



CHEESE REPORTER

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USDA Provides More Details About Federal Order Hearing

Witness Testimony Guidelines Released; USDA Explains Why Some Proposals Were Denied

Washington—The US Department of Agriculture (USDA) this week released further details about the federal milk marketing order (FMMO) pricing formula hearing scheduled to begin Aug. 23 in Carmel, IN.

USDA had announced last Friday that a national public hearing on proposals to amend the pricing formulas in the 11 federal orders will convene at 9:00 a.m. Eastern time on Aug. 23, at the 502 East Event Centre in Carmel, IN (for more details, please see the story on the front page of last week's issue by scanning the QR Code on page 2 of this issue).

The public hearing will continue until such time as determined to have ended by the presiding administrative law judge. The hearing is expected to last for several weeks.

Among the documents released by USDA this week: guidelines for testimony.

At the hearing, each individual witness testifying in person will

have up to 60 minutes to present their testimony and have direct examination. A longer prepared statement may be submitted as an exhibit. There will be no time limit on cross-examination or re-direct.

Any witness for a party with a proposal contained in the Hearing Notice (except a dairy farmer) must submit written prepared statements and exhibits in advance to FMMOHearing@usda.gov according to the Advanced Exhibit Submission Schedule available on the hearing website (www.ams.usda.gov/rules-regulations/moa/dairy/hearings/national-fmmo-pricing-hearing).

That Advanced Exhibit Submission Schedule, which was also released by USDA this week, is as follows:

Milk Composition: due by Monday, Aug. 21, by 8:00 a.m. Eastern time.

Surveyed Commodity Products: due by Wednesday, Aug. 23, by 8:00 a.m. Eastern time.

Class III and IV Formula Factors: due by Wednesday, Aug. 30, by 8:00 a.m. Eastern time.

Base Class I Skim Milk Price: due Wednesday, Sept. 6, by 8:00 a.m. Eastern time.

Class I and Class II Differentials: due Wednesday, Sept. 13, by 8:00 a.m. Eastern time.

Other interested parties testifying in support or opposition of a proposal are not subject to the Advanced Exhibit Submission Schedule, USDA noted.

However, documents to be entered as hearing exhibits should be submitted electronically by 8:00 a.m. Eastern time on the day the witness plans to testify, USDA stated.

For dairy farmer witnesses, testimony can be in person any time during the hearing or virtually on Fridays. Exhibits should be electronically submitted to FMMOHearing@usda.gov by 8:00 a.m. Eastern time on the day of scheduled testimony for inclusion in the hearing record. Pre-registration is not required for in-person testimony.

• See **FMMO Hearing**, p. 7

House Bill Would Hike Dairy Business Innovation Initiatives Funding

Washington—US Rep. Derrick Van Orden (R-WI) on Wednesday introduced the Dairy Business Innovation Act, which would allocate an additional \$16 million per year, for a total of \$36 million, to the US Department of Agriculture's Dairy Business Innovation (DBI) Initiatives.

A companion bill was introduced in the US Senate earlier this month by US Sens. Tammy Baldwin (D-WI) and Marsha Blackburn (R-TN).

Since its inception in 2019, DBI initiatives have provided technical assistance and sub-grants to dairy farmers and businesses across their regions, assisting them with business plan development, marketing and branding, as well as, increasing access to innovative production and processing techniques to support the development of value-added products.

"I am proud to lead this bill in the House to ensure that Dairy Business Innovation Initiatives can continue to support dairy businesses and promote innovation in this critical industry for Wisconsin's economy," said Van Orden, a member of the House Agriculture Committee and its livestock, dairy and poultry subcommittee.

"Our organization is pleased and thankful for Congressman

• See **Dairy Innovation**, p. 4

FDA Announces Fiscal 2024 Recall, Reinspection Fees; User Fees For TPP Certification, VQIP

Silver Spring, MD—The US Food and Drug Administration (FDA) on Thursday announced the fiscal year (FY) 2024 fee rates for certain domestic and foreign facility reinspections, failures to comply with a recall order, and importer reinspections.

Section 107 of the Food Safety Modernization Act (FSMA) provided FDA with the authority to assess and collect fees from, in part: the responsible party for each domestic facility and the US agent for each foreign facility subject to a reinspection to cover reinspection-related costs; the

• See **New FDA Fees**, p. 10

US Dairy Exports To Southeast Asia Have Been Weaker So Far In 2023

Washington—US dairy exports to Southeast Asia have been weak to start 2023, according to the *Dairy: World Markets and Trade* report released last Friday by USDA's Foreign Agricultural Service (FAS).

Resilient global milk production, currently on a 10-month streak of annual gains on a monthly basis dating back to last July, has put downward pressure on prices of manufactured dairy products, the USDA report noted.

Through May, exports of dairy products on a value basis to Southeast Asia (which includes Philippines, Indonesia, Vietnam, Malaysia, Singapore, Thailand, Cambodia, Burma and Brunei) totaled \$561 million, down 33 percent from the same period last year. There have been broad

declines across multiple commodities, including cheese, whey and skim milk powder.

This is coming in a period where skim milk powder prices are down 37 percent and whey prices are down 52 percent from the peak in February 2022, the report said.

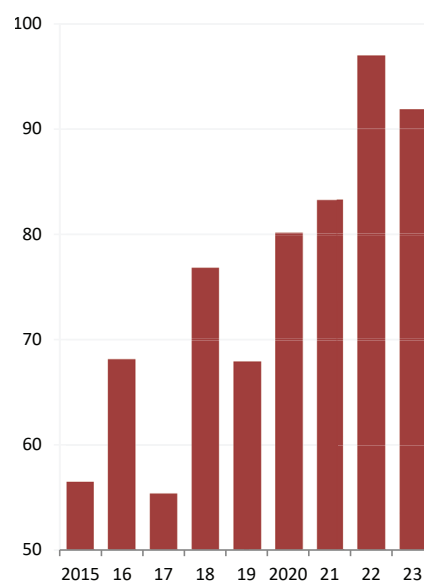
As the world enters a post-COVID-lockdown period, governments are under pressure to rein in fiscal spending and combat high food inflation, which has reached an all-time high in many countries in Southeast Asia.

Increasing food costs have forced consumers to reduce discretionary spending, a category which includes spending on dairy products which aren't a

• See **Weaker Exports**, p. 3

US Lactose Exports

May 2015– 2023 millions of pounds





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EDITORIAL COMMENT



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USDA's announcement got us wondering: how rare is such a hearing? And the answer is, pretty darn rare.

National Federal Order Pricing Hearing Is A Rare Occurrence

The US Department of Agriculture last Friday announced, as reported on our front page last week, that it would be convening a hearing starting on Aug. 23 in Carmel, IN, to consider and take evidence on proposals to amend the pricing formulas in the 11 federal milk marketing orders.

USDA's announcement got us wondering: how rare is such a hearing? And the answer is, pretty darn rare.

In fact, federal order hearings that tackle proposals that affect all 11 federal orders are extremely rare.

Technically, they are rare for a pretty simple reason: there haven't been 11 federal orders for all that long. After the old Western order was terminated in 2004, there were 10 federal orders until the California order was established in late 2018.

So back in 2009, there was a national hearing to consider and take evidence on proposals seeking to amend or remove the producer-handler provisions and revise the exempt plant provisions applicable to all federal orders. That is, all 10 orders.

Prior to that, there was a hearing on Class III and IV make allowances that started in January of 2006; that hearing was continued in 2007, with additional issues such as yield factors also being included. But again, there were only 10 orders at that time, and there were still 10 orders when a final decision was released in 2013.

And prior to that proceeding (or proceedings), a hearing on Class III and IV milk classification was held in 2003; and in 2000, a hearing was held to reconsider the Class III and Class IV pricing formulas included in the final rule (released in 1999) for the consolidation and reform of federal orders.

That 2000 hearing, as it turns out, was the last hearing that

looked at the Class III and IV pricing formulas in 11 federal orders. Until now.

That technicality aside (it should also be noted that, prior to 2000, there were anywhere from 31 to 83 federal orders, so any national hearings on pricing formulas would have involved far more than the current 11 orders), the last hearing that addressed the pricing formulas in all federal orders ended 16 years ago this month.

Frankly, that seems a bit preposterous. The environment in which federal orders operate has obviously changed tremendously in the 16 years since that hearing concluded, in ways ranging from the percentage of milk used as Class I (39.5 percent in 2007, 27.0 percent in 2022), to the number of pooled handlers (312 in 2007, 213 in 2022).

But perhaps the best way to illustrate how much the dairy industry and federal orders have changed since that last hearing was held in 2007 is to look at some of the proposals that were included in USDA's hearing notice.

For example, the first two proposals deal with milk composition issues. Proposal 1, submitted by the National Milk Producers Federation, seeks to raise the skim component factors in the Class III and IV skim milk price formulas to equal the weighted average nonfat solids, true protein, and other solids factors for milk using data for the three years prior to implementation.

The purpose of NMPF's proposal is to maintain the milk component factors in the skim milk price formulas in alignment with the actual composition of producer milk using regular updates, thereby alleviating conditions that would tend to lead to disorderly marketing of milk. The current skim component factors have been around since 2000.

Proposals 7, 8 and 9, submitted by NMPF, the Wisconsin Cheese Makers Association and the International Dairy Foods Association, respectively, would increase make allowances in the four component price formulas.

"Nearly 15 years have passed since make allowances were last updated," IDFA noted in its proposal. The current make allowances were fixed by USDA based upon "significantly outdated cost data" from 2005-2006, WCMA noted in its proposal.

Two proposals, one from NMPF and the other from the Milk Innovation Group, seek to alter Class I differentials. As NMPF noted in its proposal, the majority of Class I differentials have remained unchanged since federal order reform; the differentials in the Appalachian, Florida, and Southeast orders were "modestly updated" in 2008.

So, what's the bottom line here? Two points come to mind.

First, while many issues that will be addressed at the upcoming federal order hearing haven't been addressed for years, at least some of the proposals would require regular updates in the future. For example, proposals to raise make allowances also include updating allowances regularly, although this would require congressional action.

Also, the NMPF and National All-Jersey proposals to update milk composition factors would require those factors to be updated on a regular basis.

Second, while there has been industry talk of the need to update various aspects of federal orders for several years now, such updates are only being formally addressed here in 2023.

Perhaps in the next farm bill, Congress should consider requiring USDA to hold a national federal order hearing every five or so years, if for no other reason than to keep up with industry changes.

USDA Extends Deadline For Organic Dairy Marketing Assistance Program

Washington—The US Department of Agriculture (USDA) last Friday announced that it is extending the deadline for the new Organic Dairy Marketing Assistance Program (ODMAP) to Aug. 11, 2023.

ODMAP was established two months ago to help mitigate market volatility, higher input and transportation costs, and unstable feed supply and prices that have created unique hardships in the organic dairy industry.

Specifically, under the ODMAP, USDA's Farm Service Agency (FSA) is making \$104 million available to organic dairy operations to assist with projected marketing costs in 2023, calculated using their marketing costs in 2022.

FSA began accepting applications for ODMAP on May 24, 2023. The original deadline for applying for ODMAP was July 24.

The deadline extension to Aug. 11 gives organic dairy producers more than two additional weeks to apply for the program, USDA noted.

ODMAP assistance is calculated using a producer's marketing costs in 2022. For new, transitioning or expanded organic dairy operations, assistance is based on projected marketed production in 2023. Eligible producers include certified organic dairy operations that produce milk from cows, goats and sheep.

FSA will make an initial ODMAP payment to eligible applicants factored by 75 percent. If funds remain at the end of the application period, an additional payment, not to exceed the remaining 25 percent, may be issued to eligible producers.

To apply, producers should contact FSA at their local USDA Service Center. To complete the ODMAP application, producers must certify to pounds of 2022 milk production or to a projection of marketed pounds in 2023, if applicable, and submit a completed application form.

At the time of application, organic dairy operations are required to provide certification of organic status confirming the operation as an organic dairy in 2023 and 2022 along with the certification of 2022 milk production in hundredweight.

ODMAP complements other assistance available to dairy producers, including Dairy Margin Coverage (DMC) and Supplemental DMC. For more information, visit www.fsa.usda.gov.

Weaker Exports

(Continued from p. 1)

major part of traditional diets, the report explained.

In Vietnam, swine herds continue to recover from African swine fever (ASF), reducing demand for whey and lactose for feed use (export volumes to Vietnam for both products are down 11 and 23 percent, respectively). The Philippines has been impacted by ASF, exports of whey and lactose have fallen 26 and 9 percent, respectively.

There also continue to be regulatory pressures in Southeast Asia hindering US dairy exporters this year, specifically halal certification processes.

The development of dairy exports has been one of the biggest success stories for US agriculture over the last two decades, and growth in the Southeast Asia market has been an important factor in expanding exports from \$1 billion in 2003 to a record \$9.5 billion in 2022, the report said.

Dairy exports to Southeast Asia totaled \$1.7 billion last year, the third largest market behind North America and East Asia (which includes China, South Korea, Japan, Taiwan, Hong Kong, Mongolia and Macau).

US dairy exporters have captured sizeable market share in Southeast Asia, but stiff competition continues from Oceania and the European Union (EU), which benefit from longstanding trading infrastructure in the region and tariff advantages granted in free trade agreements. The recently established Indo-Pacific Economic Framework for Prosperity (IPEF) is a potential avenue to gaining similar advantages for US agricul-

ture in the region, according to the report.

EU, Australian Cheese Exports

For the EU, cheese exports were flat to start the year, reflecting weaker demand for commodity cheeses, particularly in the US and Japan, the report noted. While tighter milk supplies and higher prices may negatively impact the competitiveness of commodity cheeses, specialty cheeses remain popular and are expected to support growing exports. Through May, shipments to the United Kingdom (up 3 percent) are more than offset by weaker shipments to the US (down 9 percent) and Japan (down 12 percent).

Australia's cheese exports are revised down to 120,000 tons, down 17 percent from 2022, reflecting a weak start to the year that saw exports decline 22 percent through May compared to last year. Shipments to large export markets in East and Southeast Asia have been weak across the board, the report said. The industry believes that buyers have shifted to purchasing on an "as-needed basis" while global commodity prices have been high.

Australia's cheese shipments are expected to moderately improve in the second half of the year as economic conditions improve in some of Australia's larger markets, especially China, but import demand across other East and Southeast Asian markets is forecast to remain weak through the end of this year.

Butter, SMP Trade Prospects

New Zealand's butter production is forecast to increase to 530,000 tons this year, in part reflecting better returns for manufacturing skim milk powder, shifting larger

allocations of the milk pool to butter and SMP.

New Zealand's butter exports are forecast to increase 5 percent, reflecting price competitiveness against major exporters of butter, notably the EU, the report said. Through May, exports were up 11 percent over year-ago levels, with strong growth to Mexico (more than doubled), Australia (up 80 percent), Saudi Arabia (up 49 percent) and the US (more than tripled). Growth in these markets has more than offset weaker shipments to China (down 4 percent).

China's butter imports are forecast to reach 135,000 tons this year, a decline from last year as sustained high import prices weigh on demand from bakeries, the food processing sector, and retail consumers. Despite heavy investment in dairy production in China, imports account for 55 percent of butter consumption.

The EU's SMP production is forecast down 1 percent from 2022, reflecting tighter milk supplies. However, global demand for EU SMP has been strong through May, as attractive prices have supported EU competitiveness on the global market, the report said. Shipments have grown in each of the top seven markets, primarily in Africa, Middle East, and Southeast Asia. Exports to the two largest markets historically have more than doubled.

Australia's SMP exports are forecast to decline 16 percent this year due to lower production and lower beginning stocks. Exports through May slowed significantly compared to the same period last year. During the January-May period, overall SMP exports fell by 21,000 tons (29 percent), led by slower shipments to Indonesia, Vietnam, and Malaysia.

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Dairy Innovation

(Continued from p. 1)

Van Orden's support for the dairy industry and this impactful program that is building dairy farm and dairy processor entrepreneurs in Wisconsin and across the US," said John Umhoefer, executive director, Wisconsin Cheese Makers Association (WCMA).

"The congressman's support for the Dairy Business Innovation Act is crucial as our industry faces falling prices and volatile markets," Umhoefer continued. "Grants and trainings offered by this initiative are creating new dairy family businesses and offering consumers more delicious dairy choices."

"We thank Representative Van Orden for his work on the House Agriculture Committee to ensure the Dairy Business Innovation Initiatives program can continue to grow and thrive," said Paul Bleiberg, senior vice president of government relations, National Milk Producers Federation (NMPF). "This program helps to support efforts to drive forward dairy's long history of ingenuity, innovation, and cutting-edge advancement."

"The Midwest Dairy Coalition greatly appreciates the leadership of Congressman Van Orden in introducing the Dairy Business Innovation Act of 2023 to expand resources for four regional DBIA Initiatives," said Steve Etka, policy director, Midwest Dairy Coal-

ition. "These regional initiatives have been an excellent tool to encourage innovation and diversification in the dairy sector, and to do so in a way that benefits our nation's dairy farmers."

"The Dairy Business Innovation Act will help build a stronger future for dairy," said Brody Stapel, president, Edge Dairy Farmer Cooperative. "Rep. Van Orden's leadership in introducing this bill shows his commitment to dairy farmers, and we thank him for continuing to champion on their behalf."

"It is essential that we continue to prioritize the advancement of dairy businesses through initiatives that bring innovation, modernization, and diversification," said Jeff Lyon, general manager, FarmFirst Dairy Cooperative. "Increasing the funding for grants is essential in addressing the persistent challenges faced by the dairy industry and to support dairy farmers."

"We have seen the Dairy Business Innovation Initiative help Wisconsin companies with processing infrastructure that is essential to moving farm milk up the value chain and positioning our state to be competitive in the US and globally," said Adam Warthesen, senior director of government and industry affairs, Organic Valley. "This is good public policy that leverages industry resources and ensures that dairy continues to be an economic engine for our

state and region."

"We appreciate Congressman Van Orden's support for our state's diverse dairy industry including all size farms by investing in dairy processing innovation," said Cindy Leitner, president, Wisconsin Dairy Alliance. "Our dairy farmers and processors are masters of innovation and these advancements should be incentivized. We need a robust dairy producer-to-processor pipeline to bolster one of the most important economic engines in our state and country."

"Our farmers need investment in the creation of new products and to foster the development of advanced technologies to meet the changing demands of consumers," said Kevin Krentz, president, Wisconsin Farm Bureau, which "fully supports the Dairy Business Innovation Act and the vital support it provides" to the dairy industry.

"Innovation and modernization leads to a better bottom line and less environmental impact for farmers and processors," said Kim Bremmer, executive director, Venture Dairy Cooperative. "For our members consistent modernization isn't an option — whether they do it to comply with ever-increasing regulation or to improve efficiencies to be able to survive market volatility. We sincerely appreciate Congressman Van Orden's recognition of this and his support for investment in our dairy economy."

FROM OUR ARCHIVES

50 YEARS AGO

July 27, 1973: St. Paul, MN—The Minnesota Legislature is seeking public comments on the possible implementation of a major consumer protection law requiring open dating of perishable foods. If passed, Minnesota will be one of the first US states to require mandatory open dating on dairy and other perishable foods.

Toronto, Canada—Canada's cheese makers "never had it so good," a new report showed, with per capita cheese consumption more than doubling in the last 15 years to 13 pounds per person. Increased consumer awareness of following a balanced diet has spurred this growth, the report said.

25 YEARS AGO

July 24, 1998: Dallas, TX—A grand jury indictment this week charges 29 individuals with conspiracy, mail fraud and adulteration of milk products. Local dairy members attempted to defraud AMPI, selling raw milk that had been watered down or sometimes mixed with salt.

Washington—Citing mixed reaction from the industry, USDA suspended the comment period on a proposed pizza cheese specification. Earlier this year, USDA received a request to develop a specification that would assist in the marketing of a cheese currently used by pizza manufacturers.

10 YEARS AGO

July 26, 2013: Madison—The emergence of several companies in the North Central region of the US that are successfully marketing grass-based products suggests that the unique features of pasture-grazed milk can contribute to the resurgence of an artisan dairy tradition focused on high-value, specialty products.

Pipe, WI—LaClare Farms, maker of the 2011 US Champion Cheese Contest winner Evalon goat's milk cheese, debuted its new state-of-the-art, 35,000-square-foot farmstead dairy plant here this week. The facility features a retail store and cafe, along with a milking parlor and housing for 600 milking goats.

Yakult USA To Build Facility In Georgia To Produce Probiotic Beverages

Atlanta, GA—Yakult USA, a Japanese probiotic beverage company, will build its second US facility in Bartow county, GA, invest-

ing an estimated \$305 million in a new beverage production facility, Georgia Gov. Brian P. Kemp announced recently.

Yakult USA was formed in 1990, and its first product manufacturing facility in the US, in California, was completed in 2014. The new Georgia location is expected to be larger than that facility.

"Yakult was created in Japan in 1935 and has more than 80 years of history. Today, the product is sold in 40 countries, including at major retailers in the United States," commented Yutaka Misumi, President and CEO of Yakult USA.

"The state of Georgia meets our business needs in terms of the climate for our production, the logistics for the product distribution, and the positive support from the state and the county," Misumi continued. "We believe that the new facility will be the main supplier for eastern and central US markets. We are pleased that we will provide more opportunities for our customers in the US with the opening of this new location."

Yakult USA Inc. is headquartered in Fountain Valley, CA, and currently distributes Yakult, one of the world's leading probiotic beverages, in the US and Canadian markets. Yakult contains water, sugar, nonfat milk, glucose, natural flavors and L. paracasei strain Shirota.

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Global Dairy Trade To Extend Trial Of GDT Pulse For Another 12 Months

Auckland, New Zealand—Building on the achievements of the pilot phase, Global Dairy Trade (GDT) said it plans to extend the trial of GDT Pulse for an additional 12 months.

The extended pilot phase will focus on feedback from bidders that requested expanded offerings and features. The expansion is expected to attract more participants and further enhance market liquidity.

Since its joint launch by GDT and Fonterra almost a year ago, the pilot version of GDT Pulse has sought to expand GDT's service offering for buyers and sellers by facilitating more frequent price discovery.

This service offers Fonterra's whole milk powder regular Contract Period 2 for auction in weeks when GDT Trading Events (the

semi-monthly GDT commodity auctions) are not held.

GDT Pulse ensures a streamlined auction process with a total duration of approximately 10 to 20 minutes, GDT noted.

In this week's GDT Pulse Auction, the average price for whole milk powder was \$3,000 per metric ton (\$1.36 per pound). There were 33 participating bidders, 16 winning bidders, and six rounds.

The quantity of whole milk powder sold on this week's GDT Pulse Auction totaled 946 metric tons (2.09 million pounds). The auction lasted 10 minutes.

Customer feedback gathered after six months of GDT Pulse operation indicated strong sup-

port for further reducing the bidding round duration from two minutes to one minute, while maintaining a 30-second end-of-round duration.

This adjustment aimed to optimize the auction experience and enhance efficiency for participants, GDT explained.

To date, the performance of GDT Pulse has been encouraging, GDT said. Across the 26 auctions conducted, a volume of 25,427 metric tons of whole milk powder has been sold, amounting to a cumulative value of US\$82,825,880.

The average clearance rate (quantity traded divided by maximum supply offered) for the products offered on GDT Pulse stands at 97.8 percent. By comparison, on GDT Events in 2022, the average clearance rate was 95 per-

cent, according to GDT's annual report.

The auctions have typically consisted of an average of eight bidding rounds, with a total auction duration averaging 17 minutes. On average, each auction has attracted the participation of 30 bidders, out of which an average of 15 have emerged as winning bidders.

Overall, bidders have expressed satisfaction with the current auction format and timing, reinforcing the positive reception of GDT Pulse, GDT said.

The continued success of the GDT Pulse pilot could lead to significant future developments, according to GDT, which is considering investing in platform upgrades to ensure scalability and exploring the possibility of offering more auctions.

Potential Listeria Contamination Moves Recall By Cooperstown Cheese

Milford, NY—Cooperstown Cheese Company of Milford, NY, is recalling 1,400 pounds of cheese purchased, sold or distributed from June 21, to July 10, 2023, because it has the potential to be contaminated with *Listeria monocytogenes*.

Product was distributed in New York state and reached customers through farmers markets, restaurants and retail stores. In a retail store, the product may be repackaged and wrapped in cellophane or cheese paper or vacuum sealed. The products are labeled as Jersey Girl, Toma Celena and Abbie.

The products found at farmers markets are labeled as Jersey Girl, Toma Celena, SK, Jersey Gold, Marielle, Jersey Girl with Garlic/Rosemary, Jersey Girl spring onion, Bobby's got the Blues, Toma Torino, Jersey Gold with garlic, and Abbie.

Cut and wrapped, the product would last roughly two weeks, depending on storage, Cooperstown Cheese stated.

In restaurants, the products are labeled as Jersey Girl and Toma Celena. All are labeled with Cooperstown Cheese Company labels that contain the company contact information.

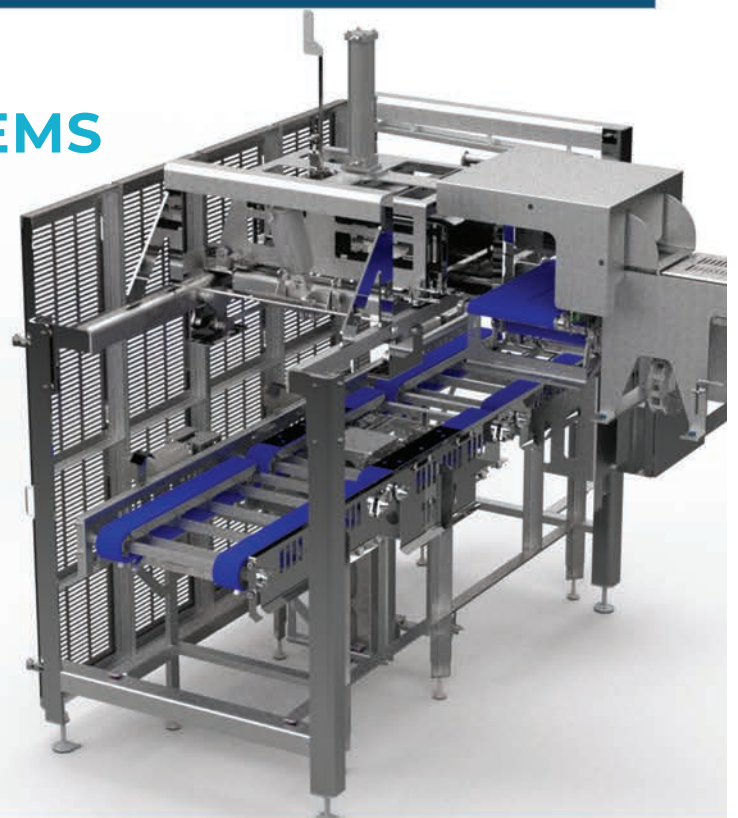
The Listeria was found through routine environmental testing by the company and during a FDA inspection, Cooperstown Cheese noted. The company has ceased production as it and FDA continue to investigate the problem.



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Green Co. Fair Cheese Auction Raises \$93,554; Breaks Another Record

Monroe, WI—For the second year running, the Green County Fair Cheese Auction broke all previous records, bringing in a total of \$93,554.00 – up from last year's record total of \$75,847.50

The Grand Champion, a 9-pound Havarti made by Matt Henze of Decatur Dairy, Inc., sold for an average of \$800.00 per pound for a total of \$7,200.00.

The auction drew 30 bidders on 79 pieces of cheese, or a total of 393.9 pounds.

Decatur Dairy's Grand Champion Havarti also earned the highest bid per pound and the highest lot price, with the winning bid from the Bank of Brodhead.

The Bank of Brodhead was also the largest purchaser at this year's auction, followed closely by Washington Implement Company.

Auction proceeds will support the United Way, National Historic Cheesemaking Center, Green County Fair, and other cheese- and dairy-related events over the next year.

Buyers of the winning products were as followed:

Lot 1: \$5,985.00 Total

First place: Luke Buholzer, Klondike Cheese, nine pounds of Buholzer Brothers Dill Havarti was purchased by Faith Engineering, Inc. for \$1,800.00

Second place: Justin Lowery, Klondike Cheese, 12 pounds of Odyssey Tomato & Basil Feta was purchased by Axel Speed and International Ingredients for \$2,520.00

Third place: Brett Riese, Klondike Cheese, nine pounds of Buholzer Brothers Dill Havarti

was purchased by Axel Speed for \$1,665.00.

Lot 2: \$12,009.00 Total

First place: Emmi Roth USA, 10.4 pounds of Roth 3 Chile Gouda Wheel was purchased by Dr. David Reeson, Precision Drive & Control, Maple Leaf Cheese Store and R. Mueller Service & Equipment for \$2,314.00

Second: Steve Stettler, Decatur Dairy, nine pounds of Pepper Havarti was purchased by Faith Engineering for \$3,195.00

Third place: Zach Hagen, V&V Supremo Foods, 10 pounds of Jalapeno Flavored Chihuahua was purchased by Sugar River Cold Storage and Badger State Propane, Inc., for \$6,500.00

Lot 3: \$6,350.00 Total

First place: Steve Stettler, Decatur Dairy, three units of Stettler Swiss Cheese Spread was purchased by the Bank of New Glarus, Sugar River Cold Storage and Woodford State Bank for \$3,750.00

Second place: Pam Castle, Castle's Cheese, Inc., three units of Garlic Cheddar Cheese Spread was purchased by Farmer's Wife Photography, Hasse Surveying, and R&S Farms for \$1,625.00

Third place: Pam Castle, Castle's Cheese, Inc., three units of Jalapeno Cheddar Cheese Spread was purchased by Beast Buffet, Colony Brands, Inc. and A&H Incorporated for \$975.00

Lot 4: \$4,650.00 Total

First place: Chris Roelli, Roelli Cheese, 20 pounds of Cellar Cured Cheddar Wheel was purchased by R. Mueller Service & Equipment, Dairy Connection,

Dr. David Reeson and Beast Buffet for \$2,850.00

Second place: Brian Knox, Hoard's Dairy Farm, 40 pounds of 5 Month Guernsey Milk Cheddar was purchased by Matthew Hart, Hasse Surveying, Dairy Connection and Woodford State Bank for \$1,000.00

Third place: Brian Knox, Hoard's Dairy Farm, 40 pounds of 7 Month Guernsey Milk Cheddar was purchased by Hardware Hank, Beach's Auction Service, Bank of Brodhead and International Ingredients for \$800.00

Lot 5: \$15,000.00 Total

First place: Tylan Saglam, Klondike Cheese, 12 pounds of Buholzer Brothers Gouda was purchased by Precision Drive & Control and Alpma for \$6,150.00

Second place: Steve Buholzer, Klondike Cheese, 12 pounds of Buholzer Brothers Gouda was purchased by the Bank of New Glarus and Wisconsin Bank & Trust for \$4,200.00

Third place: Adam Buholzer, Klondike Cheese, 12 pounds of Buholzer Brothers Gouda was purchased by Ruchti Stainless, Inc. and Axel Speed for \$4,650.00

Lot 6: \$13,625.00 Total

First place: Steve Stettler, Decatur Dairy, 10 pounds of Brick was purchased by Ruchti Stainless and Bank of Brodhead for \$5,375.00

Second place: Decatur Cheesemaker Team, Decatur Dairy, 10 pounds of Brick was purchased by Colony Brands and Washington Implement, Co. for \$4,750.00

Third place: Matt Henze, Decatur Dairy, 10 pounds of Brick was purchased by the Bank of New Glarus and Jelle Repair for \$3,500.00

Lot 7: \$10,875.00 Total

First place: Decatur Cheesemaker Team, Decatur Dairy, 10 pounds of Muenster was purchased by Jelle Repair and R&S Farms for \$3,875.00

Second place: Steve Stettler, Decatur Dairy, 10 pounds of Muenster was purchased by A-1 Electric and Ruchti Stainless for \$4,000.00

Third place: Zimmerman Team 2, Zimmerman Cheese, 10 pounds of Muenster was purchased by Green County Ag Chest and Wisconsin Bank & Trust for \$3,000.00

GRAND CHAMPION:

Lot 8: \$16,200 Total

First place winner: Matt Henze, Decatur Dairy, nine pounds of Havarti was purchased by Bank of Brodhead for \$7,200.00

Second place winner: Steve Stettler, Decatur Dairy, nine pounds of Havarti was purchased by Bartels & Co. Tap, LLC, for \$2,700.00

Third place winner: Tom Schultz, Klondike Cheese, nine pounds of Buholzer Brothers Havarti was purchased by Washington Implement Co. for \$6,300.00

Lot 9: \$2,550.00 Total

First place winner: W&W Dairy Team, 7.5 pounds of Fresco was purchased by Jelle Repair, International Ingredients and Bartels & Co Tap for \$300.00

Second place: W&W Dairy Team, 15 pounds of Fresco was purchased by Jelle Repair, R. Mueller Service & Equipment Co., Colony Brands and Ruchti Stainless for \$500.00

Third place winner: Steven Middelendorf, V&V Supremo Foods, 5 pounds of Oaxaca was purchased by Sugar River Cold Storage for \$1,750.00

Lot 10: \$2,525.00 Total

First place: Steve Stettler, Decatur Dairy, 10 bags of Fresh Muenster Curd was purchased by Colony Brands and Washington Implement for \$775.00

Second place: Steve Stettler, Decatur Dairy, 10 bags of Fresh Muenster Curd was purchased by Hasse Surveying and Sugar River Cold Storage for \$775.00

Third place: Matt Henze, Decatur Dairy, 10 bags of Fresh Muenster Curd was purchased by Hasse Surveying and Ruchti Stainless for \$975.00

Lot 11: \$3,785.00 Total

First place: Chris Roelli, Roelli Cheese, 16 pounds of Smear Ripened Alpine Wheel, was purchased by Dairy Connection, Alpma and Beach's Auction Service for \$1,760.00

Second place winner: Anna Landmark, Landmark Creamery, 10 pounds of Pecora Nocciola Pecorino Style Sheep Cheese was purchased by Dairy Connection and Maple Leaf Cheese Store for \$375.00

Third place: Tom Salzwedel, Klondike Cheese, 12 pounds of Odyssey Feta was purchased by Alpma, Colony Brands, Inc., Axel Speed and Wisconsin Bank & Trust for \$1,650.00.

"Thanks go to all bidders and purchasers who made this auction such a success," said Gail Zeitler, executive director for the Foreign Type Cheesemakers' Association, contest host. "Foreign Type is very proud of their cheese makers and the excellent cheese they produce."

Monroe's Alpine Slicing provided services in cutting and packaging all of the cheese for auction.

We also must thank Dave and Rena Koning, Joe Mellem, Dan Powers, Julene Elmer and Tammy Wirth for conducting an excellent auction, Zeitler said.

Cheese that was not sold at the auction – roughly 400 pounds – was donated to the Monroe and Green County Food Pantries for community distribution.

Another 100 pounds of cheese was donated to the Green County Ag Chest for the Dairy Queens, Zeitler said.

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FMMO Hearing

(Continued from p. 1)

Starting on Friday, Sept. 1, and each Friday following until the hearing concludes, beginning at noon Eastern time, dairy farmers may testify virtually in 15-minute time slots. There will be at least 10 slots for virtual testimony each Friday. To testify virtually, dairy farmers must pre-register; registration for Friday time slots will be available starting Monday of the same week on the hearing website.

A webinar on how to prepare to participate in the hearing is also available on the hearing website.

Some Proposals Omitted

USDA sent letters to eight different parties explaining why some or all of their proposals weren't included in the hearing notice.

The letters noted that Secretary of Agriculture Tom Vilsack determined that the hearing will be limited in scope to amendments directly impacting the uniform pricing formulas of all FMMOs. The agency said it received several proposals that didn't relate directly to the uniform FMMO pricing formulas.

Four proposals submitted by the American Farm Bureau Federation (AFBF) are included in the hearing notice. Several AFBF proposals won't be heard, including:

- Proposals 5 and 6 from AFBF seek to adjust Class III and IV make allowances and yields using a mandatory and audited USDA cost and yield survey. USDA doesn't currently have the legal authority to conduct such a survey; therefore, these proposals are denied.

- Proposal 7 recommends providing producers with additional market information by creating universal milk check transparency requirements, including clarification of the value of pooled milk. As this change doesn't seek to amend the uniform FMMO pricing formulas, the proposal doesn't fall within the scope of the hearing. However, USDA encouraged AFBF to explore amendments on the subject through the informal rulemaking process.

- Proposal 12 seeks to adjust make allowances for cooperatives and plants that balance the market. This proposal would result in individual plant-specific make allowances and, as such, would conflict with the uniform handler pricing provisions of the Agricultural Marketing Agreement Act (AMAA), USDA said. Therefore, this proposal was denied.

- Proposal 13 recommends adjusting Class I differentials to address seasonal differences in supply and demand. This proposal was submitted without a developed process for setting appropriate seasonal Class I dif-

ferential levels or how they could be determined, and therefore, the proposal won't be heard at this time, USDA said.

- Proposal 14 seeks to extend the 30-day limit to 45 days for nonfat dry milk in the National Dairy Price Sales Report. As this change doesn't seek to amend the uniform pricing formulas, the proposal won't be heard at this time. AFBF may explore amendments on this subject through the informal rulemaking process, USDA noted.

Proposal 2, Option 1 and 2, were submitted by Edge Dairy Farmer Cooperative and will be heard at the hearing. Three Edge proposals won't be heard:

- Proposal 1 recommends providing producers with additional market information by creating universal milk check transparency requirements, including clarification of the value of pooled milk.

- Proposal 3 seeks to dictate the time lag between when a make allowance change would be announced and when it could be implemented due to the impact on risk management programs used by dairy farmers and processors. Since instructions for implementation of changes aren't contained within the regulations, the proposal wasn't included in the Hearing Notice.

- Proposal 4 seeks to adjust Class III and IV make allowances and yields using a mandatory and audited USDA cost and yield survey. USDA doesn't currently have the legal authority to conduct such a survey, so this proposal was denied.

Proposal 1 and 2 were submitted by the Milk Innovation Group (MIG) and will be heard at the hearing. However, four MIG proposals won't be heard:

- Proposals 3 and 4 seek to adopt amendments that would provide direct financial incentives to producers for supplying Class I plants. These proposals don't seek to amend the uniform FMMO pricing formulas, but instead seek to redirect part of the handler minimum classified milk price to those dairy farmers who supply the Class I handler, USDA stated. Accordingly, these proposals don't fall within the scope of the hearing and won't be heard at this time.

- Proposal 5 seeks to increase the amount of allowable extended shelf-life shrinkage and consequently the amount of milk that can be priced at the lowest classified price for the month. As this change doesn't seek to amend the uniform pricing formulas, it won't be heard at this time.

- Proposal 6 seeks to exempt organic milk from FMMO pricing and pooling provisions if it is priced above the Class I minimum price. As this change doesn't seek to amend the uniform FMMO pricing formulas, it doesn't fall within the hearing's scope and won't be heard at this time.

Testimony and evidence will be taken on National All-Jersey's (NAJ) Proposal 1 seeking to update milk composition factors on a continuing annual basis. However, two NAJ proposals won't be heard:

- Proposal 2 seeks to amend the four FMMOs that currently use skim and butterfat pricing to use multiple component pricing to price Classes II, III, and IV milk. This proposal seeks a regional, not national, pricing change, USDA noted. As this change doesn't seek to amend the uniform FMMO pricing formulas, it won't be heard at this time.

- Proposal 3 seeks to value Class I milk on actual pounds of protein, other solids, and nonfat solids pooled. As some regions price manufacturing milk on a skim and butterfat basis, not on a component basis, this proposal is premature for consideration.

Cedar Grove Cheese's proposal sought to amend the regulations to prohibit cooperatives from reblending proceeds to their producer members. The legislation authorizing FMMOs, the AMAA, expressly grants co-ops the authority to reblend, USDA said. No such authority is granted for proprietary handlers. Therefore, USDA denied the proposal.

Lamers Dairy's proposal sought to increase the fluid milk sales monthly production limit on plants exempt from mandatory pooling to 3 million pounds. This proposal doesn't seek to amend the uniform FMMO pricing formulas. Accordingly, it doesn't fall within the scope of the hearing and will not be heard at this time.

Testimony and evidence will be taken on a proposal submitted by the California Dairy Campaign to modify the Class III price formula to include Mozzarella cheese. However, USDA doesn't currently have the legal authority to conduct a mandatory cost survey. Congress has to grant additional authority for USDA to conduct such a mandatory cost survey; therefore, this portion of the CDC's proposal is denied.

The Dairy Pricing Association's proposal sought to amend the regulations to adopt a nationwide supply management program. The AMAA doesn't grant USDA the authority to adopt a nationwide supply management program and, as such, USDA denied the proposal.

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Only 12% Of Milk Alternatives Found Comparable To Milk For Key Nutrients

Boston, MA—Results from a new study suggest that most plant-based milk alternatives don't deliver the same nutrition as cow's milk.

To assess how the nutritional content of plant-based milk alternatives compares to that of cow's milk, researchers from the University of Minnesota examined more than 200 plant-based milk alternative products being sold in the US in 2023 — many more products than were included in previous studies.

Compared to cow's milk, only 12 percent of the milk alternative products contained comparable or greater amounts of all three nutrients studied: calcium, vitamin D, and protein.

Abigail Johnson, assistant professor and associate director of the University of Minnesota School of Public Health Nutrition Coordinating Center, presented the findings at NUTRITION 2023, the annual flagship meeting of the American Society for Nutrition, held this week in Boston.

"Our results provide evidence that many plant-based milk alternatives are not nutritionally equivalent to cow's milk," Johnson said. "Based on these findings, consumers should look for plant-based milk alternative products that list calcium and vitamin D as ingredients. They may also want to consider adding other sources of calcium and vitamin D to their diets."

The University of Minnesota's Nutrition Coordinating Center (NCC) maintains a database of approximately 19,000 foods for

assessing dietary intake in human research.

"We know from our dietary assessments for nutrition studies that consumers are choosing more plant-based milk alternatives," Johnson said. "This project aimed to increase the number of these milk alternatives available in the Nutrition Coordinating Center's database of foods."

The study included nutrition information from Nutrition Facts labels and ingredient information for 233 plant-based milk alternative products from 23 different manufacturers.

For each product, the researchers applied a nutrient calculation program to estimate full nutrient information. They then compared the nutritional content of different products within a category — for example, almond milk, oat milk, and soy milk — to each other and to cow's milk.

Compared to dairy milk, just 28 of the plant-based alternatives had similar or more calcium, vitamin D and protein.

Almost two-thirds of the products included in the study were made from almonds, oats, or soy. The researchers found that 170 of the plant-based milk alternatives were fortified with both calcium and vitamin D and that the level of fortification tended to be similar to dairy milk.

Specifically, 76 percent of the oat-based products, 69 percent of soy-based, and 66 percent of almond-based alternatives were fortified with both calcium and vitamin D. The median protein content was 2.0 grams of protein

PERSONNEL

BOB WOLTER has accepted a new position as Mergers and Acquisitions Advisor at **Cornerstone Business Services, Inc.** Located in Green Bay, WI, Cornerstone is a national full service mergers and acquisitions firm that helps businesses in the lower middle market maximize the value of their business by providing high quality M&A service to a limited clientele.

TOM CULLEN has joined **Chobani** as chief information officer, responsible for the design and execution of information systems and technological capabilities. Prior to joining Chobani, Cullen held CIO roles with companies such as Driscoll's and Peet's Coffee & Tea.

Golden State Foods (GSF) has promoted four senior executives at its corporate headquarters in Irvine, CA. The company has promoted **BRIAN DICK** to president and CEO. Dick was promoted to president and chief operating officer in June, following the death of GSF chairman and CEO Mark Wetterau, Sr. With 24 years of GSF experience, Dick will continue to oversee all global operations for the company, including food manufacturing, logistics, and administrative groups. With nearly 20 years of service at GSF, **JOHN PAGE** has been promoted to executive vice president and chief administrative officer. In his new role, he will continue to lead the company's legal department and corporate social responsibility initiatives. Page will also become responsible for risk management; food safety, quality and regulatory; environmental health and safety; and sustainability. **BRAD TINGEY**, a 10-year GSF veteran, has been promoted to corporate senior vice president and chief financial officer. In his new role, TingeY will continue to lead all aspects of finance, accounting, corporate development, tax and treasury. **STEPHEN WETTERAU** joined GSF in 2009, and will expand his responsibilities to include IT and technology, in addition to interfacing with the company's global enterprises and partnering with the GSF Management Committee.

BRADY JANZEN will serve a one-year interim term on the **Edge Dairy Farmer Cooperative** board of directors, succeeding **MITCH DAVIS**, who transitioned to an advisory role. **BRODY STAPEL** of Double Dutch Dairy in Cedar Grove, WI, was elected board president, and **MICHAEL CRINION** of Ash Grove Dairy, Lake Benton, MN, was elected

vice president. **HEIDI FISCHER** of Fischer-Clark Dairy in Hatley, WI, will serve as board secretary, and **JAMIE WITCPALEK**, Pagel's Ponderosa Dairy in Kewaunee, WI, has been elected treasurer. Advisory members include **JUSTIN PETERSON**, Creamery Creek Holsteins; **JOSH MEISSNER** of Norm-E-Lane; **JAY STAUFFACHER**, Highway Dairy, **MITCH DAVIS** and dairy economist **MARIN BOZIC**. The cooperative also announced the addition of **CARRIE CARROLL**, who will serve as director of climate-smart as the co-op launches its new Partnerships for Climate-Smart Commodities program. Carroll most recently served as sustainability strategy leader for the University of Wisconsin Population Health Institute and has been with the institute in various roles since 2014. She brings extensive knowledge in national grant administration and management of partnerships and teams. **JAMIE FISHER** has been promoted to senior project manager of climate-smart, responsible for the coordination and execution of all aspects of the project.

Larry Seyferth, Long-Time Industry Sales And Service Rep., Passes Away

Green Bay, WI—Larry Seyferth, 67, died here July 24.

From the Idaho Milk Processors Association to the New York State Cheese Manufacturers Association, and all the state and regional associations in Wisconsin, Seyferth was a regular attendee of industry conferences, events, and seminars throughout the US.

Seyferth served the cheese industry in the sales of cheese slicing and processing equipment for over four decades, working for companies that included Johnson Cheese Equipment, Johnson/Nelles, Johnson Industries International, Kelley Supply, Stoelting, and Ideal Stainless Systems. He most recently worked for Tetra Pak.

In addition, using his popularity amongst cheese makers and industry suppliers alike, Seyferth helped organize the Charity Cheesemakers Golf Outing, where proceeds go to Green Bay, WI-area hospitals to help the ailing, particularly, children health-related issues.



Larry Seyferth



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Ag, Environmental, Other Groups Launch Campaign To Urge Passage Of Farm Bill In 2023

Washington—A coalition of 20 organizations representing agricultural, environmental, forestry, wildlife, nutrition and hunger advocates have launched the “Farm Bill for America’s Families: Sustaining Our Future” campaign to urge passage of the farm bill this year.

Farm Bill for America’s Families brings together stakeholders who support the farm bill and recognize its profound impact on the well-being of all Americans. The campaign seeks to engage consumers, leaders and lawmakers alike on the importance of the farm bill and highlights five core objectives: food security, job creation, conservation, risk management and addressing hunger.

The founding members of the campaign include: American Farm Bureau Federation, National Farmers Union, National Council of Farmer Cooperatives, National Association of State Departments of Agriculture, Feeding America, Environmental Defense Fund, American Soybean Association, American Sugar Alliance, Association of Public and Land-Grant Universities, Ducks Unlimited, Farm Credit Council, National Corn Growers Association, National Cotton Council, National Pork Producers Council, The Nature Conservancy, US Peanut Federation, and USA Rice.

The mission of Farm Bill for America’s Families is to protect America’s food security, support future job security, advance environmental sustainability and ensure farmers are able to continue stocking America’s pantries.

The farm bill is reauthorized every five years. The current farm bill expires on Sept. 30, 2023.

The farm bill is the most significant piece of legislation that affects farmers and ranchers across the United States, according to Farm Bill for America’s Families.

It plays a critical role in protecting farmers’ livelihoods and making sure Americans have safe, nutritious food, including by supporting those facing hunger.

The farm bill funds nutrition programs like the Supplemental Nutrition Assistance Program (SNAP, formerly known as the food stamp program), as well as programs that support the US agricultural sector, such as risk management, agricultural research and conservation programs, Farm Bill for America’s Families pointed out.

Retailer’s Proposed Purchase Of Milk Plants In Australia Raises Concerns

Canberra, Australia—The Australian Competition & Consumer Commission (ACCC) has identified preliminary competition concerns about Coles’ proposed acquisition of two Saputo milk processing plants located in New South Wales (NSW) and Victoria, in a “Statement of Issues” published earlier this month.

A Statement of Issues is not a final decision about a proposed acquisition; it outlines the ACCC’s preliminary views and identifies further lines of inquiry.

Coles is a major supermarket chain and one of Australia’s largest grocery and general merchandise retailers, the Statement of Issues explained. Coles supplies branded and own brand fresh milk products at the retail level through its supermarkets. Coles is the distributor for its own brand fresh milk to Coles stores, produced under arrangements with producers including Saputo.

Coles does not own or operate any dairy processing facilities.

In NSW and Victoria, the raw milk that Coles acquires from dairy farmers is processed through Saputo’s processing facilities at Laverton and Erskine Park, the Statement of Issues noted.

Saputo Dairy Australia is a wholly owned subsidiary of Canadian-based dairy company Saputo Inc. Saputo is one of the largest dairy processors in Australia, with 10 manufacturing facilities, including the Laverton North (Victoria) and Erskine Park (NSW) facilities that are being acquired by Coles.

Saputo acquired the Laverton and Erskine Park facilities as part of its 2018 acquisition of Murray

Goulburn’s assets. According to the Statement of Issues, the facilities were purpose built by Murray Goulburn to process Coles’ private label milk with an initial contract entered into with Coles for a 10-year period.

Coles’ proposed acquisition of Saputo’s fresh milk processing facilities in Laverton North and Erskine Park does not include Saputo’s raw milk supply contracts associated with these plants, the Statement of Issues noted. The contracts Saputo holds with NSW and Victorian dairy farmers are being retained by Saputo on current contractual terms.

As part of the transaction, Saputo will enter a tolling arrangement with Coles, meaning that Saputo’s raw milk collected in NSW and Victoria will be processed by Coles at the plants in Laverton and Erskine Park, the Statement of Issues explained. Saputo will continue to sell its branded drinking milk produced from raw milk collected in Victoria and NSW.

The Statement of Issues lists two issues that may raise concerns with the proposed transaction:

- Significant concerns have been raised that the acquisition will remove the longer-term incentive for Saputo to continue to acquire raw milk in NSW and that this will reduce the number of buyers dairy farmers are able to negotiate with for the sale of their raw milk.

The ACCC is concerned that the sale of these processing assets means that Saputo would no longer own any raw milk processing assets in NSW. Accordingly, in the

medium term, this creates uncertainty about Saputo’s continued acquisition of raw milk in NSW and whether it will refocus its raw milk acquisition to increase throughput in its processing facilities in Victoria.

- The ACCC’s preliminary view is that by Coles vertically integrating and taking ownership of processing facilities, the proposed acquisition may substantially lessen competition by enabling Coles to foreclose or frustrate competitors at various levels of the dairy supply chain.

Strong concerns have been raised in market feedback that the proposed acquisition may significantly increase Coles’ bargaining power in its negotiations with dairy processors for private label milk contracts in other states.

The ACCC’s preliminary view is that the proposed acquisition is unlikely to result in a substantial lessening of competition in the acquisition of raw milk in Victoria. The ACCC considers that there are a number of alternative acquirers of raw milk in Victoria that provide an alternative to Coles and Saputo.

“Many industry participants have expressed concerns that the acquisition will result in Coles consolidating its private label milk production, which would increase its bargaining power in negotiations with dairy processors and dairy wholesalers,” commented Mick Keogh, deputy ACCC chair.

The ACCC is inviting submissions from market participants on the issues identified in the Statement of Issues and on any other issue that may be relevant to the ACCC’s assessment.

Submissions should be emailed to mergers@acc.gov.au by no later than Aug. 3, 2023.

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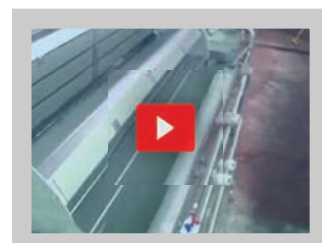
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New FDA Fees

(Continued from p. 1)

responsible party for a domestic facility and an importer who does not comply with a recall order to cover food recall activities associated with such order; and each importer subject to a reinspection to cover reinspection costs.

The fees announced are effective on Oct. 1, and will remain in effect through Sept. 30, 2024. For fiscal 2024, the hourly fee is \$291 if domestic travel is required, up from \$281 for fiscal 2023; and \$312 if foreign travel is required, down from \$334 for fiscal 2023.

FDA is required to establish fees for each of these activities based on an estimate of 100 percent of the costs for each activity for each year, and these fees must be made available solely to pay for the costs of each activity for which the fee was incurred.

The reinspection fee will be assessed for a reinspection to determine whether corrective actions have been implemented and are effective and compliance has been achieved to FDA's satisfaction at a facility that manufactures, processes, packs, or holds food for consumption necessitated as a result of a previous inspection of this facility, which had a final classification of Official Action Indicated (OAI) conducted by or on behalf of FDA, when FDA determined the noncompliance was materially related to the food safety requirements of the Food, Drug & Cosmetic (FD&C) Act.

The reinspection fee will be based on the number of direct hours spent on such reinspections, including time spent conducting the physical surveillance

and/or compliance reinspection at the facility, or whatever components of such an inspection are deemed necessary, making preparations and arrangements for the reinspection, traveling to and from the facility, preparing any reports, analyzing any samples or examining any labels if required, and performing other activities as part of an OAI reinspection until the facility is again determined to be in compliance.

The fee for noncompliance with a recall order will be based on the number of direct hours spent on taking action in response to a company's failure to comply with a recall order.

Types of activities could include conducting recall audit checks, reviewing periodic status reports, analyzing the status reports and the results of the audit checks, conducting inspections, traveling to and from locations, and monitoring product disposition.

VQIP, TPP Fees

FDA said the FY 2024 user fee rates for importers approved to participate in the Voluntary Qualified Importer Program (VQIP) and for accreditation and certification bodies interested in participating in the Accredited Third-Party Certification Program (TPP).

VQIP is a voluntary, fee-based program for the expedited review and importation of foods from importers who achieve a high level of control over the safety and security of their supply chains.

The FY 2024 VQIP user fee rate will be effective on August 1, 2023, and supports program benefits from October 1, 2023, through September 30, 2024. Currently, the agency is not offering an adjusted fee for small businesses.

Those VQIP user fee rates for FY 2024 are as follows: \$272 hourly rate without travel; \$291 hourly rate if domestic travel is required; and \$312 hourly rate if foreign travel is required.

Approved VQIP applicants must pay the user fee before Oct. 1, 2023, to begin receiving benefits for the 2024 fiscal year. The FY 2024 VQIP user fee is \$14,975.

Accredited Third-Party Certification is a voluntary program in which FDA recognizes "accreditation bodies" that will have the responsibility of accrediting third-party "certification bodies." The certification bodies can conduct food safety audits and issue certifications of foreign food facilities.

These certifications are used for two purposes: certifications can establish eligibility for participation in the VQIP, which offers expedited review and entry of food; and, in rare and specific circumstances FDA can require that an imported product be certified to prevent a potentially harmful food from entering the US.

The FY 2024 TPP user fee rate will be effective on Oct. 1, and will remain in effect through Sept. 30, 2024. Those fees are: \$272 hourly rate without travel; and \$312 hourly rate if travel is required.

The program assesses application fees and annual fees. In fiscal 2024, the fees that could be collected are the initial application fee for accreditation bodies seeking recognition, which is \$45,440; the annual fee for recognized accreditation bodies, which is \$2,131; the initial application fee for a certification body seeking direct accreditation from FDA, which is \$45,440; and the renewal application fee for recognized accreditation bodies, which is \$27,888.

Third Meeting Of Dietary Guidelines Advisory Panel Set For Sept. 12-13

Washington—The third meeting of the 2025 Dietary Guidelines Advisory Committee (DGAC) will take place Sept. 12-13, the US Departments of Agriculture (USDA) and Health and Human Services (HHS) announced recently.

The meeting will be open to the public virtually. The public will have an opportunity to provide oral comments virtually to the DGAC on Sept. 12; pre-registration is required, and the number of commenters is limited based on the time available. Registration for oral comments will open on Thursday, Aug. 10, at 10:00 a.m. Eastern time.

Requests to present oral comments can be made by going to www.dietaryguidelines.gov and clicking the link for "Meeting Registration." For registration to be accepted, a written outline or a summary of the intended oral comment will be required as part of the registration process.

At its September meeting, the DGAC will provide subcommittee updates, including presentations by each subcommittee, and deliberation by the full committee regarding progress made since the second public meeting, including protocol development, evidence review and synthesis, systematic review findings, and plans for future committee work.

The Dietary Guidelines Advisory Committee is tasked with reviewing the current body of nutrition science on specific topics and questions and developing a scientific report that includes its independent, science-based advice for HHS and USDA to consider. The DGAC's review, along with public comments on its scientific report and agency input, will help inform HHS and USDA as they develop the Dietary Guidelines for Americans, 2025-2030.

In January 2023, USDA and HHS announced the appointment of 20 nationally recognized nutrition and public health experts to serve on the 2025 DGAC. The committee's work is solely advisory in nature and time limited. It is estimated that the DGAC will meet approximately five times during the projected period for its operation.

A call for written public comment to the DGAC opened on Jan. 19, 2023, and will remain open throughout the committee's deliberations.

Written comments may be submitted at regulations.gov; the docket number is HHS-OASH-2022-0021-0001.

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USDEC, NMPF, Italian Dairy Group Form Alliance To Boost Collaboration

Arlington, VA—The US Dairy Export Council (USDEC), National Milk Producers Federation (NMPF) and Italian Dairy Association (Assolatte) signed an agreement Thursday that increases collaboration between the three organizations as they promote the nutritional benefits of dairy products and support dairy-friendly policies in international forums.

The partnership will be effective until Dec. 31, 2025, and may be renewed by agreement of the participants.

The memorandum of understanding (MOU) organizes a set of objectives centered around ensuring the accurate and exclusive labeling of dairy terms for milk and dairy products and advocating for international standards and guidelines that recognize the contributions of the global dairy industry to sustainable food systems.

Specific objectives of the MOU are as follows:

—Collaborate to ensure that dairy terms, such as cheese, milk, yogurt and butter be reserved exclusively for milk and dairy products.

—Oppose misleading and deceptive labeling of products of plant or synthetic origin that utilize dairy terms, as this could create impressions that such products are equivalent in nutritional value to dairy products.

—Support activities and initiatives that enhance the value of dairy products by promoting awareness of their nutritional characteristics and unique nutritional benefits.

—Engage authorities on nutrition and sustainability policy issues (e.g., nutrient profiling, front-of-pack nutrition and sustainability labeling, marketing restrictions, food taxation, etc.) that could mischaracterize or devalue the nutritional contributions of dairy and share information on these activities.

—Support effective and aligned participation of NMPF, USDEC and Assolatte on these topics within international organizations, including all those that establish policies that impact the agricultural sector.

—Promote alignment and outreach in support of common policy priorities in international forums (for example, Codex, FAO, WHO).

—Participate regularly in discussions and knowledge sharing on sustainability, sustainable food systems, and other environmental issues facing dairy producers and impacting the trade of dairy products.

—Promote the development and adoption of science-based international standards and guidelines that support the trade of agricultural products.

—Elevate a focus on food and nutrition security in food systems discussions and highlight the nutritional, social, and economic tradeoffs associated with various policy changes.

—Advocate the critical importance of livestock production and the major contributions of animal-sourced foods and animal-based products to sustainable food systems, particularly dairy products.

—Support evidence-based decisions that advance sustainable

productivity growth, as well as the production of nutritious, safe, and accessible foods.

—Promote the essential role of trade to achieving more sustainable food systems.

—Facilitate the exchange of knowledge and collaboration on other relevant issues of mutual interest between the participants.

The alliance participants expect to conduct activities based on equality, reciprocity and mutual benefit.

“Dairy producers in Italy and the United States both have incredible opportunities to grow and thrive, while also facing similar challenges that threaten that potential,” said Krysta Harden, USDEC’s president and CEO. “This agreement is an important step in growing our voice as we continue to call for fair, sci-

ence-based policies that support sustainable growth for dairy producers and manufacturers around the world.”

“Our two countries each have a proud tradition of producing world-class, sustainable dairy products,” commented Jim Mulhern, NMPF’s president and CEO. “That shared passion will fuel this partnership as we work to proactively advance positive, sound international dairy policies.”

“This is an ambitious and far-reaching agreement between two giants of the global dairy industry, Italy and the United States — a cooperation that we hope will help to remove potential obstacles to the production and marketing of milk and dairy products,” said Paolo Zanetti, chairman of Assolatte.

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COMING EVENTS

www.cheesereporter.com/events.htm

NCCIA Basic Milk Pasteurization, Sanitation Course To Be Aug. 15-16

St. Paul, MN—Registration is open for the Basic Milk Pasteurization & Dairy Plant Sanitation Workshop here Aug. 15-16 at the University of Minnesota Food Science & Nutrition Building.

The two-day Certified Industry Temporary Pasteurization Retesting & Resealing Course is presented by the North Central Cheese Industries Association (NCCIA), in conjunction with the Minnesota Department of Agriculture Dairy Inspection Program, University of Minnesota, and Ecolab.

Instruction will be held at the Basic Milk Pasteurization & Industry Personnel Pasteurizer Test Plant, kicking off Tuesday morning with a session on the history and microbiology of pasteurization.

Pasteurizer training will continue Tuesday afternoon with a hands-on lab in the pilot plant. Students will learn the inner workings and mechanical processes

involved in pasteurization, along with issues like sanitation, environmental monitoring, HTST pasteurization and proper recording chart documentation.

The course will continue Wednesday morning with a focus on basic dairy plant sanitation, followed by a review, exam and noon adjournment.

Registration for the course closes Aug. 8, and is limited to 30 students. Cost to attend is \$200 for NCCIA members and \$250 for non-members.

A registration link is available online at www.northcentralcheese.org.

Other course collaborations between NCCIA and the University of Minnesota include Basics of Dairy Plant Sanitation and Introductory HACCP, with future dates yet to be determined.

For questions, contact NCCIA's Susan Eschbach at (612) 968-1080 or via email: seschbach.nccia@gmail.com.

Central WI Cheesemakers & Buttermakers Golf Outing Sept. 13

Marshfield, WI—The Central Wisconsin Cheesemakers & Buttermakers Association is gearing up for its annual golf outing, set for Wednesday, Sept. 13 here at Holm's Riveredge Golf Course.

The scramble tournament begins with registration at 9:30 a.m., lunch and a shotgun start at 11 a.m. Organizers stated that hole prizes will be awarded, followed by a reception and banquet at 5:30 p.m.

Cost to attend the event is \$135 per person. For those interested in the banquet only, cost is \$35.

A number of sponsorship opportunities are available, including a \$140 hole recognition, funding for the cookout lunch, and cash donations for hole prizes.

Registration fees should be sent to: CWCBA, Tayt Wuehrich, Grassland Dairy, PO Box 160, Greenwood, WI 54437-0160.

Plant Based World Expo North America September 7-8 In New York

New York—Registration for the Plant Based World Expo North America, set for Sept. 7-8 at the Javits Center here, is open online.

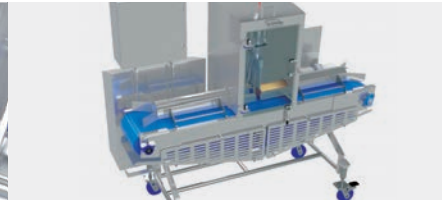
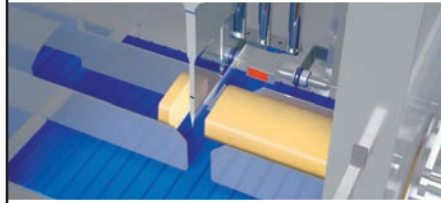
The event is designed for food-service professionals, retailers, distributors, buyers, brokers and non-profits.

New this year is the Buyer Education Theater, giving buyers the tools they need to introduce plant-based to their stores or restaurants, or how to improve their current plant-based options.

Sessions will cover *GenZ! The Eaters of the Future & What Excited Them* and *Advancing Business Through a Diverse Supplier Set*.

Other educational sessions will look at optimizing taste and texture to enhance plant-based foods; using cryogenics for plant-based food processing and freezing; and how mushrooms could become the new "center of plate" protein. For more details and registration information, visit plantbasedworldexpo.com.

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Cocina Sabrosa Food & Beverage Trade Expo Set For Sept. 27-28 In Texas

Irving, TX—Created especially for the Hispanic grocery and restaurant industry, Cocina Sabrosa Food & Beverage Trade Expo will be held here Sept. 27-28 at the Irving Convention Center.

The two-day event showcases the highest-quality and most-authentic products and services exclusively to and from the Latin foodservice and retail market.

The 2023 Keynote Address will be given by Al Carey, former CEO of PepsiCo. Carey will offer practical strategies for cultivating a work environment where employees feel valued, empowered, and motivated to succeed for themselves and the company.

Attendees will also hear about key market trends, experience tastings and hands-on service demonstration, increase presence in one of the fastest-growing cuisines in the US, and connect with other Latin foodservice and retail leaders.

For registration details and complete agenda, visit www.cocinaexpo.com.

WCMA Will Host Young Professionals Event At Brewers Game Aug. 23

Milwaukee, WI—The Wisconsin Cheese Makers Association's (WCMA) will host a Young Professionals outing here Wednesday, Aug. 23 at American Family Stadium as the Milwaukee Brewers take on the Minnesota Twins.

Registration for this popular event is \$35. Members may also purchase tickets for guests, including significant others and friends.

The deadline to register is Friday, Aug. 11.

For questions, contact WCMA contest director, Kirsten Strohmenger via email: kstrohmenger@wischeesemakers.org.

Registration is now available online at WisCheeseMakers.org/Events.

PLANNING GUIDE

IMPA Conference: Aug. 10-11, Sun Valley Resort, Sun Valley, ID. Visit www.impa.us for more information closer to event date.

Pack Expo Las Vegas: Sept. 11-13, Las Vegas Convention Center, Las Vegas, NV. Registration open at www.packexpolasvegas.com.

ADPI Dairy Ingredients Seminar: Sept. 25-27, Santa Barbara, CA. Registration now open at www.adpi.org/events.

Inaugural Art of Cheese Festival: Sept. 29-Oct. 1, Madison, WI. Space is limited. Registration is open online at www.wisconsincheese.com.

NCCIA Annual Conference: Oct. 10-12, Best Western/Ramkota, Sioux Falls, SD. Visit www.northcentralcheese.org for more information as well as registration updates.

IDF World Dairy Summit: Oct. 16-19, Chicago, IL. Visit www.idf-wds2023.com to register online.

Process Expo: Oct. 23-25, McCormick Place, Chicago. Online registration is available at www.fpsa.org/process-expo.

NDB, NMPF, UDIA Joint Annual Meeting: Oct. 23-26, Orlando, FL. Agenda will soon be available online at www.nmpf.org.

ADPI Dairy Purchasing & Management Risk Seminar: Nov. 1-2, Convene Willis Tower, Chicago. For more information, visit www.adpi.org.

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

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

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



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Real Estate

DAIRY PLANTS FOR SALE: <https://dairyassets.weebly.com/m--a.html>. Contact Jim at 608-835-7705; or by email at jimcisle7@gmail.com

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Dairy Product Stocks in Cold Storage

TOTAL STOCKS AS REPORTED BY USDA (in 1000s of pounds unless indicated)

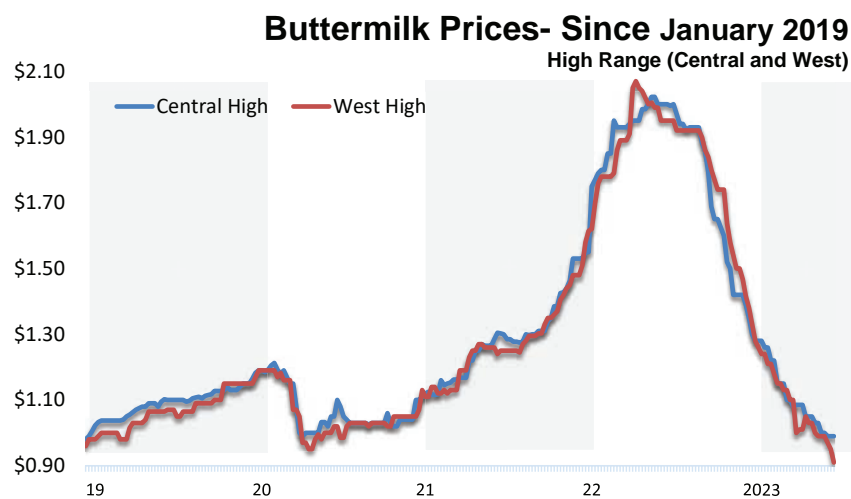
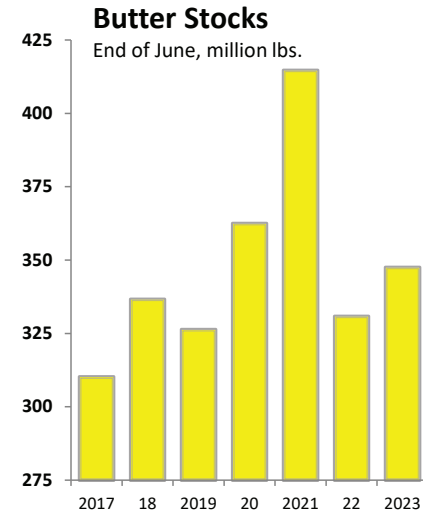
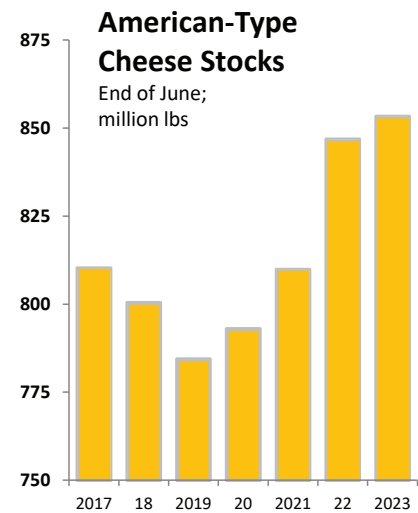
	Stocks in All Warehouses			June 30, 2023 as a % of		Public Warehouse Stocks
	June 30 2022	May 31 2023	June 30 2023	June 30 2022	May 31 2023	June 30 2023
Butter	330,840	367,868	347,495	105	94	335,120
Cheese						
American	846,750	857,083	853,320	101	100	
Swiss	24,570	24,329	22,643	92	93	
Other	634,946	616,408	634,415	100	103	
Total	1,506,266	1,497,820	1,510,378	100	101	1,190,437

DAIRY FUTURES PRICES

SETTLING PRICE

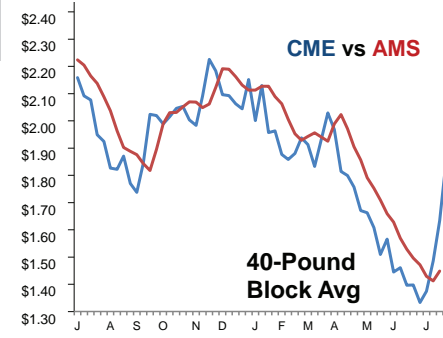
*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
7-21	July 23	13.81	18.28	26.700	116.000	1.461	1.4920	248.000
7-24	July 23	13.77	18.30	26.500	116.000	1.461	1.4920	248.000
7-25	July 23	13.78	18.30	26.500	116.000	1.461	1.4920	248.000
7-26	July 23	13.78	18.30	26.500	116.000	1.461	1.4910	249.000
7-27	July 23	13.80	18.30	26.550	116.000	1.461	1.4910	249.000
7-21	Aug 23	16.71	18.53	27.000	116.400	1.821	1.7920	253.500
7-24	Aug 23	17.46	18.77	27.500	116.750	1.896	1.8670	258.025
7-25	Aug 23	17.37	18.76	27.175	115.075	1.896	1.8500	259.000
7-26	Aug 23	17.02	18.91	26.850	115.400	1.870	1.8170	266.275
7-27	Aug 23	16.98	19.02	25.250	115.000	1.868	1.8160	267.000
7-21	Sept 23	17.67	18.48	29.000	116.000	1.903	1.8470	253.500
7-24	Sept 23	18.42	18.93	30.500	116.325	1.929	1.9490	257.000
7-25	Sept 23	17.93	18.89	30.300	116.025	1.928	1.8890	258.000
7-26	Sept 23	17.58	19.20	29.000	115.725	1.918	1.8580	265.000
7-27	Sept 23	17.35	19.20	27.750	117.100	1.918	1.8450	269.575
7-21	Oct 23	18.22	18.55	31.250	117.500	1.960	1.9250	254.500
7-24	Oct 23	18.97	18.99	32.750	120.500	2.035	2.0000	257.000
7-25	Oct 23	18.39	18.99	32.750	118.800	1.969	1.9300	257.875
7-26	Oct 23	18.06	19.20	31.250	118.750	1.929	1.9000	265.000
7-27	Oct 23	17.97	19.33	30.000	118.300	1.927	1.8870	268.175
7-21	Nov 23	18.47	18.71	32.525	119.600	1.983	1.9250	253.000
7-24	Nov 23	19.22	19.25	34.000	123.200	2.058	2.0150	255.025
7-25	Nov 23	18.61	19.22	34.000	121.200	2.028	1.9480	255.525
7-26	Nov 23	18.42	19.31	33.000	121.000	1.962	1.9330	263.025
7-27	Nov 23	18.48	19.44	32.325	120.775	1.962	1.9280	266.500
7-21	Dec 23	18.38	18.67	33.625	122.000	1.971	1.9400	244.050
7-24	Dec 23	19.05	19.10	34.500	125.375	2.020	1.9910	246.025
7-25	Dec 23	18.40	19.00	34.000	124.300	1.979	1.9500	246.025
7-26	Dec 23	18.24	19.09	34.000	123.250	1.952	1.9080	253.025
7-27	Dec 23	18.27	19.34	34.000	123.250	1.952	1.9060	257.500
7-21	Jan 24	18.25	18.48	33.750	122.500	1.890	1.9190	240.000
7-24	Jan 24	18.84	18.93	33.800	126.500	1.890	1.9500	242.000
7-25	Jan 24	18.40	18.90	34.100	125.450	1.908	1.9240	242.000
7-26	Jan 24	18.20	18.96	34.100	125.200	1.930	1.8980	249.500
7-27	Jan 24	18.22	19.02	34.100	124.750	1.930	1.9000	249.750
7-21	Feb 24	18.18	18.34	35.000	122.800	1.899	1.9100	237.000
7-24	Feb 24	18.79	18.94	35.000	126.800	1.899	1.9370	240.900
7-25	Feb 24	18.40	18.94	35.000	126.800	1.899	1.9300	240.500
7-26	Feb 24	18.20	19.00	35.000	126.800	1.930	1.9170	244.000
7-27	Feb 24	18.20	19.00	35.000	126.800	1.930	1.9150	246.500
7-21	Mar 24	18.22	18.55	37.500	125.000	1.908	1.9140	235.200
7-24	Mar 24	18.72	18.75	37.500	129.000	1.908	1.9300	240.700
7-25	Mar 24	18.42	18.75	37.500	129.000	1.908	1.9270	240.700
7-26	Mar 24	18.28	18.96	37.500	129.000	1.930	1.9200	242.750
7-27	Mar 24	18.28	19.00	37.500	128.500	1.930	1.9180	246.500
7-21	April 24	18.15	18.47	36.000	126.500	1.910	1.9100	232.000
7-24	April 24	18.62	18.76	36.000	130.500	1.910	1.9350	232.025
7-25	April 24	18.42	18.60	36.000	130.500	1.910	1.9280	232.025
7-26	April 24	18.27	18.98	36.000	130.500	1.910	1.9280	238.025
7-27	April 24	18.37	19.08	36.000	129.500	1.910	1.9260	238.100
7-21	May 24	18.17	18.65	36.000	127.675	1.913	1.9050	233.000
7-24	May 24	18.55	18.81	36.000	127.675	1.913	1.9230	233.000
7-25	May 24	18.35	18.81	36.000	127.675	1.913	1.9230	234.000
7-26	May 24	18.32	18.81	36.000	127.675	1.913	1.9210	236.000
7-27	May 24	18.35	19.05	36.000	129.550	1.913	1.9190	236.000
July 27		27,321	5,849	2,795	8,787	1,500	24,046	9,798



DAIRY PRODUCT SALES

July 26, 2023—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFD.
•Revised



Week Ending	July 22	July 15	July 8	July 1
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	1.4491	1.4124	1.4293	1.4714
Sales Volume	Pounds			
US	11,095,521	13,056,948	10,767,921	11,677,760
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	1.5025	1.5056	1.5695	1.6461
Adjusted to 38% Moisture				
US	1.4302	1.4327	1.4950	1.5644
Sales Volume	Pounds			
US	14,676,786	14,393,701	14,172,180	12,871,488
Weighted Moisture Content	Percent			
US		34.84	34.91	34.76
AA Butter				
Weighted Price	Dollars/Pound			
US	2.5232	2.4431	2.4594	2.4257
Sales Volume	Pounds			
US	5,424,172	5,101,877	2,079,831	3,843,372
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.2544	0.2596	0.2757	0.2910
Sales Volume	Pounds			
US	7,859,454	9,402,285	6,100,605	7,115,450
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.1478	1.1674	1.1797	1.1533
Sales Volume	Pounds			
US	16,882,711	19,083,291	13,456,914	16,732,456

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____ Cheese Packager

____ Cheese Marketer (broker, distributor, retailer)

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____ Whey processor

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____ Supplier to dairy processor

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____ Company Management

____ Plant Management

____ Plant Personnel

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____ Packaging

____ Purchasing

____ Warehouse/Distribution

____ Sales/Marketing

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - JULY 21: Cheese makers in the Northeast say milk volumes are tightening as hot, humid weather, and heavy rain are having a negative impact on milk production and cow comfort. In the Midwest and West, contacts note declining milk production, though cheese makers say volumes are available to run steady production schedules. Cheese inventories are strong in the Northeast, and contacts in the West say spot loads are available to meet current market demands. Cheese availability varies in the Midwest, though some cheese makers say they are rapidly selling any extra loads produced. In the Northeast, contacts report steady demand from retail and foodservice purchasers. Higher restaurant menu prices are, reportedly, deterring some potential customers.

NORTHEAST - JULY 26: Milk volumes continue to tighten. Plant managers report that production has plateaued as milk volumes are seasonally declining. Cold storage space is noted to be more readily available than in recent weeks, as cheese demand has increased and as inventories have changed hands. Foodservice and retail demands are strong.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$2.0975 - \$2.3850	Process 5-lb sliced:	\$1.6175 - \$2.0975
Muenster:	\$2.0850 - \$2.4350	Swiss Cuts 10-14 lbs:	\$3.5400 - \$5.8625

MIDWEST AREA - JULY 26: Milk availability is tightening, following seasonal trends. Contacts in the southern reaches of the region are bringing in volumes of milk from the upper Midwest. Cheese makers note spot milk volumes are tightening but some plant downtime is contributing to regional availability. Reported spot milk prices range between \$5 and \$3 under Class III. Outside of this reported downtime, cheese makers are operating strong production schedules. Demand for cheese is strong in the region and contacts report spot loads are moving quickly. Markets have been strengthening in recent weeks.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$2.1400 - \$3.3500	Mozzarella 5-6#:	\$1.6700 - \$2.7575
Brick 5# Loaf:	\$1.8700 - \$2.4375	Muenster 5#:	\$1.8700 - \$2.4375
Cheddar 40# Block:	\$1.5925 - \$2.1350	Process 5# Loaf:	\$1.4950 - \$1.9625
Monterey Jack 10#:	\$1.8450 - \$2.1925	Swiss 6-9# Cuts:	\$3.0550 - \$3.1575

WEST - JULY 26: Demand for varietal cheeses is stronger than in other recent weeks. The CME barrel cheese price closed at \$1.7800 and block cheese closed at \$1.8625. This represented a 31.50 cent increase for barrel cheese and a 27.75 cent block cheese increase since last Wednesday. Some industry sources note a combination of smaller current supply and increased demand have aided the bullish price movement. Despite summer temperatures prompting seasonal week to week decreases in milk production and some reduced component strength, cheese makers relay enough Class III milk supplies are available to accommodate strong to steady production schedules. Spot cheese loads are available to meet current demand. Export demand is mixed. Stakeholders relay steadier demand from Mexican purchasers and more hesitation from Asian purchasers. Cheddar cheese is indicated to have more export demand than other cheese varieties by industry sources.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts :	\$1.9725 - \$2.1725	Monterey Jack 10#:	\$1.9600 - \$2.2350
Cheddar 40# Block:	\$1.7250 - \$2.2150	Process 5# Loaf:	\$1.6200 - \$1.7750
		Swiss 6-9# Cuts:	\$2.3475 - \$3.7775

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

Variety	Date: 7/26	7/19	Variety	Date: 7/26	7/19
Cheddar Curd	\$1.93	\$1.95	Mild Cheddar	\$1.96	\$1.99
Young Gouda	\$1.67	\$1.68	Mozzarella	\$1.64	\$1.66

FOREIGN -TYPE CHEESE - JULY 26: Demand for cheese from retailers in European markets is strong, though contacts note mixed to lighter cheese sales to foodservice customers. A heat wave has been affecting some European vacation areas, which some stakeholders report as having a negative impact on restaurants and foodservice cheese consumption. Export demand for cheese is steady. Extreme temperatures are having a negative impact on milk production. Cheese makers are utilizing tightening milk supplies to run busy schedules as they try to keep pace with current market demands. European cheese inventories are tight, and production has been lagging demand in recent weeks.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$1.9550 - 3.4425
Gorgonzola:	\$3.6900 - 5.7400	\$2.4625 - 3.1800
Parmesan:	0	\$2.3450 - 4.4325
Romano :	0	\$3.1450 - 5.3000
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg:	\$2.9500 - 6.4500	0
Swiss:	\$3.5750 - 3.9000	\$3.5750 - 3.9000

DRY PRODUCTS - JULY 27

LACTOSE CENTRAL/WEST: Lactose sales remain light, though some contacts note stronger demand for specific brands of lactose or for loads which meet their specific mesh-size or packaging needs. Market participants say there is plenty of lactose available on the spot market and suggest some spot sellers are offering loads to animal feed end users at prices near the low end of the range to reduce warehouse inventories. Lactose production is limited, as current prices and market conditions have some manufacturers reducing or halting lactose production.

WPC CENTRAL/WEST: Contacts report limited spot market activity for WPC 34% as domestic and international demand remains light. Preferred brands of WPC 34% are in higher demand and supporting

the top end of the price range. Spot loads of WPC 34% are readily available, though loads produced by some brands are somewhat tighter than others. Production of WPC 34% is steady to light. Contacts report current market conditions have contributed to some plant managers' decision to shift production away from WPC 34%.

NORTHEAST DRY WHEY: Class III manufacturing has slowed as seasonal milk production has waned. Cheese prices on industry cash exchanges have increased as demand has picked up. Concerns over storage space for dry whey and other dry products persist. Condensed whey volumes are available for drying, and the processing of new dry whey supplies is able to match the rate at which liquid whey is being produced. Demand in the region is quiet.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional cheese ad numbers increased 36 percent. Shredded cheese in 6- to 8-ounce packages was the most advertised dairy item. Organic sliced cheese in 6- to 8-ounce packages was the most advertised organic cheese item, appearing in 24 percent fewer ads than last week, with an average advertised price of \$5.86, up 42 cents.

Half-gallons of milk were the most advertised organic dairy product, appearing in 70 percent more retail ads with an average price of \$3.90, down 7 cents. Conventional butter in one-pound packages appeared in 272 percent more ads this week, with a weighted average advertised price of \$4.09, down 14 cents from last week. Greek yogurt in 4-6 ounce containers was the most advertised conventional yogurt item, with an average price of \$1.07, up 4 cents. The most advertised organic yogurt product was regular yogurt in 32 ounce containers, with an average price of \$4.84, down 15 cents.

RETAIL PRICES - CONVENTIONAL DAIRY - JULY 28

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	3.36	3.16	3.99	NA	NA	NA	NA
Butter 1#	4.09	4.39	3.97	3.05	3.16	4.34	4.09
Cheese 6-8 oz block	2.45	2.21	2.65	2.37	2.35	1.99	2.09
Cheese 6-8 oz shred	2.49	2.57	2.50	2.41	2.33	2.59	2.15
Cheese 6-8 oz sliced	2.63	2.59	3.74	2.61	2.50	2.62	2.24
Cheese 1# block	3.95	3.95	NA	NA	NA	NA	NA
Cheese 1# shred	5.28	5.64	NA	4.99	NA	NA	NA
Cheese 1# sliced	3.99	3.99	NA	NA	NA	NA	NA
Cheese 2# block	6.82	NA	NA	NA	NA	NA	NA
Cheese 2# shred	6.63	NA	NA	7.99	5.99	6.51	NA
Cottage Cheese 16 oz	2.58	2.89	2.06	3.49	NA	2.23	NA
Cottage Cheese 24 oz	3.71	3.91	3.61	3.13	3.54	3.53	NA
Cream Cheese 8 oz	2.46	2.61	NA	1.62	3.15	5.00	2.13
Ice Cream 14-16 oz	3.79	3.74	3.27	4.06	3.48	4.11	3.60
Ice Cream 48-64 oz	3.93	3.68	4.27	4.03	4.18	3.25	3.59
Milk 1/2 gallon	2.85	2.57	3.50	NA	2.50	2.67	1.27
Milk gallon	3.45	3.67	NA	2.50	NA	3.01	5.98
Flavored Milk 1/2 gal	1.86	1.86	NA	NA	3.29	NA	NA
Flavored Milk gallon	3.23	3.23	NA	NA	NA	NA	NA
Sour Cream 16 oz	2.15	2.22	2.08	1.97	2.69	2.11	2.14
Sour Cream 24 oz	3.34	3.31	3.99	2.99	2.99	3.17	2.79
Yogurt (Greek) 4-6 oz	1.07	1.08	1.05	1.16	1.04	1.11	.99
Yogurt (Greek) 32 oz	5.46	5.99	5.00	5.48	NA	5.99	4.99
Yogurt 4-6 oz	0.64	0.63	NA	0.59	1.04	.59	.59
Yogurt 32 oz	3.08	2.85	3.75	3.36	2.49	2.39	2.49

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:

Sour Cream 8 oz:	NA	Yogurt 4-6 oz:	\$1.33
Butter 1 lb:	NA	Yogurt 32 oz:	\$4.84
Cream Cheese 8 oz:	NA	Yogurt Greek 4 - 6 oz	\$1.30
Cream Cheese 16 oz:	NA	Yogurt Greek 32 oz	\$6.17
Cottage Cheese 16 oz:	NA	Milk 1/2 gallon:	\$3.90
Cheese shreds 6-8 oz:	NA	Milk gallon:	NA
Cheese 6-8 oz block:	\$4.71	Ice Cream 14-16 oz	NA
Cheese 6-8 oz sliced:	\$5.86	Ice Cream 48-64 oz	\$8.03

WHOLESALE BUTTER MARKETS - JULY 26

WEST: Western cream is more available compared to the other regions in the country. However, hotter temperatures in the northern parts of the West are impacting farm milk components and decreasing surplus volumes of cream. Butter production is mixed. Industry sources note current cream prices are keeping churning economical and many are working to increase stock ahead of the later year baking season. In hotter parts of the region where cream is tighter, manufacturers are focusing bulk butter production on unsalted, which also has more demand compared to salted bulk butter. Domestic retail demand is steady, while food service is stronger. Some stakeholders indicate more interest compared to other recent weeks. Export demand, aside from some upticks in interest from Canadian purchasers, is light.

CENTRAL: Butter production has slowed. Cream supplies have tightened, and contacts have expressed concern over how the forthcoming heat wave will further affect cow comfort and milk components in the Upper Midwest. Spot loads of cream are

scarce, and some market participants relay that they have not been offered spot cream in nearly three weeks. Churns are running off of contracted loads of cream, and some scheduled downtime is being reported at plants. Butter inventories are trending lower, namely as demand from both the retail and foodservice sides are strong. Ice cream production has tapered off seasonally, which some contacts have suggested would bode well for churns if spot loads of cream become available.

NORTHEAST: Cream supplies continue to tighten in the eastern states. Ice cream production, which has been drawing upon available cream supplies, has slowed as spot loads of cream are becoming rarer. Butter plant contacts have relayed that contracted loads of cream are keeping churns active. Butter inventories are ample, but increased activity on industry cash exchanges is beginning to chip away at existing stocks. Cold storage space is still noted to be tight for the time being. Foodservice and retail demands are steady.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
07/24/23	69,489	87,917
07/01/23	76,287	81,088
Change	-6,798	6,829
Percent Change	-9	8

CME CASH PRICES - JULY 24 - JULY 28, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDN	DRY WHEY
MONDAY July 24	\$1.8300 (+17½)	\$1.8625 (+8)	\$2.6125 (+3)	\$1.1500 (+3)	\$0.2600 (+¾)
TUESDAY July 25	\$1.8300 (NC)	\$1.8625 (NC)	\$2.6125 (NC)	\$1.1525 (+¼)	\$0.2600 (NC)
WEDNESDAY July 26	\$1.7800 (-5)	\$1.8625 (NC)	\$2.6725 (+6)	\$1.1500 (-¼)	\$0.2625 (+¼)
THURSDAY July 27	\$1.7600 (-2)	\$1.8650 (+¼)	\$2.6925 (+2)	\$1.1475 (-¼)	\$0.2525 (-1)
FRIDAY July 28	\$1.7625 (+¼)	\$1.9075 (+4¼)	\$2.6800 (-1¼)	\$1.1600 (+1¼)	\$0.2500 (-¼)
Week's AVG \$ Change	\$1.7925 (+0.2785)	\$1.8720 (+0.2385)	\$2.6540 (+0.0945)	\$1.1520 (+0.0440)	\$0.2570 (+0.0105)
Last Week's AVG	\$1.5140	\$1.6335	\$2.5595	\$1.1080	\$0.2465
2022 AVG Same Week	\$1.9235	\$1.9240	\$2.9650	\$1.6620	\$0.4515

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Five cars of blocks were sold Monday, the last at \$1.8500; an unfilled bid at \$1.8625 then set the price. Tuesday's block market activity was limited to an unfilled bid for 1 car at \$1.6500, which left the price unchanged. Wednesday's block market activity was limited to an unfilled bid for 1 car at \$1.8000, which left the price unchanged. No blocks were sold Thursday; the price increased on an unfilled bid for 2 cars at \$1.8650. Three cars of blocks were sold Friday, the last at \$1.9075, which set the price. The barrel price jumped Monday on an unfilled bid at \$1.8300, dropped Wednesday on a sale at \$1.7800, declined Thursday on an uncovered offer at \$1.7600, then rose Friday on an unfilled bid at \$1.7625.

Butter Comment: The price rose Monday on a sale at \$2.6125, increased Wednesday on a sale at \$2.6725, climbed Thursday on a sale at \$2.6925, then fell Friday on an uncovered offer at \$2.6800.

Nonfat Dry Milk Comment: The price increased Monday on a sale at \$1.1500, rose Tuesday on an uncovered offer at \$1.1525, declined Wednesday on an uncovered offer at \$1.1500, fell Thurs on a sale at \$1.1475, then increased Friday on a sale at \$1.1600.

Dry Whey Comment: The price rose Monday on a sale at 26.0 cents, increased Wednesday on an unfilled bid at 26.25 cents, fell Thursday on a sale at 25.25 cents, and declined Friday on a sale at 25.0 cents.

WHEY MARKETS - JULY 24 - JULY 28, 2023

RELEASE DATE - JULY 27, 2023

Animal Feed Whey—Central: Milk Replacer:	.1850 (NC) – .2200 (NC)
Buttermilk Powder:	
Central & East:	.9200 (NC) – .9900 (NC) West: .7600 (-4) – .9100 (-4)
Mostly:	.8400 (NC) – .9000 (NC)
Casein: Rennet:	4.2500 (NC) – 4.7500 (NC) Acid: 4.3500 (-15) – 4.9000 (-10)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.1900 (+½) – .2800 (+1) Mostly: .2300 (+½) – .2700 (+1)
Dry Whey—West (Edible):	
Nonhygroscopic:	.2300 (+1) – .3225 (-1½) Mostly: .2500 (+1) – .3100 (+1)
Dry Whey—NE:	.2175 (-1) – .3100 (+¼)
Lactose—Central and West:	
Edible:	.1200 (NC) – .3600 (NC) Mostly: .1400 (+½) – .2500 (NC)
Nonfat Dry Milk—Central & East:	
Low/Medium Heat:	1.0900 (+2) – 1.1600 (+2) Mostly: 1.1050 (+½) – 1.1350 (+1½)
High Heat:	1.1500 (+¼) – 1.2900 (+1)
Nonfat Dry Milk—Western:	
Low/Med Heat:	1.0400 (NC) – 1.1700 (+2) Mostly: 1.0700 (+1) – 1.1500 (+1)
High Heat:	1.1975 (+1¼) – 1.3500 (NC)
Whey Protein Concentrate—34% Protein:	
Central & West:	.6500 (NC) – 1.0900 (-1) Mostly: .6800 (-2) – 1.0400 (NC)
Whole Milk:	1.7600 (-4) – 1.9000 (NC)

HISTORICAL MILK PRICES - CLASS III

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	10.78	9.31	10.44	10.78	9.84	9.97	9.97	11.20	12.11	12.82	14.08	14.98
'10	14.50	14.28	12.78	12.92	13.38	13.62	13.74	15.18	16.26	16.94	15.44	13.83
'11	13.48	17.00	19.40	16.87	16.52	19.11	21.39	21.67	19.07	18.03	19.07	18.77
'12	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
'13	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
'14	<u>21.15</u>	<u>23.35</u>	<u>23.33</u>	24.31	22.57	21.36	21.60	<u>22.25</u>	<u>24.60</u>	<u>23.82</u>	21.94	17.82
'15	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
'16	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
'17	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
'18	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
'19	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	<u>19.37</u>
'20	17.05	17.00	16.25	13.07	12.14	21.04	<u>24.54</u>	19.77	16.43	21.61	<u>23.34</u>	15.72
'21	16.04	15.75	16.15	17.67	18.96	17.21	16.49	15.95	16.53	17.83	18.03	18.36
'22	20.38	20.91	22.45	<u>24.42</u>	<u>25.21</u>	<u>24.33</u>	22.52	20.10	19.82	21.81	21.01	20.50
'23	19.43	17.78	18.10	18.52	16.11	14.91						

USDA Seeks Yogurt, Butter For Fourth Quarter, Fluid Milk For September

Washington—The US Department of Agriculture (USDA) on Monday issued a solicitation inviting offers to sell butter and yogurt for use in domestic food distribution programs.

USDA is specifically seeking to procure 41,040 pounds of salted print butter, 36/1-pound cartons; and 575,748 pounds of high protein yogurt, including 135,600 pounds of high protein blueberry yogurt, 24/4-ounce cups; 195,240 pounds of high protein strawberry yogurt, 24/4-ounce cups; 198,792 pounds of high protein vanilla yogurt, 24/4-ounce cups; and 46,116 pounds of high protein vanilla yogurt, 6/32-ounce tubs.

The delivery period for this solicitation is Oct. 1 through Dec. 31, 2023. Bids are due by 1:00 p.m. Central time on Monday, Aug. 7.

Also on Monday, USDA issued a solicitation inviting offers to sell fresh fluid milk for use in domestic food distribution programs. Included are purchases to be made under the authority of Section 5 of the Commodity Credit Corporation (CCC) Charter Act.

Under this solicitation, USDA is specifically seeking to procure 36,000 gallons and 251,100 half gallons of 1 percent milk; 118,800 gallons and 137,700 half gallons of 2 percent milk; and 18,000 gallons

and 24,300 half gallons of skim milk.

The delivery period for this fluid milk is Sept. 1-30, 2023. Bids are due by 1:00 p.m. Central time on Monday, Aug. 7.

Offers under both of these solicitations must be submitted electronically via the Web-Based Supply Chain Management System (WBSCM). Offers submitted by any means other than WBSCM will be deemed nonresponsive.

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. Bidders may submit different prices for each stop; however, a price is required on all line items within the lot.


Purchases under both invitations will be made on an f.o.b. destination basis to cities on the solicitations. Destination quantities listed on the invitations are estimates and subject to adjustments based on offerings, changes in recipient needs, market conditions, and program operations.


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

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