



CHEESE REPORTER

Vol. 148, No. 36 • February 16, 2024 • Madison, Wisconsin



More US Dairy Cows Are On Large Farms, Fewer Are On Small Farms

Rabobank Estimates That 68% Of US Milk In 2022 Was Produced On Farms With 1,000 Or More Cows

Utrecht, Netherlands, and Washington, DC—Consolidation trends on US dairy farms has persisted in recent years, according to a new Rabobank report that looks at the statistics behind US agriculture.

USDA's National Agricultural Statistic Service (NASS) on Tuesday announced the results of the 2022 Census of Agriculture, spanning more than 6 million data points about America's farms and ranches and the people who operate them down to the county level.

The data collected directly from producers shows a continued decline in the total number of US farms, NASS noted; specifically, in 2022, there were 1.9 million farms and ranches, down 7 percent from 2017, with an average size of 463 acres (up 5 percent) on 880 million acres of farmland (down 2 percent).

US farms and ranches produced \$543 billion in agricultural products in 2022, up from \$389 bil-

lion in 2017, the ag census found. With farm production expenses of \$424 billion, US farms had net cash income of \$152 billion.

The Census of Agriculture provides a breakdown of dairy operations by size, Rabobank noted. In 2017, 55 percent of the US dairy herd was on operations with more than 1,000 cows, up from 40 percent in 2007 and 17 percent in 1997.

By 2022, 65 percent of cows were on operations with more than 1,000 cows.

Conversely, the number of cows on smaller farms (less than 100 head) has declined, dropping from 39 percent in 1997 to 21 percent in 2007, 13 percent in 2017, and just 7 percent in 2022, Rabobank reported.

In 2017, USDA reported that there were 714 total operations with more than 2,500 cows. By far, California had the highest number of large farms, totaling 198, followed by Texas (72), New Mexico (69) and Idaho (62).

By 2022, the number of dairies with more than 2,500 head had expanded to 834, an increase of 17 percent.

California showed the strongest growth, with an additional 57 large dairies, bringing the total to 255 in the state, Rabobank noted. New York added 16 large farms, while Wisconsin built 14 large operations in the five-year period.

Texas was still second to California in the overall number of large farms with 83, up 11 from 2017, Rabobank said. By contrast, New Mexico lost eight large dairies, while Idaho had four fewer large farms.

Though fewer in number, larger operations continue to account for an increasing share of the US milk supply. According to Rabobank's calculations based upon the 2022 census data, 68 percent of US milk was produced on dairy operations with 1,000 or more cows, which comprise 8 percent of the total number of farms. This is up from 2017, when 60 percent of the milk was produced on 5

• See **Large, Small Farms**, p. 9

Dairy CPI Rose 0.4% In January; Retail Cheddar Price Increased, Whole Milk Price Fell

Washington—The Consumer Price Index (CPI) for dairy and related products was 268.9 in January (1982-84=100), up 0.4 percent from December but down 1.1 percent from January 2023, the US Bureau of Labor Statistics (BLS) reported Tuesday.

That's the second straight increase in the dairy CPI, after it had reached a 2023 low of 267.6 in November.

Still, January marked the ninth consecutive month in which the dairy CPI was under 270. It had been above 270 every month from Nov. 2022 through April 2023.

CPI for all items was 308.4, up 0.5 percent from Dec. and 3.1 percent higher than in January 2023.

Also in January: the CPI for food was 327.3, up 0.6 percent from December and up 2.6 percent from January 2023; the CPI for food at home was 305.0, up 0.7 percent from December and 1.2 percent higher than in January 2023; and the CPI for food away from home was 363.2, up 0.5 percent from December and 5.1 percent higher than in January 2023.

January's CPI for cheese and related products was 266.5, up 1.0 percent from December but down 2.1 percent from January 2023.

• See **Retail Prices Mixed**, p. 5

US Milk Production Projected To Rise By 9.1% To 253.6 Billion Pounds By 2033

Washington—US milk production is projected to increase at a compound annual growth rate (CAGR) of 1.1 percent per year through 2033, to 253.6 billion pounds, according to the *USDA Agricultural Projections to 2033* report released Wednesday by USDA's Office of the Chief Economist.

The long-term agricultural projections presented in the report, colloquially referred to as the baseline projections, are a USDA consensus on a conditional long-run scenario for the agricultural sector.

The projections analysis was conducted by interagency committees

• See **More Milk By 2033**, p. 4

Canada Proposes Changes To CPTPP Dairy TRQs; NZ Dairy Group Objects

Ottawa, Ontario—Global Affairs Canada has launched consultations on the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) dairy tariff-rate quotas (TRQs) panel report implementation as well as other administration policy changes, and seeking input on those proposals.

Last September, a panel in the CPTPP dairy TRQs dispute issued a final report that found in Canada's favor on two claims, but also identified non-conformities on two claims that Canada now has the obligation to eliminate, Global Affairs Canada explained.

Those non-conformities are: Canada's pools are inconsistent with the CPTPP because, according to the panel, they limit

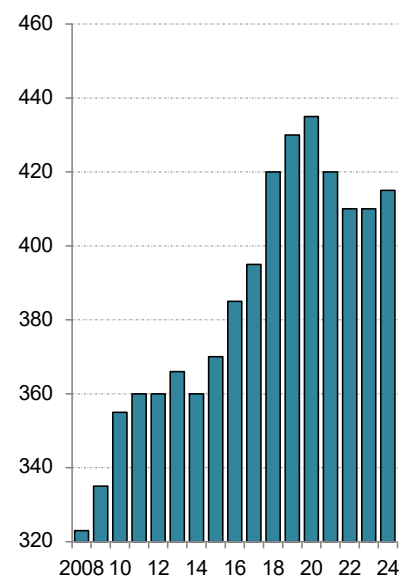
access to an allocation to processors by reserving priority access to Canada's 16 dairy TRQs to processors; and Canada's existing "Notices to Importers" are inconsistent with the CPTPP because, according to the panel, Canada's pooling system operates to limit the opportunity for otherwise eligible applicants to use the TRQs fully.

In addition, Canada is considering making further changes to certain CPTPP dairy TRQ administration policies.

Under current policy for the CPTPP TRQ for industrial cheese, 80 percent is allocated to processors on a market share basis; 20 percent is allocated to further processors on a market share basis; and all imports are to

• See **Canada's TRQs**, p. 10

US Milk Goat Inventory as of January 1 100,000 head





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

Cheese Reporter Publishing Co. Inc. © 2024

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

DICK GROVES
Publisher/Editor

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

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

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

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

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

Cheese Reporter is the official publication of the following associations:

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

Central Wisconsin Cheesemakers' and Buttermakers' Association
Peggy Noeldner
pnoeldner@nasonvilledairy.com

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

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

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

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

Nebraska Cheese Association
Ed Price, Fremont, NE 68025

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

North Central Cheese Industries Assn
Prafulla Salunke, SDSU, Box 2104,
Brookings, SD 57007

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

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

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

Southwestern Wisconsin Cheese Makers' Association
Melissa Meinke, Dairy Connection,
2312 Vondron Road, Madison, WI 53718

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

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

Wisconsin Dairy Products Association
Amy Winters, 8383 Greenway Blvd.,
Middleton, WI 53562

EDITORIAL COMMENT



DICK GROVES

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

it appears that 2023, if not one for the record books, was a pretty good year for US dairy exports.

Not Recordbreaking, But A Pretty Good Year For US Dairy Exports

The final numbers are in, and they indicate that US dairy exports in 2023 fell short of some of the records they set in 2022. Still, it appears that 2023, if not one for the record books, was a pretty good year for US dairy exports.

For starters, according to figures from USDA's Foreign Agricultural Service (and reported on our front page last week), US dairy exports in 2023 were valued at \$8.0 billion, down 16 percent, or \$1.54 billion, from 2022's record value. That's a pretty significant drop.

But a closer look at US dairy exports over the past decade or so illustrates that US dairy exports were actually pretty impressive last year — and how astonishing 2022's exports were. In fact, 2023 was just the second time US dairy exports topped \$8 billion in value, 2022 being the other.

But prior to 2022, dairy exports had only topped \$7 billion in value twice before. The first time was in 2014, when exports reached a record \$7.1 billion. Exports dropped off after that, and didn't break that 2014 record until 2021, when they reached \$7.6 billion.

But then exports shot right up to \$9.55 billion in 2022, shattering the 2021 record by almost \$2 billion.

So had 2022 not been such an anomaly, 2023's export value would have looked pretty impressive. And in fact it's still pretty impressive, because it's just the second time ever that dairy exports topped \$8.0 billion in value.

Also impressive is the fact that dairy export values were relatively consistent last year. As was also the case in 2022, monthly dairy export values only dipped below \$600 million once, in September, at \$596.9 million. But they also only topped \$800 million in value once, in March,

at \$814.8 million. So the 2023 low was actually higher than 2022's low of \$587.6 million, but 2022 also had six months in which exports topped \$800 million, including one month (May) in which they reached a record \$912.4 million.

Last year also matched 2022 in that two countries were billion-dollar-markets for US dairy exports. Specifically, US dairy exports to Mexico topped \$2.0 billion in 2023 for the second straight year, and exports to Canada topped \$1.0 billion for the second straight year.

However, there was just one additional \$500 million export market for the US last year — China, at \$607.7 million — and then no other export market worth more than \$400 million. By contrast, exports to China in 2022 had topped \$800 million in value, and exports to Japan, the Philippines and South Korea all topped \$500 million.

Cheese exports also performed impressively in 2023, albeit not as impressively as in 2022. Cheese exports in 2022 had ended up just shy of a billion pounds, at 991.9 million pounds, so a billion pounds in 2023 seemed possible, so perhaps the 958.3 million pounds of cheese exported last year is disappointing to some.

Well, that volume of cheese exports seems pretty impressive from a historical perspective. Prior to 2021, cheese exports had topped 800 million pounds just once; that was in 2014, when exports totaled 810 million pounds. From 2015 through 2020, cheese exports ranged from 629.7 million pounds in 2016 to 784.3 million pounds in 2019.

Cheese exports reached a record high of 883.5 million pounds in 2021, then shattered that record in 2022. But while cheese exports did decline in 2023, they were still the second-highest volume ever, and last

year was just the second time ever that cheese exports topped 900 million pounds.

Here's another notable item regarding 2023 cheese exports: exports to China, at 29.6 million pounds, were up an eye-opening 176 percent from 2022. That's the second-highest volume of cheese ever exported by the US to China, trailing only the record 30.9 million pounds that was set back in 2017.

This large volume of cheese exports to China comes shortly after Rabobank released a report (covered in a front-page story in our Feb. 2 issue) that anticipates that China's cheese demand will rise at a 9.1 percent compound annual growth rate from 2023 to 2030, and that the domestic supply won't be able to satisfy that rising cheese demand.

Achieving a 176 percent increase in exports to a country with such high projected demand seems like a very positive development for the future of US cheese exports.

We'll mention one other specific 2023 US dairy export statistic here: lactose exports last year totaled a record 1.04 billion pounds, up 5 percent from 2022's record.

At that volume, lactose becomes the second US dairy export commodity to top a billion pounds in a single year; nonfat dry milk exports have actually topped that mark every year since 2013.

Over the past decade, there have been two record-shattering dairy export years for the US: in 2014 and then in 2022. The year 2023 actually surpassed 2014 in many ways, but ended up falling short of 2022 in many ways.

Still, 2023 was a pretty impressive year for US dairy exports. And it served as a nice reminder that dairy exports don't necessarily have to break records to be impressive and impactful for the dairy industry.

Select Milk, Coffee Firm Enter Into Non-Binding Letter Of Intent On Facility In Texas

Little Rock, AR—Westrock Coffee Company on Thursday announced its entry into a non-binding letter of intent with Select Milk Producers to establish a joint venture to build and operate an extended shelf life (ESL) and aseptic, multi-serve bottle facility to be co-located at Select Milk's facility in Littlefield, TX.

Westrock Coffee also announced the expansion of capabilities at its Extract and Ready-to-Drink (RTD) facility in Conway, AR.

"We expect the joint venture with Select Milk will allow us to meet the needs of current and future customers for coffee-based RTD and concentrate multi-serve formats that include either traditional dairy or plant-based milks," said Scott Ford, Westrock Coffee's CEO and co-founder.

The joint venture would construct and operate multi-serve bottle lines inside a new facility that Select Milk intends to build in Littlefield, TX. Westrock expects to produce and provide the joint venture with coffee extracts and concentrates from its Conway facility and Select Milk expects to provide the milk from its Littlefield facility.

Westrock and Select Milk anticipate the first product to ship from these lines in the first quarter of 2026.

Commenting on the facility expansion, Ford said: "As we near completion of the Extract and RTD facility in Conway, Arkansas, we made the decision to expand our extract and concentration capabilities so that as we add additional lines in the future, we can do so without having to impact the existing operations of the facility. In addition, we have expanded our multi-serve bottle capacities by adding cold-chain capability to our facility.

"Together, these additions better position us to respond to existing customer demand for extended shelf life and multi-serve bottles and ensure we can grow our capabilities in the future without disrupting operations," Ford continued.

Established in 1994, Select Milk Producers is the owner or joint venture partner in eight processing plants, producing a variety of traditional and specialty dairy products.

Colorado Attorney General Files Suit To Block Kroger-Albertsons Merger

Denver, CO—Colorado Attorney General Phil Weiser on Wednesday filed a lawsuit in Denver District Court to block the proposed merger between The Kroger Company and Albertsons Companies Inc. (ACI), two of the largest supermarket chains in Colorado.

Kroger operates 148 King Soopers and City Market stores and Albertsons operates 105 Safeway and Albertsons stores in the state, the attorney general's office noted.

Combined, Kroger and Albertsons would control more than half of the supermarket industry in Colorado, according to the lawsuit. In many areas, the resulting impact would be even greater.

According to the lawsuit, the merger would eliminate head-to-head competition between Kroger and Albertsons and consolidate an already heavily concentrated market, which is bad for Colorado shoppers, workers, and suppliers.

Kroger and ACI are fierce head-to-head competitors in Colorado, and across the US, the lawsuit stated. They constantly monitor each other's prices and they compete in all aspects of grocery operations including on price, customer service, store quality, shopping experience, product depth and variety, availability of local supply, private label brands, customer loyalty and rewards programs, and data analytics.

"Consumers benefit greatly from this competition in the form of lower prices, friendly service, well-maintained and stocked stores, fresh products, diverse offerings, good rewards programs, and the ability to support local farmers and suppliers in their

communities and the state," the lawsuit stated.

The proposed merger could also harm consumers by weakening supply chain resiliency, the lawsuit alleged. Today, if Kroger has a supply chain problem resulting in a shortage in its stores—e.g., a shipment is delayed due to weather or a supplier is experiencing a shortage—a consumer can go to their nearest ACI store to look for the product, and vice versa.

However, a post-merger Kroger would likely seek to consolidate its supply chain in the state and eliminate redundancies in the name of efficiency. That means any Kroger supply chain problem could have a much harsher effect on consumers, the lawsuit said.

"After 19 town halls across the state, I am convinced that Coloradans think this merger between the two supermarket chains would lead to stores closing, higher prices, fewer jobs, worse customer service, and less resilient supply chains," Weiser said.

Kroger and Albertsons had announced that they had entered a definitive agreement with C&S Wholesale Grocers, LLC, for the sale of select stores, banners, distribution centers, offices and private label brands in connection with their proposed merger.

"This proposed 'fix' does not fix anything," Colorado's lawsuit states. The assets included in the proposed divestiture are "woefully insufficient" to restore the competition eliminated by the proposed merger, and, even if the divestiture package were more robust, C&S is not well situated to be a

viable competitor because of its complete lack of experience as a national-scale retailer, lack of any experience in Colorado, and its lack of the infrastructure needed to replace the competition lost from Albertsons — infrastructure that Kroger plans to keep for itself.

"Our conclusion in this case, and our skepticism about the proposed divestiture, is strongly supported by what happened in the Albertsons/Safeway merger, where stores closed, jobs were lost, consumers suffered, and the divestiture failed miserably to preserve competition," Weiser commented. "We won't risk another such failed divestiture and we will fight hard to preserve competition for consumers, workers, and suppliers, all of whom have raised serious concerns about the remedy proposed in this case."

The lawsuit asks the court to find that the merger violates anti-trust laws and to permanently block it from going into effect.

Colorado is the second state to file a lawsuit to block the proposed merger. Last month, Washington State Attorney General Bob Ferguson filed a lawsuit to halt the merger, asserting that the proposed merger of the two largest supermarket companies in the state would severely limit shopping options for consumers and eliminate vital competition that keeps grocery prices low.

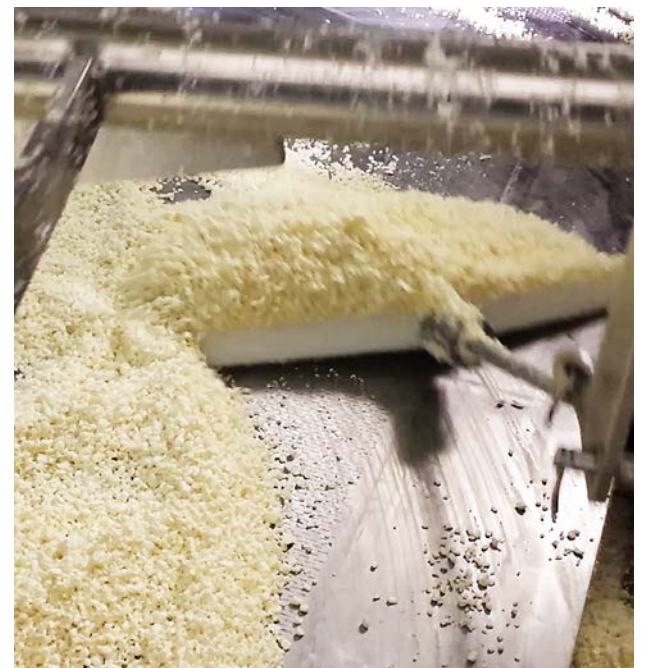
Washington's lawsuit also asserts that the divestiture plan proposed by Kroger and Albertsons to mitigate the impacts of their merger, which includes selling off more than 100 stores in the state, doesn't change the fact that Kroger would still enjoy a near-monopoly in many markets in the state.

BETTER EXECUTION. BETTER RESULTS.

With a Cheesemaker on staff, APT has the patience and knowledge to make the best cheese your facility is capable of.

We work with you to execute your cheesemaking process with a hands-on approach offering:

- Vat, table, and belt support to increase performance
- Recipe configurations to make the most of your equipment



APT
ADVANCED PROCESS TECHNOLOGIES, INC.
AN EMPLOYEE-OWNED COMPANY

Engineering | Fabrication | Controls | Installation

877.230.5060 | apt-inc.com

For more information, visit www.apt-inc.com

More Milk By 2033

(Continued from p. 1)

in USDA and reflect a composite of model results and judgment-based analyses.

Over the projection period, dairy cow feed prices are expected to decline from the high values of recent years through the middle of the projection period but increase thereafter at a steady pace.

Following the low margins experienced through most of 2023, and their lagged impact on the milking herd, the national dairy herd is projected to decline through 2025, but then start rising in 2026, according to the report.

As domestic demand for dairy products grows and exports increase, milk prices are expected to rise relative to input prices, supporting dairy herd expansion. Technological and genetic advances will contribute to increasing cow milk yields as well as milkfat and skim-solids (protein, lactose, and minerals) content of the milk.

In 2033, annual milk production per cow is projected to average 26,540 pounds, up from an estimated average of 24,114 pounds in 2023.

USDA's report projects the following developments:

- Domestic use on a milkfat, milk-equivalent basis is projected to increase by a CAGR of 1.1 percent over the projection period. On a skim-solids basis, domestic use is projected to increase at a modest CAGR of 0.7 percent for 2025 to 2033.

- Demand for cheese is expected to rise based on increasing consumption of food eaten away from home and rising consumer incomes. Butter demand is also expected to expand. By contrast, the decline in per capita con-

sumption of fluid milk products is expected to continue.

- Global demand for US dairy products is expected to continue to rise over the projection period, especially for products with high skim-solids content such as dry skim milk products (nonfat dry milk and skim milk powder), whey products, and lactose. On a skim-solids basis, dairy exports are expected to grow from 23.0 percent of 2024 milk production to 25.5 percent of 2033 milk production. However, on a milkfat basis, exports are expected to decline and remain comparatively low, projected at 3.9 percent of 2033 milk production, down from the 5.2 percent of the projected 2024 milk production.

- The nominal all-milk price is projected to trend upward over the projection period. However, it is not projected to reach the 2022 record-high level of \$25.34 per hundredweight.

The macroeconomic projections underlying USDA's 2024 baseline reflect modest economic growth in the near term following the volatility that occurred in the immediate aftermath of the COVID-19 pandemic. Economic growth remains positive but global growth rates continue to contract over the long term. Negative ramifications from Russia's war on Ukraine are diminishing as food and energy prices have come down from wartime highs. The macroeconomic forecasts were completed in August 2023.

As prices continue to drop from the elevated levels exhibited by most crops in recent years, total planted acres for the eight major field crops are projected at 252.6 million acres in 2024/25, down 1.3 million acres from the prior year. Total planted acres for these eight crops are expected to edge down to under 248 million acres

by 2027 and hold steady at 246.7 million acres during the last three years of the projections.

The reduction comes primarily from lower corn and wheat acres. Upland cotton is the only crop projected to show upward movement over the projection period.

Harvested acres mirror planted acres, with the eight-crop total starting at 229.9 million acres in 2024 and projected to fall to 224.6 million acres in 2033.

Production for all main animal products rise over the projection period, achieving record levels at indicated points during the decade for all products except turkey. Production growth, in percent terms, is projected to be near or above double digits for all products except turkey.

Global economic and market circumstances continue to challenge the US agriculture sector, according to the baseline report. Inflation, severe weather events, supply chain disruptions, high input costs, and Russia's war against Ukraine continued to pressure crop prices above their long-term averages over 2021/22 through 2023/24.

This combination of conditions sets the stage for the first year's projections and a return to more "normal" conditions for later years. Prices of all crops remain steady or decline before stabilizing early in the projection period. The baseline projections assume no major shocks to supply or demand.

The projections include policies in place as of October 2023. The 2018 farm bill is assumed to be in effect through the projection period, as no agreement on a new farm bill had been reached as of October 2023. Ongoing provisions from earlier farm legislation and other legislation are also assumed to continue.

FROM OUR ARCHIVES

50 YEARS AGO

Feb. 15, 1974: Pearl River, NY—Dairy farmers in the Northeast appear to be headed for a new clash with the Cost of Living Council, as Dairylea Cooperative petitions USDA for an increase in the minimum price paid to farmers for milk used in dairy products such as cheese, yogurt and ice cream. The increase moves Class II milk up by an average of 40 cents per hundredweight from October through December.

Trenton, NJ—Rep. Jerry Litton (D-MO) said two major causes for higher food prices in 1973 were consumer "do-gooders" and politicians anxious to get the consumer vote regardless of what it costs the consumer.

25 YEARS AGO

Feb. 19, 1999: Sacramento, CA—Sen. Jackie Speier (D-CA) introduced a controversial bill that would end the state's long-time prohibition against selling milk for less than it costs retailers to keep it on their shelves. "It's un-American to have a product as essential to child and adult nutrition as milk as the only price-fixed food staple in the grocery basket," she said.

Madison—The US Championship Cheese Contest continues its unprecedented growth with 561 entries ready for evaluation by contest judges. This year for the first time, contest judging is open to the public.

10 YEARS AGO

Feb. 14, 2013: Washington—Representatives from almost 30 food and ag organizations announced the formation of the Coalition for Safe Affordable Food and urged Congress to seek a solution that would establish standards for the safety and labeling of food and beverages made with genetically modified organisms. Coalition members include IDFA, GMA, American Frozen Food Institute and the National Restaurant Association, among others.

London—The UK's Food Standards Agency recently published proposals that would continue to allow dairy farmers to sell raw milk to consumers from their farms or at farmers' markets.

IVARSON

IVARSONINC.COM

THE IVARSON 640 BCS



The IVARSON 640 BLOCK CUTTING SYSTEM is a proven workhorse in the cheese conversion & packaging industry. Designed specifically for feeding today's highest output chunk and slice lines, the 640 BCS is engineered with simplicity and sanitation in mind. IVARSON's reputation for quality assures you that the equipment is constructed with quality materials that stand up to the harshest environment, and the equipment is back by the best service and guarantee in the business.

The IVARSON 640 BCS will deliver loaves and bars to your slice and chunk lines with consistent dimensions and NO TRIM! This means higher efficiency, better yield and increased throughput for your downstream lines.

- ★ Process a 640 pound block in less than 4 minutes, controlled for minimum giveaway
- ★ Fully automated block reduction
- ★ Capable of cutting slabs from 1.4 to 7 inches, accurate to 1/32"
- ★ Quick changes cutting harps allow for multiple formats on the same production run
- ★ Additional downstream cutting technology available



WISCONSIN PROUD. QUESTIONS OR INQUIRIES... GIVE US A CALL! 414-351-0700

For more information, visit www.ivarsoninc.com

US Milk Goat Inventory Increased By 5,000 Head Over Past Year: NASS

Washington—The US milk goat inventory as of Jan. 1, 2024, stood at 415,000 head, up 1.2 percent, or 5,000 head, from Jan. 1, 2023, according to the annual *Sheep and Goats* report released last week by USDA's National Agricultural Statistics Service (NASS).

Despite the increase, the US milk goat inventory is still 20,000 head below its peak of 435,000 head as of Jan. 1, 2020. The milk goat inventory fell 15,000 head in 2020, then dropped another 10,000 head in 2021, to 410,000 head as of Jan. 1, 2022. It was still at 410,000 head as of Jan. 1, 2023.

The US milk goat inventory has been above 400,000 head since Jan. 1, 2018. Prior to that, it had increased from 323,000 head as of Jan. 1, 2008, to 395,000 head as of January 1, 2017.

Wisconsin continues to have the highest milk goat inventory in the US; as of Jan. 1, 2024, Wisconsin had 74,000 milk goats, unchanged from a year earlier.

California had 37,000 milk goats as of Jan. 1, 2024, up 1,000 head from a year earlier.

Two additional states had more than 20,000 milk goats as of Jan. 1, 2024: Texas, 26,000 head, up 3,000 head from a year earlier; and Iowa, 24,000 head, down 3,000 head from a year earlier.

The New England states (Vermont, Connecticut, Maine, Massachusetts, New Hampshire and Rhode Island) had 17,600 milk goats as of Jan. 1, 2024, 600 head more than a year earlier.

Additional states that had more than 10,000 milk goats as of Jan. 1, 2024, and the change from Jan. 1, 2023, were as follows:

Florida: 12,300 head, up 2,100 head.

Indiana: 13,500 head, up 1,000 head.

Michigan: 11,000 head, unchanged.

Minnesota: 14,000 head, up 2,000 head.

New York: 12,200 head, down 200 head.

Ohio: 10,500 head, unchanged.

Oregon: 14,300 head, up 300 head.

Pennsylvania: 14,000 head, down 1,000 head.

Retail Prices Mixed

(Continued from p. 1)

That's the highest level for the cheese CPI since July 2023, when it was 267.8. The cheese CPI has now been under 270 for eight straight months.

In January, the average retail price for a pound of natural Cheddar cheese was \$5.72, up almost 18 cents from December but down more than 22 cents from January 2023. That's the 22nd straight month in which the average retail price for Cheddar cheese has been above \$5.50 per pound.

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

Northeast: \$6.11 per pound, down almost four cents from December and down 27 cents from January 2023.

Midwest: \$5.43 per pound, up more than 26 cents from December but down more than 30 cents from January 2023.

South: \$5.80 per pound, up almost 43 cents from December but down almost nine cents from January 2023.

West: \$5.59 per pound, down more than 14 cents from December and down more than 31 cents from January 2023.

The average retail price for a pound of American processed cheese was \$4.90, down more than five cents from December but up 18 cents from January 2023.

Retail Whole Milk Price Rises

January's CPI for whole milk was 251.8, down 1.0 percent from December and down 3.1 percent from January 2023. That's the fourth straight month in which the whole milk CPI was above

250; it had been below 250 in July, August and September 2023.

Also in January, the CPI for "milk" was 175.2 (December 1997=100), down 0.8 percent from December and down 2.4 percent from January 2023; and the CPI for milk other than whole was 181.4, down 0.9 percent from December and down 1.8 percent from January 2023.

The average retail price for a gallon of whole milk in January was \$3.96, down five cents from December and down almost 25 cents from January 2023. The average retail whole milk price has now been under \$4.00 per gallon in seven of the last eight months; the exception was in December 2023, when the average retail price was \$4.01 per gallon.

Average retail whole milk prices in January in the three major regions reported by the BLS, with comparisons to a month earlier and a year earlier, were as follows:

Northeast: \$4.34 per gallon, down more than two cents from December and down more than seven cents from January 2023.

South: \$3.94 per gallon, down almost 13 cents from December and down almost 33 cents from January 2023.

West: \$3.96 per gallon, down almost two cents from December and down more than 26 cents from January 2023.

Butter CPI Jumps

CPI for butter was 317.4, up 3.6 percent from December but down 1.6 percent from January 2023.

The butter CPI has now been 300 or higher for seven consecutive months. It hasn't been below 290 since April 2022, when it was 285.8.

January's CPI for ice cream and related products was 276.3, down

1.2 percent from December but up 0.2 percent from January 2023.

The average price for a half-gallon of regular ice cream was \$5.90, down more than 11 cents from December but up more than nine cents from January 2023.

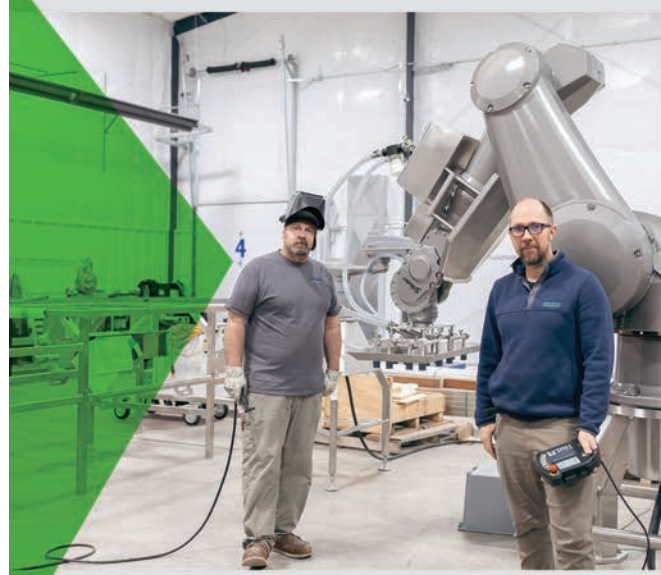
January's CPI for other dairy and related products was 189.1 (December 1997=100), up 1.6 percent from December and up slightly from January 2023.

"Food prices can be volatile. External factors — like rising energy prices, persistent labor and transportation shortages, extreme weather and global conflict — have caused an increase in food prices over the last few years," noted Andy Harig, vice president, tax, trade, sustainability and policy development at FMI-The Food Industry Association. "But taking a broader view, it's also important to note how uniquely challenging this period has been. In fact, average grocery prices have remained generally consistent, increasing within a modest range of 1 percent to 4 percent, since 2003. This stability is largely due to the intense competition within the food retail sector, which operates on a slim 2.3 percent net profit margin."

"Amidst the ongoing political discourse around inflation, FMI encourages a national dialogue on food prices; but it must be driven by data and an accurate picture of market conditions," Harig added. "We must also recognize how grocery shoppers are redefining value that includes their desires to consider quality, convenience, experience and relevance among the products that they buy. In the context of food prices, it's imperative that such discussions are grounded in reality rather than rhetoric."

MOVING OUR DAIRY INDUSTRY CUSTOMERS *FORWARD*

Fully Integrated Sanitary Mechatronics Systems



Fully Integrated Process Systems



MOHAWK
TECHNOLOGY

877.491.3553

MohawkTechnology.com

For more information, visit www.mohawktechnology.com

Canadian Government Invests In Projects To Boost Dairy Processing

Ingleside, Ontario—Lawrence MacAulay, Canada's agriculture minister, recently announced an investment of up to \$89 million for 49 projects across Canada under the Supply Management Processing Investment Fund.

Through this funding, dairy, poultry and egg processors will be able to purchase and install new automated equipment and technology, enabling them to boost their production capacity and productivity, while also helping them respond to environmental challenges and labor shortages.

The announcement was made in Ingleside, Ontario, at Lactalis Canada's cheese plant, which is set to receive up to \$3,343,000 for new automated cheese processing and packaging equipment. These upgrades will help modernize the production facility, reduce waste and improve productivity.

Other companies receiving funding from the Supply Management Processing Fund include:

Arla Foods Inc., Vaughan, Ontario: Up to \$1,248,600 to install Bocconcini scale, a RO system, a thermoformer packaging machine, a volumetric filling machine, an in-line moisture analyzer, a cooling and brining tunnel, a cream HTST system and a Bocconcini water recovery system.

Crystal Springs Cheese, Coalhurst, Alberta: Up to \$544,100 for a two-phase milk UF system.

Dairy Fountain Inc., Mississauga, Ontario: Up to \$492,500 to install new automated processing equipment such as a high pressure homogenizer, a milk pasteurizer and a cream separator.

Ferme Domaine de la Rivière Inc. (Fromagerie Médard), Saint-Gedeon, Quebec: Up to \$103,500 to automate a cutting line for the company's processing activities.

Fromageria Bergeron Inc., Saint-Antoine-de-Tilly, Quebec: Up to \$4,660,300 to automate a cutting and packaging line, to acquire production equipment as well as a new wastewater treatment system for the company's cheese processing activities.

Fromages La Chaudière Inc., Lac-Mégantic, Quebec: Up to \$5,000,000 to install automated processing, freezing and canning equipment for dairy ingredient processing activities.

Galati Cheese Company Limited, Windsor, Ontario: Up to \$189,000 to install a new automated packaging system.

La Fromagerie Champetre Inc., Repentigny, Quebec: Up to \$421,400 to automate bagging and canning stages and increase storage capacity for the company's dairy ingredient and cheese processing activities.

La Fromagerie Polyethnique Inc., Saint-Robert, Quebec: Up to \$271,500 to integrate an intelligent technology that will enable synchronize the plant's various operational systems for the company's dairy processing activities.

La Fromagerie Victoria Inc., Victoriaville, Quebec: Up to \$500,800 to install automated production equipment, including a pasteurizer, boiler and whey silo.

La Fromagerie du terroir de Bellechasse Inc., Saint-Vallier, Quebec: Up to \$832,100 to install automated equipment including

brining vats, CIP cleaning and cooling systems as well as silos for cheese processing activities.

Mariposa Dairy Ltd., Lindsay, Ontario: Up to \$2,684,600 to install automated processing and packaging equipment, an ERP system and a RO polisher system for the company's activities.

Maurice St-Laurent Ltee, Saint-Bruno, Quebec: Up to \$1,755,550 to install automated equipment to recover energy, optimize production schedules and recover residual materials.

Modhani Inc., Tillsonburg, Ontario: Up to \$1,757,700 to install automated processing equipment such as an HTST pasteurizer, chilling system, packaging equipment, and a Mozzarella line.

Mountain Oak Cheese Limited, New Hamburg, Ontario: Up to \$70,900 to install new automated processing and storage equipment including an automated butter churner and a talk-in freezer.

Nestle Canada Inc., London, Ontario: Up to \$5,000,000 to install automated lines for ice cream processing activities.

Pinehedge Farms Inc., St.-Eugene, Ontario: Up to \$880,700 to install an automated bottle washing system and new automated processing equipment.

Punjab Milk Foods Inc., Surrey, British Columbia: Up to \$5,000,000 to install a fully automated state-of-the-art processing line for Paner cheese processing activities.

Quality Cheese Inc., Orangeville, Ontario: Up to \$5,000,000 to expand and restructure one of the company's facilities through installation of automated processing lines and packaging equipment for cheese processing activities.

Ridgecrest Dairies Ltd., Mission, British Columbia: Up to \$227,600

to install cooler extension and new automated processing equipment such as a cheese press, cutter, and vacuum packaging machine.

Saputo Foods Limited, Saint-Leonard, Quebec: Up to \$5,000,000 to install new automated processing equipment for the company's Mozzarella and Bocconcini cheese processing activities.

Sheldon Creek Dairy, Loretto, Ontario: Up to \$845,600 to install automated equipment such as a fluid bottle filler unit, a conveyor system and various tanks for the company's processing activities.

Tiras Dairies Inc., Camrose, Alberta: Up to \$121,900 to install an automated production line for yogurt processing activities.

Vitalus Nutrition Inc., Abbotsford, British Columbia: Up to \$5,000,000 to install an automated powder handling and packaging system for processing activities.

Compeer Opens New Regional Office In Fond du Lac, WI

Fond du Lac, WI—Compeer Financial has opened a new regional office in Fond du Lac, WI.

The member-owned Farm Credit cooperative transitioned to its location at 381 Police Memorial Drive in late December 2023.

The decision to establish the new office followed a study of the changing needs of clients and an evaluation of existing locations. After careful consideration, it became evident that addressing the necessary improvements through current offices would be challenging and costly.

Therefore, Compeer Financial decided to consolidate its offices in Fond du Lac, Beaver Dam, Chilton, and Plymouth, WI, into a single regional office along the Highway 151 corridor.

"We're excited about our new Fond du Lac office location, as it helps Compeer better serve our clients," said Jase Wagner, president and CEO of Compeer Financial.

Compeer said it is committed to providing clients with a diverse mix of expertise onsite.

An open house will be held at the new office on Tuesday, Feb. 27, from 1:00 to 4:00 p.m.

Compeer is a member-owned Farm Credit cooperative serving and supporting agriculture and rural communities. The \$30.4 billion organization provides loans, leases, risk management and other financial services throughout 144 counties in Illinois, Minnesota and Wisconsin. Compeer is the third largest cooperative of the Farm Credit System, a nationwide network of lending institutions supporting agriculture and rural communities with credit and financial services.

FROMAGEX

Shape your cheeses with our large range of moulds.

Contact us now!

www.fromagex.com info@fromagex.com 1 866 437-6624

For more information, visit www.fromagex.com

New Bill Would Require ‘Imitation’ On Plant- And Cell-Based Meat Products

Washington—Legislation introduced in both the House and Senate recently is intended to ensure consumers have accurate information about plant-based and cell-cultured (lab-grown) meat and poultry products when making purchasing decisions.

The Fair Labels Act of 2024 was introduced in the House by US Reps. Mark Alford (R-MO), Don Davis (D-NC), Roger Williams (R-TX) and Jonathan Jackson (D-IL); and in the Senate by US Sen. Roger Marshall (R-KS).

Marshall is a co-sponsor of the Dairy Pride Act, which would prohibit the sale of food that uses the market name of a dairy product (such as milk, yogurt, or cheese) unless the food: is the milk of a hooved animal; is derived from such milk; or contains such milk as a primary ingredient.

The Fair Labels Act:

- Defines “imitation meat” and “imitation poultry” to help consumers easily identify plant-based protein products that visually resemble or are represented as meat or poultry but are derived from plant sources.

- Requires product labels to use terms like “imitation” or similar descriptors, along with a clear disclaimer if the product does not contain meat or poultry.

- Provides a clear definition of cell-cultured meat and poultry products to ensure that labels reflect lab-grown food sources.

- Confirms the shared jurisdiction of the FDA and USDA in overseeing lab-grown meat and poultry, solidifying the cooperative agreement for labeling.

The Fair Labels Act is endorsed by American Farm Bureau Federation, National Cattlemen’s Beef Association, National Chicken Council, American Sheep Industry Association, National Pork Producers Council, and National Association of State Departments of Agriculture (NASDA).

“Disclosing science-based and accurate information on food labels and consistent regulatory enforcement by federal agencies is critical to maintaining the integrity of all agricultural products in the marketplace. NASDA is supportive of the FAIR Labels Act, which seeks to enforce those principles and ensure consumers can make informed purchasing decisions,” said Ted McKinney, NASDA’s CEO.

“America’s farmers and ranchers work hard every day to bring a high-quality, wholesome product to market. We’re not afraid of a little competition, but it is unfair for lab-grown or plant-based fake meat products to trade on beef’s good name,” said Todd Wilkin-

son, National Cattlemen’s Beef Association (NCBA) president and a South Dakota cattle producer.

“This bill is especially important for ensuring that consumers recognize lab-grown products that may be coming to market in the future,” Wilkinson continued.

“While NCC recognizes consumers have a variety of dietary preferences and support individual choice, we advocate that imitation alternatives be accurately labeled in a way that clearly explains what they are and how they were made,” said Mike Brown, president of the National Chicken Council.

“Accurate meat labeling at the grocery store benefits all consumers, regardless of dietary preferences. Labeling an imitation product as pork undermines the hard work that pork producers, like me, put in every day to deliver a reliable and affordable protein source,” said Scott Hays, president of the National Pork Producers Council.

The Fair Labels Act is opposed by the Plant Based Foods Association (PBFA).

“The Plant Based Foods Association and our member companies are disappointed to see the introduction of this latest bill, as well as other recent legislation designed to hinder the market for plant-based foods,” said Marjorie Mulhall, PBFA’s senior director of policy.

“US consumers are demanding plant-based options on restaurant menus and seeking out a variety of plant-based foods on grocery shelves,” Mulhall continued. “Our industry is a growing economic force all across the country, creating thousands of US jobs and providing new opportunities for American farmers to grow crops like oats, beans, and mushrooms to fuel the plant-based market.

“Our industry is growing because Americans increasingly choose to eat more plant-based foods. Consumers of plant-based meats are not confused, they know exactly what they are buying and are choosing plant-based foods for a variety of reasons: health, environmental concerns, ethical reasons, and taste,” Mulhall added.

Retailers, manufacturers, wholesalers, brokers, and distributors from around the world – all together, in Houston!

LET’S JUST SAY THAT OPPORTUNITIES WILL BE

BIGGER IN TEXAS, TOO!

REGISTER NOW



The premier industry trade show for retail dairy, deli, bakery and foodservice.

IDDBA | 2024

Houston, TX | June 9 – June 11

IDDBA 2023 By The Numbers:

- **81%** of attendees represent buyers and key decision makers
- Over **1,600** retail attendees representing **564** retail companies
- **1,977** Exhibit Booths/**810** Companies/**235** New Companies



For more information, visit www.IDDBA.org

Valcour Process Technologies Offers Air And Surface Disinfection System

Peru, NY—Valcour Process Technologies has introduced a new air and surface disinfection system that helps eliminate airborne bacteria, mold, viruses, odors and volatile organic compounds, the company said.

Offering a Photohydroionization® technology, the air purification system is ideal for most manufacturing facilities, aging rooms, production areas, storage rooms, and more, the company said.

“Initially the system was used in the dairy world to reduce and eliminate mold in aging rooms and production rooms,” said Norm LaVigne of Valcour.

Most facilities do not check the air for microorganisms on a regu-

Storage rooms, refrigerated coolers, employee changing rooms, and other damp areas are particularly susceptible.

The patented technology is from RGF Environmental. Named the REME®ATS-HO air purification system, the 65 pound unit measures 18 inches high and 52 inches long and typically hangs about two-thirds off the floor, the company said.

Constructed from food grade stainless steel, each disinfection unit is made for washdown environments and for years of trouble-free service.

Air passes through the purification unit’s chamber, which destroys airborne microbes with high intensity ultraviolet (UV) light rays targeted on a quad-metallic compound.

“Since it distributes the air with hydrogen peroxide (H₂O₂) it helps disinfect the entire room, as well as surfaces, since the H₂O₂ is aerosolized,” LaVigne said. “It reduces

airborne microbes by up to 99 percent.”

Each unit treats approximately 12,000 cubic feet of air space, the company said.

LaVigne said Valcour offers equipment, systems, and project solutions that enable milk processing companies achieve greater process automation, food safety, yield, sustainability, and profitability.

For more information, contact Norm LaVigne at nlavigne@valcourprocesstech.com or visit www.ValcourProcessTech.com.



lar basis, LaVigne said.

“The big deal now is that it also sterilizes the air for viruses and bacteria. It actually deactivates COVID,” he continued.

The organisms can enter a facility by way of employee clothing, air systems, packaging materials, wooden pallets, and countless other ways.

“Bacteria and mold can breed in airducts and on refrigeration systems,” he said. “As a result, mold and bacteria settling out of the air can contaminate product and equipment.”

PERSONNEL

DFW’s Adam Brock Tapped To Lead DATCP Food Safety Division

Madison—Adam Brock has been appointed administrator of the Wisconsin Department of Agriculture, Trade & Consumer Protection’s (DATCP) Division of Food and Recreational Safety, effective Feb. 26.

Brock currently serves as vice president of food safety, quality and regulatory compliance at Dairy Farmers of Wisconsin (DFW).

His position at DFW provided experience working with partners across the supply chain to ensure safe, high-quality products are available to consumers.

“Adam will join our team in the Division of Food and Recreational Safety who work to educate while they regulate,” said DATCP Secretary Randy Romanski.

“His experience in food safety, quality assurance, and research and development have prepared him for this role,” Romanski said. “I look forward to working with him and having him join the DATCP team.”

Brock said he was eager to begin his new role at DATCP.

“Wisconsin is fortunate to have a dedicated team of regulatory professionals at DATCP that work with industry to ensure the safety of our food supply – that’s a very unique situation, and it’s what makes Wisconsin a leader in food and recreational safety,” Brock commented.

Ornua Ingredients North America of Whitehall, WI, has tapped TRENT STERRY as the company’s new plant manager. Sterry began his dairy industry career in 2010 at Associated Milk Producers, Inc. (AMPI), serving as cheese plant superintendent and division manager at AMPI’s facility in Blair, WI. From there, Sterry joined Custom Fabricating & Repair as a cheese technologist before joining Nelson-Jameson, Inc., in 2022 as technical sales manager.

QualiTru Sampling Systems recently welcomed RIKKA KERBER and SHEILA BERGER as the company’s new account executives. Kerber and Berger will be responsible for supporting QualiTru’s existing partners and customers, while finding new markets for the company’s aseptic and representative sampling technologies. QualiTru also welcomed ANDY GIO-

INO as a new quality manager, responsible for maintaining and improving the company’s stringent quality control measures. In his new role, Gioino will support QualiTru’s mission to deliver safe, high-quality products to the dairy and liquid food industries.

Global Dairy Trade (GDT) has appointed TODD WITTLINGER vice president of sales, Americas. Based in Arizona, Wittlinger will oversee growth and engagement in GDT events among US-based buyers and sellers of bulk dairy ingredients. He brings over 20 years of dairy industry experience to his new role, including senior positions at DairyAmerica and most recently, vice president of commercial business development for United Dairywomen of Arizona.

Compeer Financial has elected STEPHANIE WISE to serve as board chair, succeeding DAVE PETERS, who will continue to serve as a director on Compeer Financial Board. DAN ERICKSON has been named vice chair. SARA JANSEN has likewise been appointed to Compeer’s board of directors.

The Foreign Type Cheesemakers’ Association recently elected three new members to its board of directors: MATT WENGER, Wenger’s Springbrook Cheese, Davis, IL; ANDY JOHNSON, Dairy Connection, Inc., Madison; and MATT ERDLEY, Klondike Cheese, Monroe, WI. Those new members join returning board members AMBERLYNN WILSON, V&V Supremo Foods, Arena, WI; GINA MODE, Center for Dairy Research, Madison; LUKE BUHOLZER, Klondike Cheese Company; ANDY RUFENER, V&V Supremo Foods; KEVIN DAVIS, Cheese Louise, Monroe, WI; ROB FRIE, Chalet Cheese, Monroe, WI; and TONY HOOK, Hook’s Cheese Company, Inc., Mineral Point, WI.

JOHN RETTLER was recently re-elected president of the FarmFirst Dairy Cooperative’s board of directors, and STEVE BROCK was re-elected vice-president. STEPHANIE HUGHES was re-elected secretary, and BOB DIETZEL was re-elected treasurer. Newly-elected to serve on the board is MARK LEICHTFUSS, and those re-elected to three-year terms included KATHY BAUER and WAYNE GAJEWSKI. Other board members include MICHELLE POPP, JACKIE HOLUB, and NATHAN WIESE, who will serve as FarmFirst’s Young Cooperator Chair.

QUALITY INGREDIENTS
KNOWLEDGE
SERVICE WITH INTEGRITY
SINCE 1999

Cultures | Enzymes | Custom Culture Blends | Technical Expertise

dairyconnection.com (608) 242-9030 info@dairyconnection.com

For more information, visit www.dairyconnection.com

Fonterra Raises Forecast Milk Price Following Strong GDT Auctions

Auckland, New Zealand—Fonterra on Monday increased its 2023/24 season forecast farmgate milk price, with the midpoint lifting by 30 cents, to \$7.80 per kilogram of milk solids.

The forecast range for the current season is increased to \$7.30 to \$8.30 per kilogram of milk solids, up from the previous forecast range of \$7.00 to \$8.00 per kilogram of milk solids.

Miles Hurrell, Fonterra CEO, said the lift in the farmgate milk price forecast comes off the back of five strong Global Dairy Trade dairy commodity auctions. The price index on last week's semi-monthly GDT auction increased 4.2 percent from the previous auction; that was the fifth consecutive increase in the GDT price index.

"Recently, we've seen a lift in demand, primarily from the Middle East and South East Asia, for our reference commodity products and this has been reflected in GDT prices," Hurrell said. "Overall, GDT prices are up 10 percent since our last farmgate milk price update in December, with whole milk powder prices up 11.5 percent over the same period."

On Dec. 7, 2023, Fonterra increased the midpoint of its forecast farmgate milk price by 25 cents, to \$7.50 per kilogram of milk solids. Two months earlier, Fonterra had also raised its farmgate milk price forecast, with a new midpoint of \$7.25 per kilogram of milk solids.

Those two increases followed two August reductions in Fonterra's farmgate milk price forecast. The second of those reductions reduced the midpoint of the forecast milk price to \$6.75 per kilogram of milk solids.

Last week, Westpac revised up its milk price forecast for this season to \$7.90 per kilogram of milk solids, and ASB Bank said farmers can now expect a price at or around the \$8.00 per kilogram of milk solids mark.

"Looking ahead, the potential impact of geopolitical instability and supply chain disruption on demand from key importing regions remains uncertain," Hurrell commented. "We can navigate these dynamics thanks to our scale and our diversification across markets, which provides us with optionality. We are also well placed to continue to get the cop's product to customers through our partnership with Kotahi."

Kotahi is a joint partnership between Fonterra and Silver Fern Farms.

Large, Small Farms

(Continued from p. 1)

percent of operations, and from 2012 when 55 percent of the milk originated from 4 percent of farms.

Rabobank estimates that over 46 percent of the US milk supply is produced on the largest 3 percent of operations with more than 2,500 head. Conversely, dairy operations with less than 500 head represented 86 percent of total farms but produced just 22 percent of the milk.

The move to larger farms remains driven mainly by economies of scale, with larger dairy operations able to achieve a lower cost of production, higher margins, and greater profitability, Rabobank explained. According to USDA cost of milk production data, the largest operations (2,000-plus head) in 2022 showed the lowest cost of production, a trend consistent with recent yearly data reported by USDA.

Production Trends Vary By State

Over the past 10 years, the US consistently increased milk production nationally, producing 25.3 billion pounds more milk in 2023 than in 2013.

However, of the top 24 milk-producing states, only 16 increased production during this period, Rabobank pointed out. By a wide margin, the largest growth occurred in Texas, producing an additional 7.0 billion pounds of milk from 195,000 more cows versus 10 years ago.

New processing capacity, mainly in the Panhandle region, in a state welcoming to the industry drove the strong growth in Texas, according to Rabobank. While 2023 saw a slight setback in

Texas' output, growth is expected in the coming years due to further additions to processing capacity, solidifying Texas' position as a top five milk-producing state.

Wisconsin and Idaho reported the next-largest gains in milk production during the past decade, Rabobank reported. The states differ in terms of average farm profile and scale, but both have found success in their respective ways. In 2022, the most recent year with data available, Wisconsin reported 6,350 licensed dairy herds and 1.272 million cows, with an average herd size of 200. In Idaho, 410 dairies housed 656,000 cows, with an average herd size of 1,600 cows per farm.

Conversely, eight states saw weaker production in 2023 versus 2013, Rabobank noted. In contrast to neighboring Texas, New Mexico marked the largest decline, down 1.4 billion pounds of milk versus 10 years ago.

The difference in the all milk price in each state can partly explain the starkly opposing patterns over the past decade of two states with somewhat intertwined dairy industries, Rabobank said. In 2023, the Texas all milk price averaged \$1.79 per hundredweight higher than New Mexico's, and from 2013 to 2023, it averaged \$1.96 per hundred higher.

This milk price difference severely impacted dairy farm profitability in New Mexico, according to Rabobank. That, coupled with milk production restrictions implemented by some cooperatives plus less processing-capacity growth, contributed to the state's declining milk production.

Of all states, Wisconsin experienced the largest decline in licensed dairy operations between 2017 and 2022, losing 2,740 farms,

Rabobank reported. States with a similar production style saw a similar trend, with declines of 1,570 farms in Pennsylvania, 1,260 in New York, and 1,175 in Minnesota.

Among larger, western-style dairy states, California reported 275 fewer operations, followed by Idaho with 100 fewer farms, and Texas down by 80.

Several factors contribute to the long-term viability of a dairy operation besides size, Rabobank pointed out; for example, low debt, high productivity/genetics, and a quality milk market. Many smaller-scale dairy farms are part of a diversified livestock operation, relying on financial support beyond a milk check.

From an agricultural policy view, the 20,631 dairy operations with fewer than 500 cows have considerable political clout, as reflected in dairy risk management programs. On a percentage basis, these farms still represent a majority of total operations (86 percent) and hold considerable political sway, Rabobank noted.

•The 105,384 farms with sales of \$1 million or more were 6 percent of farms and 31 percent of farmland; they sold more than three-fourths of all ag products. The 1.4 million farms with sales of \$50,000 or less accounted for 74 percent of farms, 25 percent of farmland, and 2 percent of sales.

•Nearly three-fourths of farmland was used by farms specializing in two commodity categories: oilseed and grain production (32 percent) and beef cattle production (40 percent).

•The average age of all producers was 58.1, up 0.6 year from 2017. This is a smaller increase than average age increases between prior censuses, USDA noted.

Cheddar

Brick

Fresh curds

Monterey Jack

Mozzarella

Colby

QUALTECH

**INNOVATION
IN CHEESE MAKING**

**ALWAYS
MOVING FORWARD**

No matter the cheese !

Cheese Expo | Booth 717
April 16-17, 2024 | Baird Center | Milwaukee, Wisconsin

For more information, visit www.qualtechgroup.com

Canada's TRQs

(Continued from p. 1)

be in bulk (not for retail sale) to be used as ingredients for further food processing.

Under the proposal, 100 percent would be allocated to processors, further processors, and distributors on a market share basis; and all imports would have to be in bulk to be used as ingredients for further food processing.

Under current policy for the CPTPP TRQs for cheeses of all types, Mozzarella and prepared cheese, and concentrated milk, 85 percent is allocated to processors on a market share basis, 15 percent is allocated to distributors on an equal share basis, and all imports of concentrated milk must be designed for retail sale.

Under the proposal, 100 percent would be allocated to processors and distributors on a market share basis; and all imports of concentrated milk must be destined for retail sale.

Under the current policy for the CPTPP butter TRQ, 80 percent is allocated to processors on a market share basis, for butter in bulk to be used as ingredients for further food processing; 10 percent is allocated to further processors on a market share basis; and 10 percent is allocated to distributors on an equal share basis.

Under the proposed policy, 85 percent of the butter TRQ would be allocated to processors, further processors, and distributors on a market share basis for butter in bulk; and 15 percent would be allocated to processors, further processors, and distributors on a market share basis for any butter (no end-use requirements).

Under the current policy for the milk TRQ, 85 percent is allo-

cated to processors on a market share basis, for milk in bulk (not for retail sale) to be processed into dairy products used as ingredients for further food processing; and 15 percent is allocated to distributors on an equal share basis.

Under the proposed policy, 85 percent of the milk TRQ would be allocated to processors and distributors on a market share basis for milk in bulk, and 15 percent would be allocated to processors and distributors on a market share basis for any milk. Applicants could apply for one or both allocations.

Under the current policy for cream, cream powders, milk powders, skim milk powders, powdered buttermilk, whey powder, products consisting of natural milk constituents, ice cream and mixes, and other dairy, 80 percent is allocated to processors on a market share basis; 10 percent is allocated to further processors on a market share basis, and 10 percent is allocated to distributors on an equal share basis.

Under the proposed policy, 100 percent would be allocated to processors, further processors, and distributors on a share basis.

And for yogurt and buttermilk, under current policy, 80 percent is allocated to processors on a market share basis; 10 percent is allocated to further processors on a market share basis for yogurt and/or buttermilk in bulk; and 10 percent is allocated to distributors on an equal share basis.

Under the proposed policy, 90 percent would be allocated to processors, further processors, and distributors on a market share basis, and 10 percent would be allocated to processors, further processors, and distributors on a market share basis for yogurt and/or buttermilk in bulk to be

used as ingredients for further food processing.

Administration policy changes are proposed for return dates, transfer policy, and quantity requested.

Global Affairs Canada would like to hear from all stakeholders with an interest in this matter, including, among others, producers, processors, further processors, distributors, retailers, foodservice, and importers; national, provincial, and regional associations; and international trading partners.

Interested parties should provide comments to TRQConsultation.ConsultationCT@international.gc.ca before the consultations close on Mar. 7, 2024.

The Dairy Companies Association of New Zealand criticized the proposal. Kimberly Crewther, DCANZ executive director, said that rather than bringing the system in line with CPTPP commitments, the proposal will take an already restrictive import regime further backwards.

"Canada has proposed to use a new and complex formula to allocate import quota in a way that will continue to put the majority of quota access in the hands of domestic processors, who have little interest in importing from CPTPP countries, and not in the hands of distributors and other importers including retailers who do want to import," she said.

New Zealand dairy exporters are estimated to have lost \$120 million worth of trade opportunities due to Canada breaching its commitments during the first three years, according to DCANZ. These losses continue to grow in the absence of Canadian quota administration that provides importers the opportunity to fully utilize the available volumes.

Entry Deadline For sofi Awards Is March 31; Contest Simplified For 2024

New York—The Specialty Food Association (SFA) is accepting entries for its 2024 sofi Awards now through March 31.

The SFA has simplified its award levels for 2024, with one Gold winner in each category, and five new awards that will be presented live at the Summer Fancy Food Show June 23-25 at New York's Javits Center.

The five new awards are: Product of the Year – Food, Product of the Year – Beverage, Outstanding New Product, Outstanding Classic, and Outstanding Packaging Design.

The competition includes 49 individual categories.

Categories for dairy products are **Appetizers & Snacks** like multi-component trays and savory assortments; **Non-Chocolate Confectionery**; **Entrees, Lunch & Dinner**, including pre-made items like pizza and Mac & Cheese; **Frozen Desserts** such as dairy-based ice cream and frozen novelties; **Wellness Bars** like Protein and Nutrition Bars; and the **Yogurt/Kefir/Other Dairy** category.

Cheese categories include **Cow's Milk Cheese**, **Other/Mixed Milk Cheese**, as well as a category for **Plant Based Milk & Other Plant Based Dairy** products.

The contest is open to SFA Tier 2 members. However, non-member products represented by member brokers, distributors, incubator kitchens and importers may be entered.

Entries are judged strictly on a blind basis, without packaging, pricing, or any brand identification. The SFA has partnered with Rutgers Food Innovation Center in Bridgeton, NJ for judging and logistics management.

Judging will take place April 8-May 9. Entrants should note that product feedback is not provided at the end of the awards.

All products competing for the sofi Gold Award in each category are judged on taste, ingredient quality and innovation – representing 60 percent, 20 percent and 20 percent, respectively.

The same products/SKUs that won sofi Gold in 2023 are not eligible to be entered again for the 2024 contest. Winners will be notified May 10, and the top five awards will be selected at the Summer Fancy Food Show.

The entry deadline is March 31. For entries received prior to March 8, cost is \$80 per SKU. After March 8, cost is \$115. For full contest details or to enter online, visit www.specialtyfood.com/awards/sofi.

TECHNOLOGY FOR PROCESSING | CHEESE-MAKING | CUTTING | PACKAGING

ALPMA USA

Continuous Curd Preparation with the ALPMA Coagulator

Produce cheese with the amount of moisture you want and not with the moisture your cheese vat dictates...

Cut your curd with one stroke and don't allow your cheese vat to produce fines ...

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

For more information, visit www.alpma.com

Drop In Dairy Heifer Supply May Limit US Milk Production Growth: CoBank

Denver, CO—A sharp decline in the number of dairy heifers available to replace older cows exiting the US dairy herd could limit any meaningful growth in milk production over the next few years, according to a new report from CoBank's Knowledge Exchange.

The number of dairy replacement heifers has dropped almost 15 percent over the last six years to settle at 4.06 million head, a 20-year low, according to data from the US Department of Agriculture's most recent *Cattle* report, which was released Jan. 31, 2024. The shift has taken place so fast that USDA revised its dairy heifer inventory figure in the past 12 months from 4.34 million to 4.07 million head, a decline of 263,600 head.

The rising cost of rearing dairy heifer calves has far outpaced increases in heifer values over the last several years, the report explained. That imbalance has prompted dairy farmers to reduce their heifer replacement inventories, in large part by breeding more dairy heifers and cows to beef bulls. Contraction in the US beef herd due to drought and other adverse conditions has led to record-high prices for beef cattle and retail beef products.

"Raising dairy heifers has been a losing proposition for most farmers in recent years, to the tune of \$600-\$900 per animal," commented Corey Geiger, lead dairy economist for CoBank. "To better manage on-farm heifer inventories, dairy farmers have turned to using beef semen on a portion of their dairy herd to reduce the number of replacement heifers.

That's enabled farmers to cut the costs associated with raising heifers and generate additional income from beef sales."

Less than a decade ago, dairy heifers sold for a tidy profit, but rearing costs today mean they sell at a loss, the report noted. While heifer rearing cost estimates vary, they are all trending upward. University of Wisconsin Extension survey data from 1999 to 2015 found the total cost to raise a dairy heifer from birth to entering the milking herd increased from \$1,360 to \$2,510 per head, an 85 percent increase.

In a similar analysis looking at 2016 to 2021, Penn State Extension specialists calculated heifer rearing costs averaged \$2,034, with a range of \$1,411 to \$2,301 between the lowest and highest of the five quantities.

Meanwhile, heifer values have not kept pace with higher rearing costs, the report continued. From April 2018 to January 2022, the sale price of dairy heifers never exceeded \$1,400 per head, according to USDA's *Agricultural Prices*.

Given this \$600 to \$900 loss per heifer, dairy farmers reevaluated the entire replacement enterprise, the CoBank report explained. That's when heifer replacement numbers began their steady, downward trajectory.

Some fluctuation in the population of replacement heifers is a natural outcome of market and economic forces, the report noted. But a sufficient inventory is important to the continuity of US milk production and critical to the dairy industry's ability to expand.

While the number of replacement heifers has dropped to a 20-year low, the overall US dairy herd has been stable with 9.3 million to 9.4 million head of dairy cows over the last six years, the report pointed out.

The steep drop in heifer supply went largely unnoticed until recently, when dairy farmers went looking to buy now-scarce replacements, the report said. As a result, dairy replacement prices have now jumped to an eight-year high, with USDA data and auction market reports ranging from \$1,890 to \$2,800 per head.

These higher replacement values will likely be in place for the foreseeable future, as dairy replacement inventories stand at the lowest levels in decades.

"Even if dairy producers reverse course and use more dairy bull semen in the coming years, it will be two to three years before the resulting dairy calves even reach the milking barns," Geiger observed.

Faced with lower replacement prospects, the only other option to prop up dairy cow numbers is to back down on dairy cow culling, the report said. To do that, dairy farmers would have to employ strategies to improve cow longevity that stands at five years or 2.8 lactations, based on Michigan State University research.

While that's possible due to improving genetics and productive life metrics, reduced dairy replacement inventories may limit growing milk production in the coming years. However, dairy farmers could employ a combination of using even more gender-selected dairy semen or backing off using beef semen on dairy heifers and cows, the report concluded.

FlavorSum Opens Expanded Facility In Kalamazoo, MI

Kalamazoo, MI—FlavorSum, a producer of flavors for the dairy and other industries, has completed construction and opened a 35,000-square-foot expansion at its Kalamazoo facility.

The increased footprint enhances the site's emulsion, extraction, and warehousing capacity and includes investment in process automation to increase efficiency, quality, and safety, FlavorSum said. The on-site Innovation Center's pilot plant has new UHT and HTST processing capabilities that support the company's Dairy Center of Excellence.

"We remain focused on reducing the headaches associated with flavor sourcing and new product development," said Brian Briggs, FlavorSum's president and CEO. "We continue to build our capabilities and resources as the go-to flavor solutions partner for small, mid-sized and emerging food and beverage companies."

In addition to Innovation Centers in Kalamazoo, MI, and Mississauga, Ontario, FlavorSum is opening a 10,000-square-foot Innovation Center in Marlton, NJ. The center has expanded flavor creation lab, analytical and application spaces to facilitate collaborative sessions with a technical team that has expertise in food and beverage flavor solutions.

The NJ Innovation Center will house the Beverage Center of Excellence offering pilot capabilities for carbonation, canning, tunnel pasteurization, and hot filling.

For more information, visit www.flavorsum.com.



We're in it for THE LONG HAUL

Delivering Quality Solutions

A true transportation partner does more than just arrange loads. WOW Logistics is a non-asset-based transportation broker delivering quality solutions via:

- ✓ 24/7/365 in-house customer service from Certified Transportation Brokers
- ✓ Reliable partner carriers held to stringent food safety standards
- ✓ Diverse selection of modes and specialized equipment

wowlogistics.com | 800.236.3565



For more information, visit www.wowlogistics.com

NELSON JAMESON
INC.
DELIVERING THE EXCEPTIONAL™

TINGLEY
est. 1896

IDENTIFY CONTAMINATIONS WITH EASE

Wearing white boots is a highly effective way to visually confirm cleanliness, significantly minimizing the risk of cross-contamination.

SCAN TO SHOP SAFETY BOOTS



nelsonjameson.com/tingley

For more information, visit www.nelsonjameson.com



Get the latest research and technology development information for cheese, milk, and whey ingredients all in one conference!

Register today for this premier technical conference!

ADPI.org/Events

Westminster Artisan Cheese, Dairy Foods Consulting Course Lineup Set

Westminster West, VT—Westminster Artisan Cheesemaking/Dairy Foods Consulting has scheduled two specialty cheese courses here in April.

Both workshops will be held in person at Parish Hill Farm & Creamery, led by cheese expert and consultant Peter Dixon.

Introduction to Cheesemaking: Milk to Make to Market, is set for April 5-11. This six-day intensive workshop is designed for those looking to develop or improve on a small-scale cheese business.

It includes hands-on cheesemaking, along with information and discussion about cheese aging and cheese-specific affinage; design for small-scale commercial cheese facilities and proper equipment; state and federal regulations; sanitation and food safety; marketing and business planning.

Specific topics of instruction also include milk properties for cow, goat, and sheep milk cheese; how seasonality affects milk properties; and the use of starter and ripening cultures, including native cultures; brining and surface salting. Students will be given hands-on lessons in the production of Mozzarella, Ricotta or Ricottone,

Tomme, Gouda, Appenzeller, and Asiago cheeses. The registration fee is \$1,400 per person.

Affinage: Techniques, Microbes & Facilities, will be held April 13-16. Participants will explore the craft of cheesemaking – ripening, and grading cheese for sale – from the point of view of the affineur.

A combination of classroom instruction and discussion will include visits to local cheese aging spaces for a tour and discussion of affinage in practice.

Topics include the selection and use of ripening cultures; bio-reactions between microbes, enzymes, and cheese components; and affinage techniques for bloomy and washed rind cheeses, Blue cheese, and semi-hard to hard natural rind cheese styles.

Students will also learn about cheese grading and quality control, along with facility design – including the construction and maintenance of cellars, caves, and brining/drying rooms.

Participants are encouraged to bring cheeses for tasting and evaluation. Cost is \$1,050 per student.

For more details and to register online, visit www.dairyfoodsconsulting.com/events.

Ticket Sales Open For 18th California Artisan Cheese Festival March 22-24

Sonoma, CA—Ticket sales have opened for the 18th annual California Artisan Cheese Festival at the Sonoma County Fairgrounds & Event Center, March 22-24.

The festival includes farm and producer tours; cheese crawl; educational seminars, tastings and demonstrations; and the ever-popular marketplace.

Day one will be dedicated to five farm and creamery tours, three of which have been sold out. The two tours available include stops at Nicasio Valley Cheese Company, Achadinha Cheese Company and Pennyroyal Farm. Tickets for the tours are \$175.

Five educational seminars are scheduled for Saturday, and include wine and cheese pairings with cheese experts Tracey Shepos and Laura Werlin. A cheese

and beer pairing will be led by expert and author Janet Fletcher, along with an aperitif and cheese pairing led by Sam Sheehan and Sarah Simms.

Alyssa Gilbert will show attendees how to build the perfect cheese and charcuterie board. Cost to attend the seminars run from \$75 to \$90 per person.

Saturday's agenda wraps with a cheese crawl from 3 p.m. to 7 p.m. at the Barlow in nearby Sebastopol.

Sunday's Marketplace includes more than 100 artisan cheese and food producers, wine makers, brewers, distillers, cider makers and chefs who will offer their products for sale.

For full agenda and to buy tickets online, visit www.artisancheese-festival.com.

Cornell In-Person HTST Pasteurizer Course April 9-11

Ithaca, NY—Registration is now open for Cornell University's in-person HTST pasteurizer training course here April 9-11 on the Cornell campus.

The three-day course, led by Dairy Foods Extension specialist Kim Bukowski, will also feature instruction from experts and representatives from the New York State Department of Agriculture & Markets.

It also fulfills the pasteurization course requirement for the Dairy Foods Extension Certificate Program.

Day one of the course opens with an overview of the design, operation, cleaning and maintenance of HTST and UHT systems; dairy food safety and basic microbiology; and proper chart recording.

The second day will be devoted to sequence logic; UHT and HTST testing; phosphatase testing and sampling; cleaning, sanitizing and maintaining systems; and operating with a broken seal, organizers announced.

The final day will feature HTST testing demonstrations and hands-on sessions.

Students will learn about HTST hold time and flow rates; flow diversion device valve testing; Anderson-Negele Safety Thermal Limit Recording (STLR) device; ABB Safety Thermal Limit Recording (STLR) device; pressure differential and DART Thermometers, along with a breakout review on broken seals.

Cost to attend the pasteurizer workshop is \$750 for New York State residents and \$880 for out-of-state students.

Cornell will host the workshop again July 16-18 on campus, with a live virtual course available Oct. 8-10.

For online registration and more information on Cornell's 2024 course lineup, visit www.dairyextension.foodscience.cornell.edu.

PLANNING GUIDE

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

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

International Pizza Expo & Conference: March 19-21, Las Vegas Convention Center, Las Vegas, NV. Visit www.pizzaexpo.com.

Ice Cream Technology Conference and Yogurt & Cultured Innovation Conference: April 9-10, Hilton Clearwater Beach Resort, Clearwater, FL. Visit www.idfa.org for more information.

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

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

National Restaurant Show: May 18-21, McCormick Place, Chicago, IL. Visit www.nationalrestaurant-show.com for more information.

IDDBA 2024: June 9-11, George R. Brown Convention Center, Houston, TX. Visit iddba.org.

ADSA Annual Meeting: June 16-19, West Palm Beach, FL. For details visit www.adsa.org.

WDPA Dairy Symposium: July 8-9, Landmark Resort, Egg Harbor, WI. Check www.wdpa.net for updates and registration.

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

IFT Meeting & Expo: July 14-17, Chicago. Check www.iftevent.org for updates and registration.



MARKET PLACE

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

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



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

Equipment for Sale

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

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

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

Equipment for Sale

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

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

Equipment Wanted

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

Replacement Parts

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

Real Estate

DAIRY PLANTS FOR SALE: <https://dairyassets.weebly.com/m--a.html>. Contact Jim at 608-835-7705; or by email at jim-cisler7@gmail.com

Products, Services

Cheese Moulds, Hoops

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

Cheese Grading Services

Interleave Paper, Wrapping

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

Walls & Ceiling

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



Cheese & Dairy Products

FOR SALE: USDA certified organic raw milk Cheddar cheese. Aged 3 to 5 years. From A2A2 certified milk. Available in 40 lb. blocks. Call (717) 663-8256.

Cheese & Dairy Products

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

Warehousing & Storage

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

Promotion & Placement

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

Positions Wanted

Have You recently lost your job and need the ability to stay in touch with the latest job offerings? Apply for a free 3-month subscription to Cheese Reporter. Email info@cheesereporter.com or call 608-246-8430 to get started.



Built to last.



MODEL 3005-LD TUWAY

- Stainless steel air cylinders
- Enhanced sanitary aspects
- Formed frame eliminates tubing
- Automatically cuts cheese prior to packaging
- Sizes cheese for immediate processing in shredders, dicers, mixers, grinders or melters
- Offers both vertical and horizontal cutting action with angled gravity or straight discharge for effective, low-cost operation

GENMAC, A DIVISION OF 5 POINT FABRICATION, LLC 1680 CORNELL ROAD | GREEN BAY, WI 54313

GENMAC.COM
|
sales@genmac.com
(920) 458-2189

PNEUMATIC HAMMER

Removes Powder Deposits



while maintaining the integrity of your powder processing equipment.

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

Evaporator Dryer Technologies, Inc.
www.evapdryertech.com

Gasket Material for the Dairy Industry



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

TC Strainer Gasket *USDA Project Number 13377



G-M-I, INC.

440-953-8811
gmiinc@msn.com
www.gmigaskets.com

