



# CHEESE REPORTER

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## Dairy CPI Increased Slightly In December, Rose 15.3% In 2022

### In December, Average Retail Cheddar Price Was \$6.00 A Pound; Whole Milk Was \$4.21 A Gallon

Washington—The Consumer Price Index (CPI) for dairy and related products was 271.4 in December (1982-84=100), up slightly from November and 15.3 percent higher than in December 2021, the US Bureau of Labor Statistics (BLS) reported Thursday.

That's the largest increase in the dairy products CPI since 1974, when it jumped 18.6 percent, according to statistics from USDA's Economic Research Service (ERS). Since 1974, the dairy CPI has only posted one additional double-digit percentage increase prior to 2022; that was in 1979, when it rose 11.6 percent.

With December's increase, the dairy CPI has now increased for 13 consecutive months, and has set new record highs in each of those 13 months as well. The last time the dairy CPI declined was in November 2021, when it was 233.2.

In December, the CPI for all items was 296.8, down 0.3 percent from November but 6.5 percent

higher than in December 2022. That was the smallest 12-month increase since the period ending October 2021, according to the BLS.

December's CPI for food was 316.8, up 0.3 percent from November and 10.4 percent higher than in December 2021.

The CPI for food at home was 299.1 in December, up 0.3 percent from November and up 11.8 percent from December 2021.

Within the food-at-home category in December: the CPI for cereals and bakery products was 345.0, up 0.2 percent from November and up 16.1 percent from December 2021; the CPI for meats, poultry, fish, and eggs was 320.5, up 0.3 percent from November and up 7.7 percent from December 2021; the CPI for fruits and vegetables was 349.1, down 0.1 percent from November but up 8.4 percent from December 2021; the CPI for non-alcoholic beverages and beverage materials was 210.3, up 0.4 percent from November and up 12.6

percent from December 2021; and the CPI for other food at home was 263.0, up 0.5 percent from November and up 13.9 percent from December 2021.

December's CPI for food away from home was 343.6, up 0.4 percent from November and 8.3 percent higher than in December 2021.

The CPI for cheese and related products was 272.9 in December, up 0.5 percent from November and 12.8 percent higher than in December 2021. That's a new record high for the cheese CPI; the previous record, 272.8, was set last September.

In December, the average retail price for a pound of natural Cheddar cheese was \$6.00 per pound, up more than six cents from November and up almost 74 cents from December, but down almost nine cents from the record-high price of \$6.08 per pound, set in September 2022.

The average retail Cheddar price was above \$5.60 per pound every month from April through December 2022, and was above

• See **Retail Dairy Prices**, p. 4

## Cheese Production Rose 1.6% In Nov.; Butter Output Jumped 8.9%

Washington—US cheese production during November 2022 totaled 1.15 billion pounds, up 1.6 percent from November 2021, USDA's National Agricultural Statistics Service (NASS) reported last Friday.

During the first 11 months of 2022, cheese production totaled 12.7 billion pounds, up 1.7 percent from the first 11 months of 2021.

Regional cheese production in November, with comparisons to November 2021, was: Central, 555.4 million pounds, up 2.2 percent; West, 458.6 million pounds, up 1.4 percent; and Atlantic, 134.9 million pounds, up 0.2 percent.

November cheese production in the states broken out by NASS, with comparisons to November 2021, was: Wisconsin, 284.1 million pounds, up 1.0 percent; California, 208.7 million pounds, up 2.4 percent; New Mexico, 80.7 million pounds, up 2.4 percent; Idaho, 74.3 million pounds, down 3.8 percent; New York, 69.6 million pounds, up 0.2 percent; Minnesota, 66.4 million pounds, up 6.6 percent; Pennsylvania, 35.4 million pounds, down 0.4 percent; Iowa, 31.8 million pounds, up 18.5 percent; Ohio, 21.3 million pounds, down 3.6 percent; Vermont, 12.5 million pounds, up 2.9 percent; Illinois, 6.1 million pounds, up 15.0 percent; and New

• See **Cheese Output Up**, p. 6

## USDA Lowers 2023 Milk Production, Dairy Product And Milk Price Forecasts

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released Thursday, lowered its 2023 milk production forecast and also lowered its 2023 dairy product and milk price forecasts.

The milk production forecast for 2022 was lowered by 200 million pounds from last month's forecast, to 226.8 billion pounds, due to lower expected milk per cow. That would be up just 0.2 percent from 2021's record milk production.

USDA's 2023 milk production forecast is lowered by 300 million pounds, to 229.2 billion pounds, with a smaller expected average

• See **Forecasts Lowered**, p. 9

## Award Stickers, Taste Descriptions Matter For Artisan Cheese Buyers

Corvallis, OR—Consumers are willing to pay more for familiar, versus unfamiliar, varieties of cheese if there is a sticker on the cheese indicating it won an award or if sensory information about the cheese, such as a description of its taste, is included, according to a new study from Oregon State University.

However, researchers also identified distinct latent classes of consumers, who differ in their preferences for familiarity, sensory characteristics uncertainty, and price sensitivity and commitment to artisan cheese purchases.

Specifically, the researchers also found that for novelty-seeking consumers, who enjoy unfamiliar foods and are willing to pay a premium for unfamiliar cheeses, an award sticker plays a much more important role than a

shelf talker. The opposite is true for consumers who try to avoid sensory characteristics uncertainty and strongly prefer familiar cheese varieties: the effect of shelf talkers plays a much stronger role in the formation of the maximum willingness to pay.

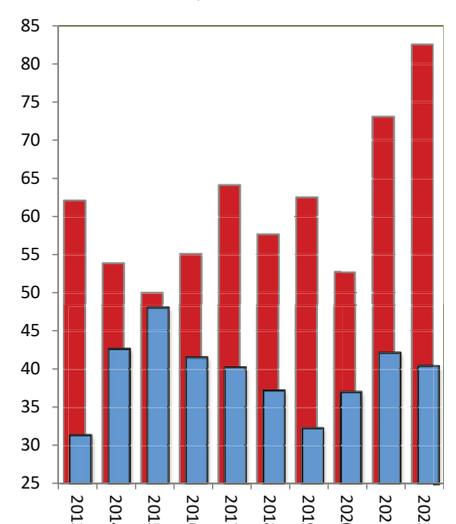
Finally, a class of consumers identified in the study is much more price sensitive compared to most participants and is less committed to artisan cheese purchases specifically.

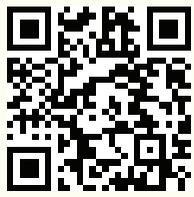
The study, "How information leads consumers to select specialty foods when tasting is not an option," was published in the journal *Food Quality and Preference*. The authors are Nadia A. Strelets-kaya, Department of Applied Economics; Sara Maruyama, Susan

• See **Artisan Cheese**, p. 10

## US Cheese Imports vs. Exports

Nov 2013 - 2022; millions of lbs.





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

DICK GROVES  
Publisher/Editor

e-mail: [dgroves@cheesereporter.com](mailto:dgroves@cheesereporter.com)  
608-316-3791

MOIRA CROWLEY  
Specialty Cheese Editor  
e-mail: [mcrowley@cheesereporter.com](mailto:mcrowley@cheesereporter.com)  
608-316-3793

KEVIN THOME  
Advertising & Marketing Director  
e-mail: [kthome@cheesereporter.com](mailto:kthome@cheesereporter.com)  
608-316-3792

BETTY MERKES  
Classifieds/Circulation Manager  
e-mail: [info@cheesereporter.com](mailto:info@cheesereporter.com)  
608-316-3790

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

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

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

**Central Wisconsin Cheesemakers' and Buttermakers' Association**  
Jim Mildbrand  
[jim.mildbrand@gmail.com](mailto:jim.mildbrand@gmail.com)

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

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

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

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

**Nebraska Cheese Association**  
Ed Price, Fremont, NE 68025

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

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

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

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

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

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

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

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

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

## EDITORIAL COMMENT



**DICK GROVES**

Publisher / Editor  
Cheese Reporter  
e: [dgroves@cheesereporter.com](mailto:dgroves@cheesereporter.com)  
tw: @cheesereporter

### Future Of Food, Including Dairy, Explored At CES 2023

The city of Las Vegas, NV, is hosting two food-related shows this month. One of these shows is the Winter Fancy Food Show, which is sponsored by the Specialty Food Association and will take place Jan. 15-17 at the Las Vegas Convention Center.

The other food-related show in Las Vegas this month was CES 2023, formerly known as the Consumer Electronics Show. CES 2023 took place earlier this month.

CES, which is owned and produced by the Consumer Technology Association, is billed as “the most influential tech event in the world — the proving ground for breakthrough technologies and global innovators.” CES “is where the world’s biggest brands do business and meet new partners, and the sharpest innovators hit the stage,” according to the CTA.

CES also features every aspect of the tech sector, including, as it turns out, food, or, more specifically, food technology. Reflecting this, one of the “Partner Tracks” at CES 2023 was “The Spoon: Food Tech Conference,” which was presented by The Spoon, which describes itself as the “go-to source for food tech execs.”

Sessions at the Food Tech Conference had the following titles: “Reinventing the Food System for a 10 Billion Person Planet”; “The Future of Farming”; “Scaling Towards a Trillion Dollar Alternative Protein Industry”; “The Tech-Powered Restaurant”; “From Food Replicators to Robots: The Kitchen of the Future”; and “Meals on Mars: The Race to Create Food in Space.”

In addition to various conference tracks and keynote speakers, CES 2023 also featured a trade show that’s described as “the largest tech show on the planet, showcasing exhibiting companies that represent the entire consumer technology ecosystem.”

And once again, this included food technology. Indeed, searching for “food tech” exhibitors brought

forth a large number of companies, ranging from AgriBluTec Limited to Yo-Kai Express Inc.

A few of these exhibitors grabbed our attention, thanks in part to the pre-CES news releases they issued touting their presence at CES 2023, and also thanks in part to the fact that they are working in the dairy space, or at least the dairy alternative space.

For example, alternative protein development company Armored Fresh Technologies said it has developed its own technology that can produce alternative proteins that replicate casein. The company has applied its alternative protein to plant-based materials to create plant-based emulsifying proteins.

AFT said its focus is on developing plant materials that can function like animal protein using 100 percent plant-based raw ingredients, with the ultimate goal of replacing animal proteins with plant-based materials. According to AFT, this technology that can be used to replace casein emphasizes the theory that “it is possible to produce substitutes for all kinds of animal dairy products, such as cheese, ice cream, and yogurt, on Mars by using only oxygen and water.”

Another CES 2023 exhibitor was Armored Fresh, which introduced a newly developed product called “Almond Milk American Slices.” Armored Fresh previously launched plant-based cheese cubes at CES 2022, and said those cubes “are receiving such a sensational response that the product is currently being sold at more than 200 stores in New York.”

The plant-based American slices that Armored Fresh introduced at feature “a soft and chewy texture, and high-quality flavor,” the company noted in a pre-show news release. The company had a goal of attracting 10,000 visitors during its time at CES 2023, “which was easily achieved as the enthusiastic response by the attendees spread at the event,” the company noted

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in a post-show news release. Even though Armored Fresh thought 2,000 samples a day would be enough to satisfy those coming to its stand, each day the grilled cheese was gone in the early afternoon.

Just out of curiosity, we visited the Armored Fresh website to check out the specifics of its American Slices. The product includes the following ingredients: fermented almond beverage (water, plant lactic acid culture, almond), coconut oil, modified starch mix (modified corn starch, modified starch mix), filtered water, carrageenan, salt, almond protein powder, citric acid, trisodium citrate, and oleoresin paprika for color.

Nutritionally speaking, the American Slices contain one gram of protein per 100-gram serving, along with 20 grams of fat, 14 grams of which are saturated fat, and 700 milligrams of sodium. The Armored Fresh website doesn’t include information on the product’s calcium content.

Finally at CES 2023, SK Group and its global partners showed what they called the “present and future of some of the world’s top eco-friendly carbon reduction technologies.” SK Group, which is building a diverse set of carbon-reduction technologies across different industries, displayed more than 40 related new technologies and products.

Featured technologies included: SK Inc. operated outdoor food trucks with “sustainable food.” The trucks offered visitors “eco-friendly foods” such as SK-Bingsu (Sustainable Korea-Bingsu), a Korean shaved ice cream dessert, using alternative milk protein from Perfect Day, and alternative protein cream cheese from Nature’s Fynd, both of which the company has invested in.

Based on CES 2023, it seems safe to conclude that future CES events will feature more and more tech companies looking to upend the “traditional” dairy industry.

## FDA Issues Final Guidance For Foreign Supplier Verification Programs

Silver Spring, MD—The US Food and Drug Administration (FDA) on Tuesday issued the final guidance for the Foreign Supplier Verification Programs for importers of food for humans and animals.

FSVP is a regulation under the Food Safety Modernization Act (FSMA) that makes importers accountable for verifying foreign suppliers are producing food in a manner that meets US safety standards.

FDA issued the final FSVP regulation for importers of food for humans and animals on Nov. 27, 2015. The FSVP regulation specifies the foods and importers to which the FSVP regulation applies and establishes requirements relating to:

- Use of qualified individuals to conduct FSVP activities;
- Hazard analysis;
- Food and supplier evaluation;
- Foreign supplier verification;
- Corrective actions;
- Recordkeeping; and
- Importer identification for a food offered for entry into the United States.

The guidance released by FDA this week provides information to importers of human and animal food about how they can comply with the FSVP regulation. It

includes recommendations on the requirements to analyze the hazards in food; evaluate a potential foreign supplier's performance and the risk posed by the food; and determine and conduct appropriate foreign supplier verification activities.

As explained in the guidance, the foreign supplier of a food is the establishment that manufactures/processes the food, raises the animal, or grows the food that is exported to the US without further manufacturing/processing by another establishment, except for further manufacturing/processing that consists solely of the addition of labeling or any similar activity of a *de minimis* nature.

The guidance also addresses how importers can meet modified FSVP requirements in a variety of categories, such as requirements for importers of dietary supplements or very small importers.

The FSVP regulation aligns with key components of the food safety plans that facilities that manufacture, process, pack, or hold food must establish and follow under the preventive controls requirements in FDA's human food and animal food preventive controls regulations, the guidance noted. In particular, the FSVP regulation

is consistent with the supply-chain program provisions of those regulations to the extent feasible and appropriate.

The general FSVP framework, together with the modified requirements applicable to certain importers and foods, are intended to be sufficiently general and flexible to apply to a variety of circumstances without being unduly burdensome or restrictive of trade.

The guidance finalizes a draft guidance issued in 2018. In response to comments received to the draft guidance, changes were made to the final guidance, including providing additional clarification regarding to what food the FSVP regulation applies; what information must be included in the FSVP; and who must develop and perform FSVP activities.

The FSVP regulation does not provide an exemption from FDA's prior notice regulation. Although both the FSVP and prior notice regulations help the agency ensure the safety of foods imported into the US, each has a distinct purpose, the guidance explained. The FSVP regulation requires the importer of a food to verify that their foreign supplier is producing the food consistent with relevant FDA food safety requirements.

Prior notice is a notification to FDA that an article of food is being imported or offered for import into the US in advance of the arrival

of the article of food at the US border.

More information about the Foreign Supplier Verification Program is available at [www.fda.gov](http://www.fda.gov).

Separately, FDA has collaborated with the Food Safety Preventive Controls Alliance (FSPCA) to develop training materials to facilitate FSVP compliance by importers.

The FSPCA Foreign Supplier Verification Program Course is designed for: US-based importers who meet the definition of "importer" in the FSVP rule, which includes those who own or are the consignee of food at the time of entry, or, if no owner or consignee exists, the US agent or representative of the foreign owner; and others who have an interest in ensuring that the requirements of the FSVP rule are met, including brokers, exporters, foreign suppliers of food that will be exported to the US, persons/business owners who currently buy food from foreign sources, and representatives of foreign governments.

The FSVP curriculum was designed by regulatory, academia, and industry professionals and developed with funding from FDA as part of the FSPCA.

For more information about the FSPCA's training materials to facilitate FSVP compliance by importers, visit [www.ifsh.iit.edu/fspca](http://www.ifsh.iit.edu/fspca).

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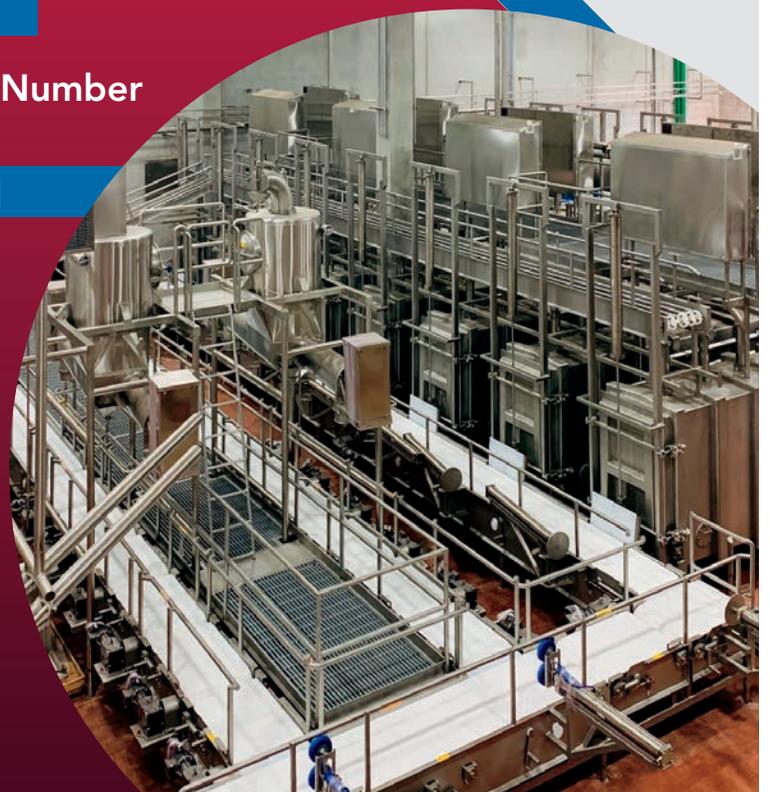
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## Retail Dairy Prices

(Continued from p. 1)

\$5.90 per pound in each of the last five months of 2022.

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

**Northeast:** \$6.42 per pound, up more than 24 cents from November and up 65 cents from December 2021.

**“The latest CPI data serve as encouraging end cap on an otherwise turbulent year”**

Andy Harig, FMI-The Food Industry Association

**Midwest:** \$5.76 per pound, up more than 15 cents from November and up almost 78 cents from December 2021.

**South:** \$5.74 per pound, down five cents from November but up more than 87 cents from December 2021.

**West:** \$6.29 per pound, up less than one cent from November and up more than 70 cents from December 2021.

Also in December, the average retail price for a pound of American processed cheese was \$4.66, down almost 18 cents from November but up almost 77 cents from December 2021.

During 2022, the average retail price for American processed cheese was below \$4.00 per pound in each of the first three months and above \$4.00 per pound in each of the last nine months, includ-

ing a high of \$4.84 per pound in November.

### Retail Whole Milk Price Declines

In December, the CPI for whole milk was 260.3, down 0.2 percent from November but 11.7 percent higher than in December 2021. December marked the fifth time in 2022 that the whole milk CPI was above 260.

December's CPI for “milk” was 180.0 (December 1997=100), down 0.1 percent from November but up 12.5 percent from December 2021.

December's CPI for milk other than whole was 185.5, up 0.1 percent from November and up 13.5 percent from December 2021.

In December, the average retail price for a gallon of whole milk was \$4.21, down almost one cent from November but up almost 47 cents from December 2021. The retail whole milk price averaged above \$4.00 per gallon every month from April through December 2022.

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

**Northeast:** \$4.514 per gallon, up more than one cent from November and up 43 cents from December 2021.

**South:** \$4.22 per gallon, down almost four cents from November but up almost 62 cents from December 2021.

**West:** \$4.27 per gallon, up two cents from November and up more than 34 cents from December 2021.

### Butter CPI Stays Above 300

December's CPI for butter was 315.5, up 2.3 percent from November and 31.4 percent higher than in December 2021.

The butter CPI has been above 300 for seven months, including a record of 319.6 in October.

The CPI for ice cream and related products was 272.2, down 0.6 percent from November but 15 percent higher than in December 2021. The CPI for ice cream and related products has been above 250 for seven straight months.

The average retail price for a half-gallon of regular ice cream was \$5.56, down more than 16 cents from November but up more than 79 cents from December 2021.

The CPI for other dairy and related products was 187.6, down 0.1 percent from November but up 21.4 percent from December 2021.

“The latest CPI data serve as encouraging end cap on an otherwise turbulent year,” commented Andy Harig, vice president, tax, trade, sustainability and policy development at FMI-The Food Industry Association. “As inflation slows, economists remain cautiously optimistic about the potential for a soft landing for the US economy.

“Still, the December CPI data reflect that the global food market remains tight,” Harig continued. “In 2022, we witnessed energy prices become increasingly volatile, creating uncertainty for one of the industry's most critical input costs. We also continue to monitor severe weather events, trucking and labor, which serve as key influencers on inflation.

“We're optimistic that there's beginning to be light at the end of the tunnel. The food industry is working hard to advance initiatives that save time, money and resources in getting fresh, safe and healthy food to the tables of consumers at price points they can afford,” Harig added.

## FROM OUR ARCHIVES

### 50 YEARS AGO

**Jan. 12, 1973: Washington—**President Nixon abolished mandatory wage-price controls except for the food and health industries, and established a self-administering system keyed to government economic standards. In this surprise move, president Nixon asked Congress for a one-year extension of his authority to control wages and prices.

**San Francisco, CA—**George G. Ward of Foremost Foods will head the company's newly-formed whey management system. The new Foremost Whey Management System is a plan to make available Foremost's patents, research and development, processing and marketing expertise in the US whey sector.

### 25 YEARS AGO

**Jan. 16, 1998: Scottsdale, AZ—**Cash cheese and butter markets will become obsolete in the next year or two, according to Kevin Ruda, president of Beatrice Cheese, Waukesha, WI. Kraft Foods' Randy Masterman agreed with Ruda, predicting cash markets will be insufficient.

**Washington—**The US Court of Appeals rejected the Milk Industry Foundation's appeal of a lower court decision to allow higher milk prices in New England via the Northeast Interstate Dairy Compact. Connie Tipton, MIF senior vice president, said the Compact sets a dangerous precedent for copycat laws in other states, resulting in higher prices and declining milk sales.

### 10 YEARS AGO

**Jan. 11, 2013: Tulare, CA—**A 60-acre plot of land here will be home to a new cheese processing facility, Cali-Cheese, LLC, it was announced. The project will be headed up by development manager Jeffrey Lee, formerly of Southwest Cheese, Clovis, NM. Also associated with the project is Daryl Bodicker, Kraft Foods.

**Washington—**The National Milk Producers Federation and other dairy groups formed the Agriculture Workforce Coalition to reform federal immigration policies. “It takes many hands to feed America,” said Michael Marsh, CEO, Western United Dairymen. “We require access to a stable, legal workforce, including our current employees.”

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## Information On Food Labels, Digestive Health, Protein Among 2023 Trends

Washington—With issues like inflation, supply chain disruptions, technological advancements and changing consumer desires, the food system is experiencing a dizzying level of change and unpredictability, according to the International Food Information Council (IFIC).

But despite that instability, or because of it, several food trends are emerging for 2023, IFIC noted. Among them are demands for probiotics and protein, a focus on food labels, and a lens on diversity in food systems.

While many consumers focus on what foods can do for their minds, others are also interested in what they can do for their guts. Probiotics have been steadily growing in popularity, with digestive/gut health being the third most commonly sought-after benefit among Americans, IFIC said.

Don't expect that interest to wane in the coming year, and expect to see them more and more beyond the yogurt section, as probiotics are increasingly being added to non-traditional foods like chocolate, ice cream, juices, sauces, and even nutrition bars, IFIC predicted.

Similar to consumers' pursuit of energy benefits, beverages are also viewed as a delivery system for probiotics and prebiotics. According to IFIC's "2022 Consumer Insights on Gut Health and Probiotics Survey," of those who try to consume probiotics, 25 percent say they commonly seek them out in wellness drinks. Similarly, among those who try to consume prebiotics, 23 percent seek them out in wellness drinks.

Expect to see more jostling in 2023 for the finite space on food labels, IFIC said. In a similar vein, greater consensus will begin emerging around nomenclature, as well as some of the terms and marketing claims that will be vying for more of the labels' real estate.

"Natural" and "clean" foods, which consumers associate with healthfulness, will continue to be at the forefront. According to IFIC's "2022 Food and Health Survey," more Americans in 2022 compared to 2021 say they regularly buy products labeled as "natural" (39 percent vs. 33 percent in 2021) or "clean ingredients" (27 percent vs. 20 percent in 2021).

When asked about which types of diets or eating patterns they're following, clean eating was the top choice. More respondents said they followed clean eating in 2022 (16 percent) than in 2021 (9 percent).

The US Food and Drug Administration (FDA) last September issued a proposed rule to update the definition for "healthy" on

food and beverage labels. As far as consumers are concerned, the most common attributes they believe define a healthy food are "fresh" (37 percent), "low in sugar" (32) and "good source of protein" (29 percent), according to the "2022 Food and Health Survey."

In 2023, wellness will continue to be top-of-mind for many consumers, but it will increasingly come in liquid form, driven in large part by consumers looking for added benefits like energy, mental health and gut health support.

IFIC's "2022 Food and Health Survey" found that "more energy and less fatigue" were the most sought-after benefit from foods and

beverages. Options that cater to those wishes are expected to multiply, such as "alt caffeine" choices to old standbys like coffee and tea.

While energy was the most sought-after food benefit for all adult groups, according to the 2022 Food and Health Survey, "emotional/mental health" was among the top three sought out by Gen Z, with more members of the generation desiring this benefit compared to their older counterparts.

Among those who made a change to their nutrition or diet in 2022 to manage or reduce their stress, 33 percent said they consumed foods/beverages that are supposed to reduce stress or the effects of stress, and 24 percent said they drank less alcohol.

Plant-based alternatives to dairy and meat are old hat, but plant-

based pasta, rice and snacks will be a growing trend in 2023.

These products point a new lens on sustainability and innovation, often relying on "upcycling," which takes plant-based food components that ordinarily would have gone to waste and processes them for use in other products — such as pulp and spent grain from soy milk or oat milk being added to flour.

According to the 2022 Food and Health Survey, 45 percent of US consumers say that fair and equitable treatment of workers in the food system is important in their purchasing decisions.

At the same time, food companies are looking to values like diversity, equity and inclusion as ways to attract the best talent and grow thoughtfully, IFIC pointed out.

# CHEESE CON

**Pre-conference events:** April 4, 2023

**Conference:** April 5-6, 2023

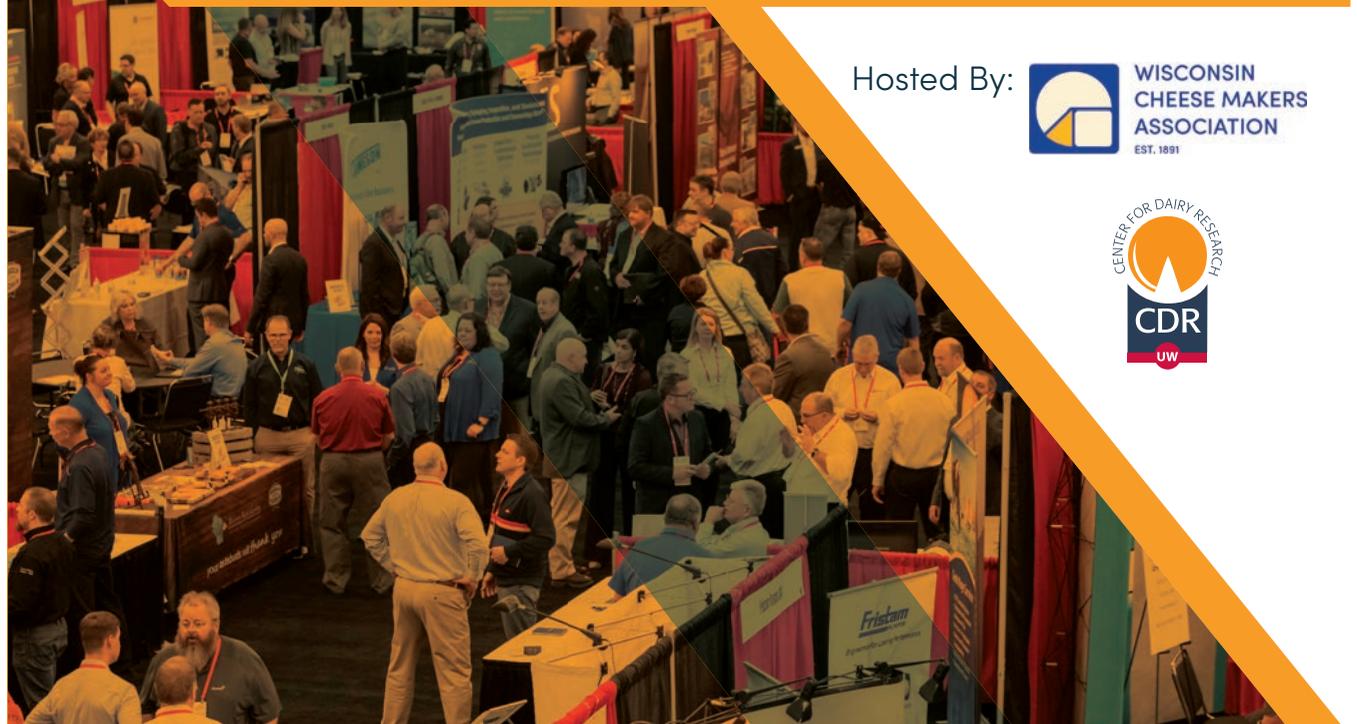
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**Location:** Alliant Energy Center, Madison, Wisconsin

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## Cheese Output Up

(Continued from p. 1)

Jersey, 5.5 million pounds, up 4.8 percent.

Cheese production in all other states during November totaled 252.5 million pounds, up 0.9 percent from November 2021.

American-type cheese production during November totaled 459.7 million pounds, up 2.2 percent from November 2021. American-type cheese output during the January-November period totaled 5.1 billion pounds, down 0.2 percent from the same period in 2021.

American-type cheese production, with comparisons to November 2021, was: Wisconsin, 87.3 million pounds, up 4.5 percent; Minnesota, 56.3 million pounds, up 6.9 percent; California, 45.1 million pounds, down 2.2 percent; Iowa, 16.8 million pounds, up 28.3 percent; and New York, 11.9 million pounds, up 20.0 percent.

Cheddar production during November totaled 319.0 million pounds, up 1.7 percent from November 2021. Cheddar output during the first 11 months of 2022 totaled 3.56 billion pounds, down 1.1 percent from the first 11 months of 2021.

Production of other American-type cheeses during November totaled 140.7 million pounds, up 3.4 percent from November 2021.

### Italian & Other Cheeses

Production of Italian-type cheese totaled 484.9 million pounds, up 1.1 percent from November 2021. Italian cheese output during the first 11 months of 2022 totaled 5.4 billion pounds, up 2.7 percent from the first 11 months of 2021.

Italian cheese production in the states broken out by NASS, with comparisons to November 2021, was: California, 139.0 mil-

lion pounds, up 2.4 percent; Wisconsin, 135.1 million pounds, down 0.2 percent; New York, 29.0 million pounds, down 1.1 percent; Pennsylvania, 20.8 million pounds, down 5.7 percent; Minnesota, 9.8 million pounds, up 4.6 percent; and New Jersey, 2.8 million pounds, up 6.0 percent.

Mozzarella totaled 380.9 million pounds, up 1.5 percent from November 2021. Mozz output during the January-November period totaled 4.25 billion pounds, up 3.7 percent from a year earlier.

Production of other Italian cheese varieties during November, with comparisons to November 2021, was: Parmesan, 41.6 million pounds, up 6.7 percent; Provolone, 29.0 million pounds, down 2.0 percent; Ricotta, 20.3 million pounds, down 10.3 percent; Romano, 5.3 million pounds, down 0.4 percent; and other Italian types, 7.8 million pounds, down 2.3 percent.

Production of other cheese varieties during November, with comparisons to November 2021, was:

**Swiss:** 29.0 million pounds, up 6.5 percent.

**Cream and Neufchatel:** 88.9 million pounds, down 2.3 percent.

**Brick and Muenster:** 16.0 million pounds, down 1.6 percent.

**Hispanic:** 32.6 million pounds, up 15.9 percent.

**Blue and Gorgonzola:** 8.0 million pounds, up 0.8 percent.

**Feta:** 12.1 million pounds, up 2.7 percent.

**Gouda:** 5.5 million pounds, up 26.3 percent.

**All other types:** 12.2 million pounds, down 14.6 percent.

### Whey Products Production

Production of dry whey, human, totaled 72.8 million pounds, down 1.6 percent from November 2021. Manufacturers' stocks of dry whey, human, totaled 71.6 million

pounds, up 23.7 percent from a year earlier and 6.7 percent higher than a month earlier.

Lactose production, human and animal, during November totaled 93.1 million pounds, up 2.8 percent from November 2021. Manufacturers' stocks of lactose, human and animal, at the end of November totaled 169.5 million pounds, up 13.1 percent from a year earlier and up 2.9 percent from a month earlier.

Whey protein concentrate, human, production during November totaled 45.0 million pounds, up 7.9 percent from November 2021. Manufacturers' stocks of WPC, human, at the end of November totaled 76.4 million pounds, up 12.6 percent from a year earlier and 1.5 percent higher than a month earlier.

Production of whey protein isolates during November totaled 10.5 million pounds, down 5.5 percent from November 2021. Manufacturers' stocks of WPI at the end of November totaled 20.8 million pounds, up 67.8 percent from a year earlier and up 14.7 percent from a month earlier.

### Butter & Dry Milk Products

November butter production totaled 169.9 million pounds, up 8.9 percent from November 2021. Butter output during the first 11 months of 2022 totaled 1.87 billion pounds, down 1.2 percent from the first 11 months of 2021.

Regional butter production in November, with comparisons to November 2021, was: West, 92.1 million pounds, up 12.1 percent; Central, 65.5 million pounds, up 6.6 percent; and Atlantic, 12.3 million pounds, down 1.0 percent.

Nonfat dry milk production during November totaled 159.5 million pounds, down 1.0 percent from November 2021. NDM out-

put during the January-November period totaled 1.8 billion pounds, down 3.2 percent from the same period in 2021.

Manufacturers' shipments of nonfat dry milk during November totaled 154.0 million pounds, down 0.6 percent from November 2021. Manufacturers' stocks of NDM at the end of November totaled 256.0 million pounds, up 12.9 percent from a year earlier and 3.3 percent higher than a month earlier.

November production of other dry milk products, with comparisons to November 2021, was: skim milk powder, 39.4 million pounds, down 33.9 percent; dry whole milk, 10.6 million pounds, up 0.3 percent; milk protein concentrate, 14.7 million pounds, down 3.5 percent; and dry buttermilk, 12.5 million pounds, up 30.2 percent.

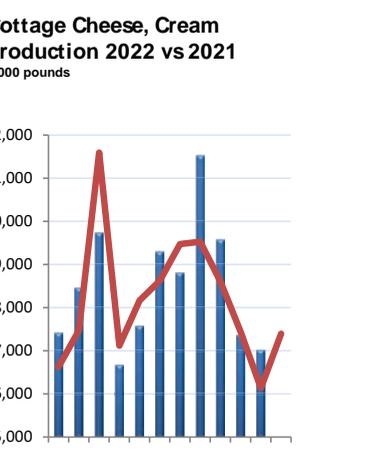
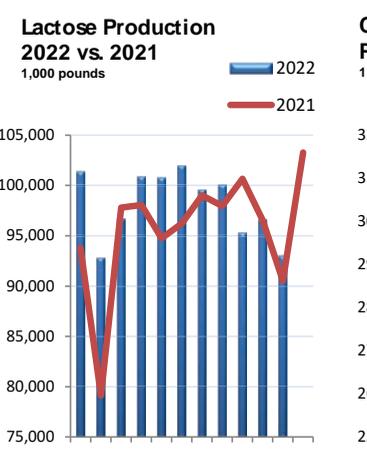
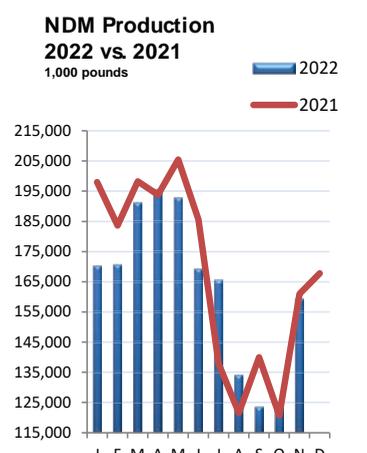
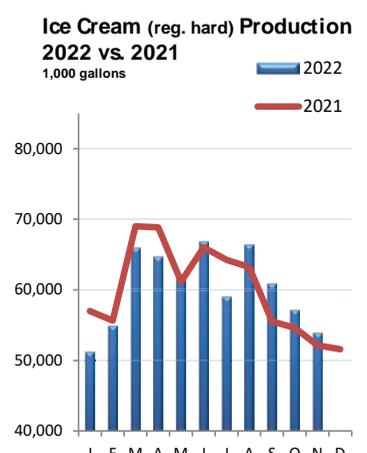
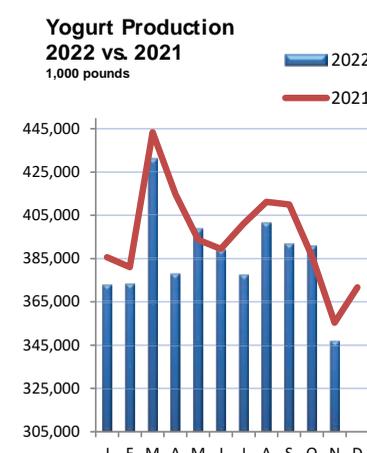
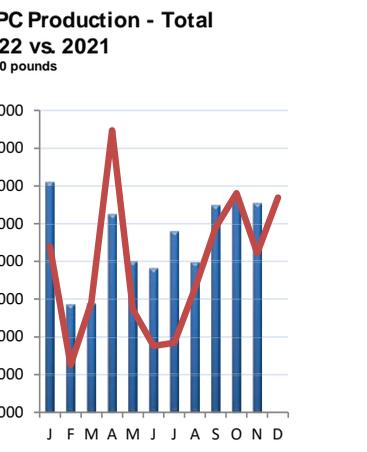
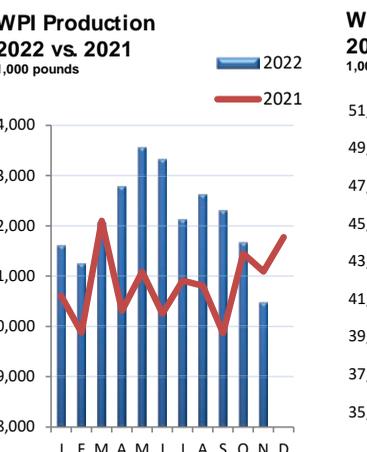
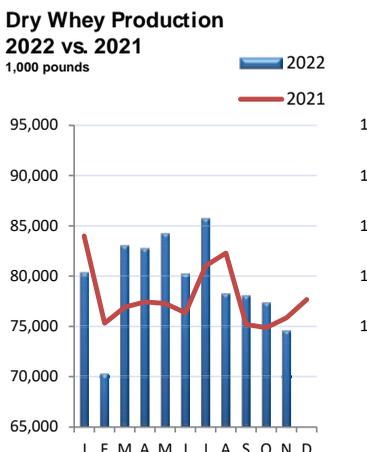
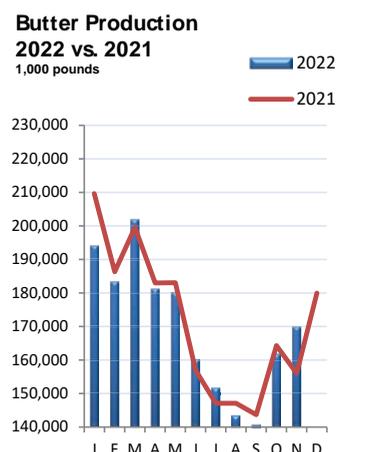
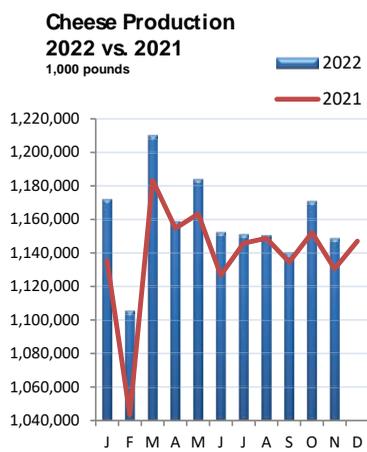
### Yogurt & Other Dairy Products

November production of yogurt, plain and flavored, totaled 346.8 million pounds, down 2.4 percent from November 2021. Yogurt output during the first 11 months of 2022 totaled 4.25 billion pounds, down 2.7 percent from the first 11 months of 2021.

Sour cream production during November totaled 135.8 million pounds, up 1.7 percent from November 2021. Sour cream output during the January-November period totaled 1.4 billion pounds, up 0.6 percent from a year earlier.

Cream cottage cheese production during November totaled 27.0 million pounds, up 3.4 percent from November 2021, while lowfat cottage cheese output totaled 22.0 million pounds, down 0.2 percent.

Production of regular ice cream during November totaled 53.9 million gallons, up 3.4 percent from November 2021, while lowfat ice cream output totaled 29.6 million gallons, up 0.6 percent.



## Good Food Award Finalists Recognized; Ceremony Will Move To Portland, OR

Portland, OR—Cheese and dairy product entries ranked as finalists in the 2023 Good Food Awards were announced Monday.

In a field of more than 1,750 entries, the Good Food Foundation recognized 513 finalists submitted from 42 states in 18 contest categories.

Historically held in San Francisco's Ferry Building, winners will be announced Friday, April 21 at the in-person Good Food Awards Ceremony here, followed by the second annual Portland Mercantile on April 22.

Judges will recognize up to three winners and five finalists in each category from five US regions – North, West, Central, South and East.

Finalists in the Cheese category include: **Bellwether Farms**, Organic A2 Whole Milk Cow Milk Yogurt, Plain, Petaluma, CA; **Black Radish Creamery**, Raclette and Bandit Red, Columbus, OH; **Blakesville Creamery**, Afterglow, Belleville, WI; **Boxcarr Handmade Cheese**, Doeling and Cottonbloom, Cedar Grove, NC; **Briar Rose Creamery**, Fromage Blanc and Maia, Dundee, OR; **Capriole**, Sofia and Tea Rose, Greensville, IN; **Cascadia Creamery**, Sawtooth, Trout Lake, WA; **CheeseSmith Artisan Creamery**, Cascabel Chile Curds, San Diego, CA; **Face Rock Creamery**, Face 2 Face Mixed Milk Cheddar, Bandon, OR; **Johnston Hill Creamery**, Mississippi Shake, Oxford, MS; **Landmark Creamery**, Anabasque, Belleville, WI; **Laura Chanel**, Creamy Brie, Sonoma, CA; **Mountain Valley Farmstead Artisan Sheep Cheese**, Carmen Car-

rano, Mountain Home, ID; **Nettle Meadow Cheese Company & Sanctuary**, Adironjack and Truffle Kunik, Lake Luzerne, NY; **Pennyroyal Farm**, Reserve Boont Corners, Boonter's Blue and Laychee, Boonville, CA; **Rogue Creamery**, Caveman Blue and Smokey Blue, Central Point, OR; **Spring Brook Farm Cheese**, Ashbrook, Reading, VT; **St. Benoit Creamery**, Organic Meyer Lemon Yogurt and Organic French Vanilla Yogurt, Sonoma, CA; **Sweet Grass Dairy**, Lil Moo with Garlic and Chive, Thomasville, GA; **Farm At Doe Run**, St. Malachi Reserve, Unionville, PA; **Mystic Cheese Company**, Finback and Cachalot, Mystic, CT; **Tomales Farmstead Creamery**, Atika, Tomales, CA; **von Trapp Farmstead**, Savage, Waitsfield, VT; and **Working Cows Dairy**, Griene Tsiis, Slocomb Tomato & Garlic, and Wiregrass Tsiis, Slocomb, AL.

In the Charcuterie class, **Sweet Grass Dairy**, Thomasville, GA, teamed up with Atlanta's Spotted Trotter Charcuterie to create finalist Blue Cheese Salami made with Asher Blue cheese.

In the Pantry category, it was announced, Zazi Natural Foods of Illinois was named a finalist for its Garlic Ghee entry.

Oregon's Wheyward Spirit is a finalist in the Spirit category for its whey-based entry, designed to take the best elements of vodka, sake, gin, and rum.

Tickets for the award ceremony will be available online in early 2023.

For the full list of finalists and more information, visit [goodfoodfdn.org/awards](http://goodfoodfdn.org/awards).

## SpartanNash Acquires Michigan Based Wholesaler Great Lakes Foods

Grand Rapids, MI—SpartanNash recently announced that it has acquired Great Lakes Foods, an independent grocery wholesaler, including its 300,000-square-foot distribution center in Menominee, MI.

That warehouse serves approximately 100 independent grocery customers across the Midwest and employs 125 associates. SpartanNash said it will continue to employ the Great Lakes Foods team while investing in capital and IT updates to the facility and expanding service offerings to customers.

"This acquisition represents SpartanNash's ongoing commitment to optimize our supply chain network, drive growth through geographic expansion, and serve our customers more efficiently," said Masiar Tayebi, SpartanNash executive vice president and chief strategy and information officer.

"The location of this distribution center is ideal for serving both new and existing customers in the surrounding communities, as well as our own company-owned stores in the Upper Peninsula," Tayebi continued. "We look forward to earning the loyalty of our new

customers and associates as we continue building upon the legacy Great Lakes Foods has established."

Customers of Great Lakes Foods will gain access to SpartanNash's marketing support, merchandising expertise, portfolio of private label products, and valuable insights from the company's wholesale and retail businesses, according to SpartanNash. The business integration will occur strategically throughout 2023 to ensure business continuity while enabling value creation for SpartanNash's shareholders and high-quality service levels for customers.

"I am incredibly proud that SpartanNash purchased our distribution center," said Tom Kuber, who has owned Great Lakes Foods since 2011. "We value our associates and long-standing customers and know SpartanNash is well-equipped to elevate the level of service and amplify its people first culture based on their strong track record."

As a distributor, wholesaler and retailer with a global supply chain network, SpartanNash customers span a diverse group of national accounts, independent and chain grocers, e-commerce retailers, US military commissaries and exchanges, and the company's own brick-and-mortar grocery stores, pharmacies and fuel centers. SpartanNash distributes grocery and household goods.





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## FrieslandCampina Partnership To Make Cell-Based Proteins Using Precision Fermentation

Amersfoort, Netherlands—FrieslandCampina Ingredients announced it has entered a strategic partnership with specialist biotechnology company Triplebar Bio Inc. to develop and scale up the production of cell-based proteins using precision fermentation.

This new partnership reaffirms the commitment of both companies to develop innovative and futureproof protein solutions that improve human health, according to the announcement.

Triplebar, based in California, specializes in bioengineering at speed to develop solutions for the nutrition and healthcare industries. The company takes an integrated approach, using hardware, software, biology and biochemistry to develop products and biological production systems that replicate and accelerate evolution found in nature.

Under their partnership, FrieslandCampina Ingredients and Triplebar will produce microbial cells through precision fermentation that can create bioactive proteins that support human health and nutrition in early life and adulthood.

The ambition of both companies is to manufacture high quality proteins for various applications at scale and with a limited land, water and energy footprint.

FrieslandCampina Ingredients has been using precision fermentation since 2016, the company stated, to produce human milk oligosaccharides (HMOs).

The company will leverage its combination of protein experience alongside its innovation, processing and technical expertise to produce alternative protein solutions using the latest precision fermentation technology.

“Precision fermentation is a fast-developing technology that will shape the future of the food and nutrition industry,” said Anne Peter Lindeboom, managing director innovation at FrieslandCampina Ingredients.

“At the same time, we are continuously exploring new ways that technology and nature can be harnessed to support consumers with special dietary needs, at every stage of life,” Lindeboom continued. “Together, I’m certain that FrieslandCampina Ingredients and Triplebar will accelerate the use of precision fermentation as a nutritious and sustainable source of protein.

This latest partnership follows Friesland Campina’s launch of its first plant protein range, Plan-taris™, in partnership with AGT Foods in November 2021.

## PEOPLE

### Organic Valley Names Jeff Frank New CEO

La Farge, WI—Organic Valley announced that Jeff Frank will join the cooperative as chief executive officer, effective Jan. 23. Outgoing CEO Bob Kirchoff announced his retirement to the co-op last year, and his last day will be Jan. 31.

Frank joins Organic Valley after a 25-year career at Hormel Foods. He started with Hormel in 1998, holding various senior roles in product and brand management. In 2009, he took on the role of vice president of marketing at MegaMex Foods. He was later promoted to president and CEO of MegaMex Foods.

“We are happy to welcome Jeff as our next CEO to guide organic food and farming into the future,” said Steve Pierson, president of the Organic Valley board of directors and a dairy farmer from the state of Oregon. “He shares our values and vision of nourishing people, animals and the earth through ethically sourced organic food from small family farms. He has the skills and experience to navigate the complex challenges facing small organic family farms.”

“It’s truly an honor for me to join the cooperative. I have a deep admiration for the mission of this organization, and I’m excited to collaborate to drive continued success into the future,” Frank said. “I look forward to working with the board, the farmer-members and teams across the cooperative and the industry to expand the impact of this revolutionary and independent food lighthouse, while staying true to its values and mission of producing ethically sourced food from organic family farms.”

TINA FLOYD has been named CEO of Hudsonville Ice Cream, succeeding co-owner DENNY ELLENS, who will remain with the company as board member. Floyd joins Hudsonville Ice Cream after 30 years with The J.M. Smucker Company.

Herbein + Company, Inc. has promoted JACK KOLMANSBERGER to the newly-created role of chief growth officer, and AMY KLATT to chief marketing officer. Kolmansberger and Klatt had respectively served as Herbein’s chief marketing officer and marketing director. Kolmansberger joined Herbein in 2008 as chief marketing officer. Before that, he spent 12 years as marketing director for a Philadelphia certified public accounting firm.

In his new role, Kolmansberger will lead sales and business development efforts. Klatt has 12 years of sales and marketing experience, joining Herbein in 2010. As chief marketing officer, Klatt will be responsible for all marketing strategies, including brand management, digital marketing, advertising, and sponsorships.

### Roland Tess, World Championship Cheese Contest Winner, Dies

Kiel, WI—Roland A. “Rollie” Tess, who won the World Championship Cheese Contest in 1984, passed away on Friday, Dec. 30, 2022, after a short illness. He was 97 years old.

Tess was a dedicated employee of Lake to Lake Dairy Co-op (later Land O’Lakes), Kiel, WI, for more than 34 years. For many of those years, he served as packaging supervisor at the Kiel plant.

In 1984, a Cheddar entry made by Tess captured top honors in the biennial World Championship Cheese Contest, topping 541 other entries from 13 countries.

### Compeer Financial Scholarship Entries Due March 15

Sun Prairie, WI—The application deadline for Compeer Financial’s corporate giving program, Fund for Rural America, is March 15.

Compeer is offering 123 scholarships to graduating high school seniors with an agriculture or rural background, or those planning to major in an ag-related field at a community college, university or technical school.

Each scholarship recipient will receive \$1,500 for tuition expenses. Qualified applicants must be graduating seniors who live in Compeer’s 144-county territory and have a 3.0 grade point average (GPA) or higher.

Recipients will be selected based on a combination of academic achievement; agricultural, community and youth organization involvement; and essays.

To date, the fund has awarded 591 scholarships to graduating seniors, totaling \$886,500.

“At Compeer, our mission is to champion the hopes and dreams of rural America, and providing scholarships is just one way we can help fulfill our mission,” said senior corporate giving specialist Karen Schieler.

For more information and link to the scholarship application, visit [www.compeer.com/scholarships](http://www.compeer.com/scholarships).

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## FDA Issues Letters Of Acknowledgement For Infant Formula Transition Plan

Silver Spring, MD—The US Food and Drug Administration (FDA) on Monday announced that the agency has sent letters of acknowledgement to all infant formula manufacturers that previously received letters of enforcement discretion for specific infant formula products and have expressed interest in taking steps to remain on the US market.

To increase the diversity of those supplying infant formula and support a stable supply of infant formula in the US, FDA is providing a pathway for manufacturers of these infant formula products to continue marketing their products while they work toward meeting all FDA requirements. The agency has updated its web page on enforcement discretion to manufacturers to indicate the 11 companies that have expressed interest in taking these steps.

Under guidance issued in September 2022, infant formula manufacturers currently marketing their products in the US under enforcement discretion were advised to send to the FDA by Dec. 5, 2022, a letter of intent identifying specific infant formula products for which the manufacturer intended to pursue compliance with all regulatory requirements.

FDA has reviewed the letters of intent and has communicated directly with manufacturers with a letter stating that FDA intends to continue exercising enforcement discretion relating to the importation, sale, and distribution of specific products provided the firm adheres to criteria previously communicated in a letter of enforcement discretion (such as continued testing for nutrient content and certain pathogens), and the firm continues to make meaningful progress as described in the September 2022 guidance toward compliance with applicable regulatory requirements for these products.

The guidance provides a timetable for the actions manufacturers will be taking to comply with all applicable requirements.

For companies that did not provide a letter of intent to FDA by Dec. 5, 2022, enforcement discretion ended on Jan. 6, 2023. FDA stopped accepting new requests for enforcement discretion on Nov. 14, 2022.

FDA hosted four industry webinars to provide an overview and answer questions on the recently released guidance to infant formula manufacturers as well as requirements and recommendations for achieving compliance with all US requirements that apply.

## Forecasts Lowered

(Continued from p. 1)

cow inventory for the year; the forecast for output per cow is unchanged from last month.

USDA's "Cattle" report, which will be released Jan. 31, will provide an indication of producer intentions for retaining heifers for addition to the breeding herd.

Driven by recent trade data, fat basis dairy imports for 2022 are unchanged with offsetting changes for a number of products, but skim-solids basis imports are raised on expected demand for milk proteins. Strength in milk protein demand is expected to carry into 2023 and the forecast for skim-solids imports is also raised. Fat basis imports for 2023 are unchanged.

Dairy exports on a fat basis for 2022 are raised, largely on butter

and cheese with stronger expected butter exports supporting an increased forecast for 2023. Dairy exports on a skim-solids basis are raised in 2022 on stronger cheese and lactose exports, while the 2023 forecast is raised on stronger skim milk powder exports.

For 2022, dairy product and class price estimates are adjusted to reflect reported prices. Dairy product price averages for 2022 were as follows: cheese, \$2.1122 per pound; butter, \$2.8665 per pound; nonfat dry milk, \$1.6851 per pound; and dry whey, 60.35 cents per pound.

Price estimates for 2022 are as follows: Class III, \$21.94 per hundredweight; Class IV, \$24.47 per hundred; and all milk, \$25.55.

For 2023, the price forecasts for all components are lower with expectations of weak domestic demand and price pressure in

international markets. USDA's new 2023 dairy product price forecasts, with comparisons to last month's forecasts, are as follows: cheese, \$1.9300 per pound, down 6.5 cents; butter, \$2.3300 per pound, down 13.5 cents; nonfat dry milk, \$1.3400 per pound, down 3.5 cents; and dry whey, 41.5 cents per pound, down 5.0 cents.

USDA's new milk price forecasts, with comparisons to last month's, are as follows: Class III, \$18.85 per hundred, down 95 cents; Class IV, \$19.25 per hundred, down 85 cents; and all milk, \$21.60 per hundred, down \$1.10.

This month's 2022/23 US corn outlook is for reduced production, food, seed, and industrial use, feed and residual use, exports, and ending stocks. The season-average corn price received by producers is unchanged, at \$6.70 per bushel.

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## Artisan Cheese

(Continued from p. 1)

Queisser, Sheri Cole and Juyun Lim, Department of Food Science and Technology, Oregon State University; and Alina N. Stelick, Department of Food Science, Cornell University.

The overarching goal of the study was to explicitly evaluate how sensory information and expert distinction in the form of award label affect consumer demand for two familiar (Brie, Cheddar) and two unfamiliar (Coulommiers, Cantal) varieties of artisan cheeses in the US.

Researchers focused on these informational strategies because they are common and relatively low-cost promotional strategies that translate well to the online retail environment (i.e., e-commerce).

Researchers used a hypothetical choice experiment in two states, Oregon and New York, to allow for comparison among consumer preferences in two different regions, providing additional insight on the potential generalizability of the findings for broader US populations.

Choice experiments allowed the researchers to elicit consumer preferences for generic artisanal cheeses, described only by their variety (e.g., Cheddar), avoiding brand effect, endogeneity or personal consumer familiarity and preferences.

Choice experiments rely on participants making a series of choices among hypothetical products, described by a number of targeted attributes, and allow for clean and reliable identification for the impact of informational cues of interest, allowing stakeholders to

use the study's results in practical decision-making.

### Decision-Making Information

The study provides new insights concerning different consumer behavior around choice for familiar and less familiar artisan cheese varieties. Specifically, while researchers found that a significant proportion of consumers avoids unfamiliar cheese varieties, as predicted by food neophobia literature, researchers also demonstrated that a sizeable share of artisan cheese consumers seek variety.

Researchers found three consumer classes. "Novelty seekers" (about 44 percent) look for unfamiliar cheeses and display a significantly higher willingness to pay (WTP) for them. Researchers found that such consumers already are willing to pay a premium for less familiar varieties; an award sticker and sensory talker further increase WTP.

By contrast, consumers "averse to sensory uncertainty" (about 47 percent) do not appreciate unfamiliar varieties and respond especially well to shelf talkers with sensory descriptions. In other words, for this class of consumers, a shelf talker with sensory descriptions and food pairing suggestions could compensate for the willingness to pay reduction for unfamiliar cheeses.

Finally, researchers observed that a small subset of artisan cheese consumers can be described as "price-sensitive occasional artisan cheese buyers" (about 7 percent), who are much more price sensitive and responsive to both the award stickers and their shelf talker cues.

The study also provides unique insights regarding the impacts of information cues on consumer preferences and choices in online

environments. On average, the sensory shelf talker seems to be a relatively more effective marketing strategy as its associated increase in WTP is twice the size of an award sticker across most specifications.

However, shelf talkers can be costly depending on the retail outlet, while award stickers can be more easily incorporated in the packaging design, the study noted. Moreover, if the marketing strategy of a company specifically targets novelty-seeking consumers or relies on building brand recognition through unusual flavors or varieties, award stickers would be the more effective marketing strategy.

Ultimately, the manufacturer's decision would depend on the relative comparison of costs associated with participating in competitions versus costs associated with modifying the retail environment available to them, the study explained.

While the study provides a first look at the artisan cheese consumer segmentation, researchers were unable to verify the overall representativeness of the sample they used in their research for all specialty cheese consumers outside of the study locations. More research is needed to formulate the distributional characteristics of such a sample, they said.

Similarly, while the researchers have recruited current artisan cheese consumers, online consumers in particular might differ from the study's sample in important ways.

While existing research comparing online and in-person samples suggests minimal differences in observed experimental behavior, more research on the topic can further shed light on the generalizability of the study's results.

Also, as the results obtained in this research are based on hypothetical choices, the absolute value of estimated willingness to pay might differ from consumer demand in the market; however, the relative importance of cheese characteristics is not likely to be affected.

The study's findings provide insights into the role that information plays in product purchase

and further implications on how the specialty foods industry could use such information to promote their products.

Depending on the type of specialty item being produced and promoted and the resources available to the company, different marketing strategies could be more successful and cost efficient.

Contests for awards can be quite expensive due to entry fees and shipping costs, and an entry into any contest does not guarantee an award, introducing some risk into this marketing strategy, the study pointed out.

However, this can be worth it for a company that produces recognizable varieties already familiar to consumers.

A novelty flavor producer, on the other hand, might benefit more from the use of extended sensory notes describing the flavor and potential food pairings.

Finally, the study sheds some light on how consumer demand is impacted when information about the product is only provided on the screen, with the study's results directly relevant for producers selling online directly to consumers. As online grocery shopping becomes more of a norm, future research needs to focus on how to engage potential consumers in e-commerce and whether they differ significantly from general specialty food consumers, according to the study.

"I would say the biggest takeaway of the study for the industry is to think about what type of consumer you are trying to attract and to adjust your promotional plans to match what they are looking for," said Streletskaia, an assistant professor of applied economics at Oregon State whose research broadly looks at how food labeling impacts consumer demand.

"This is an under-studied area that is growing in importance, especially as people shift to buying groceries online and as subscription food boxes grow in popularity," Streletskaia said. "Our study can help specialty food producers, many of whom operate on a small scale with limited budgets, determine best ways to promote their products."

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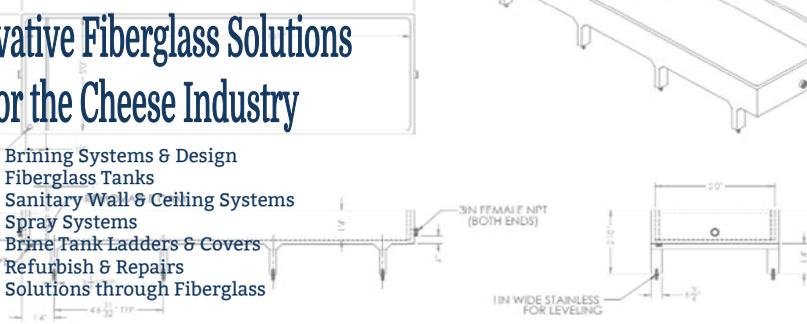


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## California Dairy Innovation Center Announces Business Innovation Grants

Tracy, CA—The California Dairy Innovation Center (CDIC) recently announced five California winners of Dairy Business Innovation Initiative grants by the Pacific Coast Coalition, the USDA-funded initiative hosted by Fresno State University.

The winners include Capstone Ranch/Wonder Cow (Madera county), Central Coast Creamery (San Luis Obispo county), Foggy Bottom Boys (Humboldt county), Schoch Family Farmstead (Monterey county) and Weststeyn Dairy Farm (Glenn county).

For Rob Diepersloot, founder of WonderCow, Inc. the award will focus on pilot-scale testing of the feasibility and regulatory applications for an innovative dairy-based beverage.

“We started WonderCow in order to harness the functional ingredients that dairy has to offer and bring them to families in an easy and practical way,” Diepersloot said. “This grant will provide much support to accelerate our path to market and add considerable value, not only to our milk-based product, but more importantly, to the families who will benefit from the health factors it will bring.”

“Receiving this grant will kick-start a chain of events that promises an overall increase in our company’s revenue and will benefit our employees and all of our dairy partners,” said Reggie Jones, owner of the Paso Robles-based Central Coast Creamery. “The grant will enable us to purchase processing equipment to increase our production capacity by 40 percent, which translates to more income for our dairy partners. This also has a significant impact on the local economy.”

As one of the last dairies on the Central Coast of California,

Schoch Dairy knows well the challenges of small-scale dairy production. Schoch received an award for equipment to produce new European-style cheeses and butter products that are not common in California.

“We believe this will be a major step that moves us from a local into a regional supplier of innovative farmstead dairy products as well as demonstrating the viability of a smaller-scale dairy operating profitably,” said Beau Schoch, third generation dairy farmer, engineer and project manager for the project. “Schoch Family Farmstead would like to lead the way in our region thanks to this grant.”

The grant will allow Weststeyn Dairy Farm to study the feasibility of high-pressure processing (HPP).

“I studied dairy processing at Cal Poly, San Luis Obispo, with the dream of making dairy products someday from our milk on our farm,” said Stephen Weststeyn, third generation farmer. “The dairy industry is in desperate need of innovation. There is a window of opportunity here in the US to apply new technologies to milk and milk packaging to reset milk’s image.

“Applying the HPP process to milk gives the opportunity to not only to refresh milk’s image, but it also allows the opportunity to create a better, fresher tasting product, improve shelf life, and open milk to a new field of possibility and development with functional beverages,” Weststeyn added.

Cody Nicholson Stratton, partner of Foggy Bottom Boys, applied for funding to purchase equipment to manufacture a value-added milk product from the farm’s milk.

“Being able to create extra revenue from a portion of our total milk volume will ensure that our farm remains financially sustain-

able and operational,” Stratton said. “We are consistently asked where our milk goes. This farmstead product line will offer our customers more ways to engage with our brand/business. We are excited to be able to offer our dairy with our family branded label.”

These grants are the first in the \$1.8 million DBII award from USDA that created the Pacific Coast Coalition to support dairy businesses in California, Oregon and Washington in the development, production, marketing, and distribution of dairy products. These are supplemented by additional phases of funding (2022-2025) totaling over \$20 million announced by USDA in November.

A second round of funding, which will award around \$4 million in grants from \$50,000 to \$1 million, is expected to be announced this month.

“The continued investment in dairy innovation at both the farm and plant level will help take our industry to the next level,” said John Talbot, CEO of the California Milk Advisory (CMAB).

The California Dairy Innovation Center’s Steering Committee, which includes representatives of California Dairies Inc., California Dairy Research Foundation, CMAB, Cal Poly San Luis Obispo, Dairy Management Inc., Fresno State University, Hilmar Cheese, Leprino Foods, and UC Davis, assisted in the thorough review process and recommended funding applications based on objective criteria.

Grants are available to anyone operating a dairy farm or processing plant in California that focus on product, process, and packaging innovation for dairy manufacturing. This includes feasibility studies and workforce training.

For details on grants, contact CMAB’s California Dairy Innovation Center, via email at [vlagrang@cmab.net](mailto:vlagrang@cmab.net).

## Pine River Debuts 60-Month Cheddar Spread To Honor 60th Anniversary

Las Vegas, NV—Pine River Pre-Pack, Inc. will give Winter Fancy Food Show attendees the first taste of its limited edition 60-Month Cheddar Spread.

The cheese spread was created in honor of the company’s 60th anniversary, which it celebrates this year.

Five-year Wisconsin Cheddar gives this spread an extra creamy texture with a rich, Cheddar flavor and slightly tangy bite, said Pine River CEO Phil A. Lindemann.



“The art of cheese spread making comes in the aging and blending process,” Lindemann said.

“We know which ages of cheese to combine to get the best flavor, and we’ve been following the same recipe since my father started the company 60 years ago,” Lindemann continued.

The multi-award-winning cheese spread company will be sampling many of its 21 cold pack flavors, including products from its Clean Label and Shelf-Stable cheese spread lines.

Pine River Pre-Pack was incorporated in 1963. Philip C. Lindemann began making Cold Pack Cheese Food using his own special recipe. Throughout the years, he experimented with flavors and packaging technology to keep the product fresher and convenient, the company’s website stated.

More information is available online at [www.pineriver.com](http://www.pineriver.com).

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# COMING EVENTS

[www.cheesereporter.com/events.htm](http://www.cheesereporter.com/events.htm)

## Cal Poly Workshop On Fundamentals Of Dairy Processing Planned For Feb. 8-9

**San Luis Obispo, CA**—A workshop on the fundamentals and building blocks of dairy processing has been planned for Feb. 8-9 at the Cal Poly Dairy Products Technology Center here.

The two-day course includes hands-on demonstrations in the pilot plant, equipment displays and processing demonstrations.

Curriculum was created for production staff and plant operators; supervisors and team leaders; food entrepreneurs; technical and quality personnel; research and new product development personnel; and students considering a career in the dairy processing sector and

Day one will cover milk production, composition, receiving, separation, and homogenization.

A tour of the pilot plant will be followed by a sessions on thermal treatments, pasteurization, concentration, evaporation and pumps in the dairy plant.

Wednesday afternoon will be dedicated to control and improvement of powder properties, pilot

plant demonstrations membrane separation, and fractionation fundamentals.

Instructors will also cover the treatment and optimization of co-streams supported by case studies, followed by a question-answer session.

Wednesday will wrap with a group dinner and wine tasting at the Justin & J. Lohr Center for Wine & Viticulture on campus.

Thursday will kick off with a discussion on advanced processing principles and innovation; high pressure processing and non-thermal treatments; advanced separation with ED and chromatography; and enzymatic, fermentation and novel processes.

Instructors will lead equipment demonstrations, followed by an overview of operations in the processing of cheese, dips and spreads.

Students will get an overview of fluid milk product operations with pilot plant demonstrations.

Thursday will conclude with sessions on best practices for research,

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development and innovation, supported with a panel discussion and question-answer opportunity.

Certificates will be distributed and students will adjourn at 3 p.m.

The registration fee is \$350 per person, and \$250 for two or more people from the same company. A student rate of \$75 is also available.

For questions about the workshop, contact Katy Pankey, Cal Poly Creamery operations manager and workshop support at (805) 756-6120 or via email: [klees@calpoly.edu](mailto:klees@calpoly.edu). Online registration is available at [www.dairy.calpoly.edu/short-course-symposia](http://www.dairy.calpoly.edu/short-course-symposia).

Looking ahead, the Cal Poly Dairy Innovation Institute will host an Advanced Cheesemaking workshop April 11-13, 2023.

The course schedule also features a Hispanic Cheeses & Functionality workshop June 22-23, 2023. More details on both of these events will be available in the coming months. All dates are subject to change.

## PLANNING GUIDE

**Dairy Forum:** Jan. 22-25, J.W. Marriott Grande Lakes, Orlando, FL. Visit [www.dairyforum.com](http://www.dairyforum.com).

**US Championship Cheese Contest:** Feb. 21-23, 2023, Green Bay, WI. To enter online and for more information, visit [www.uschampioncheese.org](http://www.uschampioncheese.org).

**NYSCMA Spring Meeting:** March 6-7, 2023, DoubleTree Hotel, Syracuse, NY. Registration will kick off early next year at [www.nyscheesemakers.com](http://www.nyscheesemakers.com).

**NCIMS Conference:** April 3-7, 2023, J.W. Marriott, Indianapolis, IN. Details available in the coming months at [www.ncims.org](http://www.ncims.org).

**CheeseCon 23:** April 5-6, Alliant Energy Center, Madison, WI. Official event website now live at [www.CheeseCon.org](http://www.CheeseCon.org).

**ADPI/ABI Joint Annual Conference:** April 23-25, Sheraton Grand Chicago. Visit [www.adpi.org](http://www.adpi.org) for future updates.

**IDDBA 2023:** June 4-6, Anaheim Convention Center, Anaheim, CA. Check [www.iddba.org](http://www.iddba.org) for details in the coming months.

**ADSA Annual Meeting:** June 25-28, Ottawa, Ontario. Early registration will kick off soon online at [www.adsa.org](http://www.adsa.org).

**WDPA Dairy Symposium:** July 10-11, Landmark Resort, Door County, WI. Visit [www.wdpa.net](http://www.wdpa.net) for further updates and registration dates.

**IFT Expo:** July 16-19, McCormick Place, Chicago. Visit [www.iftevent.org](http://www.iftevent.org) for future updates and events.

**ACS Conference:** July 18-21, Des Moines, IA. Online registration and updates available soon at [www.cheesesociety.org](http://www.cheesesociety.org).

**IMPA Conference:** Aug. 10-11, Sun Valley Resort, Sun Valley, ID. Visit [www.impa.us](http://www.impa.us) for more information closer to event date, or keep watch here for updates.

## New York State Cheese Makers Assn. To Celebrate 80th Year At Annual Meeting

**Syracuse, NY**—Online registration for the New York State Cheese Manufacturers Association (NYSCMA) annual spring meeting here March 6-7 at the DoubleTree Hilton Hotel Syracuse.

This is the Association's 80th anniversary since its inception.

While the agenda is in early stages, a partial list of guest speak-

ers includes Ed Gallagher, Dairy Farmers of America (DFA) Risk Management; David Fisher, New York State Farm Bureau; and Casey McCue, New York State Department of Agriculture & Markets.

The meeting will also feature Cornell University's Julie Suarez, Chris Wolf, and Alina Stelick, along

with Sam Alcaine of Cornell University's Northeast Dairy Foods Research Center.

A presentation on cyber security hosted by GreyCastle Security is been scheduled.

A block of rooms has been reserved at DoubleTree by Hilton Hotel Syracuse for March 5-8, organizers said.

The hotel registration cutoff date is Feb. 3, 2023.

Online registration and links for sponsorship opportunities and exhibit details are available at [www.nyscheesemakers.com](http://www.nyscheesemakers.com).



## Dairy Ingredient Symposium Speaker Lineup Released

**Santa Barbara, CA**—The latest dairy ingredient innovations for emerging food trends is one of several educational sessions scheduled for the 24th annual Dairy Ingredient Technical Symposium here March 13-15.

Hosted by the American Dairy Products Institute (ADPI), the three-day event will be held at the Hilton Santa Barbara Beachfront Resort.

It begins Monday evening with a welcome reception. Tuesday kicks off with a discussion on "Consumers, Business and the Ingredients Marketplace," with panelists highlighting industry challenges and needs during global recovery.

Another panel will provide updates on the latest in health, wellness and nutrition.

Afternoon sessions will focus on state-of-the-art innovations in dairy processing, and biofermentation in today's circular economy.

The emerging trends panel will kick off Wednesday's schedule of events, featuring North Carolina

State University food science professor MaryAnne Drake; Kumar Mallikarjunan, food science professor, University of Minnesota; Bongkosh Vardhanabhuti, associate professor at University of Missouri; and Gulustan Ozturk, food science assistant professor, University of Wisconsin.

The symposium will adjourn at noon. The standard registration rate is \$549 for ADPI members and \$749 for non-members. Discounts are available for students and members of academia.

For more details and to sign up online, visit [www.adpi.org](http://www.adpi.org).



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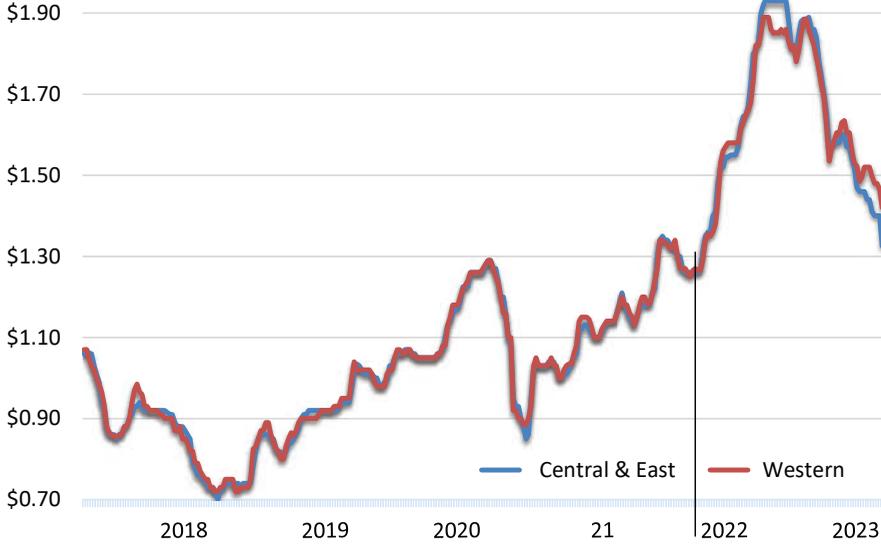
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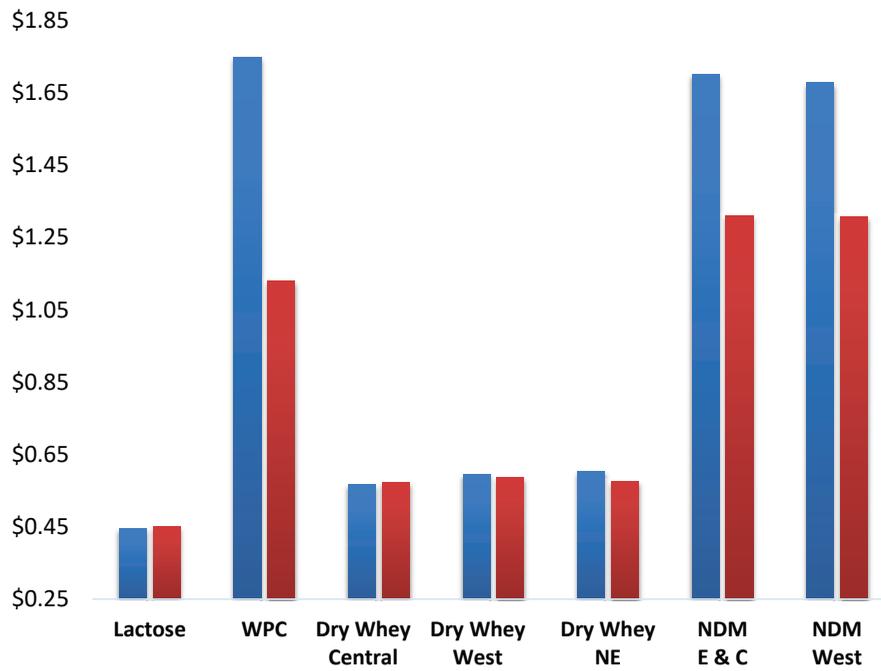
**NDM Prices: Jan 2017 – Jan 12, 2023**

USDA: High Range (Low/Medium Heat): Mostly



**Year End Average Prices - 2022 vs 2021**

Dairy Market News: Dry Prices: Mostly



**DAIRY FUTURES PRICES**

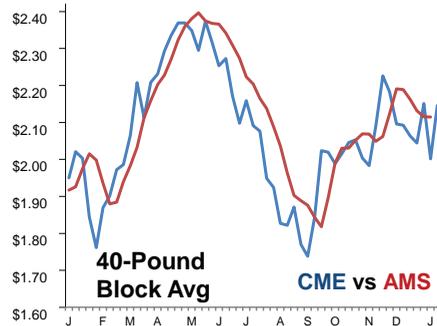
SETTLING PRICE

\*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
1-6	Jan 23	19.31	19.60	42.425	138.975	2.080	1.9720	234.050
1-9	Jan 23	19.70	19.60	42.750	137.475	2.110	2.0080	234.900
1-10	Jan 23	19.53	19.63	42.100	137.400	2.110	1.9900	237.050
1-11	Jan 23	19.58	19.63	42.100	137.475	2.110	1.9890	237.750
1-12	Jan 23	19.52	19.78	42.775	137.475	2.118	1.9880	241.100
1-6	Feb 23	18.59	18.86	39.500	130.000	1.930	1.9060	232.500
1-9	Feb 23	19.15	18.86	39.500	128.500	1.985	1.9750	235.100
1-10	Feb 23	19.10	19.08	39.550	130.000	1.985	1.9610	237.000
1-11	Feb 23	19.29	19.13	40.000	130.075	1.985	1.9820	238.750
1-12	Feb 23	18.78	19.13	39.000	130.075	1.985	1.9360	237.450
1-6	Mar 23	18.44	18.95	39.000	128.025	1.917	1.9050	235.925
1-9	Mar 23	18.71	18.92	39.000	126.850	1.931	1.9300	237.500
1-10	Mar 23	18.67	19.00	38.000	127.800	1.931	1.9250	241.500
1-11	Mar 23	18.63	19.04	39.000	128.275	1.931	1.9200	242.250
1-12	Mar 23	18.40	19.00	38.975	127.500	1.936	1.9870	239.950
1-6	Apr 23	18.65	19.10	39.000	128.300	1.944	1.9260	238.500
1-9	Apr 23	18.83	19.05	39.000	126.850	1.944	1.9400	239.025
1-10	Apr 23	18.85	19.05	39.000	127.550	1.944	1.9430	243.000
1-11	Apr 23	18.88	19.07	39.000	128.000	1.944	1.9440	243.775
1-12	Apr 23	18.62	19.01	39.000	126.900	1.960	1.9300	241.000
1-6	May 23	19.00	19.32	41.000	130.750	1.966	1.9480	239.500
1-9	May 23	19.10	19.26	41.000	126.850	1.966	1.9550	240.000
1-10	May 23	19.11	19.26	39.500	129.175	1.967	1.9750	243.750
1-11	May 23	19.20	19.25	39.500	129.850	1.980	1.9800	243.775
1-12	May 23	19.06	19.19	39.000	129.000	1.990	1.9610	242.500
1-6	June 23	19.26	19.59	42.000	133.075	1.993	1.9700	242.000
1-9	June 23	19.37	19.59	42.000	129.000	1.993	1.9800	242.000
1-10	June 22	19.43	19.59	39.750	129.175	1.993	1.9950	246.250
1-11	June 23	19.50	19.59	39.775	132.000	2.005	2.0000	246.250
1-12	June 23	19.40	19.01	41.500	130.050	2.015	1.9910	246.250
1-6	July 23	19.44	19.75	42.975	134.550	2.050	2.0010	245.000
1-9	July 23	19.58	19.65	42.975	131.000	2.050	2.0190	245.000
1-10	July 23	19.60	19.65	40.025	131.325	2.060	2.0190	248.000
1-11	July 23	19.60	19.74	40.025	133.000	2.050	2.0180	248.500
1-12	July 23	19.58	19.19	40.025	131.925	2.050	2.0180	247.500
1-6	Aug 23	19.60	20.03	43.000	136.500	2.078	2.0130	246.500
1-9	Aug 23	19.70	19.90	43.000	133.500	2.078	2.0200	246.525
1-10	Aug 23	19.73	19.90	43.000	133.000	2.078	2.0220	249.500
1-11	Aug 23	19.73	19.95	43.000	133.000	2.078	2.0300	250.475
1-12	Aug 23	19.80	19.51	41.500	133.900	2.078	2.0300	246.500
1-6	Sept 23	19.74	20.28	43.000	138.000	2.087	2.0310	249.000
1-9	Sept 23	19.76	20.10	43.000	135.475	2.087	2.0470	249.000
1-10	Sept 23	19.86	20.10	43.000	135.475	2.087	2.0420	249.000
1-11	Sept 23	19.90	20.10	42.500	135.475	2.087	2.0550	250.750
1-12	Sept 23	20.00	19.66	42.250	133.900	2.087	2.0520	250.750
1-6	Oct 23	19.90	20.50	43.000	138.025	2.057	2.0420	249.000
1-9	Oct 23	19.90	20.25	43.000	136.800	2.058	2.0410	249.000
1-10	Oct 23	20.05	20.25	43.000	136.800	2.060	2.0500	249.000
1-11	Oct 23	20.05	20.25	43.000	136.800	2.063	2.0520	251.500
1-12	Oct 23	20.15	19.82	43.000	136.000	2.063	2.0520	251.500
1-6	Nov 23	19.89	20.37	44.475	139.000	2.040	2.0310	251.250
1-9	Nov 23	19.90	20.20	44.475	137.000	2.040	2.0410	251.250
1-10	Nov 23	19.91	20.25	43.500	137.025	2.040	2.0440	251.250
1-11	Nov 23	19.91	20.25	43.500	137.025	2.056	2.0550	251.250
1-12	Nov 23	19.90	19.99	43.500	137.000	2.056	2.0550	251.250
<b>Dec. 12</b>		<b>24,277</b>	<b>7,881</b>	<b>2,529</b>	<b>8,978</b>	<b>593</b>	<b>15,828</b>	<b>8,384</b>

**DAIRY PRODUCT SALES**

January 12, 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 NFDM.



\*Revised

Week Ending	Jan. 7	Dec. 31	Dec. 24	Dec. 17
<b>40-Pound Block Cheddar Cheese Prices and Sales</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	2.1145	2.1151	2.1314	2.1626
<b>Sales Volume</b>	<b>Pounds</b>			
US	11,421,273	11,968,626	12,447,489	12,603,354
<b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Contest</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.9556	1.9508*	2.0010	2.0275
<b>Adjusted to 38% Moisture</b>	<b>Dollars/Pound</b>			
US	1.8632	1.8630*	1.9126	1.9399
<b>Sales Volume</b>	<b>Pounds</b>			
US	13,630,431	12,936,426*	13,403,028	14,461,949
<b>Weighted Moisture Content</b>	<b>Percent</b>			
US	34.93	35.08*	35.13	35.20
<b>AA Butter</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	2.4936	2.4625	2.7615	2.8346
<b>Sales Volume</b>	<b>Pounds</b>			
US	3,189,740	4,338,443	3,951,661	4,025,551
<b>Extra Grade Dry Whey Prices</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	0.4430	0.4371	0.4448	0.4613
<b>Sales Volume</b>	<b>Pounds</b>			
US	3,498,543	3,542,476	5,259,197	4,699,687
<b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
US	1.4074	1.4326*	1.4376	1.4667
<b>Sales Volume</b>	<b>Pounds</b>			
US	17,909,277	11,819,530*	13,941,819	15,690,175

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- Food processing/Foodservice
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# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NORTHEAST - JAN. 12:** In the days leading up to National Milk Day on Jan. 11, volumes of milk have remained available for cheesemaking. Loads of milk are available for below Class prices and cheese makers are utilizing this milk to operate strong production schedules. Some plant managers say labor shortages and delayed deliveries of production supplies persist and are preventing them from operating full schedules. Foodservice demand for cheese is steady. Retail demand is strong, as some grocers are replenishing their stocks following the end-of-year holidays. Contacts report steady demand from export cheese purchasers. Spot purchasers say loads of cheese are available for purchasing.

**Wholesale prices, delivered, dollars per/lb:**

Cheddar 40-lb block:	\$2.4650 - \$2.7525	Process 5-lb sliced:	\$1.8225 - \$2.3025
Muenster:	\$2.4525 - \$2.8025	Swiss Cuts 10-14 lbs:	\$3.9100 - \$6.2325

**MIDWEST AREA - JAN. 12:** Some Midwestern cheese makers say the bullish market swings are dissimilar to what they're experiencing regarding recent demand tones. A majority of them say sales have softened in recent weeks. Not only spot interest, but contractual buyers for the current year have reduced some contracted volumes. Milk availability has not changed much over the past three weeks. Spot prices are still being reported as low as \$10 under Class, although there were some sub-Class prices a little firmer than last week's \$7 under Class. Cheese inventories are expected to grow near term, at least according to some varietal processors in the region. Process cheese makers, in particular, say there are some concerns in regards to near term inventory growth.

**Wholesale prices delivered, dollars per/lb:**

Blue 5# Loaf :	\$2.5075 - \$3.7175	Mozzarella 5-6#:	\$2.0375 - \$3.1250
Brick 5# Loaf:	\$2.2375 - \$2.8050	Muenster 5#:	\$2.2375 - \$2.8050
Cheddar 40# Block:	\$1.9600 - \$2.5025	Process 5# Loaf:	\$1.7000 - \$2.1675
75Monterey Jack 10#:	\$2.2125 - \$2.5600	Swiss 6-9# Cuts:	\$3.4250 - \$3.5275

**WEST - JAN. 12:** In the West, foodservice and retail cheese demands are steady to lighter. Meanwhile, contacts report steady demand from international purchasers. Export data released by the USDA Foreign Agricultural Service showed a 12 percent increase in cheese exports from January to November of 2022 compared to the same time span in 2021. Some stakeholders are concerned that lower prices for cheese produced in international markets may contribute to lighter export demand. Spot purchasers say loads of cheese barrels and blocks are available for purchasing, but barrel inventories are more excessive than blocks. Cheese makers say plenty of milk remains available for them to operate busy production schedules. Some plant managers say delayed deliveries of production supplies and labor shortages persist and are causing them to operate below capacity.

**Wholesale prices delivered, dollars per/lb:**

Cheddar 10# Cuts:	\$2.3400 - \$2.5400	Monterey Jack 10#:	\$2.3275 - \$2.6025
Cheddar 40# Block:	\$2.0925 - \$2.5825	Process 5# Loaf:	\$1.8250 - \$1.9800
		Swiss 6-9# Cuts:	\$2.7175 - \$4.1475

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

Variety	Date:	1/11	1/4	Variety	Date:	1/11	1/4
Cheddar Curd		\$2.23	\$2.23	Mild Cheddar		\$2.30	\$2.28
Young Gouda		\$1.73	\$1.76	Mozzarella		\$1.68	\$1.68

**FOREIGN -TYPE CHEESE - JAN. 12:** Mild temperatures across much of Europe have kept milk production above expectations, and subsequently, cheese production active. As the cheese vats produce more cheese, buyers are cautious regarding making any additional purchases. Foreign type cheese inventories are growing, and end users do not need to be in a rush to make buys, even as wholesale cheese prices ease. Many end users have adequate supplies of cheese on hand to cover immediate needs. Consumer demand for foreign type cheese has fallen off. Now that most of the winter holidays are over, retail shoppers are becoming more mindful of the prices at the checkouts. Inflation has prompted consumers to return to more frugal spending habits.

**Selling prices, delivered, dollars per/lb:**

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.3225 - 3.8100
Gorgonzola:	\$3.6900 - 5.7400	\$2.8300 - 3.5475
Parmesan (Italy):	0	\$3.7100 - 5.8000
Romano (Cows Milk):	0	\$3.5125 - 5.6675
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	\$3.9450 - 4.2700
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

## NDM PRODUCTS - JANUARY 12

**NDM - CENTRAL:** Downward price pressure continues to mount for most dairy powder commodities, and growth in recent condensed skim availability and NDM drying are not expected to entice end users to commit further than necessary. Most contacts relay a generally bearish sentiment, as offer prices were reported below the range low. High heat NDM prices shifted lower at the top of the range. As market values decline, there is less incentive to process high heat NDM outside of contractual obligations.

**NDM - WEST:** Low/medium heat NDM markets are showing signs of bearishness. Some stakeholders say spot inventories of low/medium heat NDM are growing, as production is outpacing demand. Domestic demand is light. Some spot sellers say they are moving loads to export markets by offering loads at lower prices than in previous weeks. Milk volumes are available for production, and some stakeholders are running

strong production schedules to work through supplies. Low/medium heat NDM production is steady to higher. High heat NDM prices are moving lower. Some stakeholders say continued drops in prices are reducing margins for high heat NDM and causing them to shift production to low/medium heat NDM. Demand for high heat NDM remains steady, and spot inventories are tightening.

**NDM - EAST:** Trading was quiet, as prices shifted lower on the range and mostly series of low/medium heat NDM. Customers are aware of the generally strong milk output/availability of recent months. Condensed skim inventories have slimmed since the holidays, but there are no shortages of offers. Processing has returned to strength, as well. There continues to be staffing concerns, but plants are running generally strong drying schedules to manage growth in skim availability. High heat NDM trading was quiet, although prices continued to inch lower.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads decreased by 17 percent, but total organic dairy ads increased by 82 percent. Packages of conventional 8-ounce block cheese were the most represented dairy product advertised, with an average price of \$2.56, up 7 cents. Conventional butter appeared in 67 percent more ads, with an average advertised price of \$3.93, down 47 cents.

Conventional 1-pound packages of shredded cheese appeared in 50 percent more ads, with an average price of \$4.77, up 38 cents. This week, 1-pound blocks of cheese appeared in 21 percent more ads, with an average price of \$4.66, up 51 cents. There were no ads for organic shredded or block cheeses this week.

Conventional milk ads neither increased nor decreased this week, whereas organic milk ads grew 55 percent. Gallons of conventional milk were the most advertised milk item, up 35 percent with an average price of \$3.16, up 2 cents. Conventional half-gallons of milk had an average price of \$1.83, up 24 cents, whereas organic half-gallons of milk had an average price of \$4.09, down 10 cents. This results in a \$2.26 premium.

## RETAIL PRICES - CONVENTIONAL DAIRY - JANUARY 13

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.93	4.48	3.56	3.71	3.45	4.09	4.02
Cheese 8 oz block	2.56	2.55	2.70	2.69	2.31	2.33	2.21
Cheese 1# block	4.66	5.42	NA	NA	4.64	3.68	NA
Cheese 2# block	7.22	6.42	NA	NA	NA	7.62	NA
Cheese 8 oz shred	2.64	2.72	2.72	2.66	2.39	2.59	2.27
Cheese 1# shred	4.77	4.58	5.99	4.66	5.99	3.98	3.98
Cottage Cheese	2.54	2.82	2.52	2.50	1.99	1.98	1.98
Cream Cheese	2.33	2.23	2.21	2.79	2.58	1.65	1.41
Flavored Milk ½ gallon	1.69	1.66	NA	NA	NA	1.54	1.66
Flavored Milk gallon	2.67	2.77	NA	NA	NA	2.54	2.77
Ice Cream 48-64 oz	3.79	3.94	3.86	3.79	3.68	3.83	2.72
Milk ½ gallon	1.83	1.66	1.79	2.49	2.69	1.54	1.66
Milk gallon	3.16	3.00	3.26	2.97	3.31	2.92	2.77
Sour Cream 16 oz	2.12	2.13	2.27	1.89	1.99	1.98	1.74
Yogurt (Greek) 4-6 oz	1.01	1.06	.95	NA	1.01	.91	NA
Yogurt (Greek) 32 oz	4.69	4.72	5.50	NA	5.99	3.54	3.54
Yogurt 4-6 oz	.56	.59	.53	.60	.59	.57	.49
Yogurt 32 oz	2.76	2.88	2.25	3.50	3.44	2.84	2.36

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

## ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:			
Butter 1 lb:	\$6.09	Greek Yogurt 4-6 oz:	NA
Cheese 8 oz shred:	NA	Greek Yogurt 32 oz:	\$4.86
Cottage Cheese 16 oz:	NA	UHT Milk 8 oz:	NA
Cream Cheese 8 oz:	\$3.29	Milk ½ gallon:	\$4.09
Yogurt 4-6 oz:	\$1.33	Milk gallon:	\$6.00
Yogurt 32 oz:	\$4.06	Sour Cream 16 oz:	NA
		Ice Cream 48-64 oz:	\$7.99

## WHOLESALE BUTTER MARKETS - JANUARY 11

**WEST:** Available cream volumes remain ample. Cream demand is steady to lighter. Some stakeholders report spot market sales of cream at below flat market multiples. Higher end cream multiples moved lower compared to last week. Butter production continues to be strong as cream remains widely available. Some stakeholders report anticipating churns being kept in busier production schedules longer into the year than usual and throughout the spring flush. Butter availability is moving closer towards balancing with demand as some contacts report slightly tight inventories. Butter demand is steady to higher. Some stakeholders report limited spot availability as contracted loads are being booked for Q1 of 2023. Unsalted butter availability remains tighter compared to salted butter. The CME price for Grade AA butter has increased 5 cents, to \$2.43, since the start of the year. Bulk butter overages range from 3.0 to 14.0 cents above the market value.

**CENTRAL:** Cream remains abundant within the region and from western suppliers, both. Butter producers are pushing forward with active churning schedules. The current focus for plant managers, as demand needs

have generally been met and are considered "slow," is spring holiday inventory statuses. They have set their production sights on spring holiday demand season. Foodservice demand has gradually picked up, but retail buyers are reportedly buying on a necessity basis. Market tones remain somewhat firm, despite strong production and an expectation of inventory growth.

**NORTHEAST:** Butter prices on industry cash exchanges have increased recently, hinting that some end users still need coverage for near term needs. In the Northeast, cream is abundant, despite some reported multiples increasing slightly this week. Butter manufacturers suggest inventories are seasonally light to comfortable, as producers work on rebuilding butter stockpiles depleted from the winter holidays. Contacts report that churns are active, as plant managers take advantage of current cream supplies/prices, along with generally full work schedules now that the year-end holidays are behind them. Butter contacts also say that the current production focus is on the upcoming spring holiday demand uptick. Despite the aforementioned market price shifts, some regional contacts say demand is still quiet after the holiday run.

## WEEKLY COLD STORAGE HOLDINGS

**SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT**

DATE	BUTTER	CHEESE
01/09/23	38,441	84,465
01/01/23	38,780	84,469
Change	-339	
Percent Change	-1	0

## CME CASH PRICES - JANUARY 9 - 13, 2023

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	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
<b>MONDAY</b> January 9	\$1.8250 (+10)	\$2.1975 (+14¼)	\$2.4200 (+3¾)	\$1.2775 (-2)	\$0.3900 (NC)
<b>TUESDAY</b> January 10	\$1.8000 (-2½)	\$2.1825 (-1½)	\$2.4300 (+1)	\$1.2775 (NC)	\$0.3525 (-3¾)
<b>WEDNESDAY</b> January 11	\$1.8000 (NC)	\$2.1825 (NC)	\$2.4300 (NC)	\$1.2950 (+1¾)	\$0.3550 (+¼)
<b>THURSDAY</b> January 12	\$1.7250 (-7½)	\$2.0875 (-9½)	\$2.4300 (NC)	\$1.2925 (-¼)	\$0.3550 (NC)
<b>FRIDAY</b> January 13	\$1.7075 (-1¾)	\$2.0000 (-8¾)	\$2.4250 (-½)	\$1.2550 (-3¾)	\$0.3325 (-2¼)
<b>Week's AVG \$ Change</b>	<b>\$1.7715</b> <b>(+0.0452)</b>	<b>\$2.1300</b> <b>(+0.1287)</b>	<b>\$2.4270</b> <b>(+0.0464)</b>	<b>\$1.2795</b> <b>(-0.0274)</b>	<b>\$0.3570</b> <b>(-0.0518)</b>
<b>Last Week's AVG</b>	<b>\$1.7263</b>	<b>\$2.0013</b>	<b>\$2.3806</b>	<b>\$1.3069</b>	<b>\$04088</b>
<b>2022 AVG Same Week</b>	<b>\$1.8905</b>	<b>\$2.0025</b>	<b>\$2.7930</b>	<b>\$1.7635</b>	<b>\$0.7645</b>

## MARKET OPINION - CHEESE REPORTER

**Cheese Comment:** Two cars of blocks were sold Monday, the last at \$2.1975, which set the price. Four cars of blocks were sold Tuesday, the last at \$2.1825, which set the price. There was no block market activity at all on Wednesday. No blocks were sold Thursday; the price fell on an uncovered offer of 1 car at \$2.0875. Four cars of blocks were sold Friday, the last at \$2.0000, which set the price. The barrel price jumped Monday on a sale at \$1.8250, fell Tuesday on a sale at \$1.8000, dropped Thursday on a sale at \$1.7250, and declined Friday on a sale at \$1.7075.

**Butter Comment:** The price rose Monday on a sale at \$2.4200, increased Tuesday on an uncovered offer at \$2.4300 (following a sale at \$2.4400), then fell Friday on an uncovered offer at \$2.4250.

**Nonfat Dry Milk Comment:** The price fell Monday on an uncovered offer at \$1.2775, rose Wednesday on an unfilled bid at \$1.2950, declined Thursday on an uncovered offer at \$1.2925, and dropped Friday on a sale at \$1.2550.

**Dry Whey Comment:** The price dropped Monday on a sale at 35.25 cents, increased Wednesday on a sale at 35.50 cents, then fell Friday on a sale at 33.25 cents.

## WHEY MARKETS - JANUARY 9 - 13, 2023

RELEASE DATE - JANUARY 12, 2023

<b>Animal Feed Whey—Central:</b> Milk Replacer: .2900 (NC) – .3200 (NC)
<b>Buttermilk Powder:</b>
Central & East: 1.2800 (NC) – 1.3900 (-3) West: 1.2200 (-5) – 1.4150 (-5¼)
Mostly: 1.3000 (-4) – 1.4000 (-3)
<b>Casein:</b> Rennet: 5.7400 (NC) – 6.2000 (NC) Acid: 6.5000 (NC) – 6.7500 (NC)
<b>Dry Whey—Central (Edible):</b>
Nonhygroscopic: .3300 (+1) – .4400 (-2) Mostly: .3850 (-1½) – .4200 (NC)
<b>Dry Whey—West (Edible):</b>
Nonhygroscopic: .3575 (+¼) – .4975 (-¾) Mostly: .3850 (NC) – .4900 (NC)
<b>Dry Whey—NorthEast:</b> .3850 (+½) – .4675 (-¾)
<b>Lactose—Central and West:</b>
Edible: .3000 (-3) – .5900 (NC) Mostly: .4000 (-1) – .5450 (NC)
<b>Nonfat Dry Milk —Central &amp; East:</b>
Low/Medium Heat: 1.2800 (-8) – 1.3800 (-4) Mostly: 1.2800 (-8) – 1.3250 (-7½)
High Heat: 1.4800 (NC) – 1.5500 (-3)
<b>Nonfat Dry Milk —Western:</b>
Low/Medium Heat: 1.2200 (-6½) – 1.4925 (-½) Mostly: 1.3000 (-4) – 1.4200 (-4½)
High Heat: 1.4075 (-2¾) – 1.5675 (-3)
<b>Whey Protein Concentrate—34% Protein:</b>
Central & West: 1.3000 (-10) – 1.9025 (-2¼) Mostly: 1.5000 (-10) – 1.8550 (NC)
<b>Whole Milk—National:</b> 2.1400 (-4) – 2.3600 (NC)

Visit [www.cheesereporter.com](http://www.cheesereporter.com) for historical dairy, cheese, butter, & whey prices

## 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	<b>2.8779</b>	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	<b>2.7203</b>	<b>2.6196</b>	<b>2.7346</b>	<b>2.7169</b>	<b>2.7514</b>	<b>2.9546</b>	<b>2.9506</b>	<b>3.0073</b>	<b>3.1483</b>	<b>3.1792</b>	2.8634	2.6695

## Several Dairy-Related Projects Receive Wisconsin Export Expansion Grants

**Madison**—The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) today announced that nine projects, including several dairy-related projects, have been selected to receive Export Expansion Grants.

Through the Wisconsin Initiative for Agricultural Exports (WIAE), more than \$1.2 million has been granted for projects to grow dairy, meat and crop product exports since the program started.

Projects could request funds for up to two years in duration, with an option to request an additional year. Matching funds are required at 20 percent of the grant award and can be cash or in-kind.

The round two grant recipients, funding amounts, and dairy-related projects are as follows:

**Wisconsin Cheese Makers Association (WCMA), \$100,000:** Continue and expand consultative services, technical and financial support for social media and marketing campaigns, shipping/logistics costs for buyer samples, in-store demo costs, and retail sampling/merchandising.

**Wisconsin Center for Dairy Research, \$43,980:** Develop reci-

pes to incorporate Wisconsin dairy products into typical applications found in target export markets.

**Dairy Farmers of Wisconsin, \$100,000:** Promote Wisconsin dairy in foreign markets, drive global awareness, elevate perception, and support sales of Wisconsin cheese and dairy products.

**University of Wisconsin-River Falls, \$100,000:** Provide new, expanded opportunities for collaboration with industry-related business concerns, domestic and international governments, and regulatory agencies in the Netherlands, Tanzania, Thailand and United Arab Emirates.

**Professional Dairy Producers of Wisconsin, \$90,000:** Develop targeted marketing materials, research ways to create customized sustainability messages for targeted markets, and marketing materials.

These grant projects “will help Wisconsin businesses engage in trade opportunities and facilitate valuable connections between buyers and sellers,” said Randy Romanski, DATCP secretary.

For more information on the grants and the WIAE, visit [datcp.wi.gov](http://datcp.wi.gov).



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