



CHEESE REPORTER

Vol. 148, No. 29 • January 5, 2024 • Madison, Wisconsin



FAO Dairy Price Index Declined 16.0% In 2023; Food Index Fell 10%

Dairy Price Index Averaged 118.8 In 2023, Down 16.6% From 2022, Due To Lackluster Demand

Rome, Italy—The UN Food and Agriculture Organization's (FAO) Dairy Price Index averaged 116.1 points in December, up 1.9 points (1.6 percent) from November but down 22.1 points (16.0 percent) below December 2022, the FAO reported today.

In 2023 as a whole, the FAO Dairy Price Index averaged 118.8 points, down 23.6 points (16.6 percent) from 2022's record-high average, underpinned by lackluster import demand, especially for spot supplies, amid ample stocks in importing countries, reflecting price declines across all dairy products, the FAO noted.

The FAO Dairy Price Index is computed using eight price quotations for four dairy products — cheese, butter, skim milk powder and whole milk powder — from two representative markets (Europe and Oceania). Within each dairy product, prices are weighted by the trade shares of their respective markets, while the dairy products are weighted

by their average export shares for 2014-16.

The December increase in the Dairy Price Index — the third straight after the Index bottomed out at 108.9 in September — was led by higher price quotations for butter, whole milk powder, and cheese. As for butter and cheese, international prices rose, principally underpinned by strong internal sales in Western Europe ahead of the holiday season in contrast with a continued supply tightness in the market, despite the region's milk deliveries rising seasonally, the FAO explained.

In addition, increased import demand from the Near East also supported cheese price quotations, the FAO added.

Meanwhile, strong global import demand led international whole milk powder prices to rise, while markets in Europe remained largely inactive due to holidays.

By contrast, skim milk powder prices fell slightly in December due to limited demand.

The overall FAO Food Price Index stood at 118.5 points in December, down 1.8 points (1.5 percent) from November, as declines in the price indices for sugar, meat and vegetable oils more than offset increases in dairy products and cereals.

In December, the Food Price Index stood 13.3 points (10.1 percent) below its level in December 2022.

For 2023 as a whole, the Food Price Index averaged 124.0 points, 19.7 points (13.7 percent) lower than the average value in 2022.

The FAO Food Price Index is a measure of the monthly change in international prices of a basket of food commodities. It consists of the average of five commodity group price indices weighted by the average export shares of each of the groups over 2014-16.

Among the other components in the Food Price Index, in December, the Meat Price Index averaged 110.4 points, the Vegetable Oil Price Index averaged 122.4 points, the Sugar Price Index averaged 134.6 points, and the Cereal Price Index averaged 122.8 points.

Global Dairy Trade Price Index Posts Third Straight Increase; Product Prices Mixed

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction increased 1.2 percent from the previous auction, held two weeks ago.

That was the third consecutive increase in the GDT price index, which hasn't declined since the first auction in November (the price index was unchanged in November's second auction).

In this this auction, which featured 152 participating bidders and 115 winning bidders, prices were higher for whole milk powder, butter and anhydrous milkfat; lower for Cheddar cheese, skim milk powder, lactose and buttermilk powder; and unchanged for Mozzarella cheese.

Results from this week's commodity auction, with comparisons to the previous auction, were:

Cheddar cheese: The average winning price was \$4,165 per metric ton (\$1.89 per pound), down 2.4 percent. Average winning prices were: Contract 1 (February), \$4,220 per ton, down 1.5 percent; Contract 2 (March), \$4,073 per ton, down 5.1 percent; Contract 3 (April), \$4,180 per ton, down 1.6 percent; Contract 4 (May), \$4,205 per ton, down 1.1 percent; Con-

• See **GDT Index Rises**, p. 5

Danone To Sell Horizon Organic, Wallaby Yogurt To Investment Firm

Los Angeles, CA, and Paris, France—Danone on Tuesday announced that it has signed an agreement to sell its US organic dairy activity, including Horizon Organic and Wallaby Yogurt, to Platinum Equity, a US-based investment firm.

The sale is part of Danone's portfolio review and asset rotation program the company announced in March 2022, as part of its Renew Danone strategy.

In 2022, the US premium organic dairy activity, comprised of the Horizon Organic and Wallaby businesses, represented approximately 3 percent of Danone's global revenues.

• See **Danone To Sell**, p. 7

FDA Seeks Input On How It Develops, Implements Guidance Documents

Rockville, MD—The US Food and Drug Administration (FDA) this week announced the availability of a draft document entitled "Food and Drug Administration's Draft Report and Plan on Best Practices for Guidance," and requested comments on that document.

The draft report responds to the Consolidated Appropriations Act of 2023, which directs FDA to issue a report identifying best practices for the efficient prioritization, development, issuance, and use of guidance documents and a plan for implementation of such best practices.

Since 2011, when FDA issued its "Food and Drug Administration Report on Good Guidance Practices Improving Efficiency and Transparency," FDA has

made "significant strides" to modernize and enhance its best practices for the efficient initiation, prioritization, development, review, clearance, and issuance of its guidance documents, the new draft report noted.

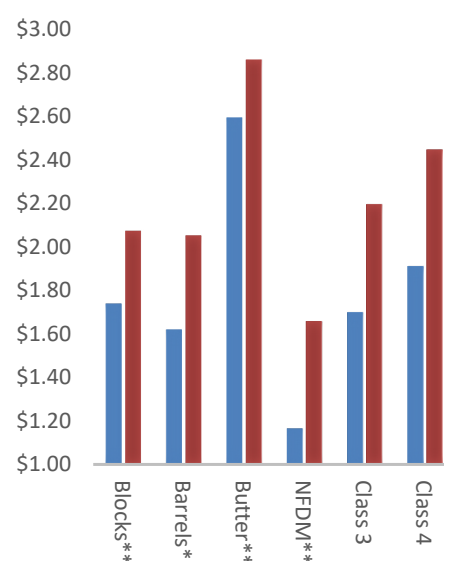
As a result of these and other agency improvement efforts, FDA has increased the number of guidance documents it publishes annually, the report continued.

The 2011 report noted that FDA published 103 Level 1 guidance documents in 2010, and that FDA, between 2005 and 2010, annually published between 89 and 121 (average 101 per year) guidance documents with an accompanying Notice of Availability (NOA).

• See **FDA Guidance**, p. 9

Yearly Avg Prices - 2023 vs 2022

Average CME Prices**
Class 3 and Class 4 Milk Price x 10





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. ©2024

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

DICK GROVES
Publisher/Editor

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

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

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

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

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

Cheese Reporter is the official publication of the following associations:

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

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

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

Eastern Wisconsin Cheesemakers' and Buttermakers' Association
Barb Henning, Henning's Cheese
21812 Ucker Road, Kiel, WI 53042
International Dairy-Deli-Bakery Association
8317 Elderberry Road, Madison, WI 53717

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

Nebraska Cheese Association
Ed Price, Fremont, NE 68025

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

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

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

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

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

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

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

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

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

EDITORIAL COMMENT



DICK GROVES

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

Reviewing 2023 Price Volatility And Previewing 2024 Volatility

It goes without saying that price volatility is here to stay in the dairy business. It was certainly here in 2023, and it most certainly will be here again in 2024, and every year beyond that.

To briefly review a few aspects of price volatility in 2023, we start with the fact that last year was another year in which the CME spot (cash) market price for 40-pound blocks topped \$2.00 per pound at some point.

It's worth remembering that the block price doesn't always top that \$2.00 mark; recent years in which the block price peaked below \$2.00 include 2021, and every year from 2015 through 2018.

Last year, the CME block price topped \$2.00 per pound at three different points: in January, when blocks topped out at \$2.1975 a pound; in March, when blocks reached \$2.1000 a pound; and in August, when blocks reached \$2.0275 a pound.

At the other extreme, blocks dropped below \$1.50 a pound in May (hitting \$1.4700), June (hitting \$1.3100), and December (hitting \$1.3900).

So the "spread" between the low and high block prices in 2023 was 88.75 cents. Also in 2023, the monthly block average ranged from a low of \$1.4039 per pound in June to a high of \$2.0024 a pound in January, a range of just under 60 cents.

In other recent years in which the block price topped \$2.00, the range from the block price low and high was 68.25 cents in 2022, 86.75 cents in 2019, and 95.5 cents in 2014 (this doesn't include 2020, when pandemic-related volatility caused an unprecedented swing in the block price from \$1.00 to \$3.00 per pound).

In years in which the block price didn't reach \$2.00, the range from the low to the high price was 52.25 cents in 2021, 41.75 cents in 2018, 49.0 cents

in 2017, 67.25 cents in 2016 and 40.0 cents in 2015.

From these price statistics, we can conclude that block prices tend to be more volatile when they reach and exceed \$2.00 a pound.

And the relatively simple reason why blocks are less volatile when they remain below \$2.00 a pound is because there is a sort of natural "bottom" to the block market.

That is, in the five most recent years in which blocks failed to top \$2.00 a pound, the block price only bottomed out below \$1.30 a pound once (in 2016, at \$1.2700 a pound), below \$1.40 a pound twice (in 2017, at \$1.3600 a pound, and in 2017, at \$1.3300 a pound), at exactly \$1.40 a pound once (in 2015), and at \$1.4575 once (in 2021).

By contrast, when blocks reach \$2.00, they don't stop there, reaching \$2.3975 a pound in 2022, \$2.2375 a pound in 2019 and \$2.4500 a pound in 2014. But in two of those years, blocks bottomed out under \$1.50, making for some extreme volatility.

Meanwhile, the CME spot market price for 500-pound barrels never did make it to \$2.00 a pound last year, not even when blocks topped that level. In 2023, the barrel price ranged from a low of \$1.3225 on July 3 to a high of \$1.9625 in late March, a range of 64 cents.

Interestingly, the block price in 2023 averaged almost 12 cents higher than did the barrel price (\$1.7395 vs. \$1.6205), after averaging less than three cents higher in 2022 (\$2.0737 vs. \$2.0525).

Last year marked a return to the recent wide spread between annual block and barrel price averages (more than 10 cents in 2021 and 2018, almost nine cents in 2019, almost eight cents in 2017). And that's one reason why one of the 21 proposals being considered at the ongoing national federal order hearing

the block market started off the new year under \$1.50 a pound, something that doesn't happen all that often.

In fact, going back to 2014, it's only happened once, in 2019.

would eliminate the barrel price series from the protein price formula.

When it comes to price volatility in 2023, it's hard to beat butter. Last year, the CME spot butter price ranged from a low of \$2.2675 a pound in January to an astonishing high of \$3.5025 a pound on Oct. 6, a range of \$1.2350 a pound. And, also somewhat astonishingly, monthly butter prices ranged from \$2.3553 a pound in January to \$3.3814 a pound in October, a range of \$1.03 a pound.

With this background in mind, how volatile might cheese and butter (and therefore milk) prices be in 2024? Just focusing on Cheddar blocks, we note that the block market started off the new year under \$1.50 a pound, something that doesn't happen all that often.

In fact, going back to 2014, it's only happened once, in 2019. And blocks ended up reaching \$2.2375 in September of that year.

Interestingly, US milk production was relatively weak in 2019, rising just 0.3 percent for the year, with a 0.1-percent decline in the second quarter. Milk production was also relatively weak during 2023, particularly during the second half of the year, with milk output down 0.6 percent in the third quarter and then down 0.7 percent and 0.6 percent in October and November, respectively.

Meanwhile, the CME spot butter price started off 2024 above \$2.60 a pound. That's the highest level ever for the butter price at the beginning of a year, although butter also started off 2022, 2019, 2018, 2017 and 2016 above \$2.00 a pound.

From all of these price statistics, we can safely reach two conclusions: dairy product prices in 2024 will be extremely volatile, and they will also be highly unpredictable.

Bipartisan House Bill Aims To Modernize Animal Feed Regulations

Washington—Bipartisan legislation introduced in the US House last month would establish a new pathway at the US Food and Drug Administration (FDA) for novel feed additives to increase livestock efficiency and production.

The Innovative Feed Enhancement and Economic Development Act of 2023 (Innovative FEED Act) was introduced by US Reps. Greg Pence (R-IN), Jim Baird (R-IN), Kim Schrier (D-WA) and Angie Craig (D-MN).

A bipartisan group of US senators had introduced the Innovative FEED Act in that chamber in June of last year.

According to its House sponsors, the Innovative FEED Act deregulates animal feed additives and spurs innovation by:

- Creating a new category of animal feeds called “zootechnical animal food substances” and defining them as substances that only act within the GI tract of the animal to lower food pathogens, reduce byproducts for animals, or affect its gut microbiome.

- Making it clear that zootechnical animal food substances would be regulated within FDA’s existing food additive petition process for market approval, saving innovators time and money.

- Providing farmers with more voluntary tools to help nourish their animals and support farmers’ profitability.

- Leveling the playing field for US farmers and innovators.

The Innovative FEED Act is supported by, among others, the National Milk Producers Federation (NMPF) the National Association of State Departments of Agriculture (NASDA), Indiana Dairy Producers, American Feed Industry Association, National Grain and Feed Association, US Poultry and Egg Association, National Council of Farmer Cooperatives, and Agricultural Retailers Association.

“This important measure would improve the Food and Drug Administration’s framework for approving animal feed ingredients. US dairy farmers often choose to use safe and effective feed additives on a voluntary basis as they further their global leadership as agricultural innovators,” said Jim Mulhern, who retired at the end of 2023 as NMPF’s president and CEO.

“This bipartisan effort will boost them even further, and we look forward to working with the bill’s sponsors to enact it into law,” Mulhern added.

“This bill cuts regulatory red tape by creating an improved framework for the Food and Drug

Administration to review and approve animal feed additives. It is important to get these tools to market quickly, to help dairy producers continue their voluntary efforts to innovate and compete in a sustainable way,” said Steve Obert, executive director of Indiana Dairy Producers.

“This bill will modernize the animal feed regulatory structure by reducing burdensome red tape while allowing producers to compete better in the global marketplace,” said Chuck Conner, president and CEO of the National Council of Farmer Cooperatives. “Simply put, this bill is incentivizing innovation while also giving producers new tools in a voluntary manner.”

“The legislation will be the spark needed to drive nutri-

tional innovation in the US that improves animal health and production while addressing public health challenges,” said Constance Cullman, president and CEO of the American Feed Industry Association. “We need this modernized regulatory oversight instead of the current policy of overregulation.

“Congress should enact this legislation without delay to put these tools in producers’ hands and allow them to remain competitive with our global counterparts whose regulatory systems have evolved with the times,” Cullman continued.

The Innovative FEED Act is needed to modernize the regulatory system so innovative feed ingredients, already safely used in dozens of other countries, can be available to US producers, according to the National Grain and Feed Association (NGFA). These ingredients have novel benefits

that make a positive impact on the food production system.

The legislation would provide food manufacturers with a pathway to make truthful, non-misleading production and well-being claims for animal foods that have been substantiated to provide such benefits more efficiently, the NGFA added.

“NASDA supports the approach of the Innovative FEED Act to promote voluntary innovation and adoption of tools that producers can use to increase the efficiency of their livestock operations,” said Ted McKinney, NASDA’s CEO.

“This bipartisan legislation is important and timely to ensure that both producers, regulators, and the feed industry can work together to increase efficiency and innovation in a competitive market in a way that is safe for animals, producers, and consumers,” McKinney added.

BETTER EQUIPMENT. BETTER RESULTS.

APT’S ADVANCED CHEESEMAKING EQUIPMENT

From conceptual designs to engineered solutions, collaborate with our team to build customized equipment that keeps your plant running efficiently.

Our systems are proven to increase yields, ensure greater product quality and deliver higher profits. We design for your plant’s specific needs, focusing on performance, reliability, service and support.



Advanced Cheese Vat (ACV)

APT’s advanced cheese vat design maximizes cheese yields and production efficiencies throughout your cheesemaking process. Offering capacities from R&D vats up to 70K, our ACVs include several patented features.

Advanced Dosing System (ADS)

Accurately measure and deliver liquids with critical specifications for recipe integrity. Control single or multiple ingredients without the use of expensive, high maintenance metering pumps. all ADS units are Clean-in-Place.



APT
ADVANCED PROCESS TECHNOLOGIES, INC.

877-230-5060

apt-inc.com

*Results
that matter!*

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



US Sheep Cheeses Ever-Poised for Growth

JOHN UMHOEFER

Executive Director

Wisconsin Cheese Makers Association

608-286-1001

jumhoefer@wischeesemakers.org

The fuse poised to ignite the US sheep cheese industry continues its slow burn. A cheese category that has seen US retail sales rise 14 percent in the past year remains dominated by imports, while quality domestic sheep cheeses strain to find mass appeal.

The quality is there: Sheep milk cheeses from the US fared well against European competitors in the 2022 World Championship Cheese Contest, taking 11 of 24 medals in eight sheep milk cheese classes – and tying with Europe for gold medals. US medalists included farmsteads and cheese makers in California, New York, Missouri, Tennessee, and Wisconsin.

And variety as well: Europeans prize the aged Pyrenees-style hard cheeses and cured Manchegos, original American styles and soft, spreadable cheeses dominate in the US and sheep Ricotta and Feta are in demand worldwide.

The US industry is passionate group of farmers and makers, says Karen Nielsen, who leads the Sheep Dairy Association of Wisconsin. The challenge, she believes, is on the demand side. “People are excited by sheep milk cheese when they try it, and we need to transfer that interest to demand,” Nielsen says. “The questions is: How do we make these great US sheep dairy products break through?”

Speaking with multiple farms and makers, WCMA found repeated themes of an industry too small to develop mass production, effective marketing campaigns and economies of scale. One positive development is a shift from inadequate sheep milk supplies to a small surplus, at least in Wisconsin.

The success of the now 800-ewe farm in southern Wisconsin – Ms. J and Company – has

added a ready supply of high-component milk from the Spanish Assaf breed, developed by partners Mariana Marques de Almeida, Jeff Wideman and Shirley Knox. Mariana, leader at the farm, notes that her ability to lift milk production is capped only by demand. The farm produced 544,000 pounds of milk onsite in 2022 and more than 700,000 pounds in 2023. Two freezers onsite can hold up to 40,000 pounds of milk in bulk bags.

“I always think sheep cheeses should be due for an explosion – especially given the quality and variety of products out there,” says Bob Wills, owner of Cedar Grove Cheese. “But sheep cheese requires a lot of education and consumer sampling.”

Wills notes that the value-added price for sheep cheeses can be a barrier to sales. Milk moves at more than \$100/cwt., tempered by cheese yields 50 percent higher than cow’s milk. Low overall milk volumes mean farm milk pickup costs are high, he adds, and small-vat production lacks efficiency.

A 2021 market research study funded by Dairy Business Innovation Alliance and executed by Mintel Consultants found that more than half of consumers (54 percent) who purchase sheep milk cheeses are willing to pay more for sheep milk cheese than cow’s milk cheeses. This survey of sheep (and goat) milk cheese buyers found that about 33 percent purchase sheep milk cheese at least once per week and another third buy once per month.

Globally, sheep produce about 23 billion pounds of milk. The US industry is a fraction of this supply, with less than 200 dairy sheep farms mainly concentrated in New York, Vermont, Wisconsin and California. In 2012, University of Wisconsin professor Dave Thomas estimated US sheep milk

production at 9.4 million pounds, yielding the potential for 1.5 to 2 million pounds of sheep milk cheeses. In 2010, UW Extension estimated Wisconsin sheep milk production at 1.0 million pounds.

Old data, yet Wisconsin has about the same number of sheep dairies – just 13 – as it did a decade ago. Amy Forgues, owner and cheese maker at Hidden Springs Creamery near Westby, WI, reports that America is the world’s top importer of sheep milk cheese. American cheesemakers make only 1 percent of the sheep milk cheese consumed in the nation. “How can we capture that – capture more market share?” she asks.

Hidden Springs founder Brenda Jensen sold the western Wisconsin sheep farm and cheese plant to Amy and Travis Forgues in April 2023, and the couple, former leaders at Organic Valley Cooperative, are pleased with the opportunity. Hidden Springs has a flock of French Lacaune sheep, with weekday cheesemaking at the creamery and weekend milk sales to Hook’s Cheese. The new owners have increased herd size to 600-700 breeding aged animals and about 300 milking at a time, year around.

Ocooch Reserve, an aged hard sheep cheese produced at Hidden Springs, earned a gold medal at the 2022 World Championship Cheese Contest. And in the spring of 2023, the creamery won three first place awards at the American Cheese Society Contest for their Farmstead Feta, Ocooch Mountain and Wischago varieties.

A double gold medalist in the 2023 US Championship Cheese Contest with its sheep milk Feta and hard Sweet Annie cheese, Landmark Creamery in Paoli, WI, is preparing for its next move. Anna Landmark and her business partner Anna Thomas Bates will be moving cheese production in 2024 from co-packing at Cedar Grove Cheese in Plain, WI, to a production location to be announced soon.

This small manufacturer has enough demand to build inventory. The challenge, Anna Landmark notes, will be meeting capital and equipment needs at the new location.

A niche market that has brought success to makers ranging from Old Chatham Creamery in New York to Carr Valley Cheese in Wisconsin and Bellwether Farms in California, sheep cheese remains a passion-driven industry. Mariana at Ms. J and Company is eager to see the industry advance.

“If we want this industry to thrive and produce American-made sheep cheeses to compete in the marketplace,” she states, “we need to build a community that can economically thrive producing sheep milk, and sheep milk cheeses, just like the cow dairy industry.” *JU*

FROM OUR ARCHIVES

50 YEARS AGO

Jan. 4, 1974: Washington—In coordination with the Cost of Living Council, USDA has requested and President Nixon signed a proclamation to temporarily increase import quotas for Cheddar cheese on an emergency basis. The action will increase Cheddar imports by 100 million pounds by March 31, 1974.

St. Paul, MN—Minnesota consumers will have a new tool to guard against food budget wastage with state regulations requiring open dating of certain perishable foods, including fluid milk. Processors must print the quality assurance date on food products that are perishable in 90 days or less.

25 YEARS AGO

Jan. 8, 1999: New York—The Besnier Group and J.R. Simplot Co. signed a letter of intent whereby Besnier will acquire Simplot Dairy Products, a cheese producer with operations in Idaho, Wisconsin and Washington state. Based in France, Besnier is the largest dairy company in the EU.

Milbank, SD—Construction of a \$3.5 million Midwest Dairy Institute here has been put on hold. Local residents want to enforce a recently passed law that bans barns of more than 500 animals less than one mile from a shallow aquifer.

10 YEARS AGO

Jan. 3, 2013: Washington—In response to requests from numerous food and dairy organizations, the FDA has extended its comment period on its tentative determination that partially hydrogenated oils (PHOs) are not generally recognized as safe for any food use and therefore subject to regulation as food additives. If finalized, food manufacturers would no longer be permitted to sell PHOs, either directly or as ingredients in other food products.

Chicago—Yogurt has not only conquered increasing real estate at retail, in refrigerators and in lunch bags; it’s now a double-digit growth category for many foodservice operations, including universities, hospitals, and recreation.

FIBERGLASS SOLUTIONS LLC

995 Waube Lane Green Bay, WI 54304
920.468.6261

Ben@fiberglassolutions.us
www.fiberglassolutions.us

Innovative Fiberglass Solutions for the Cheese Industry

- Brine Systems & Design
- Fiberglass Tanks
- Sanitary Walls & Ceiling Systems
- Spray Systems
- Brine Tank Ladders & Covers
- Refurbish & Repairs
- Solutions through Fiberglass

For more information, visit www.fiberglassolutions.us

USDA Seeking Nominations For Ag Trade Committees

Washington—The US Department of Agriculture (USDA) is soliciting nominations for the Agricultural Policy Advisory Committee (APAC) and the related Agricultural Technical Advisory Committees (ATACs) for Trade.

These committees provide detailed policy and technical advice, information, and recommendations regarding trade barriers, negotiation of trade agreements, and implementation of existing trade agreements affecting food and agricultural products, including the performance of other advisory functions relevant to US agricultural trade policy matters.

The APAC has the following responsibilities:

- The committee will advise, consult with, and make recommendations to the secretary of agriculture and US Trade Representative concerning the trade policy of the US and the matters arising in the administration of such policy;

- The committee will provide information and advice regarding the following: negotiating objectives and bargaining positions of the US before the US enters into trade agreements, the operation of any trade agreement once entered into, and matters arising in connection with the administration of the trade policy of the US; and

- The Committee will furnish such other advisory opinions and reports as the secretary of agriculture and US Trade Representative deem necessary.

The ATACs have similar responsibilities. There are six ATACs, including one for trade in animals and animal products and one for trade in processed foods.

Committees meet as needed, and committee meetings are typically held in Washington, DC, or by telephone or video conference.

Nominations for APAC and ATAC membership are open to individuals representing US entities with an interest in agricultural trade. Members should have expertise and knowledge of agricultural trade as it relates to policy and commodity-specific issues. Appointments are made of individuals only and are not transferable. No person, company, farm organization, trade association, or other entity has a right to membership on a committee.

Nominations for membership on the APAC and six ATACs are being accepted until Jan. 31, 2024, for the July 2024-2028 term. For more information, visit www.fas.usda.gov/atacs.

GDT Index Rises

(Continued from p. 1)

tract 5 (June), \$4,250 per ton, up 0.2 percent; and Contract 6 (July), \$4,130 per ton, down 2.6 percent.

GDT Cheddar prices ranged from a high of \$5,086 per ton (\$2.31 per pound) in February's second auction to a low of \$3,637 per ton (\$1.65 per pound) in November's second auction.

Mozzarella cheese: The average winning price was \$3,960 per ton (\$1.80 per pound), unchanged. That was for Contract 2.

Mozzarella cheese made its debut on the GDT commodity auction in the first December 2023 auction; the average winning price in that auction was \$4,005 per ton (\$1.82 per pound). The price declined to \$3,960 per ton in December's second auction.

Skim milk powder: The average winning price was \$2,613 per ton (\$1.19 per pound), down 0.9 percent. Average winning prices were: Contract 1, \$2,600 per ton, down 0.4 percent; Contract 2, \$2,600 per ton, down 0.2 percent; Contract 3, \$2,613 per ton, down 1.3 percent; Contract 4, \$2,638 per ton, down 3.0 percent; and Contract 5, \$2,689 per ton, down 2.7 percent.

During 2023, GDT skim milk powder prices ranged from a high of \$2,842 per ton (\$1.29 per pound) in January's second auction to a low of \$2,286 per ton (\$1.04 per pound) in September's first auction.

Also, during the fourth quarter of 2023, New Zealand's Fonterra began offering skim milk powder, Contract Period 2, on GDT Pulse, which is intended to provide interim price discovery for core commodity products between the GDT Events commodity auctions.

During those GDT Pulse sessions, skim milk powder prices ranged from a high of \$2,600 per ton (\$1.18 per pound) in the first October Pulse auction to a low of \$2,480 per ton (\$1.12 per pound) in October's third Pulse auction.

Whole milk powder: The average winning price was \$3,290 per ton (\$1.49 per pound), up 2.5 percent. Average winning prices were: Contract 1, \$3,262 per ton, up 1.2 percent; Contract 2, \$3,280 per ton, up 2.8 percent; Contract 3, \$3,312 per ton, up 3.1 percent; Contract 4, \$3,372 per ton, up 3.2 percent; and Contract 5, \$3,344 per ton, up 2.0 percent.

GDT whole milk powder prices ranged from a high of \$3,329 per ton (\$1.51 per pound) in February's first auction to a low of \$2,548 per ton (\$1.16 per pound) in August's second auction.

Also during 2023, whole milk powder prices on GDT Pulse ranged from a high of \$3,303 per ton (\$1.50 per pound) during the third January Pulse auction to a low of \$2,450 per ton (\$1.11 per pound) during the second and third August auctions.

Butter: The average price was \$5,514 per ton (\$2.50 per pound), up 2.1 percent. Average winning prices were: Contract 1, \$5,895 per ton, up 3.6 percent; Contract 2, \$5,437 per ton, up 1.7 percent; Contract 3, \$5,500 per ton, up 2.4 percent; Contract 4, \$5,585 per ton, up 1.9 percent; and Contract 5, \$5,600 per ton, up 2.8 percent.

During 2023, GDT butter prices ranged from a high of \$5,458 per ton (\$2.48 per pound) in December's second auction to a low of \$4,539 per ton (\$2.06 per pound) in August's second auction.

Anhydrous milkfat: The average winning price was \$5,595 per ton (\$2.54 per pound), up 0.2

percent. Average winning prices were: Contract 1, \$5,631 per ton, up 0.9 percent; Contract 2, \$5,565 per ton, down 0.5 percent; Contract 3, \$5,573 per ton, down 0.2 percent; Contract 4, \$5,610 per ton, up 0.8 percent; and Contract 5, \$5,654 per ton, up 1.0 percent.

During 2023, GDT anhydrous milkfat prices ranged from a high of \$5,595 per ton (\$2.54 per pound) in December's second auction to a low of \$4,452 per ton (\$2.02 per pound) in August's second auction.

Lactose: The average winning price was \$753 per ton (34.1 cent per pound), down 5.0 percent. That was for Contract 2.

During 2023, GDT lactose prices ranged from a high of \$1,112 per ton (50.4 cents per pound) in March's first auction to a low of \$594 per ton (26.9 cents per pound) in October's first auction.

Buttermilk powder: The average winning price was \$2,384 per ton (\$1.08 per pound), down 0.1 percent. Average winning prices were: Contract 1, \$2,415 per ton, up 0.8 percent; Contract 2, \$2,377 per ton, down 0.1 percent; Contract 3, \$2,400 per ton, up 0.2 percent; Contract 4, \$2,390 per ton, down 0.2 percent; and Contract 5, \$2,375 per ton, down 1.2 percent.

During 2023, GDT buttermilk powder prices ranged from a high of \$2,633 per ton (\$1.19 per pound) in February's first auction to a low of \$2,189 per ton (99.3 cents per pound) in July's first auction.

GlobalDairyTrade Holdings Limited is owned and managed as a strategic partnership between the European Energy Exchange, Fonterra Cooperative Group, and New Zealand's Exchange (NZX), with equal one-third shareholdings.



INFUZE Flavors with Adjuncts

INFUZE is a multiple strain adjunct providing complex blends and depth of flavors you can't get from just regular adjuncts.

For over 50 years, Vivolac Cultures Corp. has brought innovation to the dairy industry with its award-winning adjuncts.



Vivolac Cultures Corp.

1-800-VIVOLAC
innovation@vivolac.com
www.vivolac.com

- Expert onsite technical support
- DVS or bulk starter cultures and media
- Industry leading bio-protection cultures
- Flavor and texture adjuncts for award-winning cheeses
- Custom blending culture options available

Proudly made
in the
United States



For more information, visit www.vivolac.com

Swiss Firm Gets Funding To Convert Carbon Dioxide Into Whey Protein

Basel, Switzerland—FGen AG, a subsidiary of Ginkgo Bioworks, has been awarded funding through the European Innovation Council's (EIC) Pathfinder Challenge program.

This is part of an international research consortium that aims to develop a new approach to milk protein production using only carbon dioxide and electricity.

The consortium, led by Finnish food tech company Solar Foods, and also including researchers from the University of Groningen and RWTH Aachen University, was selected from more than 440 proposing teams for their four-year, 5.5-million-euro "high-risk/high-reward" project named HYDROCOW.

The HYDROCOW team will work to genetically engineer hydrogen oxidizing bacteria (HOB) to convert carbon from carbon dioxide gas and nitrogen from N₂ into beta-lactoglobulin, a major whey protein found in cow's milk. Beta-lactoglobulin is used in food applications such as infant formula, protein supplements, and baked goods.

Microbial systems that can produce valuable food ingredients and other products directly from CO₂ will be critical for sustainable bioproduction of foods, medicines, and chemicals, according to Ginkgo Bioworks.

Engineered microbes capable of producing beta-lactoglobulin will undergo ultra-high throughput testing at FGen, leveraging its cutting-edge platform that makes it possible to rapidly search through up to 1 million HOB variants in a single run. The highest performing

HOB strains identified by FGen will then be validated by Solar Foods under autotrophic growth conditions in an industrially-relevant bioproduction environment.

"HYDROCOW could lead to the creation of truly groundbreaking technology for the food industry," commented Dr. Arttu Luukanen, SVP at Solar Foods and the coordinator of the project.

The HYDROCOW mission is inspired by Solar Foods' proprietary microbe that feeds on carbon dioxide and hydrogen to grow a high-protein food ingredient called Solein®.

Solein, protein out of thin air, is not a plant nor an animal. It originates from a natural, non-modified, single-cell organism, Solar Foods explained.

If successful, the HYDROCOW project will enable novel nutrition-focused bioproduction methods that are not reliant on photosynthesis and conventional agriculture, instead converting atmospheric carbon directly into whey proteins, while saving time, energy, and land associated with current practices in the process, according to Ginkgo Bioworks.

Ginkgo Bioworks is a horizontal platform for cell programming, providing end-to-end services that aim to solve challenges for organizations across diverse markets, including food and agriculture.

For more information, visit www.ginkgobioworks.com.

Solar Foods, founded in Finland in 2017, produces protein using carbon dioxide and electricity. For more information, visit www.solarfoods.com.

FDA To Exercise Enforcement Discretion On D-Tagatose Labeling

College Park, MD—The US Food and Drug Administration (FDA) recently issued a supplemental response regarding the percent Daily Value (%DV) declaration for added sugars for products containing D-tagatose.

D-tagatose must be declared as an added sugar on the Nutrition Facts label, but it contains fewer calories than sucrose, or table sugar, FDA noted.

FDA's original response to a citizen petition dated Apr. 18, 2018, from Bonumose, Inc., indicated that the agency wouldn't object to the use of 1.5 calories per gram for D-tagatose when determining "Calories" on the Nutrition Facts label.

FDA's supplemental response states that it intends to exercise enforcement discretion if the added sugars percent of the Daily Value declaration on the Nutrition Facts label for products containing D-tagatose is adjusted based on a calorie contribution of 1.5 calories per gram of the sweetener, rather than the four calories that is the basis for the value in the regulations, pending future rulemaking.

The FDA has determined that it is premature to finalize an overarching strategy for calculating the percent of the Daily Value on the Nutrition Facts label for all sugars such as D-tagatose because many sugars metabolized differently than traditional sugars are in the early stages of development, and the agency said it has limited information at this time regarding the range or uniformity of the cal-

orie values for these other sugars.

In its 2018 petition, Bonumose requested that FDA exempt D-tagatose from its classification as an added sugar on the Nutrition Facts panel on foods and beverages and amend the regulation to include a voluntary labeling of D-tagatose, similar to that which is provided for sugar alcohols.

Information supporting its petition was summarized by Bonumose by the following points:

- D-tagatose does not increase risk for chronic disease. Instead, it is associated with a number of positive health outcomes.

- Inconsistent methodology has been used to define "added sugars" and regulate their labeling.

- Classification of D-tagatose as an added sugar conflicts with FDA rationale regarding the purpose of mandatory added sugar labeling.

- Classification of D-tagatose as an added sugar is misrepresentative because there is no evidence supporting a link between D-tagatose and chronic disease.

It also results in an inaccurate label that could confuse consumers.

- Classification of D-tagatose as an added sugar contradicts the spirit of recognized health claims.

D-tagatose is a monosaccharide that provides a sweet taste and can be used to replace more commonly used sugars such as sucrose and high fructose corn syrup (HFCS) for a variety of food applications, Bonumose noted in its petition.

In addition to its use as a sweetener, D-tagatose can also be used in foods as a humectant, texturizer or stabilizer.

Uses of D-tagatose in foods and beverages were recognized as generally recognized as safe (GRAS) by FDA in 2001 and in 2011.

NELSON JAMESON
FOUNDATION

Established in 2023, the Nelson-Jameson Foundation is focused on supporting organizations that enhance Nelson-Jameson's core value as a Golden Rule Company. Grants are targeted toward charitable programs related to the food and dairy industries or charities that are important to Nelson-Jameson employees and their communities.

Give 100% Back
When You Purchase Your
2024 Dairy Art Calendar

Enjoy dairy-themed art
all year long & support
a good cause.

Get Your Calendar at
nelsonjameson.com/calendar

All Proceeds go to the
Nelson-Jameson Foundation.

For more information, visit www.nelsonjameson.com



EST. 1849
KUSEL
STAINLESS PRODUCTS

**STAINLESS STEEL
CHEESEMAKING EQUIPMENT
BUILT TO LAST.**

920.261.4112 | Kuselequipment.com | Sales@Kuselequipment.com

For more information, visit www.kuselequipment.com

Restaurant Performance Index Rose 0.5% In Nov.

Washington—The National Restaurant Association's Restaurant Performance Index (RPI), a monthly composite index that tracks the health of the US restaurant industry, stood at 100.1 in November, up 0.5 percent from October, the association reported recently.

The RPI is constructed so that the health of the restaurant industry is measured in relation to a neutral level of 100. Index values above 100 indicate that key industry indicators are in a period of expansion, while index values below 100 represent a period of contraction.

The RPI consists of two components: the Current Situation Index and the Expectations Index. The Current Situation Index, which measures current trends in four industry indicators (same-store sales, traffic, labor and capital expenditures), stood at 99.5 in November, up 0.6 percent from October.

Restaurant operators reported a solid improvement in same-store sales in November. Some 58 percent of operators said their same-store sales rose between November 2022 and November 2023, up from just 31 percent of operators who reported higher sales in October. Thirty-two percent of operators said their sales were lower in November, down from 51 percent in October.

Restaurant operators also reported an improvement in customer traffic readings in November, although it still resulted in a net decline in traffic for the eighth straight month.

The Expectations Index, which measures restaurant operators' six-month outlook for four industry indicators (same-store sales, employees, capital expenditures and business conditions), stood at 100.7 in November, up 0.3 percent from October.

Restaurant operators are somewhat more optimistic about sales gains in the months ahead. Some 45 percent of operators expect their sales volume in six months to be higher than it was during the same period in the previous year. That's up from 29 percent who reported similarly in October.

Restaurant operators are not as bullish about the overall economy. Only 13 percent of operators said they expect economic conditions to improve in six months, while 32 percent think conditions will worsen during the next six months.

That represented the 22nd straight month in which operators had a negative outlook for the economy.

Danone To Sell

(Continued from p. 1)

Danone will retain a non-consolidated minority stake. The closing of the transaction is subject to customary conditions.

Horizon Organic is the largest USDA-certified organic dairy brand in the world, according to Platinum Equity, and is a pioneer in dairy beverages, having introduced the first organic milk available coast-to-coast in the US in 1991. Horizon Organic's portfolio of organic dairy products includes fluid milk, yogurt, butter, cheese, creamers and whiteners.

Horizon Organic got its start in Boulder, CO, in 1991. The company's headquarters is now located in nearby Broomfield, CO.

"As part of our Renew Danone strategy, we committed to a portfolio review and asset rotation for businesses that fell outside our priority growth areas of focus to drive value creation," commented Antoine de Saint-Affrique, Danone's chief executive officer.

"Today marks an important milestone in delivering this commitment while giving the Horizon Organic and Wallaby businesses the opportunity to thrive under new leadership," de Saint-Affrique continued.

"Horizon Organic is an iconic name in dairy that is well recognized and beloved by consumers," said Louis Samson, co-president of Platinum Equity. "The brand has earned a reputation for quality and innovation that is unmatched in the indus-

try. We appreciate Danone's confidence in our ability to build on that legacy and support Horizon Organic's growth as a standalone company."

"Premium offerings, including organic and value-added products, are driving the growth in the dairy milk category," said Adam Cooper, managing director of Platinum Equity. "Horizon Organic is a pioneer of that segment and is in position to continue capitalizing on and accelerating the trend.

Founded in 1995 by Tom Gores, Platinum Equity is a global investment firm with approximately \$47 billion of assets under management and a portfolio of approximately 50 operating companies that serve customers around the world.

Make plans to join the world's premier
cheese, butter and whey industry exposition!

2024
CHEESE EXPO

Global Technology for Dairy Processors

Baird Center, Milwaukee Wisconsin

Special Events: April 16

Exhibits & Seminars: April 17-18

Hosted By:



Visit CheeseExpo.org Today!
Register by **January 30** for Best Rates

For more information, visit www.CheeseExpo.org

Dairy Food Safety, Certification Grants Available Through NE-DBIC; Deadline To Apply Is Feb. 22

Montpelier, VT—The Northeast Dairy Business Innovation Center (NE-DBIC) has announced the availability of funds through the Dairy Food Safety & Certification Grant program.

The application period for this grant opened on Jan. 4, and the application deadline is Feb. 22. A total of \$650,000 is available under this grant program. The minimum grant award is \$10,000, and the maximum award is \$50,000. A 25 percent cash or in-kind match commitment is required.

Projects funded by this grant will allow dairy farmers, processors, and/or producer associations to take actionable steps to improve the safety and marketability of dairy products.

Food safety activities under this grant can include, but are not limited to, food safety-related trainings, accessing technical assistance, development of plans and programs, audit and certification preparation and completion, specialized infrastructure improvements, and more.

Projects should improve consistency, safety, marketability, and/or quality of dairy products for processors who are already compliant with applicable state and federal standards, as required for current sales outlets.

Projects that demonstrate that grant activities will expand access to market channels and/or increase production will be prioritized.

Grants are available to applicants in all 11 Northeast states.

Applicants eligible for these grant funds must fall into at least one of the following categories:

Dairy farmer that is headquartered or based in the Northeast, sources or produces milk within the Northeast, and is a licensed dairy operation in compliance with all required state and federal standards.

Dairy processor that currently transforms raw milk into an edible product and is licensed in a way that their product can be sold across state lines, or a current dairy processor whose grant project will help their business take steps toward getting licensed in a way that will allow them to sell their edible product across state lines; and is headquartered or based in the Northeast, sources or produces milk within the Northeast, and, if a value-added processor, manufactures products within the Northeast.

Dairy producer association/dairy council which represents and promotes dairy products and dairy businesses of the Northeast. Grant projects submitted by dairy producer associations must directly benefit multiple dairy businesses to be eligible for this grant.

Priority will be given to projects which address some or all of the following priorities: food safety improvements and/or certification activities that will benefit multiple businesses; projects that reduce barriers to improving food safety; improving perception of food safety practices; building on or enhancing previous food safety improvement efforts; innovation in incorporating food safety messaging into marketing efforts; and digital marketing and social media conveying food safety messaging to consumers.

For more information, visit nedairyinnovation.com.

PERSONNEL

Agropur has tapped **MAXIME DEVOURDY** as president of ingredients and corporate strategy, succeeding **DAN LaMARCHE**, who will retire from Agropur after more than 30 years of service. LaMarche will continue to advise the company through the transition period, ending April 2024. Devourdy is a member of Agropur's Senior Management Committee, most recently serving as vice president, corporate development and sustainable growth strategy. Among his accomplishments, Devourdy oversaw the evolution of Agropur's sustainability efforts, including the company's recent commitment to reduce greenhouse gas emissions both from its manufacturing plants and across its value chain.

The Grafton Village Cheese Company, a subsidiary of the Windham Foundation, announced recently that **CURT ALPETER** has been named CEO of the company. Alpeter was most recently president and partner of Runamok Maple, based in Fairfax, VT.

Kelley Supply, Inc. has added three new staff members to its team. The new hires include **JAMES STOKES**, marketing specialist in charge of web creation and continuous development; and **AMANDA NOWAK**, responsible for continuous improvement and safety awareness. Nowak comes to Kelley Supply with experience in cheesemaking, inventory and GMP manufacturing. **TAYLOR**

YOUNG has also joined the Kelley Supply team as marketing coordinator. She comes to her new role with over a decade of experience in sales, management, customer service and marketing.

CHLOE KNOTT, fourth-generation member of family-owned **Knott's Fine Foods**, known for its flagship pimento cheese spread, has been tapped to lead the company's sales and marketing efforts. In her new role, Knott will be involved with trade shows, special events and regional celebrations throughout the US. The company recently expanded its product portfolio to include a new line of dips and spreads in five flavors, one of which – Fried Pickle – was developed by Knott herself.

RECOGNITION

LINO SAPUTO, president, CEO and board chairman of **Saputo, Inc.**, has been welcomed by the Order of Canada as a member for his accomplishments as an entrepreneur, businessman and philanthropist. Lino Saputo has been involved in company operations for over 35 years, and has served as CEO since 2004. Saputo founder **EMANUELE SAPUTO** was also appointed into the Order of Canada in 2012.

HYDRITE has earned the **2023 Johnson Controls Agility & Supply Chain Continuity Supplier Leadership Award** for excellence in customer service, sustainability, production efficiency, and technical expertise.

WOW Logistics Dairy Science Scholarship Deadline Is March 15

Neenah, WI—WOW Logistics here is accepting applications for its \$1,000 Dairy Science Scholarship now through March 15, 2024.

Created in 2010, the WOW Logistics Dairy Science Scholarship is awarded annually to encourage and promote careers in the dairy manufacturing industry.

Those eligible for the scholarship must be currently enrolled at the University of Wisconsin-Madison seeking a degree with a dairy emphasis.

Students must specifically be working towards a degree in dairy science, food science, or biological systems engineering, preferably with a dairy manufacturing emphasis.

Candidates must either be a sophomore or junior at the college level, or a high school senior planning to attend the UW-Madison in fall 2023.

All applicants must be in good academic standing, the company stated.

Applications must be completed and returned to WOW Logistics by March 15, 2024. The winning applicant will be announced March 22.

Applications are available online at wowlogistics.com/aboutus/dairy-science-scholarship. For questions or more information, contact WOW marketing communications manager **Becky Barclay** at (920) 687-5422 or via email: beckyba@wowlogistics.com.

☎ 1 888.339.3801 ✉ info@qualtechgroup.com 🌐 www.qualtechgroup.com

QUALTECH CARES ABOUT YOUR SUSTAINABILITY CHALLENGES!

Our range of Washing Equipment can help you attain your goals

Talk to one of our Experts today!



QUALTECH

For more information, visit www.qualtechgroup.com

Food Systems Infrastructure, Grants Available From DATCP

Madison—The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) is now accepting applications for the Wisconsin Resilient Food Systems Infrastructure (RFSI) Program.

The purpose of the RFSI Program is to expand capacity and infrastructure for the aggregation, processing, manufacturing, storing, transporting, wholesaling, and distribution of locally and regionally produced food products, including dairy and other value-added food products.

The RFSI Program has two grant tracks. Applicants may only apply for one track.

Infrastructure grants will range from \$100,000 up to \$3 million. This grant can fund capital investments such as construction, equipment (e.g., delivery vehicles, refrigerated or frozen storage, value-added processing equipment, or other equipment for middle-of-the-food-supply-chain activities), and building renovations.

Grants can also fund facility design or engineering, staff time, modernizing systems (e.g., tracking, storage, information technology, etc.), plan development (e.g., a HACCP plan), and market development.

A match is required for infrastructure grants and starts at 50 percent of the total project cost. However, if the main applicant qualifies as underserved, the match requirement will be reduced to 25 percent of the total project cost.

Equipment-only grants can range from \$10,000 up to \$99,999. This grant can only fund equipment, which may be new, used, or refurbished. No match is required for equipment-only grants.

A total of \$27 million will be awarded through a competitive grant process. Funding for the RFSI Program is provided through the US Department of Agriculture.

Grant applications are due by 5:00 p.m. on Wednesday, Mar. 6, 2024.

An informational webinar about the RFSI grants will be held at 11:00 a.m. Central time on Tuesday, Jan. 9, 2024, via Zoom. Registration is required.

To access the webinar registration, learn more about the program, or sign up for automatic email updates about the RFSI Program, visit datcp.wi.gov/pages/agedevelopment/rfsi.aspx.

Questions about the program may be emailed to RFSI@wisconsin.gov.

FDA Guidance

(Continued from p. 1)

However, FDA annually published between 112 and 231 (average 173 per year) guidance documents with an accompanying NOA between 2011 and 2019. In fiscal year 2022, FDA published 187 guidance documents with an accompanying NOA, and in fiscal 2023, FDA issued more than 190 guidance documents, either as draft or final.

FDA has since 2011 issued more than 70 guidance documents related to the Food Safety Modernization Act (FSMA). Those guidance documents cover everything from hazard analysis and risk-based preventive controls for human food to requirements for additional traceability records for certain foods.

FDA guidance documents are prepared for regulated industry, FDA staff, and the public to describe the agency's interpretation of, or policy on, a regulatory issue. Unlike statutes and regulations, guidance documents generally don't establish legally enforceable rights or responsibilities, and are thus exempt from notice and comment requirements applicable to most rulemaking.

However, the Federal Food, Drug, and Cosmetic Act (FD&C Act) and FDA's Good Guidance Practices (GGP) regulation require the agency to provide an opportunity for public comment prior to all Level 1 guidance documents (i.e., guidance documents that include initial interpretations of a statute or regulation, changes in interpretation or policy that are of more than a minor nature, complex scientific issues, or highly controversial issues), unless FDA determines that prior public par-

ticipation is not feasible or appropriate.

If FDA decides that public participation is not feasible or appropriate prior to implementation of a guidance document, the agency must provide for public comment upon publication and take such comment into consideration.

For Level 2 guidance documents (i.e., guidance documents that set forth existing practices or minor changes in policy), the FD&C Act and FDA's GGP regulation require that the agency provide for public comment upon implementation.

FDA is soliciting comments on its draft report from a broad range of commenters, including regulated industry, researchers, academic organizations, food manufacturers, and consumer groups. The agency said it is particularly interested in feedback on the following areas:

- FDA regularly considers its processes for the development, clearance, and issuance of guidance documents, with a goal of streamlining these processes and making the best use of agency resources. The draft report summarizes FDA's current best practices for the initiation, prioritization, development, review, clearance, and issuance of guidance documents, and also proposes additional initiatives that FDA could consider to further improve its processes for the issuance of guidance documents.

FDA is soliciting input on whether there are additional or revised practices, consistent with our statutory and regulatory framework, for the agency to consider.

- Pursuant to FDA's statutory and regulatory requirements, while the public may comment on a guidance document at any time, public participation

is directly solicited prior to the implementation of Level 1 guidance documents unless the agency determines that such prior public participation is not feasible or appropriate. Issuing more guidance documents either as Level 1 guidance documents for immediate implementation or as Level 2 guidance documents would allow FDA to allocate its limited resources more efficiently.

In light of this, FDA is seeking input on whether there are any additional circumstances, categories of guidance documents, or topics for guidance for which it may be appropriate for the agency to consider issuance as a Level 1 guidance document for immediate implementation without prior public comment.

- FDA is requesting comment on any novel guidance document formats that would be of particular utility, such as use of templates to accompany a guidance document, Q&A formats, flowcharts, etc., that are used in FDA guidance documents.

- FDA makes use of guidance documents to assist industry in making regulatory submissions. FDA is requesting comment on the utility of guidances in streamlining regulatory submissions.

- FDA is requesting comments on whether the currently available mechanisms for submitting suggested areas for guidance development and proposed guidance documents are useful and sufficient or whether additional mechanisms would ease the process for such submissions.

Electronic or written comments on FDA's draft report and plan should be submitted by Mar. 4, 2024.

Electronic comments may be submitted at regulations.gov; the docket number is FDA-2023-N-5653.

IVARSON

IVARSONINC.COM

THE IVARSON 640 BCS



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

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

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



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

For more information, visit www.ivarsoninc.com

Fonterra Announces Climate Plans, Launches Farm Milk Chilling Project

Auckland, New Zealand—Fonterra recently announced an on-farm emissions reduction target and released a Climate Roadmap and voluntary climate-related disclosure report.

Fonterra is targeting a 30 percent intensity reduction in on-farm emissions by 2030 (from a 2018 baseline).

Some 86 percent of Fonterra's emissions come from on-farm, and the new target is seeking to reduce emissions intensity by ton of FPCM (fat and protein corrected milk) collected by Fonterra.

"As a dairy partner to many of the world's leading food companies, we're responding to growing sustainability ambitions from our customers and financial institutions, along with increasing market access, legal and reporting obligations," said Miles Hurrell, Fonterra CEO, in announcing the climate plans at Fonterra's annual meeting.

"Our collective efforts to reduce emissions, from on farm, across our operations and by our R&D teams, will help future proof Fonterra, supporting our ambition to be a long-term sustainable co-op for generations to come," Hurrell continued. "At the other end of the supply chain, as a large part of our customers' Scope 3 emissions, today's announcement further demonstrates to them that we are committed to being their sustainable dairy partner of choice both now, and into the future."

Fonterra expects this new target will be achieved through a number of ways:

- 7 percent reduction through farming best practice such as feed quality and improving herd performance

- 7 percent reduction through novel technologies that Fonterra is developing through AgriZeroNZ, the joint venture between agribusiness and government working to find a solution to methane, and other partnerships

- 8 percent reduction through carbon removals from existing and new vegetation

- 8 percent from historical land-use change conversions to dairy.

Peter McBride, Fonterra chairman, said the co-op's overall on-farm emissions reduction target would affect each farm differently.

"There's no one solution to reducing on-farm emissions. It will require a combination of sharing best farming practices and technology to reduce emissions; it's both our biggest opportunity and our biggest challenge," McBride said. "The co-op's approach will be to work alongside farmers, not against them, as we collectively make progress towards our target, including investing in methane reduction technologies."

Fonterra has also launched its Climate Roadmap, a plan that outlines the actions the co-op will take towards its 2030 targets and ambition to be net zero by 2050. Fonterra lifted its emissions reduction targets for its manufacturing and operations; this new target completes the package.

In related news, Fonterra recently launched a new project dubbed Pay-As-You-Save (PAUS) to make it easier for Fonterra farmers to access next-generation milk chilling technology.

Milk chilling systems are critical in ensuring milk gets to the required temperature of 6 degrees C or below within two hours of milking, but the units represent a

significant capital investment for farmers and can become increasingly costly as they age, Fonterra noted. Older units use hydrofluorocarbons, which is a coolant gas that's being phased down in New Zealand and around the world.

PAUS has been set up as a subsidiary of Cool Group, a New Zealand company whose other subsidiary, Coolsense, is an OEM specializing in commercial and industrial chilling systems. New Zealand Green Investment Finance (NZGIF) is providing the necessary financing for the leasing of these chilling system.

The PAUS initiative offers Fonterra farmers the option to lease new systems rather than having to purchase them as they've typically done in the past.

There are a number of benefits for farmers as well as the environment, according to Fonterra, including hassle-free maintenance, electricity savings, reduced emissions, milk quality benefits, and improved technology.

"After years of wrestling with rising repair costs and aging chilling systems, the PAUS initiative will be a game-changer for Fonterra suppliers like me," said Timaru farmer Bruce Murphy, who has been an early adopter of the technology.

Another important aspect, Fonterra noted, is the destruction of HFC refrigerants from the legacy equipment which is being undertaken in partnership with Cool-Safe, New Zealand's product stewardship scheme for handling the high global warming potential gases being recovered from many of the older refrigeration systems. Its involvement ensures HFCs are appropriately collected and destroyed using state-of-the-art technology, eliminating the harm these synthetic refrigerants have on the environment.

CheeseExpo Early Registration Ends Jan. 30; Event Set For April 16-18

Milwaukee, WI—Discounted early registration for CheeseExpo 2024, set for April 16-18 at the Baird Center here, ends Jan. 30.

The three-day expo is hosted by the Wisconsin Cheese Makers Association (WCMA) and Center for Dairy Research (CDR). Most attendees signing up prior to Jan. 30, 2024 will receive 20 percent off full, single-day, exhibits and networking events.

Roughly 4,000 visitors are slated to attend the educational and networking event.

"CheeseExpo reaches beyond the production floor, offering expert insights, cutting-edge technology, and ample opportunities to connect with friends and colleagues," said WCMA executive director John Umhoefer.

"We're thrilled to once again bring the global dairy processing industry together to learn, grow, and honor each other's hard work," Umhoefer said. These celebrations are not to be missed."

A Tuesday evening Welcome Reception kicks off the expo, followed by the Young Professionals Reception for under-40 attendees.

Wednesday begins with the keynote opening address sponsored by Relco. Collegiate Dairy Products Evaluation Contest will also be held from 8 a.m. to 1 p.m.

Concurrent educational sessions will be held Wednesday morning, and the sold-out exhibit floor opens at 11 a.m.

Participants are then invited to the popular, fast-paced Chr. Hansen Reception & Championship Cheese Auction.

Top-scoring dairy products from the 2024 World Championship Cheese Contest will be up for auction. All proceeds support WCMA trainings, scholarships, and programs that ensure a thriving future for the dairy industry.

On Thursday, April 18, the pioneers of the U.S. dairy processing industry will be lauded at the WCMA Recognition Breakfast exclusively sponsored by ds-firmenich.

On Thursday evening, a special participants are invited to attend the World Champions Reception exclusively sponsored by Ever.Ag and World Champions Awards Banquet.

Afterward, CheeseExpo will wrap with music and refreshments at the popular Afterglow Reception at the Hilton Hotel Crystal Ballroom.

Online registration is available at CheeseExpo.org. Questions can be directed to events@wischeesemakers.org.

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, 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 to subscribe.

www.cheesereporter.com



DFA Buys First Verified Carbon Credits In Livestock Inset Market

Kansas City, KS, and Indianapolis, IN—Athian on Wednesday announced what is being described as the first sale of verified carbon credits in the livestock carbon insetting marketplace to Dairy Farmers of America (DFA).

Texas dairy farmer Jasper DeVos, a DFA farmer-owner, utilized Athian's first accepted protocol to generate carbon credits by reducing enteric methane and improving feed utilization through use of an innovative feed management product and quantification tool from Elanco Animal Health, resulting in nearly 1,150 metric tons of carbon dioxide equivalent (CO₂e) reduction, according to Athian's announcement.

This new carbon market opportunity comes at a critical time, the announcement noted. Farm sector income, including dairy, is forecasted to have decreased by more than 20 percent in 2023.

This new marketplace creates a scalable opportunity for farmers to earn money for their sustainability efforts while accelerating tangible impact on emissions reduction when it's needed.

Dairy farmers of all sizes now have the opportunity to reduce their greenhouse gas emissions, quantify and validate their reductions and sell the resulting credits in Athian's livestock carbon insetting marketplace.

Athian's key mission is to help the beef and dairy value chains capture and claim carbon credits earned through sustainability efforts by aggregating, verifying, and certifying greenhouse gas (GHG) reductions, and monetizing those reductions for the producer through the sale of carbon insetting credits.

Athian's platform is an industry-based analytics tool that provides quality greenhouse gas credits that fund livestock producers' sustainability measures.

"Dairy farmers raise their families and their herds on the same land. They have always been the true stewards of the land, the air and water and, as a result, have been consistently reducing their carbon footprint, year in and year out, decade after decade," said Dennis Rodenbaugh, DFA's president and CEO. "However, the necessary systems have not been in place to quantify their tremendous environmental progress in a manner that would compensate for the ongoing investments they have made over generations.

"The marketplace can now finally allow farmers to realize financial benefits from their initiatives," Rodenbaugh continued.

"The dairy industry has been positioned to rapidly advance progress. By working within the value chain on an insetting approach with the companies we work with every day, and now farmers can directly benefit," Rodenbaugh added.

"Finally, farmers are getting access to the tools we need to accelerate the adoption of conservation practices and supplement income on the farm, which will allow us to reinvest in our farm's stewardship efforts and contribute to the operation's financial health for the next generation," DeVos commented.

"The Athian platform is a critical step in ensuring dairy farmers of all sizes can be recognized and rewarded for the investment we are making towards a healthier environment," DeVos added.

"It's exciting to see the full value chain come together to accelerate climate progress," said Paul Myer, CEO of Athian. "Athian's carbon credit marketplace is different than the traditional offsetting carbon marketplaces because it keeps the value inside of the animal protein value chain and allows each participant to gain unique value from the transaction.

"The farmer is able to create a new revenue stream, the food companies who have had challenges meeting their Scope 3 emissions reductions are able to make significant progress and ultimately, we're able to mark progress against aggressive global goals," Myer added.

Elanco and other experts have conducted extensive studies to find opportunities for reduction of both methane and feed resources. Rumensin® (monensin Type A medicated article) is approved by the US Food and Drug Administration (FDA) to increase milk production efficiency.

By following the Rumensin protocol, dairy farmers will be eligible to verify they have both reduced enteric methane emissions and reduction in feed utilization in their operations and then sell those greenhouse gas reductions as credits on Athian's open carbon marketplace.

The Rumensin protocol has been through third-party validation and reviewed by the Athian Scientific Advisory Board, a group of environmental researchers who specialize in greenhouse gas emissions reductions.

Enteric methane reduction carbon credits are now available for purchase through Athian's insetting carbon marketplace.

For more information, visit www.athian.ai.

Labor, Skills Shortages Driving Warehouse Automation: PMMI

Herndon, VA—Labor and skills shortages are pushing consumer packaged goods (CPG) companies to invest in warehouse automation solutions, according to a new report produced by PMMI, The Association for Packaging and Processing Technologies.

Growing e-commerce activity and rising direct-to-consumer demands mean CPG firms are seeing their warehousing and fulfillment operations become more complex, increasing the demand for mixed and layered pallets.

CPG companies are turning to warehouse automation solutions such as palletizers and mobile robots, according to the PMMI report, *Packaging and Automation in the Warehouses of the Future*. More than one in four warehouses will have some form of automation installed by 2027.

The PMMI survey shows that less than 20 percent of CPG firms operate mostly automated warehouses today, and very few report they are fully automated.

Another PMMI report, *The Future of Automation in Packaging and Processing*, highlights that the most immediate challenge in 2022 was the lack of available labor.

Companies are increasingly demanding flexibility from their operations and the ability to alter output from production lines to meet fluctuating levels of demand.

For more information about these reports, or about PMMI's Pack Expo portfolio of trade shows, visit www.pmmi.org.

☎ 1 888.339.3801 ✉ info@qualtechgroup.com 🌐 www.qualtechgroup.com

ARE YOU LOOKING FOR A 3A CERTIFIED, CIPABLE FINISHING TABLE?

Process Control & Sanitary Design of the Highest Quality

3A certified, CIPable design provides unmatched quality that's sure to create a new standard for your sanitary needs.

Talk to one of our Experts today!




QUALTECH

For more information, visit www.qualtechgroup.com



Dairy CONNECTION

QUALITY INGREDIENTS
KNOWLEDGE
SERVICE WITH INTEGRITY
SINCE 1999

Cultures | Enzymes | Custom Culture Blends | Technical Expertise

🌐 dairyconnection.com ☎ (608) 242-9030 ✉ info@dairyconnection.com

For more information, visit www.dairyconnection.com



Early Reg Ending For Dairy Products, Processing & Packaging Event

Shell Beach, CA—Discounted registration for the Dairy Products, Processing & Packaging Innovation Conference ends Jan. 15.

Organized by Cal Poly's Dairy Innovation Institute, the two-day conference will be held Feb. 28-29 at The Cliffs Hotel and Spa.

The event is geared towards dairy industry and allied industry members, along with professionals involved in dairy manufacturing operations, R&D, marketing and regulatory affairs.

Speakers will offer insight into marketplace innovation, showcase enhancements made to processing and packaging, and cover improved marketing techniques.

Specifically, Hadi Eshpari of Tillamook Cheese lead a panel on reducing waste in cheese packaging, and Danielle Quist with the International Dairy Foods Association will look at the regulatory environment for dairy innovation, including how to work with standards and labeling.

A special discussion highlighting innovation will feature John Talbot, California Milk Advisory Board; Marina Crocker, Hilmar

Cheese Company; John Dundon, Sierra Nevada Cheese; Gary Germaine, Leprino Foods Company; and Paul Ziemnisky, Dairy Management, Inc.

A talk on exporting fresh and concentrated milks will be led by Jason Barr, Liquitank Solutions.

Registration prior to the Jan. 15 deadline is \$495 per person and includes admission and materials, evening reception and access to all presentations on a post-conference website.

Conference registration after Jan. 15 is \$595 per person, and limited on-site registration is \$695.

Post-Conference Tour Is Feb. 29

Attendees are invited to join an optional, post-conference program on Thursday featuring a creamery tour, ice cream and wine tasting in nearby Paso Robles, CA.

A bus will depart the Cliffs Hotel at 1 p.m., with stops at Central Coast Creamery, Leo Leo Gelato and Midnight Cellars. Seating is limited, and cost is \$50 per person. For registration and more details on the conference, visit www.events.calpoly.edu.

UW-Madison Better Process Cheese School Scheduled For March 26-27

Madison—The Food Research Institute (FRI) at the University of Wisconsin-Madison will hold its Better Process Cheese School Mar. 26-27, in the Microbial Sciences Building on the UW-Madison campus.

The course is designed to cover low acid canned foods (LACF) regulations as they pertain to shelf-stable process cheese manufacture. Topics include microbiology and control of *Clostridium botulinum*, thermal processing/pasteurization, formulation control, process instrumentation, HACCP, production and packaging controls, and records.

The course is intended for operators, supervisors, and management in process cheese manufacturing facilities, food safety professionals and regulatory offi-

cialists involved in audits or inspections, or LACF filing for process cheese products.

Examinations will be given at the completion of each section. Satisfactory completion of the course will fulfill the regulatory certification requirements for operators of process cheese manufacturing systems.

Registration is required to attend. The registration deadline is Feb. 23, 2024. The standard registration fee is \$595.00.

The fee is \$350.00 for FRI sponsors and state (other than WI) and federal employees; and \$100.00 for University of Wisconsin and state of Wisconsin employees.

For more details about the Better Process Cheese School, visit www.fri.wisc.edu; or email Lindsey Jahn, at lindsey.jahn@wisc.edu.

The History of the
**American
Dairy
Products
Institute**
1925 to 2022

MARY JANE CARLISLE, JR.

The History of the American Dairy Products Institute 1925 to 2022

by Mary Jane Carlisle, Jr.
2023, 323 pages, \$75 + Shipping and Handling

For a long time, there have been some members of the American Dairy Products Institute (ADPI) who have been meaning to write the history of this fine organization before the story gets lost.

Now, after months of collaboration with members, industry leaders and others, it's become a reality!

This book was written using ADPI records and minutes, and with the research materials from member's personal files. It offers a well-rounded picture of where it came from and how it got here from there.

"A perfect publication to show how folks with different ideas on how to utilize a product for profit (sometimes) can create an entire and broad industry!", Mark Davis

For details: www.cheesereporter.com/HistoryofADPI.htm

FarmFirst Producer Workshop Is Feb. 9 In Wisconsin Dells

Wisconsin Dells, WI—FarmFirst Dairy Cooperative is inviting all dairy farmers to attend its free Producer Discovery Workshop here Friday, Feb. 9, 2024 at the Wintergreen Conference Center & Clarion Suites.

Held in conjunction with the co-op's 12th annual meeting, the theme for this year's event is *Mission: Possible*, looking at ways members of the dairy sector can achieve their goals in the face of evolving markets, changing consumer preferences, and other challenges.

The first session will be led by University of Wisconsin-Madison Extension dairy markets and policy outreach specialist Leonard Polzin. His work focuses on dairy markets, firm level economics, risk management, trade and policy.

Polzin will provide an overview of current dairy markets, examining recent trends and possible future directions.

The second session led by Jeff Ditzenberger will focus on mental wellness. Ditzenberger, who grew up on a small Wisconsin dairy farm, will share his struggle with mental wellness, how he overcame those challenges, and how to stay mentally well during trying times.

We encourage all dairy farmers to join us for these sessions, said FarmFirst president John Rettler.

There is no cost to attend, but reservations are required to ensure sufficient seating. To make a reservation, contact FarmFirst's Sarah Sarbacker at (608) 286-1909 by Feb. 2, 2024.

For more information about the cooperative's annual meeting, which features guest speaker Alan Bjerga with the National Milk Producers Federation (NMPF) on successfully navigating dairy policy in 2024, visit www.FarmFirst-DairyCooperative.com.

PLANNING GUIDE

Winter Fancy Food Show: Jan. 21-23, Las Vegas Convention Center, Las Vegas, NV. www.specialtyfood.com.

Dairy Forum 2024: Jan. 21-24, J.W. Marriott Phoenix Desert Ridge, www.idfa.org/dairy-forum.

New York State Cheese Manufacturers Association Spring Meeting: March 4 - 5, DoubleTree Hotel, Syracuse, NY. Registration will be opening soon.

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

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

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

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

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

IMPA Annual Meeting: Aug. 8-9, Sun Valley Resort, Sun Valley, ID. Visit www.impa.us for details closer to event date.

New York State Cheese Manufacturers Association Fall Meeting: September 24 - 25. Holiday Inn, Saratoga Springs, NY. Registration will be opening soon.



MARKET PLACE

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

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



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

Equipment for Sale

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

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

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

Equipment for Sale

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

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

Equipment Wanted

Equipment Wanted

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

Replacement Parts

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

Real Estate

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



Cheese Grading Services

Interleave Paper, Wrapping

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

Walls & Ceiling

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

Cheese & Dairy Products

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

Cheese & Dairy Products

KEYS MANUFACTURING: Dehydrators of scrap cheese for the animal feed industry. Contact us for your scrap at (217) 465-4001 or e-mail: keysfmfg@aol.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 sis:** 4.75" x 18" • 7.25" x 5" • 7.25" x 6.75". Many new plastic forms and 20# and 40# Wilsons. Contact **INTERNATIONAL MACHINERY EXCHANGE (IME)** for your cheese forms and used equipment needs at 608-764-5481 or by emailing sales@imexchange.com for information.

Promotion & Placement

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

Positions Wanted

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

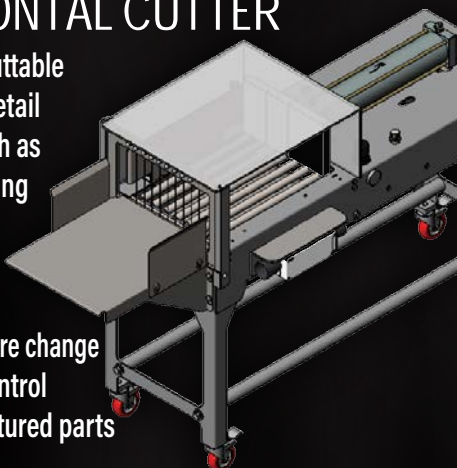
Events

Advertise here and on www.cheesereporter.com and reach the largest weekly readership of subscribers in the industry. For a free listing and to invite the entire industry, contact mcrowley@cheesereporter.com.



MODEL 1820 HORIZONTAL CUTTER

- Cuts cheese blocks or other wire-cuttable products into uniform portions for retail purposes or further processing, such as dicing, shredding, melting, or blending
- Accurately portions a block size 14" side, 11" side, or 7" side using a grid harp pattern.
- Easy to remove harp for cleaning & wire change
- Comes with an adjustable speed control
- All stainless steel frame & manufactured parts



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

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

PNEUMATIC HAMMER

Removes Powder Deposits

while maintaining the integrity of your powder processing equipment.



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

Evaporator Dryer Technologies, Inc. www.evapdryertech.com

Gasket Material for the Dairy Industry



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

TC Strainer Gasket

*USDA Project Number 13377



G-M-I, INC.

440-953-8811

gmiinc@msn.com

www.gmigaskets.com

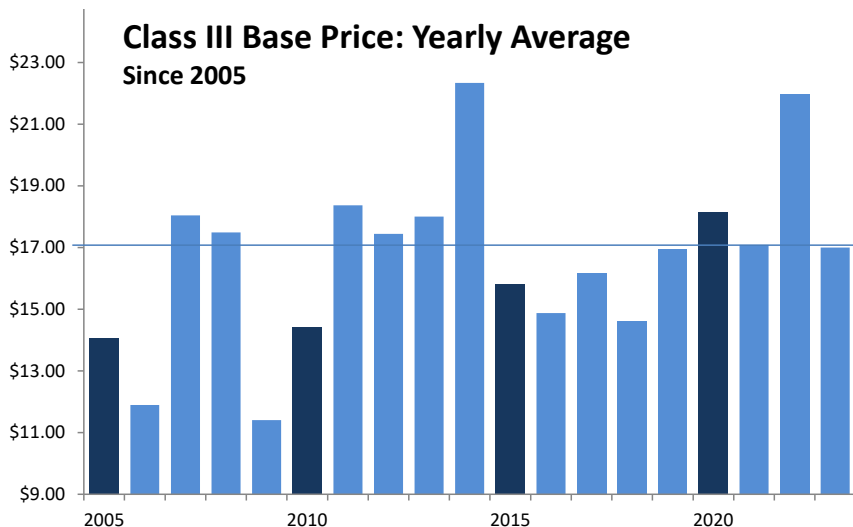
Class Milk & Component Prices

December 2023 with comparisons to Dec. 2022

Table with columns for Class III - Cheese Milk Price, Class II - Soft Dairy Products, Class IV - Butter, MP, and AMS Survey Product Price Averages. Rows include PRICE, SKIM PRICE, BUTTERFAT PRICE, NONFAT SOLIDS PRICE, PROTEIN PRICE, OTHER SOLIDS PRICE, and SOMATIC CELL Adjust. rate.

DAIRY FUTURES PRICES

Table of DAIRY FUTURES PRICES with columns: Date, Month, Class III, Class IV, Dry Whey, NDM, Block Cheese, Cheese*, Butter*. Includes a summary row for Jan. 4 with totals: 29,457, 9,001, 3,642, 9,564, 2,671, 21,789, 10,193.



DAIRY PRODUCT SALES

Jan. 4, 2024—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers.

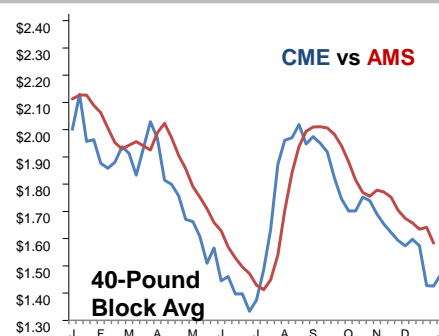


Table of Dairy Product Sales for Week Ending Dec. 30, Dec. 23, Dec. 16, and Dec. 9. Sections include 40-Pound Block Cheddar Cheese, 500-Pound Barrel Cheddar Cheese, AA Butter, Extra Grade Dry Whey, and Extra Grade or USPHS Grade A Nonfat Dry Milk.

CHEESE REPORTER SUBSCRIBER SERVICE CARD

Form for CHEESE REPORTER SUBSCRIBER SERVICE CARD including fields for Name, Title, Company, Address, City/St/Zip, E-Mail Phone, and sections for TYPE OF BUSINESS and JOB FUNCTION.

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - DEC. 29 : Despite end-of-year holidays, cheese production schedules remained strong in the West and East but were lighter in the Central region. Due to the fact that Class I orders were largely stalled because of school closures, processors in the Northeast reported robust production schedules. Block cheese inventories are growing week over week. In the Midwest, contacts relay cheese demand is seasonally quieter than anticipated, and some cheese plants ran lighter production schedules as a result. In the West, contacts noted cheese production kept milk supplies somewhat balanced during the holiday week. Cheese inventories continue to grow week over week. Contacts predict both foodservice and retail demand will increase as football season comes to a close.

NORTHEAST - JAN. 3: There's strong milk volumes available for Class III processing. Surplus milk volumes seen during the past several weeks have been tempered by schools reopening and bottling orders increasing as a result. Cheese plant managers note steady production schedules. Cheese demand is noted to be weak, and processors note weak demand for bulk cheeses. Contacts anticipate football season coming to a close may stoke the fire for cheese demand in the near term. Last week's National Retail Report lists shredded cheese in 6- to 8-ounce packages as the most advertised conventional cheese item, with a national weighted average advertised price of \$2.26, down from \$2.79 the previous week. In the Northeast, the weighted average advertised price of shredded cheese in 6- to 8-ounce packages is listed at \$2.05.

MIDWEST AREA - JAN. 3: Cheese demand is somewhat steady among contacts in the Midwest. Retail Cheddar sales have been somewhat strong in recent months. Those processors say ordering remains at seasonal levels. Barrel processors relay similar sentiments. They do say there are some extra loads available, but inventories are not disconcerting. Milk availability reached seasonal highs over the past two weeks, which remained late last week and early into this one. Spot prices were and are still being reported as low as \$8-under Class. This time last year was the near the beginning of a long and tenuous \$10-under Class stretch that lasted into the summer months. Contacts do have some concerns, but most expect milk prices to move nearer to Class III as the holidays grow more distant in the rearview mirror. Cheese market tones remain somewhat bearish.

WEST - JAN. 3 : In the West, retail demand for varietal cheeses is steady. Cheese makers and converters indicate foodservice demand for varietal cheeses is softer than retail demand. Although bottling demand is picking up again, cheese manufacturers relay Class III milk volumes are readily available. Plant managers note mostly steady production schedules. Although some manufacturers have inventories weighted heavily on contractual obligations, stakeholders say plenty of cheese is available. Demand from international buyers is moderate. Industry sources indicate current domestic prices are favorable for drawing better export demand. On the CME Wednesday, blocks finished higher than barrels, at \$1.4550/pound compared to \$1.4150/pound.

FOREIGN-TYPE CHEESE - JAN. 3: In Europe, milk output is trending higher though industry sources report volumes were lower in December compared to 2022. Cheese makers are utilizing the increasingly available milk supplies to operate busy production schedules. European retail demand for cheese is mixed as January holidays are impacting sales in some areas, but in others, demand has picked up following the turn of the calendar. Foodservice and export demands are steady. Cheese inventories remain tight in Europe; some contacts note inventories recovered somewhat during the holiday weeks but say inventories grew less compared to previous years. European cheese prices are pushing higher into January.

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

Variety	Date: 1/3/24	12/20	Variety	Date: 1/3/24	12/20
Cheddar Curd	\$2.08	\$2.07	Mild Cheddar	\$2.06	\$2.07
Young Gouda	\$2.01	\$2.02	Mozzarella	\$1.85	\$1.85

WHOLESALE BUTTER MARKETS - JANUARY 3

NATIONAL: Retail butter demand is strong to steady for the finishing stretch of 2023. Foodservice demand reportedly remains light in the eastern region. Stakeholders indicate inventories are more balanced in the western region than the central or eastern regions of the US. Unsalted and salted butter inventories are comfortable to lighter in the east region. Cream supplies are plentiful to ample throughout the country. Furthermore, some western contacts share finding homes for spot loads of cream has been difficult, and some midwestern butter plant managers say they have been forced to turn offers away due to being at or near capacity. Some manufacturers relay lighter production schedules with end-of-year holidays at hand.

CENTRAL: Cream availability is still near holiday quantities for butter churning. Class II and Class III demand for cream remains sluggish, according to contacts. Therefore, butter makers are getting cream offered at multiples around 1.00 to 1.10. Butter plant contacts say they are running at or near capacity and plan to hold that pace for the next week or more. Some plants reportedly ran into some maintenance backups last week, and this put even more pressure on cream handlers in the region. Butter demand is quiet but meeting seasonal expectations. Bulk butter is available in the region. Bulk butter availability is stable to firm. Contract bulk butter prices for 2024 remain in similar territory to 2023 values.

NORTHEAST: Cream supplies are ample in the Northeast. Cream multiples have bounced back to flat market levels after holiday week lows. Some butter plant managers relay they are actively churning seven days a week and are able to freeze inventory. Processors note weakened retail demand as the holiday season has come to a close. Contacts note weak foodservice demand is persistent. Last week's National Retail Report lists the national weighted average advertised price of conventional 1- pound packages of butter at \$4.80, up from \$4.24 the week prior. In the Northeast, the weighted average advertised price of conventional 1- pound packages of butter is listed at \$4.16.

WEST: Stakeholders say cream supplies are plentiful and enough cream volumes are readily available to meet manufacturing needs. Butter manufacturers mostly relay less than full capacity but steady production schedules to start the new year. Some butter makers indicate inventories are tighter compared to this time last year but are currently at comfortable levels. Some stakeholders note weakening retail butter demand and strengthening bulk butter demand. That said, demand for retail and bulk butter is steady overall. Some spot buyers note holding off purchasing at the current prices, waiting for downward price movement to bolster butter demand strength.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

The most advertised conventional commodity this week is cheese, which appeared in 7 percent more ads than last week. Total ads for organic cheese declined by 37 percent. Conventional shred style cheese in 6- to 8-ounce packages was the most advertised conventional cheese product, with an average price of \$2.54. Organic shred style cheese in 6- to 8-ounce packages did not appear in this week's retail survey.

Total conventional dairy ads increased by 9 percent, and organic dairy ads grew by 169 percent. The most advertised conventional dairy product was ice cream in 48- to 64-ounce containers, despite appearing in 5 percent fewer ads. The average price for conventional ice cream in 48- to 64-ounce containers was up 18 cents to \$4.31. y. Ads for conventional milk in half-gallon containers grew by 8 percent, with an average price of \$2.30. The organic premium for half-gallon containers of milk this week was \$2.22.

RETAIL PRICES - CONVENTIONAL DAIRY - JANUARY 5

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	2.26		2.26		2.26		
Butter 1#	4.88	3.99	4.96	4.18	5.11	3.99	4.40
Cheese 6-8 oz block	2.39	2.08	2.43	2.15	2.48	2.38	2.99
Cheese 6-8 oz shred	2.54	2.32	2.50	2.77	2.52	2.46	2.84
Cheese 6-8 oz sliced	2.59	2.18	2.56	2.80	2.77	2.44	3.08
Cheese 1# block	4.46		4.63	3.57	4.44	4.45	
Cheese 1# shred	4.41	4.49		3.50	4.54	3.97	
Cheese 1# sliced	4.49		4.49		8.30		6.20
Cheese 2# block	7.54		6.98	5.99	7.09	10.55	6.33
Cheese 2# shred	7.01		7.10	5.99	2.43	2.85	
Cottage Cheese 16 oz	2.41	2.35	2.38	2.03	3.52		
Cottage Cheese 24 oz	3.31	2.67	3.06	3.04	2.18		
Cream Cheese 8 oz	2.28		2.12	2.42	2.44	3.46	2.70
Milk ½ gallon	2.30		2.41		2.60	2.80	1.63
Milk gallon	3.99	3.78	2.66	2.65	5.50	3.60	
Ice Cream 14-16 oz	3.27	3.86	3.05	2.80	3.08	2.97	
Ice Cream 48-64 oz	4.31	3.74	4.59	4.09	4.81	3.37	3.55
Flavored Milk ½ gallon	2.46		2.41	3.49	2.44	2.80	
Flavored Milk gallon	2.72		2.66	2.80		3.6	
Sour Cream 16 oz	2.19	2.28	2.16	1.95	2.18	2.09	
Sour Cream 24 oz	3.06	3.48	3.09		3.00	3.31	2.99
Yogurt (Greek) 4-6 oz	1.10	1.05	1.18	0.97	1.16	0.38	0.89
Yogurt (Greek) 32 oz	5.26	5.77	5.32		4.67	6.75	
Yogurt 4-6 oz	0.81	0.58	0.64	0.60	0.67	0.99	0.66
Yogurt 32 oz	2.41	3.68	1.95	2.93	2.39	3.49	2.49

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:	
Butter 8 oz:	
Butter 1 lb:	
Cheese 6-8 oz shred:	\$7.11
Cheese 6-8 oz block:	\$7.11
Cottage cheese 16 oz:	\$4.98
Cream Cheese 8 oz:	\$3.98
Cheese 2 lb block:	
Cheese 2 lb shred:	
Sour Cream 16 oz:	\$4.10
Ice Cream 48-64 oz	
Milk ½ gallon:	\$4.52
Milk gallon:	\$7.73
Egg Nog quart:	
Yogurt 4-6 oz:	
Greek Yogurt 4-6 oz:	
Yogurt 32 oz:	\$4.23
Yogurt Greek 32 oz	\$4.04

DRY DAIRY PRODUCTS - JANUARY 4

WPC CENTRAL/WEST: The New Year holiday on Monday contributed to somewhat light spot market activity. Spot loads of WPC 34% remain in high demand and inventories of these loads remain tight, while contacts report more interchangeable loads of WPC 34% are easier to obtain. Contacts say WPC 34% remains a good value compared to alternative dairy proteins and anticipate demand to strengthen in the coming weeks. Whey protein concentrate 80% and whey protein isolate remain in high demand and contacts say tight inventories and bullish price movements are keeping these commodities a priority for drying operations. This is contributing to somewhat limited WPC 34% production.

LACTOSE CENTRAL/WEST: Demand for lactose has declined somewhat in recent weeks, but stakeholders attribute softer demand to end-of-year holidays and expect sales to strengthen in the coming weeks. Stakeholders continue to offer loads of lactose priced in the mid- to high teens to purchasers in international markets to aid

in driving export sales. Downtime at some drying facilities this week contributed to somewhat lighter lactose production, though plant managers say they are running steady production schedules in the coming week. Spot loads of lactose are generally available. Purchasers say inventories of lactose which meet more stringent requirements are tighter and they often have to search more for these loads or pay prices at or near the top of the range to obtain loads to meet their current needs.

DRY WHEY/NORTHEAST: Contacts relayed that Class I activity has drawn upon milk volumes available for cheese processing. Cheese manufacturing is noted to be steady, and liquid whey supplies are available for drying. Drying activity is steady to lighter compared to recent weeks, as stronger milk volumes during holiday weeks led to more cheese manufacturing and larger liquid whey quantities. Contacts note dry whey spot demand is light, but certain brand-preferred loads are more sought after.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
01/18/24	31,043	82,414
01/01/24	31,043	82,414
Change	0	0
Percent Change	0	0

CME CASH PRICES - JANUARY 1 - 5, 2024

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY January 1	NO TRADING	NO TRADING	NO TRADING	NO TRADING	NO TRADING
TUESDAY January 2	\$1.4400 (+4)	\$1.4800 (+1)	\$2.6850 (+2)	\$1.1725 (+¼)	\$0.3850 (NC)
WEDNESDAY January 3	\$1.4150 (-2½)	\$1.4550 (-2½)	\$2.6850 (NC)	\$1.1800 (+¾)	\$0.4000 (+1½)
THURSDAY January 4	\$1.4150 (NC)	\$1.4550 (NC)	\$2.6500 (-3½)	\$1.1800 (NC)	\$0.4075 (+¾)
FRIDAY January 5	\$1.4100 (-½)	\$1.4350 (-2)	\$2.5750 (-7½)	\$1.1725 (-¾)	\$0.4125 (+½)
Week's AVG \$ Change	\$1.4200 (-0.0130)	\$1.4563 (+0.0300)	\$2.6488 (+0.0263)	\$1.1763 (+0.0113)	\$0.4013 (+0.0175)
Last Week's AVG	\$1.4313	\$1.4263	\$2.6225	\$1.1650	\$0.3838
2023 AVG Same Week	\$1.8245	\$2.0210	\$2.6670	\$1.6670	\$0.7535

MARKET OPINION - CHEESE REPORTER

Cheese Comment: One car of blocks was sold Tuesday at \$1.4800, which set the price. On Wednesday, 1 car of blocks was sold at \$1.4550, which set the price. There was no block market activity whatsoever on Thursday. Two cars of blocks were sold Friday at \$1.4350, which set the price. The barrel price increased Tuesday on a sale at \$1.4400, dropped Wednesday on a sale at \$1.4150, and declined Friday on a sale at \$1.4100. Four carloads of blocks were traded this week on the Chicago Mercantile Exchange.

Butter Comment: The price increased Tuesday on a sale at \$2.6850, declined Thursday on a sale at \$2.6500, and dropped Friday on a sale at \$2.5750. 11 carloads of butter were traded this week on the CME.

Nonfat Dry Milk Comment: The price rose Tuesday on an unfilled bid at \$1.1725, increased Wednesday on a sale at \$1.1800, then declined Friday on a sale at \$1.1725. A total of 19 carloads of Nonfat Dry Milk were traded this week on the Chicago Mercantile Exchange.

Dry Whey Comment: The price increased Wednesday on an unfilled bid at 40.0 cents, rose Thursday on a sale at 40.75 cents, and climbed Friday on an unfilled bid at 41.25 cents.

WHEY MARKETS - JANUARY 1 - 5, 2024

RELEASE DATE - JANUARY 4, 2024

Animal Feed Whey—Central: Milk Replacer:	.2600 (NC) – .3300 (NC)
Buttermilk Powder:	
Central & East:	1.0800 (NC) – 1.1500 (NC) West: 1.1000 (+1) – 1.2600 (-1)
Mostly:	1.1600 (NC) – 1.2200 (NC)
Casein: Rennet:	3.4000 (NC) – 3.8000 (NC) Acid: 3.5000 (NC) – 3.9000 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.3800 (+1) – .4300 (+1) Mostly: .3850 (+½) – .4150 (NC)
Dry Whey—West (Edible):	
Nonhygroscopic:	.4000 (NC) – .4900 (NC) Mostly: .4100 (NC) – .4700 (+1)
Dry Whey—NE:	.3725 (NC) – .4450 (NC)
Lactose—Central and West:	
Edible:	.1525 (+1) – .3800 (-1) Mostly: .2200 (NC) – .3000 (NC)
Nonfat Dry Milk—Central & East:	
Low/Medium Heat:	1.1600 (+1) – 1.2300 (NC) Mostly: 1.1800 (NC) – 1.2200 (NC)
High Heat:	1.2700 (-2) – 1.3400 (+1)
Nonfat Dry Milk—Western:	
Low/Med Heat:	1.1300 (+½) – 1.2400 (-1) Mostly: 1.1700 (+1) – 1.2100 (NC)
High Heat:	1.2700 (NC) – 1.4500 (+1)
Whey Protein Concentrate—34% Protein:	
Central & West:	.8800 (NC) – 1.1300 (+½) Mostly: .9100 (NC) – 1.0000 (NC)
Whole Milk:	1.8500 (NC) – 2.2000 (NC)

HISTORICAL MONTHLY AVG BUTTER PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.1096	1.1097	1.1770	1.2050	1.2526	1.2235	1.2349	1.2000	1.2199	1.2830	1.5008	1.3968
'10	1.3950	1.3560	1.4641	1.5460	1.5896	1.6380	1.7787	1.9900	2.2262	2.1895	1.9295	1.6327
'11	2.0345	2.0622	2.0863	1.9970	2.0724	2.1077	2.0443	2.0882	1.8724	1.8295	1.7356	1.6119
'12	1.5077	1.4273	1.4895	1.4136	1.3531	1.4774	1.5831	1.7687	1.8803	1.9086	1.7910	1.4848
'13	1.4933	1.5713	1.6241	1.7197	1.5997	1.5105	1.4751	1.4013	1.5233	1.5267	1.6126	1.5963
'14	1.7756	1.8047	1.9145	1.9357	2.1713	2.2630	2.4624	2.5913	2.9740	2.3184	1.9968	1.7633
'15	1.5714	1.7293	1.7166	1.7937	1.9309	1.9065	1.9056	2.1542	2.6690	2.4757	2.8779	2.3318
'16	2.1214	2.0840	1.9605	2.0563	2.0554	2.2640	2.2731	2.1776	1.9950	1.8239	1.9899	2.1763
'17	2.2393	2.1534	2.1392	2.0992	2.2684	2.5688	2.6195	2.6473	2.4370	2.3293	2.2244	2.2078
'18	2.1587	2.1211	2.2011	2.3145	2.3751	2.3270	2.2361	2.3009	2.2545	2.2600	2.2480	2.2071
'19	2.2481	2.2659	2.2773	2.2635	2.3366	2.3884	2.3897	2.2942	2.1690	2.1071	2.0495	1.9736
'20	1.8813	1.7913	1.7235	1.1999	1.4710	1.8291	1.6925	1.5038	1.5163	1.4550	1.3941	1.4806
'21	1.3496	1.3859	1.7153	1.8267	1.8124	1.7758	1.6912	1.6815	1.7756	1.8002	1.9714	2.1536
'22	2.7203	2.6196	2.7346	2.7169	2.7514	2.9546	2.9506	3.0073	3.1483	3.1792	2.8634	2.6695
'23	2.3553	2.4017	2.3692	2.3655	2.4293	2.3902	2.5598	2.6760	2.8833	3.3814	2.7190	2.5945

USDA Receives No Butter Offers, Seeks Fluid Milk For February Delivery

Washington—The US Department of Agriculture (USDA) received no offers in response to its recent butter solicitation, the agency announced today.

On Nov. 28, USDA issued a solicitation inviting offers to sell 82,080 pounds of salted print butter, 36/1-pound cartons, for delivery between Jan. 16 and Mar. 31, 2024. Bids were due on Dec. 11, 2023.

Meanwhile, USDA on Wednesday issued an invitation for a total of 1,143,900 containers of fluid milk for delivery in February.

Bids are due by 1:00 p.m. Central time on Friday, Jan. 19, 2024. This is a firm fixed price solicitation.

USDA is specifically seeking to purchase 86,400 gallons and 113,400 half-gallons of 1 percent milk, 457,200 gallons and 461,700 half-gallons of 2 percent milk, and 25,200 gallons of skim milk. The fluid milk is being purchased for use in federal food and nutrition assistance programs.

Offers must be submitted electronically via the Web-Based Supply Chain Management System (WBSCM). Offerors are cautioned to bid only quantities they can reasonably expect to produce and deliver.

The solicitation may show multiple stops on some line items;

however, the number of stops will be limited to a maximum of three, USDA noted.

Finally, to both maintain and expand the vendors participating in USDA foods programs, USDA Commodity Procurement Program (CPP) is working to update and improve its current ordering and distribution processes.

CPP's first step is moving to a pallet quantity system, with the ultimate goal of streamlining multi-stops for USDA deliveries and developing a model to distribute directly to customers through distribution centers.

Beginning on Monday, Jan. 8, CPP will be reaching out to gather information on commercial pallet configurations.

Once CPP has completed its market research, it will have a better sense of the larger Pallet Quantity System Project (PQSP) timeline.

The USDA announced it will engage vendors throughout this process and share its plans as they evolve.

Questions about the Pallet Quantity System Project should be directed to: VendorPallets@usda.gov.

For more information about selling dairy and other food products to USDA, visit www.ams.usda.gov/selling-food.

Any Way You Cut It Rely on Urschel

As a powerhouse developer and manufacturer of cutting machinery, Urschel delivers targeted results to meet processing goals and optimize profits. Rugged shredders, dicers, and milling machinery **built to exceed expectations.**

URSCHEL
The Global Leader in Food Cutting Technology

#1 Best selling provider of industrial cutting machinery throughout the world.

Set up a free test-cut of your product. www.urschel.com

© Urschel, Urschel logo symbol, and The Global Leader in Food Cutting Technology are registered trademarks of Urschel Laboratories, Inc. U.S.A.

For more information, visit www.urschel.com