



# CHEESE REPORTER

Vol. 147, No. 33 • January 27, 2023 • Madison, Wisconsin



## US Milk Production In 2022 Was A Record 226.6 Billion Pounds

### Output Was Up Just 0.2% From 2021; December Milk Production Rose 0.9%, Cow Numbers Fell

Washington—US milk production during 2022 totaled a record 226.6 billion pounds, up 0.2 percent, or 362 million pounds, from 2021, USDA's National Agricultural Statistics Service (NASS) reported Wednesday.

That's the 13th consecutive year in which US milk production reached a new record high. Milk production hasn't declined since 2009, when output of 189.2 billion pounds was down 0.4 percent from 2008.

Last year's milk production increase was the smallest since its decline in 2009. Since 2010, there have been just two years in which milk production rose by less than 1.0 billion pounds from the previous year: in 2019, when production of 218.4 billion pounds was up 873 million pounds, or 0.4 percent, from 2018; and in 2013, when production of 201.3 billion pounds was up 618 million pounds, or 0.3 percent, from 2012.

Last year, milk production declined in each of the first two

quarters of the year, by 1.0 percent in the first quarter and 0.5 percent in the second quarter, then increased by 1.2 percent in the third quarter and 1.0 percent in the fourth quarter.

In December, milk production in the 24 reporting states totaled 18.1 billion pounds, up 0.9 percent from December 2021.

November's milk production estimate for the 24 reporting states was revised down by 49 million pounds, so November output was up 1.1 percent from November 2021, rather than up 1.4 percent as originally estimated.

Production per cow in the 24 reporting states averaged 2,032 pounds for December, eight pounds above December 2021.

The number of milk cows on farms in the 24 reporting states in December was 8.92 million head, 38,000 head more than December 2021, but 9,000 head less than November 2022. And November's milk cow numbers were revised down by 9,000 head, meaning

that milk cow numbers in the 24 reporting states have now declined by 17,000 head since October.

During the fourth quarter of 2022, milk production for the entire US totaled 56.0 billion pounds, up 1.0 percent from the fourth quarter of 2021.

The average number of milk cows in the United States during the fourth quarter of 2022 was 9.41 million head, 4,000 head less than the third quarter but 27,000 head more than the fourth quarter of 2021.

California's December milk production totaled 3.5 billion pounds, up 0.3 percent from December 2021, due to 5,000 more milk cows but unchanged milk per cow. California's fourth-quarter milk production totaled 10.2 billion pounds, down 0.5 percent from 2021's fourth quarter. The state's July-September milk output had been up 1.6 percent from a year earlier.

Wisconsin's December milk production totaled 2.66 billion pounds, up 0.6 percent from December 2021, due to 5,000 fewer

• See **Milk Output Up**, p. 6

## USDA Sets Feb. 28 Hearing In TN On Transportation, Delivery Credits In Southeastern Orders

Washington—The US Department of Agriculture (USDA) today announced that a public hearing will convene on Tuesday, Feb. 28, 2023, to consider and take evidence on proposals to amend the inter-market transportation credits in the Appalachian and Southeast federal milk marketing orders and adopt distributing plant delivery credits (intra-market transportation credits) in those two orders as well as the Florida order.

The hearing will be held at the Franklin Marriott Cool Springs Hotel in Franklin, TN. The hearing will continue until such time as determined to have ended by the presiding administrative law judge.

This proceeding dates back to late October 2022, when the Dairy Cooperative Marketing Association (DCMA), a common marketing agency consisting of nine Capper-Volstead cooperative members, requested a hearing pursuant to five proposals, two of which would update the current Transportation Credit Balancing Funds for the Appalachian and Southeast orders and three of which concerned distributing plant delivery credits in all three.

The DCMA's members are Dairy Farmers of America, Appalachian Dairy Farmers Cooperative,

• See **Feb. 28 Hearing**, p. 11

## Bipartisan House Bill Aims To Make It Easier To Move Milk, Other Products Across US

Washington—Bipartisan legislation introduced in the US House on Tuesday would increase safety and shipping capacity for truckers, provide recruitment and retention incentives for drivers, and provide flexibility during times of emergencies or black swan events, according to its sponsors.

The Safer Highways and Increased Performance for Interstate Trucking (SHIP IT) Act was introduced by the US Representatives.

Dusty Johnson (R-SD) and Jim Costa (D-CA). Both Johnson and Costa are members of the House Agriculture Committee.

• See **Bipartisan Bill**, p. 3

## FDA Deputy Commissioner Yiannas Resigns, Backs New Agency Structure

Silver Spring, MD—Frank Yiannas, deputy commissioner for food policy and response at the US Food and Drug Administration (FDA), is resigning his position effective Feb. 24, 2023.

Yiannas announced his resignation in a letter to FDA Commissioner Dr. Robert Califf.

In his letter, Yiannas said he wanted to leave Califf with a couple of points for consideration.

First, based on his experience these past four years, Yiannas said he "firmly" believes that FDA "would operate more effectively and be better able to protect the American public from foodborne illness, with the creation of a more integrated operating structure and a fully empowered and experienced Deputy Commissioner for Foods, with direct oversight of those centers and offices

responsible for human and animal foods."

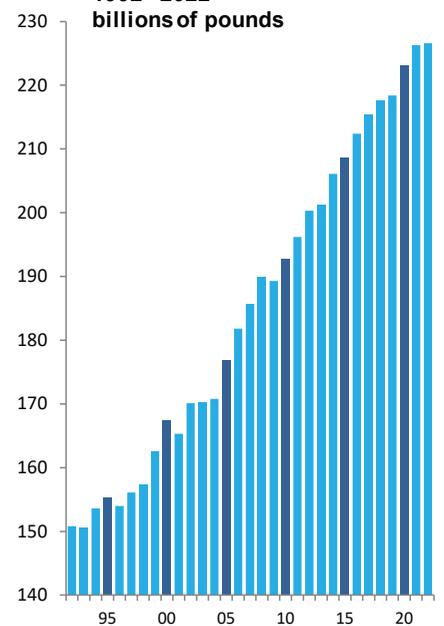
In this manner, a deputy commissioner for foods "can more easily make the necessary changes that are needed to transform FDA's Food Program for the 21st Century," Yiannas noted.

Last month, an external evaluation of FDA's Human Foods Program proposed several potential structures that would elevate and support an effective Human Foods Program at FDA, including creating a deputy commissioner for foods with line authority over the Human Foods Program.

Second, Yiannas urged Califf to consider transferring the small, yet "exceptional" staff comprising the Office of Food Policy and Response (OFPR), to a new office

• See **Yiannas Resigns**, p. 10

**US Milk Production 1992-2022**  
billions of pounds





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

Cheese Reporter Publishing Co. Inc. © 2023

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

### Time To Get Engaged In Dietary Guidelines Process

Two federal agencies have officially kicked off the process of writing the next edition of the Dietary Guidelines for Americans and, at the 2023 Dairy Forum in Orlando, FL, this week, former US Secretary of Agriculture Dan Glickman had this piece of advice for the dairy industry: "Get engaged."

For the dairy industry, the Dietary Guidelines are "as important as any legislative item" that Congress deals with, Glickman noted. The Dietary Guidelines are a way to inform the American public about what they should eat. The Dietary Guidelines not only impact school meals and federal programs, but they impact "what an average person who buys food thinks about when they go out and buy that food."

So if the Dietary Guidelines aren't science-based, or if they reflect a political bias, "it's going to hurt you," Glickman told his dairy industry audience. At the same time, the dairy industry has to come out with "well-documented, good evidence" about the impact of what it produces.

It's "very hard to lobby the guidelines in the classical sense because it's a science-based group, but every food group does try to influence those guidelines and you should be no different than anybody else," Glickman said. With all the issues regarding food labeling and other information consumers get before they buy food, the Dietary Guidelines "are really important."

Glickman's comments are particularly timely considering that, just last week, the secretaries of the US Departments of Agriculture and Health and Human Services announced the appointment of 20 scientists to serve on the 2025 Dietary Guidelines Advisory Committee (for more details, please see the story on page 17 of last week's issue).

To be clear, the DGAC does not write the next edition of the Dietary Guidelines; rather, the

DGAC is tasked with reviewing the current body of nutrition science and developing a scientific report that includes its independent, science-based advice for USDA and HHS to consider as they develop the next edition of the Dietary Guidelines.

The first meeting of the Dietary Guidelines Advisory Committee will be held Feb. 9-10, and will be open to the public virtually.

Also, and more important for those who wish to take Glickman's advice and "get engaged," a public comment period for submitting comments to the DGAC has been opened, and comments may be submitted at [www.regulations.gov](http://www.regulations.gov); the docket number is HHS-OASH-2022-0021.

Notably, this isn't just a "standard" comment period, which typically runs maybe 90 days and might be extended for another couple of months if deemed necessary. Rather, USDA and HHS said the comment period will remain open until late 2024, throughout the DGAC's deliberations. That's almost two years for the dairy industry to provide input to the committee.

So, how does the DGAC's process work? Well, the 2020 Dietary Guidelines Advisory Committee was appointed in February 2019, and released its report in the summer of 2020, or roughly six months before the 2020 edition of the Dietary Guidelines for Americans was released.

If nothing else, the 2020 DGAC's report was pretty detailed; it ran some 835 pages. Near the end of that lengthy report (starting on page 817), the report discusses the public comments it received during the course of its deliberations.

Notices published in the *Federal Register* alerted the public to written comment collection and their right to provide oral comments during two of five DGAC meetings the committee held, the DGAC's report explained. All DGAC

The Dietary Guidelines not only impact school meals and federal programs, but they impact "what an average person who buys food thinks about when they go out and buy that food."

meetings were open to the public; the meetings were made accessible in person and by webcast.

In addition, USDA and HHS updated the Dietary Guidelines.gov website, sent out GovDelivery notices, and posted social media messages on a steady basis to notify the public of opportunities for engagement throughout the DGAC's work.

Partly due to these expanded efforts to involve the public, comments increased more than 60-fold from 2015 to 2020. Specifically, an eye-opening total of 62,339 comments were posted from Mar. 12, 2019, through June 10, 2020. Of these, 3,961 were unique and 58,378 were form letters.

Also, just during the initial comment collection period, which spanned Mar. 12 through June 17, 2019, 515 unique comments and 6,222 form letters were submitted, for a total of 6,737 comments. During the next phase of comment collection, which occurred from June 18, 2019, through June 10, 2020, 3,446 unique comments and 52,156 form letters were submitted, for a total of 55,602 comments.

And there was an opportunity to provide oral comments in person at two of the full DGAC meetings in 2019; about 125 people provided comments at those two meetings.

What happened with all those comments? As the DGAC's report explained, all comment submissions were reviewed by trained federal staff and after being posted were viewable on [regulations.gov](http://regulations.gov). Committee members were regularly sent comment summaries organized by topic area and were given instructions for searching and reading the full comments on [regulations.gov](http://regulations.gov).

Once again, comments may be submitted at [regulations.gov](http://regulations.gov); the docket number is HHS-OASH-2022-0021. As Dan Glickman noted, every food group will be involved in this process; dairy needs to be involved as well.

## ByHeart Acquires DairiConcepts Plant In Iowa To Add Infant Formula Capacity

New York—ByHeart on Wednesday announced the acquisition of an additional manufacturing facility that will enable the baby nutrition company to scale production capacity of its infant formula.

Recognizing that the formula industry, which historically has been dominated by just a few companies, was in need of change, ByHeart founders Ron Belldgrun and Mia Fund began working with DairiConcepts' facility in Allerton, IA, in 2018, to proactively build redundancy into their production ecosystem.

ByHeart is acquiring the Allerton facility from DairiConcepts, a wholly owned subsidiary of Dairy Farmers of America (DFA). ByHeart said it will be maintaining the facility's workforce and extending its benefits to all existing employees.

This announcement follows ByHeart's recent acquisition of Cascadia Nutrition, a packaging and blending facility in Portland, OR. Together, these facilities and the company's manufacturing plant in Reading, PA, will provide ByHeart with sufficient manufacturing capacity to achieve its goal of feeding an estimated 500,000 infants each year, the company stated.

"Infant formula is one of the most value added dairy products in the world. We at Dairy Farmers of America are committed to producing high-quality milk and dairy ingredients in a sustainable way while building relationships that leverage the value of dairy nutrition for infant formula," said Martin Bates, president of DFA Ingredient Solutions.

"We look forward to continuing to work with ByHeart, which we believe has the potential to unlock significant opportunity for our 11,500 family farmers across the country," Bates added.

"Infant formula is a fundamental category and often the sole source of nutrition for babies. Since our launch, we've seen incredible demand for our product; the outpouring of positive feedback from ByHeart customers strengthened our conviction to double down on our supply chain in order to provide families with safe and reliable nourishment for their babies," said Ron Belldgrun, ByHeart CEO and co-founder.

ByHeart said its acquisition of an additional production facility dedicated to infant formula will yield a crucial incremental supply of infant formula in the US and ultimately contribute to safeguarding the country from future shortages.

## Bipartisan Bill

(Continued from p. 1)

Their legislation:

- Incentivizes new truck drivers to enter the workforce through targeted and temporary tax credits.

- Streamlines the commercial drivers license (CDL) process, making it easier for states and third parties to administer CDL tests.

- Expands access to truck parking and rest facilities for commercial drivers.

- Allows truck drivers to apply for Workforce Innovation and Opportunity Act grants.

- Modernizes the authority for certain vehicle waivers during emergencies, allowing waivers in response to disease and supply chain emergencies.

Currently, according to Johnson and Costa: the US is experiencing an 80,000-truck driver shortage, which has a negative ripple effect for every part of the supply chain; the median age of the truck driver in the industry is between 51 and 52 years old; and there is one parking space available for every 11 semi trucks on the road, yet there is a need for even more trucks to deliver freight.

"Americans experienced a slew of freight disruptions during and after the COVID-19 pandemic," Johnson said. "Last year we addressed ocean shipping reform, and it's clear that updates are needed for other parts of the supply chain."

"The SHIP IT Act will bridge gaps, keep costs down for consumers, and make it easier for shippers to move products across the US," Johnson added.

"Disruptions in our trucking supply chain continue to drive up costs and create uncertainty for American consumers and pro-

ducers," Costa said. "We need to recruit, train, and retain truck drivers to keep our supply chain moving, while also updating best practices to improve trucking to fit our modern economy."

"That is why we introduced this bipartisan legislation to strengthen the workforce and make it easier to move products across the country," Costa continued.

"The SHIP IT Act is common-sense trucking reform legislation that will help dairy companies overcome many of the current supply chain challenges facing our industry," commented Michael Dykes, president and CEO of the International Dairy Foods Association (IDFA).

"The legislation would bring the US supply chain into the 21st Century to meet the needs of shippers, reduce regulatory burdens that cost shippers millions of dollars a year, create good paying jobs, and support the ambitious sustainability goals of dairy businesses," Dykes added.

"Milk is a perishable commodity that needs to move quickly along the supply chain from the farm to the consumer. The damages wrought by the COVID-19 pandemic and the supply chain snarls that followed have shown how important it is to find safe, efficient means of transporting goods across the country," said Jim Mulhern, president and CEO of the National Milk Producers Federation (NMPF).

The SHIP IT Act "includes important provisions that will improve transportation efficiency and sustainability within the US dairy industry," Mulhern said.

The Consumer Brands Association "is a longstanding champion of federal reforms to boost trucking capacity and overall supply chain

efficiency," said Tom Madrecki, the organization's vice president of supply chain.

"Better equipped supply chain operations will help us ensure consumers have consistent, uninterrupted access to the essential goods they use every day," Madrecki commented. The proposed SHIP IT Act "will safely allow for less empty miles driven, a more robust and well-trained trucking workforce and a stronger national supply chain."

"Ultimately, each step to enhance our supply chains with the latest tools and technologies available will ensure operations run as seamlessly as possible despite future disruptions, so the makers of our household, personal care, food and beverage products can continue delivering people what they need when they need it," Madrecki added.

"This bill is vital to strengthening our supply chain by increasing shipping capacity, lessening burdens on truck drivers, modernizing the CDL process, and allowing additional flexibilities during times of emergency," said Sean Joyce, executive director of the Shippers Coalition, which represents more than 80 companies and trade associations in the food and beverage, manufacturing, and agribusiness industries, including IDFA, NMPF, the Consumer Brands Association, NACS, American Soybean Association, Nestle, Coca-Cola, and others.

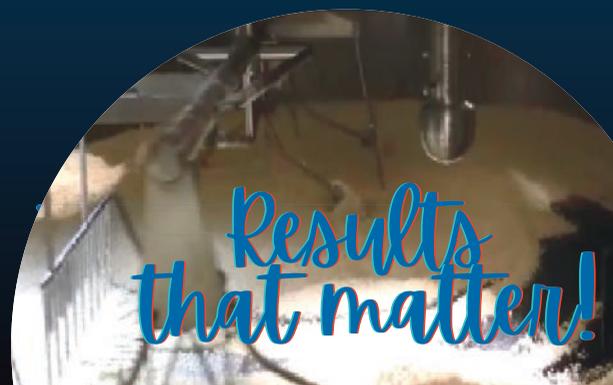
"Anytime we can make the recruitment of qualified truck drivers easier and with greater retention, that is a positive step for the supply chain," said Matt Joy, president and chief executive officer, Hendrickson, a supplier to the truck and trailer manufacturers worldwide.

## BETTER SERVICE. BETTER RESULTS.

Make the most of your equipment with routine services. We provide you with specialized support for your cheesemaking equipment by offering:

- Blade sharpening, whether it's dual shaft or our patented single shaft agitator
- Locate pinholes and cracks in your current system and come in with our knowledgeable and capable crew to fix them
- Helping customers support their equipment to produce higher yields resulting in higher profits

**APT**  
ADVANCED PROCESS TECHNOLOGIES, INC.  
877-230-5060 apt-inc.com



For more information, visit [www.APT-Inc.com](http://www.APT-Inc.com)



## Milk Prices To Be Lower In 2023

### Dairy Situation & Outlook - Jan 25

DR. BOB CROPP,  
Professor Emeritus  
University of Wisconsin

Milk production was below year ago levels from the last quarter of 2021 through June of 2022. Since then milk production has been above year ago levels. December milk production was up 0.8 percent.

Milk cows were 27,000 higher than a year ago, an increase of 0.3 percent. Milk per cow was just 0.4 percent higher. July to December milk production was 1.1 percent higher than a year ago.

Higher milk production and weaker domestic sales has put downward pressure on milk prices. January to November butter sales were down 6.5 percent from a year ago while cheese sales were 1.3 percent higher.

Fluid milk sales continued the downward trend.

The December Class III was \$20.50, down \$4.71 from the \$25.21 peak in May. The December Class IV was \$22.12, down \$3.71 from the \$25.83 peak in June.

Compared to December a year ago milk production for the five leading dairy states was up 0.3 percent for California, 0.6 percent for Wisconsin, 1.6 percent for Idaho, 3.3 percent for Texas, and 2.8 percent for New York. Georgia led the increase in milk production at 10.8 percent followed by South Dakota at 8.9 percent.

Increases for some other states were Michigan 1.1 percent, Iowa 6.0 percent, and Kansas 3.8 percent. December milk production was down 12.7 percent for Florida, 6.5 percent for Virginia, 4.8 percent for New Mexico and 0.3 percent for Minnesota.

Milk production will continue to run above year ago levels in 2023. However, high feed prices and the price of other inputs, lower milk prices, higher interest rates, tighter margins, a tighter supply of dairy replacements and base plans by some cooperatives will limited the increase.

In 2022 milk cows peaked in May at 9.419 million, declined to 9.41 million by August, increased by 5,000 in September and 1,000 in October only to fall by 8,000 in both November and December. It is doubtful the number of milk cows will show much increase in 2023.

**Milk production will continue to run above year ago levels in 2023. However, high feed prices and the price of other inputs... will limited the increase.**

The United States Department of Agriculture is forecasting that the year the average number of milk cows could actually be 5,000 lower than 2022.

USDA forecast is for an increase in milk per cow of 1.1 percent resulting in an increase in total milk production of 1.1 percent.

USDA is forecasting total domestic milk sales both on a milk-fat basis and skim-solids basis to be down slightly from 2022. Inflation resulting in higher food prices and other consumer goods and the pos-

sibility of a recession is dampening sales.

Dairy exports have been a positive factor for milk prices. The volume of November exports on a milk solids equivalent basis was 9 percent higher than a year ago, the eighth consecutive monthly growth. Year-to-date total exports were up 4 percent. Year-to-date exports of whey products were up 8 percent, cheese 12 percent, butterfat 48 percent but down 7 percent for nonfat dry milk/skim milk powder.

USDA is forecasting continued growth in 2023 exports as US prices are to remain competitive on the world market and of the major exporting countries just Argentina and the US are expected to have any real growth in milk production.

The combination of higher milk production, slightly lower domestic sales and some growth in dairy exports means lower milk prices in 2023. Both the Class III and Class IV futures have weakened considerably over the past month. Currently Class III is \$19.44 in January, and has been in the \$18's February through June and in the \$19's for the remainder of the year. The January Class IV is \$19.81, in the \$18's February through June and in the \$19's for the remainder of the year.

We could see prices lower than this. All dairy product prices have weakened in January.

Unless there is price rally current dairy product prices could result in \$17's for both Class III and Class IV. In fact, today the March Class III hit \$17.93.

The USDA is forecasting the Class III to average \$18.85 for the year, down \$3.09 from \$21.94 for 2022 and Class IV to average \$19.25, down \$5.25 from \$24.47 for 2022.

Much can change as we move through the year but it now appears 2023 milk prices will be much lower than 2022 prices. <sup>BC</sup>

## FROM OUR ARCHIVES

### 50 YEARS AGO

**Jan. 26, 1973: New York**—Should the food industry continue to be required to ban the use of an amount of food additives capable of producing cancer is the question scientists and legal experts discussed here this week. Some food industry members seek to modify the Delaney amendment, which completely bans the use of even small amounts of these food additives.

**Rosemont, IL**—American dairymen received their first “royalty” check of \$1,190.60 from a commercial firm to develop three new dairy products. Dairy Research, Inc. earned the money from Weldon Farm Products for “Alba 66” hot chocolate mix and “Alba 77 Fit ‘N Frosty” milk shake mixes made with nonfat dry milk.

### 25 YEARS AGO

**Jan. 30, 1998: Rosemont, IL**—A new marketing campaign to promote food technologists understanding and use of nonfat dry milk and whey is being launched by Dairy Management, Inc. this year. The effort especially highlights value-added components in new and existing food formulations.

**Dallas, TX**—Suiza Foods has agreed to purchase the assets of Louis Trauth Dairy, Inc. of Newport, KY. Gregg Engles, Suiza's chairman and CEO, said “Our acquisition team continues to identify operations that fit firmly into our strategy of acquiring leading regional dairies.”

### 10 YEARS AGO

**Jan. 25, 2013: Monroe, WI**—Klondike Cheese Company here is approaching the final phases of installing Greek yogurt-making equipment in the new 40,000 square-foot, \$11 million addition to its dairy plant here. The company hopes to be producing Greek yogurt in March 2013 for the foodservice industry under its own “Odyssey” brand label.

**Sebastopol, CA**—This year marks the 45th anniversary of Redwood Hill Farm & Creamery, the artisan goat's milk dairy that first took goat's milk yogurt nationwide in 1982. Redwood Hill Farm was established in 1968 by Kenneth and Cynthia Bice. Current owner and daughter Jennifer Bice, along with four siblings, run the sustainable dairy.

**WASHINGTON STATE UNIVERSITY**

For more information:  
John Haugen  
WSU Creamery Manager  
jfhaugen@wsu.edu  
509-335-5737

For registration help:  
Cathy Blood  
blood@wsu.edu  
509-335-2845

**2023 Washington State University Creamery Educational Opportunities**

**35th Advanced Cheese Making Short Course**  
March 7 - 9, 2023  
Pullman, Washington  
Before Feb. 3 Fee: \$925.00 ■ After Feb 3 Fee: \$1000

**Pasteurization Workshop**  
April 25 - 27, 2023  
Pullman, Washington  
Three-Day Training: Before Mar 24 Fee: \$620.00 ■ After Mar 24 Fee: \$650  
Two-Day Training: Before Mar 24 Fee: \$470.00 ■ After Mar 24 Fee: \$500

**For more information and online registration please visit our website:**  
<https://creamery.wsu.edu/about-us/upcoming-events/>

For more information, visit <https://creamery.wsu.edu/educational-opportunities/>

## Dairy Farmer Payments Announced Under PMVAP, Organic Aid Program

Washington—The USDA on Monday announced the details of additional assistance for dairy producers, including a second round of payments through the Pandemic Market Volatility Assistance Program (PMVAP) and a new Organic Dairy Marketing Assistance Program.

PMVAP assists dairy producers who received a lower value due to market abnormalities caused by the pandemic and ensuing federal policies.

As a result of the production cap increase, USDA's Agricultural Marketing Service (AMS) will make PMVAP payments to eligible dairy farmers for fluid milk sales between 5 million and 9 million pounds from July through December 2020. This level of production was not eligible for payment under the first round of the PMVAP.

**“While losses due to the combination of unforeseen market circumstances and an inadequate Class I pricing system have not been fully remedied... It's not every day that lawmakers step up and resolve a problem that could have been left to lie.”**

—Jim Mulhern, NMPF

Payment rates will be identical to the first round of payments, 80 percent of the revenue difference per month, on fluid milk sales from 5 million to 9 million pounds from July through December 2020.

USDA will again distribute monies through agreements with independent handlers and cooperatives, with reimbursement to handlers for allowed administrative costs. USDA will contact handlers with eligible producers to notify them of the opportunity to participate.

As part of the first round, PMVAP paid eligible dairy farmers on up to 5 million pounds of fluid milk sales from July through December 2020. The first round of payments distributed over \$250 million in payments to over 25,000 eligible dairy farmers. These dairy farmers received the full allowable reimbursement on fluid milk sales up to 5 million pounds.

More information about the PMVAP production cap increase is available at [www.ams.usda.gov/pmvap](http://www.ams.usda.gov/pmvap).

“While losses due to the combination of unforeseen market circumstances and an inadequate Class I pricing system have not been fully remedied, USDA and congressional efforts will aid thou-

sands of dairy producers who otherwise would have absorbed losses created by policies that didn't work for them,” said Jim Mulhern, president and CEO of National Milk Producers Federation (NMPF).

“It's not every day that lawmakers step up and resolve a problem that could have been left to lie. We never gave up, and we're pleased that others didn't either,” Mulhern added.

### Organic Assistance Program

The new Organic Dairy Marketing Assistance Program (ODMAP), to be administered by USDA's Farm Service Agency (FSA), is intended to help smaller organic dairy farms

that have faced a unique set of challenges and higher costs over the past several years that have been compounded by the ongoing pandemic and drought conditions across the US.

Many small organic dairy operations are now struggling to stay in business and FSA plans to provide payments to cover a portion of their estimated marketing costs for 2023, USDA noted.

Final spending will depend on enrollment and each producer's projected production, but ODMAP has been allocated up to \$100 million.

The assistance provided by ODMAP will be provided through unused Commodity Credit Corporation (CCC) funds remaining from earlier pandemic assistance programs. The assistance will

help eligible organic dairy producers with up to 75 percent of their future projected marketing costs in 2023, based on national estimates of marketing costs.

USDA said this assistance will be provided through a streamlined application process based on a national per hundredweight payment. The payments will be capped at the first 5 million pounds of anticipated production, in alignment with preexisting dairy programs that target assistance to those smaller dairies that are most vulnerable to marketing challenges.

The ODMAP is still in development. Details about the Program will be available and updated at [www.farmers.gov](http://www.farmers.gov) as more details are released in a Notice of Funds Availability later this year.

# CHEESE CON

Pre-conference events: April 4, 2023

Conference: April 5-6, 2023

Tabletop Exhibits: Wednesday, April 5 | 10:30 a.m. to 5:00 p.m.

Location: Alliant Energy Center, Madison, Wisconsin

Join us for the nation's premier cheese, butter and whey processing event!

Register by February 15 and Save 10%

Learn more and register at [CheeseCon.org](http://CheeseCon.org)



Hosted By:



For more information, visit [www.CheeseCon.org](http://www.CheeseCon.org)

## Milk Output Up

(Continued from p. 1)

milk cows but 20 more pounds of milk per cow. Wisconsin's October-December milk production totaled 7.9 billion pounds, up 0.8 percent from the same period in 2021. The state's third-quarter milk production had also been up 0.8 percent from a year earlier.

December milk production in Texas totaled 1.39 billion pounds, up 3.3 percent from December 2021, due to 25,000 more milk cows but 15 less pounds of milk per cow. Texas's fourth-quarter milk production totaled 4.15 billion pounds, up 5.5 percent from 2021's fourth quarter. The state's July-September milk output had been up 7.8 percent from a year earlier.

Idaho's December milk production totaled 1.37 billion pounds, up 1.6 percent from December 2021, due to 9,000 more milk cows and five more pounds of milk per cow. Idaho's October-December production totaled 4.1 billion pounds, up 2.0 percent from the same period in 2021. The state's third-quarter milk output had been up 2.6 percent from 2021's third quarter.

New York's December milk production totaled 1.32 billion pounds, up 2.8 percent from December 2021, due to 10,000 more milk cows and 25 more pounds of milk per cow. New York's fourth-quarter milk production totaled 3.9 billion pounds, up 2.9 percent from 2021's fourth quarter. The state's July-September milk output had been up 1.4 percent from a year earlier.

December milk production in Michigan totaled 996 million pounds, up 1.1 percent from December 2021, due to 2,000 fewer milk cows but 35 more pounds of

milk per cow. Michigan's October-December milk production totaled 2.9 billion pounds, up 1.0 percent from a year earlier. The state's third-quarter milk output had been down 1.9 percent from 2021's third quarter.

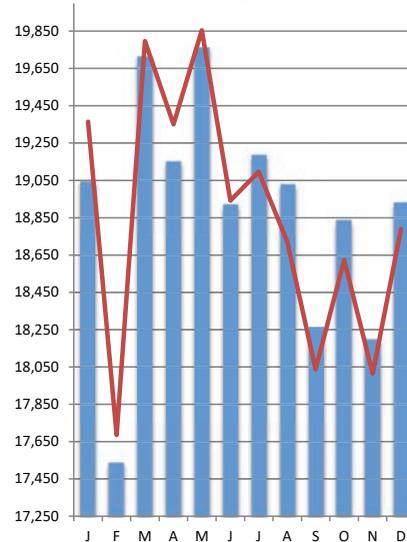
Minnesota's December milk production totaled 883 million pounds, down 0.3 percent from December 2021, due to 5,000 fewer milk cows but 15 more pounds of milk per cow. Minnesota's fourth-quarter milk production totaled 2.6 billion pounds, down 0.1 percent from 2021's fourth quarter. The state's July-September milk output had been up slightly from a year earlier.

Pennsylvania's milk production totaled 835 million pounds, up 0.1 percent from December 2021, due to 5,000 fewer milk cows but 20 more pounds of milk per cow. Pennsylvania's October-December milk production totaled 2.5 billion pounds, up 0.4 percent from a year earlier. The state's third-quarter milk output had been down 0.2 percent from 2021's third quarter.

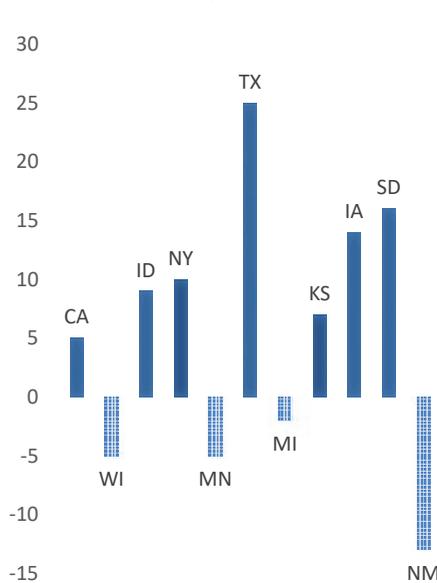
December milk production in New Mexico totaled 573 million pounds, down 4.8 percent from December 2021, due to 13,000 fewer milk cows and five less pounds of milk per cow. New Mexico's fourth-quarter milk production totaled 1.7 billion pounds, down 4.4 percent from 2021's fourth quarter. The state's July-September milk output had been down 4.9 percent from a year earlier.

Washington's December milk production totaled 502 million pounds, down 3.3 percent from December 2021, due to 7,000 fewer milk cows and 15 less pounds of milk per cow. October-December milk production totaled 1.5 billion pounds, down 2.4 percent from a

**Total US Milk Production**  
2021 vs. 2022  
(in millions of pounds)



**Change In Milk Cows**  
Dec. 2021 vs 2022  
1,000 head



## Milk Production by State

STATE	Dec 2021 millions of lbs	Dec 2022 millions of lbs	% output change	Change Cows
California	3490	3500	0.3	5000
Wisconsin	2646	2661	0.6	-5000
Texas	1344	1388	3.3	25000
Idaho	1346	1368	1.6	9000
New York	1287	1323	2.8	10000
Michigan	985	996	1.1	-2000
Minnesota	886	886	-0.3	-5000
Pennsylvania	834	835	0.1	-5000
New Mexico	602	573	-4.8	-13000
Washington	519	502	-3.3	-7000
Iowa	468	496	6.0	14000
Ohio	461	466	1.1	2000
Colorado	443	445	0.5	1000
Arizona	405	408	0.7	1000
Indiana	368	374	1.6	1000
South Dakota	327	356	8.9	16000
Kansas	341	354	3.8	7000
Vermont	214	214	-	-2000
Oregon	214	213	-0.5	-2000
Utah	182	178	-2.2	-2000
Georgia	158	175	10.8	9000
Florida	181	158	-12.7	-13000
Illinois	147	144	-2.0	-2000
Virginia	123	115	-6.5	-4000

year earlier. The state's third-quarter milk output had been down 2.7 percent from 2021's third quarter.

All told for the 24 reporting states in December, compared to December 2021, milk production was higher in 15 states, with those

increases ranging from 0.1 percent in Pennsylvania to 10.8 percent in Georgia; lower in eight states, with those declines ranging from 0.3 percent in Minnesota to 12.7 percent in Florida; and unchanged in Vermont.

## Valley Milk Expands, Plans To Begin Producing Anhydrous Milkfat In 2024

**Turlock, CA**—Valley Milk LLC announced a 10,000-square-foot expansion of its milk processing facility in Turlock, CA.

Consistent with the company's overall business strategy of creating value-added products, the ownership of Valley Milk announced its intention to begin producing anhydrous milkfat (AMF) at the facility in 2024. The 10,000-square-foot expansion will provide the capability to produce AMF in drums, totes and eventually pails to serve industrial and foodservice customers.

"In discussions with various customers, we believe the US marketplace has a need for additional high-quality AMF for use in the ice cream and confectionary business. Additionally, there is strategic opportunities to export AMF into the international market," said Glenn Wallace, Valley Milk's CEO.

Valley Milk will to market bulk cream into the California market.

"We are excited about the continued growth of our customer rela-

tionships and the AMF project will allow us to provide an additional line of product to market domestically and into the world market," said Don Machado, Valley Milk's chairman.

Valley Milk LLC is a state-of-the-art 24/7/365 powdered milk ingredient facility on a 30-acre site. Products currently produced by the company include nonfat dry milk, skim milk powder, whole milk powder, Grade A pasteurized cream, instantized skim milk powder, and instantized nonfat dry milk.

The Turlock plant is designed for and has capacity to process 2.5 million pounds of raw milk per day.

Valley Milk, which began commercial operations in 2018, is owned by five multi-generational Central Valley California dairy families along with other dairy professionals including nutritionists and veterinarians.

For more information, visit [www.valleymilkca.com](http://www.valleymilkca.com).

Supporting  
artisans with  
**quality**  
ingredients,  
knowledge, and  
**service**  
with integrity  
since 1999

CULTURES

ENZYMES

SUPPORT



**Dairy Connection Inc**  
608-242-9030  
[www.dairyconnection.com](http://www.dairyconnection.com)  
[info@dairyconnection.com](mailto:info@dairyconnection.com)  
2312 Vondron Rd, Madison, WI 53718

For more information, visit [www.dairyconnection.com](http://www.dairyconnection.com)

## United States Championship Cheese Contest Draws 2,249 Entries

Green Bay, WI— Anticipation is building for the 2023 United States Championship Cheese Contest here next month, with the contest drawing 2,249 cheese and dairy product entries across 113 classes.

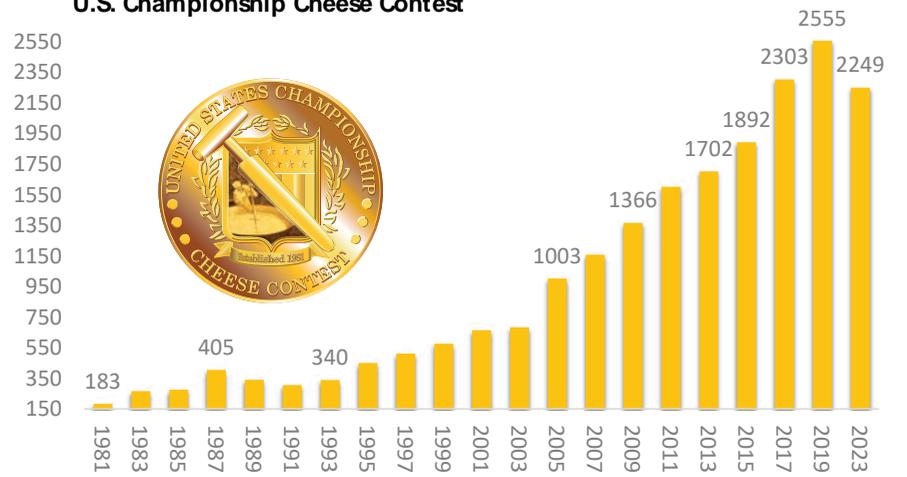
The biennial competition will take place Feb. 21-22 at Resch Expo. This will be the first US Championship Cheese Contest since 2019, which attracted a record 2,55 entries; the 2021 event was cancelled due to the pandemic.

The Wisconsin Cheese Makers Association (WCMA), which has hosted the contest since 1981, announced Wednesday that 197 makers of cheese, butter, yogurt, and dry dairy ingredients from 35 states are participating this year.

“This impressive number of entries shows how meaningful this competition is to the nation’s dairy craftsmen and women,” said WCMA contest manager Kirsten Strohmenger. “When customers see the golden Contest seal on a winner’s product on store shelves, they know it means true quality and value – thanks to the skill of our experienced judges and the rigorous technical standards they employ.”

Next month at Resch Expo, a team of dairy processing experts from across the US will evaluate each product and calculate a precise score based on attributes such as flavor, body, texture, salt, color, finish, packaging, and others.

**Cheese Entries**  
U.S. Championship Cheese Contest



These preliminary rounds of judging will be open to the public on both Feb. 21 and 22, organizers announced.

Gold, silver, and bronze medals will be awarded to the three highest-scoring entries in each of the contest’s 113 distinct classes.

A ceremony announcing the Champion will be closed to the public, but the event will be available online at [USChampionCheese.org](http://USChampionCheese.org) and on Facebook on Feb. 23.

Additional information about the competition is available at [USChampionCheese.org](http://USChampionCheese.org).

## Massman Companies Acquires Ultra Packaging, Inc.

Villard, MN—Massman Companies, a global leader in packaging machinery, on Wednesday announced the acquisition of Ultra Packaging, Inc., a privately held company based in Chicago, IL.

Ultra Packaging, Inc. (UPI) is a leading designer of vertical and horizontal automated cartoning

machines that serves the food, personal care, pharmaceutical, and cosmetic industries. These machines are high speed continuous motion machines in multiple configurations, from manual to full robotic loading.

“Companies are increasingly looking for efficient solutions to improve output and lower costs,” said Jeffrey Hohn, president and CEO of Massman Companies. “Massman’s offering of reliable and robust products in all three categories

simplifies our customers’ path to automated packaging.”

UPI is the latest acquisition for Massman in automated packaging. The addition of UPI’s cartoning products to Massman’s broad portfolio enables full-line solutions from carton or bottle to pallet, Massman noted.

Massman Companies said it will bring together sales, customer service, and engineering teams to seamlessly serve the customers of both organizations.

Massman provides a full line of automated packaging equipment including pouch filling, unscrambling, capping, case packing, shrink wrapping, palletizing and liquid filling solutions; customized bottling and packaging equipment from bottle to tote containers across a wide variety of industrial, food, beverage, OTC pharma, and consumer products applications.

For more information about Massman Companies, visit [www.themassmancompanies.com](http://www.themassmancompanies.com)

**PINE RIVER**  
Gourmet Cheese Spread

Made with **NATURAL AGED WISCONSIN CHEDDAR**

**2022 WORLD WINNERS**

- The most awarded cheese spread in the industry.
- Small batch production by qualified cheese spread makers.
- Crafted using only the highest-quality Wisconsin dairy ingredients.
- A convenient snack food or use in any recipe as an alternative to natural cuts of cheese.

**Cold Pack Cheese Food**  
1<sup>st</sup>: Chunky Bleu  
2<sup>nd</sup>: Toasted Onion  
3<sup>rd</sup>: Aged Asiago

**Cold Pack Cheese Spreads**  
3<sup>rd</sup>: Clean Label Garlic & Herb

**Cheese Based Spreads**  
1<sup>st</sup>: Pimento

[pineriver.com](http://pineriver.com)

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

For more information, visit [www.pineriver.com](http://www.pineriver.com)

## IDFA Names New Executive Council Members; Industry Segment Boards

Orlando, FL—The International Dairy Foods Association (IDFA) announced members of its Executive Council as well as new directors for the group's five Industry Segment Boards during the Dairy Forum here this week.

The five Industry Segment Boards represent fluid milk, ice cream, cheese, yogurt and cultured products, and dairy-derived ingredients.

Patricia Stroup, senior vice president and chief procurement officer of Nestle S.A., and CEO of Nestrade S.A., was selected to chair the IDFA Executive Council. Mike Durkin, president and CEO of Leprino Foods Company, was named vice chair.

Other officers of IDFA's Executive Council include: secretary, Terry Brockman, chief business officer, Saputo Dairy Division USA; and treasurer, David Nelsen, group vice president of manufacturing, Albertsons Companies.

David Ahlem, president and CEO of Hilmar Cheese Company, Inc., is the immediate past chair.

IDFA Executive Council directors with terms ending January 2024 include: Peter Cotter, Lactalis Heritage Dairy; and Dennis Rodenbaugh, Dairy Farmers of America, Inc.

Directors with terms ending January 2025: Rich Draper, The Ice Cream Club, Inc.; Robin Dubuc, The Kroger Company; Louie Gentine, Sargento Foods, Inc.; and Mike Wells, Wells Enterprises, Inc.

IDFA Executive Council directors with terms ending January 2026: Joe Diglio, Michigan Milk Producers Association; Tim Doelman, fairlife, LLC; Jeff Gentine, Masters Gallery Food, Inc.; Tim Leviny, Land O'Lakes, Inc.; Matt

McClelland, Prairie Farms Dairy, Inc.; Scott McGinty, Aurora Organic Dairy; Brian Phelan, Glanbia plc; and Greg Schlafer, Foremost Farms USA.

Seth Teply, president & CEO, US and Canada, of Tetra Pak, Inc., will serve as the Gold Business Partner Representative on IDFA's Executive Council with a term ending January 2026.

### IDFA Fluid Milk Board

Chair: Miriam Erickson Brown, Chair & CEO, Anderson Erickson Dairy Company; and Vice Chair: Jay Bryant, CEO, Maryland & Virginia Milk Producers Cooperative Association, Inc.

### IDFA Ice Cream Board

Chair: Ricky Dickson, president and CEO, Blue Bell Creameries; and Vice Chair: Andy Jacobs, CEO, Turkey Hill Dairy, Inc.

### IDFA Cheese Board

Chair: Doug Wilke, CEO, Valley Queen Cheese and Vice Chair: Kurt Epprecht, owner/vice president, cheese quality and dairy policy, Great Lakes Cheese Co., Inc.

### Yogurt & Cultured Products Board

Chair: Trevor Farrell, senior vice president and chief commercial officer, Americas, Schreiber Foods, Inc.; and Vice Chair: Courtney Bidney, director, global scientific and regulatory affairs, General Mills

### IDFA Ingredients Board

Chair: Daragh Maccabee, CEO, Idaho Milk Products; and Vice Chair: Gustavo Acosta, director of global purchasing, dairy, Abbott.

For a complete listing of Executive Council and Segment Board Members, visit [www.idfa.org](http://www.idfa.org).

## PEOPLE

### Loos Machine Taps Tom Hoppe As Bulk Cheese Specialist

Colby, WI—Loos Machine & Automation, a leading manufacturer of dairy processing equipment and machinery, has hired Tom Hoppe to manage the company's strategic growth initiatives in the new role of bulk cheese specialist.

Hoppe has nearly 20 years of experience in the 640-pound cheese block industry. He's well-versed in the mechanics of wood 640-containers and palletizing systems, having previously served at Tosca, Ltd., and most recently at Fidelis Services.

"I'm honored to assume the new role of bulk cheese specialist for Loos' 640 and barrel systems," Hoppe said.

"I'm looking forward to enhancing Loos' high-performance equipment and further customizing and automating solutions for cheese makers and other milk processors in North America," he continued.

Loos Machine's line of 640-pound and 500-pound cheese equipment includes conveyance systems; banding systems, fill stations, pre-press stations, probe stations, tip presses and inverters; whey retrieval/accumulation systems, vacuum chambers, palletizers, stacking systems and reweigh systems.

"At Loos, we're never done trying to improve the cheesemaking process through automation – creating operator efficiencies, increased throughputs, employee safety and productivity, while honoring the cheese maker's craftsmanship," said Loos Machine & Automation president Eric Mertens.

"Tom has worked to improve the efficiency and safety of nearly every 640- and 500-pound cheese manufacturing operation in the US," Mertens said.

"As we continue to look at ways to produce the most innovative barrel and block systems for today's world-class cheese manufacturers, Tom will be invaluable to us and to those manufacturers searching for the highest quality product and innovation," he continued.

"We're very excited to have Tom on our team, said Loos sales manager Troy Kilty.

"His years of experience and passion for the industry will aid in the all-around continued growth of Loos," Kilty said.

"We continue to listen to our customer base and take a great deal of pride whenever we can add another level of service, innovation, and manufacturing

for our customers in the dairy industry," he said.

"Tom's knowledge of bulk cheese manufacturing, conveyance, and packaging will assist us in continuing to be the most innovative supplier of barrel and block systems worldwide," Kilty continued.

Loos Machine & Automation was started in 1902 and has continually upgraded to provide automation, engineering, machining, fabrication, process and installation.

BEN YEE has joined the **California Milk Advisory Board (CMAB)** as director of processor partnerships, succeeding JIM DIMATARIS, who created the role and held it for 15 years before recently announcing his retirement. Yee comes to CMAB with more than 20 years of experience at Safeway/Albertsons Companies, where he held a range of leadership positions including category analyst, sourcing manager, and most recently, product manager in charge of overseeing dairy categories. Yee's career includes 12 years of managing private label programs, including dairy. He has also led efforts to commercialize hundreds of new items within Albertsons' portfolio of brands, including Lucerne, Signature Select, Open Nature and O Organics.

VENKATESWARLU SUNKESULA has been promoted to vice president of research and product development at **Idaho Milk Products (IMP)**. Sunkesula has roughly 20 years of management experience in the dairy, candy and brewing industries. He joined IMP in July 2019 after earning a doctorate degree in dairy manufacturing at South Dakota State University (SDSU) under the supervision of LLOYD METZGER, member of IMP's Scientific Advisory Board. KEVIN QUINN has joined IMP as the new vice president of sales and marketing. Quinn has 30 years of experience in the food industry, serving customers in sales, marketing and finance roles for companies including Nestle, Sara Lee, White Wave, Leprino Foods and Darigold, where he worked as vice president of global accounts.

**Golden State Foods (GFS)** has promoted SHELLIE FREY to vice president and chief branding/communications officer. Frey joined GFS in 2002 as director of corporate communications and earned a promotion to senior director, corporate communications in 2007. She most recently served as group vice president, global branding and communications since 2012.

## WHY KUSEL?

- STAINLESS STEEL IS ALL WE DO
- CONTINUOUS MULTI-SIDE WELDS
- NSF CERTIFIED TO ASME STANDARDS
- OPTIONS FOR EVERY PROJECT
- ACCESSORIES FOR EVERY NEED
- PROMPT DELIVERY





**TRUSTED SOLUTIONS**

Our stainless steel drainage products are built to last in the real world. From large-scale developments to smaller projects, standard drains to custom pieces, our team has the experience to provide the solution you need for every job.

[KuselEquipment.com](http://KuselEquipment.com)
920.261.4112  
Sales@KuselEquipment.com


For more information, visit [www.KuselEquipment.com](http://www.KuselEquipment.com)

## Jim Sartori, Upstate Niagara's Larry Webster Earn IDFA Laureate Awards

Orlando, FL—Jim Sartori, chairman and former CEO of Sartori Company, and Larry Webster, former CEO of Upstate Niagara Cooperative, were recognized here this week for their significant, prolonged contributions to the dairy industry.

The International Dairy Foods Association (IDFA) celebrated Sartori and Webster during its annual Dairy Forum with IDFA Laureate Awards.

Jim Sartori is board chairman of Sartori Company, a family-owned company specializing in artisan, award-winning Wisconsin cheese. Since 1939, Sartori has crafted cheese that honors its Italian traditions, while embracing the ingenuity of its team members.

Jim Sartori took the reins of the organization in 1986, and for over three decades, led Sartori Cheese through a tremendous era of growth and opportunity. Investments and expansions have allowed Sartori Cheese to develop into a premium retail brand that is now available in more than 50 countries.

Sartori served on the IDFA Cheese Segment Board as well as the board of the old National Cheese Institute.

"Jim Sartori has taken the Sartori Company and the broader cheese industry to new heights," said IDFA president and CEO Michael Dykes. "Jim built on his family's tradition of excellence in cheesemaking, and he grew the company to what it is today – an internationally-renowned cheesemaking champion, the pride of Plymouth, Wisconsin, and a beloved brand in stores in every US state and 50 countries around the world."

"I'm very grateful and honored to receive the IDFA Laureate Award," Sartori said. "It's been a privilege and a blessing to lead Sartori Company for the last 36 years. Thank you to our customers, team members, family farms, and God. Jan and I are proud to pass the torch to our son Bert, who represents the fourth generation of Sartori family leadership."

Larry Webster served as CEO of Upstate Niagara Cooperative, Inc. and general manager of O-AT-KA Milk Products. Webster's career of more than 45 years has been spent working exclusively in agribusiness and spanned three Fortune 500 companies and one large, independent. He joined Upstate Niagara in 2005, oversaw completion of the merger of Upstate Farms Cooperative and Niagara Milk Cooperative, and led the organization through a period of growth.

Webster served on the IDFA Executive Council, the IDFA Fluid Milk Board, and the Milk Industry Foundation board of directors.

"Larry is an exemplary leader who spent his distinguished career dedicated to dairy and the broader food and beverage business," Dykes said. "He oversaw exponential growth and expansion into new dairy categories for Upstate Niagara."

He also set an example of leadership and innovation both within his company and for the entire industry, Dykes continued.

"There's no higher award than award from peers," Webster said. "I've been blessed throughout my career to be surrounded by talented, driven people."

### Schreiber Foods Earns Food Safety Leadership Award

Schreiber Foods, Inc., Green Bay, WI, is the 2023 Food Safety Leadership Award recipient for its outstanding leadership to enhance food safety within the dairy products industry.

Members of Schreiber's food safety team serve on food safety committees for IDFA and other groups and organizations. The company's experts are known for sharing resources, authoring research articles and making presentations that benefit the industry, as well as the greater food industry.

The Schreiber team prioritizes improving food safety throughout the dairy industry, said John Allan, IDFA vice president of regulatory affairs and international standards.

"Their contributions have helped the industry develop fermentation risk assessments for yogurt and Cream cheese, understand how to better reduce mold on cheese, develop rapid pathogen testing for a number of products and processes, and much more," Allan said.



International Dairy Foods Association's Michael Dykes (left) presents Jim Sartori of the Sartori Company, the association's Laureate Award this week at IDFA's Dairy Forum.

This award recognizes the food safety team's work to protect consumers and customers and ensure safe food for everyone who enjoys dairy products, said Staci Richardson, Schreiber Foods' vice president of enterprise quality and food safety.

"It's such a prestigious and humbling honor that we were chosen out of all the IDFA member companies," Richardson said. "This award is a testament to the full commitment to food safety we have at all levels of Schreiber Foods and the work that we do across the industry."

### Bar 20 Dairy Is IDFA's Innovative Dairy Farmer Of The Year For 2023

Nominated by The California Milk Advisory Board (CMAB), Bar 20 Dairy of Kerman, CA, was recognized as International Dairy Foods Association's 2023 Innovative Dairy Farmer of the Year.

Owned by third-generation dairy farmer Steve Shehadey along with seven other family members, Bar 20 Dairy is a 7,000-cow dairy

that also farms 5,000 acres in the San Joaquin Valley.

Founded in 1953, Bar 20 has evolved with a greater focus on greenhouse gas emissions (GHG) reductions and renewable energy generation. The Shehadey family installed a methane digester in 2021, pairing it with Bloom Energy fuel cells on the dairy farm to generate renewable electricity from the methane captured via the digester.

Through a partnership with BMW North America, Bar 20 provides combustion-free, dairy-derived electricity to the utility grid to power electric vehicles; BMW then purchases the environmental credits generated by Bar 20 Dairy.

The renewable energy generated results in carbon emissions reductions equivalent to providing clean power to more than 17,000 electric vehicles per year.

This type of innovative partnership serves as a model to accelerate the adoption of biodigesters at dairy farms across the country.

TECHNOLOGY FOR PROCESSING | CHEESE-MAKING | CUTTING | PACKAGING

FROM MILK TO CHEESE

**ALPMA-SULBANA brining systems**

- For all cheese sizes
- Fully automated - minimal manual labor
- Automatic rack transport with no overhead crane
- Cheese is mechanically guided and pushed in & out of the system
- Hygienic and sturdy design
- Brine racks easily removable for cleaning and inspection
- Fully passivated before delivery

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

For more information, visit [www.alpma.com](http://www.alpma.com)

# Yiannas Resigns

(Continued from p. 1)

of the deputy commissioner for foods.

Yiannas joined FDA in December of 2018 “with the goal of helping to modernize the food safety oversight system in the United States and protecting the American people from contaminated food,” he noted in his letter to Califf.

“Despite the unprecedented challenges we’ve faced in the past four years (such as a global pandemic, unparalleled food supply chain disruptions, and six different acting or permanent commissioners), thanks to the dedicated staff working on food safety throughout the FDA, I believe we made real improvements towards this goal,” Yiannas stated.

First, Yiannas said, FDA made “needed and strategic progress” by tackling two of “the most critical, complicated, and outstanding” Food Safety Modernization Act (FSMA) rulemakings by issuing a final Food Traceability Rule and a new, proposed Agricultural Water Standard.

“While the FSMA-projected reductions in foodborne illnesses have yet to be realized a decade later, these two rules, once fully implemented, will be gamechangers in allowing those reductions to become a reality,” Yiannas predicted.

Also, in 2020 and under the auspices of a New Era of Smarter Food Safety, FDA unveiled a new vision and blueprint for the next decade to modernize the way FDA does its food safety work and to bend the curve of foodborne illness once and for all, Yiannas continued. “And in two short years,

we achieved an amazing amount of work.”

FDA facilitated the use of Tech-enabled Food Traceability to create a more transparent food system, Yiannas noted. At a time of heightened food supply chain disruptions, the agency “unleashed the power of data” with the development of 21 Forward, a food supply chain analytical platform to identify facilities at greatest risk of food supply chain disruptions.

Also, FDA launched a pilot to evaluate if select third party food safety standards aligned with FSMA and determine what role they might play in the nation’s food safety oversight system. And, Yiannas added, FDA advanced the concept of Food Safety Culture to achieve higher rates of compliance and to mobilize industry to do the same, “realizing that advancing food safety requires going beyond traditional approaches, through a better understanding of human behavior and organizational dynamics.”

While prevention “has been and must always be” FDA’s focus, tackling foodborne outbreaks faster and revealing their root cause is also essential to preventing future outbreaks. Here, too, “we made significant progress,” Yiannas said in his letter to Califf.

For example “we strengthened FDA’s foodborne outbreak investigations and almost doubled the number of outbreak investigation reports the agency now publishes,” he noted. Also, FDA began a process of sharing information about the outbreaks the agency is investigating through a weekly outbreak update table, even before there is any actionable information.

And FDA completed an independent review of its outbreak

investigation processes that led to the development of a Foodborne Outbreak Response Improvement Plan, Yiannas added.

In February 2022, as Califf rejoined FDA, Yiannas shared with him that he was considering leaving the agency, “expressing my concern that the decentralized structure of the foods program that you and I both inherited, significantly impaired FDA’s ability to operate as an integrated food team and protect the public.”

It was also in February of 2022 that Yiannas first learned of the infant formula incidents that had been reported to various parts of FDA several months earlier, so he postponed his decision to resign and dedicated himself and his staff to “doing all we could to help tackle this crisis.”

With the Abbott facility now reopened, infant formula availability more prevalent and the necessary monitoring, data systems, and insights now in place, Yiannas believes “the time is right for me to leave and vacate this position.”

His “fervent hope is that American consumers, especially mothers and fathers of infants, never again have to face this type of preventable situation. It is incumbent on any public organization that has undergone a crisis of this magnitude to undergo an independent and thorough review to understand how the crisis happened, what can be done to prevent it from happening again, and that the findings be transparently shared with the public.”

Yiannas said that he is “grateful” that congressional leaders have demanded that this happen and that the Office of the Inspector General has initiated its own investigation.”

# Water Treatment Firm Evoqua To Be Acquired By Xylem

Washington—Xylem Inc., a global water technology company, and Evoqua, a leader in water treatment solutions and services, on Monday announced they have entered into a definitive agreement under which Xylem will acquire Evoqua in an all-stock transaction that reflects an implied enterprise value of approximately \$7.5 billion.

Evoqua is a leading provider of water and wastewater treatment solutions, offering a broad portfolio of products, services and expertise to support industrial, municipal and recreational customers who value water.

The company serves numerous industries, including the food and beverage industry.

Headquartered in Pittsburgh, PA, Evoqua operates in more than 150 locations across nine countries.

Xylem is a global water technology company whose technologies, among other things, span the entire water cycle for food and beverage operations across a wide range of applications, including everything from water intake, process, cleaning and disinfection to wastewater treatment, reuse, and dispense.

Xylem and Evoqua generated over \$7 billion in combined revenue in the 12-month period ending Sept. 30, 2022.

“Solving the world’s water challenges has never been more urgent. Our acquisition of Evoqua creates a transformative global platform to address water scarcity, affordability and resilience at even greater scale,” said Patrick Decker, president and CEO of Xylem. “The combined company delivers an unparalleled portfolio of advanced technologies, integrated services and application expertise across the water cycle.”

“Joining forces with Xylem is an exciting opportunity for Evoqua and for our team members. This combination provides a platform to leverage our combined strengths and increase our impact to better address the most pressing and increasingly complex global water challenges,” commented Ron Keating, Evoqua’s president and CEO.

“I am incredibly proud of what our team at Evoqua has achieved to date, providing mission-critical water treatment solutions to the market and for our customers,” Keating continued. “Along the way, we have earned a reputation for quality, safety and reliability around the world. Together with Xylem, we will drive innovation on a larger scale for our customers, positioning us to create even more value for our stakeholders.”

The transaction is anticipated to close in mid-2023.

## Wherever You Go Whenever You Need It At Your Fingertips



The Industry’s News Source Since 1876

Always accessible...always convenient... available at [www.cheesereporter.com](http://www.cheesereporter.com), and through digital and print platforms.

Led by the industry’s most experienced team, Cheese Reporter provides the most-timely, thorough, news you use in your everyday business activities.

Call 608-246-8430 or email: [info@cheesereporter.com](mailto:info@cheesereporter.com) to subscribe.

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



## WCMA Offering Additional Grants To Help Companies Boost Dairy Exports

**Madison**— Additional grant funding is available through the Wisconsin Cheese Makers Association to help Wisconsin dairy exporters grow their international sales.

Applications will be accepted on a rolling basis until all spaces are filled. Applicants are not required to be members of WCMA.

Successful applicants will be awarded reimbursement grants of up to \$15,000 each on a first-come, first-served basis to strengthen their presence in international markets with: social media and marketing campaigns; shipping and logistics costs for buyer samples; and costs related to in-store demonstrations, sampling, and merchandising.

Successful applicants who sign on to accept funding are required to take advantage of free dairy export consultative services through WCMA. These consulting hours, provided by MCT Dairies, offer customized coaching to help new and experienced exporters evaluate their product line and identify potential global customers, assist in creating and executing their export plan, evaluate and refine their export business model, and identify areas for improvement.

In addition to financial support, WCMA will host two export workshops in 2023.

This round of funds for WCMA's Export Expansion program is provided by a grant from the Wisconsin Initiative for Agricultural Exports at the WDATCP.

The new funding continues an export expansion effort launched by WCMA in the fall of 2022, which has already offered an industry workshop and personalized consultative services for dairy processors including: Ellsworth Cooperative Creamery, Emmi Roth, Marieke Gouda, Masters Gallery Foods, Red Barn Family Farms, Renard's Cheese, and Sartori Company.

This new funding from the Wisconsin Initiative for Agricultural Exports arrived shortly after the December launch of another WCMA export effort, funded by the Wisconsin Economic Development Corporation's Collaborative Market Access Grants program.

CMAG awarded the following Wisconsin dairy companies with funds to offset overseas trade show expenses: Carr Valley Cheese, Ellsworth Cooperative Creamery, Masters Gallery Foods, Renard's Cheese, and Sartori Company.

Questions about the new round of grants may be directed to WCMA grants and business programs director Danica Nilsestuen at [dnilsestuen@wischeesemakers.org](mailto:dnilsestuen@wischeesemakers.org) or (608) 673-5547.

## Feb. 28 Hearing

(Continued from p. 1)

Cobblestone Milk Coop, Cooperative Milk Producers Association, Lanco Dairy Farms Co-op, Lone Star Milk Producers, Maryland and Virginia Milk Producers Cooperative Association, Select Milk Producers, and Southeast Milk, Inc.

A month after receiving the hearing request, USDA released an "Action Plan" on the proposed amendments, and also issued an invitation to submit proposals for consideration at a possible public hearing. By the Dec. 19, 2022 deadline, USDA had received proposals from Prairie Farms Dairy, Inc., a Capper-Volstead cooperative with members located in the Appalachian and Southeast orders; and Michael P. Sumners, a Tennessee dairy farmer.

The purpose of the upcoming hearing is to receive evidence with respect to the economic and marketing conditions which relate to the proposed amendments, and any appropriate modifications thereof, to the marketing orders.

Evidence will be taken to determine whether emergency marketing conditions exist that would warrant omission of a decision under the rules of practice and procedure with respect to any proposed amendments.

In its hearing request, DCMA said it is "important that these requested order amendments be effective on an expedited basis," and that, particularly with respect to updating the current Transportation Credit Balancing Fund payments factors, expedited treatment "should be clearly appropriate."

For the upcoming hearing, testimony is invited on the following 12 proposals or appropriate modifications to such proposals:

**Proposal 1**, submitted by DCMA, seeks to update the transportation credit provisions in the Appalachian order. Specifically, the proposal recommends increasing the maximum assessment rate on Class I milk, updating the components of the mileage rate calculation with current costs, revising the months of mandatory and discretionary payment, and revising the non-reimbursed mileage factor.

**Proposal 2**, submitted by DCMA, seeks to update the transportation credit provisions in the Southeast order. The proposed changes would be mirrored in the Appalachian order (Proposal 1).

**Proposal 3**, submitted by DCMA, seeks to establish distributing plant delivery credits in the Appalachian order. The proposal recommends establishing a Distributing Plant Delivery Credit Fund (DPDCF) and payment program, setting an initial and a maximum assessment rate for the DPDCF, granting the administrator authority to adjust the assessment rate, establishing geographical eligibility, establishing a reimbursement rate, establishing a range for the reimbursed portion of the farm to plant mileage, setting an reimbursed mileage percentage, and establishing monitoring requirements for the administrator.

**Proposals 4 and 5**, submitted by DCMA, would mirror Proposal 3 for the Florida and Southeast orders, respectively.

**Proposal 6**, submitted by Prairie Farms, seeks to establish an Assembly Performance Credit in the Appalachian order. Specifically, the proposal recommends establishing an Assembly Performance Credit Fund to provide assistance for the assembly, dispatch, and delivery of producer milk to fluid plants.

The Assembly Performance Credit would be uniformly shared with all producer milk delivered to a pool distributing plant regulated by the order. Distributing plants would contribute to the APCF based on Class I volume. Payment from the fund would be per hundredweight and would be the same for every pound of milk that delivered to the fluid plant.

**Proposals 7 and 8**, submitted by Prairie Farms Dairy, would mirror Proposal 6 for the Florida and Southeast orders, respectively.

**Proposal 9**, submitted by Prairie Farms Dairy, seeks to amend the transportation credit provisions of the Appalachian order. Specifically, the proposal recommends expanding geographic eligibility for transportation credits to milk produced inside the marketing area and expanding eligibility for transportation credits to a producer located outside the marketing area if more than 50 percent of their milk from March to May is delivered to a pool distributing plant within the order, or if more than 45 days of that producer's milk is delivered to a pool distributing plant within the order.

**Proposal 10**, submitted by Prairie Farms Dairy, would mirror Proposal 9 for the Southeast order.

**Proposal 11**, submitted by Michael P. Sumners, seeks to prohibit the diversion of milk to nonpool plants from milk delivered to a pool distributing plant and receiving any form of transportation credits. The prohibition would apply in the Appalachian, Florida, and Southeast orders.

**Proposal 12**, submitted by Dairy Programs, Agricultural Marketing Service, seeks to make such changes as may be necessary to make the orders conform with any amendments.

**Pennland Pure**  
Assure Your  
East Coast Supply  
We specialize in Private  
Label Mozzarella,  
Provolone, and Prints

**Pennland Pure's award-winning cheese includes Mozzarella, Provolone, Muenster, Pepper Jack, Monterey Jack, and Sharp and Aged Cheddar**  
SQF Certified • SQF Warehouse Storage Available

Hagerstown, MD 301-393-5554 Kvergeront@LancoPennland.com www.pennlandpure.com

For more information, visit [www.pennlandpure.com](http://www.pennlandpure.com)

# COMING EVENTS

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

## WSU 35th Advanced Cheesemaking Workshop Scheduled For March 7-9

Pullman, WA—Washington State University's (WSU) 2023 dairy workshop lineup kicks off with its 35th Advanced Cheesemaking Short Course here March 7-9 at WSU Creamery and the Holiday Inn Express.

The three-day course is designed for experienced cheese makers, supervisory, management, quality control and marketing personnel from commercial/industrial plants. Instruction will be provided from leaders in the dairy production community.

This is an advanced class, and it is recommended that participants have experience in cheesemaking or have attended a basic cheesemaking class as a prerequisite.

The program will cover filtration technology, cheese yield, sanitation, regulatory issues, milk composition, pathogens, cheese cultures, quality issues, and protecting the final cheese product.

Instructors will also cover how cheesemaking steps can affect fla-

vor, body and texture, and will focus on Cheddar, Italian and continental cheeses. Students will likewise have one full day of hands-on cheesemaking at the WSU Creamery.

The tentative speaker lineup features *Les Boian, US Food and Drug Administration*, on cheese plant buildings and equipment.

*John Lyne of Chr. Hansen, Inc.*, will discuss the importance, selection,

propagation and bacteriophage control of cultures. Lyne will also lead a session on Mozzarella and other Italian Varieties.

*MaryAnne Drake of North Carolina State University* will give a presentation entitled "Using Sensory Analysis to Understand Your Product and Customer."

A second session led by Drake will teach students how to "Use Sensory Analysis to Understand Your Product and Customer."

*Randall Thunell of Vivolac Cultures Corporation* will cover the functions of milk components in



## ATTENTION purchasers of Cheddar Cheese on the CME spot call market:

America's dairy farmers **THANK YOU** for your support of the starting point for our raw milk price. We are offering to pay for grading of your purchase to ensure it meets specifications.



You deserve only the best from us!  
**Dairy Pricing Association**  
(715) 284-2590 or email [dpainc@ceas.coop](mailto:dpainc@ceas.coop).

cheesemaking, including their contributions to body, texture and flavor.

Thunell will also outline the importance and functions of each step in the cheesemaking process.

*James Musetti of International Flavors & Fragrance* will lead a discussion on bacteriophage management in the cheese plant. Another session led by Musetti will highlight the use and application of bioprotective antimicrobials.

*Mark Johnson with the University of Wisconsin-Madison Center for Dairy Research (CDR)* will discuss cheese yield and standardization of milk. Johnson will also cover the uses and challenges of filtration technologies in cheesemaking.

An optional discussion Wednesday night will look at cheesemaking around the world.

Cost to sign up prior to the Feb. 3 deadline is \$925 per student. For those registering after the early deadline, cost is \$1,000.

To register online or for more information about the course, visit [www.creamery.wsu.edu/about-us/upcoming-events](http://www.creamery.wsu.edu/about-us/upcoming-events).

## PLANNING GUIDE

**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 available 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.

**DairyTech Conference:** May 17-18, Minneapolis, MN. Registration is now available online at [www.dairytechconference.com](http://www.dairytechconference.com).

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

**Summer Fancy Food Show:** June 25-27, Javits Center, New York, NY. For information, visit [www.specialtyfood.com](http://www.specialtyfood.com).

**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).

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

**ACS Conference:** July 18-21, Des Moines, IA. Updates available 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.

## Exhibitor Registration Open For WCMA Job Fair At CheeseCon Through Feb. 10

Madison—Members of the Wisconsin Cheese Makers Association (WCMA) are invited to secure an exhibit booth at the WCMA Job Fair here Tuesday, April 4, as part of CheeseCon 2023.

Taking place from 3 p.m. to 5 p.m. at the Alliant Energy Center, the Job Fair is designed to support dairy manufacturers, processors, and industry suppliers in their search for quality staff.

Space is limited and exhibitor registration closes on Feb. 10, the WCMA stated.

A booth reservation fee of \$250 includes a table with skirting, chairs, passes for up to four representatives from the organization to staff the Job Fair, as well as a full buffet of snacks and beverages.

Exhibiting employers will also receive a list of registered job seekers, including phone numbers and email addresses, prior to and immediately following the event, organizers stated.

The event also offers an exclusive opportunity for WCMA members to connect with students participating in the Collegiate Dairy Products Evaluation Contest, which will be held at CheeseCon.

Student competitors hail from 15 colleges and universities nationwide.

WCMA has also invited prospective interns and employees from the University of Wisconsin System, the Wisconsin Technical College System and various high school agricultural programs to attend.

Exhibitors can register now at [CheeseCon.org](http://CheeseCon.org) for a special discount available until Feb. 15. Registration includes access to educational seminars led by dairy industry experts, over 300 tabletop exhibits from industry suppliers, networking events, and celebrations of cheese industry excellence.

## CA Artisan Cheese Festival Mar. 24-26

Santa Rosa, CA—Tickets are now available online for the 17th annual California Artisan Cheese Festival here March 24-26 at the Sonoma County Event Center.

The three-day festival includes tours, tasting and seminars; a new "Cheese Crawl"; and the Artisan Cheese Tasting & Marketplace".

Participating cheese companies in the tour lineup include Point Reyes Farmstead Cheese Company, Achadinha Cheese Company, Wm. Cofield Cheesemakers, Nicasio Valley Cheese Company, Marin French Cheese, Point Reyes Farmstead Creamery, Stuyt Dairy Farmstead Cheese, Rumiano Cheese, Sierra Nevada Cheese, Pennyroyal Farm.

Tastings will be led by Laura Werlin, Tracey Shepos Cenami, and Alyssa Gilbert, among others.

To purchase tickets on line, full festival agenda and exhibiting information, visit [www.artisancheesefestival.com](http://www.artisancheesefestival.com).



# MARKET PLACE

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

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



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

## Equipment for Sale

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

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

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

**WESTFALIA SEPARATORS:** New arrivals! Great condition. Model number 418. CONTACT: Dave Lambert at **Great Lakes Separators**, (920) 863-3306 or e-mail [drlambert@dialez.net](mailto:drlambert@dialez.net).

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

## Gasket Material for the Dairy Industry



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

**TC Strainer Gasket** \*USDA Project Number 13377

**G-M-I, INC.**  
 440-953-8811  
[gmiinc@msn.com](mailto:gmiinc@msn.com)  
[www.gmigaskets.com](http://www.gmigaskets.com)

## Equipment Wanted

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

## Auction Services

## Real Estate

**DAIRY PLANTS FOR SALE:** <https://dairyassets.weebly.com/m--a.html>. Contact Jim at 608-835-7705; or by email at [jimcisler7@gmail.com](mailto:jimcisler7@gmail.com)



## Replacement Parts

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

## Walls & Ceiling

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



## Conversion Services

## Cheese & Dairy Products

**KEYS MANUFACTURING:** Dehydrators of scrap cheese for the animal feed industry. Contact us for your scrap at (217) 4656-4001 or e-mail: [keysmtg@aol.com](mailto:keysmtg@aol.com)

## Warehousing & Storage

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

## Analytical Services

## Interleave Paper, Wrapping

### SPECIALTY PAPER MANUFACTURER

specializing in cheese interleave paper, butter wrap, box liners, and other custom coated and wax paper products. Made in USA. Call Melissa at **BPM Inc.**, 715-582-5253. [www.bpmpaper.com](http://www.bpmpaper.com).



## Promotion & Placement

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

## Cheese Moulds, Hoops

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

## PNEUMATIC HAMMER

Removes Powder Deposits



Evaporator Dryer Technologies, Inc.  
[www.evapdryertech.com](http://www.evapdryertech.com)

## Built to last.

### MODEL 3005-LD TUWAY

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

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

GENMAC.COM | [sales@genmac.com](mailto:sales@genmac.com)
(920) 458-2189

## Western Repack

*We Purchase Fines and Downgraded Cheese*

### Reclamation Services

- Cheese Salvage/Repacking
- 640# Block Cutting



**Handling cheese both as a service and on purchase. Bring us your special projects**  
**Western Repack, LLC**  
**(801) 388-4861**

# Dairy Product Stocks in Cold Storage

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

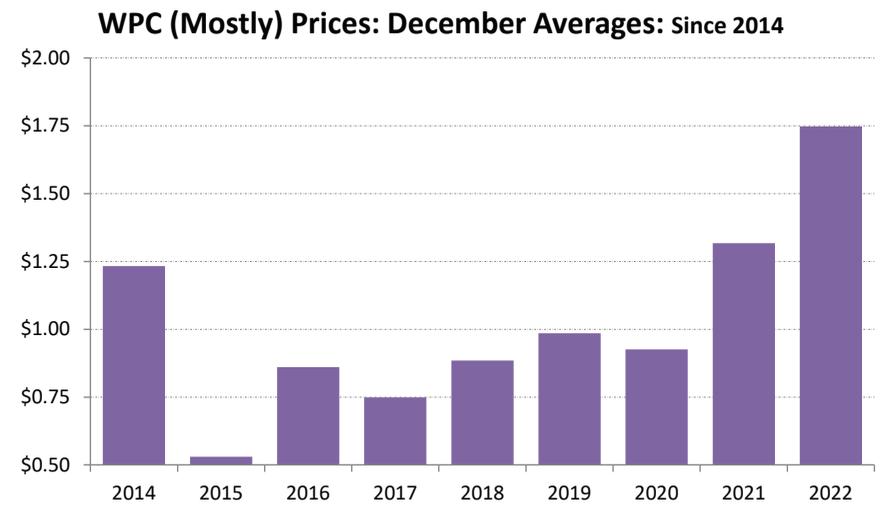
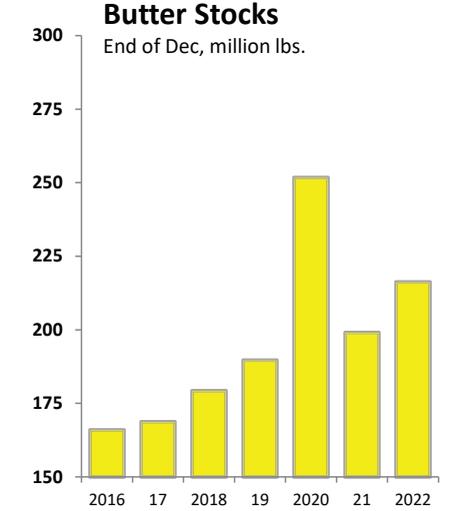
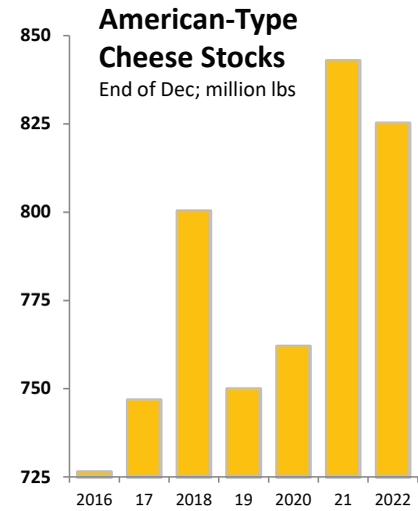
	Stocks in All Warehouses			Dec 31, 2022 as a % of		Public Warehouse Stocks
	Dec 31 2021	Nov 30 2022	Dec 31 2022	Dec 31 2021	Nov 30 2022	Dec 31 2022
<b>Butter</b>	199,056	199,778	216,295	109	108	203,803
<b>Cheese</b>						
American	842,869	816,099	825,196	98	101	
Swiss	21,928	22,397	24,218	110	108	
Other	576,834	592,496	595,629	103	101	
<b>Total</b>	<b>1,441,631</b>	<b>1,430,992</b>	<b>1,445,043</b>	<b>100</b>	<b>101</b>	<b>1,125,556</b>

# DAIRY FUTURES PRICES

SETTLING PRICE

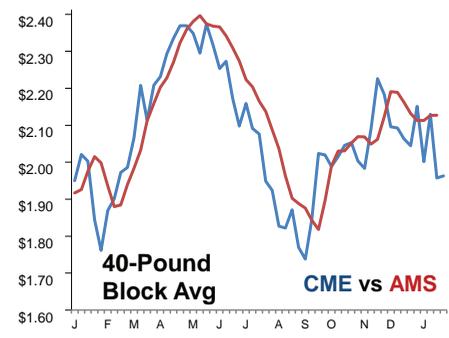
\*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
1-20	Jan 23	19.49	19.81	43.250	136.050	2.118	1.9780	243.250
1-23	Jan 23	19.48	19.81	43.250	136.050	2.118	1.9790	243.350
1-24	Jan 23	19.43	19.81	43.250	136.475	2.118	1.9810	243.375
1-25	Jan 23	19.43	19.84	43.250	136.500	2.118	1.9790	241.400
1-26	Jan 23	19.48	20.16	42.850	138.375	2.118	1.9790	245.075
1-20	Feb 23	18.24	18.75	38.325	127.100	1.925	1.8830	236.225
1-23	Feb 23	18.67	18.95	38.000	128.775	1.950	1.9330	236.225
1-24	Feb 23	18.61	18.95	38.000	128.750	1.960	1.9070	236.650
1-25	Feb 23	18.21	18.92	37.800	127.300	1.960	1.9260	235.250
1-26	Feb 23	18.32	18.92	37.500	127.825	1.965	1.8950	236.750
1-20	Mar 23	17.99	18.20	36.850	120.500	1.900	1.8660	236.000
1-23	Mar 23	18.28	18.25	37.250	121.275	1.905	1.9010	236.025
1-24	Mar 23	18.21	18.25	36.750	120.075	1.908	1.8780	236.250
1-25	Mar 23	17.95	18.25	36.750	120.025	1.908	1.8930	236.250
1-26	Mar 23	18.16	18.25	36.700	119.500	1.908	1.8900	236.250
1-20	Apr 23	18.32	18.10	36.525	118.950	1.936	1.9000	237.500
1-23	Apr 23	18.58	18.28	36.500	121.500	1.936	1.9210	238.750
1-24	Apr 23	18.51	18.22	36.100	118.700	1.936	1.9230	238.750
1-25	Apr 23	18.20	18.20	36.025	118.575	1.936	1.9210	237.000
1-26	Apr 23	18.35	18.13	36.000	116.750	1.936	1.9120	240.000
1-20	May 23	18.64	18.40	38.000	121.250	1.969	1.9300	240.025
1-23	May 23	18.85	18.60	38.000	123.725	1.969	1.9510	241.000
1-24	May 23	18.80	18.60	38.000	121.250	1.969	1.9480	241.000
1-25	May 23	18.55	18.49	38.000	120.800	1.969	1.9500	239.000
1-26	May 23	18.70	18.25	37.000	118.500	1.969	1.9300	242.000
1-20	June 23	18.98	18.70	38.750	123.750	1.994	1.9650	242.775
1-23	June 23	19.14	18.86	38.750	125.075	1.994	1.9760	243.500
1-24	June 22	19.00	18.80	38.750	122.975	1.994	1.9910	243.500
1-25	June 23	18.93	18.74	38.750	122.000	1.994	1.9710	243.500
1-26	June 23	18.97	18.71	38.025	120.975	1.994	1.9550	243.500
1-20	July 23	19.32	19.03	39.000	125.250	2.042	1.9880	246.775
1-23	July 23	19.31	19.06	39.500	126.750	2.042	2.0000	245.500
1-24	July 23	19.31	19.06	39.500	125.150	2.042	2.0090	245.500
1-25	July 23	19.25	19.03	39.500	124.650	2.042	1.9990	246.000
1-26	July 23	19.25	18.86	39.500	122.650	2.042	1.9940	245.500
1-20	Aug 23	19.63	19.26	40.500	126.300	2.078	2.0100	248.025
1-23	Aug 23	19.60	19.29	40.500	128.125	2.078	2.0150	246.800
1-24	Aug 23	19.60	19.20	40.000	127.850	2.078	2.0200	246.800
1-25	Aug 23	19.59	19.20	40.000	126.400	2.078	2.0120	246.800
1-26	Aug 23	19.55	19.18	40.000	125.500	2.078	2.0120	246.800
1-20	Sept 23	19.88	19.35	42.250	128.350	2.087	2.0280	248.525
1-23	Sept 23	19.82	19.49	42.250	129.400	2.087	2.0280	247.500
1-24	Sept 23	19.82	19.40	42.250	129.150	2.087	2.0330	247.500
1-25	Sept 23	19.79	19.40	42.250	129.050	2.087	2.0230	246.600
1-26	Sept 23	19.78	19.35	42.000	127.000	2.087	2.0230	246.600
1-20	Oct 23	20.01	19.61	42.500	131.000	2.063	2.0320	251.575
1-23	Oct 23	19.95	19.61	42.500	131.000	2.063	2.0300	247.500
1-24	Oct 23	19.95	19.50	42.500	131.000	2.063	2.0390	247.500
1-25	Oct 23	19.84	19.50	42.500	131.000	2.063	2.0300	247.500
1-26	Oct 23	19.90	19.50	42.500	129.500	2.063	2.0300	247.500
1-20	Nov 23	19.95	19.84	43.500	132.000	2.056	2.0150	249.300
1-23	Nov 23	19.94	19.84	43.500	132.000	2.056	2.0200	248.000
1-24	Nov 23	19.95	19.70	43.500	132.000	2.056	2.0360	248.000
1-25	Nov 23	19.90	19.70	43.500	130.525	2.056	2.0260	248.000
1-26	Nov 23	19.89	19.70	43.500	130.000	2.056	2.0240	248.000
<b>Jan. 26</b>		<b>25,788</b>	<b>8,110</b>	<b>2,815</b>	<b>9,655</b>	<b>686</b>	<b>18,914</b>	<b>9,365</b>



# DAIRY PRODUCT SALES

January 25, 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 NFDN.



Week Ending	Jan. 21	Jan. 14	Jan. 7	Dec. 31
<b>40-Pound Block Cheddar Cheese Prices and Sales</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	2.1269	2.1266•	2.1125•	2.1126
<b>Sales Volume</b>	<b>Pounds</b>			
US	12,782,238	14,275,752•	11,694,815•	11,915,184
<b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Content</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.9082	1.9227	1.9558	1.9508
<b>Adjusted to 38% Moisture</b>	<b>Dollars/Pound</b>			
US	1.8237	1.8354	1.8637	1.8630
<b>Sales Volume</b>	<b>Pounds</b>			
US	14,307,360	14,191,382	13,955,506	12,936,426
<b>Weighted Moisture Content</b>	<b>Percent</b>			
US	35.13	35.05	34.94	35.08
<b>AA Butter</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	2.4773	2.4764•	2.4949	2.4626
<b>Sales Volume</b>	<b>Pounds</b>			
US	4,009,427	4,028,376•	3,189,740	4,335,687
<b>Extra Grade Dry Whey Prices</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	0.4259	0.4453	0.4430	0.4371
<b>Sales Volume</b>	<b>Pounds</b>			
US	6,020,016	5,486,115	3,498,432•	3,542,476
<b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
US	1.3981	1.3976•	1.4077	1.4326
<b>Sales Volume</b>	<b>Pounds</b>			
US	18,857,523	18,833,164•	18,035,325	11,819,530

# CHEESE REPORTER SUBSCRIBER SERVICE CARD

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

**New Subscriber Info**

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/St/Zip \_\_\_\_\_

E-Mail Phone \_\_\_\_\_

**Old Subscriber Info**

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/St/Zip \_\_\_\_\_

E-Mail Phone \_\_\_\_\_

**TYPE OF BUSINESS:**

Cheese Manufacturer

Cheese Processor

Cheese Packager

Cheese Marketer(broker, distributor, retailer)

Other processor (butter, cultured products)

Whey processor

Food processing/Foodservice

Supplier to dairy processor

**JOB FUNCTION:**

Company Management

Plant Management

Plant Personnel

Laboratory (QC, R&D, Tech)

Packaging

Purchasing

Warehouse/Distribution

Sales/Marketing

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

# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - JAN. 20:** Milk is available for cheese production throughout the US. In the Northeast and Midwest, spot loads of milk are being offered below Class prices, and some cheese makers are reporting prices as low as \$10 under class for the fourth week in a row. Cheese makers are utilizing available milk to run busy production schedules. In the Northeast and West, stakeholders say retail and export cheese sales are steady, but football playoffs are contributing to increased Mozzarella demand from pizza makers.

**NORTHEAST - JAN. 25:** Cheese producers are running strong production schedules in the Northeast, amid strong seasonal milk output. Some stakeholders say spot loads of milk are being offered for below Class prices. Some regional plant managers report labor shortages and delayed deliveries of production supplies are preventing them from operating full production schedules. Retail demand for cheese is steady. Foodservice demand is steady to higher. Increased pizza demand during the football playoffs is contributing to some increased demand for Mozzarella cheese. Contacts report export sales of cheese are unchanged from last week. Loads of cheese are available to meet current spot purchasing needs.

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

Cheddar 40-lb block:	\$2.4200 - \$2.7075	Process 5-lb sliced:	\$1.7550 - \$2.2350
Muenster:	\$2.4075 - \$2.7575	Swiss Cuts 10-14 lbs:	\$3.9100 - \$6.2325

**MIDWEST AREA - JAN. 25:** Cheese makers continue to report available milk supplies, but some say heavily discounted loads are not as regularly offered as they have been in recent weeks. The dichotomy of demand from blocks to barrels remains intact. Barrel producers say there are going to be some extra loads available in the near term. Clearly, as markets have run into some bearish pressure, buyers are not as incentivized to add to their stocks. Some contacts say foodservice orders have ebbed somewhat. Market tones are growing increasingly unassured, as the gap between block and barrel prices increases.

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

Blue 5# Loaf :	\$2.4625 - \$3.6725	Mozzarella 5-6#:	\$1.9925 - \$3.0800
Brick 5# Loaf:	\$2.1925 - \$2.7600	Muenster 5#:	\$2.1925 - \$2.8200
Cheddar 40# Block:	\$1.9150 - \$2.4575	Process 5# Loaf:	\$1.6325 - \$2.1000
Monterey Jack 10#:	\$2.1675 - \$2.5150	Swiss 6-9# Cuts:	\$3.4250 - \$3.5275

**WEST - JAN. 25:** In the West, steady demand is present from retail cheese purchasers. Foodservice cheese sales are strengthening, and some Mozzarella cheese makers report increased demand in recent weeks and attribute these sales to increased pizza purchasing during the ongoing football playoffs. Export sales of cheese are strong; stakeholders say purchasers in Asia are buying loads of cheese at above current future prices to ship into Q2 of 2023. Cheese barrels and blocks are available for purchasing on the spot market. Contacts report cheese barrel inventories are larger than blocks. Cheese makers are using available milk to run strong production schedules. Some plant managers say labor shortages are hampering their ability to operate full schedules.

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

Cheddar 10# Cuts:	\$2.2950 - \$2.4950	Process 5# Loaf:	\$1.7575 - \$1.9125
Cheddar 40# Block:	\$2.0475 - \$2.5375	Swiss 6-9# Cuts:	\$2.7175 - \$4.1475
Monterey Jack 10#:	\$2.2825 - \$2.5575		

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

Variety	Date:	1/25	1/18	Variety	Date:	1/25	1/18
Cheddar Curd		\$2.04	\$2.13	Mild Cheddar		\$2.10	\$2.21
Young Gouda		\$1.44	\$1.56	Mozzarella		\$1.43	\$1.51

**FOREIGN -TYPE CHEESE - JAN. 25:** Foreign type cheese demand is mixed. While lower prices have prompted some increase in near-term retail and foodservice demand, as buyers restock, longer term deals are slower to develop. Buyers are more hesitant and willing to wait and see how the market develops. Consumers have been more cautious with their purchases following the holidays. Their buys have returned to a pattern of making calculated purchases to stretch food dollars, searching out store brands, discounts, and smaller packages. Foreign cheese inventories are sufficient to meet most buyer needs.

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

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.2775 - 3.7650
Gorgonzola:	\$3.6900 - 5.7400	\$2.7850 - 3.5025
Parmesan (Italy):	0	\$3.6650 - 5.7550
Romano (Cows Milk):	0	\$3.4675 - 5.6225
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 26

**NDM - CENTRAL:** Market tones are resolutely bearish. Activity was somewhat active, despite a large industry conference keeping early week trading quieter than normal. Condensed skim availability has held steady or grown since the late fall. Drying activity has followed suit. Inventory concerns have been voiced from contacts since the late summer/early fall of 2022. Markets are clearly seeing some of that pressure. That said, there are some potential bulls beginning to nudge their way into the market. Mexican milk availability is reportedly short; cheese producers and other NDM end users are expected to pick up their ordering pace.

domestic and international markets are contributing to current market sentiment. Spot loads of low/medium heat NDM are available as production continues to outpace demand. Low/medium heat NDM production is steady to higher, amid strong regional milk availability. Strong milk availability and lower prices are causing some plant managers to limit high heat NDM production and focus schedules on low/medium heat NDM.

**NDM - EAST:** Low/medium NDM prices shifted lower again this week. There is a lot of available NDM for regional buyers. Brokers say bidders have exited the market. Some end users say options are aplenty, as high protein powder blends and other alternatives are becoming more available and at decreasing price points week to week. High heat NDM prices shifted lower on quiet trading activity.

**NDM - WEST:** Markets have shown some bearishness in the West this week, as prices across the range and mostly price series continued to move lower. Stakeholders say lackluster sales to purchasers in both

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ad totals, in rare fashion, went unchanged from last week to this week. Organic ad totals slimmed by 55 percent from week three. One standard was clearly maintained, though; conventional ice cream in 48- to 64-ounce containers was the most advertised dairy retail item. However, another norm was tabled during week four, as half-gallon milk fell to number two on the organic aisle, behind gallon milk ad totals.

Conventional cheese ad totals decreased 3 percent. Cheese in 8-ounce shreds, conventional, was the most advertised cheese item, despite a decline of 8 percent in total ads. That item has an average price of \$2.76, compared to \$2.64 last week. Conventional cheese in two 2-blocks showed the largest growth in dairy ads from the previous week, moving up almost 150 percent. Organic cheese ads were not entered this week.

Conventional butter in 1-pound packages had an average price of \$4.37, 12 cents lower than last week. Ad totals for that same item decreased 21 percent week to week. Conventional and organic yogurt ad totals decreased 11 and 72 percent, respectively.

## RETAIL PRICES - CONVENTIONAL DAIRY - JANUARY 27

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	4.37	4.67	5.49	3.91	4.99	4.23	3.99
Cheese 8 oz block	2.72	2.48	3.35	2.27	2.34	2.39	1.79
Cheese 1# block	4.54	4.95	4.05	NA	NA	3.68	NA
Cheese 2# block	6.65	NA	7.60	6.75	6.44	6.34	6.34
Cheese 8 oz shred	2.76	2.67	3.42	2.30	2.33	2.53	2.24
Cheese 1# shred	3.87	4.58	3.54	NA	NA	3.98	NA
Cottage Cheese	2.35	2.59	2.10	1.99	NA	2.25	2.50
Cream Cheese	1.89	1.76	1.78	2.00	2.13	1.96	1.99
Flavored Milk ½ gallon	1.48	NA	NA	1.29	NA	1.54	NA
Flavored Milk gallon	3.12	NA	NA	4.39	3.49	2.53	NA
Ice Cream 48-64 oz	3.58	3.52	3.44	3.91	3.81	3.43	3.51
Milk ½ gallon	1.69	NA	1.29	1.68	1.45	1.70	1.29
Milk gallon	3.14	NA	3.26	2.97	3.21	2.48	NA
Sour Cream 16 oz	2.07	2.17	2.01	2.26	2.06	1.98	1.59
Yogurt (Greek) 4-6 oz	1.01	1.00	.97	1.03	1.18	.86	1.00
Yogurt (Greek) 32 oz	5.03	5.12	5.99	4.49	6.99	4.02	NA
Yogurt 4-6 oz	.60	.65	.49	.63	.75	.55	.48
Yogurt 32 oz	2.50	3.08	2.26	3.00	2.29	2.43	2.50

**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:	NA	Greek Yogurt 4-6 oz:	NA
Cheese 8 oz shred:	NA	Greek Yogurt 32 oz:	NA
Cottage Cheese 16 oz:	NA	UHT Milk 8 oz:	NA
Cream Cheese 8 oz:	\$4.99	Milk ½ gallon:	\$3.97
Yogurt 4-6 oz:	NA	Milk gallon:	\$5.99
Yogurt 32 oz:	\$3.86	Sour Cream 16 oz:	NA
		Ice Cream 48-64 oz:	NA

## WHOLESALE BUTTER MARKETS - JANUARY 25

**NATIONAL:** Cream is available for processing across the US. In the West, cream multiples moved higher at the lower end with volumes being sold flat to market. Butter makers are utilizing available cream to run busy schedules. Central contacts are catching up on their micro-fixing needs. In the East, butter makers say they are freezing bulk butter ahead of increased demand in the coming months. Spot butter availability is tighter, as butter that isn't being frozen is primarily being produced to meet contract needs.

**WEST:** Plentiful cream volumes remain readily available. Cream demand is steady to higher. Some contacts report purchasing enough cream supply to max out production and build more inventories at current prices. Cream multiples contracted on both sides of the range. Butter production continues to be strong with ample cream volumes available throughout the area. Tighter unsalted butter inventories compared to salted butter inventories remain and are working towards closer balance with demand. Although some contacts report good domestic and export spot load sale volumes, Q2, Q3, and Q4 contract sales are sluggish. Some market hesitancy is noted for Q2, Q3, and Q4 contract sales with the current spot load prices being offered.

**CENTRAL:** Cream availability, according to regional butter plant managers, remains somewhat steady with previous weeks. Cream handlers say end users are looking for deals in the mid 1.10s, but cream multiples continue to shift into the high 1.10s and low 1.20s, as well. Location is clearly playing a part in cream availability, as southern butter plant managers, or those closer to western sources, say cream is entirely abundant, whereas processors in the upper Midwest are reporting firming multiples. Butter demand is softer. Contacts say retail is holding up, while foodservice has been more noticeably subdued this year. Production and churning foci are now clearly on spring demand, in lieu of filling near term orders, which have quieted.

**NORTHEAST:** Cream is readily available in the Eastern region. Cream multiples are slowly increasing, while butter prices on industry cash exchanges have slightly decreased. Butter inventories have grown in recent weeks, with plant managers placing more of a production focus on upcoming spring demand. Some market contacts have reported that foodservice demand is slow, while retail demand is steady to increasing. Spot loads of butter are still harder to find in the East than in other regions.

## WEEKLY COLD STORAGE HOLDINGS

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

DATE	BUTTER	CHEESE
01/23/23	43,515	77,836
01/01/23	38,780	84,469
Change	4,735	-6,633
Percent Change	12	-8

## CME CASH PRICES - JANUARY 23 - 27, 2023

Visit [www.cheesereporter.com](http://www.cheesereporter.com) for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
<b>MONDAY</b> January 23	\$1.6700 (+9)	\$1.9900 (+15½)	\$2.2825 (-4)	\$1.1725 (-¼)	\$0.3275 (+¼)
<b>TUESDAY</b> January 24	\$1.6650 (-½)	\$1.9875 (-¼)	\$2.2675 (-1½)	\$1.1675 (-½)	\$0.3250 (-¼)
<b>WEDNESDAY</b> January 25	\$1.5725 (-9¼)	\$1.9175 (-7)	\$2.2675 (NC)	\$1.1650 (-¼)	\$0.3300 (+½)
<b>THURSDAY</b> January 26	\$1.5900 (+1¾)	\$1.9600 (+4¼)	\$2.2675 (NC)	\$1.1625 (-¼)	\$0.3125 (-1¾)
<b>FRIDAY</b> January 27	\$1.5525 (-3¾)	\$1.9600 (NC)	\$2.2725 (+½)	\$1.1525 (-1)	\$0.3275 (+1½)
<b>Week's AVG \$ Change</b>	<b>\$1.6100</b> <b>(-0.0481)</b>	<b>\$1.9630</b> <b>(-0.0061)</b>	<b>\$2.2715</b> <b>(-0.0866)</b>	<b>\$1.1640</b> <b>(-0.0379)</b>	<b>\$0.3245</b> <b>(-0.0055)</b>
<b>Last Week's AVG</b>	<b>\$1.6581</b>	<b>\$1.9569</b>	<b>\$2.3581</b>	<b>\$1.2019</b>	<b>\$0.3300</b>
<b>2022 AVG Same Week</b>	<b>\$1.7125</b>	<b>\$1.7610</b>	<b>\$2.6135</b>	<b>\$1.7945</b>	<b>\$0.8220</b>

## MARKET OPINION - CHEESE REPORTER

**Cheese Comment:** Two cars of blocks were sold Monday, the last at \$1.9900, which set the price. No blocks were sold Tuesday; the price declined on an uncovered offer of 1 car at \$1.9875. Two cars of blocks were sold Wednesday, the last at \$1.9175, which set the price. On Thursday, 1 car of blocks was sold at \$1.9600, which raised the price. Friday's block market activity was limited to an uncovered offer of 1 car at \$1.9700, which left the price unchanged at \$1.9600. The barrel price jumped Monday on a sale at \$1.6700, fell Tuesday on an uncovered offer at \$1.6650, dropped Wednesday on a sale at \$1.5725, rose Thursday on a sale at \$1.5900, then declined Friday on a sale at \$1.5525.

**Butter Comment:** The price fell Monday on a sale at \$2.2825, declined Tuesday on a sale at \$2.2675, then rose Friday on an unfilled bid at \$2.2725.

**Nonfat Dry Milk Comment:** The price fell Monday on an uncovered offer at \$1.1725, declined Tuesday on a sale at \$1.1675, dropped Wednesday on a sale at \$1.1650, declined Thursday on a sale at \$1.1625, and fell Friday on a sale at \$1.1525.

**Dry Whey Comment:** The price increased Monday on a sale at 32.75 cents, declined Tuesday on a sale at 32.50 cents, rose Wednesday on an unfilled bid at 33.0 cents, fell Thursday on a sale at 31.25 cents, then rose Friday on an unfilled bid at 32.75 cents.

## WHEY MARKETS - JANUARY 23 - 27, 2023

RELEASE DATE - JANUARY 26, 2023

<b>Animal Feed Whey—Central:</b> Milk Replacer:	.2600 (-3) – .3000 (-2)
<b>Buttermilk Powder:</b>	
Central & East:	1.1800 (NC) – 1.3000 (-5) West: 1.1800 (NC) – 1.3300 (-5)
Mostly:	1.2000 (-5) – 1.3000 (-5)
<b>Casein:</b> Rennet:	5.7400 (NC) – 6.2000 (NC) Acid: 6.5000 (NC) – 6.7500 (NC)
<b>Dry Whey—Central (Edible):</b>	
Nonhygroscopic:	.3200 (NC) – .4000 (-5) Mostly: .3400 (-½) – .3800 (-2)
<b>Dry Whey—West (Edible):</b>	
Nonhygroscopic:	.2800 (-2¾) – .5050 (-¼) Mostly: .3300 (-2) – .4800 (NC)
<b>Dry Whey—NorthEast:</b>	.3475 (-3) – .4750 (+¼)
<b>Lactose—Central and West:</b>	
Edible:	.2700 (-3) – .6000 (NC) Mostly: .3500 (-4) – .5400 (-½)
<b>Nonfat Dry Milk —Central &amp; East:</b>	
Low/Medium Heat:	1.1800 (-2) – 1.3000 (-3) Mostly: 1.2200 (-2) – 1.2400 (-6)
High Heat:	1.3300 (NC) – 1.4400 (-4)
<b>Nonfat Dry Milk —Western:</b>	
Low/Medium Heat:	1.1525 (-5¾) – 1.4575 (-1) Mostly: 1.2300 (-5) – 1.3300 (-5)
High Heat:	1.3400 (-4) – 1.4975 (-6)
<b>Whey Protein Concentrate—34% Protein:</b>	
Central & West:	1.2500 (-5) – 1.8500 (-5¼) Mostly: 1.4500 (-5) – 1.8000 (-5½)
<b>Whole Milk—National:</b>	2.1000 (-4) – 2.2800 (-4)

## HISTORICAL MILK PRICES - CLASS III

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	10.78	9.31	10.44	10.78	9.84	9.97	9.97	11.20	12.11	12.82	14.08	14.98
'10	14.50	14.28	12.78	12.92	13.38	13.62	13.74	15.18	16.26	16.94	15.44	13.83
'11	13.48	17.00	19.40	16.87	16.52	19.11	21.39	21.67	19.07	18.03	19.07	18.77
'12	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
'13	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
'14	<b>21.15</b>	<b>23.35</b>	<b>23.33</b>	24.31	22.57	21.36	21.60	<b>22.25</b>	<b>24.60</b>	<b>23.82</b>	21.94	17.82
'15	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
'16	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
'17	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
'18	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
'19	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	<b>19.37</b>
'20	17.05	17.00	16.25	13.07	12.14	21.04	<b>24.54</b>	19.77	16.43	21.61	<b>23.34</b>	15.72
'21	16.04	15.75	16.15	17.67	18.96	17.21	16.49	15.95	16.53	17.83	18.03	18.36
'22	20.38	20.91	22.45	<b>24.42</b>	<b>25.21</b>	<b>24.33</b>	22.52	20.10	19.82	21.81	21.01	20.50

## FDA Plans To Work With Congress On How To Regulate CBD In Foods

Silver Spring, MD—After “careful review,” the US Food and Drug Administration (FDA) has concluded that a new regulatory pathway for cannabidiol (CBD) is needed that balances individuals’ desire for access to CBD products with the regulatory oversight needed to manage risks, according to Janet Woodcock, M.D., principal FDA commissioner.

FDA looks forward to working with Congress to develop a cross-agency strategy for the regulation of these products to protect the public’s health and safety, Woodcock said.

On Thursday, FDA denied the requests in three citizen petitions, from the Consumer Healthcare Products Association (CHPA), the Council for Responsible Nutrition (CRN), and the Natural Products Association (NPA), that FDA issue a regulation that would allow CBD products to be marketed as dietary supplements. Such a regulation would be needed in order to provide a potential pathway for CBD products to be lawfully marketed as dietary supplements, FDA said.

The use of CBD raises various safety concerns, especially with long-term use, Woodcock said. Studies have shown the potential for harm to the liver, interactions

with certain medications and possible harm to the male reproductive system.

A new regulatory pathway would benefit consumers by providing safeguards and oversight to manage and minimize risks related to CBD products, Woodcock continued. Some risk management tools could include clear labels, prevention of contaminants, CBD content limits, and measures, such as minimum purchase age, to mitigate the risk of ingestion by children.

In addition, a new pathway could provide access and oversight for certain CBD-containing products for animals.

FDA’s existing foods and dietary supplement authorities provide only limited tools for managing many of the risks associated with cannabidiol products, Woodcock noted.

Under the law, any substance, including CBD, must meet specific safety standards to be lawfully marketed as a dietary supplement or food additive.

Steve Mister, CRN president and CEO, said FDA’s announcement is “yet another example of the agency shrinking from its critical public health role in hopes that Congress will make those decisions instead.”

## From Flow Plates to Feet

*Koss has you covered.*



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



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

[kossindustrial.com](http://kossindustrial.com) | Green Bay, WI



For more information, visit [www.kossindustrial.com](http://www.kossindustrial.com)