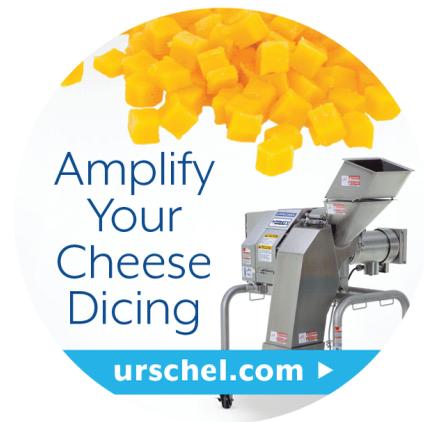




CHEESE REPORTER

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US Milk Production To Increase 1.1% Per Year Through 2032: USDA

Domestic Cheese, Butter Demand To Grow, Fluid Milk To Keep Falling; Exports To Increase

Washington—US milk production is projected to increase at a compound annual growth rate (CAGR) of 1 percent per year over the next nine years, reaching 253.7 billion pounds in 2032, according to the *USDA Agricultural Projections to 2032* report, which was released Wednesday by the US Department of Agriculture (USDA).

The agency's long-term agricultural projections presented in the report are a departmental consensus on a conditional long-run scenario for the agricultural sector.

The scenario presented in the report is not a USDA forecast about the future. Rather, it is a conditional, long-run scenario of how markets would evolve under current conditions, existing laws, normal weather patterns, and underlying trends.

In this "baseline" report, critical long-term assumptions are made for US and international macroeconomic conditions, US and foreign agricultural and trade

policies, and growth rates of agricultural productivity in the US and abroad. The report assumes that there are no new domestic or external shocks during the projection period that would affect underlying global agricultural supply and demand trends.

Key factors that shape the 2024-32 livestock-poultry baseline estimates include modest rates of real GDP growth, moderating prices of feed grains and oilseeds compared to recent history, and drought conditions that began in late 2020. The projection period for livestock, poultry, and animal products begins with calendar year 2024.

With relatively high feed prices compared to farm-level milk prices, the US dairy herd is projected to decline in 2024, remain flat in 2025, but then start rising in 2026. As domestic demand for dairy products grows and exports increase, milk prices are expected to rise relative to feed prices, and the dairy herd is expected to increase.

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, the report said. By 2032, milk production per cow is projected to average 26,415 pounds, compared to an average of about 24,100 pounds last year.

Domestic dairy use on a milkfat, milk-equivalent basis is projected to increase by a CAGR of 1.2 percent over the projection period. On a skim solids basis, domestic use is projected to rise at a modest CAGR of 0.6 percent from 2024 to 2032.

Demand for cheese is expected to increase based on climbing consumption of prepared foods and food eaten away from home. Butter demand is also expected to expand.

However, the decline in per capita consumption of fluid milk products is expected to continue.

Domestic demand for dry skim milk products (nonfat dry milk, skim milk powder, and dry skim milk for animal consumption) is

• See **More Milk In 2032**, p. 9

Dairy CPI Rose 0.2% In January; Retail Cheddar, Whole Milk Prices Declined

Washington—The Consumer Price Index (CPI) for dairy and related products was a record 272.0 in January (1982-84=100), up 0.2 percent from December and 14.0 percent higher than in January 2022, the US Bureau of Labor Statistics (BLS) reported Tuesday.

The dairy CPI has now increased for 14 straight months, and set new records in each of those months.

January's CPI for all items was 299.2, up 0.8 percent from December and 6.4 percent higher than in January 2022. The CPI for food was 319.1 in January, up 0.7 percent from December and 10.1 percent higher than in January 2022.

In January, the CPI for food at home was 301.4, up 0.8 percent from December and up 11.3 percent from January 2022; and the CPI for food away from home was 345.7, up 0.6 percent from December and 8.2 percent higher than in January 2022.

January's CPI for cheese and related products was 272.1, down 0.3 percent from December but 11.1 percent higher than in January 2022. That marked the sixth straight month in which the cheese CPI was above 270.

The average price for a pound of natural Cheddar cheese in January was \$5.95, down almost five cents from December but up more than 63 cents from January 2022.

• See **Retail Prices Fall**, p. 11

Private Label Sales Rose 11.3% In 2022 To New Record: \$228.6 Billion

New York—Private brand sales reached a new record high last year, increasing 11.3 percent from 2021 to \$228.6 billion in all outlets in the US for the 52 weeks ending Jan. 1, 2023, according to the newly released "2023 Private Label Report" from the Private Label Manufacturers Association (PLMA).

Store brands grew at nearly twice the rate of national brands, which were up 6.1 percent in dollar sales, according to PLMA's exclusive IRI Unify sales data.

"The store brands business is booming," said Peggy Davies, PLMA president. "Last year's record sales and double-digit growth

• See **Private Label Sales**, p. 10

Dairy Groups, Firms Criticize Various Aspects Of FDA's 'Healthy' Definition

Silver Spring, MD—Numerous dairy industry organizations and companies have criticized various aspects of the US Food and Drug Administration's (FDA) proposed definition for the "healthy" claim on food labels.

FDA last September had released a proposed rule on the definition of the implied nutrient content claim "healthy," and the comment period for that proposal was Feb. 16, 2023. The agency received several hundred comments on the proposal.

FDA's updated "healthy" criteria emphasize the food groups and subgroups identified in the Dietary Guidelines for Americans 2020-2025 (DGA), including dairy; food products would need to contain a certain amount of food from at least one of the recommended food groups or sub-

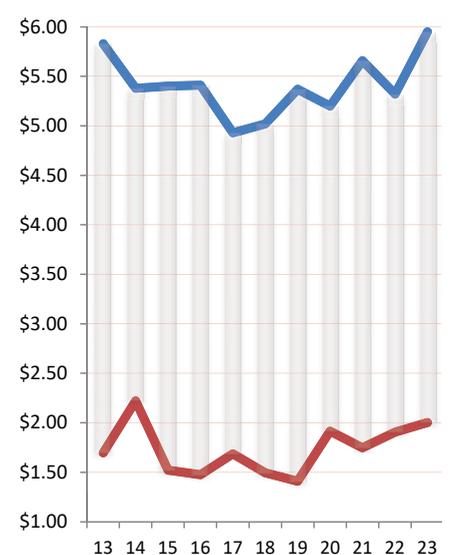
groups to be labeled "healthy." FDA is also proposing to maintain sodium and saturated fat as nutrients to limit, and added a limit on added sugars.

The International Dairy Foods Association (IDFA) has "numerous concerns" about the proposed claim criteria that would affect the use and effectiveness of a "healthy" claim. IDFA urged FDA to adopt criteria for the "healthy" claim that will emphasize the nutritional benefits of dairy products and encourage consumers to add these nutrient-rich foods to their diets.

The food group equivalent (FGE) approach that is currently proposed "appears to preempt" the use of a "healthy" claim by dairy foods with small reference

• See **'Healthy' Comments**, p. 4

Average Cheddar Price
Retail vs. CME 40-pound Block;
Jan 2013–2023; Price per lb





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...imports of milk protein concentrate generated considerable controversy, and were the subject of, among other things, a USITC investigation...

US Dairy Imports Growing, Controversies Have Disappeared

The United States has been a significant importer of cheese and other dairy products for many, many years now, and for many years, those significant imports generated significant controversies. Lately, however, as dairy imports regularly set new records, the controversies generated by those imports seem to have pretty much disappeared.

First, a little background is in order. As far as US dairy imports are concerned, looking back half a century, the US in 1973 imported over 220 million pounds of cheese, as well as, most significantly, around 113 million pounds of casein. Meanwhile, US dairy exports back in 1973 were valued at less than \$60 million.

More recently, dairy imports have reached new record highs for four straight years, including \$4.7 billion in 2022.

As far as dairy import-related controversies are concerned, well, there have been too many over the years to list in this space, so we'll just mention a couple. First, back in the late 1970s and into the first half of the 1980s, casein imports generated considerable controversy, and were the subject of at least two separate investigations by the US International Trade Commission, as well as at least a couple of detailed reports from USDA's Economic Research Service.

In its investigation that concluded in early 1982, the USITC concluded that casein imports were not materially interfering with the dairy price support program.

A couple of decades later, imports of milk protein concentrate generated considerable controversy, and were the subject of, among other things, a USITC investigation and a report from the US General Accounting Office (now known as the Government Accountability Office).

That USITC investigation concluded (in a report released in May 2004), among other things, that the dairy price support program appeared to be an important factor

creating a disincentive to manufacture milk protein concentrate in the US, and that, on a protein basis, imports of MPC, casein, and caseinates may have displaced 318 million pounds of US-produced milk proteins between 1998 and 2002.

So, while dairy imports are setting new record highs on a regular basis, the controversies surrounding those imports have largely disappeared. Why is that?

Three points come to mind. First, and perhaps most obvious, there is no longer a dairy price support program; it was terminated under the 2014 farm bill. Since there's no longer a dairy price support program, there's no way US imports of casein, MPCs or any other dairy product can interfere with that program.

Second, for many years, the US ran a significant dairy trade deficit. Back in 2000, for example, when MPC imports were starting to generate controversy, US dairy imports were valued at \$1.5 billion, while dairy exports were valued at slightly less than \$1.0 billion, for a dairy trade deficit of over half a billion dollars.

But the US hasn't run a dairy trade deficit since 2006, when dairy exports were valued at \$1.8 billion and dairy imports were valued at \$2.3 billion, for a deficit that was still around half a billion dollars. The following year, exports were valued at \$3.0 billion and imports were valued at \$2.5 billion, for a trade surplus of \$500 million.

And the US dairy trade surplus has grown pretty impressively in recent years, to \$2.9 billion in 2019, \$3.4 billion in 2020, just under \$4.0 billion in 2021 and \$4.85 billion in 2022. It just seems like dairy imports aren't as controversial when the US is running such a large dairy trade surplus.

There is one small caveat here: that is, these figures are values, rather than volumes. But there are at least a couple of reasons why, even on a volume basis, US dairy

imports aren't generating much if any controversy these days.

First, on a volume basis, dairy imports in recent years are similar to or even lower than they were in the past. For example, US cheese imports actually reached a record high back in 2002, at 474.6 million pounds. Over the last six years (2017-2022), cheese imports averaged around 396 million pounds per year.

Second, in its 2004 report, the USITC noted that US production of milk protein concentrate was generally confined to a few firms that produced blended MPC using imported and domestically produced milk proteins, and one facility that produced MPC using ultrafiltration.

As of 2021, there were 13 plants producing MPCs in the US, and total production was around 197 million pounds.

One final reason why US dairy imports aren't generating all that much controversy these days is because dairy importers are paying into the National Dairy Promotion and Research Program.

It may be recalled that the dairy import assessment was first included in the 2002 farm bill, and then was included again (via some clarifying language) in the 2008 farm bill. Dairy product importers have paid assessments to the Dairy Research and Promotion Program since August 2011.

The mission of the National Dairy Board is to coordinate a promotion and research program that maintains and expands domestic and foreign markets for fluid milk and dairy products. The original mission of the dairy promotion and research program was to maintain and expand domestic and foreign markets for fluid milk and dairy products **produced in the United States**, but that last part was dropped under language included in the 2002 farm bill.

So if nothing else, rising dairy imports are a testament to the success of the dairy checkoff program.

Retail Sales Of Milk Alternatives Fell 3% In 2022; Future Growth Expected

Chicago—The recent buzz about plant-based foods at retail and foodservice has many questioning if interest in plant-based foods is a fad or a long-term trend, according to The NPD Group.

Plant-based is a small but expanding category, and as more innovations and products become available and accessible, consumer interest broadens.

The NPD Group reported that about 25 million consumers eat plant-based beverages and foods occasionally or regularly, consuming these foods as part of a meal or as an ingredient.

About one in five consumers say that they want more plant-based foods in their diet.

At retail, the total volume sales of milk alternatives were down 3 percent in the 52 weeks ending

Jan. 1, 2023, compared to a year earlier, according to IRI. Almond and coconut milk alternatives were among the top declining products. Oat milk alternatives offset steeper declines for the total category, with volume sales up 22 percent versus a year earlier.

Volume sales of meat alternatives in the frozen aisle were down 3 percent from a year earlier, with lunch meat, meatball, and breakfast sausage alternatives the top decliners. Frozen meat alternative formats growing were wings, ingredient cuts, and nuggets.

When it comes to eating plant-based foods, consumers are definite in which types of plant-based bev-

erages and food they want to eat at home and which they eat from a restaurant or foodservice outlet, NPD noted. Although drinking dairy milk at home is still a more prominent behavior, about 93 percent of meals or snacks that include milk alternatives are consumed at home, and 7 percent are at a restaurant or foodservice outlet.

Consumers eat more plant-based meat, poultry, and seafood analogues from restaurants because these foods are prepared in the same way animal protein menu items are, which means the consumer isn't sacrificing taste for what they believe to be a healthier option.

"Retail is likely in a transition period, following fast expansion before and during the pandemic. As consumers are returning to

their pre-pandemic habits and living with high inflationary prices, we are seeing slower velocity rates and a higher number of lost buyers than new buyers," said Chris Dubois, executive vice president, Americas Protein Practice Leader, IRI.

"As long as the big plant-based companies continue to deliver taste, texture, and innovations while working toward price parity with other protein options, the category can thrive, especially in the frozen case where the strength and base are consistent."

In foodservice, plant-based foods represent less than 1 percent of all foods shipped through broadline foodservice distribution to commercial and non-commercial foodservice outlets, with many categories growing.

Bluegrass Ingredients Opens Product Development Center, Resource Hub

Bowling Green, KY—Bluegrass Ingredients, Inc., a specialty food ingredients manufacturer and supplier, has opened The Agile Kitchen™ at Bluegrass, a product development center and resource hub for acting on ever-evolving consumer food trends in collaboration with food manufacturers.

The Agile Kitchen at Bluegrass exists as a physical space and a digital solution, advancing the company's commitment to understanding ingredient trends and market opportunities, a cornerstone of its Agile Ingredient Innovation® service model.

The Agile Kitchen at Bluegrass will provide food manufacturers with a state-of-the-art innovation kitchen to craft and pilot test custom applications and recipes. The company's food scientists, culinary specialists and R&D teams will be available to support on-site creations, in addition to the company's executive chef, Shane Boling.

Together with its physical location, The Agile Kitchen at Bluegrass will serve as a digital resource hub, informed by the company's market trend research and discoveries made in the Kitchen. This focus on both analysis and experimentation will allow Bluegrass to rapidly develop and deliver on-trend innovations, the company noted.

"The Agile Kitchen at Bluegrass is purpose-built to wholly support our customers and prospects in their product development journeys," said Hoyt Huffman, chief executive officer at Bluegrass Ingredients.

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'Healthy' Comments

(Continued from p. 1)

amounts customarily consumed (RACCs), such as natural cheese, IDFA stated. IDFA asked FDA to provide additional information on the proposed concept, as well as to consider alternate approaches, so that the method used to identify FGE amounts can be easily understood by food manufacturers, as well as consumers and regulators.

Using the required three-quarters cup dairy equivalent proposed by FDA, all natural cheese, including fat-free or lowfat forms, would not be able to bear the "healthy" claim, because the RACC does not meet the three-quarters cup dairy equivalent by minuscule amounts, Sargento Foods noted in its comments. Sargento proposed updating the dairy equivalent to one-half cup dairy equivalent.

Proposed Saturated Fat Limit

IDFA appreciates FDA's tailoring of the saturated fat criteria that permit lowfat dairy products to meet the saturated fat limit of the "healthy" claim definition.

"However, numerous studies that have examined the associations between full fat dairy products and health outcomes have shown that the milkfat present in full fat dairy products does not have detrimental effects on health," IDFA noted. "Based on this growing body of research, full fat and reduced fat dairy products should also be permitted to make 'healthy' claims."

The National Milk Producers Federation (NMPF) noted that a "large and growing body of evidence" published in recent decades shows that dairy consumption, regardless of fat level, may have a protective effect on cardiovascular disease (CVD) risk and in any case does not increase risk.

"A large body of evidence published over the last two decades indicates that total dairy consumption, at a variety of fat levels, does not increase risk for CVD, has beneficial effects on cardiovascular biomarkers and may reduce risk of cardiometabolic diseases such as type 2 diabetes, coronary heart disease, hypertension and stroke in children and adults," National Dairy Council (NDC) noted in its comments.

Sargento Foods believes there should be no limits on total and saturated fat contributed by milkfat, due to the emerging science about the health benefits of milkfat, as long as the natural cheese is at least a good source of one of the following: calcium, protein, Vitamin A, and Vitamin D.

The proposed saturated fat limits of 10 percent Daily Value (DV) per RACC would exempt many nutrient-dense forms of yogurt, including whole milk yogurts, from meeting the "healthy" claim criteria, Chobani noted in its comments. Chobani recommended that FDA consider exempting saturated fats from dairy, similar to the approach used for nuts and seeds which exceed the baseline saturated fat target.

The relationships between the nutrient and non-nutrient components of foods, including vitamins, minerals and bioactive components as well as physical structure, texture and form are important to consider when discussing what is "healthy," Dairy Council of California (DCC) noted. This concept refers to a food matrix and can explain how a food's nutrient and non-nutrient interactions impact digestion, absorption and physiological functions important for health.

"The dairy food matrix provides a unique example of the advancement of research in this area, as

dairy is a diverse group of foods that contain nutrients and bioactive components that vary in amount and macro- and micro-nutrient structure," DCC noted. "Labeling criteria that set specific limits for saturated fat, added sugars and sodium without consideration of the food matrix could inadvertently lower intake of nutrient-dense foods."

US consumption of dairy products could be compromised by the "healthy" label, the American Cheese Society (ACS) noted. Whereas some lowfat dairy products and cheeses might qualify under the proposed definition, most dairy and cheese products would not. Confusion could develop as consumers would consider all dairy products without a "healthy" label as being "unhealthy."

ACS is concerned that "healthy" labeling will discourage consumers from eating cheese.

Added Sugars And Sodium Limits

FDA's proposed added sugar limits would exclude from the "healthy" claim many nutrient-rich, affordable, consumer-friendly dairy choices that are recommended for consumption by the DGA, IDFA noted. Sweetened milk and yogurt can fit into the DGA's recommended eating patterns because the limit on added sugar applies to the diet as a whole, not to a single food or beverage.

"Flavored milk and yogurt are nutrient dense and provide significant nutritional benefits," IDFA said. "The moderate levels of added sugars in these products increase palatability, thereby encouraging consumers to eat these nutrient-dense foods."

The "essential nutrients that nutrient-dense dairy foods contribute far outweigh the minimal amounts of added sugars that are added to them," Chobani commented. The proposed added sugar limit will disqualify 72 percent of the nutrient-dense dairy yogurt foods, including lowfat and fat-free yogurts, from bearing the "healthy" claim.

Salt and sodium are "crucial components" of many dairy products, particularly cheeses, IDFA noted. Therefore, the sodium limits for the dairy category should reflect the important role that sodium plays in dairy foods, including food safety, control of moisture and consumer acceptance.

The sodium limit as proposed would exclude many dairy products, such as cheese, IDFA continued. The organization asked FDA to provide additional information about how the 10 percent DV limit was set for dairy products.

NMPF believes allowing "healthy" claims for all milk, cheese and yogurt will increase the chances that the claim rules will encourage consumers to consume more adequate amounts of dairy.

FROM OUR ARCHIVES

50 YEARS AGO

Feb. 16, 1973: Washington—New proposed legislation, titled The Clayton Act, would give small businesses the right to sue competitors for making sales "below cost for the purpose of destroying or eliminating a competitor." Sen. Gaylord Nelson (D-WI), co-sponsor of the bill, said it aims to slow down the rate of small business deaths.

New York—Say "cheese" on one of two daily first class flights from Switzerland to New York, and that's what you'll get. As an alternative to the buffet meal offered, passengers are now invited to the upper deck lounge for Raclette.

25 YEARS AGO

Feb. 20, 1998: Madison—The Wisconsin Master Cheesemaker Program welcomed four new members this year. The initiates include Scott Erickson, Bass Lake Cheese, certified in Colby and Cheddar; Ken Nett, Sartori Foods, certified in Parmesan; Ron Sullivan, Swiss Valley Farms, certified in Swiss; and Joe Widmer, Widmers' Cheese Cellars, certified in Brick and Colby.

Corfu, NY—John Yancey, president and CEO of Darn Good Foods, announced the purchase of all assets of Kutter's Cheese Factory here. Yancey is the former president and owner of Heluva Good Cheese, Sodus, NY.

10 YEARS AGO

Feb. 15, 2013: Brussels, Belgium—The European Commission this week added Gruyere from France to the register of protected geographical indications. Australia, New Zealand and the US object this move, arguing that the name in question is "generic." But it's "clear" that the inclusion given in Annex B to the Stresa Convention of 1951 does not apply that the said term has become ipso facto generic.

Washington—The US and the European Union announced this week their intention to initiate the internal procedures necessary to launch negotiations on a Transatlantic Trade and Investment Partnership. The announcement was made in a joint statement by President Obama, European Council President Herman Van Rompy, and European Commission President Jose Manuel Barroso.



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On GDT Auctions In 2022, 1.4 Billion Pounds Of Dairy Products Were Sold

Auckland, New Zealand—In 2022, Global Dairy Trade (GDT) Events (the semi-monthly dairy commodity auction) traded 635,541 metric tons (1.4 billion pounds) of dairy products from six sellers, representing three major supply regions: Oceania, Europe and the US, according to GDT's 2022 annual report, which was released this week.

Seven product groups were sold in 2022 to 264 bidders. GDT Events achieved an average of 159 participating bidders per auction.

By comparison, in 2021, GDT Events traded 626,747 metric tons (1.38 billion pounds) of product, representing major export supply regions including the US, Europe, Oceania, and Asia. Seven product groups were sold to 273 bidders in 2021. GDT Events achieved an average of 170 participating bidders per Trading Event.

On GDT Events and GDT Pulse (which operates on alternate weeks between GDT trading events, and offers only whole milk powder) last year, the main milk powders, whole milk powder and skim milk powder, accounted for 78 percent of the quantity traded (53 percent for WMP, 25 percent for SMP). Anhydrous milkfat accounted for 10 percent of the quantity traded, followed by butter at 8 percent, Cheddar cheese at 2 percent, and other dairy products (buttermilk powder and lactose) also at 2 percent.

As in previous years, the most active contract period for GDT sales last year (for both GDT Events and GDT Pulse) was Contract Period 2, which is the contract period used as settlement for SGX-NZX dairy derivatives. That period accounted for 43 percent of the quantity traded on GDT Events and GDT Pulse in 2022, followed by Contract Period 3, 22 percent; Contract Period 1, 14 percent; Contract Period 4, 12 percent; Contract Period 5, 8 percent; and Contract Period 6, 1 percent.

The 12-month average prices for skim milk powder and whole milk powder gained 11 percent and 1 percent, respectively, over 2022. The two products reached an eight-year high of \$4,598 per metric ton and \$4,747 per metric ton in April and March 2022, respectively.

Also in 2022, the 12-month average prices for anhydrous milkfat and butter gained 4 percent and 12 percent, respectively. In March 2022, AMF rose to a four-year high of 47,115 per metric ton, while butter reached an all-time high of \$7,112 per metric ton.

And the 12-month average prices for buttermilk powder and

Cheddar cheese last year increased 15 percent and 19 percent respectively compared to 2021. Cheddar reached an all-time high of \$6,590 per ton in March 2022, the highest price since it was launched on GDT in 2011.

The 12-month average price of lactose during 2022 was 20 percent higher than in 2021, reaching an all-time high of \$1,634 per ton in March 2022, the highest since the launch of European lactose on GDT in 2015.

Products offered on GDT increased over 2022 by one skim milk powder product. The largest offering is in the SMP group, at 14 products, due to the larger number of supply regions. There are five SMP sellers on GDT.

Other products offered and number of sellers on GDT last year

included: lactose, five products, two sellers; buttermilk powder, four products, two sellers; whole milk powder, three products, one seller; anhydrous milkfat, three products, one seller; butter, two products, one seller; and Cheddar cheese, two products, one seller.

Quarterly participating bidders averaged 230 during 2022, down 7 percent from 2021. Quarterly winning bidders averaged 202 during 2022.

Skim milk powder remains the most active product group for participating bidders, with 179 participating bidders in 2022, followed by whole milk powder with 166 participating bidders, anhydrous milkfat with 132 participating bidders, and butter with 86 participating bidders.

Compared to 2021, participation in buttermilk powder, Cheddar and lactose during 2022 declined. Specifically, there were 47 participating Cheddar bidders

in 2022, down from 55 in 2021; 52 participating BMP bidders in 2022, down from 58 in 2021; and 13 participating lactose bidders in 2022, down from 19 in 2021.

Consistent with previous years, North Asia and South East Asia and Oceania were the most active regions for participating bidders, comprising 60 percent of total participating bidders in 2022.

Specifically, North Asia accounted for 31 percent of the participating bidders, followed by South East Asia and Oceania at 29 percent, Europe at 11 percent, Africa and the Middle East at 10 percent each, South and Central America at 7 percent, and North America at 2 percent.

The seasonal pattern shows traditional peak shipment quantities from November to February. Over 2022, the shipment peak flattened over November to April, also adding unusually increased quantities in July.

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USDA Makes \$133 Million Available For Local Ag Market Program Grants

Washington—The US Department of Agriculture (USDA) on Tuesday announced it is now accepting applications for this year's Local Agriculture Market Program (LAMP), with a total of \$133 million available in competitive grant funds to expand and strengthen local and regional food systems and increase the availability of locally produced agricultural products.

The LAMP is made up of the Local Food Promotion Program (LFPP), Farmers Market Promotion Program (FMPP), and the Regional Food Systems Partnerships (RFSP) grant program, all administered by USDA's Agricultural Marketing Service (AMS).

The Local Food Promotion Program funds projects that develop, coordinate, and expand local and regional food business enterprises that engage as intermediaries in indirect producer-to-consumer marketing to help increase access to and availability of locally and regionally produced agricultural products.

In fiscal year 2023, LFPP offers four project types: planning; implementation; farm to institution; and turnkey marketing and promotion. Planning project types fund the planning stages of developing, coordinating, or expanding a food business; this includes business plans, feasibility studies, trainings, and pilot programs.

Implementation project types fund the establishment and expansion of food businesses, such as shared-use kitchens, food hubs, and food incubators. The farm to institution project type supports

the development, coordination, and expansion of institutional markets. And the new turnkey marketing and promotion project type streamlines the application process for applicants conducting marketing and promotion activities from a prescribed list.

In fiscal 2023, AMS anticipates approximately \$61.8 million will be available to fund LFPP projects. Eligible applicants include agricultural businesses and cooperatives, producer networks and associations, Community Supported Agriculture (CSA) networks and associations, food councils, local governments, nonprofit and public benefit corporations, economic development corporations, regional farmers' market authorities, and tribal governments.

The Farmers Market Promotion Program funds projects that develop, coordinate and expand direct producer-to-consumer markets to help increase access to and availability of locally and regionally produced agricultural products. FMPP achieves this goal through the creation, coordination, and delivery of outreach, training, and technical assistance to domestic farmers markets, roadside stands, community-supported agriculture programs, agritourism activities, online sales or other direct producer-to-consumer (including direct producer-to-retail, direct producer-to-restaurant and direct producer-to-institutional marketing) market opportunities.

There are three types of FMPP grants: capacity building, community development training and technical assistance, and turnkey

marketing and promotion. Approximately \$15.4 million is available to fund FMPP applications under the fiscal 2023 solicitation.

The Regional Food System Partnerships program supports partnerships that connect public and private resources to plan and develop local or regional food systems. The program focuses on strengthening the viability and resilience of regional food economies.

RFSP projects may fund planning and design, implementation and expansion, and farm to institution projects. Approximately \$56.5 million will be available to fund RFSP projects in fiscal 2023.

Partnerships are eligible to apply to RFSP. A partnership is an agreement between one or more eligible entities and one or more eligible partners. Eligible entities include producers, cooperatives, producer networks or associations, majority-controlled producer-based business ventures, CSA networks and associations, food councils, local governments, nonprofit and public benefit corporations, economic development corporations, regional farmers' market authorities, and tribal governments.

Eligible partners include state agencies or regional authorities, philanthropic corporations, private corporations, institutions of higher education, and commercial, federal, or Farm Credit System Lending Institutions.

A Request for Applications (RFA) for each of these programs is available on the program pages linked through the LAMP webpage, at www.ams.usda.gov/services/grants/lamp. Applications must be submitted electronically through www.grants.gov on the due dates established in the RFAs.

USDA Accepting Applications For June 5-8 Trade Mission To Japan

Washington—USDA's Foreign Agricultural Service (FAS) is accepting applications from exporters of US farm and food products for a two-city trade mission to Japan, June 5-8, 2023.

The trade mission will offer US agribusinesses the potential to increase or expand their sales to Japan, one of the United States' top five agricultural export markets, FAS said. Overall US exports of agricultural products to Japan exceeded \$14.6 billion in 2022.

Japan is a high-value market that imports more consumer-oriented products than any other market in Asia and will pay a premium for high-quality products, according to FAS. Strong opportunities exist for US exporters of, among other things, dairy products (cheeses).

In 2022, US dairy exports to Japan were valued at \$519.8 million, up 39 percent from 2021. Cheese exports to Japan last year totaled 106.7 million pounds, up 17 percent from 2021; those exports were valued at \$231.8 million, up 23 percent from a year earlier.

Trade mission participants will travel to Tokyo and Osaka, connecting with potential customers and learning first-hand from government and industry leaders about local market conditions. FAS staff in Japan will arrange meetings between US businesses and potential buyers in the country. Participants will also visit local retail stores and food manufacturers to round out the program.

"As one of the largest economies in the world, Japan provides many exciting opportunities for the high-value agricultural and food products offered by US exporters. Japanese consumers value the quality and convenience of US products," said Daniel B. Whitley, FAS administrator. "This trade mission will help many US agribusinesses establish new business connections with their Japanese counterparts and further expand US agricultural exports to this key Asian market."

Applications are due by Feb. 27. For more information, visit <https://fas.usda.gov/topics/trade-missions/japan-june-2023>; or email trademissions@fas.usda.gov.

There is no fee to participate in USDA trade missions, but participants are responsible for their own airfare, lodging costs, and some meals, and any costs associated with shipping, storing, and showing samples. USDA will facilitate business-to-business meetings and cover most on-ground expenses such as mission-related local transportation, meeting venues and logistics, and interpretation.

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Class IV Volume On Seven Federal Orders In January: 1.6 Billion Pounds

Washington—The volume of milk pooled in Class IV in January in the seven federal milk marketing orders that pay dairy farmers a producer price differential (PPD) totaled 1.589 billion pounds, up 693.2 million pounds from December and up 580 million pounds from January 2022, according to the uniform price announcements for those orders.

That's the highest Class IV volume for those seven orders since May 2022, when the volume totaled just under 3.0 billion pounds. Class IV volume on those orders was under 1.0 billion pounds every month from June through December 2022.

The January Class III volume on the seven orders that pay dairy farmers a PPD totaled 7.35 billion pounds, down 130 million pounds from December but up 891 million pounds from January 2022. That's the fourth straight month in which Class III volume on those seven orders topped 7.0 billion pounds.

All seven orders reported positive PPDs, ranging from 25 cent per hundredweight on the Upper Midwest order to \$2.43 per hundred on the Northeast order.

Class III volume on the California order in totaled 1.39 billion pounds, down 31 million pounds from December but up 129 million pounds from January 2022. That's the eighth straight month in which more than 1.0 billion pounds of milk was pooled in Class III on the California order.

Class III utilization was 59.6 percent, down from 70.4 percent in December and down from 68.9 percent in January 2022. That's the first time Class III utilization on the California order has been under 60 percent since May 2022, when it was 15.8 percent.

Class IV volume on the California order totaled 422.1 million

pounds, up 323 million pounds from December and up 353.2 million pounds from January 2022. That's the largest volume of milk pooled in Class IV since May 2022, when it totaled 993 million pounds. Class IV utilization on the California order was 18.1 percent, up from 4.9 percent in December and up from 3.8 percent in January 2022.

At total of 2.34 billion pounds of milk was pooled on the California order, up 316 million pounds from December, up 505 million pounds from January 2022, and the largest volume of milk pooled on the order since August 2021, when volume totaled 2.54 billion pounds.

Class III volume on the Upper Midwest order in January totaled 2.86 billion pounds, down 90 million pounds from December but up 644 million pounds from January 2022. That was the sixth consecutive month in which more than 2.5 billion pounds of milk was pooled in Class III on the order.

Class III utilization on the Upper Midwest order was 93.0 percent, unchanged from December and up from 89.0 percent in January 2022.

Class IV volume on the Upper Midwest order was 15.8 million pounds, up 592,000 pounds from December but down 12.4 million pounds from January 2022. Utilization was 0.5 percent, unchanged from December and down from 1.1 percent in January 2022.

A total of 3.08 billion pounds of milk was pooled on the Upper Midwest order in January, down 97 million pounds from December but up 583 million pounds from January 2022.

On the Southwest order in January, Class III volume totaled 698.3 million pounds, down 36.9 million pounds from December and down 19.2 million pounds from January 2022. Class III utilization was 54.5

percent, down from 63.5 percent in December and down from 63.3 percent in January 2022.

Class IV volume on the Southwest order in January totaled 165.7 million pounds, up 126.6 million pounds from December and up 150.7 million pounds from January 2022. Class IV utilization was 12.9 percent, up from 3.4 percent in December and up from 1.3 percent in January 2022.

A total of 1.28 billion pounds of milk was pooled on the Southwest order, up 123 million pounds from December and up 147 million pounds from January 2022.

Class III volume on the Central order in January totaled 722.4 million pounds, down 3.4 million pounds from December but up 100.1 million pounds from January 2022. Class III utilization was 49.5 percent, down from 55.0 percent in December and down from 49.6 percent in January 2022.

January Class IV volume on the Central order totaled 256.9 million pounds, up 124.7 million pounds from December and up 97.9 million pounds from January 2022. Class IV utilization was 17.6 percent, up from 10.0 percent in December and up from 12.7 percent in January 2022.

A total of 1.46 billion pounds of milk was pooled on the Central order in January, up 141 million pounds from December and up 205 million pounds from January 2022.

On the Mideast order in January, Class III volume totaled 705 million pounds, up 16.8 million pounds from December and up 8.5 million pounds from January 2022. Class III utilization was 47.6 percent, down from 49.7 percent in December but up from 45.2 percent in January 2022.

Class IV volume on the Mideast order in January totaled 132.1 million pounds, up 68.4 million pounds from December and up 2.5 million pounds from January 2022. Class IV utilization was 8.8 percent, up from 4.6 percent in

December and up from 8.4 percent in January 2022.

A total of 1.48 billion pounds of milk was pooled on the Mideast order, up 97 million pounds from December but down 60 million pounds from January 2022.

Class III volume on the Northeast order in January totaled 655.8 million pounds, down 1.4 million pounds from December but up 33.7 million pounds from January 2022. Class III utilization was 28.4 percent, down from 29.1 percent in December but up from 28.1 percent in January 2022.

January Class IV volume on the Northeast order totaled 390.6 million pounds, down 24.2 million pounds from December and down 2.0 million pounds from January 2022. Class IV utilization was 16.9 percent, down from 18.4 percent in December and down from 17.8 percent in January 2022.

A total of 2.31 billion pounds of milk was pooled on the Northeast order, up 54 million pounds from December and up 98 million pounds from January 2022.

Class III volume on the Pacific Northwest order in January totaled 316.8 million pounds, up 16 million pounds from December but down 4.3 million pounds from January 2022.

Class III utilization was 44.7 percent, down from 50.2 percent in December and down from 44.8 percent in January 2022.

Class IV volume on the Pacific Northwest order in January totaled 206.0 million pounds, up 74.1 million pounds from December but down 9.8 million pounds from January 2022.

Class IV utilization was 29.0 percent, up from 22.0 percent in December but down from 30.1 percent in January 2022.

In January, a total of 709.4 million pounds of milk was pooled on the Pacific Northwest order, up 109.6 million pounds from December but down 7.3 million pounds from January 2022.

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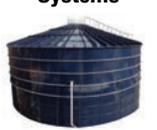
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Wisconsin Dairy Products Association To Offer Two \$2,000 Scholarships

Middleton, WI—The Wisconsin Dairy Products Association (WDPA) is now accepting applications for its Robert L. Bradley Scholarship and the Wisconsin Dairy Products Association Scholarship, worth \$2,000 each.

The scholarships are awarded to two deserving college students pursuing careers in the dairy industry.

Funding comes from proceeds of the World Dairy Expo Championship Dairy Product Contest.

The scholarships are available to any student attending a University of Wisconsin system school.

Graduating high school seniors and college freshman, sophomores, juniors, and seniors are eligible for these scholarships. No grad students are eligible.

Students must be attending a UW school or planning to attend;

should be enrolled in a food science, dairy science, or a dairy industry related program; and must be in good academic standing.

Past scholarship winners are not eligible for this year's awards.

Each submission should include the application, two letters of recommendation, high school or college transcript, and a 400-word essay on a current field of study and how it relates to future goals.

Winners will be announced on April 28, 2023. Students will then be recognized at the World Dairy Expo Championship Dairy Product Contest auction on Oct. 4, 2023.

Applications can be sent to: WDPA, 8383 Greenway Blvd., Middleton, WI 53562 or info@wdpa.net before March 30. For more information or for application forms, visit www.wdpa.net.

IDDBA Scholarships Available For Member Companies

Middleton, WI—The International Dairy Deli Bakery Association (IDDBA) is accepting applications for its \$2,000 "Growing the Future" educational scholarships now through April 10.

The program is open to college and graduate students who work for an IDDBA-member company, and are enrolled in 2023 summer or fall classes.

Specifically, recipients must be enrolled in a degree program at a technical college, university or graduate school. They must also work at least 13 hours per week

during the school year, with a GPA of 2.5 or higher on a 4.0 scale.

Previous recipients are eligible to re-apply. Amount of tuition assistance will be determined by IDDBA's Scholarship Committee, and notifications of awards will be sent mid-May.

Scholarship money can be used for tuition paid through a verified university account.

Application forms are available online and must include a letter of recommendation from supervisors and essay on post-graduation career goals.

To apply online, visit www.iddba.org. For additional information or inquiries, contact IDDBA at (608) 310-5000 or via email: scholarships@iddba.org.

Prairie Farms Honors Former CEO Ed Mullins For 42 Years of Service



Current Prairie Farms CEO Matt McClelland helps celebrate former CEO Ed Mullins, who retired Dec. 31, 2022 after more than four decades of service.

Edwardsville, IL—Dairy industry leader and longtime Prairie Farms Dairy CEO Ed Mullins was lauded recently for his 42 years of dedicated service to the co-op.

Hundreds of people, including Prairie Farms' board members, present and past co-workers, industry professionals, and friends, gathered to honor his career.

As part of the celebration, a new wall of honors was unveiled at Prairie Farms' corporate office, with a space currently being transformed into the Edward L. Mullins Conference Center.

Mullins retired on Dec. 31, 2022, following his decision in late 2021 to step down as executive vice president and CEO to assume a new role as senior executive officer in 2022.

His career with Prairie Farms started in 1980. Since then, he held numerous leadership positions and served as CEO/EVP from 2006 to 2021.

"Ed has not only been my mentor throughout my 33-year career with Prairie Farms but a dear friend as well," said Prairie Farms' CEO/EVP Matt McClelland.

"It's been an honor to work with an industry legend for so many years, and Ed's extraordinary leadership and contributions to Prairie Farms are beyond measure," he said.

"It was a privilege to serve Prairie Farms over the last 42 years," Mullins said. "My decision to retire was bittersweet because the Prairie Farms' family means the world to me."

PEOPLE

The **Foreign Type Cheesemakers Association** added four new members to its board of directors. **ROB FRIE** of Shullsburg Creamery, Shullsburg, WI, will serve as board president, with **KEVIN DAVIS** of Cheese Louise, Monroe, WI, elected vice president. Other newly-elected members include **ANDY RUFENER**, V&V Supremo, Arena, WI; and **TONY HOOK**, Hooks Cheese Company, Inc., Mineral Point, WI. Returning board members **MARK WITKE** of Zimmerman Cheese, Wiota, WI, will serve as treasurer, and **GINA MODE**, Center for Dairy Research (CDR), Madison, has been elected treasurer. Returning members also include **MATT WENGER**, Wenger's Springbrook Cheese, Davis, IL; **EMILY HARBISON**, Dairy Connection, Inc., Madison; **AMBERLYNN WILSON**, V&V Supremo; and **LUKE BUHOLZER**, Klondike Cheese Company, Monroe, WI.

LISA HOVEY has been named executive director for the **International Association for Food Protection (IAFP)**, succeeding **DAVID THARP**, who will retire April 26 after 30 years of service. Tharp joined IAFP in 1993 as director of finance and administration, and served as executive director since 1997. Hovey has also served as assistant director since 1997.

PATRICK MCGADY has been named president of **Handtmann Filling & Portioning Systems (F&P)**, succeeding current president **TOM KITTLE**, who will retire March 31. McGady has been with Handtmann for more than 18 years, most recently serving as vice president of sales and marketing. During this time, McGady saw the expansion of Handtmann from meat specialist to a more diverse range of processing sectors, including dairy, alternative proteins, bakery, and pet food.

The road to success isn't always easy, but with **hard work, passion and dedication** you achieve a lot of success in the journey!



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More Milk In 2032

(Continued from p. 1)

expected to be relatively stable through the forecast period.

Global demand for US dairy products is expected to continue to grow over the projection period, with growth projected for exports of 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 to 26.0 percent of milk production by 2032. On a milkfat basis exports are expected to remain comparatively low, totaling 4.5 percent of milk production in 2032.

The nominal all-milk price is projected to decline from its high level of \$25.60 per hundredweight in 2022, falling through 2025, to \$21.65 per hundred; it then rises from 2028 through 2032, reaching \$23.45 per hundred in 2032. Adjusted for inflation, the all-milk price declines throughout the projection period.

Agricultural Trade Projections

USDA's report includes a section that covers US agricultural trade; projections begin in fiscal year 2023. Trade is projected using data released by the federal government in November 2022; it includes values and volumes of US exports and imports through Sept. 30, 2022 (the end of fiscal year 2022).

As the US and global economies adjust after the fluctuations caused by the COVID-19 pandemic and Russia's war against Ukraine, gross domestic product (GDP) growth is expected to slow over the next few years, according to the report. Inflation is a significant concern as countries seek to limit it by tightening monetary policy potentially at the expense of national economic activity.

This has the potential to further depress demand, especially for some of the more elastic (price-sensitive) agricultural commodities, the report explained.

Another important consideration is the projected strong US dollar, which acts as a headwind to the export forecast but also facilitates relatively strong import demand in 2023.

These macroeconomic conditions are expected to be most acute between 2023 and 2025, negatively affecting trade before imports and exports can begin to gradually rebound.

Longer-term strength in per capita incomes, especially in developing countries, is projected to support the export of some US commodities.

In fiscal 2023, projected total US agricultural exports are expected to decline by 3.2 percent to \$190.0 billion, down from a record \$196.4 billion in fiscal 2022. Dairy exports

are projected to fall from a record \$9.1 billion in fiscal 2022 to \$8.9 billion in fiscal 2023.

Ag imports are expected to reach a record \$199.1 billion in fiscal 2023, up from \$194.0 billion in 2022. US dairy imports are projected to decline to \$4.3 billion in fiscal 2023, after reaching a record \$4.6 billion in fiscal 2022.

Macroeconomic conditions are expected to slow US agricultural exports earlier than imports, leading to a negative trade balance. That negative balance persists throughout the projection period, partly due to the ongoing trend towards importing horticultural products to satisfy increasing demand for year-round produce from competitive sources.

Over the projection of fiscal 2022 through 2032, agricultural

exports are expected to decline at an annual rate averaging 0.7 percent per year, ending at \$182.2 billion in 2032. The entirety of that decline occurs in 2022-26, where exports fall 3.8 percent annually.

By 2027, export growth is forecast to resume at an annual rate of 1.9 percent through 2032.

A large source of the export weakness during the 2022-2026 period is associated with grains and feeds, which are forecast to decline from \$8.0 billion in 2022 to a low of \$34.0 billion in 2027. Similarly, oilseeds and products decline from \$45.6 billion in 2022 to a low of \$35.2 billion in 2027.

Livestock, dairy and poultry is the third largest export group, at \$41.8 billion in fiscal 2022, and is forecast to grow 0.9 percent per year to \$45.7 billion in 2032. The

livestock, dairy, and poultry product group has a relatively moderate decline to \$37.1 billion in 2025, resulting from forecast declines in exports of pork and beef, both in terms of quantity and unit values of those products.

Dairy exports are projected to decline to \$8.5 billion in 2025 and 2026 before rising every year thereafter, to \$10.2 billion in 2032.

The value of US agricultural imports is projected to increase by an annual average rate of 0.3 percent over the 2022-32 period. Shadowing exports, the downturn in imports starts in 2024, followed by a return to growth after reaching a low of \$181.6 billion in 2026. Between 2027 and 2032, the annual growth rate of imports is 2.0 percent, with a value of \$200 billion in 2032.

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Private Label Sales

(Continued from p. 1)

reflect the strong consumer demand for store brands. Shoppers are filling their baskets with great-tasting, innovative and high-quality store brand foods, beverages, nonfoods, household goods and many other categories.”

Private label dollar share increased to 18.9 percent last year, up from 18.2 percent in 2021, while unit share grew to 20.5 percent, from 19.9 percent, PLMA reported. While private brand unit sales slipped 1 percent in 2022, they outperformed national brand unit sales, which dropped 4.1 percent.

“Last year’s record sales and double-digit growth reflect the strong consumer demand for store brands.”

—Peggy Davies, PLMA

A major reason for the double-digit sales surge was that the inflationary environment motivated more shoppers to try, buy, like and remain loyal to store brands because of the quality and value they provide, PLMA reported. Last year’s record performance also comes at a time of heightened private brand innovation in areas like convenience, indulgence, health and wellness, and sustainability.

Of the 17 departments IRI tracks, 16 showed store brand growth. Among those depart-

ments: beverages were up 19 percent to \$12 billion; deli prepared foods rose 17 percent to \$5.9 billion; refrigerated foods increased 17 percent to \$47.4 billion; frozen foods rose 8.2 percent to \$17.7 billion; and deli cheese increased 5.5 percent to \$754 million.

Drilling down into IRI Unify’s 317 individual categories and 967 subcategories presents a picture of how store brands grew in 2022 across all sections, particularly in those where sales exceeded \$1 billion, PLMA noted.

Among the fastest-growing billion-dollar categories: butter and butter blends, which increased 26.6 percent in 2022 to \$1.8 billion; ice cream/sherbet, which rose 9.4 percent to \$1.5 billion; and creams and creamers, which increased 12.7 percent to \$1.1 billion, the PLMA announced.

Among the fastest-growing billion-dollar subcategories in 2022, according to PLMA: refrigerated white milk, which increased 14.7 percent to \$8.6 billion; ice cream, which rose 9.8 percent to \$1.3 billion; natural cheese slices, which increased 9.7 percent to \$1.5 billion; natural shredded cheese, which rose 7.3 percent to \$4.3 billion; and natural cheese chunks, which increased 5.0 percent to \$1.4 billion.

The private label outlook for 2023 looks just as promising as 2022, as shoppers continue to make store brands their brand of choice, PLMA said.

“When it comes to quality, taste and performance, store brands can’t be beat,” Davies said.

For more information about PLMA, which was founded in 1979, visit www.plma.com.

US Cheese Contest Set To Begin As Volunteers Prepare Entries



Little Chute, WI—As a service to the US Championship Cheese Contest, Jim Mueller (left) and Larry Bell check-in a cheese entry, one of nearly 2,300 dairy product entries, at the WOW Logistics warehouse here this week. Approximately 200 dairy industry volunteers, the famed B-Team, provide vital support for the contest. The contest, sponsored by the Wisconsin Cheese Makers Association (WCMA) takes place next week, February 21 - 23, at the Resch Center in Green Bay, WI.

Nominations Sought For Advisory Panel On Microbiological Criteria For Foods

Washington—The US Department of Agriculture (USDA) is soliciting nominations for membership on the National Advisory Committee on Microbiological Criteria for Foods (NACMCF).

The NACMCF provides impartial scientific advice, and peer reviews to federal food safety agencies for use in the development of an integrated national food safety systems approach that assures the safety of domestic, imported, and exported foods. The NACMCF is a discretionary advisory committee

that was established in 1988.

The NACMCF provides scientific advice and recommendations to the secretaries of agriculture and health and human services on public health issues relative to the safety and wholesomeness of the US food supply, including development of microbiological criteria and review and evaluation of epidemiological and risk assessment data and methodologies for assessing microbiological hazards in foods.

The Committee is addressing “Cronobacter spp. In Powdered Infant Formula” and anticipates a USDA-Food Safety and Inspection Service (FSIS) charge related to the benefits of genomic characterization of pathogens.

There are 15 vacancies on the NACMCF. Committee members serve a two-year term that will begin September 2023 and run through September 2025. USDA is seeking NACMCF nominees with scientific expertise in the fields of microbiology, risk assessment, epidemiology, public health, food science, and other relevant disciplines, in order to obtain the scientific perspective, expertise, experience and point-of-view of all stakeholders. USDA is seeking nominations for NACMCF from persons in academia, industry, and state governments, as well as all other interested persons with the required expertise.

All nomination packages must be received by Mar. 15, 2023. Nomination packages should be sent by email to NACMCF@usda.gov. All nominations must be addressed to the secretary of agriculture and accompanied by a cover letter addressing the nomination.

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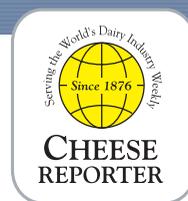
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FTC Extends Comment Period On 'Green Guides' To Apr. 23, 2023

Washington—The Federal Trade Commission (FTC) is extending the comment period for its regulatory review notice regarding its “Guides for the Use of Environmental Marketing Claims (“Green Guides”).

In December 2022, the FTC announced that it is seeking public comments and on potential updates and changes to its Green Guides, with a comment deadline of Feb. 21, 2023. Since then, the FTC has received requests from several interested parties to extend the comment deadline by 60 days.

The FTC has posed 19 questions, each with multiple subparts, that broadly address the continuing utility, support for, and any modifications to the Green Guides, and has also posed an additional 12 questions with subparts that raise questions regarding varied claims, some of which are claims not currently included in the Green Guides, such as “sustainable” and “organic,” it was noted by 10 organizations, including the International Dairy Foods Association, FMI-The Food Industry Association, and Council for Responsible Nutrition.

Given the “significant changes” that have occurred in the more than one decade since the Green Guides were last revised, the organizations requested a 60-day extension of the comment period.

Separately, a number of other organizations also requested a 60-day extension of the comment period, noting that it has been more than 10 years since the last update of the Green Guides, “and the evolution and consumer relevance of environmental marketing practices over the last decade have been momentous.

“In order to provide FTC with fulsome and accurate responses to its request for information, especially with regard to consumer perception research, it will take additional time, resources, and evaluation by our respective organizations,” noted the request for a comment period extension, which was signed by, among others, the Consumer Brands Association, Flexible Packaging Association, Foodservice Packaging Institute, National Retail Federation, and Sustainable Packaging Coalition.

Comments may be filed at www.regulations.gov; the docket number is FTC-2022-0077.

Retail Prices Fall

(Continued from p. 1)

It's also almost 14 cents lower than the record average retail Cheddar price of \$6.08 per pound, set in September 2022.

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

Northeast: \$6.38 per pound, down almost four cents from December but up 52 cents from January 2022.

Midwest: \$5.74 per pound, down more than two cents from December but up more than 64 cents from January 2022.

South: \$5.89 per pound, up more than 14 cents from December and up more than 92 cents from January 2022.

West: \$5.91 per pound, down more than 38 cents from December but up 38 cents from January 2022.

The average retail price for a pound of American processed cheese in January was \$4.72, up more than six cents from December and up almost 78 cents from January 2022.

Retail Whole Milk Price Falls

January's CPI for whole milk was 259.8, down 0.2 percent from December but up 9.6 percent from January 2022. The whole milk CPI has now been above 250 for 10 straight months.

January's CPI for “milk” was 179.5 (December 1997=100), down 0.3 percent from December but up 11.0 percent from January 2022. The CPI for milk other than whole in January was 184.7, down 0.5 percent from December but up 11.7 percent from January 2022.

In January, the average retail price for a gallon of whole milk was \$4.20, down less than one cent from December but up almost 42 cents from January 2022. The average retail whole milk price has now been above \$4.00 per gallon for 10 consecutive months.

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

Northeast: \$4.51 per gallon, down less than one cent from December but up almost 36 cents from January 2022.

South: \$4.26 per gallon, up more than four cents from Decem-

ber and up 57 cents from January 2022.

West: \$4.22 per gallon, down more than five cents from December but up almost 24 cents from January 2022.

Butter CPI Sets New Record

January's CPI for butter was 322.6, up 2.2 percent from December and 26.3 percent higher than in January 2022.

That's a new record high for the butter CPI; the previous record high, 319.6, was set in October 2022.

The CPI for ice cream and related products in January was 275.9, up 1.3 percent from December and 16.3 percent higher than in January 2022. That's a new record high for the ice cream CPI; the previous record, 273.8, was set in November 2022.

In January, the average retail price for a half gallon of regular ice cream was \$5.81, up almost 25 cents from December and up almost 82 cents from January 2022.

January's CPI for other dairy and related products was 189.0 (December 1997=100), up 0.7 percent from December and 19.1 percent higher than in January 2022.



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CheeseCon Kicks Off With Call To Action Keynote On Dairy Sustainability Efforts

Madison—The time for discussion on dairy's sustainability efforts is over, and the industry needs to implement action in response to the growing climate crisis, organizers of CheeseCon announced.

Sustainability is a paramount theme in this year's educational lineup at CheeseCon 2023 here April 4-6 at the Alliant Energy Center.

The opening keynote panel sponsored by KSS/RELCO will focus on dairy's most crucial issue: "Sustainability Now: Implementing, not Discussing, Sustainable Practices in Dairy."

Panelists Leslie Davis of Harbor Environmental,

Leprino Foods' Mark Benson, and Patty Stroup of Nestle S.A. will outline the imperative to develop and measure sustainability targets to meet consumer expectations and buyers' demands, CheeseCon organizers announced.

Leading dairy businesses will describe their activity to develop and reach sustainability targets, and how the US Dairy Stewardship Commitment is advancing measurement and reporting on the industry's behalf.

A recently announced concurrent technical session Wednesday morning, April 5, is a follow-up to

the opening keynote. The Innovation Center for US Dairy will present "Implementing Sustainable Practices Now."

Sustainability experts from Harbor Environmental, Foremost Farms, Leprino Foods, and the Innovation Center will discuss tools that have been custom built for United States dairy processors to understand and measure greenhouse gas emissions across their operations, show organizers announced.

The sustainability panelists will also outline how competitors are measuring and reporting on sustainability metrics both on-farm and in-the-plant, CheeseCon organizers announced.

A new Thursday morning, April 6, concurrent session joins a strong lineup of education seminars.

Megan Sheets and William Loux from the US Dairy Export Council (USDEC) will lead a discussion on today's market and available opportunities for cheese exports. The US Dairy Export Council experts join Wisconsin-based resource partners to share the outlook for dairy exports as well as new market research, sales support, grant support, and addi-



COMING EVENTS

www.cheesereporter.com/events.htm

PLANNING GUIDE

US Championship Cheese Contest: Feb. 21-23, 2023, Green Bay, WI. To enter online and for more information, visit www.uschampioncheese.org.

NYSCMA Spring Meeting: March 6-7, 2023, DoubleTree Hotel, Syracuse, NY. Registration available at www.nyscheesemakers.com.

NCIMS Conference: April 3-7, 2023, J.W. Marriott, Indianapolis, IN. Details available in the coming months at www.ncims.org.

CheeseCon 23: April 5-6, Alliant Energy Center, Madison, WI. Official event website now live at www.CheeseCon.org.

ADPI/ABI Joint Annual Conference: April 23-25, Sheraton Grand Chicago. Visit www.adpi.org for future updates.

DairyTech Conference: May 17-18, Minneapolis, MN. Registration is now available online at www.dairytechconference.com.

IDDBA 2023: June 4-6, Anaheim Convention Center, Anaheim, CA. Check www.iddba.org for details.

Summer Fancy Food Show: June 25-27, Javits Center, New York, NY. For information, visit www.specialtyfood.com.

ADSA Annual Meeting: June 25-28, Ottawa, Ontario. More information is at www.adsa.org.

WDPA Dairy Symposium: July 10-11, Landmark Resort, Door County, WI. Visit www.wdpa.net.

IFT Expo: July 16-19, McCormick Place, Chicago. Visit www.iftevent.org for future updates.

ACS Conference: July 18-21, Des Moines, IA. Updates available at www.cheesesociety.org.

IMPA Conference: Aug. 10-11, Sun Valley Resort, Sun Valley, ID. Visit www.impa.us for updates.

Pack Expo 2023: Sept 11-13, Las Vegas Convention Center, Las Vegas, NV.

NMPF, UDIA, NDB Joint Annual Meeting: Nov. 13-15, Orlando, FL. Check www.nmpf.org for updates.

Cornell Ice Cream Workshop To Cover Both Dairy & Plant Based Ingredients

Ithaca, NY—Registration is open for Cornell University's Introduction to Artisan Ice Cream & Frozen Desserts course here Wednesday, April 18, 2023.

Students have the option of attending in-person or online. The online session will be available upon registration, and the in-person session will be held April 18 on campus. Attendance is mandatory for both in-person and remote participants.

The workshop, led by the Cornell Dairy Foods Extension Team, is designed for artisan ice cream manufacturers, with instructors highlighting the use of both dairy and non-dairy ingredients.

Students will learn about basic ice cream-making equipment for small-scales operations, as well as industrial-size equipment for required for larger facilities.

Students will learn the tools to understand ice cream food safety, frozen dessert composition, different types of frozen novelties and their unique physical properties.

Instructors will cover food safety practices, ice cream microbiology, special food safety concerns regarding inclusions. Other topics include cleaning and sanitizing, mix manufacture, formulations, good manufacturing practices, scale-up methods, and the sensory of ice cream and frozen desserts.

Educational material for the mandatory April 18 live session will feature case studies; formulation and scale-up; fruit, flavorings, and ingredient processing; types of frozen desserts; troubleshooting; and sensory attributes of ice cream and frozen desserts.

Students will also view a virtual tour of continuous freezer ice cream production, and a video on step-by-step small-scale ice cream production.

For New York State residents, course tuition is \$650 and \$725 for remote and in-person learning, respectively. For out-of-state students, cost is \$725 and \$880, respectively. To register online, visit cals.cornell.edu/education.

Pack Expo Slated To Be Biggest In History

Las Vegas, NV—Pack Expo 2023 is predicted to surpass all previous attendance records, the Association for Packaging & Processing Technologies (PMMI), event host, announced recently.

Pack Expo 2023 will take place here Sept. 11-13 at the Las Vegas Convention Center. The event includes more than 2,000 suppliers, along with new show features that address key industry trends.

The Processing Zone is currently 44 percent larger than 2021, and the Logistics Pavilion is nearly double the size it was at Pack Expo International 2022.

The Containers & Materials, PACKage Printing and Healthcare Packaging Pavilions are also larger than previous shows. The Reusable Packaging Learning Center will offer attendees real-world stories about the benefits and points of consideration for companies switching to reusables.

Attendee registration opens April 3. For exhibit details or registration alerts, visit www.packexpolasvegas.com.



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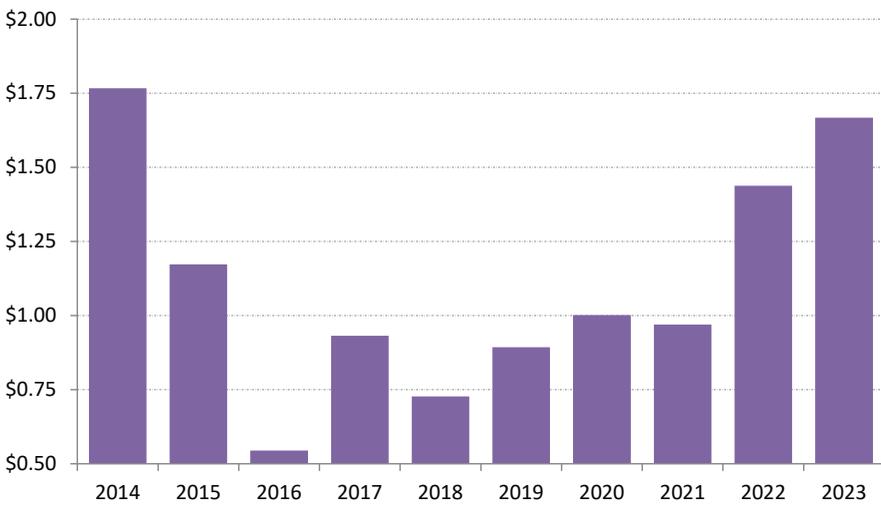
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WPC (Mostly) Prices:

January Averages: Since 2014



Lactose (Mostly) Prices:

January Averages: Since 2015



DAIRY FUTURES PRICES

SETTLING PRICE

*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
2-10	Feb 23	17.94	18.95	39.900	126.925	1.982	1.8400	242.000
2-13	Feb 23	17.94	18.97	39.900	126.700	1.982	1.8420	242.625
2-14	Feb 23	17.93	18.97	39.900	126.325	1.982	1.8410	242.625
2-15	Feb 23	17.93	18.97	40.200	126.325	1.982	1.8400	242.625
2-16	Feb 23	17.92	18.95	40.200	125.350	1.982	1.8410	242.000
2-10	Mar 23	18.06	19.13	39.950	126.150	1.880	1.8520	246.475
2-13	Mar 23	18.01	19.26	40.075	126.500	1.880	1.8480	249.000
2-14	Mar 23	17.74	18.93	39.300	122.500	1.880	1.8250	248.400
2-15	Mar 23	17.66	18.93	39.450	122.300	1.875	1.8140	244.000
2-16	Mar 23	17.64	18.87	39.725	123.800	1.875	1.8140	243.025
2-10	Apr 23	18.39	19.22	39.675	126.900	1.910	1.8760	248.025
2-13	Apr 23	18.37	19.45	40.000	127.250	1.910	1.8800	252.500
2-14	Apr 23	17.94	19.18	40.000	123.250	1.900	1.8400	250.750
2-15	Apr 23	17.85	18.92	39.025	122.600	1.890	1.8290	246.525
2-16	Apr 23	17.89	18.80	40.000	124.100	1.890	1.8330	245.575
2-10	May 23	18.77	19.55	40.500	129.550	1.935	1.9250	250.975
2-13	May 23	18.85	19.69	40.000	130.500	1.935	1.9210	255.000
2-14	May 23	18.45	19.59	40.375	126.500	1.935	1.8900	253.250
2-15	May 23	18.35	19.30	40.375	125.500	1.925	1.8820	248.525
2-16	May 23	18.34	19.28	40.000	125.850	1.925	1.8830	248.500
2-10	June 23	19.16	19.83	41.025	132.500	1.975	1.9590	252.200
2-13	June 23	19.29	20.04	40.900	133.250	1.975	1.9580	255.025
2-14	June 22	18.94	19.85	40.900	129.025	1.975	1.9420	255.025
2-15	June 23	18.83	19.61	40.900	128.375	1.975	1.9240	250.000
2-16	June 23	18.83	19.58	40.900	129.000	1.975	1.9276	250.000
2-10	July 23	19.56	20.05	41.025	134.500	2.027	2.0050	253.725
2-13	July 23	19.53	20.20	41.025	134.500	2.027	2.0010	256.750
2-14	July 23	19.40	19.95	41.025	130.500	2.027	1.9800	255.000
2-15	July 23	19.34	19.63	41.025	129.800	2.027	1.9750	250.000
2-16	July 23	19.34	19.63	41.025	129.800	2.027	1.9800	250.000
2-10	Aug 23	19.95	20.23	41.500	136.800	2.078	2.0300	254.050
2-13	Aug 23	19.95	20.36	41.500	136.500	2.078	2.0310	256.625
2-14	Aug 23	19.82	20.31	41.500	133.125	2.078	2.0260	256.000
2-15	Aug 23	19.77	20.19	41.500	131.625	2.078	2.0160	251.125
2-16	Aug 23	19.70	19.96	41.500	132.250	2.078	2.0150	251.650
2-10	Sept 23	20.15	20.29	42.500	137.400	2.087	2.0420	255.000
2-13	Sept 23	20.10	20.46	42.500	137.400	2.087	2.0450	256.500
2-14	Sept 23	20.00	20.35	42.500	133.900	2.087	2.0350	256.500
2-15	Sept 23	19.97	20.15	42.500	133.500	2.087	2.0300	252.000
2-16	Sept 23	19.93	20.07	42.500	133.875	2.087	2.0300	252.500
2-10	Oct 23	20.15	20.38	44.000	137.025	2.078	2.0520	255.000
2-13	Oct 23	20.16	20.56	44.000	137.075	2.078	2.0520	256.400
2-14	Oct 23	20.00	20.37	44.000	134.225	2.078	2.0210	256.400
2-15	Oct 23	20.00	20.15	44.000	134.000	2.078	2.0380	254.500
2-16	Oct 23	19.96	20.15	44.000	134.000	2.078	2.0360	254.500
2-10	Nov 23	20.10	20.39	42.600	138.025	2.070	2.0480	255.000
2-13	Nov 23	20.11	20.56	42.600	138.025	2.070	2.0450	256.525
2-14	Nov 23	19.96	20.35	42.600	134.625	2.070	2.0380	256.525
2-15	Nov 23	19.96	20.05	42.600	134.500	2.070	2.0360	255.000
2-16	Nov 23	19.88	20.05	42.600	134.625	2.070	2.0360	255.000
2-10	Dec 23	19.85	20.24	43.600	138.525	2.048	2.0180	250.975
2-13	Dec 23	19.85	20.41	43.600	138.525	2.048	2.0210	253.025
2-14	Dec 23	19.85	20.30	43.600	135.500	2.048	2.0210	253.025
2-15	Dec 23	19.75	20.00	43.600	134.750	2.048	2.0130	250.000
2-16	Dec 23	19.75	20.00	43.600	134.775	2.048	2.0130	250.050

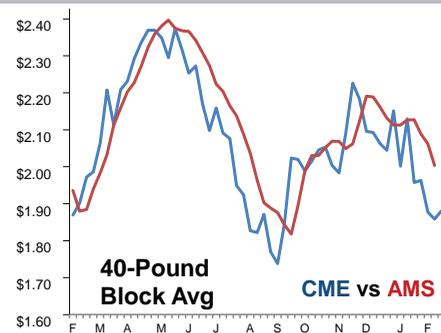
Feb. 16	25,161	6,957	2,535	9,102	680	19,318	9,355
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AVG MONTHLY ANIMAL FEED PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'19	.3655	.3376	.3105	.2852	.2718	.2725	.2657	.2598	.2550	.2509	.2446	.2924
'20	.2900	.2997	.2973	.2968	.3098	.2914	.2680	.2540	.2767	.2895	.3142	.3416
'21	.3784	.3913	.4752	.5469	.5613	.5255	.4719	.4168	.4024	.4643	.4853	.5100
'22	.5638	.6624	.6586	.5525	.5138	.4873	.4435	.3863	.3664	.3308	.3250	.3159
'23	.2967											

DAIRY PRODUCT SALES

February 15, 2023—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NDFM.



*Revised

Week Ending	Feb. 11	Feb. 4	Jan. 28	Jan. 21
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	2.0034	2.0623	2.0888	2.1273
Sales Volume				
US	11,691,638	11,937,097	11,816,123	12,803,034
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	1.7571	1.7940	1.8551	1.9082
Adjusted to 38% Moisture				
US	1.6760	1.7063	1.7684	1.8237
Sales Volume	Pounds			
US	14,942,894	14,414,590	13,840,124	14,307,360
Weighted Moisture Content	Percent			
US	35.00	34.82	34.96	35.13
AA Butter				
Weighted Price	Dollars/Pound			
US	2.4096	2.3798*	2.4236	2.4691*
Sales Volume	Pounds			
US	3,712,306	3,520,084*	3,819,313	4,388,567
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.3988	0.4137	0.4002	0.4257
Sales Volume				
US	5,979,958	5,226,097	5,854,030	6,062,672
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.2415	1.3066*	1.2782*	1.3976
Sales Volume	Pounds			
US	26,616,866	22,114,611*	22,192,519*	18,981,077

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NORTHEAST - FEB. 15: Milk supplies are plentiful and cheese makers in the East are running busy production schedules. Some plant managers report labor shortages and delivery delays, however, preventing some manufacturers from running at full capacity. Market prices for cheese blocks on industry cash exchanges reached \$1.8725 last Wednesday but have increased to \$1.8900 as of reporting. Some market contacts have reported that while supplies of cheese blocks are not tight, availability is seasonally lighter than in recent weeks, leading to slight increases in market prices. Retail and foodservice demand is steady.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$2.3225 - \$2.6100	Process 5-lb sliced:	\$1.6775 - \$2.1575
Muenster:	\$2.3100 - \$2.6600	Swiss Cuts 10-14 lbs:	\$3.8200 - \$6.1425

MIDWEST AREA - FEB. 15: Cheese sales remain mixed. Barrel processors report that some larger contractual based customers have cut back on volumes, which is affecting their production schedules and moving milk into other varieties when possible. Some retail Cheddar/Italian style cheese makers say sales are hearty, but among those types of manufacturers, sales reports are still variant. Milk remains notably available, as spot loads at \$10 under Class III have been reported for the eighth consecutive week. Spot milk prices range throughout the region, though. Some cheese makers say they are still not seeing offers that low in their areas and finding milk closer to \$4 and \$5 under Class. There is a relatively large price gap between block and barrels on the CME (over \$.33 on Tuesday.) As market-ers expect an eventual convergence of the two prices, there is a bit of instability. However, market tones are not necessarily bearish, but viewed more as mixed.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$2.3650 - \$3.5750	Mozzarella 5-6#:	\$1.8950 - \$2.9825
Brick 5# Loaf:	\$2.0950 - \$2.6625	Muenster 5#:	\$2.0950 - \$2.6625
Cheddar 40# Block:	\$1.8175 - \$2.3600	Process 5# Loaf:	\$1.5550 - \$2.0225
Monterey Jack 10#:	\$2.0700 - \$2.4175	Swiss 6-9# Cuts:	\$3.3350 - \$3.4375

WEST - FEB. 15: Cheese demand continues to be mixed domestically. Both steady and softer sales into retail and foodservice markets were noted by contacts. Contract sales are steady, with some stakeholders reporting inventories sold out through Q1 and almost sold out for most of Q2. Although export sales of cheese are having an uptick, some cheese makers are shifting cheese production from blocks toward barrels. Ample regional milk volumes are available for processing. Cheese production is strong to steady. The block-barrel spread on the CME expanded to 34.25 cents, compared to 30.25 cents last Wednesday. Some stakeholders suggest the greater inventory of cheese barrels compared to cheese blocks for spot purchasing continues to contribute to the current block-barrel spread on the CME.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts:	\$2.1975 - \$2.3975	Process 5# Loaf:	\$1.6800 - \$1.8350
Cheddar 40# Block:	\$1.9500 - \$2.4400	Swiss 6-9# Cuts:	\$2.6275 - \$4.0575

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

Variety	Date: 2/15	2/8	Variety	Date: 2/15	2/8
Cheddar Curd	\$1.90	\$1.85	Mild Cheddar	\$1.97	\$1.88
Young Gouda	\$1.49	\$1.40	Mozzarella	\$1.40	\$1.35

FOREIGN -TYPE CHEESE - FEB. 15: After a slow start to the year, European sources suggest supply and demand are in a little better balance as of late. Cheese makers are still facing strong milk intakes, keeping cheese production active. Manufacturers have a bit more cushion to meet sales requirements due to the heavy production and slower sales last month. However, demand for foreign type cheese has picked up a bit in both retail and foodservice channels. In addition, because prices have eased back from the 2022 highs, buyers are more willing to seek coverage, and orders are readily present. Market observers are noting that the increase in activity has already caused cheese prices within Europe to firm slightly.

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):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.8550 - 4.1800
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

NDM PRODUCTS - FEBRUARY 16

NDM - CENTRAL: Central region low/medium heat NDM prices moved higher in most facets. Export interests have increased in recent weeks, as Mexican importers are at least a little more present in the market, according to some contacts. Condensed skim is widely available, and drying is active. Domestic end users say they expect inventories to remain somewhat available in the coming weeks/month. Customers who can use whey protein concentrates for their needs are finding deals on those markets.

NDM - WEST: The price range for low/medium heat NDM moved higher at the bottom of the range, while the top slid a half cent lower, in the West. Both ends of the mostly price series moved upward this week. Some stakeholders suggest higher prices for skim milk powder (SMP) offered in international markets have contributed to higher prices for domestically produced loads. As prices for SMP have pushed

higher, contacts say some international purchasers have increased their orders of NDM. Domestic demand for low/medium heat NDM is unchanged. Spot loads of low/medium heat NDM are available for purchasing. Low/medium heat NDM production is strong, as milk remains available throughout the region. High heat NDM production remains limited. Demand is steady, and spot purchasers say inventories are tight.

NDM - EAST: Eastern low/medium heat NDM prices shifted higher at most points, despite somewhat quiet trading in the Eastern region. Condensed skim availability has been reported as widely available. Drying is busy. Despite a number of bearish indicators, demand steadied the markets this week. Domestic end users are not overly concerned about price shifts higher. They say they are buying on more a necessity basis than adding to stores. All said, market tones are steady to quiet in the region.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional ad numbers decreased 19 percent, while organic ad numbers decreased by 9 percent. Ice cream in 48- to 64 ounce containers was the most advertised conventional dairy item, while Greek yogurt in 32-ounce containers became the most advertised organic dairy item. Ad numbers of organic and conventional Greek yogurt, in 32-ounce containers, both increased by over 10 times from week six.

Total conventional cheese ad numbers decreased 29 percent. Conventional cheese shreds in 6- to 8-ounces was the most advertised cheese item with a price of \$2.60, up \$.19 from last week. Conventional butter in 1-pound packages had an average price of \$4.82, up \$.33. Ad totals for that item decreased 62 percent. Despite the large growth for conventional and organic 32-ounce Greek yogurt, Greek yogurt in 4- to 6-ounce containers was the most advertised yogurt item, with an average advertised price of \$1.16, up 13 cents week to week.

The average price of half-gallon milk was \$2.12 for conventional and \$4.89 for organic, representing an organic premium of \$2.77.

RETAIL PRICES - CONVENTIONAL DAIRY - FEBRUARY 17

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	4.82	4.72	4.00	5.49	4.99	4.43	4.88
Cheese 8 oz block	2.41	2.28	2.15	2.49	2.50	2.38	2.92
Cheese 1# block	5.56	4.99	5.99	NA	NA	3.99	NA
Cheese 2# block	7.74	7.99	NA	NA	6.99	NA	7.76
Cheese 8 oz shred	2.60	2.42	2.73	2.58	2.57	2.50	2.62
Cheese 2# shred	7.17	NA	8.49	8.99	6.99	6.17	NA
Cottage Cheese 16 oz	2.60	2.91	2.25	NA	3.01	2.69	2.69
Cottage Cheese 24 oz	2.59	2.86	2.19	2.45	3.20	NA	NA
Cream Cheese 8 oz	2.94	2.46	2.50	3.22	2.68	3.79	3.18
Flavored Milk 1/2 gallon	1.87	NA	NA	2.48	NA	1.99	1.29
Ice Cream 48-64 oz	3.97	3.95	4.17	3.61	3.41	3.98	3.20
Milk 1/2 gallon	2.12	NA	NA	NA	NA	2.21	1.42
Milk gallon	3.40	3.26	NA	NA	4.39	3.34	2.73
Sour Cream 16 oz	2.20	2.24	1.97	2.50	2.44	2.37	1.98
Yogurt (Greek) 4-6 oz	1.16	1.10	1.06	1.40	1.15	1.01	0.98
Yogurt (Greek) 32 oz	4.86	5.00	4.25	NA	3.99	3.99	3.98
Yogurt 4-6 oz	.64	.88	.50	.55	.63	.61	.52
Yogurt 32 oz	3.03	3.11	3.01	1.99	2.85	2.99	NA

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:	\$5.70	Greek Yogurt 4-6 oz:	\$1.32
Cottage Cheese 16 oz:	\$4.78	Greek Yogurt 32 oz:	\$4.34
Cheese shreds 6-8 oz:	\$4.38	UHT Milk 8 oz:	NA
Cheese 6-8 oz block:	\$6.62	Milk 1/2 gallon:	\$4.89
Cheese 6-8 oz sliced:	\$4.67	Milk gallon:	NA
Yogurt 32 oz:	\$4.04	Sour Cream 16 oz:	\$4.49
		Ice Cream 48-64 oz:	\$11.99

WHOLESALE BUTTER MARKETS - FEBRUARY 15

NATIONAL: In all regions cream supplies are readily available for production. Cream multiples are holding somewhat steady in the Central region, while moving lower at the top end in the West. In the East, increased Class II production may be contributing to the rising regional cream prices. Butter makers are operating busy production schedules.

WEST: Cream volumes are readily available in the West with plentiful to good volumes reported from stakeholders. Cream demand is steady to light. Cream multiples moved farther apart on both ends this week. Despite some stakeholders noting labor challenges of less than fully staffed production schedules, strong production by butter producers continues. Although stakeholders look to assure midyear demand coverage, demand is light ahead of the expected increase related to the spring holidays. Retail demand is light and some stakeholders report sales are below seasonal forecasts. Reported spot market demand is mixed as some contacts note light demand, while others note no spot market activity taking place. Q2 contract sales had a slight uptick in demand from the previous week. Export sales are light and some stakeholders note uncompetitive prices compared to the world stage.

CENTRAL: Butter sales are reportedly meeting expectations. Expectations for butter sales in mid February represent a somewhat low bar when compared to the spring and late summer/early fall months, but butter contacts say sales could be worse. Cream continues to flow into butter plants with some rapidity and at favorable pricing for butter churners. Some plant managers continue to micro-fix for specific needs, but churning the notably available cream supplies is generally ongoing. Market tones are firmer in recent weeks, as CME daily spot prices have seemed to stabilize and slowly build back toward the mid \$2.00s.

NORTHEAST: Cream is readily available. Butter prices on industry cash exchanges are inching slightly higher. Butter makers report that they are actively churning, with some plant managers reporting a seven-day production schedule. Some market contacts report that inventories in certain locales remain comfortable, while butter supplies are tighter in some areas of the East. Retail and food service demand is steady ahead of spring holidays. Spot loads of butter are hard to come by in certain areas of the East because inventories are primarily being frozen in bulk or are packaged for contracted loads.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
02/13/23	46,890	74,659
02/01/23	42,381	75,492
Change	4,509	-833
Percent Change	11	-1

CME CASH PRICES - FEBRUARY 13 - 17, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
MONDAY February 13	\$1.5750 (NC)	\$1.8725 (+1)	\$2.4350 (+2¼)	\$1.2650 (NC)	\$0.4350 (NC)
TUESDAY February 14	\$1.5550 (-2)	\$1.8900 (+1¾)	\$2.4575 (+2¼)	\$1.2275 (-3¾)	\$0.4350 (NC)
WEDNESDAY February 15	\$1.5375 (-1¾)	\$1.8800 (-1)	\$2.4200 (-3¾)	\$1.2275 (NC)	\$0.4350 (NC)
THURSDAY February 16	\$1.5475 (+1)	\$1.8800 (NC)	\$2.4200 (NC)	\$1.2200 (-¾)	\$0.4400 (+½)
FRIDAY February 17	\$1.5475 (NC)	\$1.8800 (NC)	\$2.3750 (-4½)	\$1.2200 (NC)	\$0.4500 (+1)
Week's AVG \$ Change	\$1.5525 (-0.0275)	\$1.8805 (+0.0220)	\$2.4215 (+0.0235)	\$1.2320 (-0.0135)	\$0.4390 (+0.0140)
Last Week's AVG	\$1.5800	\$1.8585	\$2.3980	\$1.2455	\$04250
2022 AVG Same Week	\$1.9380	\$1.9725	\$2.7650	\$1.8820	\$0.8170

MARKET OPINION - CHEESE REPORTER

Cheese Comment: No blocks were sold Monday; the price increased on an unfilled bid for 1 car at \$1.8725. Six cars of blocks were sold Tuesday, the last at \$1.8900, which set the price. No blocks were sold Wednesday; the price declined on an uncovered offer of 1 car at \$1.8800. Thursday's block market activity was limited to an uncovered offer of 1 car at \$1.9000, which left the price unchanged. Friday's block market activity was limited to uncovered offers of 2 cars, 1 each at \$1.8900 and \$1.9000, which left the price unchanged. The barrel price fell Tuesday on a sale at \$1.5550, declined Wednesday on a sale at \$1.5375, then rose Thursday on a sale at \$1.5475. A total of 45 carloads of barrels were traded this week at the CME.

Butter Comment: The price increased Monday on a sale at \$2.4350, rose Tuesday on a sale at \$2.4575, declined Wednesday on an uncovered offer at \$2.4200, and fell Friday on a sale at \$2.3750.

Nonfat Dry Milk Comment: The price dropped Tuesday on a sale at \$1.2275, and fell Thursday on a sale at \$1.2200.

Dry Whey Comment: The price rose Monday on an unfilled bid at 43.50 cents, increased Thursday on an unfilled bid at 44.0 cents, and rose Friday on a sale at 45.0 cents.

WHEY MARKETS - FEBRUARY 13 - 17, 2023

RELEASE DATE - FEBRUARY 16, 2023

Animal Feed Whey—Central: Milk Replacer:	.2700 (+1) – .3100 (+1)
Buttermilk Powder:	
Central & East:	1.1700 (NC) – 1.2800 (NC) West: 1.0800 (-1) – 1.2600 (-2)
Mostly:	1.1600 (-2) – 1.2600 (-2)
Casein: Rennet:	5.7400 (NC) – 6.2000 (NC) Acid: 6.2500 (-10) – 6.3500 (-15)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.3100 (-1) – .4300 (+3) Mostly: .3450 (+½) – .4000 (+2)
Dry Whey—West (Edible):	
Nonhygroscopic:	.3125 (+3¾) – .4600 (-2½) Mostly: .3400 (-1½) – .4200 (-2½)
Dry Whey—NorthEast:	.3350 (NC) – .4300 (-2½)
Lactose—Central and West:	
Edible:	.1800 (-9) – .6000 (NC) Mostly: .3000 (-4) – .5200 (-2)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat:	1.1700 (-1) – 1.2600 (+1) Mostly: 1.1900 (-1) – 1.2500 (+1)
High Heat:	1.3300 (NC) – 1.4300 (+1)
Nonfat Dry Milk —Western:	
Low/Medium Heat:	1.1425 (+3¼) – 1.3800 (-5¾) Mostly: 1.1900 (+3) – 1.2500 (-2)
High Heat:	1.2925 (-2¼) – 1.4975 (+4)
Whey Protein Concentrate—34% Protein:	
Central & West:	1.1500 (-10) – 1.7500 (-5) Mostly: 1.3000 (-10) – 1.7000 (-5)
Whole Milk—National:	2.1000 (NC) – 2.2400 (-4)

HISTORICAL MONTHLY AVG BUTTER PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.1096	1.1097	1.1770	1.2050	1.2526	1.2235	1.2349	1.2000	1.2199	1.2830	1.5008	1.3968
'10	1.3950	1.3560	1.4641	1.5460	1.5896	1.6380	1.7787	1.9900	2.2262	2.1895	1.9295	1.6327
'11	2.0345	2.0622	2.0863	1.9970	2.0724	2.1077	2.0443	2.0882	1.8724	1.8295	1.7356	1.6119
'12	1.5077	1.4273	1.4895	1.4136	1.3531	1.4774	1.5831	1.7687	1.8803	1.9086	1.7910	1.4848
'13	1.4933	1.5713	1.6241	1.7197	1.5997	1.5105	1.4751	1.4013	1.5233	1.5267	1.6126	1.5963
'14	1.7756	1.8047	1.9145	1.9357	2.1713	2.2630	2.4624	2.5913	2.9740	2.3184	1.9968	1.7633
'15	1.5714	1.7293	1.7166	1.7937	1.9309	1.9065	1.9056	2.1542	2.6690	2.4757	2.8779	2.3318
'16	2.1214	2.0840	1.9605	2.0563	2.0554	2.2640	2.2731	2.1776	1.9950	1.8239	1.9899	2.1763
'17	2.2393	2.1534	2.1392	2.0992	2.2684	2.5688	2.6195	2.6473	2.4370	2.3293	2.2244	2.2078
'18	2.1587	2.1211	2.2011	2.3145	2.3751	2.3270	2.2361	2.3009	2.2545	2.2600	2.2480	2.2071
'19	2.2481	2.2659	2.2773	2.2635	2.3366	2.3884	2.3897	2.2942	2.1690	2.1071	2.0495	1.9736
'20	1.8813	1.7913	1.7235	1.1999	1.4710	1.8291	1.6925	1.5038	1.5163	1.4550	1.3941	1.4806
'21	1.3496	1.3859	1.7153	1.8267	1.8124	1.7758	1.6912	1.6815	1.7756	1.8002	1.9714	2.1536
'22	2.7203	2.6196	2.7346	2.7169	2.7514	2.9546	2.9506	3.0073	3.1483	3.1792	2.8634	2.6695
23	2.3553											

WCMA Members Applaud Governor's Proposed Dairy, Rural Investments

Madison—Following Wisconsin Gov. Tony Evers' budget address, members of the Wisconsin Cheese Makers Association praised his proposed investments in dairy innovation, dairy exports, food security, and rural infrastructure.

Evers' proposal provides \$2 million for the Wisconsin Initiative for Agricultural Exports (WIAE), an effort to support global dairy, crop, and meat sales. WIAE boosts the state's International Agribusiness Center, and funds industry-run grant programs, including one administered by WCMA which is providing export education and helping dairy processors engage in key international trade shows and marketing campaigns.

Investments in the WIAE help processors overcome practical barriers "and make valuable connections through international trade shows to grow our share of the global marketplace," said Ryan Wucherer, director of global sales and supply chain for MCT Dairies and a member of the WIAE.

Evers is also proposing \$1.6 million in biennial funding for the Dairy Processor Grant program at the WDATCP.

"These targeted, small-dollar dairy processor grants enable companies like mine to innovate and modernize on an expedited time frame, and help Wisconsin maintain its leading role in the global dairy processing industry," said Paul Scharfman, president of Specialty Cheese Company in Reeseville, WI, and a WCMA board member.

Evers' budget plan would direct \$30 million in state funding to the Food Security Initiative, started in 2020 to support food banks and pantries partnering with Wisconsin food processors.

"The COVID-19 pandemic has subsided now, but the end to federal aid, coupled with inflation, has some Wisconsin families struggling," said Marieke Penterman, owner of Marieke Gouda, Thorp.

Evers also proposed \$15.6 million for the Dairy Innovation Hub.

"Investments in dairy research and industry education are essential, and the Dairy Innovation Hub is delivering world-class resources on both fronts," said Mike Neu, WCMA policy committee chair, board member, and senior director of business development-cheese insights for Chr. Hansen

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