to meet the evolving needs of our customers and consumers," said Lino A.

Saputo, the company's chair of the board, president and chief executive officer.

"Our five strategic pillars are expected to fuel strong organic growth and this step in our journey lays the groundwork to improve our product portfolio, modernize our processes, enhance capacities, and enable us to pursue initiatives to deliver against our growth objectives," he added.

The capital investments and consolidation initiatives outlined by Saputo are expected to result in annual savings and benefits gradually, beginning in fiscal 2023, and reaching approximately \$112 million (\$83 million after tax) by the end of fiscal 2025.

Meanwhile, Saputo on Thursday reported its financial results for the third quarter of fiscal 2022, which ended on Dec. 31, 2021. Revenues for the third quarter totaled \$3.901 billion (Canadian dollars, or CDN), up \$138 million or 3.7 percent from the same quarter in the 2021 fiscal year. Challenging market conditions, including labor shortages, supply chain disruptions, and inflationary pressures, continued to impact Saputo's four sectors to varying degrees, with the USA Sector being the most impacted, the company noted.

Revenues increased in Saputo's third quarter due to higher international cheese and dairy ingredient market prices and higher domestic selling prices, the company explained.

Foodservice market segment sales volumes increased, and retail market segment sales volumes declined, as they continued to return closer to their historical levels. Retail market segment sales volumes in the third quarter of fiscal 2021 had benefited from increased demand levels in connection with the shift in consumer demand caused by the coronavirus pandemic, the company noted.

In the ongoing pandemic context, supply chain challenges, due to container and vessel availability issues and port inefficiencies, continued to negatively impact export sales volumes in Saputo's International Sector, which consists of the Dairy Division (Australia) and the Dairy Division (Argentina). Sales volumes were stable compared to those of the third quarter of fiscal 2021.

Saputo's report of third-quarter financial results includes an outlook, which includes a number of points, including the following:

- The global economic recovery remains uneven. As economies re-open, Saputo is faced with labor challenges, supply chain bottlenecks, and inflationary pressures.

- Input costs, including overtime wages, transportation, fuel, consumables, and packaging, are expected to remain at sustained high levels due to inflationary pressures. As a mitigating measure, the company continues to implement multiple phases of pricing initiatives across all geographies.

- The retail market segment continues to perform well, and Saputo expects its sales to keep pace with pre-pandemic levels. However, internal labor challenges and supply chain difficulties are impacting the company's ability to supply ongoing demand and maintain historical order fill rate levels, particularly in the USA.

- Saputo expects demand for its products to remain elevated, with continued strength in the retail and industrial market segments and a steady improvement in the foodservice market segment.

- The foodservice market segment in the USA is expected to remain competitive, but the supply-demand dynamics of Mozzarella are expected to improve as inventories revert to historical levels.

- Labor challenges are expected to impact Saputo's third-party transport and logistics partners in the USA, leading to reduced service levels and higher costs.

- Despite the volatile nature of international cheese and dairy ingredient markets, Saputo's outlook is positive with respect to export prices, as the company expects them to continue to stabilize.

- Volumes destined for export markets continue to recover; however, the pace and timing of the recovery to pre-pandemic levels will vary depending on the export market and supply chain improvements.

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Chobani Scholarship Program Expands To Assist More Under-Served Students

New Berlin, NY—A scholarship program that kicked off in 2018 for prospective dairy leaders from New York State and Idaho has been expanded to support under-served students pursuing a broad range of agricultural interests.

Through partnerships with Cornell University and the University of Idaho, the Chobani Scholars Program will offer eight \$20,000 scholarships – \$5,000 each year over five years – to students interested in studying agriculture, dairy, food science, and/or food entrepreneurship.

Preference will go to students who face challenging social, economic, educational, cultural or other life circumstances which may have resulted from a disadvantaged background.

Chobani will also provide \$20,000 of annual funding to each of the universities during the same

time period to support diversity, equity, and inclusion (DEI) training and education.

With the announcement, Chobani's scholarship funding pledge will total more than \$1.4 million by 2027. Since 2018, the program has helped dozens of university students pursue their ambitions in the dairy industry. The expansion will help to create a more equitable future in agriculture for a broader range of students.

Scholarship recipients will also have an opportunity to intern with Chobani during their college careers. In prior years, the program was limited to students from a dairy background who were pursuing a career in dairy.

"Today's announcement builds on our mission to help ensure opportunities for students from under-served communities with an interest in working on a farm

or in agribusiness, in food science, and those who want to start a food business," said Peter McGuinness, Chobani president and chief operating officer.

Grants have helped more than two dozen students attending Cornell University's College of Agriculture and Life Sciences and the University of Idaho College of Agricultural and Life Sciences.

The program has provided substantial support to students from New York farm families, helping them access education and real-world experiences in dairy science and management, said Benjamin Houlton, the Ronald P. Lynch Dean of Cornell.

The program provides an incredible opportunity to Idaho students who otherwise may not be able to attend college, said Michael Parrella, Dean of Idaho University's CALS.

For more details and online scholarship application, visit www.uidaho.edu/cals/student-life/scholarships-and-aid/chobani-scholars.

Chr. Hansen Receives Patent For Method For Making Cheddar Type Cheese With Adjunct Culture

Washington—The US Patent and Trademark Office (USPTO) this week awarded a patent for an invention related to a method for making Cheddar type and Continental type cheese with an adjunct culture comprising a *Lactobacillus helveticus* strain.

Inventors are Fergal Rattray, Annette Helle Johansen, and Mikkel Laust Broe. The patent was assigned to Chr. Hansen A/S.

It has surprisingly turned out that it is possible to obtain a *Lactobacillus* adjunct culture which does not influence milk acidification during cheesemaking, the patent summary explained.

This *Lactobacillus* culture is a mutant of an acidifying strain, and has turned out to be non-acidifying.

According hereto, the inventors have brought forward a method to improve the texture and/or taste and/or flavor of cheeses, especially of the Cheddar type and the Continental type which method implies using a non-acidifying thermophilic *Lactobacillus helveticus* strain as an adjunct culture without influencing milk acidification.

During cheese production, the non-acidifying mutants may be added to the cheese milk together with the primary starter cultures, the summary continued. It was surprisingly observed that the non-acidifying *Lactobacillus helveticus* mutants maintained the mother strain's ability to improve cheese texture and/or taste and/or flavor, especially to debitter cheese and to introduce the typical *Lactobacillus helveticus* "sweet" flavor note in ripened cheese.

The mutant was used for the cheese make as a non-attenuated adjunct culture, so no extra attenuation process was needed, the summary noted.

In accordance with the surprising finding, the invention relates to a process for producing cheese (e.g., full-fat, reduced-fat and low-fat cheese), which comprises: adding to milk a starter culture, such as culture comprising a strain belonging to a genus selected from the group consisting of *Lactococcus*, *Leuconostoc*, *Pediococcus*, *Streptococcus*, and *Enterococcus*, and a non-acidifying *Lactobacillus helveticus* strain as adjunct strain; a coagulant, such as a milk-clotting enzyme; heating the mixture to a temperature (or maintaining the temperature) in the range of 30 to 45 degrees C.

For more information, visit www.chr-hansen.com.



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World Championship Cheese Contest Features 52 Judges From 16 Countries

Madison—World Championship Cheese Contest organizers on Tuesday announced its lineup of international judges set to evaluate entries here Mar. 1-3 at the Monona Terrace Convention Center.

The group of 52 international experts will evaluate 2,919 dairy product entries, selecting the best in each class and the 2022 World Champion.

Under the leadership of chief judge Jim Mueller; chief judges emeritus Bill Schlinsog and Bob Aschebrock; and assistant chief judges Tim Czmowski, Stan

- Franco Sessa, Whitestone Cheese, New Zealand
- Russell Smith, Dairy Australia, New South Wales, Australia
- Ir. Maarten Bakker, Royal FrieslandCampina, the Netherlands
- Enda Howley, Ornua, Ireland
- Jessica Fernandez Lopez, Lactography, Mexico
- Ernesto Toalombo, Proyectalimentos Cía. Ltda., Pichincha, Ecuador
- Stefan Truttman, FROMARTE, Uri, Switzerland
- Mucio Furtado, IFF, São Paulo, Brazil
- Gerrit Jansen, FrieslandCampina, Drenthe, the Netherlands

US Judging Team

- Kirk Baldwin, Valley Queen Cheese, South Dakota
- Marc Bates, Bates Consulting LLC, Oregon
- Larry Bell, LBell Consulting LLC, Wisconsin
- K.J. Burrington, ADPI, Wisconsin
- Dominique Delugeau, Saputo Cheese USA
- MaryAnne Drake, Southeast Dairy Foods Research Center, North Carolina State University, North Carolina
- Todd Druhot, Gourmet Foods International, Georgia
- Nana Farkye, California Polytechnic State University, California
- Chad Galer, Dairy Management Inc., Illinois
- Craig Gile, Cabot Creamery, Vermont
- Glenn Hatcher, Pacific Cheese, Oklahoma
- Kory Hyvonen, Oshkosh Cold Storage, Wisconsin
- John Jaeggi, Center for Dairy Research, Wisconsin
- Luis Jiménez-Maroto, Center for Dairy Research, Wisconsin
- Andy Johnson, Center for Dairy Research, Wisconsin
- Mark Johnson, Center for Dairy Research, Wisconsin
- Aileen Kacvinsky, Schuman Cheese Inc., Wisconsin
- Kerry Kaylegian, Penn State University, Pennsylvania
- Greg Kinate, Winona Foods, Wisconsin
- Drew Kordus, Great Lakes Cheese, Wisconsin
- Susan Larson, Center for Dairy Research, Wisconsin
- Terry Lensmire, Lensmire Dairy Consulting, Wisconsin
- Christophe Megevand, Schuman Cheese, New Jersey
- Virgil Metzger, Potrue Graphics, Illinois
- Lloyd Metzger, Valley Queen Cheese, South Dakota
- Michael Pederson; WDATCP



The B-Team will be back preparing and organizing nearly 3000 cheeses for 52 international judges from 16 countries and 13 US states gather in Madison, WI, on Mar. 1-3 to evaluate entries in the 2022 World Championship Cheese Contest. This year's judging team includes cheese graders, cheese buyers, dairy science professors, and researchers with more than 700 combined years of experience in the dairy processing industry.

- David Satterness, Chr. Hansen Inc. (Retired), South Dakota
 - Marianne Smukowski, Wisconsin
 - Dean Sommer, CDR, Wisconsin, USA
 - Cathy Strange, Whole Foods Market, Texas
 - Don Tribby, IFF, Missouri
 - Eric Vorpahl, Masters Gallery Foods, Wisconsin
 - David Wentz, Sargento Foods Inc., Wisconsin
- "The skill, expertise, and knowledge of our contest judges are part of what make this competition so

unique," said Kirsten Strohmer of the Wisconsin Cheese Makers Association (WCMA), host of the biennial event.

"Their precise, rigorous evaluation adds meaning and value to the golden contest seal consumers see on the store shelf, helping to boost sales and drive interest in the winning companies," Strohmer continued.

The World Champion Cheese will be announced live online at WorldChampionCheese.org at 2 p.m. Central time on Thursday, March 3.



Dietsche, Josef Hubatschek, Mariana Marques de Almeida, and Sandy Toney, the judges will calculate a precise score for each cheese, butter product, yogurt, and dry dairy ingredient entered in the contest.

Products are evaluated on a variety of attributes including flavor, body, texture, salt, color, finish, packaging, and others.

Gold, silver, and bronze medals are awarded to the three highest scoring entries in each of this year's 141 distinct classes.

This year's judging team includes cheese graders, cheese buyers, dairy science professors, and researchers with more than 700 combined years of experience in the dairy processing industry. They hail from 16 countries and 13 US states.

International Judging Lineup

- Gabriele Arlotti, Cheeseltaly, Emilia-Romagna, Italy
- Arnoldo Lopez-Hernandez, University of Wisconsin-Madison, Mexico
- Per Olesen, St. Clemens Food Products, Denmark
- Miguel Rolo, Busqui Cheese Molds, Portugal
- Giuseppe Rostiti, Biochem s.r.l., Lombardy, Italy
- Roland Sahli, Gourmino AG, Bern, Switzerland
- Thierry Martin, Agropur, Quebec, Canada
- Samir Kalit, University of Zagreb, Croatia
- Francisco de Asis Ruiz Morales, Centro IFAPA – Camino de Purchil, Andalucía, Spain
- Christian Schmutz, Fromarte, Fribourg, Switzerland

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Compeer Financial Awards Almost \$200K To Boost Ag Projects

Sun Prairie, WI—Food and agriculture initiatives in Wisconsin, Illinois and Minnesota will receive a generous capital boost of \$199,179 through Compeer Financial's Fund for Rural America.

Compeer will award 34 General Use Grants through its giving program to help fund initiatives and organizations whose work enriches agriculture and rural America.

Grants will directly impact the lives of 718,000 people; 24 percent of grants will support projects with a direct farmer impact; 26 percent will support agriculture education initiatives; and 32 percent address food insecurity, Compeer said.

Since the program was established in 2018, the fund has awarded 301 General Use Grants, totaling over \$1.6 million. Compeer will offer this grant again in May 2022 to provide funding for next summer.

■ Wisconsin organizations selected to receive funding include: **Catholic Charities, Inc.**, supplementing the quantity and quality of foods available; **Dairy Girl Network**; **Diamond Vu Agricultural Education Center**, delivering educational sessions to rural school districts; **Ethel Everhard Memorial Library**; **Farmers for Sustainable Food**, media training workshops for farmer-led conserva-

tion spokespeople; **Feeding America Eastern Wisconsin**; **Foxhead Regenerative Agriculture Project**, developing a local food and farms information network; **GROW La Crosse**, introducing students to hands-on learning opportunities in both urban and traditional growing practices; **Indianhead Community Action Agency, Inc.**; and **Junior Achievement of Wisconsin**.

■ Illinois recipients include: **Cornerstone Community Wellness, Inc.**; **Young Farmer Accelerator Program**; **FHN Foundation**; **Hugh O'Brian Youth Leadership of Illinois**; **Jamieson Community Center**, purchasing staple foods to provide a pantry box with a week's worth of food; **Livingston County Extension Council/Pontiac Townships High School FFA**, Meals of Hope food packaging events; **McHenry-Lake County Soil & Water Conservation District**; **Northern Illinois Food Bank**, purchasing a walkie-rider pallet mover to safely and effectively handle products; **River Bend Food Bank**, cooler and freezer for Galesburg branch expansion; and **Streatorland Community Food Pantry**, purchasing a new trailer with large weight capacity to transport more food.

■ Minnesota recipients are: **Children's Museum of Southern**

Minnesota; **Clean River Partners**; **FarmAmerica/Minnesota Ag Interpretive Center**, ag education field trips for elementary schools; **Farm-City Hub Club**, farm safety presentations; **Feeding Our Communities Partner**, food purchases for youth hunger-relief programs; **Generations Inc.**, converting prep kitchen to a commercial kitchen; **Junior Achievement North**; **Main Street Project/Sharing Our Roots**; **North Star Farm Tour**, e-commerce portal for farmers' products and events; **Urban Roots**, youth education and training in farming and urban agricultural practices; **Youth Farm**; and **YMCA of the North/Camp St. Croix**.

Compeer Scholarship Deadline Is March 15; Funds For 123 Students

The Compeer Financial Fund is also offering 123 scholarships to students this year. High school seniors who have an agriculture or rural background, or plan to major in an agriculture-related field at a college, university or technical school are encouraged to apply between now and March 15.

Each scholarship recipient will receive \$1,500 for educational tuition expenses.

The Fund for Rural America is introducing three new opportunities for students who live in the metropolitan areas of Cook county, IL; Hennepin or Ramsey county, MN; or Milwaukee county, WI.

To date, the Fund has awarded 345 scholarships to graduating seniors, totaling \$517,500.

Students can find the scholarship application at compeer.com. Applications can be emailed to scholarships@compeer.com or submitted in person at a local Compeer Financial office.

The deadline for applications is March 15.

World Championship Cheese Contest Goes Livestream

Madison—Industry members and fans alike will have the opportunity to share in the livestream announcement of winners in the World Championship Cheese Contest March 3.

Following a record-breaking year in 2020 with 3,667 entries, the 2022 World Championship Cheese Contest returns to the Monona Terrace Convention Center March 1-3.

The contest is closed to the public, but fans can follow along on social media each day for interviews with judges, competitors, and volunteers working behind the scenes.

Following two and a half days of technical evaluation, the contest culminates Thursday, March 3 at 2 p.m. Central time with the announcement of the top 20 cheeses in the world – one of which will earn the prestigious World Champion title.

"We're thrilled to offer this opportunity for cheese fans everywhere to learn about and celebrate some of the best cheeses in the world," said WCMA's Kirsten Strohmenger, who directs the competition.

"The contest offers dairy processors a chance to get expert feedback on their products and achieve international recognition, and it's also a great way for people around the world to see the craftsmanship and passion behind the cheeses they know and love," she said.

The entry deadline for the contest is Jan. 26, 2022. For more information and to enter online, visit WorldChampionCheese.org.

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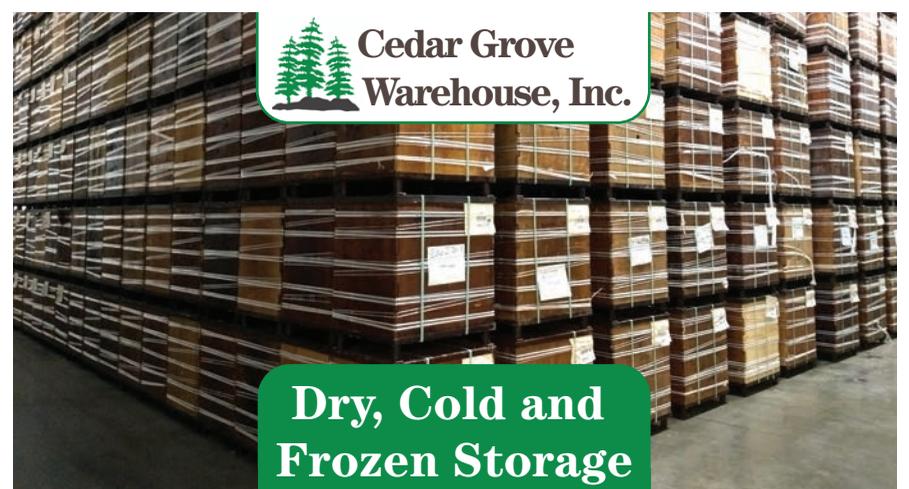


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Southeast Dairy Business Innovation Initiatives Program Adds More States

Knoxville, TN—For the last two years, Extension specialists with the University of Tennessee Institute of Agriculture have led the Southeast Dairy Business Innovation Initiatives (SDBII) program across Tennessee, Kentucky, and North Carolina.

A round of funding is expanding the program's reach to all 12 southeastern states, including those three states as well as Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, South Carolina, Virginia and West Virginia.

Managed by Liz Eckelkamp, UT Extension dairy specialist in the animal science department, the third round of SDBII funding from USDA's Agricultural Marketing Service (AMS) — \$6.13 million — will provide half of its funds directly to dairy businesses through a competitive grant program for planning new ventures and implementing new processes to produce higher-value dairy products.

The two previous rounds of funding offered a host of technical support services and workshops to dairy businesses with existing or intended value-added enterprises, including about \$3.3 million awarded across 34 unique projects that have the potential to substantially improve the viability of dairy businesses in Kentucky, Tennessee, and North Carolina.

"This is a needed continuation of programs for our value-added dairy businesses," Eckelkamp said. "From the request numbers we have received, we can definitively say there is a need for this next round of funding, and we are looking forward to expanding our grant program across the Southeast."

Previously, the program received 68 applications from dairy businesses for a total of \$8,053,000 in requests across Tennessee, Kentucky and North Carolina.

In the coming years, the SDBII will implement several new initiatives that will complement its existing programming. One of the unique projects that has been implemented through previous stages of SDBII is the Dairy Gauge Program, which helps dairy producers understand their production costs and make informed investment decisions for the farm.

With the funds allotted, SDBII will build upon the Dairy Gauge by helping dairy processors to better understand the costs of producing finished dairy products. The new Value-Added Business Gauge will help processors establish costs of production and compare year-to-year costs and revenues.

Another of the SDBII team's new objectives will be to conduct surveys to establish what products and experiences consumers are

looking for from value-added dairy businesses.

SDBII personnel will use this eye-tracking technology at retail stores of cooperating farmstead creameries to see what their customers prefer and help tailor their marketing practices accordingly. SDBII will create educational materials focused on marketing, reaching target demographics, and understanding consumers.

To foster a new generation of professionals with value-added dairy experience, the SDBII will begin offering an internship program. Through this program, individuals will receive on-the-job training while helping to offset the labor needs of value-added dairy

businesses. Interns will be matched with businesses during high production demand times to provide relief when it is needed most.

SDBII will also provide leadership trainings for dairy business owners through a program entitled "Mastering Individual Leadership Knowledge" or MILK for short.

Region-wide surveys will be conducted to determine how many minority-owned dairy businesses currently exist and to identify unique challenges these groups face. This initiative will help SDBII continue to ensure all dairy businesses have access to the opportunities and resources provided through the program.

Value-added dairy producers that milk small ruminants such as sheep and goats are a small but growing portion of the dairy community. A portion of the new

funding will provide more support for this community of producers.

Compared to cow dairies, limited technical support and learning materials are available to small ruminant dairy businesses. Southeast Dairy Business Innovation Initiatives will produce publications and resources targeted at addressing the lack of information available to these business owners.

For more information about the SDBII program, visit <https://valueaddeddairy.tennessee.edu/sdbii/>.

Last November, the USDA announced an investment of \$20.2 million in the Dairy Business Innovation (DBI) Initiatives, including \$18.4 million to three current initiatives, at the University of Tennessee, University of Wisconsin and Vermont Agency for Food Marketing, and \$1.8 million to California State University Fresno.

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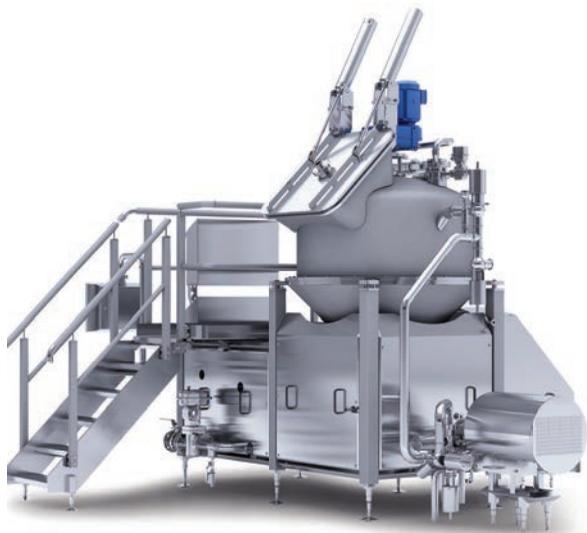
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Natec Network Offers ShearTherm Batch Processing For Cream, Processed Cheeses

Waukesha, WI—Now available from Natec USA LLC is the ShearTherm, which is described as a high-performance, highly effective batch processing system for producing a wide range of food

products, including cream cheese, processed cheese, and sauces.



The ShearTherm is specifically developed to include basic process requirements and extensive shear and emulsification options, in a modular design that can be indi-

vidually adapted to the customers' needs, Natec noted.

Many processes are combined and controlled in the small ShearTherm footprint, delivering maximum process, recipe and application flexibility, according to Natec. With full control of all process functions, the ShearTherm delivers excellent finished product characteristics and quality, even with particles.

The ShearTherm is the perfect choice for high powder concentrated and plant-based products, the company stated. In combination with Natec Network's innovative and unique Magnet for Emulsion (M4E) technology, together with a special multi-directional pre-mixer and agitator, it delivers short and efficient mixing of all ingredients.

The integrated vacuum system and different homogenization

units, each with controlled variable speed, guarantees a very high repeatability, short batch cycles, 100 percent homogeneous and lump-free product, Natec noted. Product heating utilizes unique Gold Peg direct steam injection while temperature is accurately monitored by Gold Peg self-cleaning temperature probes.

Benefits of the innovative ShearTherm batch processing system, according to Natec, include: highest control over processing conditions delivers excellent product characteristic and quality; maximizes yield (less raw material consumption with less production time); optimum functionality generates stable emulsifications with repeatability quality; reduced energy costs and space requirements; easy production and CIP through automatic programs; and fully enclosed, CIP-able, hygienic design, ensuring product safety.

Among the options and attachments available for the ShearTherm: bin lifter for ingredients addition; level measurement for exact dosage and traceability; steam conditioning unit; powder and ingredient addition systems;

air purge line; combined discharge and CIP pump; integration with existing CIP system; duplex filters (for processed cheese); and seamless integration with a UHT RotaTherm® cooker.

Natec USA, Hochland Natec GmbH and Gold Peg International have joined forces to form an international network of food processing companies — the Natec Network.

The network delivers customized equipment and production lines for key challenges in food processing and at every stage of business development.

In order to meet the customers' requirements, even at the start of a project, the Natec Network uses its own specific service framework which combines extensive experience and professional expertise along with a drive for innovation, Natec said.

The result is technology and support that is crucial in contributing to the value and development of the company's customers in the food production industry, the company stated.

For more information, visit www.natec.us.com; or www.natec-network.com.

Scholle IPN To Be Acquired By SIG

Neuhausen, Switzerland—SIG, a systems and solutions provider for aseptic carton packaging, has entered into an agreement to acquire 100 percent of Scholle IPN, a privately held company, for an enterprise value of 1.36 billion euros.

Founded in 1945, Scholle is a leader in bag-in-box and spouted pouches, according to SIG. About

70 percent of Scholle IPN revenues are in food and beverages, including dairy products such as cheese sauces, milk, yogurt, ice cream and sour cream. Scholle IPN is headquartered in Northlake, IL.

"The acquisition of Scholle IPN cements SIG's position as a global leader in innovative and sustainable packaging for food and beverages," said Samuel Sigrist, CEO of SIG. "It is consistent with our strategy of geographic and category expansion accompanied by share gains in key markets."

"This combination is compelling for our customers, who will benefit from our capabilities and expertise in the liquid packaging industry," said Laurens Last, chairman and owner of Scholle IPN. "I am excited about the future of the combined business, and I look forward to our joint innovation, with SIG further developing packaging substrates and solutions that are at the forefront of sustainability."

"SIG and Scholle IPN are highly complementary businesses in terms of market approach and the importance of sustainability of our products," said Ross Bushnell, president and CEO of Scholle IPN, who will

continue to lead the legacy Scholle IPN business.

"I believe that the combination of entrepreneurial spirit, nimble market response, and shared R&D capabilities will enable us to accelerate innovations for our customers and cement our collective market leadership in sustainable packaging solutions — particularly across aseptic and mono-material offerings which are key to packaging for the circular economy," Bushnell added.

The transaction is expected to close before the end of the third quarter of 2022 subject to customary closing conditions.



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Funds Released For Wisconsin Ag Exports Initiative

Madison—Dairy organizations and state officials this applauded actions taken this week by the state legislature to advance the new Wisconsin Initiative for Agricultural Exports (WIAE).

According to the Wisconsin Cheese Makers Association (WCMA), the legislature's Joint Finance Committee on Wednesday released initial funding for the WIAE. Separately, Assembly Bill 882, passed this week by the Assembly Agriculture Committee, applies unused federal loan funds to the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP), which administers the WIAE, to provide maximum funding for the first two years of the WIAE.

And Senate Bill 827, the companion bill to AB 882, also received unanimous approval by the Senate Committee on Agriculture and Tourism this week, the WCMA reported.

"Demand for Wisconsin's high-quality dairy products continues to increase around the world. Our state's dairy processors are ready to meet that demand, and with this week's action, they're one step closer to reaching new consumers and further growing Wisconsin's world-class dairy industry," said John Umhoefer, the WCMA's executive director. "We thank lawmakers for their decisive, strong support of this program."

Under the Wisconsin Initiative for Agricultural Exports, the DATCP will work with the Wisconsin Economic Development Corporation (WEDC) to increase exports of Wisconsin's dairy, meat, and crop products by 25 percent over their 2021 levels by 2026.

"This is an ambitious and worthy goal," said Amy Penterman, president of the Dairy Business Association. "Long-term stability and growth for the dairy community rests in large part on the opportunities we have to sell more of our high-quality food around the globe."

"This investment in agricultural exports will further strengthen Wisconsin's agricultural industry, reinforce Wisconsin as a leader in agriculture, and support the farmers, producers, and agribusinesses that have dedicated their lives to providing agricultural products to the world," said Wisconsin Gov. Tony Evers.

"This funding will allow us to continue building our state's agricultural brand internationally and encourage more Wisconsin agribusinesses to start or continue exporting their products," said Randy Romanski, DATCP secretary.

USDA's National Organic Program Plans Virtual Listening Session, Seeks Comments

Washington—USDA's, Agricultural Marketing Service (AMS, National Organic Program (NOP) this week announced a public listening session, with request for comment, regarding upcoming standards development activities, including feedback about specific recommendations received from the National Organic Standards Board (NOSB).

AMS intends to use the information received from public comments to prioritize future rule-making and standards development activities.

The virtual meeting will be held on Mar. 21, at 1:00 p.m., Eastern time. The deadline to sign up for oral comments during the meeting

is Feb. 28, while the deadline for written comments is Mar. 30.

The NOP's mission is to protect the integrity of USDA organic products and the organic seal. AMS protects organic integrity by establishing clear standards that create a level playing field and then enforcing those standards.

The NOP also oversees third-party certifying agents in their implementation of the organic standards with organic operations and develops training to support standards implementation and oversight.

AMS supports the work of the NOSB, an advisory board with a mission to assist the USDA in the development of standards for

substances used in organic production and to advise the secretary of agriculture on aspects of implementation of the Organic Foods Production Act.

The NOSB's activities include analyzing petitions, technical reports, and documents to make recommendations for materials to be included in or excluded from the National List.

Rather, these rulemaking priorities are included in the AMS public meeting notice, which was published in Monday's *Federal Register*, to provide the status of ongoing regulatory priorities.

Among these priorities: the Organic Livestock and Poultry Practices (OLPP) final rule, which is under review at the White House Office of Management and Budget; and the Strengthening Organic Enforcement (SOE) final rule.



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COMING EVENTS

www.cheesereporter.com/events.htm

Penn State Extension Adds New Free Webinars On Value-Added Dairy Foods

University Park, PA—Penn State Extension will expand its series of free webinars this spring created especially for small- and medium-sized dairy food processors.

Sponsored by Penn State's Value-Added Dairy Foods Team, the sessions will cover concerns such as food liability, equipment design, facility design, wastewater and wholesale marketing.

One-hour webinars are scheduled at noon Eastern time on the second Tuesday of each month through June.

Each webinar will feature a presentation of approximately 45 minutes, with the remaining 15

minutes dedicated to audience questions.

On March 10, Lyle Clem with Electrol Specialties will examine facilities for value-added dairy processors. Specifically, Clem will highlight how to conduct a facility needs assessment, facility permitting considerations and certain facility elements that must be in place.

On April 14, Rick Koller of Fairview Swiss Cheese, Fredonia, PA, will give a processor's perspective on wastewater treatment.

Details are being finalized for the final two webinars, to be held May 12 and June 9.

Inaugural SIAL America Will Look At Selling Cheese In A Plant-Based World

Las Vegas, NV—The challenge of marketing cheese and dairy products amidst the growing consumer trend of plant-based diets is among several cheese-related educational sessions at the inaugural SIAL America.

Officially endorsed by the US Department of Agriculture (USDA), SIAL America will launch here March 22-24, 2022, at the Las Vegas Convention Center (LVCC).

Because SIAL America has been added to USDA's list of approved domestic shows, companies participating in reimbursement programs through the State Regional Trade Groups (Branded Program, Fund-Match, or CostShare) will now be able to utilize USDA funding when participating at SIAL America.

The three-day food and beverage show will take place concurrent to Emerald's International Pizza Expo. It will host domestic and international exhibitors, including Butterball, Stonewall Kitchen, the California Milk Advisory Board (CMAB), Star Snacks, Metropolitan Market and Publix.

Those in attendance will be importers, foodservice companies, distributors, retailers, wholesalers and restaurateurs.

Educational sessions kick off Tuesday with discussions on today's US consumer, supply chain issues, Covid's impact on the foodservice industry, and how to sell dairy and meat products in a plant-based world.

Wednesday's lineup features innovations in the protein aisle, creating sustainable cheese grazing boards/low-waste kitchens, food import regulations, new functional foods and beverages, and beverage trends for 2022.

The final day of the show will look at the future of organics, brand strategies for tomorrow's markets, benefits of animal-product traceability, and the new era of "food on demand."

The show will also host international exhibitors from Turkey, Argentina, Canada, and Brazil and feature matchmaking services to connect like-minded businesses.

The free SIAL America Matchmaking Service allows visitors to search for exhibitors/attendees and book time to meet in person at the show. Once registered, participants will receive an email within 24 hours with the link to access the Matchmaking Service.

Attendees will also have the opportunity to attend demonstrations within an expansive Food Innovation Zone on the show floor. Product categories include Dairy Products, Frozen Foods, Snack Foods, Specialty Foods, Beverages and Organic/Wellness Foods.

The standard registration deadline is Feb. 28. General admission is \$150 per person and \$350 for non-exhibiting companies. Day passes are also available.

For more information regarding SIAL America, visit www.sialamerica.com.

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There is no cost to participate in the webinars, but participants must register for each event.

The Penn State Extension website also has links to previously recorded webinars available free online. Topics include the basics of dairy food labeling and how to use labeling as a marketing tool; raw milk quality; and liability issues for value-added dairy food processors.

For more information or to register online, visit the Penn State Extension website at www.extension.psu.edu/food-safety-and-quality/dairy-food-processing or call (877) 345-0691.

PLANNING GUIDE

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

New York State Cheese Manufacturers Association Virtual Spring Meeting: March 8. Visit www.nycheesemakers.com for Zoom updates.

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

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

ADPI/ABI Joint Annual Meeting: April 24-26. For details, visit www.adpi.org.

International Dairy Deli Bakery Association (IDDBA) Meeting & Expo: June 5-7, Atlanta, GA. Call 608-310-5000 or visit iddba@iddba.org for details.

American Dairy Science Association 2022 Annual Meeting: June 19-22, Kansas City, MO. Check www.adsa.org for updates and registration details.

IFT Annual Meeting & Expo: July 10-13, Hybrid Virtual and In-Person Event, Chicago. Visit www.iftevent.org for updates.

WDPA Dairy Symposium: July 11-12, Landmark Resort, Door County, WI. Visit www.wdpa.net for upcoming details.

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

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

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

Registration Open For NYSCMA Virtual Spring Meeting

Ithaca, NY—Members of the New York State Cheese Makers Association (NYSCMA) must sign up by Feb. 16 to receive cheese in time for the online spring meeting on March 8.

The virtual event will include a New York state dairy industry outlook update by Ed Gallagher, Dairy Farmers of America (DFA).

Cornell University's Martin Wiedmann will lead a session entitled "Smarter Food safety, Food Safety culture, Industry 4.0: How to Look Past the Buzzwords & Prepare Your Facility for the Future."

Alicia Heannings with the New York State Department of Agriculture & Markets will provide an update on cheese contest judging for the New York State Fair.

Robert Aguilera with Chr. Hansen will lead a cheese tasting session on "Music & Cheese: How Senses Affect Your Perception of Cheese." Participants are encouraged to send a favorite song to: Alex Solla via email: ahs24@cornell.edu.

Finally, Chobani's Valerie Wasielewski will lead a discussion on diversity and inclusion in the workplace.

A registration fee of \$100 includes shipment of cheese for the cheese tasting. Registrations received after Feb. 16 will not receive cheese for the virtual tasting.

Online registration is available at nyscheesemakers.com.



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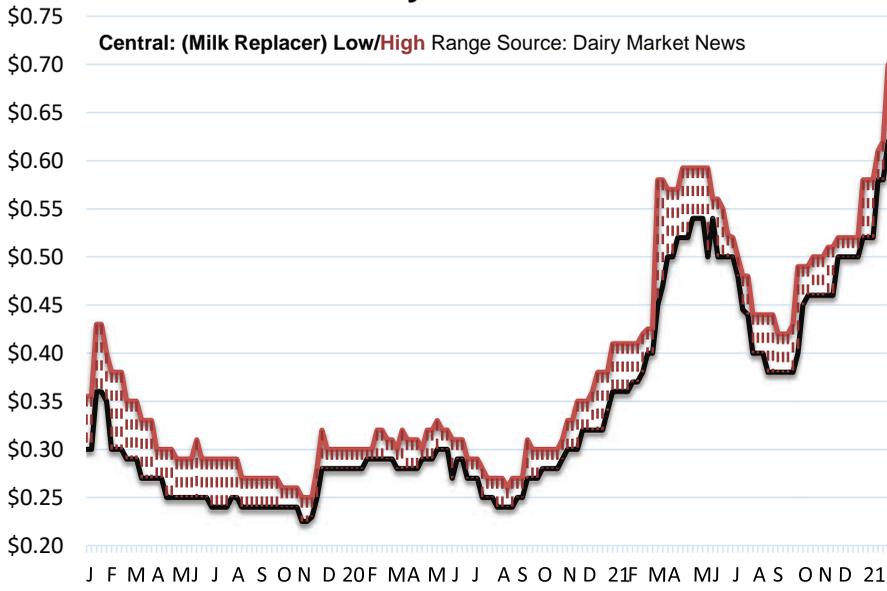
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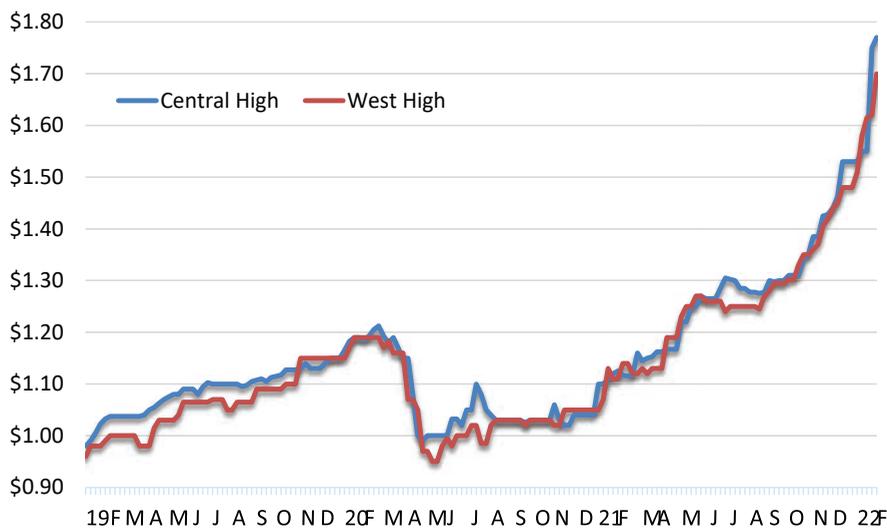
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DAIRY FUTURES PRICES

SETTLING PRICE

*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
2-4	Feb 22	20.70	23.45	78.300	175.500	1.872	1.8830	249.000
2-7	Feb 22	20.80	23.57	78.300	175.500	1.880	1.8990	254.550
2-8	Feb 22	20.69	23.57	78.250	175.075	1.880	1.8830	250.250
2-9	Feb 22	20.66	23.57	77.500	175.500	1.880	1.8920	252.200
2-10	Feb 22	20.74	23.61	77.250	174.150	1.895	1.8990	254.025
2-4	Mar 21	21.66	23.74	83.250	182.000	1.990	1.9680	246.000
2-7	Mar 21	21.93	24.04	83.250	182.500	1.990	1.9870	250.675
2-8	Mar 21	21.68	24.04	83.250	180.625	1.990	1.9670	249.000
2-9	Mar 21	22.04	24.04	81.000	182.800	2.000	2.0200	249.500
2-10	Mar 21	22.11	24.23	79.125	182.825	2.025	2.0300	254.875
2-4	Apr 21	21.80	23.60	82.000	182.250	1.980	1.9810	241.000
2-7	Apr 21	22.10	23.76	82.500	183.500	1.994	2.0090	242.000
2-8	Apr 21	21.89	23.76	82.000	182.700	1.994	1.9830	242.725
2-9	Apr 21	22.51	24.25	80.200	186.700	2.015	2.0490	244.000
2-10	Apr 21	22.55	24.41	78.500	186.500	2.069	2.0730	251.000
2-4	May 22	21.52	23.35	80.000	181.825	1.985	1.9690	235.750
2-7	May 22	21.94	23.44	80.500	183.050	2.020	1.9940	237.000
2-8	May 22	21.70	23.54	80.500	182.300	2.015	1.9880	235.500
2-9	May 22	22.20	23.64	78.750	184.725	2.034	2.0450	237.500
2-10	May 22	22.19	24.10	76.250	186.225	2.060	2.0580	245.775
2-4	June 22	21.56	23.02	77.000	179.825	1.989	1.9620	235.000
2-7	June 22	21.86	23.16	78.000	181.000	2.031	2.0060	236.475
2-8	June 22	21.73	23.30	78.000	180.450	2.040	2.0060	235.450
2-9	June 22	22.07	23.60	76.000	182.725	2.040	2.0490	240.000
2-10	June 22	22.10	24.04	74.150	185.000	2.080	2.0570	246.000
2-4	July 22	21.42	22.88	74.525	177.175	2.030	1.9900	234.000
2-7	July 22	21.73	23.07	75.000	178.600	2.031	2.0060	235.000
2-8	July 22	21.65	23.03	74.500	178.000	2.034	2.0120	234.725
2-9	July 22	21.22	23.40	72.500	180.025	2.074	2.0360	240.000
2-10	July 22	22.08	23.73	71.000	182.750	2.083	2.0740	244.900
2-4	Aug 22	21.35	22.49	72.025	172.000	2.043	1.9950	234.250
2-7	Aug 22	21.59	22.52	72.500	173.375	2.043	2.0140	232.375
2-8	Aug 22	21.55	22.62	72.500	173.025	2.043	2.0160	234.650
2-9	Aug 22	22.00	23.00	70.000	175.850	2.061	2.0360	239.000
2-10	Aug 22	22.08	23.30	70.000	178.750	2.085	2.0600	245.000
2-4	Sept 22	21.25	22.00	70.000	167.725	2.039	1.9980	232.000
2-7	Sept 22	21.45	22.10	71.500	168.400	2.039	2.0060	231.250
2-8	Sept 22	21.35	22.15	71.500	168.425	2.039	2.0110	233.500
2-9	Sept 22	21.74	22.39	69.000	171.525	2.065	2.0400	237.250
2-10	Sept 22	21.82	22.87	68.000	175.725	2.089	2.0650	242.000
2-4	Oct 22	20.92	21.62	67.025	165.000	2.015	1.9920	231.975
2-7	Oct 22	21.05	21.69	67.025	165.000	2.015	2.0100	228.475
2-8	Oct 22	21.06	21.78	67.025	165.150	2.015	2.0120	230.625
2-9	Oct 22	21.60	22.15	66.000	168.200	2.023	2.0220	235.000
2-10	Oct 22	21.73	22.52	66.000	172.000	2.043	2.0420	239.900
2-4	Nov 22	20.54	21.37	64.500	162.000	2.002	1.9650	228.975
2-7	Nov 22	20.62	21.37	64.500	163.075	2.002	1.9800	225.475
2-8	Nov 22	20.62	21.37	64.500	162.750	2.002	1.9820	227.125
2-9	Nov 22	21.20	21.75	64.500	165.625	2.002	1.9910	230.750
2-10	Nov 22	21.30	22.10	64.500	169.600	2.019	2.0180	236.900
2-4	Dec 22	20.10	20.75	63.025	159.100	1.975	1.9350	225.975
2-7	Dec 22	20.18	20.76	63.025	159.100	1.975	1.9500	225.475
2-8	Dec 22	20.18	20.80	63.025	159.750	1.975	1.9500	222.500
2-9	Dec 22	20.70	21.20	63.025	163.750	1.975	1.9600	225.000
2-10	Dec 22	20.87	21.50	63.025	167.500	1.980	1.9310	230.250

Interest - Feb. 10: 29,559 14,008 2,619 9,679 1,836 16,265 10,946

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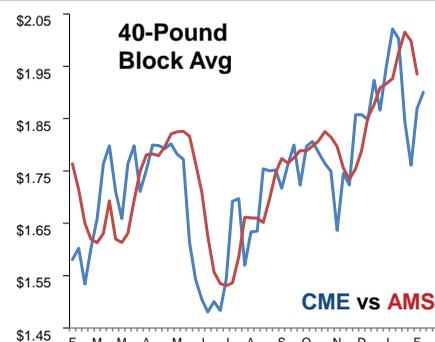
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HISTORICAL MILK PRICES - CLASS II

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'19	15.74	16.13	16.61	16.38	16.48	17.30	17.61	17.6	16.93	16.68	16.85	16.81
'20	17.05	16.84	16.75	13.87	12.30	12.99	13.79	13.27	13.16	13.63	13.86	14.01
'21	14.18	14.00	15.07	15.56	16.22	16.66	16.83	16.51	16.89	17.08	18.40	19.84
'22	22.83											

DAIRY PRODUCT SALES

February 9, 2022—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM. *Revised



Week Ending	Feb. 5	Jan. 29	Jan. 22	Jan. 15
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	1.9351	1.9983	2.0152	1.9755
Sales Volume				
US	10,784,956	12,009,365	4,543,495	12,341,308
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	1.9345	1.9756	1.9318	1.8313
Adjusted to 38% Moisture				
US	1.8429	1.8870	1.8439	1.7505
Sales Volume	Pounds			
US	13,020,545	14,121,321	12,624,777•	13,676,983
Weighted Moisture Content	Percent			
US	34.92	35.09	35.04	35.14
AA Butter				
Weighted Price	Dollars/Pound			
US	2.6661	2.7962•	2.7252•	2.5908•
Sales Volume	Pounds			
US	3,631,986	3,429,836•	4,659,236•	4,213,535•
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.7504	0.7333•	0.7224	0.7011•
Sales Volume				
US	4,296,070	4,674,442•	5,679,520	4,532,823•
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.6944	1.6787•	1.6653	1.6315
Sales Volume	Pounds			
US	27,329,790	22,293,442•	19,218,259	26,012,318•

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - FEB. 4: The persistent narrative of supply chain limitations and labor shortages continues to burden cheese manufacturers. Cheese plants are active and running fairly busy schedules, with balanced to available milk supplies. Retail demand is generally healthy. Foodservice demand is somewhat quieter, and recent winter storms affecting school districts and restaurants are not expected to aid in more purchasing. Teetering market prices have not enticed customers to take on anything outside of their short-term needs.

NORTHEAST - FEB. 9: Steady milk supplies are flowing to northeastern cheese manufacturers. Production is fairly active for Cheddar, Mozzarella, and Provolone. However, some cheesemaking facilities are operating under capacity as plant managers contend with labor pool issues, shortages of production/packaging supplies, and transportation delays. Additionally, winter storm-related road closures have disrupted hauling routes and prevented some staff from getting to plants. Regional cheese supplies are plentiful. Inventories are available to meet current spot and contract needs. Retail demand has been receiving a boost ahead of the Super Bowl this weekend. Foodservice sales are steady to softer as COVID safety restrictions have reportedly contributed to reduced dine-in numbers for some eateries.

Wholesale prices, delivered, dollars per/lb:
Cheddar 40-lb blocks: \$2.3225 - \$2.6100 **Process 5-lb sliced:** \$1.9325 - \$2.4125
Muenster: \$2.3100 - \$2.6600 **Swiss Cuts 10-14 lbs:** \$3.4775 - \$5.8000

MIDWEST AREA - FEB. 9: Cheese makers report stronger customer demand. As January progressed and market prices depressed, customers began to pace their ordering. After last week's stably bullish movements, customers are now back at the table. Production is busy at some plants, while others are still facing employee shortages, and a handful of plant managers have scheduled maintenance/cleaning operations. Curd producers said they had some extra spots available after the winter holidays, but current loads are moving into contractual agreements. Due to some plants running lighter or limited schedules, milk remains similarly available to last week. Spot prices are discounted at around \$1 under Class.

Wholesale prices delivered, dollars per/lb:
Blue 5# Loaf: \$2.5075 - \$3.5750 **Mozzarella 5-6#:** \$2.0375 - \$2.9825
Brick 5# Loaf: \$2.2375 - \$2.6625 **Muenster 5# Loaf:** \$2.2375 - \$2.6625
Cheddar 40# Block: \$1.9600 - \$2.3600 **Process 5# Loaf:** \$1.9175 - \$2.2775
Monterey Jack 10# \$2.2125 - \$2.4175 **Grade A Swiss 6-9#:** \$2.9925 - \$3.1100

WEST - FEB. 9: Retail demand for cheese is steady, though contacts report foodservice demand continues to decline. Many restaurants in the region are operating reduced hours or are closed due to COVID concerns and labor shortages. International demand for cheese is strengthening, as contacts report increased interest from purchasers in Mexico and Asian markets. Stakeholders say that US cheese prices are currently lower than European prices. Loads of cheese are facing delays due to a shortage of available truck drivers, while export loads are facing additional delays due to port congestion. Spot inventories of both cheese blocks and barrels are available to meet current market demands. Milk is available for cheese producers to run busy schedules. Some plant managers say that labor shortages and delayed deliveries of production supplies are causing them to reduce production schedules.

Wholesale prices delivered, dollars per/lb: **Monterey Jack 10#:** \$2.1850 - \$2.4600
Cheddar 10# Cuts: \$2.1975 - \$2.3975 **Process 5# Loaf:** \$1.9350 - \$2.1900
Cheddar 40# Block: \$1.9500 - \$2.4400 **Swiss 6-9# Cuts:** \$3.2850 - \$3.7150

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

Variety	Date:	2/9	2/2	Variety	Date:	2/9	2/2
Cheddar Curd		\$2.49	\$2.40	Mild Cheddar		\$2.45	\$2.37
Young Gouda		\$2.28	\$2.22	Mozzarella		\$2.15	\$2.10

FOREIGN -TYPE CHEESE - FEB. 9: Western European countries are top sources for cheese imports to the US. Demand is strong from EU customers as well as from extra EU export destinations. Demand from Southern Europe is expected to rise. Allocation of some contracted orders continues due to tight supplies. These factors will merge to maintain price pressure in coming months. Forward contracting is proceeding at higher pricing.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.1800 - 3.6675
Gorgonzola:	\$3.6900 - 5.7400	\$2.6875 - 3.4050
Parmesan (Italy):	0	\$3.5675 - 5.6575
Romano (Cows Milk):	0	\$3.3700 - 5.5250
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	0	0
Swiss Cuts Switzerland:	0	\$3.5125 - 3.8375
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

NDM PRODUCTS - FEBRUARY 10

NDM - CENTRAL: Low/medium heat NDM prices continued their push higher this week, as supplies remain snug. Trading activity experienced a bit of a slowdown though, as producers/sellers say buyers are naturally buying on a necessity basis through the duration of this bullish stint. Condensed skim is and has been noted as available. Handlers, though, say finding tankers/drivers has become problematic, and it is not only a hurdle moving skim from one region to the next, but even within a single region. Additionally, balancing plants throughout the region (and US) are short-staffed.

NDM - WEST: Domestic demand for low/medium heat NDM is steady. International demand is strengthening; purchasers from Mexico are, reportedly, buying loads in advance of late Q1 and early Q2 needs. Port congestion and a shortage of available truck

drivers are causing delays to load deliveries throughout the region. Low/medium heat NDM production is steady, but below capacity. Plant managers say that milk is available for production, but that delayed deliveries of production supplies and labor shortages are preventing them from running busier schedules. Production of high heat NDM is limited, as drying operations focus on the production of low/medium heat.

NDM - EAST: Low/medium NDM trading was somewhat quiet in the eastern region, but prices continue to push higher. Although there are some loads available west of the Mississippi, eastern contacts say supplies are very limited in their region. Producers say there is some pushback from customers due to spot loads being exclusively over \$1.80, but buyers are hesitantly willing to pay up for near term needs.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads increased eight percent from last week, but organic dairy ads are down five percent. The most advertised dairy item this week is conventional ice cream in 48- to 64-ounce containers. The national average price is \$3.24, up from \$3.17 last week. Ads for conventional sour cream in 16-ounce containers surged 82 percent and feature an average price of \$1.91, eight cents more than last week.

Conventional cheese ads are down 16 percent from last week. The most advertised cheese item this week is conventional 8-ounce shred cheese, with 18 percent fewer ads than last week. The average price for conventional 8-ounce shred cheese is \$2.30, 15 cents lower than last week.

Total conventional milk ads sank three percent. Conventional gallon milk is the most advertised milk item this week, and ads feature an average price of \$3.53, up 61 cents from last week. The national average price for conventional milk half-gallons is \$1.97, compared to \$4.33 for organic milk half-gallons, providing an organic price premium of \$2.36.

RETAIL PRICES - CONVENTIONAL DAIRY - FEBRUARY 11

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.32	3.73	3.18	2.86	3.00	2.85	3.56
Cheese 8 oz block	2.30	2.41	2.05	2.66	2.23	2.14	2.14
Cheese 1# block	4.48	4.45	4.61	3.49	NA	NA	4.41
Cheese 2# block	6.03	6.98	NA	4.99	5.38	6.29	5.39
Cheese 8 oz shred	2.30	2.30	2.08	2.55	2.32	2.41	2.17
Cheese 1# shred	3.38	3.77	3.50	NA	NA	3.50	3.80
Cottage Cheese	2.36	2.67	2.00	3.49	2.10	1.98	2.76
Cream Cheese	2.15	2.40	1.59	NA	1.19	1.47	2.23
Flavored Milk 1/2 gallon	2.47	2.78	NA	NA	2.29	1.68	2.81
Flavored Milk gallon	3.12	3.36	NA	NA	NA	2.80	3.36
Ice Cream 48-64 oz	3.24	3.17	3.52	3.10	3.74	3.04	3.01
Milk 1/2 gallon	1.97	2.05	NA	NA	NA	1.68	2.02
Milk gallon	3.53	3.72	NA	NA	3.29	2.72	3.53
Sour Cream 16 oz	1.91	1.89	2.04	1.93	1.83	1.74	1.57
Yogurt (Greek) 4-6 oz	1.01	1.03	1.00	1.15	.98	.91	.98
Yogurt (Greek) 32 oz	4.48	4.37	4.94	4.67	4.99	4.40	4.24
Yogurt 4-6 oz	.56	.59	.50	.57	.49	.51	.64
Yogurt 32 oz	2.34	2.31	2.53	2.50	NA	1.92	2.22

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:		
Butter 1 lb:	\$6.15	Greek Yogurt 4-6 oz: NA
Cheese 8 oz shred:	NA	Greek Yogurt 32 oz: \$4.99
Cheese 8 oz block:	NA	UHT Milk 8 oz: NA
Cream Cheese 8 oz:	NA	Milk 1/2 gallon: \$4.33
Yogurt 4-6 oz:	\$1.14	Milk gallon: \$6.56
Yogurt 32 oz:	\$3.89	Sour Cream 16 oz: NA
		Ice Cream 48-64 oz: NA

WHOLESALE BUTTER MARKETS - FEBRUARY 9

NATIONAL: Cream is readily available across the Central and West regions, which is helping to fuel active butter production. In the East, where heavy post-snowstorm bottling pulls are moderating milk flows to balancing operations, butter production is steady to lower. Across all regions, some manufacturers continue to face labor pool issues, supply chain issues, and transportation delays. Availability remains limited for bulk butter inventories. Foodservice demand is softening. Retail sales are steady to slower. Strong export interest is present.

WEST: Cream inventories are available, while demand is holding steady. Transportation delays and labor shortages are causing some processing plants in the region to run below capacity. Demand for butter is strong in both domestic and international markets. Retail sales of butter are steady, while foodservice sales have declined in recent weeks. Inventories of both salted and unsalted butter are tight. Butter deliveries are facing delays due to port congestion and a shortage of truck drivers. Production is trending higher. A buttermaking facility that has been closed for several months has, reportedly, resumed partial production. Bulk butter overages range from 7 to 15 cents over the CME market price.

CENTRAL: Central butter producers are wrapping up spring holiday inventory preparations. With cream stably available in and out of the region, they are running busy churns, but still note employee shortages are inhibiting full production activity. Some plants are still receiving cream from the western region, but driver shortages, particularly out West, are prevalent. Plant managers are currently setting their sights on autumn's seasonal demand upticks. They say orders have slowed in recent weeks, which aligned with a surge in market butter pricing earlier in January, then a correction lower toward the end of that month. For the last two trading weeks, though, prices have held a more steady tone at around \$2.50.

NORTHEAST: Plant managers report that butter manufacturing is seasonally progressing in the midst of ongoing production obstacles. In-house cream supplies are adequate to light and contingent on the balancing facility. Production runs are being distributed between salted and unsalted butter to supply holiday demand. Retail interest is mostly steady with moderate to good activity from forward sales accounts. Recent price swings in the wholesale butter market suggest a somewhat unsettled butter market.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
02/07/22	39,192	91,767
02/01/22	38,769	91,176
Change	423	591
Percent Change	1	1

CME CASH PRICES - FEBRUARY 7 - 11, 2022

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDN	DRY WHEY
MONDAY February 7	\$1.9100 (+1½)	\$1.9000 (NC)	\$2.5175 (+1¼)	\$1.8450 (+1¼)	\$0.8575 (NC)
TUESDAY February 8	\$1.8900 (-2)	\$1.9000 (NC)	\$2.5075 (-1)	\$1.8425 (-¼)	\$0.8675 (+1)
WEDNESDAY February 9	\$1.8575 (-3¼)	\$1.9000 (NC)	\$2.5325 (+2½)	\$1.8650 (+2¼)	\$0.8275 (-4)
THURSDAY February 10	\$1.8575 (NC)	\$1.9000 (NC)	\$2.5775 (+4½)	\$1.8800 (+1½)	\$0.7900 (-3¼)
FRIDAY February 11	\$1.9100 (+5¼)	\$1.9075 (+¾)	\$2.7550 (+17¼)	\$1.8975 (+1¼)	\$0.8225 (+3¼)
Week's AVG \$ Change	\$1.8550 (+0.0225)	\$1.9015 (+0.0320)	\$2.5780 (+0.0925)	\$1.8660 (+0.0500)	\$0.8330 (-0.0220)
Last Week's AVG	\$1.8325	\$1.8695	\$2.4855	\$1.8160	\$0.8550
2021 AVG Same Week	\$1.4980	\$1.6025	\$1.3135	\$1.1200	\$0.5400

MARKET OPINION - CHEESE REPORTER

Cheese Comment: There was no block market activity at all on Monday, Tuesday, Wednesday or Thursday. On Friday, 2 cars of blocks were sold, the last at \$1.9075, which raised the price. The barrel price increased Monday on an unfilled bid at \$1.9100, fell Tuesday on a sale at \$1.8900, dropped Wednesday on a sale at \$1.8575, then increased Friday on a sale at \$1.9100.

Butter Comment: The price rose Monday on an unfilled bid at \$2.5175, declined Tuesday on a sale at \$2.5075, increased Wednesday on an unfilled bid at \$2.5325, rose Thursday on an unfilled bid at \$2.5775, and jumped Friday on a sale at \$2.7550. 8 carloads of butter were traded this week on the CME.

Nonfat Dry Milk Comment: The price rose Monday on a sale at \$1.8450, fell Tuesday on a sale at \$1.8425, increased Wednesday on a sale at \$1.8650, rose Thursday on a sale at \$1.8800, and climbed Friday on a sale at \$1.8975. A total of 16 carloads of NDM were traded this week on the CME.

Dry Whey Comment: The price increased Tuesday on a sale at 86.75 cents, fell Wednesday on a sale at 82.75 cents, dropped Thursday on a sale at 79.0 cents, then increased Friday on a sale at 82.25 cents.

WHEY MARKETS - FEBRUARY 7 - 11, 2022

RELEASE DATE - FEBRUARY 10, 2021

Animal Feed Whey—Central: Milk Replacer:	.6200 (+4) – .7000 (+8)
Buttermilk Powder:	
Central & East:	1.6500 (NC) – 1.7700 (NC) West: 1.5200 (NC) – 1.7000 (NC)
Mostly:	1.5700 (+3) – 1.6300 (+3)
Casein: Rennet:	4.8850 (+½) – 5.1000 (NC) Acid: 5.8975 (+1¼) – 5.9800 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.7375 (+1½) – .8450 (NC) Mostly: .7750 (+2½) – .8100 (+1)
Dry Whey—West (Edible):	
Nonhygroscopic:	.7375 (+1½) – .8550 (+3¼) Mostly: .7900 (+2) – .8300 (+2)
Dry Whey—NorthEast:	.7300 (+2) – .8225 (+3)
Lactose—Central and West:	
Edible:	.3200 (+1) – .5300 (NC) Mostly: .3700 (NC) – .4400 (NC)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat:	1.8200 (+6) – 1.9200 (+4) Mostly: 1.8400 (+5) – 1.9000 (+7)
High Heat:	1.9500 (+3) – 2.0500 (NC)
Nonfat Dry Milk —Western:	
Low/Medium Heat:	1.7650 (+2) – 1.9250 (NC) Mostly: 1.8000 (+2) – 1.8500 (+3)
High Heat:	1.9250 (NC) – 2.0450 (+1)
Whey Protein Concentrate—34% Protein:	
Central & West:	1.4400 (NC) – 1.7150 (+4¾) Mostly: 1.5050 (NC) – 1.6000 (+2¾)
Whole Milk—National:	2.1000 (-10) – 2.4200 (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	18.36
'22	20.38											

USDA Buys Butter, Seeks Input On Draft Revisions To Packaged Butter CRD

Washington—The US Department of Agriculture (USDA) last Friday announced the awarding of a contract to **Darigold, Inc.**, for a total of 82,080 pounds of butter for delivery in April and June 2022.

The butter is being purchased in support of USDA domestic food distribution programs.

The price range for the butter is \$2.7899 to \$3.0100 per pound; the total price of the contract is \$239,222.16.

USDA's previous butter solicitations — issued in September and December and on Jan. 13 — had been cancelled by the agency because no offers were received. The Jan. 13 solicitation had also been for 82,080 pounds of butter.

In a related development, USDA's Agricultural Marketing Service (AMS) is proposing to revise the current commodity requirements document (CRD) for packaged butter. Proposed changes include new production and labeling requirements.

In the area of production requirements, proposed changes include: the product shall not be manufactured and packaged more than 30 days prior to the date of delivery to the government; if frozen butter is used for micro-fixing, the bulk butter shall not be frozen more than

60 days after manufacturing; and, at the time of delivery to the government, the product shall have a temperature not greater than 40 degrees F.

In the area of production date labeling, USDA is proposing that the production date (day/month/year) shall be shown on all primary packaging (immediate containers) and secondary shipping containers.

In the area of net weight requirements, USDA is proposing, among other things: the product shall consist of 1/4-pound solid sticks (four sticks per one-pound carton); shipping containers shall be packed with either 30 or 36 one-pound cartons (four 1/4-pound sticks per one-pound carton), whichever is requested in the solicitation (individual shipping containers packed with 30 one-pound cartons shall have a net weight not less than 29.85 net pounds, and individual shipping containers packed with 36 one-pound cartons shall have a net weight not less than 35.85 net pounds); and a one-pound solid print or block is permitted only if requested in the solicitation.

All questions and comments about these proposed revisions should be directed to Matthew Siedschlaw, at Matthew.Siedschlaw@usda.gov, by Feb. 25, 2022.

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