



CHEESE REPORTER

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US Dairy Exports Dropped 19% In May; Dairy Imports Declined 3%

May Cheese Exports Fell 18%, Cheese Imports Increased 8%; Butter Exports Fell, Imports Rose

Washington—US dairy exports in May were valued at \$732.4 million, down 19 percent from May 2022, according to figures released Thursday by USDA's Foreign Agricultural Service (FAS).

Dairy exports during the first five months of this year were valued at \$3.6 billion, down 7 percent from the first five months of last year.

Leading markets for US dairy exports during the January-May period, on a value basis, with comparisons to the same period last year, were: Mexico, \$1.02 billion, up 12 percent; Canada, \$462.5 million, up 9 percent; China, \$293.2 million, down 2 percent; Japan, \$179.3 million, down 16 percent; Philippines, \$169.8 million, down 36 percent; Indonesia, \$162.5 million, down 16 percent; South Korea, \$139.0 million, down 43 percent; and Australia, \$91.4 million, up 13 percent.

US dairy imports during May were valued at \$374.3 million, down 3 percent from May 2022.

That's just the second time this year that the monthly value of dairy imports was under \$400 million; the other time was in February, when imports were valued at \$398.6 million.

During the first five months of 2023, dairy imports were valued at \$2.04 billion, up 18 percent from the first five months of 2022.

Leading sources of US dairy imports during the January-May period, on a value basis, with comparisons to the same period in 2022, were: New Zealand, \$307.3 million, up 3 percent; Ireland, \$292.7 million, up 38 percent; Italy, \$201.2 million, down 4 percent; Canada, \$155.4 million, up 31 percent; France, \$132.6 million, up 8 percent; Mexico, \$124.1 million, up 34 percent; Netherlands, \$100.1 million, up 9 percent; Denmark, \$94.5 million, up 47 percent; and Spain, \$73.3 million, up 52 percent.

Cheese exports during May totaled 72.9 million pounds, down 18 percent from May 2022. The

value of those exports, \$168.8 million, was down 17 percent.

Cheese exports during the first five months of this year totaled 391.8 million pounds, down 4 percent from the first five months of last year. The value of those exports, \$929.4 million, was up 5 percent.

Leading markets for US cheese exports during the January-May period, on a volume basis, with comparisons to the same period in 2022, were: Mexico, 123.0 million pounds, up 15 percent; South Korea, 42.4 million pounds, down 42 percent; Japan, 37.5 million pounds, down 20 percent; Australia, 33.1 million pounds, up 27 percent; Guatemala, 15.3 million pounds, up 57 percent; Canada, 14.8 million pounds, up 37 percent; Chile, 11.4 million pounds, up 15 percent; Panama, 10.7 million pounds, down 18 percent; and Dominican Republic, 10.0 million pounds, down slightly.

Nonfat dry milk exports during May totaled 175.3 million pounds, down 1 percent from May 2022.

• See **May Dairy Trade**, p. 15

Cheese Production Fell 0.2% In May, But Cheddar Output Increased 4.5%

Washington—US cheese production during May totaled 1.20 billion pounds, down 0.2 percent from May 2022 and the second straight cheese production decline, USDA's National Agricultural Statistics Service (NASS) reported Thursday.

Cheese production during the first five months of 2023 totaled 5.91 billion pounds, up 0.5 percent, or 30.7 million pounds, from the first five months of 2022.

Regional cheese production in May, with comparisons to May 2022, was: Central, 592.0 million pounds, up 1.3 percent; West, 477.6 million pounds, up 0.8 percent; and Atlantic, 133.0 million pounds, down 9.5 percent.

May cheese production in the states broken out by NASS, with comparisons to May 2022, was: Wisconsin, 301.8 million pounds, up 1.2 percent; California, 216.1 million pounds, up 1.2 percent; New Mexico, 93.5 million pounds, up 11.1 percent; Idaho, 77.4 million pounds, up 0.9 percent; Minnesota, 71.3 million pounds, up 3.4 percent; New York, 63.1 million pounds, down 19.5 percent; South Dakota, 44.2 million pounds, down 1.3 percent; Pennsylvania, 40.7 million pounds, up 3.3 percent; Iowa, 33.9 million pounds, down 0.3 percent; Ohio, 22.1 million pounds, down

• See **Cheese Output Falls**, p. 6

Bipartisan Farm Workforce Modernization Act Reintroduced

Washington—The bipartisan Farm Workforce Modernization Act, which is aimed at ensuring a legal and reliable workforce for United States agriculture, has been reintroduced in the US House.

The legislation, which passed the House with bipartisan support in the 116th and 117th Congresses but wasn't passed by the Senate, was reintroduced by US Reps. Dan Newhouse (R-WA), Zoe Lofgren (D-CA), David Valadao (R-CA), John Duarte (R-CA), Mike Simpson (R-ID), Jimmy Panetta (D-CA), Salud Carbajal (D-CA), Henry Cuellar (D-TX) and Jerrold Nadler (D-NY).

• See **Ag Workforce Bill**, p. 8

Global Milk Output To Grow 1.5% Per Year; Trade To Rise 11% By 2032

Paris, France—World milk production (roughly 81 percent cow, 15 percent buffalo and 4 percent for goat, sheep and camels combined) is projected to grow at 1.5 percent per annum over the next decade, faster than most other main agricultural commodities, according to a report released Thursday by the Food and Agriculture Organization (FAO) of the United Nations and the Organization for Economic Cooperation and Development (OECD).

Over half of the increase in total milk production is anticipated to come from India and Pakistan, which will jointly account for over 32 percent of world production in 2032, according to the report, *OECD-FAO Agricultural Outlook 2023-2032*.

Production in the second largest global milk producer, the European Union (EU), is expected to decline slightly.

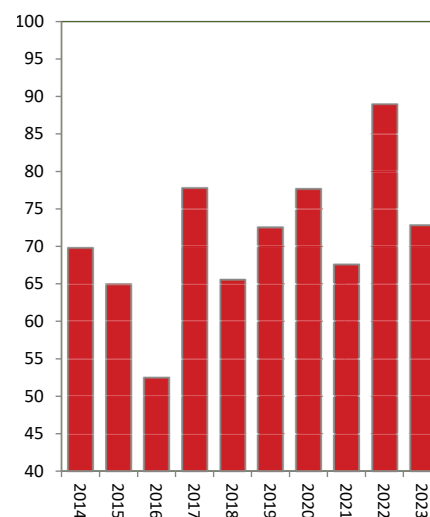
This decline is in response to stagnating domestic demand due to low population growth and declining per capita consumption of fresh dairy products, policies targeted to a transition to sustainable production, the expansion of organic production, and pasture-based production systems.

The share of fresh dairy products in global consumption is expected to increase over the coming decade due to stronger demand growth in India and Pakistan, which in turn is driven by income and population growth. World per capita consumption of

• See **Global Dairy Outlook**, p. 7

US Cheese Exports

May 2014 - 2013; millions of lbs.





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

DICK GROVES
Publisher/Editor

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

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

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

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

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

Cheese Reporter is the official publication of the following associations:

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

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

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

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

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

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

Nebraska Cheese Association
Ed Price, Fremont, NE 68025

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

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

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

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

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

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

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

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

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

EDITORIAL COMMENT



DICK GROVES

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

With the exceptions of the sunflower oil and sugar, it seems that there's very little farming involved in the production of Bored Cow

Some Thoughts On Cell-Based 'Dairy' Products

As controversy continues to swirl around plant-based milk and other dairy alternatives, there's a new controversy arising: cell-based "dairy" products. This promises to be another difficult issue for regulators, mainly the US Food and Drug Administration, to navigate.

As reported on our front page last week, the National Milk Producers Federation wants FDA to end mislabeling by manufacturers of synthetic, cell-based "dairy" products that are in violation of federal standards of identity to prevent a repeat of the plant-based labeling "fiasco" that's created confusion among consumers and regulatory headaches at FDA.

The labeling problems these synthetic, cell-based products raise "are already present — and it's imperative that FDA take action now, before this situation spins out of control," Jim Mulhern, NMPF's president and CEO, noted in a letter to FDA Commissioner Robert M. Califf. The complexity of this issue can be illustrated just by looking at how cell-based products are referred to. NMPF's letter refers to "cell-based foods," while Perfect Day, whose "animal-free milk protein" is used in Bored Cow's "milk" products, refers to its flagship product as the world's first "precision-fermented protein."

Related to this nomenclature "battle," last fall, the Good Food Institute APAC and APAC Society for Cellular Agriculture joined more than 30 other key industry stakeholders to announce what they described as a first-of-its-kind memorandum of understanding, aligning the APAC (Asia-Pacific) region on the term "cultivated" as the preferred English-language descriptor for food products grown directly from animal cells.

Signatories of this historic agreement include nearly every

cultivated food startup in Asia Pacific, including those dedicated to dairy, meat, seafood, and even animal fat.

Also last fall, at an online meeting organized by the Food and Agriculture Organization of the United Nations, in collaboration with the World Health Organization, Dr. William Hallman from Rutgers University presented his work specifically conducted on nomenclature issues of cell-based fish products. Studies have concluded that while some different preferences exist among different sectors, the term "cell-based food" was found to be less confusing, conveniently over-arching and generally well-accepted by consumers.

How to describe these foods is just the beginning of the controversies that will be playing out in the months and years ahead in the US and around the world.

In his letter to Califf, NMPF's Mulhern noted that, although Bored Cow is described as "Animal Free Dairy Milk," the product "is clearly not milk," as prescribed by FDA's own standards of identity.

Bored Cow's product takes water and adds what NMPF believes to be one unidentified, lab-engineered "whey protein," along with "a highly processed concoction of food additives, preservatives, oil, sugar and several added vitamins," Mulhern noted in his letter to FDA. He added that it "is baseless, preposterous and absurd" to call the resulting product "milk."

Interestingly, Bored Cow's "milk" is hitting the market at the same time there's heightened interest in so-called "ultra-processed foods." Ultra-processed foods are not necessarily easy to define, but one general rule of thumb seems to be that they contain more than one ingredient not commonly found in the average consumer's kitchen.

Bored Cow's ingredients include water, animal-free whey protein (from fermentation), sunflower oil, sugar, and less than 1 percent of: vitamin A, vitamin B12 (cyanocobalamin), vitamin D2, riboflavin, citrus fiber, salt, dipotassium phosphate, acacia, gellan gum, mixed tocopherols (antioxidant), calcium potassium phosphate citrate, and natural flavor.

If nothing else, Bored Cow has a far longer ingredient statement than the real milk products with which it is competing.

As an aside, we find it rather amusing that Bored Cow is being launched by a retailer with the name Sprouts **Farmers Market** (emphasis added). With the exceptions of the sunflower oil and sugar, it seems that there's very little farming involved in the production of Bored Cow.

It's worth noting that Bored Cow is a relatively simple product in the emerging cell-based food market. A more complex product is what is described as the world's first animal-free, dairy Mozzarella.

This "Mozzarella" comes from New Culture, which combines fermentation technology and food science to replace casein with an animal-free version that the company produces using precision fermentation.

On its website, New Culture explains how it makes its cheese: "We use traditional cheesemaking techniques that have been perfected over thousands of years. Beginning with our mozzarella, we mix our animal-free casein with water, plant-based fats, salt, a touch of sugar, vitamins, and minerals."

Hmmm. Depending on its nutrient content, this sounds like imitation Mozzarella.

FDA has some serious issues to deal with as more and more of these "animal-free dairy products" hit the market (or at least attempt to hit the market).

Global Dairy Trade Price Index Falls 3.3%; All Product Prices Decline

Darigold Completes First Product Offering: Skim, Buttermilk Powders

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 3.3 percent from the previous auction, held two weeks ago.

The GDT price index hasn't increased since May. Since then, it has declined three times and was unchanged once.

In this week's auction, which featured 140 participating bidders and 107 winning bidders, prices were lower for Cheddar cheese, skim milk powder, whole milk powder, butter, anhydrous milkfat and buttermilk powder.

Results from this week's GDT auction, with comparisons to the previous auction, were as follows:

Cheddar cheese: The average winning price was \$4,386 per metric ton (\$1.99 per pound), down 3.1 percent. Average winning prices were: Contract 2 (September), \$4,425 per ton; Contract 3 (October), \$4,412 per ton, down 2.9 percent; Contract 4 (November), \$4,365 per ton, down 2.7 percent; Contract 5 (December), \$4,383 per ton, down 3.4 percent; and Contract 6 (January 2024), \$4,292 per ton, down 4.2 percent.

Skim milk powder: The average winning price was \$2,525 per ton (\$1.15 per pound), down 6.0 percent. Average winning prices were: Contract 2, \$2,475 per ton, down 6.4 percent; Contract 3, \$2,513 per ton, down 8.2 percent; Contract 4, \$2,554 per ton, down 5.4 percent; and Contract 5, \$2,612 per ton, down 3.9 percent.

Whole milk powder: The average winning price was \$3,149 per ton (\$1.43 per pound), down 0.4 percent. Average winning prices were: Contract 1 (August), \$3,324 per ton, up 6.9 percent; Contract 2, \$3,132 per ton, down 1.8 percent; Contract 3, \$3,125 per ton, down 2.6 percent; Contract 4, \$3,189 per ton, down 0.6 percent; and Contract 5, \$3,195 per ton, down 0.4 percent.

Butter: The average winning price was \$4,842 per ton (\$2.20 per pound), down 10.3 percent. Average winning prices were: Contract 1, \$5,002 per ton, down 7.9 percent; Contract 2, \$4,880 per ton, down 12.9 percent; Contract 3, \$4,910 per ton, down 12.2; Contract 4, \$4,713 per ton, down 10.6 percent; Contract 5, \$4,738 per ton, down 6.2; and Contract 6, \$4,750 per ton, down 4.5 percent.

Anhydrous milkfat: The average winning price was \$4,579 per ton (\$2.08 per pound), down 3.4

percent. Average winning prices were: Contract 1, \$4,960 per ton, up 6.8 percent; Contract 2, \$4,489 per ton, down 4.2; Contract 3, \$4,541 per ton, down 4.4 percent; Contract 4, \$4,592 per ton, down 5.5 percent; Contract 5, \$4,694 per ton, down 3.7; and Contract 6, \$4,755 per ton, down 3.2 percent.

Buttermilk powder: The average winning price was \$2,189 per ton (99.3 cents per pound), down 11.4 percent. Average winning prices were: Contract 1, \$2,195 per ton, down 14.3 percent; Contract 3, \$2,145 per ton, down 12.6 percent; Contract 4, \$2,205 per ton, down 10.2 percent; and Contract 5, \$2,270 per ton, down 7.5.

On this week's GDT auction, Darigold completed its first product offering; the dairy cooperative offered two skim milk powder

products and one buttermilk powder product. Darigold had announced earlier this year that it would start offering skim milk powder and possibly other dairy products on the GDT auction.

Darigold is looking to leverage its proximity to global shipping infrastructure and building a new production facility to support its global growth ambitions. Working with GDT expands the co-op's reach into new markets and provides access to more customers, making GDT an important strategic partner in Darigold's global transformation.

"The Darigold brand is beloved in the Northwest where our farmer-owners are raising cows and our teams have been producing high-quality dairy products for more than 100 years," said Joe Coote, Darigold's CEO. "But the growth opportunities in dairy are more robust in global markets, and our co-op is uniquely posi-

tioned to leverage this opportunity.

To support its global growth goals, Darigold broke ground last year on a new, \$600 million production facility in central Washington — its third major capital investment in as many years — to expand production capacity. When fully operational, this new facility will allow the co-op to process an additional 8 million pounds of milk per day, creating on-farm expansion opportunities for its farmer-owners.

As for Global Dairy Trade, its three-year strategic plan "includes a focus on improving the global supply of dairy products," said Eric Hansen, GDT's CEO. "In line with this, we are actively looking to attract new sellers from all global milk pools to offer our bidders more choice and enable GDT to publish credible reference prices for more products and across more regions.

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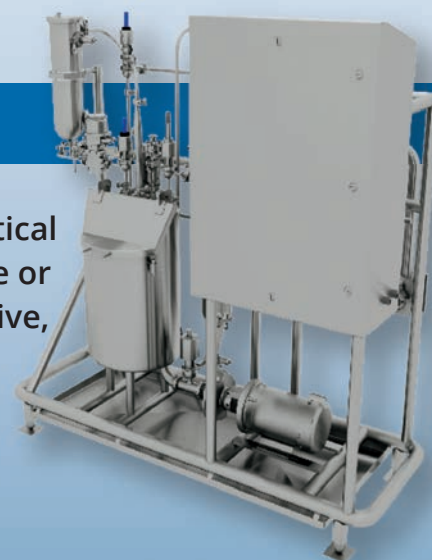


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Sustainability In Dairy Processing: Part 1

A Changing Landscape

TY ROHLOFF
VP Food and Agribusiness
Compeer Financial
ty.rohloff@compeer.com

"I help to feed the world; I make world-class products; I care about my employees." These are all values shared among the dairy processor community I get the opportunity to work with, and they are essentially for any successful organization.

While these concepts are not new, the need for change and adaptation in businesses is inevitable. The drivers of change include efficiency, emerging opportunities, new regulations, and most significantly, consumer demand. In the past five years, consumer and generational demands have transformed more rapidly than in the previous 50 years.

It is challenging to run a business today without directly dealing with or considering terms like Environmental, Social, Governance (ESG) Diversity, Equity and Inclusion (DEI) or sustainability, which happens to be my favorite.

Meeting Evolving Demands

In this article (Part 1 of 2), I want to focus on sustainability through the processor lens. While these concepts aren't new, I am fortunate to soon experience the producer's viewpoint and understand what's changed and why. From where I stand, the dairy industry's supply chain has made significant progress and has even more in store in terms of what has changed and why.

To provide some context on why sustainability is an issue and

how it may affect your business or your thoughts, the concept of greenhouse gas emissions has been around for over 25 years and originated from the Kyoto Protocol in 1997. This agreement established the Greenhouse Gas Protocol (GHG), which, although it may not have garnered much attention back then, has become a focal point today. GHG provides a standard framework for measuring and managing greenhouse gas emissions for the public and private sector.

one of the biggest challenges for processors in terms of carbon accounting is that over 90 percent of the greenhouse gas footprint lies within the farms, not within the processors, transporters and retailers involved in the value chain.

Fast forward almost 20 years, and the Paris Agreement was adopted by 196 countries in 2015. Its goal is to limit global temperature increases to 2 degrees Celsius above pre-industrial levels, ideally only to 1.5 degrees Celsius. The consensus on how to get there is by adopting a neutral balance of greenhouse gas emissions by the middle of this century.

It's worth noting that methane

stays in the atmosphere for approximately 12 years, nitrous oxide for about 109 years, and carbon dioxide emissions have a life-cycle lasting thousands of years. Methane is roughly 28 times more potent than carbon dioxide, while nitrous oxide is about 273 times more potent.

Moving forward, how have these developments impacted retail and wholesale partners, consumer packaged goods partners, consumer demand and the requirements proposed by EPA in May? To recap the timeline, emissions may or may not have been in focus since the Industrial Revolution began around 1750. Fast forward to 1997 when formal action was first taken, followed by voluntary action in the early 2000s and most recently, some have been forced to take action. That's accelerated change in a very short period.

Supply Chain Sustainability

What we know is that the industry is doing more than ever to mitigate the impact to the environment. On the processing side, we have made remarkable progress in wastewater treatment, water usage and improved energy efficiency.

However, one of the biggest challenges for processors in terms of carbon accounting is that over 90 percent of the greenhouse gas footprint lies within the farms, not within the processors, transporters and retailers involved in the value chain. Processors are diligently managing their direct impacts while also analyzing, suggesting and encouraging their supply chain partners to better manage their indirect impacts.

Regarding the achievements of the processing industry, a 2021 study by the US Dairy Stewardship Commitment, hosted by the

• See Rohloff, p. 26

FROM OUR ARCHIVES

50 YEARS AGO

July 6, 1973: Pullman, WA—James Elliott, a Canadian microbiologist who pioneered the use of statistical analysis in flavor research, received the Pfizer award for his work in the microbiology of Cheddar cheese flavor, starter efficiency, and role of enzymes in milk coagulation. Elliott leads the microbiology segment of Canada's Food Research Institute.

Washington—The Cost of Living Council Special Freeze Group has called on consumers to help it police the price freeze by notifying the IRS of suspected violations. Since the freeze was announced, more than 68,000 inquiries have been received by 58 IRS offices.

25 YEARS AGO

July 3, 1998: Fond du Lac, WI—Investigators said they have "no idea" what caused an apparent implosion in an evaporator machine at the Stella Cheese plant here that killed a worker and injured another. Machine operator David Immel died of chest injuries caused by the accident.

Lynn, MA—Suiza Foods has purchased West Lynn Creamery here – a processor of milk, cultured products, extended shelf-life products and ice cream – with sales of roughly \$215 million last year. This marks Suiza's second major New England dairy acquisition this year, following the acquisition of Garelick Farms, Franklin, MA, in June 1997.

10 YEARS AGO

July 5, 2013: Wisconsin Dells, WI—After 35 years of business in one of the country's biggest tourist destinations, Market Square Cheese recently completed a seven-month renovation and addition project, making it "the largest cheese house in Wisconsin." The family-owned store is run by Harry and Colleen Isensee.

Washington—In April, US dairy exports reached a record high of \$558.8 million, the first time ever that dairy exports had topped \$500 million in a single month. One month later, that record was obliterated with May dairy exports valued at \$628.6 million.

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FDA Answers New Questions, Posts More Tools For Food Traceability Rule

Silver Spring, MD—The US Food and Drug Administration (FDA) recently posted new frequently asked questions (FAQs) and additional tools to provide industry with more information about the Food Traceability Rule.

The final Food Traceability Rule, which FDA released in November 2022, establishes additional recordkeeping requirements for persons who manufacture, process, pack, or hold foods the agency has designated for inclusion on the Food Traceability List (FTL).

At the core of the final rule is a requirement that persons subject to the rule who manufacture, process, pack, or hold foods on the FTL, maintain records containing Key Data Elements (KDEs) associated with specific Critical Tracking Events (CTEs); and provide information to FDA within 24 hours or within some reasonable time to which the FDA has agreed.

The compliance date for all persons subject to the Food Traceability Rule is Jan. 20, 2026.

The new FAQs address questions to help clarify how the rule applies to specific situations and are largely based on questions received during FDA's regular interactions with industry and

on questions sent via the Technical Assistance Network, a central source of information for questions related to the Food Safety Modernization Act (FSMA) rules, programs, and implementation strategies.

Several FAQs are cheese-related. For example, regarding what cheeses are covered by the FTL, FDA noted that all cheeses other than hard cheeses are on the FTL and covered by the final rule, unless an exemption applies. "Hard cheese" includes hard cheeses as defined in 21 CFR 133.150, Colby cheese as defined in 21 CFR 133.118, and Caciocavallo Siciliano as defined in 21 CFR 133.111.

The FTL specifically notes that cheeses that are frozen, shelf stable at ambient temperature, or aseptically processed and packaged are not on the FTL. Further, FDA noted that if a person applies a kill step, such as pasteurization, to a cheese on the FTL, the person is eligible for a partial exemption from the food traceability recordkeeping requirements in the rule, and anyone who receives the cheese after the kill step has been applied is eligible for a full exemption.

For example, pasteurized process and pasteurized prepared

cheese and cheese products (e.g., pasteurized process cheese, pasteurized process cheese food, pasteurized cheese spread, pasteurized blended cheese, pasteurized prepared cheese product), as well as processed Mozzarella cheese, would be eligible for these exemptions.

Cheeses that are processed under the low-acid canned food regulations are a separate commodity in the risk-ranking model for food traceability (RRM-FT) used to help develop the FTL and are not on the FTL.

Frozen cheese is not on the FTL and therefore not covered by the final rule, FDA noted.

If a kill step (i.e., lethality processing that significantly minimizes pathogens in a food, such as high pressure processing) is applied to a food on the FTL, and a company maintains a record of their application of the kill step, the requirements of the final rule would not apply to the subsequent shipping of the food. Further, any subsequent receivers of a food to which a kill step has been applied are not subject to the requirements of the final rule.

In addition, if an FTL food will be subjected to a kill step in the future (by an entity other than a retail food establishment, restaurant, or consumer), that food is partially exempt from the rule, providing the shippers and receivers of the food enter into written

agreements stating that the kill step will be applied by the receiver or a subsequent entity in the supply chain.

"Flavorings" is a separate commodity in the RRM-FT and is not on the FTL, so it is not covered by the rule, according to FDA. Thus, flavorings such as walnut flavor extract and almond extract are not covered by the rule. However, if nut butters such as walnut butter and almond butter are ingredients added to provide the nut flavor to another product (such as ice cream), the finished product would be covered by the rule.

A multi-ingredient food that contains peanut butter is therefore covered by the rule. However, such a multi-ingredient product would be exempt from the rule if a kill step has been applied.

FDA intends to update the FTL approximately every five years, subject to available resources.

Along with the FAQs, additional tools developed to help further educate and inform industry subject to the Food Traceability Rule are accessible from the FDA's traceability website, including, among others: eight new supply chain examples that illustrate how the rule is applied in different scenarios for different commodities. One of those scenarios is a soft cheese supply chain.

For more information about FDA's Food Traceability Rule, visit www.fda.gov



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Cheese Output Falls

(Continued from p. 1)

1.8 percent; Vermont, 12.7 million pounds, down 1.2 percent; Illinois, 5.9 million pounds, down 0.6 percent; and New Jersey, 4.3 million pounds, up 0.8 percent. Cheese production in all other states totaled 215.5 million pounds, down 2.5 percent from May 2022.

American-type cheese production totaled 508.9 million pounds, up 4.2 percent from May 2022. American-type cheese output during the January-May period totaled 2.44 billion pounds, up 2.8 from the same period last year.

Production of American-type cheese with comparisons to May 2022, was: Wisconsin, 94.5 million pounds, up 5.6 percent; Minnesota, 59.7 million pounds, up 1.6 percent; California, 46.9 million pounds, down 7.1 percent; Iowa, 18.5 million pounds, up 0.4 percent; and New York, 12.5 million pounds, up 3.2 percent. American-type cheese output in all other states totaled 276.9 million pounds, up 6.9 percent from a year earlier.

Cheddar cheese production totaled 354.9 million pounds, up 4.5 percent from May 2022. Cheddar output during the first five months of 2023 totaled 1.72 billion pounds, up 4.1 percent from the first five months of 2022.

Production of other American-type cheeses during May totaled 154.0 million pounds, up 3.6 percent from May 2022.

Italian & Other Cheeses

Production of Italian-type cheeses during May totaled 485.9 million pounds, down 2.2 percent from May 2022. Italian cheese output during the January-May period totaled 2.44 billion pounds, down 0.6 percent from the same period last year.

Production of Italian cheese, with comparisons to May 2022, was: California, 146.0 million pounds, up 5.1 percent; Wisconsin, 139.9 million pounds, down 0.8 percent; New York, 27.0 million pounds, down 17.0 percent; Pennsylvania, 23.8 million pounds, down 0.8 percent; Minnesota, 11.3 million pounds, up 13.5 percent; and New Jersey, 1.9 million pounds, up 1.7 percent.

Mozzarella totaled 381.5 million pounds, up 1.0 percent from May 2022. Mozz output during the first five months totaled 1.92 billion pounds, up 0.7 percent from the first five months of 2022.

Production of other Italian cheese varieties, with comparisons to May 2022, was: Parmesan, 41.8 million pounds, up 10.4 percent; Provolone, 35.0 million pounds, down 28.8 percent; Ricotta, 16.6 million pounds, down 18.2 percent; Romano, 3.8 million pounds, down 6.8 percent; and other Italian types, 7.3 million pounds, down 10.1 percent.

May production of other cheese varieties, with comparisons to May 2022, was:

Swiss cheese: 30.5 million pounds, down 0.5 percent.

Cream and Neufchatel: 94.3 million pounds, down 8.9 percent.

Brick and Muenster: 14.3 million pounds, down 10.1 percent.

Hispanic cheese: 31.5 million pounds, up 1.0 percent.

Blue and Gorgonzola: 7.3 million pounds, down 6.8 percent.

Feta: 12.3 million pounds, up 2.2 percent.

Gouda: 4.3 million pounds, down 23.9 percent.

All other types of cheese: 13.3 million pounds, up 4.3 percent.

Whey Products Production

May production of dry whey, human, totaled 77.3 million pounds, up 1.7 percent from May

2022. Manufacturers' stocks of dry whey, human, at the end of May totaled 75.3 million pounds, up 5.4 percent from a year earlier and 0.6 percent higher than a month earlier.

Lactose production, human and animal, during May totaled 94.1 million pounds, down 1.0 percent from May 2022. Manufacturers' stocks of lactose, human and animal, at the end of May totaled 167.5 million pounds, down 2.4 percent from a year earlier but up 0.7 percent from a month earlier.

Production of whey protein concentrate, human, during May totaled 42.0 million pounds, up 18.1 percent from May 2022. Manufacturers' stocks of WPC, human, at the end of May totaled 89.2 million pounds, up 30.0 percent from a year earlier and up 0.7 percent from a month earlier.

May production of whey protein isolates totaled 9.7 million pounds, down 18.3 percent from May 2022. Manufacturers' stocks of WPI at the end of May totaled 23.0 million pounds, up 46.4 percent from a year earlier but down 10.5 percent from a month earlier.

Butter & Dry Milk Products

May butter production totaled 194.4 million pounds, up 8.1 percent from May 2022. Butter production during the first five months of 2023 totaled 984.9 million pounds, up 4.5 percent from the first five months of 2022.

Regional butter production in May, with comparisons to May 2022, was: West, 103.0 million pounds, up 6.6 percent; Central, 74.7 million pounds, up 9.7 percent; and Atlantic, 16.7 million pounds, up 11.1 percent.

Nonfat dry milk production during May totaled 206.2 million pounds, up 7.0 percent from May 2022. NDM output during the January-May period totaled 961.7

million pounds, up 4.6 percent from the same period last year.

Manufacturers' shipments of nonfat dry milk during May totaled 208.7 million pounds, up 20.5 percent from May 2022. Manufacturers' stocks of NDM at the end of May totaled 300.1 million pounds, down 5.4 percent from a year earlier and 2.2 percent lower than a month earlier.

May production of other dry milk products, with comparisons to May 2022, was: skim milk powder, 35.4 million pounds, down 30.3 percent; dry whole milk, 9.4 million pounds, down 25.7 percent; milk protein concentrate, 23.5 million pounds, up 5.8 percent; and dry buttermilk, 13.8 million pounds, up 15.4 percent.

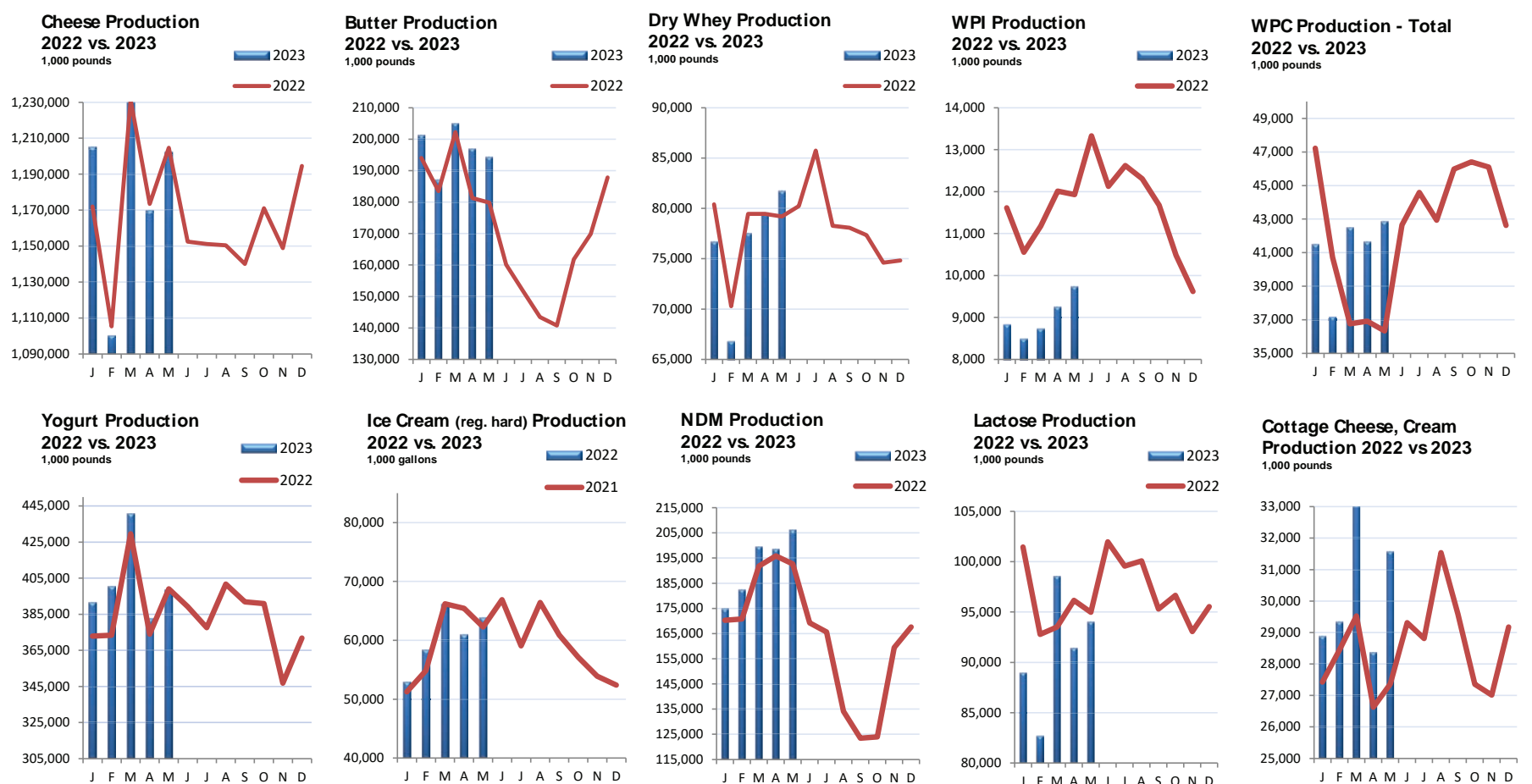
Yogurt & Other Dairy Products

May production of yogurt, plain and flavored, totaled 398.8 million pounds, down 0.1 percent from May 2022. Yogurt output during the first five months of 2023 totaled 2.0 billion pounds, up 3.2 percent from the first five months of 2022.

Sour cream production during May totaled 126.1 million pounds, up 0.3 percent from May 2022. Sour cream output during the January-May period totaled 609.2 million pounds, down 0.1 percent from the same period last year.

Cream cottage cheese production during May totaled 31.6 million pounds, up 15.4 percent from May 2022. Lowfat cottage cheese output during May totaled 27.3 million pounds, up 13.9 percent from a year earlier.

Production of regular, hard ice cream during May totaled 63.9 million gallons, up 2.6 percent from May 2022. Lowfat ice cream output during May totaled 40.5 million gallons, down 1.7 percent from a year earlier.



Global Dairy Outlook

(Continued from p. 1)

fresh dairy products is projected to increase by 1.0 percent per annum over the coming decade, slightly faster than over the past 10 years, primarily driven by higher per-capita income growth.

In Europe and North America, overall per capita demand for fresh dairy products is stable to declining but the composition of demand has been shifting recently towards milkfat such as full-fat drinking milk and cream.

The share of processed dairy products, especially cheese, in overall consumption of milk solids is expected to be closely related to incomes, with variations due to local preferences, dietary constraints, and urbanization. The largest share of total cheese consumption, the second most consumed dairy product, occurs in Europe and North America, where per capita consumption is expected to continue to increase over the projection period.

Consumption of cheese will increase in regions where it has not been traditionally part of the national diet, the report said. In Southeast Asian countries, urbanisation and income increases have resulted in more away-from-home eating, including fast food such as burgers and pizzas.

Prospects For Dairy Trade

World dairy trade is projected to expand over the next decade to reach 14.2 million tons in 2032, 11 percent higher than during the base period.

Most of this growth will be met by increased exports from the US, the EU and New Zealand. These three countries are projected to jointly account for around 65 percent of cheese, 70 percent of whole milk powder, 70 percent of butter, and 80 percent of skim milk powder exports in 2032.

Australia, another exporter, has lost market shares although it remains a notable exporter of cheese and skim milk powder, the report noted. In the case of whole milk powder, Argentina is also an important exporter and is projected to account for 5 percent of world exports by 2032. In recent years, Belarus has become an important dairy exporter, orienting its exports primarily to the Russian market due to the Russian embargo as of 2015 on several major dairy exporting countries.

The EU will continue to be the main world cheese exporter, followed by the US and New Zealand, according to the report. The United Kingdom, Japan, Russia, the EU, and Saudi Arabia are projected to be the top five cheese importers in 2032.

New Zealand remains the primary source for butter and whole

milk powder on the international market, and its market shares are projected to be around 40 percent and 60 percent, respectively, by 2032. China is the principal importer of WMP from New Zealand, but trade between the two is projected to be less dynamic over the projection period. The expected growth in domestic milk production in China will limit the growth in WMP imports.

It is expected that New Zealand will diversify and slightly increase its production of cheese over the outlook period.

The US is expected to be the most dynamic large exporter over the next decade and expand skim milk powder exports especially. This would require growth in drying capacity which is beyond current investments. SMP imports are dispersed globally as it is often the easiest dairy product to trade for use in food processing.

Imports are spread more widely across countries, with the dominant destinations for all dairy products being the NENA (Near East and North Africa) high-income countries, Southeast Asia, and China, the report explained. China is expected to continue to be the world's major dairy importer, especially for WMP, with imports from China projected to represent 21 percent of global imports in 2032.

While some regions are self-sufficient in dairy, such as India and Pakistan, total dairy consumption in Africa, Southeast Asian countries, and the NENA is expected to grow faster than production, leading to an increase in dairy imports.

As liquid milk is expensive to trade (high volume/value ratio), this additional demand growth is expected to be met with milk powders, where water is added for

final consumption or further processing.

Plant-Based, Other Concerns

The role of plant-based replacements for dairy in the fluid milk sector has increased in many regions, especially in North America, Europe and East Asia. Available replacements have continued to expand beyond the more traditional options, branching into various sources from nuts, legumes and other crops.

Environmental legislation could have a strong impact on the future development of dairy production. GHG emissions from dairy activities make up a high share of total emissions in some countries (e.g. New Zealand and Ireland) and more stringent environmental policies and initiatives could affect the level and nature of dairy production to curb such emissions.

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Ag Workforce Bill

(Continued from p. 1)

Title I of the legislation establishes a program for agricultural workers in the US (and their spouses and minor children) to earn legal status through continued agricultural employment and contribution to the US agricultural economy. Applicants must show at least 180 days of agricultural employment over the last two years.

Qualified applicants are provided five-year renewable agriculture visas. Individuals can renew their five-year visas by working at least 100 days in agriculture each year. Individuals have the opportunity, but are not required, to earn Legal Permanent Resident (LPR) status.

Title II of the bill reforms the H-2A program to provide more flexibility for employers, while ensuring critical protections for workers. The bill would focus on modifications to make the program more responsive and user-friendly for employers.

Title III of the legislation would establish a mandatory, nationwide E-Verify system for all agricultural employment, serving as the last necessary piece to ensure a legal workforce for the sector. The system would only be made mandatory for the agricultural sector, with a structured phase-in and guaranteed due process for authorized workers who are incorrectly rejected by the system.

“The top concern for farmers and ranchers in central Washington and across the nation is labor, and the problem is only getting worse,” Newhouse commented. “The Farm Workforce Modernization Act is the solution to creating a secure, reliable agriculture labor program to provide certainty

to our farmers and ranchers for a stable and legal workforce for years to come.”

“In the past few years, we’ve seen labor shortages contribute to high food prices. If it wasn’t obvious before, the pandemic made clear that our country’s agricultural workforce rules are in dire need of reform,” Lofgren said. “The Farm Workforce Modernization Act stabilizes the workforce, which will protect the future of our farms and our food supply.”

Jim Mulhern, president and CEO of the National Milk Producers Federation (NMPF), noted that agriculture workforce reform “has been a top priority for America’s dairy farmers and farmworkers for decades, and NMPF has been working for reform measures that better serve dairy.

“The Farm Workforce Modernization Act takes a significant step toward the improvements we need, and we applaud Reps. Lofgren, Newhouse, and the bill’s other cosponsors for their continued leadership on this difficult issue,” Mulhern added. “NMPF looks forward to continuing to work with these leaders and strengthen the legislation as it advances.”

“Systems that establish a secure, reliable workforce for American farmers and ranchers are necessary to our food supply. A flexible, efficient and streamlined visa program is a vital part of that, as an estimated half of the US agricultural workforce is foreign-born,” said Ted McKinney, CEO of the National Association of State Departments of Agriculture (NASDA).

“NASDA is proud to once again support the Farm Workforce Modernization Act, a bipartisan, comprehensive solution to

securing our nation’s food supply by building a stable and reliable workforce,” McKinney continued.

“This country is in a crisis; if we want Americans to be able to eat affordable, safe food and to be able to feed ourselves independently as a nation, rather than rely on imports, we need the House to pass this newly re-introduced bipartisan Farm Workforce Modernization Act and we need to Senate to do its part this time,” said Rebecca Shi, executive director, American Business Immigration Coalition Action.

“By making sure we have a legal and reliable workforce for the agriculture industry, it will provide ag producers, their employees, and all American consumers the stability we deserve,” Shi continued.

United Farm Workers (UFW) welcomes the reintroduction of the Farm Workforce Modernization Act, according to Teresa Romero, UFW president.

“Our view is simple: If you feed America, you have earned the right to stay in America. This bill meets that moral imperative – delivering farm workers’ most urgent priority – as well as meeting many of the needs of agricultural employers,” Romero said.

“Farm workers proved themselves essential during the pandemic and continue to put food on Americans’ tables every day. Legal status for these essential immigrant workers is long overdue and we ask all members of Congress to work for its passage,” Romero added.

“Many of us have spent tireless hours negotiating this bipartisan legislation and we commend this reintroduction and look forward to continuing to work toward a viable solution for agriculture,”

said Dave Puglia, president and CEO, Western Growers.

“The current H-2A program’s limitation to seasonal employment leaves many industries without the stable workforce that is vital to our food supply chain,” Valadao said. “The Farm Workforce Modernization Act is a commonsense solution that ensures our farmers have access to a legal and reliable workforce and streamlines the process for the future flow of workers.”

“If it wasn’t obvious before, the pandemic made clear that our country’s agricultural workforce rules are in dire need of reform.”

Zoe Lofgren (D-CA)

“Farmers and farmworkers continue to face uncertainty due to our country’s broken and bureaucratic immigration system. By providing an earned path to legal status for those willing to continue working in agriculture as well as a streamlined H-2A visa process, we’ll strengthen our community and promote the enduring farm workforce we need to ensure our nation’s food security,” Panetta said.

“For anyone who doubts the importance of this issue, speak with the farmers and ranchers who feed and clothe our nation — labor is often their number one concern,” Simpson said. “It is time for Congress to address this critical issue, and I am proud to join with my colleagues once again in introducing the Farm Workforce Modernization Act, which will do just that.”

“California’s farming communities have dealt with worker shortages for years, a problem that got worse during the COVID-19 pandemic. These workers feed Americans and deserve a path to legal residency,” Costa commented.

“The Farm Workforce Modernization Act helps the Central Valley by protecting our workforce, ensuring the future of our farms, and streamlining our visa process,” Duarte said.

“By providing earned legal status for existing farmworkers and modernizing the guest worker program, this groundbreaking, bipartisan bill is a major step in reforming our immigration system and providing long-term industry stability,” Carbajal said.

“The Farm Workforce Modernization Act is vital legislation that provides much-needed security to farmworkers and their employers, ensuring a stable workforce under fair and safe conditions,” Nadler said.



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Diets Emphasizing Mainly Whole-Fat Dairy Linked To Better Health

Sphia Antipolis, France—Unprocessed red meat and whole grains can be included or left out of a healthy diet, according to a study conducted in 80 countries across all inhabited continents and published this week in the *European Heart Journal*, a journal of the European Society of Cardiology (ESC).

Diets emphasizing fruit, vegetables, dairy (mainly whole-fat), nuts, legumes and fish were linked with a lower risk of cardiovascular disease (CVD) and premature death in all world regions. The addition of unprocessed red meat or whole grains had little impact on outcomes.

“Lowfat foods have taken center stage with the public, food industry and policymakers, with nutrition labels focused on reducing fat and saturated fat,” commented study author Dr. Andrew Mente of the Population Health Research Institute, McMaster University, Hamilton, Ontario, Canada.

“Our findings suggest that the priority should be increasing protective foods such as nuts (often avoided as too energy dense), fish and dairy, rather than restricting dairy (especially whole-fat) to very low amounts,” Mente continued. “Our results show that up to two servings a day of dairy, mainly whole-fat, can be included in a healthy diet.

“This is in keeping with modern nutrition science showing that dairy, particularly whole-fat, may protect against high blood pressure and metabolic syndrome,” Mente added.

The study examined the relationships between a new diet score and health outcomes in a global population. A healthy diet score was created based on six foods that have each been linked with longevity.

The PURE diet included two to three servings of fruit per day, two to three servings of vegetables per day, three to four servings of legumes per week, seven servings of nuts per week, two to three servings of fish per week, and 14 servings of dairy products (mainly whole fat but not including butter or whipped cream) per week.

“Participants in the top 50 percent of the population – an achievable level – on each of the six food components attained the maximum diet score of six,” Mente noted.

Associations of the score with mortality, myocardial infarction, stroke and total CVD (including fatal CVD and non-fatal myocardial infarction, stroke and heart failure) were tested in the PURE study, which included 147,642

people from the general population in 21 countries.

The average diet score was 2.95. During a median follow-up of 9.3 years, there were 15,707 deaths and 40,764 cardiovascular events. Compared with the least healthy diet (score of 1 or less), the healthiest diet (score of 5 or more) was linked with a 30 percent lower risk of death, 18 percent lower likelihood of CVD, 14 percent lower risk of myocardial infarction and 19 percent lower risk of stroke.

“This was by far the most diverse study of nutrition and health outcomes in the world and the only one with sufficient representation from high-, middle- and

low-income countries,” Mente said. “The connection between the PURE diet and health outcomes was found in generally healthy people, patients with CVD, patients with diabetes, and across economies.”

“The associations were strongest in areas with the poorest quality diet, including South Asia, China and Africa, where calorie intake was low and dominated by refined carbohydrates,” said Prof. Salim Yusuf, senior author and principal investigator of PURE. “This suggests that a large proportion of deaths and CVD in adults around the world may be due to undernutrition, that is, low intakes of energy and protective foods, rather than overnutrition.”

“The new results in PURE, in combination with prior reports,

call for a re-evaluation of unrelenting guidelines to avoid whole-fat dairy products,” Dr. Dariush Mozaffarian of the Friedman School of Nutrition Science and Policy at Tufts University said.

“Investigations such as the one by Mente and colleagues remind us of the continuing and devastating rise in diet-related chronic diseases globally, and of the power of protective foods to help address these burdens,” Mozaffarian continued. “It is time for national nutrition guidelines, private sector innovations, government tax policy and agricultural incentives, food procurement policies, labeling and other regulatory priorities, and food-based healthcare interventions to catch up to the science. Millions of lives depend on it.”




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Dairy Should 'Lean Into' ChatGPT Technology; Will Soon Be Everywhere

Middleton, WI—The International Dairy-Deli-Bakery Association (IDDBA) recently hosted a webinar on how the dairy industry can boost workplace efficiency and create meaningful messaging through the use of ChatGPT.

Shawn Daly, director of student global experience and professor of marketing and international business at Niagara University, led a record number of virtual attendees through the basics using ChatGPT to streamline workflow and drive communication.

Consider ChatGPT as your own personal Cliffs-Notes, Daly said. It's a large, sophisticated guessing machine; that's what it's doing; it's guessing the next word.

"I'll have a spreadsheet in front of me, and I'll ask the Chatbot to please write a summary of my spreadsheet; out it comes," Daly said. "If you need particular kinds of programs, the machine will write 50 or 100 lines of code for you almost instantly."

"If I need something, or don't understand some part of something, it's my go-to," he said. "The more that you use it in a day, the more you use it in your life, and the more you will discover other applications."

It's also important to know that ChatGPT is half-owned by Microsoft Corporation, and it's working through all Microsoft products, Daly noted.

If you're going to learn just one AI tool, this is it, he continued. Using and learning about what

ChatGPT can do will keep you busy.

"My recommendation is to start by having conversations with the machine," he said. "It's designed to talk and have human conversations. Take advantage of that."

A good way to begin is brainstorming, Daly said. Chat GPT is a tremendous brainstorming tool.

"It will give you feedback on the feasibility of an idea, and ultimately, an idea of an essay, a report, a PowerPoint, or pretty much anything you need with words in it," Daly said.

"Start by asking a question," he continued. "I must do this three times a week; just sit down and ask about a certain question or subject."

Using the standard version of ChatGPT 3.5, Daly selected three subjects: sales, promotion, and rural cooperative.

The example I want to use is 'I'm a brand manager for an ice cream company, and we have... sales among our operative retailers,' he said. 'Tell me how we might address this issue.'

"I also talk a lot about curation. What's in and what's out with curation, he continued. Try to help the machine a bit, because it spits out a lot of things.

Based on your intuition and other things you know about the situation, you may say "Tell me more about point of sale," he said.

"One thing you must do is give it some context, some sense of direction. That way you can start to narrow your focus from among the multitude of answers and variable choices that ChatGPT provides," Daly said.

When users refine their direction, it will design the entire point of sale, including social media posts, he said.

"Ask probing questions and know your limitations," Daly said. "For example, what about time limitations, or staff limitations? It will keep giving you answers and ideas and approaches, as you pepper the Chatbot with more context and knowledge about the situation."

Users should also give it feedback – why you like certain things the machine has suggested, he said. You may have to go back and redirect, the same way you would having a conversation with a person.

"You may have heard of prompt engineering – here's the formula to get what you like – how long, what format, who is the audience, what is your purpose and then the tone," Daly said.

Tell the machine to please summarize your report in 250 words, using the formula specific to my example of an ice cream company, and point of sale, he said.

"The machine included many suggestions, and while it's not a finished product, it produced a beautiful first draft report."

Then you need to address tone, voice and style for a second draft, Daly said.

"Do you want this in the first or second person? If the machine is ghost writing for you, you need it in the first person," he said. "The machine has a sort of anodyne voice; a slow sound, so the most important thing is to tell the machine how you want it to sound."

"Is it a formal situation? Do you need empathy or enthusiasm? Maybe you want the machine to sound like a college student,

or male or female, or a regional voice."

"You can tell the machine to talk with a demographic voice; this could be your social media voice, or it could be the voice of your company," he said.

After you begin with brainstorming, users can move to a slightly more advanced technique – telling the machine about relationships. This can be used for putting together resumes and cover letters, creating a mission statement for a company, or having the machine write a grant application. It can also write a response to the proposal.

"Any time you can specify the relationship between various sets of information, the machine can then provide different outcomes," Daly said.

"The machine can be your own professional assistant. You train the machine; you train the model," he said.

You upload one set of information, upload another set of information, and then have the machine write a power point presentation, cover letter, report, agenda, document – whatever you need or want, Daly continued.

The machine also does data analysis.

"Now, it wasn't designed to be an analytical expert, and it gets better every few months. Enter spreadsheet data, and then just talk to the machine about what's going on. It will come up with some interesting and surprising correlations and conclusions," he said.

For more sophisticated additions, the apps of Plug In and Playground let users created visuals and other futuristic applications.

However, the machine is not perfect, Daly stressed.

"Chatbots let you do all sorts of things. In hundreds of hours of usage, maybe the machines made a mistake or two," he said. "There can be errors of omission, and you have to be prepared to catch it."

Regarding ownership, anything you upload to the machine is part of Chatbot history. I suggest you consider the confidentiality of the material as to whether or not it is sensitive and confidential, Daly said. If it's sensitive, then it's probably not a good idea to upload it.

The landscape of AI continues to evolve, and anything that's sensitive or emotional remains sacrosanct – at least for the time being.

"I'm also sensing that people want hand-crafted material, so maybe you need to balance efficiency with empathy and individuality in your product," Daly said.

In closing, ChatGPT will be in every office suite, and eventually the thing will run by itself with thousands of iterations, he continued. The next ChatGPT comes out in a few months, and "what's coming is like science fiction."

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Milk Viewed As Critical To Nutritional Adequacy, Despite Environment Concerns

Philadelphia, PA—While the dairy industry’s environmental impact research is currently focused on greenhouse gas mitigation strategies that do not compromise animal health and production, many discussions maintain that a radical transformation, involving reducing animal-based foods and increasing plant-based foods, is needed in US agriculture production systems in order to meet climate goals.

A group of researchers from Virginia Tech’s School of Animal Sciences is working to understand the trade-offs of this kind of transformation. Their new study, in the *Journal of Dairy Science*®, sets out to understand the dairy industry’s holistic impact, quantifying the contribution of dairy milk to human nutrition, along with associations with agricultural greenhouse gas emissions and water use.

“Global-scale assessments of the trade-offs associated with dairy production are required to better grasp the role of dairy in feeding the globe,” said the study’s lead investigator, Robin R. White, Ph.D.

White’s team noticed that previous investigations of the environmental footprint of dairy systems have incompletely reported on dairy’s contribution of critical vitamins and minerals to human health and have often presented outputs in terms of milk weight or energy/protein content only.

“We were interested in using network analysis methods to better understand the trade-offs between nutrition and environmental impact in the existing food systems, globally,” White explained.

White and co-author Claire B. Gleason, Ph.D., started with data collected by the UN Food and Agriculture Organization (FAO), which allowed them to evaluate data at country and continent levels, and to quantify global supplies of different foods as well as the environmental impacts of these systems.

The data were then leveraged to better consider global-scale contributions of fluid milk to human nutrition (especially calcium) and the environmental impacts of food production, specifically emissions and water use. Foods were considered in their preprocessed forms only, and fluid milk from each dairy species was included.

Total food supply was calculated using a simplified definition accounting for loss, waste, trade, and animal feed. These figures were then used as a reference supply of food that could be consumed by humans, factoring

in nutrient requirements based on age and gender.

To understand how milk and meat products are associated with agricultural environmental impacts, supplies were also correlated with greenhouse emissions and blue water withdrawal for watering crops and livestock, using individual country data.

Taken together, the data demonstrate how uniquely critical milk is within the global agroecosystem and to nutritional adequacy of foods produced from that system. Although there are environmental trade-offs associated with milk production, it provides an essential source of

important vitamins and minerals, such as protein, riboflavin, vitamin B12, and phosphorus, while requiring relatively low energy.

“Indeed, milk is one of the only low-energy sources of calcium available for human consumption, and our results suggest that 35 percent of the calcium available for human consumption globally is obtained from milk,” White commented.

Calcium is among the most inadequately consumed essential micronutrients in the world for all countries, regardless of income level, researchers noted.

White and Gleason pointed out that there are several limitations to the analysis and that more research is needed.

“There are two general types of food systems research. This

type considers the structure of the existing food system and how interventions in that system might support objectives like improved sustainability or reduced emissions,” they explained.

“Although this approach is grounded in our knowledge of biological and physical constraints on agriculture, it can preclude identification of outside-the-box solutions and is best viewed in complement with the broader body of research,” they added.

Considering these limitations, improving global milk availability, including coordinating distribution of milk among supply chains, may be important priorities for enhancing availability of critical nutrients within food systems worldwide, the study stated.

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Emmi Divests German Dairy Company, Boosts Dessert Network In Italy

Lucerne, Switzerland—The Emmi Group has divested the Glaserne Molkerei, a German-based company specializing in the production of regional organic dairy products, to Mutares, with headquarters in Munich.

Mutares has a track record of putting companies back on the road to success, both operationally and strategically, thus creating attractive prospects for employees, trading partners, consumers and suppliers alike, according to the Emmi Group.

The transaction is consistent with Emmi's ongoing portfolio transformation and focus on profitable strategic markets and niches such as specialty cheeses, ready-to-drink coffee, premium chilled desserts and plant-based dairy alternatives.

The Glaserne Molkerei generated sales of around 100 million euros with over 120 employees in 2022.

"The new ownership structure creates sustainable future prospects for the Glaserne Molkerei with its high-quality range of organic dairy products and enables Emmi to continue to implement its strategy of focus",

said Ricarda Demarmels, CEO of the Emmi Group.

Completion of the sale is subject to approval by the responsible competition authorities.

The parties announced that they have agreed not to disclose the purchase price.

Meanwhile, The Emmi Group is strengthening its business with innovative Italian dessert specialties and further expanding its strategic pillar of chilled premium desserts.

To this end, it has optimized the production and logistics processes between the two subsidiaries Emmi Dessert Italia and Pasticceria Quadrifoglio.

Emmi has also increased production capacity and set up an innovation center for high-quality dessert specialties. The expanded, state-of-the-art production facility in Campogalliano is a showcase in terms of energy efficiency and supports Emmi on its path to achieving its target of net zero emissions by 2050, the company stated.

"As part of our ongoing portfolio transformation, this investment strengthens our innovative power and competitiveness in

what is for us a strategically important niche of high-quality, Italian dessert specialties such as Tiramisu or Sorbissimo, which are created by our creative 'Pasticcere' with a great deal of pleasure and passion for their craft," Demarmels said.

The chilled premium desserts business has grown steadily in recent years, the Emmi Group noted.

With an optimized production and logistics structure, synergies can be harnessed between the two Italian companies and at the same time the focus can be placed more on their core business and their respective strengths.

Emmi Dessert Italia focuses on chilled premium desserts from Rachelli and Bontà Divina in retail. Pasticceria Quadrifoglio, on the other hand, develops innovative creations for the catering industry that require a lot of flexibility and craftsmanship, Emmi said.

To this end, Emmi has expanded production capacities at the existing site in Campogalliano, in particular by setting up an innovation center.

The innovative strength from the competence center will be multiplied throughout Emmi's dessert network.

The expanded production facility geared to net zero is a showcase in terms of energy efficiency, the Emmi Group said.

The process heat needed to produce dessert specialties is generated by a heat pump that is powered by electricity from the company's own photovoltaic system or purchased green electricity, the company said. In this process, a large part of the waste heat can be reused.

New Zealand Cheese Exports Reached \$3.0 Billion In 12 Months to May 2023

Wellington, New Zealand—New Zealand's cheese exports increased \$763 million (35 percent) in the 12 months to May 2023, compared with the previous year, reaching \$3.0 billion, according to figures recently released by Stats NZ.

Over the same period, cheese quantities exported rose 6.9 percent, and the average price per kilogram rose 26 percent.

"Cheese has become an even more valuable export for New Zealand over the last year, reflecting the higher prices that are being experienced globally," international trade manager Al Allen said.

Cheddar cheese make up 43 percent of the total cheese exported by New Zealand, or \$1.3 billion, and was the top category of cheese exported in the year to May 2023. Fresh cheese (mainly Mozzarella and Cream cheese) made up 18 percent (\$528 million) and grated or powdered cheese made up 15 percent (\$456 million) of the total.

There was \$784 million worth exported to China, accounting for 26 percent of total cheese exports on a value basis. Japan (\$530 million or 18 percent) and Australia (\$336 million or 11 percent) made up the leading destinations.

Cheddar was New Zealand's top cheese export to Japan (\$249 million), Australia \$211 million, and South Korea (\$151 million) in the 12 months to May 2023. China was fresh cheese (\$264 million) followed by grated or powdered cheese (\$238 million).



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Pacific Northwest Order To Continue Revised Shipping Percentage Of 15%

Bothell, WA—Lisa K. Wyatt, market administrator for the Pacific Northwest federal milk marketing order, has approved a request to reduce the percentage of a cooperative association's producer milk that must be delivered to pool distributing plants to qualify its manufacturing plant for pool status.

The minimum shipping percentage applicable pursuant to this revision is 15 percent. The effective date is July 1, 2023.

The Pacific Northwest order states that a specified percentage of producer milk must be delivered to pool distributing plants during either the current month or, on average, the immediately preceding 12-month period ending with the current month to qualify a cooperative's plant.

The purpose of this standard is to assure an adequate supply of milk for fluid consumption while enabling the continued pooling of producer milk that currently is pooled without the need for uneconomic movements of milk, which would result in disorderly marketing, Wyatt explained. To accomplish this goal, the order has to reflect the needs and nature of the market.

This action is a continuation of a request made in May 2019 and granted in June 2019, effective from July 1, 2019, through June 30, 2020.

At that time, Dairy Farmers of America (DFA) asked the market administrator to review the request annually.

As a result, each subsequent year a request for comments was issued and a continued revision was granted through June 30, 2021, 2022 and 2023.

The proposal was originally requested by Cooperative Regions of Organic Producer Pools (CROPP), a handler regulated under the Pacific Northwest order.

CROPP requested the decrease of the percentage of producer milk that a cooperative association must ship to pool distributing plants to qualify its manufacturing plant for pool status from 20 percent to 15 percent.

CROPP's request also stated that with Class I sales dropping, the handler has "struggled to meet this requirement without changing routes and moving milk around."

On May 17, the Pacific Northwest market administrator's office notified the order's handlers of a proposed continuation of the reduction in shipping percentages for manufacturing plants and invited the submission of comments, data or views on the request by June 23, 2023.

One written comment was received. Northwest Dairy Association (NDA) submitted a comment in favor of continuing the reduced shipping percentages. NDA recommended a review of market conditions next year.

In addition, the market administrator's office performed an analysis of the current and projected Pacific Northwest marketing conditions.

Current market conditions continue to indicate that absent a reduction in shipping standards, the pool status of manufacturing plants in the order may not be maintained without costly and

uneconomical movements of milk that would have to be made to maintain the pool status of producers who have historically supplied the market and to prevent disorderly marketing in the Pacific Northwest order, Wyatt noted.

Therefore, continuing the reduction in the shipping standard is reasonable and necessary to ensure that such producers' milk will not have to be moved in an uneconomic and inefficient manner, Wyatt stated.

In addition, the reduction in the shipping standard will serve to ensure orderly marketing conditions that may otherwise be eroded if the shipping standard is not lowered, Wyatt added.

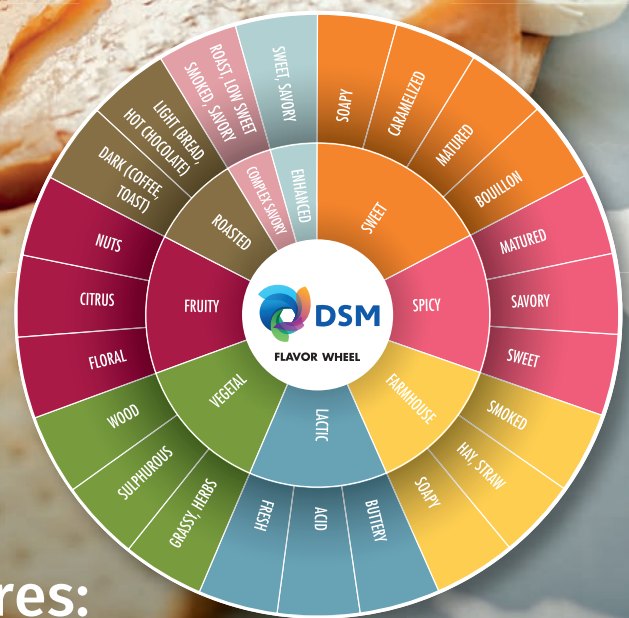
Based on the comment received and analysis of avail-

able information and data, it was determined that until such time as marketing conditions warrant further review, the percentage of producer milk that a cooperative association must deliver to pool distributing plants during the current month or, on average, the immediately preceding 12-month period ending with the current month, are revised to the following schedule: January to December, 15 percent

As provided in section 1124.7(g) of the Pacific Northwest order, the market administrator may review the need for any further adjustment on the market administrator's own initiative or at the request of interested parties.

For more information, visit www.fmmaseattle.com.

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Over \$4 Million In Grants Awarded By Pacific Coast Coalition-DBII

Fresno, CA—Over \$4 million in grant funding has been awarded to almost 30 dairy companies in four states by the Pacific Coast Coalition (PCC) Dairy Business Innovation Initiative (DBII), hosted by California State University, Fresno.

Awardees span four states and will receive between \$1,500 and \$1 million for innovation and sustainability-related investments, including equipment and training.

Grant awardees are as follows:

California: Alexandre Family Creamery, Crescent City; Foggy Bottoms Boys, Ferndale; Drake Family Farms, Ontario; Leo Leo Gelato, Paso Robles; OutWest, Willows; Rocky Oaks Goat Creamery, Clovis; Rumi-ano Cheese, Willows; Stepladder Creamery, Cambria; Valley Ford Cheese & Creamery, Valley Ford; and WonderCow, Madera.

New Mexico: Hamblin Dairy, La Plata.

Oregon: Creamline Farms, Milton-Freewater; Crushpad Creamery, Grants Pass; Dreamie's Creamery, Dallas; Fraga Farmstead Creamery, Gales Creek; Lady Lane Farm, Mulino; PNW Water Buffalo Project, Milton-Freewater; Rising Sun Dairy, Turner; Ruby Jewel Company, Portland; TMK Creamery, Canby; and Truly Keto Portland.

Washington: Andersen Dairy, Battle Ground; Columbia Community Creamery, Chewelah; Lost Peacock Creamery, Olympia; Mount Rainier Creamery, Enumclaw; Oliver Family Creamery, Zillah; Portland Creamery, Vancouver; and Steensma Creamery, Lynden.

"We are proud to offer this funding as a direct response to the needs of those in the dairy arena," commented Dr. Carmen Licon, PCC-DBII director, associate director for Fresno State's Institute for Food and Agriculture, and assistant professor of food science and nutrition at Fresno State. "Not only will these businesses improve their processes and products, but the West Coast region will have a stronger dairy presence."

"We are proud to offer this funding as a direct response to the needs of those in the dairy arena. Not only will these businesses improve their processes and products, but the West Coast region will have a stronger dairy presence."

Dr. Carmen Licon,
PCC-DBII director

According to Dr. Susan Pheasant, director of the Institute for Food and Agriculture and PCC-DBII "Cowkeeper", projects range from time-saving equipment to expand product lines to creating marketing and business strategies for new products and agritourism efforts. Funded requests fit into two categories: equipment and training.

Equipment will: Improve the consistency of product size and pack; automate repetitive tasks to free up human time for innova-

tive product development; allow production quantities to be scaled up, expanding market opportunities; and transform product packaging that will increase shelf life, consistency of product weight and/or package functionality.

Technical assistance and training will: enhance quality, consistency, and innovation of products, such as feasibility design studies, shelf life studies, and sensory evaluations; guide the creation of business plans and promotional campaigns specific to a new product as well as online strategies (website and social media); help develop curriculum for university interns, FFA high school students, and 4-H youth; and educate and expand agritourism and career opportunities, including a scaffolded approach to educating about where food comes from.

The Pacific Coast Coalition-Dairy Business Innovation Initiative is funded through USDA's Agricultural Marketing Service (AMS) and hosted by California State University, Fresno in collaboration with Cal Poly Humboldt, Cal Poly San Luis Obispo, Chapman University, Chico State, Oregon State University, University of California Davis, Washington State University, and the California Dairy Innovation Center.

The PCC-DBII provides targeted resources and funding to dairy farmers and businesses across six Western states — Arizona, California, Nevada, New Mexico, Oregon, and Washington — and is supported by collaborative partners and subaward grant funding which will make more than \$11.4 million available to regional dairy businesses for innovation-related investments.

For more information, visit www.dairypcc.net/.

NE-DBIC Now Accepting Dairy Packaging Innovation Grant Applications

Montpelier, VT—The Northeast Dairy Business Innovation Center (NE-DBIC) is now accepting applications for the Dairy Packaging Innovation Grant program, which will provide grants to projects that reduce environmental impacts of dairy product and supply chain packaging and increase marketability of dairy products.

This grant builds on the 2022 grant round of the same name. Several projects awarded through the previous round targeted critical research and development needed to implement plastic film changeover, lightweighting of packaging components, and consumer education.

Dairy processors, dairy producer associations and businesses/organizations in manufacturing, dairy supply chain, or institutions sectors that partner with dairy processors are invited to apply.

Grants are available to applicants in all Northeast states: New York, Pennsylvania, Vermont, Connecticut, Delaware, Maine, Massachusetts, Maryland, New Hampshire, New Jersey and Rhode Island.

A total of \$1 million is available under this grant program. The minimum grant award is \$75,000, while the maximum award is \$350,000. A 25 percent match commitment is required.

Project approaches should address at least one of the following funding priority areas:

- Projects that reduce packaging in the transportation of dairy products through distribution channels.

- Transition away from packaging that is inherently non-recyclable.

- Utilizing dairy waste byproducts in packaging solutions for human food or for other purposes.

- Projects that center collaborations which increase consumer buy-in and adoption of practices that reduce packaging entering the waste stream.

- Optimization of marketing/labeling/messaging for existing recycled, recyclable, reusable, and/or compostable packaging.

- Packaging that increases shelf life.

- Projects that engage qualified professional services and/or institutions with significant background in the proposed topic.

The pre-application deadline is Aug. 24.

For more information, contact Kathryn Donovan, at kathryn.donovan@vermont.gov; phone (802) 585-4571.

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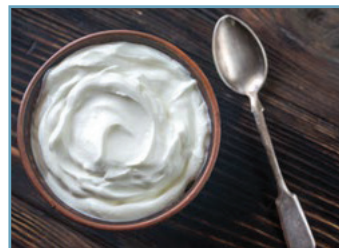
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May Dairy Trade

(Continued from p. 1)

Nonfat dry milk exports during the January-May period was 783.9 million pounds, down slightly from the same period last year.

Dry whey exports during May totaled 35.3 million pounds, down 2 percent from May 2022. During the first five months of 2023, dry whey exports totaled 181.3 million pounds, up 3 percent from the first five months of 2022.

May exports of whey protein concentrate totaled 27.6 million pounds, down 21 percent from May 2022. WPC exports during the January-May period totaled 131.1 million pounds, down 12 percent from a year earlier.

Lactose exports during May totaled 91.6 million pounds, down 5 percent from May 2022. Lactose exports during the first five months of this year totaled 430.1 million pounds, up 9 percent from the first five months of last year.

Butter exports during May totaled 6.3 million pounds, down 30 percent from May 2022. During the January-May period, butter exports totaled 34.6 million pounds, down 32 percent from the same period last year.

May exports of ice cream totaled 13.9 million pounds, down 13 percent from May 2022. Ice cream exports during the first five months of 2023 totaled 65.7 million pounds, down 7 percent from the first five months of 2022.

Yogurt exports totaled 3.3 million pounds, down 10 percent from May 2022. During the January-May period, yogurt exports totaled 17.9 million pounds, up 2 percent from a year earlier.

Cheese Import Volume, Value Up

During May, US cheese imports totaled 35.8 million pounds, up 8 percent from May 2022. The value of those imports, \$145.1 million, was up 23 percent.

Cheese imports during the first five months totaled 159.2 million pounds, up 2 percent from the first five months of last year. The value of those imports, \$649.3 million, was up 11 percent.

Leading sources of US cheese imports during the January-May period, on a volume basis, with comparisons to the same period in 2022, were:

Italy: 31.1 million pounds, down 9 percent.

France: 16.0 million pounds, down 12 percent.

Netherlands: 13.9 million pounds, up 14 percent.

Spain: 12.4 million pounds, up 59 percent.

Nicaragua: 8.1 million pounds, up 44 percent.

Ireland: 7.7 million pounds, down 2 percent.

United Kingdom: 6.7 million pounds, down 1 percent.

Switzerland: 6.6 million pounds, down 10 percent.

Canada: 6.3 million pounds, up 35 percent.

Germany: 5.7 million pounds, up 18 percent.

Mexico: 5.5 million pounds, down 6 percent.

Greece: 5.2 million pounds, down 4 percent.

Butter Imports Increase

US imports of butter and other milkfat-containing products was 14.9 million pounds, up 5 percent from May 2022. Butter imports was 10.8 million pounds, up 4 percent from May 2022.

Imports of butter and other milkfat-containing products during the January-May period totaled 71.7 million pounds, up 29 percent from the same period last year. Butter imports during this period totaled 52.1 million

pounds, up 36 percent from a year earlier.

Casein imports during May totaled 1.7 million pounds, down 84 percent from May 2022. Casein imports during the first five months of 2023 totaled 35.4 million pounds, down 25 percent from the first five months of 2022.

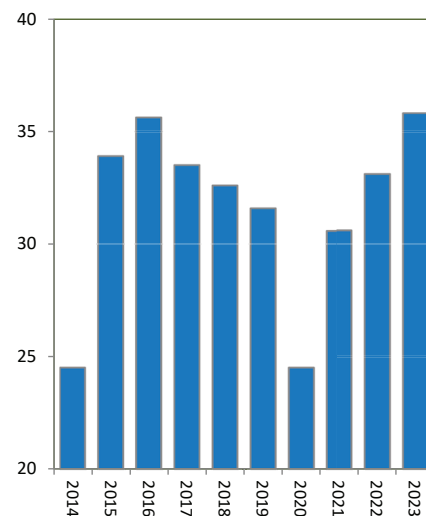
Imports of caseinates was 4.4 million pounds, down 15 percent from May 2022. Imports of caseinates during the January-May period totaled 31.0 million pounds, up 55 percent from a year earlier.

Imports of Chapter 4 milk protein concentrates totaled 2.6 million pounds, down 69 percent from May 2022. Imports of Chapter 4 MPCs during the first five months of 2023 totaled 33.2 million pounds, down 14 percent from the first five months of 2022.

May imports of Chapter 35 MPCs totaled 3.3 million pounds,

US Cheese Imports

May 2014 - 2013; millions of lbs.



up 11 percent from May 2022. During the January-May period, imports of Chapter 35 MPCs totaled 19.6 million pounds, up 26 percent from the same period last year.

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New Product Section



New Dairy Products, Packaging, Promotions

Challenge Butter Teams With Lawry's For New Butter-Based, Seasoned Snack Spread

California's Challenge Butter and Lawry's have partnered to create a new butter-based, seasoned "Snack Spread" now available at retailers nationwide.



Challenge Butter Snack Spreads are packaged in 6.5-ounce tubs and feature a combination of freshly-churned Challenge Butter

and the iconic Lawry's signature blend of salt, herbs and spices. Consumers can easily spread, top and drizzle the new product on their favorite foods.

Challenge Butter Snack Spreads are hitting shelves at Walmart, Albertsons, Meijer, HEB, and Raley's, among others, alongside a new dessert flavor: Lemon. These new flavors join Chocolate, Vanilla Fudge, Salted Caramel as well as Everything and Garlic Parmesan with Herbs. For more information on Crystal Farms, visit www.challengedairy.com.

Hood Launches New Line Of Single-Serve Cottage Cheese

New England brand Hood has launched a new line of single-serve Cottage Cheese Medleys for convenient and healthy snacking.

The line currently includes three flavor options: Pineapple with Honey Roasted Almonds; Strawberry with Graham Crackers and Chocolate Chips; and Blueberry with Crunchy Oat Granola.

The company's first foray into Cottage Cheese with mix-ins gives consumers the opportunity to "flip, stir and go."

For more information, visit www.Hood.com

Hiland Dairy Shake & Squeeze Sour Cream Easier To Use, Keeps Product Fresher

Hiland Dairy has designed a new squeezable package for its sour cream with a flip-top cap that keeps the bottle upright, using less refrigerator space.

By minimizing the amount of air exposure, the design also helps to maintain the product's freshness. Hiland's sour cream can be squeezed

from the package without utensils, ideal for topping potatoes, tacos and other dishes.

The bottle, which is recyclable, is more practical than the previous flexible pouches, which tended to tip over on store shelves or refrigerators. Visit www.hilanddairy.com.



Hudsonville Expands Little Debbie Ice Cream Collection; Launches New Novelty Bar Line

Hudsonville Ice Cream and Little Debbie have added four new flavors to their year-round line of snack cake ice cream described as "nostalgia in a pint."

The new flavors include Star Crunch, Unicorn Cakes, Fudge Rounds, and Birthday Cake.

These flavors he four new flavors join the original Hudsonville Little Debbie ice cream line that launched in February 2022 exclusively at Walmart. Original flavors include Cosmic Brownie, Honey Buns, Nutty Bars, Oatmeal Creme Pies, Strawberry Shortcake Rolls, Swiss Rolls and Zebra Cakes.

The Michigan-based ice cream company also announced the introduction of its new line of nov-

elty bars in three flavors: Salted Caramel, Strawberry Shortcake and Vanilla Milk Chocolate, packaged four to a box.

The release of Hudsonville Ice Cream's Novelty Bars follows the recent launch of the company's "Go to Town" marketing campaign, designed to communicate the brand's accessibility at national retail partners and wide assortment of flavors.

For more details and the chance to win free ice cream for a year as part of a special introductory promotion, visit www.hudsonvilleicecream.com.

Iced Coffee Whey Protein For Summer

Sports nutrition company Ascent Protein will offer a limited release Iced Coffee flavor of its whey protein powder for summer.

Ascent's Iced Coffee with Protein contains 20 grams of whey protein per serving. It mixes easily with water, and a half-scoop offers 50 milligrams of caffeine and 10 grams of protein.

Ascent's Iced Coffee with Protein can be purchased online at www.ascentprotein.com.

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CDFA Accepting Pre-Proposals For Livestock Methane Emission Reduction Research Program

Sacramento, CA—The California Department of Food and Agriculture (CDFA) is accepting pre-proposals for the new 2023 Livestock Enteric Methane Emission Reduction Research Program (LEMER-RP) through Monday, Aug. 7.

Enteric methane emissions are greenhouse gases (GHGs) produced by fermentation in the stomachs of ruminant animals such as cattle, goats, or sheep that are exhaled or belched by the animal. In 2020, dairy and livestock enteric methane emissions were responsible for approximately 11 million metric tons of carbon dioxide equivalent emissions per year, representing 35 percent of the agriculture and forestry sector's GHGs, according to the CDFA.

The California Budget Act of 2022 provided \$10 million to fund demonstration trials evaluating additives and dietary modifications that have the potential to reduce enteric methane emissions in the dairy and livestock sectors. Funded studies will further provide insight into feed additives' implications on animals and the environment.

"This research funding presents an opportunity for animal agriculture and the livestock sector to put forth solutions to ensure a sustainable future for the benefit of the livestock industry and all Californians," said Marit Arana, chair of CDFA's Feed Inspection Advisory Board and a nutritionist at A.L. Gilbert Company, a feed concern.

The 2023 LEMER-RP will award competitive grants to universities (with or without a private partnership), non-profit research organizations, and California Native American Tribes.

Applicants whose pre-proposals are selected through a review process will be invited to develop a full proposal for submission in early September. Full proposals will be due at the beginning of November.

To view the RFP or for more information about the pre-proposal process, eligibilities, impact areas, requirements, and the application assistance workshop, please visit the website at www.cdfa.ca.gov/oefi/enteric.

LEMER-RP is part of California Climate Investments (CCI), a statewide program that puts billions of cap-and-trade dollars to work reducing GHG emissions, strengthening the economy, and improving public health.

Vilsack Urged To Publish Reports To Congress On Dairy, Fluid Milk Programs

Washington—The National Dairy Producers Organization and Farm Action recently requested that US Secretary of Agriculture Tom Vilsack publish the annual reports to Congress on the National Dairy Promotion and Research Program and the National Fluid Milk Processor Promotion Program for the years 2020, 2021, and 2022.

"The same legislation that authorizes the dairy checkoff program also requires USDA to report annually to Congress 'describing activities conducted, accounting for the receipt and disbursement of all funds, and including an independent analysis of the effec-

tiveness of the program'," NDPO and Farm Action noted in a letter to Vilsack.

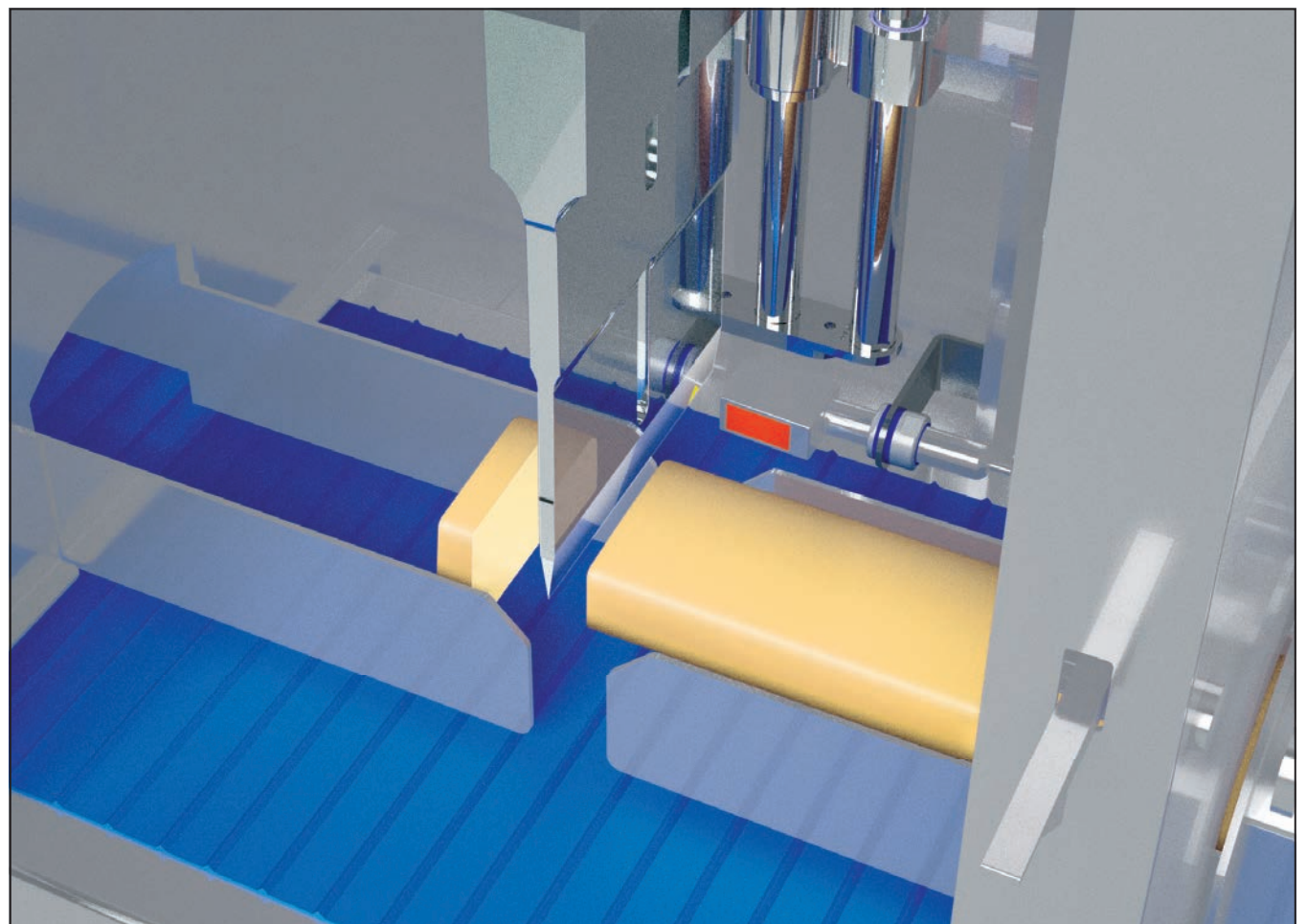
"Our review of USDA public sources indicates USDA has failed to submit such reports since 2019, denying dairy farmers access to years of critical insight into the efficacy of the checkoff programs they are required to pay into," the letter continued.

Since USDA's last annual report to Congress, which covered the 2019 calendar year, the National Dairy Promotion and Research Program has collected nearly \$1 billion in mandatory checkoff fees from dairy farmers, the letter stated.

During this same period, more than 6,000 dairy operations went out of business, and remaining dairy farmers continued to face economic hardship and an unprecedented farm stress crisis.

"With this in mind, we strongly believe the dairy checkoff program must undergo careful and routine analysis and inspection, as required by federal law," the letter said. "

The Opportunities for Fairness in Farming (OFF) Act was first introduced in the 115th Congress, "and here we are in the 118th Congress still working for transparency and accountability to reform the USDA's commodity checkoff programs," said Deborah Mills, chairwoman of the National Dairy Producers Organization.

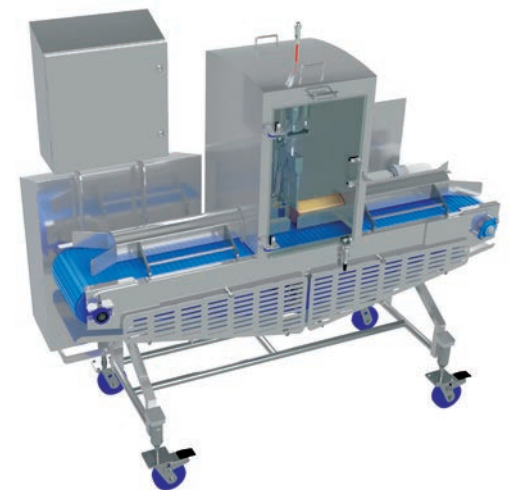


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More Competition In Canada's Grocery Industry Backed By Bureau

Gatineau, Quebec—A report published late last month by the Competition Bureau recommends that all levels of Canadian government act to increase competition in the grocery industry.

The report highlights the findings of the *Retail Grocery Market Study* that the Competition Bureau launched last October. It examines the state of competition in the grocery industry and identifies barriers to increasing competition.

It also explores the potential for independent grocers, international grocers, and emerging business models to deliver more competition, innovation, and choice to Canadians.

When the Bureau launched the study, it asked Canadians to share what they thought about the current state of grocery competition in Canada. More than 500 Canadians answered the call. Following are some of the ideas that the Bureau heard:

Canada needs more grocery competition. The Bureau agrees that Canada needs more grocery competition.

Large grocers should be broken up. A lot of Canadians argued that Canada's largest grocers are too big. The Canadian government is currently considering how

the country's competition laws can be updated to better protect and promote competition.

Grocery prices should be regulated. Grocers are allowed to charge the price the market can bear. Even in a competitive market, prices will often increase when products are in a period of short supply, the Bureau noted.

Big grocers shouldn't be allowed to buy smaller competitors. The Competition Act only allows the Bureau to stop a merger when it can prove, in court, that a deal is likely to significantly harm competition.

The government should stop big grocers from colluding with one another. Collusion happens when competitors agree to work together in a way that can harm competition. However, it is not illegal when competitors independently take similar actions, without colluding or communicating with one another.

Supply management raises grocery prices and should be abolished. Some studies have suggested that supply management, which affects a number of grocery staples including milk, results in higher prices.

Although supply management policies were introduced in the 1960s to deal with issues such as

price instability in the agricultural sector, they control the quantity of products available for sale as well as the prices at which they are sold, the Bureau stated. Where such supply limits exist, "we can expect that prices for these products will continue to be higher than they would otherwise be in a free market."

The government should encourage international grocers to enter Canada. The study found that the entry of international and discount grocers could be one way to help lower grocery costs for Canadians.

"Shrinkflation" should be banned. Shrinkflation is a term used to describe when manufacturers reduce the amount of a product in a package, but keep the price basically the same. A lot of Canadians expressed concerns about this practice, but shrinkflation, in and of itself, is not illegal, the Bureau noted.

The report makes four recommendations to governments to meaningfully improve competition in the grocery industry:

•Canada needs a grocery innovation strategy aimed at supporting the emergence of new types of grocery businesses and expanding consumer choice. Governments at the federal, provincial, and territorial levels should consider working together to develop a Grocery Innovation Strategy aimed at supporting the emer-

gence of new types of grocery businesses, whether online businesses or other industry disruptors.

•Federal, provincial and territorial support for the Canadian grocery industry should encourage the growth of independent grocers and the entry of international grocers. Grants and incentive programs should be directed towards independents, not the grocery giants. Also, governments should do all that they can to attract international grocers to Canada, including the easing of any barriers that make industry entry challenging.

•Provincial and territorial governments should consider introducing accessible and harmonized unit pricing requirements. Competition works best when consumers know where to get the best deals. But right now, consumers have to compare many different products and package sizes to choose what is best for them.

•Provincial and territorial governments should take measures to limit property controls in the grocery industry, which could include banning their use.

The conclusion that the Retail Council of Canada drew from the report is "something of a paradox: more competition could result in lower prices, but foreign grocers aren't raising their hands to enter our market because Canadian grocers already compete fiercely on price."

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Honor Foods Acquires Sunny Morning Foods

Philadelphia, PA—Honor Foods, the Burriss Logistics foodservice redistribution company, has purchased Sunny Morning Foods, a Fort Lauderdale, FL-based foodservice redistributor with dairy expertise.

The transaction closed on Friday, June 23, 2023.

Sunny Morning Foods strengthens the portfolio of Honor Foods and broadens its position as a preferred foodservice redistributor in the Mid-Atlantic, New England, and now Southeast regions, Honor Foods noted.

The addition of Sunny Morning Foods is Honor Foods' third dairy redistributor acquisition since Burriss acquired Honor in 2007.

This, coupled with brand presence and protein expertise from RW Zant in Los Angeles, CA, puts Honor Foods on the path of national redistribution capability, Honor Foods added.

"This acquisition is another step towards fulfilling our long-standing strategy: to build upon our dairy expertise as a way to provide competitive differentiation within the foodservice redistribution channel while satisfying customers' product needs," said Walt Tullis, president of Honor Foods.

"Sunny Morning Foods has an extensive offering of dairy products, including butter, cheese, and creams, under their own proprietary brands in addition to many highly regarded national brands," Tullis continued. "Further, Sunny Morning has established a reputation for superior customer service throughout the Florida marketplace, and we are excited to introduce the broader Honor Foods portfolio to their customers."

"We are proud to welcome Sunny Morning Foods into the Burriss Logistics family," said Donnie Burriss, CEO and president of Burriss Logistics. "As Honor Foods expands into the Southeast, it is important that we acquire a brand with similar quality, customer service, and distribution capability as Honor Foods has in the Mid-Atlantic.

"Beginning in 1988, Dale Volkert and Ken Carlson have built and operated a wonderful family business," Donnie Burriss added. "This makes Sunny Morning a tremendous cultural fit, and we look forward to carrying on the Sunny Morning heritage for many years to come."

Honor Foods was founded in 1949 as a redistributor of center-of-the-plate foods, and has grown since then to carry more than 3,000 in-stock items.

NY Dairy Promo Order Seeks Research, Promotion Project Applications

Albany, NY—The New York State Dairy Promotion Order (DPO) Advisory Board has issued a Request for Applications for dairy and research promotion projects.

The invitation solicits proposals for projects that market, promote, and research New York-produced fluid milk and dairy products with the goal of expanding the types of dairy products available and increasing consumer demand for and consumption of New York dairy products.

Eligible applicants include non-profit entities, research institutions, and private businesses that are not affiliated with the DPO Advisory Board. Project applications may not promote a specific brand or trade name.

To be considered, applications should be submitted to the New York State Department of Agriculture and Markets on or before Aug. 20. Applications can be found on the department's website at <https://agriculture.ny.gov/dairy/dairy-promotion-order>.

The DPO Advisory Board met last month to discuss its priorities and goals for 2024. The Board identified goals to guide its work, including:

- Increase the consumption of dairy products by youth.

- Promote the uniqueness of, and increased sales of, New York milk, dairy products and/or ingredients throughout the entire food supply chain through various distribution channels and partnerships, including but not limited to e-commerce, curb-side sales, etc.

- Proactively improve the image of dairy products and/or dairy producers' farming practices among consumers, thus improving the acceptance and consumption of New York dairy products.

- Improve communication to dairy producers and dairy stakeholders to inform them how they can assist in improving the consumption of New York milk and dairy products by highlighting the sustainability story.

- Increase the sales and consumption of milk and dairy prod-

ucts produced in the US and exported to other countries.

- Participation in national programs influencing increased consumption of dairy products.

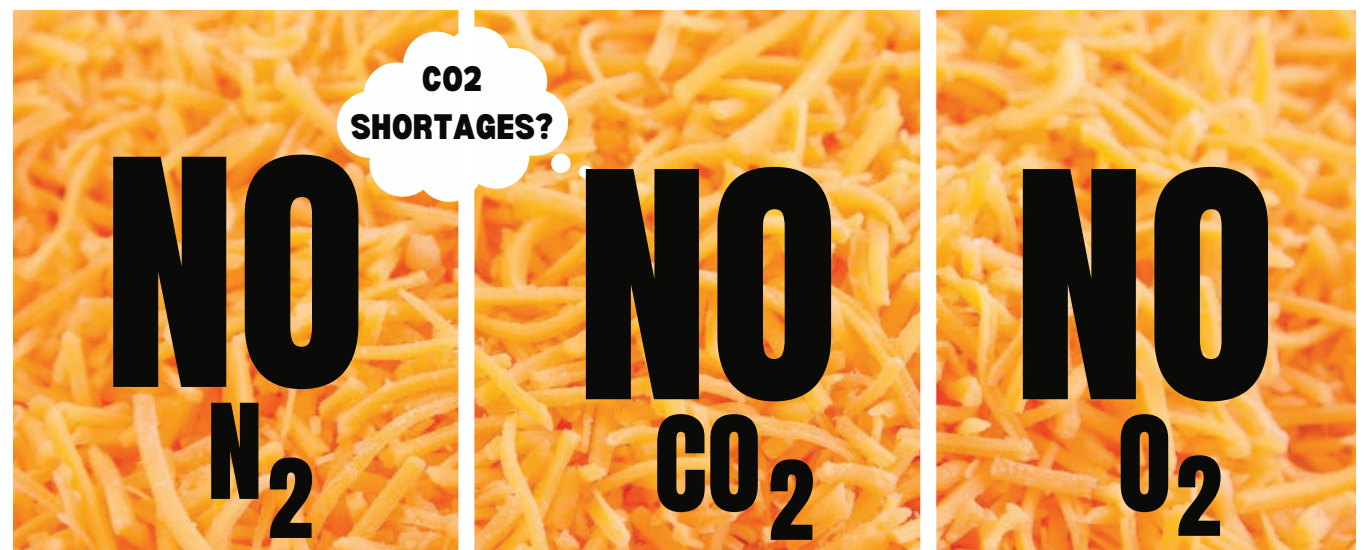
- Create target marketing to promote the consumption of NYS milk and dairy products to Gen Z (people aged 10 to 23 years old).

- Develop and implement marketing strategies that are inclusive of the socially diverse population to increase the consumption of New York state dairy products.

- Conduct research projects that create new products and/or enhance the safety, quality, and sensory attributes to expand the demand for New York dairy products and dairy ingredients.

- Develop a study identifying opportunities to the vitality of the dairy industry that can be used to educate consumers ensuring the growth of dairy processing.

The DPO Advisory Board advises the New York State Department of Agriculture and Markets commissioner on the disposition of approximately \$16 million a year in funds collected from milk producers under the producer-approved New York Dairy Promotion Order.



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Nestle, Washington Dairy Farm Partner To Reduce GHG Emissions

Hoboken, NJ—Nestle Health Science is collaborating with Royal Dairy farm in Washington state to help reduce greenhouse gas (GHG) emissions through climate-smart farming practices.

Together, Royal Dairy and Nestle Health Science are aligned on four key areas of environmentally-focused innovation — cow feed, manure management, renewable energy, and regenerative agriculture — to show how dairy milk can be a sustainable source of nutrition.

To help bring this sustainable source of nutrition to families, Royal Dairy is joining Nestle Health Science's family of dairy

suppliers for Carnation Breakfast Essentials® nutritional powder drink mix, which is available at national retailers.

Depending on the variety, Carnation Breakfast Essentials drink powders contain nonfat milk, lactose, and/or whey protein isolate.

Austin Allred and his family purchased Royal in 2016, which started its path to sustainability. The Allred family is on a path to incorporate even more practices that are sustainable and centered around their land and animals.

"It has always been Royal Dairy's mission to produce food sustainably so we can take care of our land, our cows, and our

families for years to come," Austin Allred said. "My family and I are thrilled to partner with Nestlé Health Science and its brand Carnation Breakfast Essentials to advance our sustainability practices further and bring climate smart dairy to consumers throughout the country.

"We look forward to exploring new ways we can bring sustainable dairy products to more families," Allred added.

"Dairy farmers are experts who know their land and what will work on their farms best, but high costs and technological barriers mean many farmers need support transitioning to practices that can reduce greenhouse gas emissions," said Christiane Baker, director of sustainability US, Nestle Health Science.

"Royal Dairy is pioneering a comprehensive regenerative approach to dairy that helps reduce our carbon footprint while also supporting a more sustainable food system for all," Baker continued. "We're proud to help Royal Dairy implement additional sustainable solutions that can better their business and the planet, and we look forward to exploring ways to expand this initiative in the future."

The Nestle Health Science and Royal Dairy collaboration is a part of the Dairy Scale for Good pilot, which aims to demonstrate practices and technologies that are sustainable, feasible, and economically viable on a commercial dairy farm.

This pilot is a key pillar of the US Dairy Net Zero Initiative, which advances research, on-farm pilots and new market development, as an essential first phase to make sustainability practices more accessible and affordable to farms of all sizes and accelerate progress toward the industry's 2050 environmental goals.

"The industry collaboration behind the Net Zero Initiative means we are focused on finding and scaling solutions that work," said Karen Scanlon, EVP of environmental stewardship, Innovation Center for US Dairy. "Through the extraordinary partnership with Royal Dairy and Carnation Breakfast Essentials, we will learn how food industry partners work together to lower barriers for greater emission reductions.

"What's more, we will broadly share lessons on how to support continuous progress while offering a nutritious and sustainable dairy choice for families," Scanlon added.

"We believe in helping families start their day off right with a nutrient-packed drink while having the environment's best interest at heart," said Mohini Joshi, vice president, Nestlé Health Science US. "That's why we're working directly with dairy farms, like Royal Dairy, in our supply chain to help accelerate farmers' ability to reduce greenhouse gas emissions. This brings all of us closer to a climate smart future for dairy: a future where the taste you love can create good for generations."

Nestle is working across its businesses and brands to help create a more sustainable future, a stronger and more responsible society, and a thriving economy.

Nestle Health Science said it is making progress on reducing greenhouse gas emissions, sourcing ingredients that have significant nutritional value with minimal environmental impact, reducing virgin plastic use, and striving to make all packaging recyclable.



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Deadline For WDE Championship Dairy Product Contest Is July 21

Madison— Entry forms and fees for the 2023 World Dairy Expo (WDE) Championship Dairy Product Contest must be received by Friday, July 21.

Hosted by the Wisconsin Dairy Products Association (WDPA), all companies entering products must send forms and fees to: Wisconsin Dairy Products Association, 8383 Greenway Blvd., Suite 130, Middleton, WI, 53562. A \$65 entry fee is required for each product.

Last year's contest drew over 1,550 entries from companies in North America and Europe. This year's installment will be even larger, featuring 97 classes.

Judging for this year's contest, will take place here Aug. 22-24. Judging day for cheese and butter entries will be Aug. 22.

Yogurt, Cottage cheese, fluid milk, dairy-based dips, whipping cream and other Grade A products will be judged on the following day. Ice cream, sherbet, gelato, whey products, nonfat dry milk and creative/innovative technologies will be judged on Aug. 24.

All cheese, butter, yogurt, sour cream, Cottage cheese, sour cream-based dips, buttermilk, whipping cream and fluid milk entries must be shipped to arrive at Lineage Logistics in McFarland, WI, between Aug. 14-18, and overnight shipping is recommended.

Specific Rules For Each Category

This year's cheese category features 36 separate classes. Each entry must be in its original form as hooped, and cheeses cannot be cut or sampled with a trier, minus a few exceptions – 40-pound blocks cut from 640-pound blocks will be allowed; Swiss cheese may have one trier hole; and cheeses cut during manufacturing such as Feta in brine will be allowed.

Each cheese entry must consist of at least 10 pounds of product, and each cream cheese entry must weigh at least one pound.

There are four classes in the butter category this year, including a Flavored Butter class. All entries must contain at least 80 percent milkfat, and must weigh at least 10 pounds.

For fluid milk, this year's contest features 13 classes, including an open class for Dairy Based Creamers. Each entry must consist of a minimum of two half-gallons, and only 2 percent milk is allowed in the White Milk class. Any fat level is acceptable in the Cultured Milk class.

In the whipping cream category, each entry must equal a minimum of two quarts with no aerosol containers. Entries must also contain a minimum of 30 percent milkfat, and the category does not include pre-whipped cream.

The yogurt category has nine classes this year, and each entry must consist of at least 64 ounces of product. There are no restrictions on the fat level for entries, and any type of sweetener source is allowed.

The Cottage cheese category has three classes, with any curd size acceptable. The dairy-based dips category will include six classes, and each sour cream or sour cream-based dip entry must consist of a minimum of two 16-ounce containers.

For the ice cream, sherbet, frozen yogurt and gelato category, the contest will have 18 separate classes. Each entry must be at least

one gallon and comply with federal compositional standards.

Each whey entry must be shipped accordingly. Only flavor and color will be judged, and all whey entries will be evaluated utilizing uniform concentration and source of water.

The nonfat dry milk category has one class and each entry must weigh at least a half-pound.

Finally, the creative and innovative technologies category is an open category for highlighting creative uses of dairy products.

All three days of judging will be held at the Madison College Culinary Arts School.

This judging site will allow students and chef-trainees the opportunity to observe and interact with contest judges. Similar to past years, WDPA will be donat-

ing the non-winning entries to the school for classroom training and education.

After judging is concluded, all winners will be notified. Winning entries will then be auctioned off on Tuesday, Oct. 3 at the World Dairy Expo in Madison, WI. A portion of auction proceeds will be used to fund scholarships awarded to students pursuing careers in the dairy industry, as well as sponsorship of the Collegiate Dairy Products Evaluation Contest.

If a company did not receive an entry form, or would like more information, contact WDPA at (608) 836-3336 or via email: info@wdpa.net.

Online registration and full contest details is available at www.wdpa.net.

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Consumers Believe 'Low Fat' On Label Also Means Less Sugar, Study Finds

Halle and Wittenberg, Germany— The “low fat” claim on food labels can do manufacturers and consumers more harm than good, according to a new study by Martin Luther University Halle-Wittenberg (MLU).

When manufacturers advertise their products as being low in fat, many consumers assume that they also contain less sugar, the study found.

However, the sugar content of many lowfat products differs little from that of other products. Many of the study respondents felt deceived by this and said they would be less inclined to buy these products.

The study was published in the journal *Food Quality and Preference*.

Researchers conducted three experiments to investigate how the information on yogurt packaging influences perception and purchasing behavior.

A total of 760 people from the US took part in the online experiments. They were asked to rate calorie content, sugar content and fat content on a scale of one to seven. They were also asked whether they would buy the product.

“We wanted to find out whether information about a reduced fat content changed the overall perception of a product,” said the

study leader and economist Dr. Steffen Jahn from MLU.

The results showed that almost all of the respondents correctly estimated the lower calorie content of the lowfat yogurt. They also believed that the yogurt contained less sugar than the yogurt that wasn't labeled low fat.

“Our study shows that consumers can feel deceived by a product because, even though ‘low fat’ claims by manufacturers are technically true, a part of the truth is concealed.”

Steffen Jahn,
Martin Luther University
Halle-Wittenberg

Some of the respondents were shown the lowfat product with the actual nutritional information printed on the front. This group did correct their opinion on the sugar content, but their willingness to buy decreased, even though the lowfat yogurt contained fewer calories. Another group was shown lowfat products without the “low fat” label and their purchase intention did not change.

“Our study shows that consumers can feel deceived by a product because, even though ‘low fat’ claims by manufacturers are technically true, a part of the truth is concealed,” Jahn said.

Manufacturers should rethink this practice if they want to retain their customers in the long run, Jahn added. One option is to place the nutritional values directly on the front of the products.

RECOGNITION

Winners Of IDF Pavel Jelen Early Career Scientist Prize Selected

Brussels, Belgium— Davor Daniloski earned first prize honors from the International Dairy Federation (IDF) for his research in the dairy science and technology field.

Winners of its IDF Professor Pavel Jelen Early Career Scientist Prize were announced Thursday, with Daniloski taking first place for his research on the impact of casein phenotype on the structure-function relationship of milk and dairy products.

Grace Lewis, the second-place winner, has made remarkable advancements in optimizing the formation of casein micelle nanoparticles using high-pressure homogenization and processing aids.

Third place winner Gunvantsinh Rathod has introduced a novel approach using fibrillated whey proteins to enhance the functionality of milk protein concentrate and nonfat dry milk.

Applications were evaluated by a distinguished panel of judges comprising experts from various disciplines related to dairy science and technology.

Each winner will receive an award acknowledging their achievements. Daniloski will also be granted an honorarium of \$435. Lewis and Rathod will each receive a printed certificate recognizing their achievements, along with an honorarium of \$215 each.

All three winners will be invited to the IDF World Dairy Summit Oct. 16-19 in Chicago, and will have the opportunity to present their work as a poster and as a short oral presentation.

Winners will also have the opportunity to meet Professor Pavel Jelen in person at the IDF World Dairy Summit.

PERSONNEL

BRYCE CHAMBERS has joined Dairy West as director of industry relations. Chambers brings with him a wealth of knowledge and expertise of dairy through his prior work with Dairy Farmers of America (DFA) and has ties to farmers and processors in Idaho and Utah. BYRON PFORDTE also joined Dairy West as vice president, integrated communications.



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Wisconsin's Biennial Budget Boosts Dairy Processor Grant Program Funds

WI Initiative For Ag Exports To Receive \$1 Million Per Year

Madison—Wisconsin Gov. Tony Evers on Wednesday enacted the state's 2023-25 biennial budget, which includes several investments to support Wisconsin agriculture in general and the dairy industry specifically.

The budget invests an additional \$100,000 in each budget year to increase the available funding for the Dairy Processor Grant program to \$500,000 per year. This program provides grants up to \$50,000 to foster innovation, improve profitability, and sustain the long-term viability of Wisconsin's dairy processing facilities.

Since the Dairy Processor grant program began in 2014, the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) has received almost 200 dairy processor grant proposals requesting more than \$7.8 million. DATCP has funded over 100 of those proposals totaling more than \$2 million.

The budget also provides \$1 million in each year to help build Wisconsin's agricultural brand in international markets and increase agricultural exports through the Wisconsin Initiative for Agricultural Exports (WIAE) program. This initiative aims to boost exports of dairy, meat, crop, and other agricultural products by 25 percent by June 2026 and allows the DATCP to have flexibility to respond and react to changing market conditions.

The WIAE boosts the DATCP's International Agribusiness Center and funds industry-run grant programs, including one administered by the Wisconsin Cheese Makers Association (WCMA) which provides export education and helps dairy processors engage in key international trade shows and marketing campaigns.

"Consumers worldwide know and trust the high quality, safety, and nutrition of US dairy products, especially Wisconsin cheese. This continued investment in the Wisconsin Initiative for Agricultural Exports will help dairy processors build on that outstanding reputation overseas, ultimately bringing home the benefits to our state's dairy farmers," said Kim Heiman, WCMA treasurer and president of Nasonville Dairy in Marshfield.

"We appreciate the ongoing support of Governor Evers and members of the Wisconsin state legislature in that effort," he said.

The WCMA noted that the newly signed budget also provides \$7.8 million per year to support

the Dairy Innovation Hub, which harnesses cutting-edge research and development at three University of Wisconsin campuses, including UW-Madison, UW-River Falls and UW-Platteville.

"Our sincere thanks go to Governor Evers and legislative leaders for their steadfast, bipartisan support of Wisconsin's dairy industry," said John Umhoefer, WCMA executive director. "Their willingness to listen to dairy processors' voices and invest in this \$46 billion economic engine helps ensure a bright future for all those in the dairy supply chain, from farm to consumer."

The budget also includes \$150 million to repair aging roads and

bridges in rural communities, the WCMA noted.

"This strategic funding will benefit our industry and our state well beyond this biennium. We're pleased to see Governor Evers and state legislators work together to invest in programs and resources that help dairy processors attract and retain top talent and grow their operations," said Rebekah Sweeney, WCMA senior director of programs and policy.

The budget signed by Evers this week had received final approval last week by the state legislature.

The legislature "proves the state legislature recognizes the roles our farm families play in our local, regional and state economies," said Lee Kinnard, president, Dairy Business Association.

"From big ticket items like the \$150 million to fix farm roads,

to more targeted initiatives like meat and dairy processor grants and funding for the state's Ag in the Classroom program, this was a good budget for farmers," said Kevin Krentz, president of the Wisconsin Farm Bureau Federation.

"We greatly appreciate the support we've received from the state legislature and Gov. Evers throughout the budget process and look forward to continuing to work together to successfully implement these programs for Wisconsin farmers and rural families," added Krentz, a dairy farmer from Berlin, WI. "This funding will go a long way in helping programs and initiatives that support what our members do every day: feed families in their communities, across the state and around the globe."



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Bentley Instruments Announces Distribution Agreement With QualiTru

Chaska, MN, and Oakdale, MN—Bentley Instruments, a manufacturer of analytical and automation solutions for milk and dairy analysis laboratories, recently announced a new distribution agreement with QualiTru Sampling Systems, a leader in aseptic and representative sampling.

The distribution agreement is for select countries and does not include the United States.

This strategic collaboration will combine Bentley's analytical systems with QualiTru's sampling technologies, providing dairy industry professionals with a comprehensive, integrated, and optimized solution for quality control, from unloading to finished products, the announcement stated.

Founded in 1983, QualiTru Sampling Systems (formerly

known as QMI) is recognized as a pioneer in aseptic and representative sampling. Over the past four decades, QualiTru has been assisting the dairy and liquid food industries in producing safe and high-quality products through innovative, user-friendly, versatile, and cost-effective sampling technologies in over 30 countries worldwide.

Founded in 1982, Bentley Instruments offers solutions such as DairySpec FT and BactoCount IBCM 3.0. The DairySpec FT is a Fourier Transform Mid-Infrared analyzer (FT-MIR) for the determination of the physicochemical composition of milk and dairy products (up to 64 parameters simultaneously). The BactoCount IBCM 3.0 enables real-time multiplex analysis of total flora and

somatic cells in raw milk, ensuring the optimal qualification of milk hygienic quality before unloading.

This collaboration between Bentley Instruments' analyzers and QualiTru's sampling technologies strengthens both companies' leadership positions in the dairy technology field, providing the dairy industry with a complete and high-performing solution for their operations, the announcement added.

"We know test results are only as accurate as their samples and that being able to trust those results is vital in the dairy industry. QualiTru Sampling Systems is excited to partner with Bentley Instruments to provide the dairy industry with a comprehensive and optimal solution to maintain critical hygiene standards and produce safe, high-quality products for consumers," said Ian Davis, CEO at QualiTru Sampling Systems.

Allied Blending To Expand Plant In Keokuk, IA

Keokuk, IA—Allied Blending has announced an extensive expansion project at its Keokuk, IA, facility beginning in August 2023.

The expansion project will increase the size of the production plant by 50,000 square feet. The new space will significantly increase plant capacity and create considerable gains in efficiency, Allied Blending noted.



The expansion is a great opportunity for the local workforce and provides long-term stable growth for regional employment, the company added.

Allied Blending is a national leader in the production of functional blends for the food industry. The company's Keokuk plant produces cheese anti-caking systems, plant-based products, tortilla blends and concentrates, and other specialized food ingredients for food manufacturers.

"The expansion is an investment into the local industrial fabric and exemplifies our faith in Keokuk's potential," commented Frederic Schuldts, CEO of Allied Blending, who is responsible for pioneering this undertaking.

"Allied Blending has been and will always be dedicated to supporting the local community and adding income to the local economy," Schuldts added.

Carl A. Nelson & Company is building the project, which is slated to be operational in the second quarter of 2024.

For more details, visit www.alliedblending.com.

Quality Custom Distribution Expands Operations In Southwest US

Irvine, CA—Frisco, TX-based Quality Custom Distribution (QCD), a Golden State Foods (GSF) company, has expanded operations in the Southwest US market with two relocations to larger distribution centers in Albuquerque, NM, and Las Vegas, as well as a new facility opening this summer in San Antonio, TX.

Servicing nearly 7,500 customer stores in almost every state, the QCD network will soon encompass 25 total distribution centers, making 35,000 last-mile deliveries

weekly to four leading quick service restaurant brands.

Beginning in late August, QCD's new 116,000-square-foot San Antonio distribution center will support more than 250 customer stores in Texas, in addition to 100 stores already serviced for another QSR customer by the company's existing 85,000-square-foot facility in the same market. A workforce of more than 150 San Antonio associates across the two distribution facilities will encompass commercial truck drivers, warehouse associates, customer service, and human resources.

Last October, QCD Las Vegas relocated to a larger 98,000-square-foot Nevada distribution facility and now services 150 customer stores with last-mile deliveries.

And QCD's Albuquerque distribution center relocated to a larger 63,000-square-foot facility to accommodate its operation to service 100 regional foodservice customer stores across the states of New Mexico, Colorado, and Texas.

"As our customers continue to thrive and expand in key US markets like the Southwest most recently, the QCD team strategically supports the growing last-mile delivery needs of these leading foodservice brands," said Ryan Hammer, QCD president and GSF corporate senior vice president.

Since its start in 2006, QCD has grown from just one route, one format and a few stores in the Northwest to serving thousands of locations across the US.

For more information, visit www.qualitycustomdistribution.com.

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Label Date, Not Phrasing, Prompts 50% Of Consumers To Discard Milk

Columbus, OH—Up to half of consumers may decide to pour perfectly good milk down the drain based solely on their glance at the date label on the carton, a new study suggests.

Ohio State University researchers using eye-tracking technology found that 50 percent of study participants declared their intent to throw away milk based on the date stamped on the container, without ever even looking at the label phrasing in front of the date.

Each participant saw one of three phrasing options: “Sell by,” “Best if used by” or “Use by” a given date, as well as containers with no label at all.

“We asked them if they intended to discard it, and if they said yes, it didn’t matter which phrase was there,” said senior study author Brian Roe, professor of agricultural, environment and development economics at Ohio State.

“As soon as we changed the printed date, that was a huge mover of whether or not they would discard or not. So we documented both where their eyes were and what they said was going to happen,” Roe continued. “And in both cases, it’s all about the date, and the phrase is second fiddle.”

Policymakers and industry leaders are working toward settling on a universal two-phrase system, one when quality, but not safety, is the concern, and a second phrase for items where safety may be a concern, Roe said.

For example, at the national level, the recently introduced, bipartisan Food Date Labeling Act would establish a system under which “BEST If Used By” communicates to consumers that the quality of the food product may begin to deteriorate after the date, and “USE By” communicates the end of the estimated period of shelf life, after which the product should not be consumed.

“If you’re going to have an education campaign, it helps to have a set of phrases out there that people can cling to — but in the end, so few actually look at the phrase. They look at the date,” Roe said. “The date signifies a point after which you can expect quality to degrade. If you can get firms to push that date further out, then people are going to be willing to use the milk, or whatever it is, for a few more days, and waste a lot less food.”

The Ohio State study was published recently in the journal *Waste Management*.

Food is wasted throughout the production process, but most of it happens at the consumer level: Consumer waste accounts for more than 48 percent of surplus food, according to ReFED.

Researchers chose milk because it is widely consumed and represents about 12 percent of all food wasted by US consumers.

Each of the 68 study participants viewed two flights of milk samples. The first featured images of eight half-empty milk containers with the same phrasing preceding a variety of dates that ranged from six days after to a week before the study day, presented alongside two physical samples each of fresh milk or poor-quality milk that the research team had allowed to go slightly sour.

The second featured unlabeled containers alongside samples of good- or poor-quality milk.

In each presentation, numbering labels implied that the physi-

cal samples had been poured from corresponding containers that appeared in the images.

Data from eye-tracking technology showed that, overall, participants spent more time fixing their eyes on the date compared to the phrase, looked at the date more frequently and laid their eyes on the date 44 percent faster than on the phrase.

When participants did glance at the phrase, the type of phrase had no significant effect on how long they fixed their eyes on the words.

Though the quality of the milk affected participants’ intent to throw it away — with souring milk having about a third higher discard probability than fresher milk — the quality factor did not influence what participants spent the most time looking at on the label.

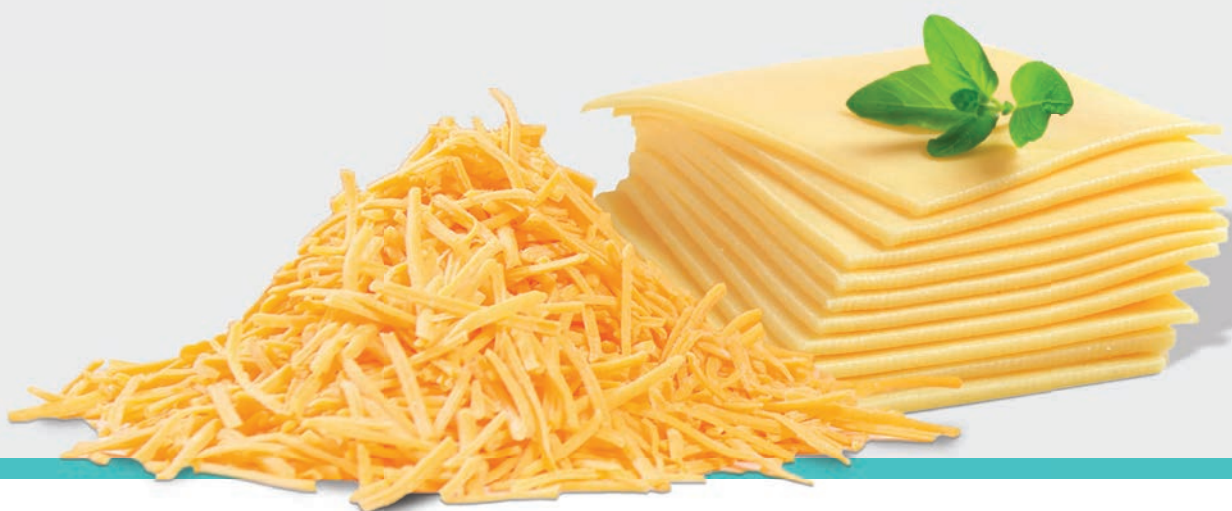
“The milk was intentionally made to smell a bit sour, and it didn’t really fundamentally change the fact that people really focus on the date,” Roe said.

The finding aligned with previous studies led by Roe in which the intention to throw away food was driven by the label date and not the phrase.

“But we were a bit surprised that over half of the viewing sessions featured no attention on the phrase whatsoever,” he said. “The date is more salient; you have to reference it against the calendar. It’s more actionable than the phrase is. For policy reasons, it’s still important to narrow the phrases down to two choices. But that’s only the beginning; there needs to be a broader conversation about pushing those date horizons back to help minimize food waste,” Roe added.

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Rohloff

Continued from p 4

Innovation Center for US Dairy, highlights the following:

- US dairy processors were net positive for water, returning more than they withdrew from municipal and other sources by making use of the water present in milk.

- More than 95 percent of waste from reporting processors was recovered, redirected and put to beneficial use instead of being sent to landfills.

- The US dairy community provided 1.538 billion servings of fresh milk and dairy foods in 2020 to food banks in the Feeding America network, representing a 33 percent increase over 2019.

- The US dairy industry supported 3.3 million jobs in the US and contributed \$752.93 billion in total economic impact.

The path to a more sustainable system is undoubtedly a partnership between processors, the supply chain and the dairies that produce this vital source of nutrition. The question we should be asking ourselves is who is driving the demand for sustainability and, more importantly, what's next?

Change often comes at a cost, and it is crucial to determine who bears that cost. While there may

be some subsidizing, consumer-driven or a regulatory change, hesitate to directly charge consumers to accommodate sustainability efforts.

One of my final and most significant points is understanding the "why" behind your commitment to sustainability. A recent study by Bain & Company polled 600 client executives representing oil and gas, power utility, chemical, mining and agribusiness industries. Nearly 78 percent of respondents identified customer unwillingness to pay higher prices as the greatest obstacle to decarbonization.

What's Next?

There are three reasons for change: I want to, I have to or I am paid to. Naturally, our business decisions are primarily driven by economic factors. The industry made significant progress in becoming the best environmental steward it can be to date.

As we consider the next steps, each of us finds ourselves at different stages.

The question remains: why will you make the next change and who will pay for it? I eagerly look forward to discussing the producer side in my next article to showcase their evolution and what lies ahead for them. **TR**

QualiTru Sampling Systems Celebrates 40th Year With Industry



QualiTru Executive Team, from left: Laura Bordeaux, controller; Anne Bigalke, vice president of strategic development; Barbara Grayes, vice president of sales; Ian Davis, CEO; and Scott Larson, vice president of operations and supply chain.

Oakdale, MN—Industry members, family and well-wishers gathered here last month to celebrate the 40th anniversary of QualiTru Sampling Systems.

Previously known as QMI, QualiTru has been a leader in the science of aseptic liquid sampling since 1983.

The sampling systems have many applications along raw milk's journey to finished product. QualiTru's products are used to verify and validate product quality, good manufacturing practices, and process control across the entire supply chain.

The company recently doubled the size of its Oakdale, MN, headquarters and warehouse to effectively and efficiently serve the thousands of dairy farms, haulers and food processing plants around the world that are wrestling with the demands of the rapidly evolving food and dairy production environment.

Founder and owner Darrell Bigalke stepped down from day-to-day responsibilities in 2019. In his stead, the company hired Ian Davis as CEO.

"I'm genuinely honored to stand with you today as we celebrate our 40th anniversary of QualiTru," Davis said. "I'm incredibly grateful that you've all take the time to share this day with us."

I'd especially like to express sheer gratitude to our founder, Darrell Bigalke, who had the vision and courage to start this company 40 years ago, Davis said. A passion for food safety and quality coupled with a great 'Minnesota farm' work ethic and perseverance is the reason why we're all here together.

"But there's a lot more to Darrell than someone who created a company that survived 40 years and outlasted the Walkman," Davis said. "I've been a

long time in business, and building relationships outside of business, and I can honestly say that Darrell is one of the most kind, gentle and considerate people I've met over the course of my life," Davis said.

"To Darrell, for the founder that you are – and more importantly, the human being that you are and the inspiration that you provide us – those that are forever grateful to grace the doors of QualiTru every day – thank you," he continued.

To our customers, my sincere appreciation all as well, Davis said. Your trust and support in us means everything. I've worked in a lot of industries, and had a lot of customers in different industries over the course of my career, "but dairy's a really special place."

"It's wonderful for me to get up every day knowing that we're providing a product and service to an incredibly important industry, and an incredibly important part of America, with incredibly great people in it," he said.

"I assure you that we'll all show up at QualiTru every day and work hard for earning your business and preserving the trust that you've put in us over these past 40 years," Davis continued.

"To our industry partners and our suppliers, your collaboration allows us to keep food safety and food quality – the passions of Darrell – at the forefront of the industry every day," he said.

For all of our suppliers here, you make the great products that get used in dairy plants and farms and hauler trucks in thousands of places every day, Davis said. Finally to our board and employees, you're the backbone of our company. My hat's off to all of you, and thank you for caring about our customers, about QualiTru and about each other.

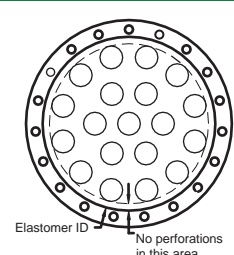
USDA News

A New Product that is officially accepted* for use in Dairy Plants inspected by the United States Department of Agriculture (USDA) under the Dairy Plant Survey Program. *USDA Project Number 13377

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- 63-03 Sanitary Fittings.
- 18-03 Multiple Use Rubber and Rubber-Like Materials.
- 20-17, currently 20-27, Multiple-Use Plastic Materials.

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- ASTM A240/A240M, Stainless Steel AISI 300 Series.
- US FDA 21CFR177.2600, Rubber Articles Intended for Repeated Use.
- US FDA 21CFR177.1550, Fluoropolymers For Use as Basic Components of Single and Repeated Use.
- USP Class VI Tests, 2004: USP 27, NF 22, 2004, <88> Biological Reactivity, In Vivo.
- USP MEM Elution Cytotoxicity, 2004: USP 27, NF 22, 2004, <87> Biological Reactivity, In Vitro.
- EU 1935/2004(3)EC, Food Contact Regulations. • EU 2011/65/EC, ReCast of EU 2002/95/EC RoHS Directive



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Vermont Organic Dairy Farmers Can Now Apply For Relief Funding

Montpelier, VT—Vermont organic dairy farmers are being encouraged to apply for relief funding through the Vermont Agency of Agriculture, Food and Markets (VAAFAM).

This grant funding is designed to mitigate the extreme organic market challenges in 2022, including high feed and input costs.

A total of \$6.9 million was made available in the Vermont state budget, which began on July 1, 2023.

Eligible dairy farmers who apply will receive a single payment of \$5 per hundredweight of organic milk produced in 2022. The VAAFAM is responsible for the application process and distribution of funds.

To qualify for this funding, dairy farmers, at the time of application, must be currently shipping milk to a buyer (organic or conventional) and/or producing and processing their own organic milk; or identified as a producer who is “on-hold” with the Dairy Section at VAAFAM and has maintained their cooperative membership and will be shipping milk at the time of application and any related grant payment.

All qualifying applications will be processed in the order they are received. VAAFAM staff will be verifying information submitted for this program with established records. All documents must be correct and complete before payment can be issued. This includes receipt of a farm’s 2022 production information, a W-9, and a submitted application.

Once the VAAFAM determines that applications are administratively complete, they will be processed for payment in their order of receipt. VAAFAM staff will be cross-checking application information with the agency’s records and verifying the production information with the production document provided by the applicant.

VAAFAM said it plans to complete application processing and payments in real time, so correctly completed applications will generate faster payments than applications that require correction.

The application period for this relief program closes at noon, Friday, Oct. 20, 2023. Any unallocated funds will be diverted to other programs on Dec. 31, 2023.

More information about this program can be found on the VAAFAM website, at <https://agriculture.vermont.gov/administration/vermont-organic-dairy-relief-program>.

New York State Launches Workforce Development Resource Guide

Albany, NY—Richard A. Ball, New York state’s agriculture commissioner, announced that the Department of Agriculture and Markets has launched a workforce development resource guide to help connect young people and those interested in a career in the dairy industry.

The Dairy Think Tank was created at the advice of the Milk Marketing Advisory Council to bring together leaders in the industry, including representatives from the Department of Agriculture and Markets, Department of Labor, and Empire State Development, to discuss the challenges facing the industry’s future.

The Dairy Think Tank identified workforce development as one of its top priorities, along with government partnership, branding and marketing, and industry support. As part of these efforts, the Dairy Think Tank created a central resource guide — the *Catalog of New York State Workforce Development Pipelines for the Dairy Industry* — containing information about dairy-related workforce development programs, career opportunities, and funding streams available within the state.

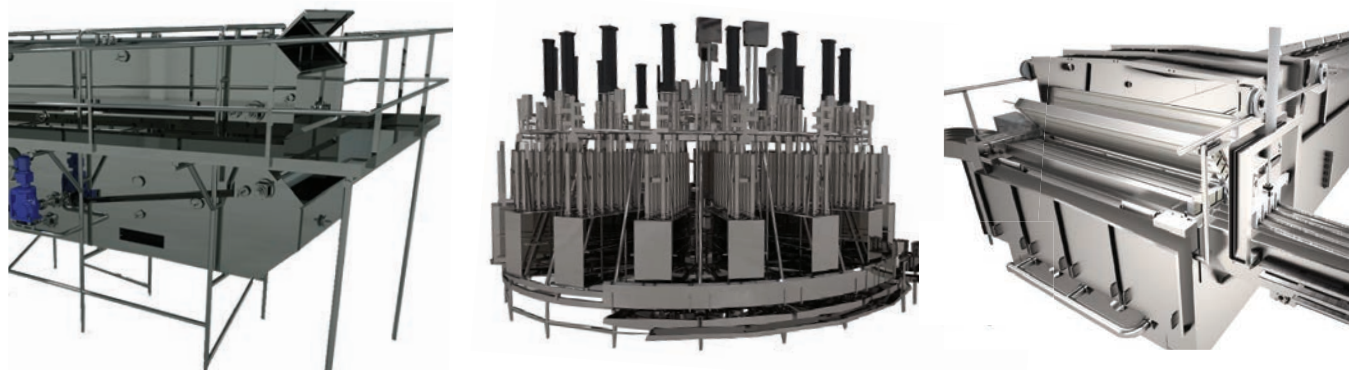
This resource provides dairy farms and dairy processing plants with programs and opportunities to better connect with and

train future employees, including school-based programs that introduce youth to the dairy industry. The catalog can also be used by job seekers to help identify the career pathways that are available for those who are skilled or those who have no prior agricultural or food manufacturing training.

Also, the Dairy Think Tank partnered with the New York Department of Labor to create a series of videos highlighting “Cool Jobs in Dairy,” which showcase the wide range of fulfilling career opportunities in the New York dairy industry, including production, processing, and distribution.

The Department of Agriculture and Markets has also launched a Dairy Career Page, which provides information about working in the dairy industry.

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COMING EVENTS

www.cheesereporter.com/events.htm

SGX-NZX Global Seminar Will Look At Sustainability, Food Security Divide

Singapore—A speaker lineup for the 10th annual SGX-NZX Global Dairy Seminar was announced this week, with industry experts weighing in on topics like demand for dairy alternatives, consumer trends and drivers of the global dairy supply.

The conference will be held here Sept. 18-20 at the SGX Auditorium. Dairy industry members from around the world will meet to discuss the latest market developments with international stakeholders across Asia, Oceania, Europe and the Americas.

For this year's seminar, SGX Commodities, The New Zealand Exchange (NZX) and Global Dairy Trade (GDT) have collaborated to make a more impactful event, with the GDT Regional Conference taking place on the afternoon of Sept. 18 before the 2023 SGX-NZX Global Dairy Seminar.

Attendees will be invited to an evening reception on Sept. 18 and a formal dinner the following evening.

Educational sessions will highlight issues like the global supply

Free Webinar Will Answer Queries On Iowa's New Raw Milk Legislation

Ames, IA—Iowa State University Extension & Outreach will host a free webinar Wednesday, July 12 on recent legislation regarding the sale of raw milk.

Entitled *Raw Milk for Human Consumption: Issues to Consider*, the three-hour webinar will begin at 6 p.m. CST. The webinar was created for dairy producers and potential producers interested in the new rules surrounding raw milk sales in Iowa, webinar hosts reported.

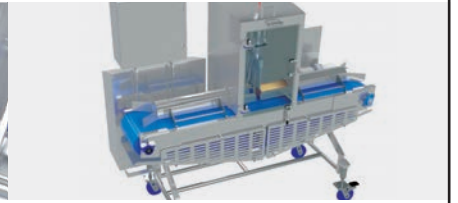
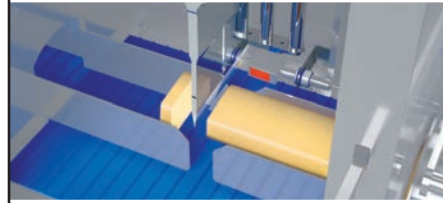
Attendees will learn about new rules and regulations, as well as how to manage raw milk risk and best practices for sample collection of raw milk.

Participants will also have the opportunity to ask questions directly to instructors.

Presenters include legislation sponsor Sen. Jason Schultz (R-IA); Kitt Tovar, staff attorney and manager of the ISU's Beginning Farmer Center, on liability issues for producers; and ISU veterinarian Pat Gorden, discussing best practices for sample collection under the new rules.

The webinar speaker lineup also includes ISU food science and human nutrition professor Stephanie Clark on the role of sanitation in producing raw milk; Mark McAfee, MaAfee Farms & Organic Pastures, on how his farm

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landscape; disconnect between sustainability goals and food security; changing dynamics of global dairy demand; drivers of global dairy supply and outlook for exporting regions; de-globalization and the effects on commodities; dairy alternatives – disruption, innovation and opportunities for agriculture; and consumer food trends in dairy, seminar organizers said.

More details on agenda, speaker list and registration will be available in the coming weeks at www.sgx.com.

handles raw milk; and Iowa State University dairy specialists Larry Tranel and Fred Hall on their top three issues in managing a 10-cow dairy.

"There's been quite a bit of uncertainty and questions surrounding these new rules," said ISU dairy specialist Gail Carpenter said.

"Our goal is to provide producers with the most current information so that they can make informed decisions in light of this legislation," Carpenter continued.

Interested producers and potential producers are encouraged to attend the free webinar by pre-registering at least one hour prior to the program at www.go.iastate.edu/SIHLB6.

For questions, contact Gail Carpenter at (712) 737-4230.

PLANNING GUIDE

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

IAFP 2023: July 16-19, Toronto, Ontario. Visit www.foodprotection.org for more information.

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

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

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.

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.idfwds2023.com to register online and for more information.

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.

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

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

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M: +1 312 589 8844
jeff.counsell@globalfoodproperties.com



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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NORTHEAST - JULY 5: Milk volumes are steady in the Northeast. There are still reports of milk being discarded, though there are still ample amounts clearing into Class III production. Contacts have shared that cheese production is seasonally steady. Retail demand is strong as grilling season is underway. Foodservice demand is steady. Cheese plant managers have shared that cheese inventories remain strong, and that storage space is becoming a cause for concern.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$1.7975 - \$2.0850	Process 5-lb sliced:	\$1.4875 - \$1.9675
Muenster:	\$1.7850 - \$2.1350	Swiss 10-14 lb cuts:	\$3.5400 - \$5.8625

MIDWEST AREA - JULY 5: Cheese market tones continue to face mounting pressure. Despite a bump on the CME for block prices, market prices for both barrels and blocks remain in the \$1.30s. Last year during the holiday week, CME prices were above \$2 for both varieties. Midwestern contacts' note that there's plenty of milk, but cheese makers note that heat is beginning to play a part with component levels. Additionally, processors in the South and Southwestern states of the US continue to suggest heat has really crimped milk output, which could push some handlers to move milk from the Central and Midwestern states southbound. Currently, though, cheese producers in the Upper Midwest say milk is still available, particularly due to the holiday week. Production is less steady with the holiday, but expectations are that cheese processing will resume steadiness this week into next week. Cheese inventories are still noted as balanced, regionally.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$1.8400 - \$3.0500	Mozzarella 5-6#:	\$1.3700 - \$2.4575
Brick 5# Loaf:	\$1.5700 - \$2.1375	Muenster 5#:	\$1.5700 - \$2.1375
Cheddar 40# Block:	\$1.2925 - \$1.8350	Process 5# Loaf:	\$1.3650 - \$1.8325
Monterey Jack 10#:	\$1.5450 - \$1.8925	Swiss 6-9# Cuts:	\$3.0550 - \$3.1575

WEST - JULY 5: Demand from foodservice is steady in the West for varietal cheeses. Demand from retail avenues is steady to lighter for varietal cheeses. Some industry sources note Cottage cheese and Cream cheese interest as on more solid ground and sizable increases in sales. Although frozen pizza sales are seasonally strong, stakeholders relay demand is less compared to last summer and Mozzarella cheese sales are being impacted negatively. Loads are available to accommodate current barrel and block cheese demand. Ample Class III milk volumes are available for strong to steady cheese manufacturing. Export demand is steady to lighter with quieter activity from Asian purchasers. Sentiments that current prices at the CME are not translating to greater competitiveness amongst international markets is relayed by some stakeholders.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts :	\$1.6725 - \$1.8725	Monterey Jack 10#:	\$1.6600 - \$1.9350
Cheddar 40# Block:	\$1.4250 - \$1.9150	Process 5# Loaf:	\$1.4900 - \$1.6450
		Swiss 6-9# Cuts:	\$2.3475 - \$3.7775

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

Variety	Date: 7/5	6/28	Variety	Date: 7/5	6/28
Cheddar Curd	\$1.94	\$1.95	Mild Cheddar	\$1.99	\$2.00
Young Gouda	\$1.73	\$1.74	Mozzarella	\$1.70	\$1.70

FOREIGN -TYPE CHEESE - JULY 5: Summer weather is contributing to declining seasonal milk output in Europe, though industry sources indicate production is higher than it was this time a year ago. Milk volumes are becoming less available, though European cheese makers report operating busy production schedules. Retail demand for cheese is steady to higher, as some European grocery store shoppers have responded positively to recent retail cheese ads. Strong demand is present from foodservice customers. Contacts report warm weather and strong demand in summer vacation destinations are contributing to increased restaurant cheese sales. Industry sources indicate strong demand for cheese in Europe is outpacing production and cheese inventories are tightening.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$1.6550 - 3.1425
Gorgonzola:	\$3.6900 - 5.7400	\$2.1625 - 2.8800
Parmesan (Italy):	0	\$2.0425 - 4.1325
Romano (Cows Milk):	0	\$2.8450 - 5.0000
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.5750 - 3.9000
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

DRY PRODUCTS - JULY 6

LACTOSE CENTRAL/WEST: The bottoms of the lactose price range and mostly price series held steady, while the tops of both moved lower. Contacts report shifting from Q2 to Q3 contracts with the start of July and say this shift contributed to downward movement at the top of the lactose price range. Stakeholders report securing some Q3 contract orders for lactose into this week. Spot demand for lactose is light.

WPC CENTRAL/WEST: Contacts report light spot activity. Preferred brands of WPC 34% are in higher demand than WPC 34% that is interchangeable with other proteins, though stakeholders say overall spot demand is lackluster. Spot purchasers are limiting orders to loads of WPC 34% which meet their immediate needs. Inventories of WPC 34% are available for purchasing. Some manufacturers are shifting production schedules away from WPC 34%, due to current market conditions.

CASEIN: Market activity was quiet during the holiday week. Interest remains steady, but importers are aware of a growth in stocks for both varieties of casein. European milk output is starting to edge lower, as South American milk output has yet to pick up notably for the season. Processing has been more active in recent months and domestic end users are aware of this.

NDM EAST: Demand in the East is quiet, as end users are more apt to purchase a spot load for near-term needs than buy a larger volume of NDM to store. End users who can utilize alternative dairy powders are finding a value in higher protein concentrate markets, such as WPC 34% and WPC 80%. The condensed skim markets, though, are one potentially bullish note in what has been somewhat bearish overall tones. Heat is beginning to bring down overall milk output, and, therefore, condensed skim milk availability has been lighter in recent weeks.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional ads declined by 12 percent, and total organic ads declined by 41 percent. Despite appearing in 19 percent fewer ads, ice cream in 48- to 64-ounce containers remained the most advertised conventional dairy product with a price of \$3.59. Organic ice cream in 48- to 64-ounce containers appeared in 172 percent more ads with an average price of \$7.99, representing a \$4.40 organic premium.

The number of conventional cheese ads increased by 1 percent this week, but organic cheese ads fell by 76 percent. Conventional sliced cheese in 6- to 8-ounce packages was the most advertised cheese item with an average price of \$2.44. The average price for organic 6- to 8-ounce sliced cheese was \$5.34, with an organic premium of \$2.90. Total ads for conventional yogurt increased by 29 percent this week, while total organic ads grew by 543 percent.

RETAIL PRICES - CONVENTIONAL DAIRY - JULY 7

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	2.50	NA	2.50	NA	NA	NA	NA
Butter 1#	3.97	3.52	4.74	3.85	3.99	2.99	4.65
Cheese 6-8 oz block	2.70	2.23	3.06	2.37	2.68	2.92	2.46
Cheese 6-8 oz shred	2.46	2.23	2.51	2.43	2.40	2.65	2.46
Cheese 6-8 oz sliced	2.44	2.39	2.38	2.49	2.42	3.79	2.46
Cheese 1# block	3.56	NA	3.87	3.05	2.99	3.33	4.19
Cheese 1# shred	3.36	2.99	3.70	3.02	2.99	NA	4.47
Cheese 1# sliced	2.99	NA	NA	NA	2.99	NA	NA
Cheese 2# block	8.57	5.99	9.99	8.99	6.49	NA	NA
Cheese 2# shred	7.46	5.99	6.36	8.99	6.49	7.38	9.99
Cottage Cheese 16 oz	2.31	2.53	2.39	2.41	NA	1.49	2.19
Cottage Cheese 24 oz	2.56	3.99	2.48	2.36	2.54	2.49	3.00
Cream Cheese 8 oz	2.60	2.74	2.50	2.55	1.49	NA	3.99
Ice Cream 14-16 oz	3.49	3.75	3.37	3.19	3.28	3.52	3.50
Ice Cream 48-64 oz	3.59	3.41	3.67	3.34	4.36	3.47	3.73
Milk ½ gallon	2.01	NA	NA	3.00	NA	1.97	1.54
Milk gallon	3.28	3.48	NA	2.50	3.49	3.38	2.47
Flavored Milk ½ gal	2.56	NA	NA	3.00	NA	1.97	NA
Flavored Milk gallon	2.48	NA	NA	NA	2.50	NA	2.47
Sour Cream 16 oz	2.10	2.17	2.11	2.31	2.00	1.49	NA
Sour Cream 24 oz	2.44	NA	2.29	2.38	2.41	3.23	2.99
Yogurt (Greek) 4-6 oz	1.09	1.11	1.20	1.25	1.09	0.94	0.87
Yogurt 4-6 oz	0.62	0.68	0.49	0.58	0.90	1.25	0.59
Yogurt (Greek) 32 oz	4.66	3.49	4.65	NA	NA	NA	5.00
Yogurt 32 oz	2.47	2.85	1.99	NA	2.29	2.61	2.79

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:

Cream Cheese 8 oz:	NA	Yogurt 4-6 oz:	\$1.35
Butter 8 oz:	NA	Yogurt 32 oz:	NA
Butter 1lb:	\$4.99	Yogurt Greek 32 oz:	\$4.38
Cottage Cheese 16 oz:	NA	Flavored Milk ½ gallon:	NA
Cheese 6-8 oz sliced:	\$5.34	Milk ½ gallon:	\$4.43
Cheese 6-8 oz shreds:	\$3.99	Milk gallon:	NA
Cheese 6-8 oz block:	\$4.29	Ice Cream 14-16 oz:	\$4.23
Cheese 2 lb block:	NA	Ice Cream 48-64 oz:	\$7.99

WHOLESALE BUTTER MARKETS - JULY 5

WEST: Cream is available. However, in some southern areas of the region cream availability is tighter with sustained hotter temperatures making farm level milk output less productive. Some stakeholders are optimistic warmer weather will move cream demand from ice cream makers closer to this time last year levels in coming weeks. Butter manufacturers are running busy schedules. Retail and foodservice demand is steady, with the current summer holiday giving a lean towards the strong end of the spectrum. Demand from commercial bulk buyers is steady to lighter. Loads are available to accommodate current demand for salted and unsalted butter. Grade AA butter on the CME had less bullish movement compared to the previous week.

CENTRAL: Butter plant managers say cream was available, but not necessarily overflowing during the holiday week. They reported cream multiples at similar levels to previous weeks. Cream tankers are expected to start moving into the south/southwestern areas, though, as milk handlers say there is a notable tightness in that area of the country where temperatures are reaching 100+ degrees. This could continue to seasonally tighten supplies in a very short time-frame. Butter demand is moderate but meeting seasonal expectations for regional butter contacts. Retail demand needs are being met with steadily available supplies, but expectations vary for near-term demand. All said, butter market tones are holding steadily firm.

NORTHEAST: Cream supplies remain steady in the East. Market contacts have shared that strong ice cream production has drawn down cream supplies somewhat, but that cream is still available. Butter plant managers report that churning schedules remain active. Some contacts have shared that they are opting to sell spot loads of cream on the spot market as strong Class II manufacturing has kept cream prices strong. Butter inventories remain strong. Foodservice demand is unchanged. Retail demand is seasonally steady.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
07/03/23	76,287	81,089
07/01/23	76,287	81,088
Change	0	1
Percent Change	0	0

CME CASH PRICES - JULY 3 - JULY 7, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDN	DRY WHEY
MONDAY July 3	\$1.3225 (-2¼)	\$1.3925 (+5¾)	\$2.4675 (+2¾)	\$1.1175 (NC)	\$0.2400 (NC)
TUESDAY July 4	No Trading	No Trading	No Trading	No Trading	No Trading
WEDNESDAY July 5	\$1.3425 (+2)	\$1.3525 (-4)	\$2.4650 (-¼)	\$1.1100 (-¾)	\$0.2400 (NC)
THURSDAY July 6	\$1.3575 (+1½)	\$1.3625 (+1)	\$2.4775 (+1¼)	\$1.1075 (-¼)	\$0.2300 (-1)
FRIDAY July 7	\$1.3800 (+2¼)	\$1.3925 (+3)	\$2.4800 (+¼)	\$1.0875 (-2)	\$0.2275 (-¼)
Week's AVG \$ Change	\$1.3506 (-0.0329)	\$1.3750 (+0.0415)	\$2.4725 (+0.565)	\$1.1056 (-0.0139)	\$0.2344 (-0.0121)
Last Week's AVG	\$1.3835	\$1.3335	\$2.4160	\$1.1195	\$0.2465
2022 AVG Same Week	\$2.17563	\$2.09125	\$2.9475	\$1.74688	\$0.4925

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Three cars of blocks were sold Monday, the last at \$1.3925, which set the price. Two cars of blocks were sold Wednesday at \$1.3525, which set the price. Five cars of blocks were sold Thursday, the last at \$1.3625, which set the price. Two cars of blocks were sold Friday at \$1.3900; an unfilled bid for 1 car at \$1.3925 then set the price. The barrel price dropped Monday on a sale at \$1.3225, increased Wednesday on a sale at \$1.3425, rose Thursday on a sale at \$1.3575 (a total of 35 cars of barrels were sold Thursday), and increased Friday on a sale at \$1.3800. A total of 93 carloads of Barrels were traded this week at the CME.

Butter Comment: The price increased Monday on a sale at \$2.4675, declined Wednesday on a sale at \$2.4650, rose Thursday on a sale at \$2.4775, and increased Friday on a sale at \$2.4800.

Nonfat Dry Milk Comment: The price fell Wednesday on an uncovered offer at \$1.1100, declined Thursday on a sale at \$1.1075, and fell Friday on a sale at \$1.0875.

Dry Whey Comment: The price fell Thursday on a sale at 23.0 cents, and declined Friday on a sale at 22.75 cents/day on a sale at 23.25 cents, then rose Friday on a sale at 24.0 cents. There were 42 carloads of dry whey sold on the CME this week.

WHEY MARKETS - JULY 3 - JULY 7, 2023

RELEASE DATE - JULY 6, 2023

Animal Feed Whey—Central: Milk Replacer:	.2000 (NC) – .2300 (NC)
Buttermilk Powder:	
Central & East:	.9200 (NC) – 1.0000 (NC)
Mostly:	.8900 (-1) – .9500 (NC)
West:	.8400 (NC) – .9900 (NC)
Casein: Rennet:	4.2500 (NC) – 4.7500 (NC)
Acid:	4.5000 (NC) – 5.0000 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.2400 (NC) – .3000 (-1)
Mostly:	.2500 (NC) – .2700 (-2¾)
Dry Whey—West (Edible):	
Nonhygroscopic:	.2475 (+1¼) – .3700 (-¾)
Mostly:	.2700 (+¼) – .3300 (-½)
Dry Whey—NE:	.2450 (-4½) – .3400 (-¾)
Lactose—Central and West:	
Edible:	.1350 (NC) – .3600 (-12)
Mostly:	.1400 (NC) – .2700 (-1)
Nonfat Dry Milk—Central & East:	
Low/Medium Heat:	1.1100 (-2) – 1.1700 (-2)
High Heat:	1.1675 (-1¼) – 1.2800 (-2)
Mostly:	1.1300 (-1) – 1.1500 (-2)
Nonfat Dry Milk—Western:	
Low/Med Heat:	1.0800 (-1) – 1.1750 (-1)
High Heat:	1.2100 (-3½) – 1.3700 (NC)
Mostly:	1.0900 (-1) – 1.1600 (-1)
Whey Protein Concentrate—34% Protein:	
Central & West:	.7000 (NC) – 1.1300 (NC)
Mostly:	.7200 (NC) – 1.0700 (-1)
Whole Milk:	1.8000 (-10) – 1.9500 (-5)

Visit www.cheesereporter.com for historical dairy, cheese, butter, & whey prices

HISTORICAL MONTHLY AVG BARREL PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'08	1.8774	1.9560	1.7980	1.8010	2.0708	2.0562	1.8890	1.6983	1.8517	1.8025	1.6975	1.5295
'09	1.0832	1.1993	1.2738	1.1506	1.0763	1.0884	1.1349	1.3271	1.3035	1.4499	1.4825	1.4520
'10	1.4684	1.4182	1.2782	1.3854	1.4195	1.3647	1.5161	1.6006	1.7114	1.7120	1.4520	1.3751
'11	1.4876	1.8680	1.8049	1.5756	1.6902	2.0483	2.1124	1.9571	1.7010	1.7192	1.8963	1.5839
'12	1.5358	1.4823	1.5152	1.4524	1.4701	1.5871	1.6826	1.7889	1.8780	2.0240	1.8388	1.6634
'13	1.6388	1.5880	1.5920	1.7124	1.7251	1.7184	1.6919	1.7425	1.7688	1.7714	1.7833	1.8651
'14	2.1727	2.1757	2.2790	2.1842	1.9985	1.9856	1.9970	2.1961	2.3663	2.0782	1.9326	1.5305
'15	1.4995	1.4849	1.5290	1.6135	1.6250	1.6690	1.6313	1.6689	1.5840	1.6072	1.5305	1.4628
'16	1.4842	1.4573	1.4530	1.4231	1.3529	1.5301	1.7363	1.8110	1.5415	1.5295	1.7424	1.6132
'17	1.5573	1.6230	1.4072	1.4307	1.4806	1.3972	1.4396	1.5993	1.5691	1.6970	1.6656	1.5426
'18	1.3345	1.4096	1.5071	1.4721	1.5870	1.4145	1.3707	1.5835	1.4503	1.3152	1.3100	1.2829
'19	1.2379	1.3867	1.4910	1.5925	1.6278	1.6258	1.7343	1.7081	1.7463	2.0224	2.2554	1.8410
'20	1.5721	1.5470	1.4399	1.0690	1.5980	2.3376	2.4080	1.4937	1.6401	2.2213	1.8437	1.4609
'21	1.5141	1.4442	1.4811	1.7119	1.6923	1.5639	1.4774	1.4158	1.5319	1.8008	1.5375	1.6548
'22	1.8204	1.9038	2.0774	2.3489	2.3567	2.2077	2.0581	1.8741	2.0690	2.1285	1.9454	1.8395
'23	1.6803	1.5761	1.8175	1.5921	1.5073	1.5037						

FAO Dairy Price Index Dropped 0.8% In June; Cheese Leads Decline

Rome, Italy—The UN Food and Agriculture Organization (FAO) Dairy Price Index averaged 116.8 points in June, down 1.0 points (0.8 percent) from May and 33.4 points (22.2 percent) below its corresponding value a year ago.

At 116.8, the FAO Dairy Price Index is at its lowest point since August 2021, when it was 116.2. The Dairy Price Index had reached a recent high of 150.2 in June 2022, but has declined every month since then, with the exception of December 2022, when it increased less than one point from the previous month.

The June decline in the Dairy Price Index was again led by lower international cheese prices, reflecting ample export availabilities, especially in Western Europe, where milk production tracked seasonally higher, while retail sales were somewhat subdued. Meanwhile, whole milk powder prices fell slightly on lower import purchases by North Asian buyers and increased supplies, especially from New Zealand.

By contrast, world butter prices rose in June, driven by active demand for spot supplies,

mainly from the Middle East, and increased internal retail sales in Western Europe.

Skim milk powder (SMP) prices increased slightly on higher import purchases to meet short-term needs amid concerns over supplies in the months ahead during the seasonally declining production phase in Western Europe.

The Food and Agriculture Organization Dairy Price Index is computed using eight price quotations of four dairy products (cheese, butter, skim milk powder and whole milk powder) from two representative markets. Within each dairy product, prices are weighted by the trade shares of their respective markets, while the dairy products are weighted by their average export shares for 2014-16.

The overall Food and Agriculture Organization Food Price Index averaged 122.3 points in June, down 1.7 points (1.4 percent) from May, continuing the downward trend and averaging as much as 37.4 points (23.4 percent) below the peak it reached in March 2022.

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