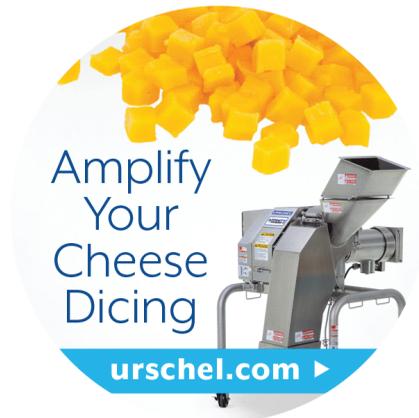




CHEESE REPORTER

Vol. 146, No. 52 • June 10, 2022 • Madison, Wisconsin



US Dairy Exports Increased 23% In April; Dairy Imports Rose 25%

Cheese Exports Topped 90 Million Pounds For 2nd Straight Month; Cheese Imports Rose 8%

Washington—US dairy exports during April were valued at \$835.0 million, up 23 percent from April 2021, according to figures released Tuesday by USDA's Foreign Agricultural Service (FAS).

That was the second straight month in which dairy exports exceeded \$800 million in value; March's dairy export value had reached a record \$849.3 million.

During the first four months of 2022, dairy exports were valued at \$2.96 billion, up 22 percent from the first four months of 2021.

Leading markets for US dairy exports during the January-April period, on a value basis, with comparisons to the same period in 2021, were: Mexico, \$700.9 million, up 36 percent; Canada, \$338.5 million, up 28 percent; China, \$229.8 million, up 8 percent; Philippines, \$206.4 million, up 61 percent; South Korea, \$189.2 million, up 31 percent; Japan, \$161.1 million, up 45 percent; Indonesia, \$132.7 million, up 31 percent; Vietnam, \$93.2 million, down 11 percent;

and Malaysia, 87.1 million, up 69 percent.

US dairy imports during April were valued at \$363.4 million, up 25 percent from April 2021. That was the second straight month in which dairy imports topped \$360 million in value; March's imports had reached a record \$366.9 million.

During the first four months of this year, dairy imports were valued at \$1.35 billion, up 29 percent from the first four months of last year.

Leading sources of US dairy imports during the first four months of 2022 on a value basis, with comparisons to the first four months of 2021, were: New Zealand, \$227.4 million, up 33 percent; Ireland, \$160.0 million, up 45 percent; Italy, \$167.7 million, up 23 percent; France, \$101.4 million, up 18 percent; Canada, \$93.4 million, up 22 percent; Netherlands, \$70.8 million, up 27 percent; and Mexico, \$68.0 million, up 28 percent.

Cheese exports during April totaled 91.0 million pounds, up 2 percent from April 2021. That was the second month in a row in which cheese exports topped 91 million pounds; March cheese exports had reached a record 91.7 million pounds.

April's cheese exports were valued at \$197.3 million, up 12 percent, up 12 percent from April 2021. That's a new single-month record for the value of cheese exports; the previous record, \$194.7 million, was set in March of this year.

During the January-April period, cheese exports totaled 320.0 million pounds, up 10 percent from the same period last year. The value of those exports, \$678.3 million, was up 16 percent.

Leading markets for US cheese exports during the first four months of this year, on a volume basis, with comparisons to the first four months of last year, were: Mexico, 86.3 million pounds, up 21 percent; South Korea, 57.3 million pounds, up 0.1 percent; Japan, 35.2

• See **April Dairy Trade**, p. 16

Cheese Production Rose 0.1% In April; Cheddar Output Fell 5%; Butter Output Declined 1%

Washington—US cheese production during April totaled 1.16 billion pounds, up 0.1 percent from April 2021, USDA's National Agricultural Statistics Service (NASS) reported last Friday.

Cheese output during the first four months of 2022 totaled 4.6 billion pounds, up 2.5 percent, or 114.2 million pounds, from the first four months of 2021.

Regional cheese production in April, with comparisons to April 2021, was: Central, 557.2 million pounds, up 0.6 percent; West, 461.3 million pounds, down 0.5 percent; and Atlantic, 137.0 million pounds, up 0.1 percent.

April cheese production in the states broken out by NASS, with comparisons to April 2021, was: Wisconsin, 282.8 million pounds, down 3.8 percent; California, 205.2 million pounds, down 1.1 percent; Idaho, 86.2 million pounds, down 0.9 percent; New Mexico, 78.9 million pounds, down 0.8 percent; New York, 69.0 million pounds, up 1.0 percent; Minnesota, 67.1 million pounds, up 6.7 percent; Pennsylvania, 38.4 million pounds, down 3.1 percent; Iowa, 31.0 million pounds, up 2.8 percent; Ohio, 22.7 million pounds, up 9.3 percent; Vermont, 12.7 million pounds, up 0.4 percent; Illinois, 5.9 million pounds,

• See **Cheese Output Up**, p. 6

USDA Lowers 2022, 2023 Milk Production Forecasts, Hikes Most Price Forecasts

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released today, lowered its milk production forecasts for both 2022 and 2023 and raised almost all of its dairy product price forecasts.

USDA lowered its 2022 milk production forecast by 300 million pounds from last month's forecast, to 226.4 billion pounds, which would be only 100 million pounds higher than 2021's output. The production forecast is being lowered due to slower growth in milk per cow than previously expected.

Milk per cow is also reduced slightly for 2023, which prompted

• See **Higher Prices**, p. 24

Dairy CPI Jumped 2.6% In May; CPIs For Cheese, Whole Milk Topped 260

Washington—The Consumer Price Index (CPI) for dairy and related products was a record-high 257.7 in May (1982-84=100), up 2.6 percent from April and 11.8 percent higher than in May 2021, the US Bureau of Labor Statistics (BLS) reported today.

That's the seventh time in the last eight months that the dairy CPI has reached a new record high.

May marked the second straight month in which the dairy CPI topped 250. Prior to February of this year, it had never even topped 240.

In May, the CPI for all items was 292.3, up 1.1 percent from April and 8.6 percent higher than in May 2022.

May's CPI for food was 203.0, up 1.1 percent from April and 10.1 percent higher than in May

2021. That's the first time ever that the CPI for food has been above 300.

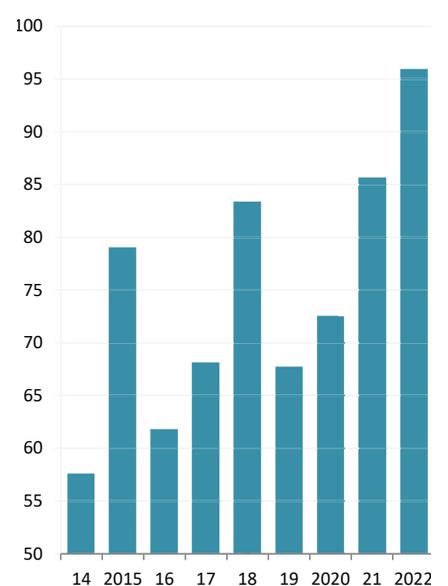
The CPI for food at home in May was 286.0, up 1.3 percent from April and 11.9 percent higher than in May 2021. Within the food-at-home category in May, the CPI for meats, poultry, fish and eggs was 314.9, up 1.5 percent from April and 14.2 percent higher than in May 2021; the CPI for cereals and bakery products was 319.9, up 1.6 percent from April and 11.6 percent higher than in May 2021; and the CPI for fruits and vegetables was 341.6, up 0.7 percent from April and 8.2 percent higher than in May 2021.

Also in May, the CPI for food away from home was 326.0, up

• See **Dairy CPIs Jump**, p. 8

US Exports of Lactose

April 2014 – 2021 millions of pounds





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

Cheese Reporter Publishing Co. Inc. © 2022

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

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

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

Central Wisconsin Cheesemakers' and Buttermakers' Association
Jim Mildbrand
jim.mildbrand@gmail.com

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

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

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

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

Nebraska Cheese Association
Ed Price, Fremont, NE 68025

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

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

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

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

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

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

Wisconsin Association for Food Protection
Bob Willis
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
tw: @cheesereporter

there seem to be more “full-flavored” cheeses on the market. This goes beyond just sharp and extra sharp Cheddar;...The flavor of these cheeses certainly can't be described as mild.

Something For (Almost) Cheese Lover At IDDBA

Walking the show floor at the International Dairy-Deli-Bakery Association's annual conference in Atlanta this week, we were mighty impressed with how the cheese industry is creating products to meet pretty much every consumer taste imaginable.

There are numerous ways to illustrate this point, too numerous to mention in this space, but we'll touch on a few. First, the cheese industry is doing a great job of offering products for the growing number of snacking consumers.

As noted in a story in last week's issue, more and more consumers are snacking throughout the day, from mid-morning to afternoon and also at night. This is a huge market; an International Food Information Council survey found that 73 percent of all consumers snack at least once a day, up from 58 percent just last year.

So what is the cheese industry offering these snack-crazed consumers? Pretty much everything the industry has always offered, with added convenience so consumers don't really have to do much work to snack on their favorite cheeses.

For the most part, these aren't really “new” products; instead, company after company is offering some of their current products in new, convenient forms, primarily single-serve portions in sticks and other formats. From mild cheeses like Colby, Monterey Jack and Havarti to fuller-flavored products like Parmesan and sharp Cheddar, it's never been easier for consumers to snack on their favorite cheeses.

Another way the cheese industry is meeting consumer demand is through additional flavor offerings. Today's consumers are more adventurous than consumers were, say, 30 or 40 years ago, and the cheese industry is using its creative energy to meet those adventurous tastes.

The industry is doing this in at least three ways. First, the number of flavored cheeses on the market

just continues to grow and grow. Thirty-plus years ago, there were relatively few flavored natural cheeses on the market; those few included smoked cheeses, cheeses with jalapeno peppers added, and Dill Havarti (available only as an imported product back then).

Today, just the variety of pepper products has expanded immensely in recent years, as exemplified both by exhibitors at the IDDBA show as well as entries in the recent World Championship Cheese Contest as well as other cheese contests. Everything from ghost and hatch to scorpion and habanero peppers are being added to cheeses these days.

Second, there seem to be more “full-flavored” cheeses on the market. This goes beyond just sharp and extra sharp Cheddar; perhaps the best way to illustrate this is to just point out what we mentioned in this space last week: that Parmesan production has more than doubled since 2010, as has Romano production.

The flavor of these cheeses certainly can't be described as mild.

And third, the cheese industry's offerings these days go beyond just products made from cow's milk, or goat's milk, or sheep's milk. These days, there are mixed milk cheeses made with various combinations of these milks, and sold at various age and flavor stages.

For the most part, as with the cheeses noted above, these mixed milk cheeses can't really be considered mild in flavor.

Yes, indeed, the cheese industry is doing a mighty fine job of meeting the needs of today's consumers, with one notable exception: walking the IDDBA show floor, we saw very few, if any, cheeses that would fall into the “better-for-you” category.

That is, there just don't seem to be as many cheeses that are lower in fat, sodium and/or cholesterol as there were 25 or 30 years ago.

Why is this happening? At least a couple of thoughts come to mind.

First, as noted earlier, more and more consumers are looking for bolder flavors, and choosing everything from Parmesan and Romano to multi-year-old Cheddar and smear-ripened cheeses.

Despite considerable research and development efforts starting back in the 1980s and accelerating in the 1990s, there are very few cheeses that are lower in fat and/or sodium and/or cholesterol that could be described as full-flavored. Most of these cheeses can best be described as mild, and less charitably described as bland, flavorless or even (or especially) boring.

And so there don't seem to be as many of these cheeses around anymore, or at least they're not being prominently displayed, sampled and promoted at shows like the IDDBA (and likely also won't be at the upcoming Fancy Food Show).

Second, the science on dietary fat is a lot more debatable today than it was when there was a boom in the number of reduced and low-fat cheese products being offered to consumers back in the 1990s. And while consumers might not be keeping up with all the latest studies in this area, they have, if nothing else, become more cynical over the years as the latest studies seem to contradict the so-called “conventional wisdom.”

For evidence of this point, look no further than the “spreads” market; 30 or 40 years ago, the conventional wisdom favored margarine over butter, but today, the main ingredient in traditional margarine, partially hydrogenated vegetable oil, is no longer considered generally recognized as safe (GRAS) by FDA, while per capita butter consumption reaches its highest level in decades.

So-called “better-for-you” cheeses aren't going to disappear anytime soon, but judging by what was on display and being sampled at the IDDBA show this week, they aren't a priority for most companies, or consumers.

Weakening Demand Expectations Point To Moderate Price Declines Later In '22

Utrecht, Netherlands—While global milk production is set to decline for at least four consecutive quarters, from 2021's third quarter through 2022's second quarter, weakening demand expectations are creating a scenario for moderate price declines in dairy commodities during the second half of 2022, according to the latest dairy report from Rabobank.

Milk production is expected to decline by 1.1 percent year over year in 2022's second quarter after declining by 1.9 percent in the first quarter, the report noted. Positive year-on-year growth, versus a low comparable, is anticipated in the second half of this year, resulting in an estimated 0.5 percent loss for 2022.

Higher farmgate milk prices across most regions have not guaranteed production growth, the report pointed out. Milk producers around the world are facing higher corn and soybean prices and weather disruptions in certain regions, notably Oceania and South America. Overall inflation pressures in energy, fuel and wages are also impacting profitability across the Big-7 (the US, European Union, New Zealand, Australia, Brazil, Argentina and Uruguay).

Despite higher milk prices, milk production growth and the feed costs scenario "remain challenging," the report said.

Rabobank's most recent Agri Commodities markets monthly (May 2022) showed that price forecasts for CBOT corn have seen a slight decline from the previous report but are still close to record-high levels. Corn is expected to peak in the second quarter of 2022.

Across most regions, consumers are feeling the impact of inflation in their purchasing power in a significant manner, the report said. In the US and the EU, inflation at a 40-year high is a shock to consumers and impacts lower-income families disproportionately. In emerging markets, inflation is not new, but the severity of the current rise in prices, especially for commodity-importing countries has been amplified by the effects of the war in Ukraine and a very strong dollar.

Still, high oil prices could support dairy import demand for some oil export countries as has been seen in previous commodity cycles, the report noted.

Oversupply in China is key to the global dairy demand outlook, according to the report. Strong domestic milk production coupled with weaker consumer demand, due to COVID-related measures, at a time of high inventories, is resulting in lower imports. Overall imports LME (liquid milk equivalent, excluding whey) are already

4 percent lower for the first four months of the year, with some categories down sharply.

Rabobank's report listed several things to watch in the months ahead, including, among others:

- The dollar index is at its strongest level since 2003. Further euro weakness is expected in coming quarters as the Federal Reserve continues to raise interest rates. This is amplifying high commodity prices in many regions and is a factor to watch for exporting and importing countries in the global dairy market.

- US herd growth and production face limiting factors. In recent years, the US has grown its milk

production and processing capacity in ways that others in the Big-7 have not been able to replicate. However, there are signs that this will be more challenging in the future, with fewer replacement heifers and cooperative and proprietary company-based programs limiting production output due to restricted processing capacity.

- Industry profitability is under pressure. Milk processors are facing higher farmgate prices in addition to rising fuel, energy, and wage costs. However, weakening consumer purchasing power is making it difficult to pass on prices.

- Structural issues could limit the rebound in milk production growth. The current slowdown in global milk output is directly related to higher costs of production and weather events. In the

past, production has recovered and surpassed previous peaks. However, there are structural issues that will limit a significant rebound in production this time around from some key exporters. Dairy herds in New Zealand and Europe have limited scope for growth and are more likely to contract under current and proposed regulations and environmental pressures.

- The unresolved Russia-Ukraine conflict is adding to cost-side pressures. The war in Ukraine continues to put pressure on grain and oilseed prices, as the vast exports of corn and sunflower seeds from Ukraine are not entering the global market. Also, limited Russian and Belarussian exports of fertilizers and other grains are also contributing to higher feed costs, raising production costs.



Replacement membranes in stock, ready to ship.

We supply all types of replacement membranes from major manufacturers, direct from our US warehouse in Champlin, Minnesota, to your membrane filtration system:

- Spiral wound, ceramic, and plate & frame membranes
- All membrane system spare parts

Always the best service and shortest delivery time.



Contact us at:
Tetra Pak Filtration Solutions
 Phone +1 763 421 2721
 E-mail filtration.parts@tetrapak.com

Tetra Pak®
 PROTECTS WHAT'S GOOD



The Coming Cheddapalooza

JOHN UMHOEFER

Executive Director
Wisconsin Cheese Makers Association
608-286-1001
jumhoefer@wischeesemakers.org

It's tricky to propose a future dairy disruption when one major cheese maker describes today's industry conditions as "wilder than the spring of 2020."

Spurred by media inquiries, Wisconsin Cheese Makers Association reached out to cheese manufacturers to discuss softness in production of American type cheeses and Cheddar cheese, particularly, in 2022. Current reduced production stands in sharp contrast to a coming tidal wave of new Cheddar, Colby and Jack capacity best described as Cheddapalooza.

But one disruptor at a time. Today, Cheddar volume is down 2.9 percent and all American styles together are down 0.6 percent through April 2022 compared to the previous year. That's one reason 40-pound Cheddar blocks have lingered in the \$2.20-\$2.39 range at the Chicago Mercantile Exchange for two months. At the same time, high prices for dry whey and butter have combined with expensive Cheddar to drive milk prices to record highs.

The nation's Class III milk price (for cheese milk) set an all-time record in May, reaching \$25.21/cwt. The Class III price has topped \$20 for five straight months. High prices for fresh milk are a positive for dairy farms, however most cheese manufacturers can't afford milk prices lifted by strong dry whey prices. Most manufacturers

don't produce dry whey – they earn a fraction of its value selling their liquid whey unprocessed. Widespread depooling to avoid an unaffordable, government-set price are part of the "wild" times the Wisconsin cheese maker was describing.

Meanwhile, April milk production was 0.1 percent lower than last April but 4 percent higher than April 2020 and 2019. A similar pattern held true in March. Milk production in March 2022 was about equal (+0.2 percent) to last year, but 4 percent higher than the two previous years. In other words, monthly milk production is steady at a higher plateau set in 2021.

Manufacturers are counting on milk production growth in areas where a wave of new investment in Cheddar and American styles production—Cheddapalooza—is on the horizon. Starting with the November 2020 commissioning of MWC, the massive joint venture between Glanbia Nutritionals, Dairy Farmers of America and Select Milk Producers in St. Johns, Michigan, a slate of nine greenfield plants and major additions are now in production, under construction or in design phase in six states.

The focus on growing Cheddar and American styles production is a renaissance for a category that has played second fiddle to successful Mozzarella growth in recent years.

Looking at springtime (January through April) production in the last five years, American type cheese production was up 3 percent in the first four months of 2018, but weakened in 2019, losing 1.0 percent. In 2020, through April, production gained back 1.5 percent. The full strength of pandemic-era growth was evident in 6.5 percent growth for American styles in the first four months of 2021. This year, production has slipped slightly from that strong growth, down a 0.6 percent through April 2022.

Looking end to end at this five-year snapshot "through April," the US is producing 9.7 percent more American styles than 2017.

But Cheddar and American styles are set for astonishing growth. Add to MWC's daily production the plan by Hilmar Cheese Company to complete a \$460 million plant in 2024 in Dodge City, Kansas; the announcement by Great Lakes Cheese of a greenfield site in Franklin, New York for a \$515 million cheese plant; and plans at Valley Queen Cheese in Milbank, SD, to spend \$195 million on new cheese production.

And the list goes on: The 2021 commissioning of a new American-styles block cheese plant at First District Association in Litchfield, MN; the rising new production facility for Agropur in Little Chute, WI; the new cheese facility — KDI Cheese — at Kansas Dairy Ingredients in Hugoton, KS; the complete renovation of Plant 1 at Mullins Cheese in Knowlton, WI, and a new production center at Agri-Mark's plant in Chateaugay, NY.

By 2024, WCMA estimates that new Cheddar and American styles production from these facilities will add about 500 million new

• See Umhoefer, p. 18

FROM OUR ARCHIVES

50 YEARS AGO

June 9, 1972: Minneapolis, MN—International Multifoods announced it will build a \$2 million Kaukauna Dairy Co. plant in Little Chute, WI. The plant will initially be used for cold storage, and production of Heat 'N Dip, a new cheese-based snack product set for national distribution this fall.

Washington—For his outstanding research on dried milk products and other dairy foods, Michael Pallansch received the USDA Superior Service Award this week. Since 1955, Pallansch has worked as a research chemist with USDA's Agricultural Research Service.

25 YEARS AGO

June 13, 1997: Montville, NJ—Lucille Farms announced this week it has received a non-binding offer by Suprema Specialties to purchase all shares of Lucille Farms. Suprema Specialties manufactures and markets natural cheese products, both domestic and imported.

Grantsburg, WI—Burnett Dairy Cooperative here has received a \$600,000 recycling loan to implement technology that will create new products from cheese waste. Burnett will install an evaporating system that will transform cheese waste into whey, whey permeate and whey protein, saving the co-op \$80,000 annually in land-spreading costs.

10 YEARS AGO

June 8, 2012: Northfield, IL—Kraft Foods will close its Wau-paca, WI, manufacturing facility in the second quarter of 2013. The 84,000 square-foot plant, which was built in 1954, makes a variety of specialty spreads and cheeses, including the Athenos, Kraft and Hoffman's brands. The company acquired the plant in 1987 when it bought Purity Cheese Company.

Sacramento, CA—Valley Ford Cheese Company of Valley Ford, CA, won Best of Show in the cow's milk category at the California State Fair Commercial Cheese Competition here this week for its Estero Gold Reserve entry. In the goat's milk category, Barinaga Ranch of Marshall earned top honors for its Txiki entry. Txiki is a 1.5-pound Tom-mette-sized cheese.

IVARSON

IVARSONINC.COM



THE IVARSON 640 BCS

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

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

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



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

For more information, visit www.ivarsoninc.com

New Trade Deals Needed To Preserve, Expand Market Access: AMPI's Meshke

Washington—New trade agreements are necessary “not only to expand market access, but to preserve it,” as the US dairy industry’s competitors grow their own networks of free trade agreements (FTAs) “and in the process threaten to render US exports uncompetitive,” according to Sheryl Meshke, co-president and CEO of Associated Milk Producers Inc. (AMPI).

Meshke made her remarks in testimony Thursday at a Senate Agriculture Committee subcommittee hearing that focused on agricultural trade. She testified on behalf of the National Milk Producers Federation (NMPF), on whose board she serves. She also serves on the board of the US Dairy Export Council, which partners closely with NMPF on dairy trade policy issues.

“Exports underpin US dairy’s success in the present and will support the industry’s growth in the future,” Meshke said. “Today, exports account for 17 percent of US milk production. With the right policies to allow US dairy exports to flourish, that figure is expected to continue to climb in the years ahead.”

Ultimately, if the US wants to continue to help fulfill the growing demand for high-quality nutrition around the world, and reap the benefits those sales create for US dairy farmers and workers, “we will need to continue to expand export sales and promote the use of effective trade policy tools,” Meshke said.

The growing global dairy market “is a highly competitive environment with experienced competitors entrenched in key markets,” Meshke continued. The European Union (EU) and New Zealand, the world’s two largest dairy exporters, have been active in international markets far longer than the US, which has provided them with “powerful historical advantages.”

Between the EU and New Zealand, one or both have FTAs in 15 out of the 17 largest dairy markets by value, she pointed out. The US, by contrast, only has FTAs with five.

“This is already putting US dairy exporters at a disadvantage in certain markets and the gaps will continue to grow the longer the US delays re-engaging in the global trade policy sphere in earnest,” Meshke said. “For this reason, the US dairy industry strongly urges a resumption of the pursuit of comprehensive trade agreements with key dairy importing markets.”

The US should begin by restarting the already well-advanced US-United Kingdom FTA nego-

tiations, Meshke said. Last year, the US exported only \$30 million in dairy products to the UK even though the UK is a major dairy importer.

“Our exports were significantly constrained due to existing tariff and non-tariff barriers,” Meshke said. “A resumption of FTA negotiations, and an eventual agreement, would substantially increase trading opportunities for this market.”

Further, Meshke said the US “should pursue comprehensive trade negotiations with key Asian markets such as Japan, Vietnam, Malaysia, Thailand, Indonesia, and the Philippines,” Meshke continued. “This is particularly important given our major dairy competitors in many of these markets already have FTAs in place or are in the midst of negotiating them, putting US dairy producers at a competitive disadvantage.”

In the meantime, it is key the US maximize use of the tools the US Trade Representative (USTR) has announced to date as an interim step. The launch of the Indo-Pacific Economic Framework (IPEF) and the US-Taiwan Initiative on 21st-Century Trade “are positive initial steps forward,” Meshke said. The IPEF provides an opportunity to address non-tariff trade barriers as well as most-favored nation (MFN) tariff barriers to US dairy exports throughout the region.

USTR has also touted the value of Trade and Investment Framework Agreements (TIFAs) to advance US export interests, Meshke noted. Dairy farmers and exporters are hopeful TIFAs can

indeed be leveraged to make a degree of progress on expanding markets, but doing so will require a greater prioritization of US agricultural export interests than has traditionally been the case in TIFA discussions.

Both in the context of IPEF and in every other trade forum, the US must strive to break down the nontariff barriers that limit export opportunities for US dairy products, Meshke said. For example, dairy farmers and exporters are counting on full implementation and “robust enforcement” of the US-Mexico-Canada Agreement (USMCA) in order to preserve and fully deliver on the market access opportunities the US procured for US dairy products into the Canadian market.

It is also “essential” that the Biden administration undertake intensive efforts to defend the use of common food and beverage names against aggressive global efforts by the EU to impose geographical indications (GI) trade barriers in markets around the world, Meshke said.

The EU has used GIs to restrict the use of generic terms by which millions of consumers recognize some of their favorite foods and beverages.

“The use of GIs to restrict consumer access to generic named foods must be firmly rejected as the protectionist and antitrade policy that it is,” Meshke said. “To complement the industry-led activities in this area, we have urged the US government to secure firm and explicit trade commitments. Doing so helps assure the future use of specific generic food and beverage names targeted by EU monopolization efforts and rejects the use of GIs as barriers to trade in products relying on common names.”

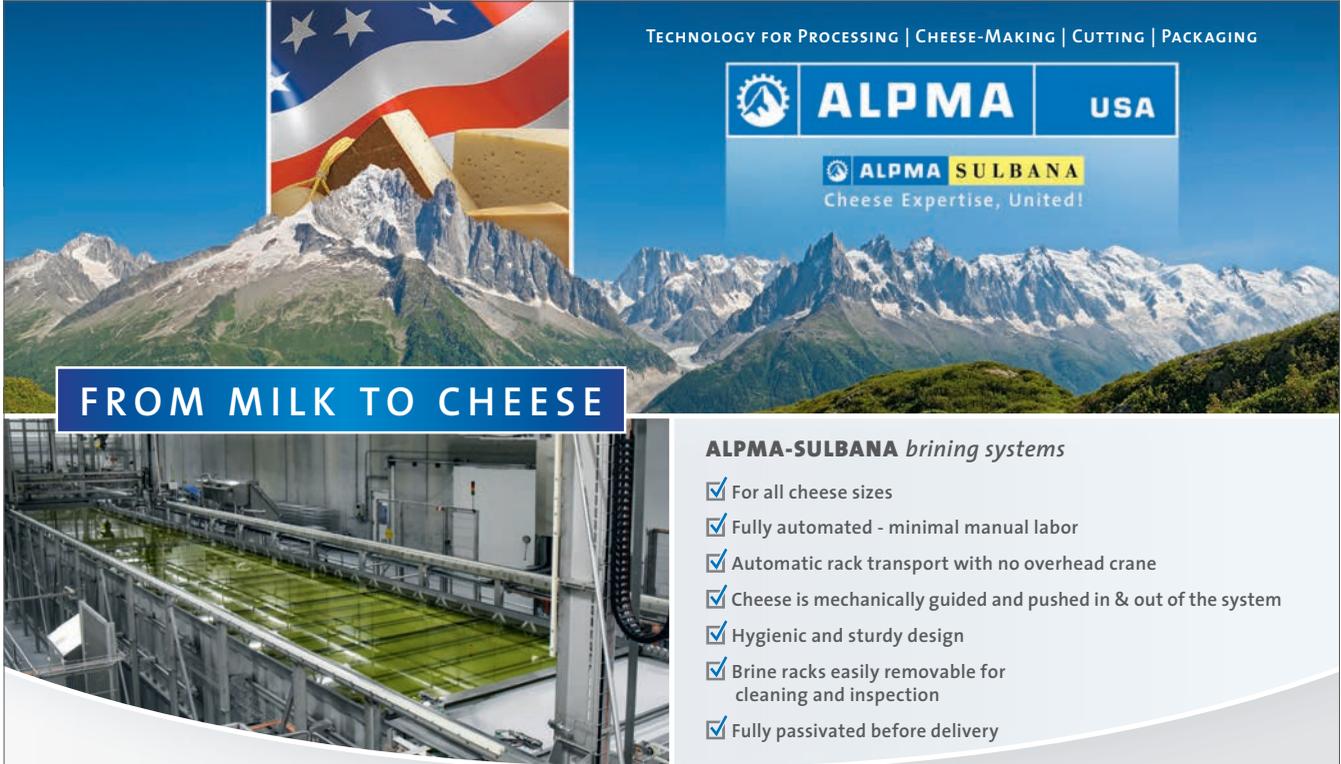
The USMCA’s common food name side-letter provisions established a new precedent affirming market access rights for a non-exhaustive list of commonly used product terms. However, to effectively combat the EU’s trade-distorting actions, the US government must proactively and consistently expand beyond this precedent to rectify these trade barriers with other trading partners, Meshke said.

Export Shipping Challenges

One of the most pressing current concerns for the dairy industry is the “immense challenge posed in moving our American-made products from US dairy manufacturing facilities to foreign customers,” Meshke said. “This challenge is plaguing dairy exporters across the country but is particularly acute for in-land facilities like AMPI in the Upper Midwest. Freight rates have soared while availability and predictability of the necessary equipment to move US dairy products to overseas buyers has plummeted.

“From a lack of containers to the lack of drivers to persistent issues with rail access and the lack of commitment to two-way trade from the shipping carriers, we are at an impasse this industry has never seen before,” Meshke added. These supply chain challenges cost US dairy exporters well over \$1.5 billion last year alone as a result of higher direct costs, reduced value and lost sales.

“The congestion also puts at risk long-term trade relationships as international customers seek alternative suppliers, citing the United States as an increasingly unreliable supplier due to the delayed shipments and product deterioration,” she continued.



TECHNOLOGY FOR PROCESSING | CHEESE-MAKING | CUTTING | PACKAGING

ALPMA USA

ALPMA SULBANA
Cheese Expertise, United!

FROM MILK TO CHEESE

ALPMA-SULBANA brining systems

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

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

For more information, visit www.alpma.com

Cheese Output Up

(Continued from p. 1)

up 15.6 percent; and New Jersey, 4.7 million pounds, up 11.7 percent.

Cheese production in all other states during April totaled 250.9 million pounds, up 3.3 percent from April 2021.

American-type cheese production in April totaled 465.4 million pounds, down 2.7 percent from April 2021. American-type cheese output during the January-April 2022 period totaled 1.85 billion pounds, down 0.6 percent from the same period in 2021.

April production of American-type cheese with comparisons to April 2021, was: Wisconsin, 88.0 million pounds, down 4.5 percent; Minnesota, 54.6 million pounds, up 7.5 percent; California, 47.1 million pounds, down 8.8 percent; Iowa, 16.4 million pounds, down 2.1 percent; and New York, 10.4 million pounds, down 8.5 percent.

Cheddar production totaled 321.0 million pounds, down 5.0 percent from April 2021. Cheddar output during the first four months of 2022 totaled 1.3 billion pounds, down 2.9 percent from the first four months of 2021.

Production of other American-type cheeses totaled 144.4 million pounds, up 2.9 percent from April 2021.

Italian & Other Cheeses

Production of Italian-type cheeses totaled 489.0 million pounds, up 1.2 percent from April 2021. Italian-type cheese output during the first four months of 2022 totaled 1.98 billion pounds, up 3.4 percent from the first four months of 2021.

Italian cheese production, with comparisons to April 2021, was: Wisconsin, 137.8 million pounds, down 2.4 percent; California,

133.7 million pounds, down 1.0 percent; New York, 28.3 million pounds, down 1.0 percent; Pennsylvania, 23.0 million pounds, down 0.2 percent; Minnesota, 12.1 million pounds up 3.3 percent; and New Jersey, 2.3 million pounds, up 17.3 percent.

Mozzarella production during April totaled 385.8 million pounds, up 2.3 percent from April 2021. Mozz output during the January-April period totaled 1.55 billion pounds, up 3.8 percent from the same period in 2021.

Production of other Italian cheese varieties during April, with comparisons to April 2021, was: Parmesan, 39.5 million pounds, down 3.5 percent; Provolone, 30.4 million pounds, down 7.5 percent; Ricotta, 21.1 million pounds, up 6.5 percent; Romano, 4.5 million pounds, down 24.7 percent; and other Italian cheeses, 7.9 million pounds, up 19.9 percent.

April production of other cheese varieties, with comparisons to April 2021, was:

Swiss cheese: 30.3 million pounds, up 5.0 percent.

Cream and Neufchatel: 84.5 million pounds, up 3.4 percent.

Brick and Muenster: 17.9 million pounds, up 15.7 percent.

Hispanic cheese: 29.0 million pounds, up 5.0 percent.

Blue and Gorgonzola: 7.8 million pounds, up 6.0 percent.

Feta: 14.6 million pounds, down 6.1 percent.

Gouda: 5.3 million pounds, up 49.0 percent.

All other types of cheese: 11.7 million pounds, down 11.2 percent.

Whey Products Production

April production of dry whey, human, totaled 81.3 million pounds, up 6.8 percent from April 2021. Manufacturers' stocks of dry

whey, human, at the end of April totaled 72.1 million pounds, up 21.6 percent from a year earlier and up 6.2 percent from a month earlier.

Lactose production, human and animal, during April totaled 100.8 million pounds, up 2.8 percent from April 2021. Manufacturers' stocks of lactose, human and animal, at the end of April totaled 165.4 million pounds, up 29.8 percent from a year earlier but down 2.6 percent from a month earlier.

Production of whey protein concentrate, human, during April totaled 44.9 million pounds, down 8.1 percent from April 2021. Manufacturers' stocks of WPC, human, at the end of April totaled 66.9 million pounds, up 11.0 percent from a year earlier and up 2.4 percent from a month earlier.

April production of whey protein isolates totaled 12.9 million pounds, up 24.8 percent from April 2021. Manufacturers' stocks of WPIs at the end of April totaled 13.2 million pounds, up 3.9 percent from a year earlier but down 3.8 percent from a month earlier.

Butter & Dry Milk Products

April butter production totaled 181.2 million pounds, down 1.0 percent from April 2021. Butter output during the first four months of 2022 totaled 760.6 million pounds, down 4.2 percent from the first four months of 2021.

Regional butter production in April, with comparisons to April 2021, was: West, 98.6 million pounds, up 1.0 percent; Central, 67.2 million pounds, down 2.7 percent; and Atlantic, 15.3 million pounds, down 5.3 percent.

Nonfat dry milk production during April totaled 195.8 million pounds, up 1.0 percent from April 2021. NDM output during the January-April period totaled 728.2

million pounds, down 7.2 percent from a year earlier.

Manufacturers' shipments of nonfat dry milk during April totaled 174.9 million pounds, down 9.2 percent from April 2021. Manufacturers' stocks of NDM at the end of April totaled 298.7 million pounds, up 0.4 percent from a year earlier and 3.8 percent higher than a month earlier.

April production of other dry milk products, with comparisons to April 2021, was: skim milk powder, 35.6 million pounds, down 36.5 percent; dry whole milk, 10.7 million pounds, down 22.2 percent; milk protein concentrate, 21.5 million pounds, up 13.8 percent; and dry buttermilk, 12.4 million pounds, down 4.1 percent.

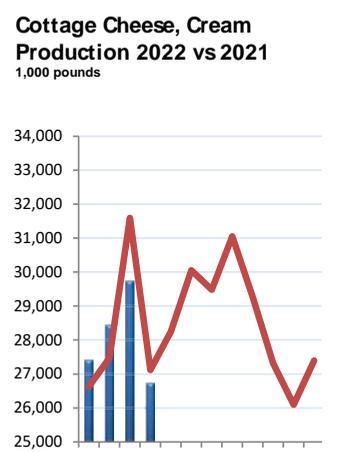
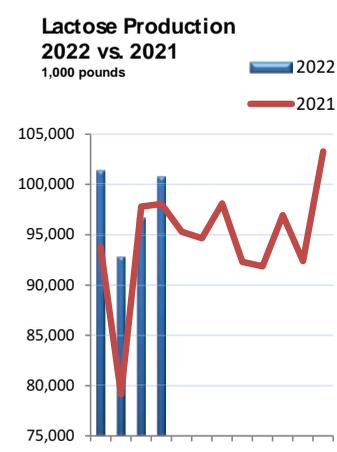
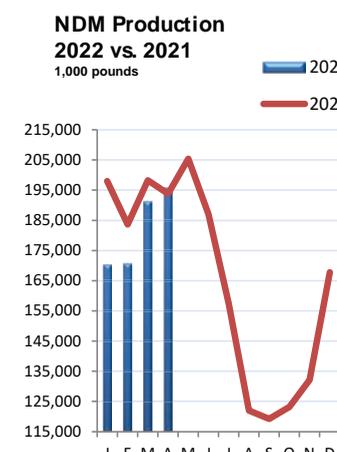
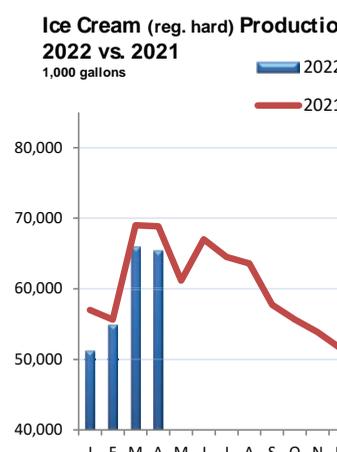
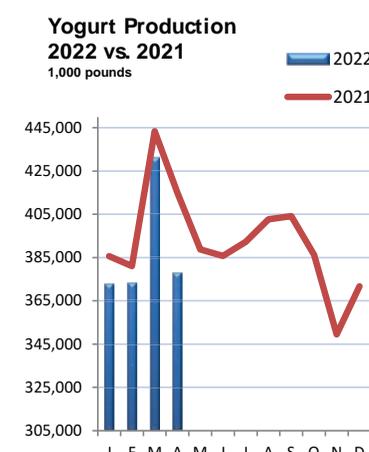
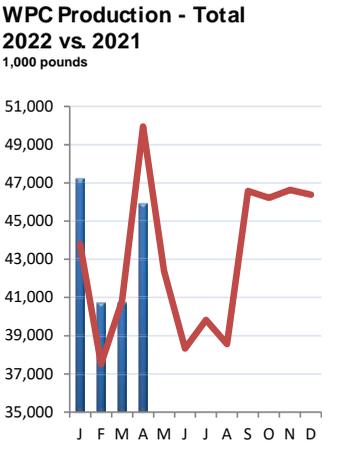
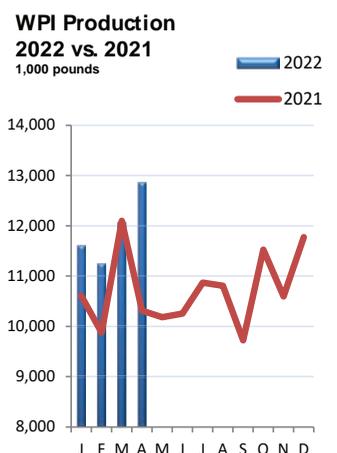
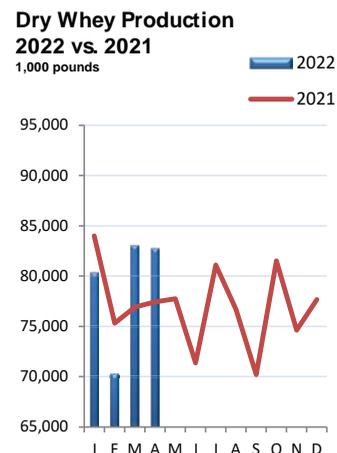
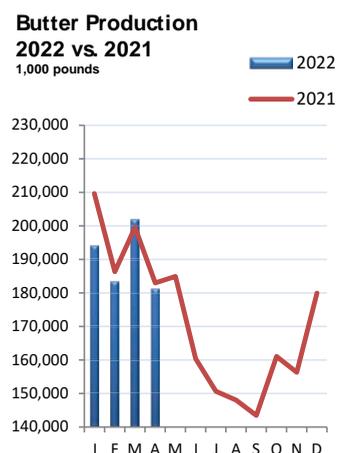
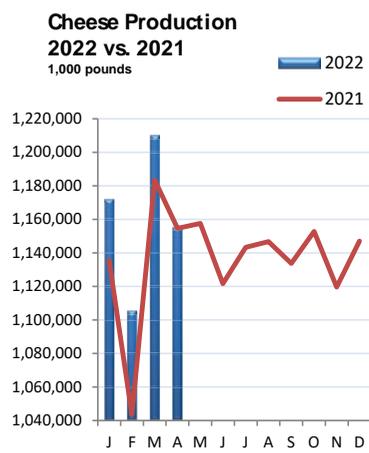
Yogurt & Other Dairy Products

April production of yogurt, plain and flavored, totaled 378.1 million pounds, down 8.9 percent from April 2021. Yogurt output during the first four months of 2022 totaled 1.56 billion pounds, down 4.3 percent from the first four months of 2021.

Sour cream production during April totaled 117.7 million pounds, down 1.2 percent from April 2021. Sour cream output during the January-April period totaled 486.0 million pounds, up 0.9 percent from a year earlier.

Cream cottage cheese production during April totaled 26.7 million pounds, down 1.4 percent from April 2021. Lowfat cottage cheese output during April totaled 26.4 million pounds, up 2.0 percent from a year earlier.

April production of regular ice cream totaled 65.4 million gallons, down 4.9 percent from April 2021, while April lowfat ice cream output totaled 38.3 million gallons, down 10.8 percent from April 2021.



Global Dairy Trade Price Index Rises 1.5%; Only Cheddar, WMP Prices Fall

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction increased 1.5 percent from the previous auction, held three weeks ago.

That was the first increase in the GDT price index since the first auction in March.

In this week's auction, which featured 163 participating bidders and 111 winning bidders, prices were lower for Cheddar cheese and whole milk powder, and higher for skim milk powder, butter, anhydrous milkfat and buttermilk powder. Average prices weren't available for lactose and sweet whey powder.

Results from this week's GDT auction, with comparisons to the auction held three weeks ago, were as follows:

Cheddar cheese: The average winning price was \$5,365 per metric ton (\$2.43 per pound), down 3.6 percent. Average winning prices were: Contract 1 (July), \$5,622 per ton, up 2.6 percent; Contract 3 (September), \$5,195 per ton; Contract 4 (October), \$5,344 per ton, down 12.1 percent; Contract 5 (November), \$5,591 per ton, down 1.0 percent; and Contract 6 (December), \$5,594 per ton, up 1.6 percent.

Skim milk powder: The average winning price was \$4,240 per ton (\$1.92 per pound), up 3.0 percent. Average winning prices were: Contract 1, \$4,315 per ton, up 4.4 percent; Contract 2 (August), \$4,255 per ton, up 4.4 percent; Contract 3, \$4,257 per ton, up 2.1 percent; Contract 4, \$4,233 per ton, up 2.3 percent; and Contract 5, \$4,185 per ton, up 0.8 percent.

Whole milk powder: The average winning price was \$4,158 per ton (\$1.89 per pound), down 0.3 percent. Average winning prices were: Contract 1, \$4,142 per ton, up 6.1 percent; Contract 2, \$4,160 per ton, up 6.6 percent; Contract 3, \$4,166 per ton, down 14.2 percent; Contract 4, \$4,172 per ton, down 5.1 percent; and Contract 5, \$4,176 per ton, down 18.7 percent.

Butter: The average winning price was \$6,068 per ton (\$2.75 per pound), up 5.6 percent. Average winning prices were: Contract 1, \$6,120 per ton, up 6.5 percent; Contract 2, \$6,085 per ton, up 5.7 percent; Contract 3, \$6,063 per ton, up 4.9 percent; Contract 4, \$6,090 per ton, up 5.6 percent; Contract 5, \$6,065 per ton, up 4.7 percent; and Contract 6, \$5,945 per ton up 4.3 percent.

Anhydrous milkfat: The average winning price was \$6,201 per ton (\$2.81 per pound), up 2.7

percent. Average winning prices were: Contract 1, \$6,199 per ton, up 3.0 percent; Contract 2, \$6,269 per ton, up 3.8 percent; Contract 3, \$6,228 per ton, up 2.0 percent; Contract 4, \$6,149 per ton, up 1.5 percent; Contract 5, \$6,167 per ton, up 1.2 percent; and Contract 6, \$6,179 per ton, up 2.1 percent.

Buttermilk powder: The average winning price was \$4,398 per ton (\$1.99 per pound), up 4.5 percent. Average winning prices were: Contract 1, \$4,490 per ton, up 7.4 percent; Contract 2, \$4,396 per ton, up 4.9 percent; Contract 3, \$4,480 per ton, up 6.0 percent; Contract 4, \$4,295 per ton, up 1.2 percent; and Contract 5, \$4,285 per ton, up 0.1 percent.

ASB Bank has long expected GDT prices to head higher over the New Zealand winter; hence, its "don't panic" mantra over recent auctions, when prices were declining.

While COVID restrictions have dented Chinese demand over recent auctions, at least some of the price declines have been driven by a temporary glut of milk powder on the market as producers have flexed production away from more perishable fresh milk.

The Global Dairy Trade contract curve has consistently held to a firm upward slope in a sign normal service would eventually resume, with buyers keen to secure product beyond the immediate future, ASB noted.

What's more, extremely tight global supply and poor production growth remain the dominant feature of global dairy markets, ASB continued. Given dairy demand

has a degree of inelasticity, ultimately there is a limit to how far prices can fall in that sort of environment.

ASB remains bullish on the price outlook. The GDT contract curve has flattened out around the \$4,200 per metric ton (\$1.90 per pound) mark in a sign that prices are maintaining momentum well into the latter half of the season. ASB can't see prices correcting in any substantial way until global supply is in a better position, and the signals here are mixed.

Another milk price north of \$9.00 per kilogram of milk solids looms, and ASB is retaining its \$9.20 per kilogram of milk solids forecast for 2022/23. In contrast to some forecasters, ASB actually sees a degree of upside risk to this estimate, and doesn't expect to see things fall away at any significant clip until at least the back end of the season.



CHEESE VATS DON'T HAVE TO BE COMPLICATED!

OUR SINGLE SHAFT DESIGN CONTINUES TO RESULT IN HIGHER YIELDS.



THE CHOICE IS SIMPLE.

ADVANCED CHEESE VAT (ACV) PART OF APT'S SIGNATURE LINE OF CHEESE MAKING EQUIPMENT.

APT-INC.COM 877-230-5060 APT@APT-INC.COM

For more information, visit www.APT-Inc.com

Dairy CPIs Jump

(Continued from p. 1)

0.7 percent from April and 7.4 percent higher than in May 2021.

CPI for cheese and related products was a record-high 260.8, up 2.0 percent from April and 8.7 percent higher than in May 2021. That's the first time ever that the cheese CPI has been above 260; prior to March of this year, the cheese CPI had never been above 250.

South: \$5.27 per pound, down almost five cents from April and down more than seven cents from May 2021.

West: \$6.14 per pound, up eight cents from April and up almost 72 cents from May 2021.

In May, the average retail price for a pound of American processed cheese was \$4.34. That price was up almost 19 cents from April and up more than 29 cents from May 2021.

a record \$4.20 per gallon, up more than 19 cents from April and up almost 71 cents from May 2021. May marked the second straight month in which the average retail price of whole milk was above \$4.00 per gallon.

Average retail whole milk prices in the three major regions reported by the BLS (prices aren't reported for the Midwest) in May, with comparisons to a month earlier and a year earlier, were:

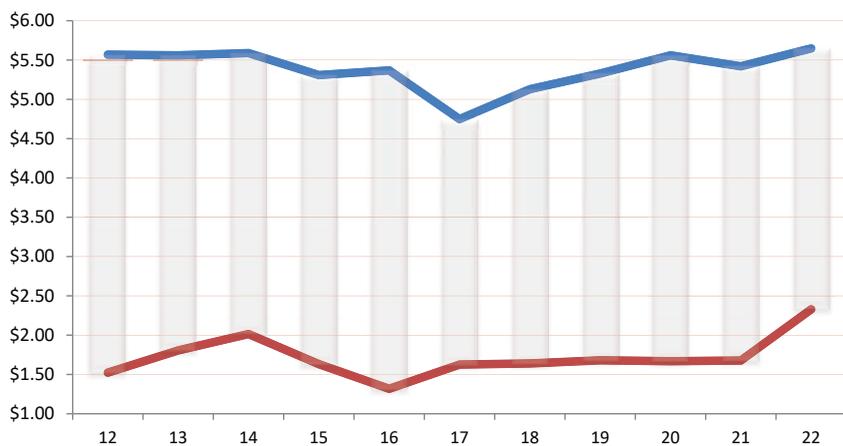
Northeast: \$4.67 per gallon, up more than eight cents from April and up more than 82 cents from May 2021.

South: \$4.05 per gallon, up almost 18 cents from April and up almost 59 cents from May 2021.

West: \$4.38 per gallon, up almost 19 cents from April and up more than 78 cents from May 2021.

Average Cheddar Cheese Price

Retail vs. CME 40-pound Block; May: 2012 – 2022; Price per pound



The price for a pound of Cheddar was \$5.65, down more than one cent from April but up more than 22 cents from May 2021. While the average retail Cheddar price has now been above \$5.60 per pound for two straight months, it remains well below its record high of \$5.94 a pound, set in February 2013.

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

Northeast: \$5.90 per pound, down almost 11 cents from April but up more than five cents from May 2021.

Midwest: \$5.36 per pound, up slightly from April and up more than 18 cents from May 2021.

Whole Milk Price Keeps Rising

CPI for whole milk was a record-high 260.9, up 3.4 percent from April and 16.9 percent higher than in May 2021. That's the first time ever that the whole milk CPI has been above 260; prior to April of this year, it had never been above 250; and prior to February of this year, it had never been above 240.

CPI for "milk" was 178.0 (December 1997=100), up 2.8 percent from April and 15.9 percent higher than in May 2021. The CPI for milk other than whole was 182.0, up 2.7 from April and 15.8 percent higher than in May 2021.

The average retail price for a gallon of whole milk in May was

Butter CPI Tops 290

In May, the CPI for butter was 293.8, up 2.8 percent from April and 15.9 percent higher than in May 2021. That's the first time ever that the butter CPI has been above 290; prior to March of this year, it had never been above 280.

May's CPI for ice cream and related products was a record-high 249.2, up 2.5 percent from April and 9.6 percent higher than in May 2021. The ice cream CPI has now been above 240 in three out of the first five months of 2022.

The average retail price for a half-gallon of regular ice cream in May was \$5.35, up more than 22 cents from April and up almost 67 cents from May 2021.

In May, the CPI for other dairy and related products was 183.5 (December 1997=100), up 3.4 percent from April and up 12.9 percent from May 2021.

Bain Capital, Barber Partners Announce Partnership To Build Cold Storage Warehouses

Dallas, TX, and Boston, MA— Barber Partners LLC, a commercial real estate developer, and Bain Capital's special situations strategy recently announced the formation of a national joint venture targeting the development of approximately 15 Class-A cold storage warehouse projects under the Chill Storage brand.

The joint venture is launching with the objective of deploying \$500 million of asset value over the next several years, according to the announcement.

The first project is a speculative freezer/cooler facility located in the Dallas-Forth Worth Metroplex area. Situated on approximately 34 acres, this building will be 302,400 square feet and feature 50 feet clear height.

"We are excited to partner with the Barber team to deliver next-generation refrigerated and freezer storage space," said David DesPrez, a director at Bain Capital. "With the growing complexity of the food and beverage supply chain, we believe our highly adaptable, modern warehouse design will allow us to meet the full spectrum of food tenant needs and provide critical infrastructure to the US food distribution system."

"There is no question that there is an enormous need for new, modern cold storage facilities; even before Covid the consumption of prepared and frozen meals was rapidly on the rise," said Patrick J. Barber, chairman of the board, Barber Partners. "We are looking forward to the joint venture with Bain Capital as an operating developing partner so we can jointly develop a Class-A, high technology industrial cold storage warehouses across the country in the high demand markets."

"This will also allow us to attract best-in-class tenants who are looking to expand," Barber added.

Based in Dallas, Barber Partners' capabilities include ground-up developments in the industrial and multi-family sectors. Chill Storage, a division of BP Industrial, is focused specifically on the development of a national network of Class-A temperature controlled industrial warehouses.

Bain Capital's special situations strategy has \$15 billion in assets under management and has deployed \$28 billion since 2002. The company invests globally across capital structures in corporate debt and structured capital solutions, distressed assets, non-performing loans, hard asset opportunities, and growth equity.

Boost Your Brine Efficiency

Automated Brine System

- Automated vat Identity via brine cage tracking. (VAT Identity and Integrity)
- Achieve salt percentages and core temps in as little as 6-7 hours.
- Above ground system that can be integrated with any plant foot print.

- Cheese loading and unloading based on first in - first out



- 800-815-6761
- info@drtechinc.com
- www.drtechinc.net/
- 23581 Johnson Rd. Grantsburg, WI 54840

Product is submerged and rotated automatically where there is no need for salting or spraying. High capacity production in small floor space.

See it in action.



For more information, visit www.drtechinc.com

Some 40% Of Shoppers Buy Plant Based Dairy, Meat Alternatives: Survey

Jacksonville, FL—Some 40 percent of today's shoppers buy plant-based dairy and/or meat products, citing health as their key motivating factor, according to a new research report from Acosta, a sales and marketing services provider in the consumer packaged goods (CPG) industry.

More specifically, 40 percent of consumers surveyed in March 2022 purchased plant-based meat and/or dairy products within the last six months, with over half of those surveyed (60 percent) buying plant-based products several times a month. Some 71 percent of consumers surveyed buy plant-based foods at traditional grocery stores, while 20 percent of consumers surveyed buy them online.

Consumers typically buy plant-based dairy and meat alternatives to replace beef, pork and traditional milk, according to Acosta.

Regarding product loyalty, 64 percent of plant-based buyers purchase within this category at least several times a month; 57 percent of plant-based buyers say they intend to consume plant-based alternatives throughout their lives; and almost 20 percent of plant-based buyers say they follow a fully plant-based lifestyle.

While 50 percent of plant-based buyers claim it is important for restaurants to offer plant-based options, only about 20 percent usually buy these alternatives when eating out, Acosta noted. About 33 percent of all US shoppers claim to perceive plant-based foods as a fad, despite growing interest and demand.

"Consumers' focus on healthy living increased significantly since the onset of COVID-19," said Kathy Risch, senior vice president, business intelligence at Acosta. "Larger conversations about the importance of health and wellness have alerted many consumers to the potential long-term benefits of meat and dairy alternatives, and plant-based product sales are rising as a result."

Acosta expects to see "steady growth" in the plant-based foods category through the next decade, as consumer awareness continues to expand, Risch added.

Acosta's "Plant-Based Eating: Trend or Fad?" report was gathered via online surveys using the company's proprietary Shopper Community, and conducted in March 2022.

Acosta is an integrated sales and marketing services provider with more than 90 years of experience. For more information, visit www.acosta.com.

Remilk Says It Has Gained GRAS Status For Its Non-Animal Dairy Protein

Tel Aviv, Israel—Remilk announced Tuesday that it has obtained self-affirmed generally recognized as safe (GRAS) status from the US Food and Drug Administration (FDA) for its non-animal dairy proteins.

"This is a key validation of the quality and safety of Remilk's non-animal dairy protein and process," said Aviv Wolff, Remilk's founder and CEO. "Regulatory approval in the US represents another major milestone for our team and great news for the dairy product manufacturers and consumers seeking non-animal real dairy products."

"We are working diligently with regulators around the globe to be able to offer Remilk-made products to consumers in other countries," Wolff continued. "We strongly believe that the first regulators to adapt approval processes to alternative protein production systems will be those who benefit most from the availability of a stable, reliable supply of nutritious, affordable, sustainable foods in their countries."

Remilk protein is identical to cow-based milk protein but produced without a single animal cell, according to Remilk. Unlike plant-based dairy alternatives, Remilk proteins are bio-equivalent to their traditional counterparts and dairy produced using them is indistinguishable in taste and function from traditional dairy.

With this regulatory clearance, Remilk said it can begin selling to US companies, with sales anticipated to begin in the coming quarters.

Remilk produces what it calls dairy-identical milk proteins

through precision fermentation and has developed a patented approach to scalable manufacturing.

Remilk becomes the second company to receive GRAS status for an animal-free dairy protein. In 2020, Perfect Day received GRAS status for its beta-lactoglobulin, which is also produced through precision fermentation.

This week, Brave Robot, the frozen dessert brand launched by The Urgent Company two years ago, and ice cream brand Coolhaus are teaming up to announce the launch of Brave Robot x Coolhaus Animal-Free Ice Cream Sandwiches. This launch marks the first time Coolhaus, which The Urgent Company recently acquired, is leveraging animal-free milk protein made by Perfect Day in its products.

On shelves this month, these frozen dessert sandwiches come in two flavors: Chocolate Chip Cookie Dough and Mint Chocolate Chip.

"The new Brave Robot x Coolhaus Animal-Free Ice Cream Sandwiches are everything you want an ice cream sandwich to be: rich, creamy ice cream layered between freshly baked, decadent cookies," said Paul Kollesoff, CEO and co-founder of The Urgent Company.

"When we brought these companies together, we envisioned our missions coming together, too," Kollesoff continued. "This collaboration extends our impact by giving devoted Coolhaus fans a taste of a more sustainable future with delicious animal-free dairy."

"When we started Coolhaus, our mission was to make better

products for everyone," said Natasha Case, founder of Coolhaus. "By teaming up with Brave Robot and integrating Perfect Day animal-free protein into our ice cream, we can make Coolhaus accessible to more people by using animal-free dairy that is also lactose-free and even better for the planet."

Meanwhile, Strive Nutrition Corp. earlier this month announced a partnership with Perfect Day. Next month, Strive will launch a new line of milk alternatives enriched with Perfect Day's animal-free whey protein.

The lead products will be Strive FREEMILK Whole and Chocolate. The company said Strive FREEMILK will offer 25 percent more protein, 75 percent less sugar, and less saturated fat than regular whole cow's milk.

Strive will also offer Strive Oat and Strive Almond, both enriched with 10 grams of Perfect Day whey protein per serving. Later in 2022, Strive said it will introduce protein shakes and sports hydration protein beverages.

"Strive's new product platform extends the kinder, greener impact of our animal-free protein. With their proven expertise in best-in-class beverages, their team has crafted products that appeal to a broad base of consumers who want a full dairy experience or to enhance the nutrition of their favorite plant-based offering," said Ryan Pandya, Perfect Day's co-founder and CEO. "This exemplifies what we see as the sustainable future of food: when our food system offers the best of animal-free options, integrated with and alongside sustainably produced traditional products and plant-based offerings, for every kind of conscious consumer."

Delight plant lovers with dairy-free cream cheese

The Vega™ Culture Kit, now incorporating the new Vega™ Boost adjuncts, makes tasty and nutritious dairy-free cream cheese possible



CHR HANSEN

Improving food & health

WDE Championship Dairy Product Contest's Entry Forms Due July 22

Madison—Dates and deadlines for the 2022 World Dairy Expo (WDE) Championship Dairy Product Contest were announced this week.

It will feature 96 classes. Judging for this year's contest, hosted by the Wisconsin Dairy Products Association (WDPA), will take place here Aug. 23-25. Judging day for cheese and butter entries will be Aug. 23.

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. 25.

A \$65 entry fee is required for each product, with forms and fees due Friday, July 22.

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. 15-19, and overnight shipping is recommended.

This year's cheese category features 36 separate classes. Each cheese entry must consist of at least 10 pounds of product, and each cream cheese entry must consist of a minimum of one pound. An entry may be disqualified if the minimum amount is not submitted.

Good Food Awards Accepting Entries Through June 30

San Francisco, CA—Organizers of the 2023 Good Food Awards Wednesday issued a coast-to-coast call for entries and a deadline of June 30 for submissions.

The national competition is open to US specialty cheese, dairy

and other food manufacturers. This year's edition includes 18 contest categories: Beer, Charcuterie, Cheese, Chocolate, Cider, Coffee, Confections, Drinks, Elixirs, Fish, Grains, Snacks and Spirits.

The committee overseeing the Cheese category will be led by Felice Thorpe, sales director at Laura Chenel; Mary Calo, director of sales at Principe Foods; and Sigfried "Ziggy" von Frankenberg-

Ice cream, sherbet, dried whey products and creative/innovative technology entries must be shipped to Madison College (MATC) during the same period.

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.

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 National Collegiate Judging 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.

Leu, Bay Area sales and operations director at The Aniata Cheese Company. Committee members include Matt Zender, head cheese monger, The Epicurean Trader; Doralice Handal, owner, Handal Winery & Cheese Shop of Healdsburg; and Stephanie Jordan, sales manager, Worlds Best Cheese.

To be eligible for a Good Food Award, cheese and dairy entries must be made in the US with milk from animals raised using good animal husbandry. Cheeses must also be made without the use of synthetic herbicides or fertilizers on the pastures, and without the use of artificial hormones or sub-therapeutic antibiotics.

A fee of \$82 covers entry registration and contest expenses. Judge feedback is also available with an additional \$15 fee.

To sign up for the Good Food Awards, entrants must complete a form online at www.goodfoodfdn.org/awards/entry-form.

O-AT-KA Expansion Project At Batavia, NY, Plant Gains GCEDC Support

Batavia, NY—The Genesee County Economic Development Center (GCEDC) board of directors recently approved an agreement supporting O-AT-KA Milk Products LLC's 3,200-square-foot facility expansion in the town of Batavia, NY.

The company's proposed \$3.1 million investment will house two new 18,000-gallon tanks to increase capacities of cream-based liqueur beverages and future expansions. O-AT-KA's cream liqueur production is a joint venture with its partner Creamy Creation, a global leader in cream liqueur development and emulsified beverage technology.

The project is proposing to create two new jobs at O-AT-KA, a leading employer in Genesee county's food and beverage manufacturing ecosystem.

O-AT-KA Milk Products, LLC, had requested approximately \$208,109 in property, sales and mortgage tax benefits.

The expansion project is estimated to generate \$3.5 million of local fiscal benefits over 10 years from project-related payroll and increased tax revenues, equal to \$27 in economic activity for every \$1 of public investment, the GCEDC said.

O-AT-KA Milk Products, which is owned by Upstate Niagara Cooperative, has been a part of the Genesee county community since 1959. Some of its products include dairy-based beverages, evaporated milk, butter, milk powder, and other dairy products.

For more information, visit www.oatkamilk.com.

Powder Processing Solutions

Offering highly specialized engineered solutions and exceptional technical support for powder processing systems.

- Whey, Whey Permeate
- Lactose
- Whey Protein Concentrate
- Milk Powders
- Infant Formula
- Cheese Powders
- Protein
- Flavors

Whether you need an upgrade to existing equipment or a new processing system, EDT is ready to provide - from concept to completion - a sanitary, efficient, system.



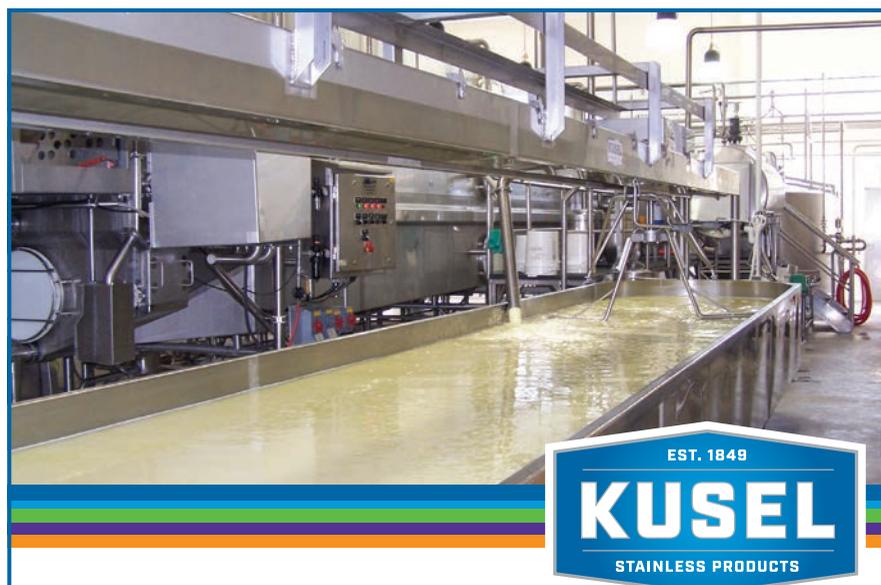
Evaporator Dryer Technologies, Inc.

www.evapdryertech.com

info@evapdryertech.com
715.796.2313



For more information, visit www.evapdryertech.com



TRUSTED SOLUTIONS

Since the 1800s, Kusel has been manufacturing high quality cheese making equipment that's built to last. That's why large-scale industry leaders and smaller artisanal makers trust us time and again. With an established line of equipment, and our experienced team at your service, you can count on Kusel.

KuselEquipment.com

920.261.4112
Sales@KuselEquipment.com



For more information, visit www.kuselequipment.com

USDA Reopens Comment Period On Proposed Dairy Board Reapportionment

Washington—USDA's Agricultural Marketing Service (AMS) today announced that it is providing an additional 45 days for public comments on a proposed rule that would amend the National Dairy Promotion and Research Order.

The proposed rule, which was released in September 2021, would modify the number of National Dairy Promotion and Research Board members in two of the 12 regions.

The total number of domestic Dairy Board members would remain the same at 36. There is also one importer representative on the Dairy Board.

The modification in the number of Dairy Board members in two of the 12 regions was requested by the Dairy Board, which administers the Dairy Order, to better reflect the geographic distribution of milk production in the US.

The Dairy Order provides that the Dairy Board will review the geographic distribution of milk production volume throughout the US and, if warranted, recommend to USDA a reapportionment of regions and/or modification of the number of producer members from regions in order to best reflect the geographic distribution of US milk production.

Based on 2019 milk production data, the Dairy Board proposed that member representation in Region 8 (Idaho) be increased from two members to three members.

Also based on that data, the Dairy Board proposed that member representation in Region 10 (Alabama, District of Columbia, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee and Virginia) be reduced from the current two members to just one member.

USDA said it received a comment from the Dairy Board requesting an extension to the comment period, to allow additional time for the Dairy Board and other interested parties to fully analyze the proposed changes to the board membership.

USDA also received comments from dairy farmers, a dairy industry organization, and the public expressing concern regarding the proposed decreased representation in Region 10.

The Virginia State Dairymen's Association said it is concerned that the proposed change from two seats to one seat in the Southeast US "would severely limit our representation."

The Southeast covers a large geographic area from Virginia to Louisiana and Puerto Rico, and is an area that includes five separate federal milk marketing orders (the Northeast, Southeast, Appala-

chian, Florida and Mideast), the association noted. "An area with such diverse geography and variety of producer needs and interests would be incredibly difficult to represent with only one proposed seat," the association stated. "The dairy industry in the Southeast has been extremely volatile over the past two decades; it saw both a decline in dairy farms, while also experiencing a rapid increase in population.

The association said it supports USDA considering the population growth and geographic variance of the Southeast with its proposal.

"When the states were split into different regions, production

undoubtedly looked different, and with the change in milk production and population shifts, there may be a need to revisit the distribution of regions," the association said. It asked that the Dairy Board postpone the amendments to explore other options that may better serve all producers.

John M. Larson, president of J.M. Larson, Inc., also voiced his concerns about the proposed modification to the Dairy Board's representation. He said that having this large of a geographic region represented by a single member on the Dairy Board "is not in the best interest of the industry."

Larson believes that retaining at least two voices from Region 10, a region with "both a great deal of dairy farming diversity" and a consumer population of over 84 mil-

lion, provides the "best method" for administering the coordinated program of promotion that is the intent of the Dairy Board.

The Dairy Act was designed to strengthen the dairy industry's position in the marketplace, and preserving the additional voice from Region 10 "helps to do so," Larson added.

The original deadline on this proposed rule was Oct. 2021. AMS is reopening the comment period to encourage additional input on the proposed modifications to the number of Dairy Board members.

Comments must be submitted on or before July 25. They may be submitted through the federal e-rulemaking portal, at www.regulations.gov (the docket number is AMS-DA-20-0060); or emailed to Whitney.Rick@usda.gov.

Keep it together.



Keystone® stabilizers and emulsifiers manage moisture and keep components from separating.

- ◊ Custom blends to improve efficiency, consistency and quality
- ◊ Plant-based options for shreds, spreads and blocks
- ◊ Strategically developed products to meet ingredient demands
- ◊ Applications for: ice cream, frozen desserts, cultured products and processed cheese

Contact us to discuss how Agropur's line of stabilizers can add value to your formulations.
ingredients@agropur.com • (920) 944-0990



Learn more about Keystone stabilizer systems



Keystone®
stabilizer systems



Rogue Creamery For First Time In Years, Brings Seasonal Flora Nelle Blue Back

Central Point, OR—For the first time in five years, seasonal spring cheese Flora Nelle Blue is available from Rogue Creamery here.

Organic Flora Nelle Blue was first developed 10 years ago in honor of Rogue Creamery president David Gremmels' and former partner Cary Bryant's grandmothers, Florence and Nelle.

Made in February and cave-aged for 60 days, Flora Nelle Blue is similar to Rogue Creamery's year-round



classic Caveman Blue. Flora Nelle has a natural rind, and is the only Rogue Creamery cheese

made with traditional rennet.

"The flavors of this dense, savory Blue cheese are best expressed with milk gathered this time of year," Gremmels said.

The recipe was inspired in part by traditional Blue cheeses from France.

"Taken by the consistency of Bleu de Gex and the flavor of Bleu d'Auvergne, I combined the recipes and created an American original that is a tribute to our families," Gremmels continued.

Because Rogue is a small, artisan facility with a dozen original Blue cheese recipes, it's impossible to make each Blue every week, Gremmels said.

Flora Nelle was removed from Rogue's cheesemaking schedule in 2018 to allow the company to expand capacity on other recipes.

However, Flora Nelle has a dedicated contingent of fans who have been calling for its return.

The 2022 Flora Nelle Blue cheese is very limited, and offered for direct sale through Rogue's Cheese Shop & Farm Stand in Southern Oregon and is also available for purchase at RogueCreamery.com.

LaClare Creamery To Debut New Truffle Goat Cheese At Summer Fancy Food Show

Malone, WI—LaClare Creamery here announced the debut of its new Truffle Goat Cheese at the Summer Fancy Food Show in New York later this month.

Patrick Considine, national sales director at LaClare, said the company is thrilled to showcase its new product at the New York venue.

It provides a "fantastic opportunity to unveil our new truffle goat cheese for the first time, alongside other new flavors we think everyone will be excited about," Considine said.

LaClare will introduce the newest addition to its flavored chevre line – Rolled Blueberry Vanilla. Garnished with dried blueberries, it joins other sweet and savory flavors like Apple Cinnamon, Rolled Cranberry Cinnamon, Garlic & Herb, Everything Bagel Spice, and Chipotle Honey.

For more information, visit www.laclarefamilycreamery.com.

Built to last.





MODEL 1820 HORIZONTAL CUTTER

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

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

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

For more information, visit www.genmac.com

Jim Bleick Of Graf Creamery Earns 2022 WDPA Award

Middleton, WI— Jim Bleick, whose career at Graf Creamery spanned almost half a century, has been selected to receive the 2022 Presidents Award sponsored by the Wisconsin Dairy Products Association (WDPA).



Jim Bleick

Bleick will be honored at a special awards banquet on Monday, July 11, as part of the WDPA Dairy Symposium at Door County's Landmark Resort.

After attending the University of Wisconsin, Bleick joined Graf Creamery in Zachow, WI, and was eventually involved with every aspect of operations. He learned to operate all of the equipment, acclimated himself to all the cream and butter routes, and earned his buttermaking license by the age of 21.

Bleick became a plant supervisor at age 26, vice president at 33 and president of the company in 1996 when he was 43 years old. He retired in 2018 after 46 years of continuous service at Graf.

Bleick was also active in several dairy industry organizations, serving on WDPA's board of directors from 2004-2012, and was elected president in 2009.

He was also active in WDPA special events, and volunteered every year at WDPA's World Dairy Expo Championship Dairy Product Contest.

He was a member of the American Butter Institute for over 20 years, and served as president in 2006-07. Bleick also supported the Eastern Wisconsin Cheesemakers & Buttermakers Association (EWCBA) for many years, participating in numerous committee activities.

Peter Fredericks Named Market Administrator For California Order

Washington—Peter J. Fredericks has been appointed market administrator of the California federal milk marketing order, effective June 5, 2022, according to Dana H. Coale, deputy administrator, Dairy Program, Agricultural Marketing Service, USDA.

He succeeds Cary Hunter, market administrator for the Southwest federal order, who had served

as the interim market administrator for the California order since it was established in late 2018.

Fredericks has been serving as the assistant market administrator for the California order since August 2019.

With almost 30 years of experience working with the AMS Dairy Program, Fredericks has held a variety of positions in the Northeast order and predecessor orders, developing a diverse background and vast experience base, Coale noted. Throughout his time in the AMS Dairy Program, Fredericks has held responsibilities for all aspects of federal order operations, including accounting, audit, economics and market information, laboratory operations, human resources, information technology, marketing services, office management, payroll, and pool.

PERSONNEL NOTES

MARTIN WIEDMANN, associate director at the Northeast Dairy Foods Research Center at Cornell University and co-director of the New York Integrated Food Safety Center of Excellence, is this year's recipient of the **Borlaug CAST Communication Award** sponsored by the Council for Agricultural Science and Technology (CAST). Wiedmann also serves as Gellert Family professor of food safety at Cornell's College of Agriculture & Life Sciences. Wiedmann dedicates his attention and efforts not only to creating valuable science in the area of food safety and science, but also to communicating these findings to the food industry and policy makers, CAST noted. Among his many accomplishments, Wiedmann was instrumental in helping organize and lead a COVID-19 Food Safety Response Team through Cornell University. Using online communication platforms, the team developed concise, science-based messaging about Covid-19 for the food industry and consumers, and provided guidance on implementing appropriate mitigation strategies.

Idaho Milk Products (IMP) has named JEREMY PIKE as sustainability platform leader, responsible for the core areas of environmental stewardship, animal care, food safety, sustainable nutrition, and people/community. Pike will lead a cross-functional team created to evaluate and drive improvements in all five of these key areas of sustainability. Before joining IMP in 2021, Pike worked as a fisheries biologist for the Nez Perce Tribe at Dworshak National Fish Hatchery in Orofino, ID.

Ontario's Quality Cheese To Receive Up To \$2 Million Under Processing Investment Fund

Ottawa, Ontario—Marie-Claude Bibeau, Canada's agriculture minister, on Wednesday announced an investment of up to \$2,038,092 for Quality Cheese in Vaughan, Ontario, under Canada's Dairy Processing Investment Fund.

Quality Cheese uses cow, goat and buffalo milk to make award-winning Italian speciality cheeses and cheese products for the North American market. The investment is enabling the company to meet growing consumer demand for its products with the introduction of new production lines, cheese cutting, conditioning and ripening equipment, and packaging and storage hardware.

The company is also using a new software system to streamline the handling of all financial transactions and production functions, resulting in greater efficiency, according to Agriculture and Agri-Food Canada. As a result of these innovations, Quality Cheese has added 25 full-time positions, increasing its workforce to 108 people.

"With the help of funding through the Dairy Processing Investment Fund, we have been able to boost production at our facilities by investing in new equipment and talent," said Joseph Borgo, vice president of finance at Quality Cheese. "We have created 25 new full-time positions to meet our increased production capacity, and by reducing costs, we can focus on product innovation as we continue to be a leading supplier of specialty cheeses for the North American market."

"This investment is helping Quality Cheese combine traditional cheesemaking methods with innovation, modernizing their operations and increasing their efficiency to meet growing consumer demand for their high-quality products," Bibeau said.

The five-year, \$100-million Dairy Processing Investment Fund was created to help Canadian dairy processors modernize their businesses and improve their productivity and competitiveness. The fund has helped 105 dairy processors in adapting to market changes resulting from the implementation of the Canada-European Union Comprehensive Economic and Trade Agreement (CETA).

While the fund expired last year, the Canadian government continues to help processors in supply managed sectors modernize through the Supply Management Processing Investment Fund announced earlier this year.

Dairy Farmers Of Canada Asks Dairy Commission To Boost Farmgate Price

Ottawa, Ontario—The Canadian Dairy Commission (CDC) late last month received a request from Dairy Farmers of Canada (DFC) for a mid-year increase in the farmgate price of milk due to the current inflationary environment.

According to the DFC's request, this milk price increase would come into effect on Sept. 1, and would be deducted from any price increase that may result from the price review in the fall of 2022.

In response to this request, the CDC board will consult stakeholders next week, and its decision will be announced in the days following those consultations.

Canadians are being squeezed by inflation the likes of which

haven't been seen in almost a generation, DFC noted. Dairy farmers and their families are no different. In addition, they are facing never-before-seen price increases for the goods and services they need to produce milk. In less than a year (July 2021 to March 2022), costs have increased drastically for fertilizer (up 44 percent), fuel (up 32 percent) and animal feed (up 8 percent), to name a few.

That's why DFC requested that the CDC consider an advance adjustment in the farmgate milk price.

Normally, the CDC adjusts farmgate milk prices once a year to reflect changes in the cost of production. This adjustment is based

on numbers from the past year and do not reflect the current prices of inputs, "which are skyrocketing," DFC said.

"This methodology creates a gap between the true costs of producing milk today and the next annual adjustment. The exceptional circumstances require a mid-year adjustment to alleviate this gap," DFC stated.

Late last year year, the Canadian Dairy Commission announced that it would be increasing Canada's farmgate milk price by an average of 8.4 percent, effective Feb. 1, 2022.

The increase in producers' revenues will partially offset increased production costs due to the coronavirus pandemic which caused revenues to remain below the cost of production, the CDC noted at the time.

Deville Digital... Beyond 4.0 Enabled Technology

Deville Digital provides food manufacturers with industry 4.0 application-ready solutions to tap into their data. Unlock a world of options to streamline and improve the overall efficiency and productivity of your plant. Out-of-the-box (or customizable) solutions, designed to provide insightful data for smarter manufacturing. For more information, triso@devilledigital.net

**DEVILLE
DIGITAL**
Food Manufacturing Software
514.366.4545 | devilledigital.net



UNFI Doubles Artisan Cheese Program; Adds New Pacific Northwest Facility

Providence, RI—United Natural Foods, Inc. (UNFI) here announced recently it has doubled the size of its American Artisan Cheese & Specialty Program.

Launched in 2020 to give customers access to unique cheeses from across the US, the program was met with such enthusiasm that UNFI added second warehouse to serve customers in the Pacific Northwest.

Customers participating in the program can now order curated cheeses from each region across the country, including Vermont's Jasper Hill Farm, Missouri's Green Dirt Farms, Indiana's Tulip Tree Creamery, and California's Cowgirl Creamery.

The majority of products are flown directly from each farm though a partnership with Southwest Airlines, personally picked up at the airport, and delivered to each retailer, ensuring they're getting the freshest possible product.

After the expansion to the second warehouse, UNFI's American Artisan Cheese program now serves more than 200 retailers

across six states, doubling the program's size since its launch in fall of 2020.

"Our team of certified cheese professionals took their passion for craft on the road across the country to discover some of the best cheeses from small, family run farms," said UNFI director of cheese and specialty Rebekah Baker.

"Our American Artisan Cheese and Specialty Program gives UNFI customers a truly distinct category offering to make their cheese cases stand out," Baker said. "We're not only proud of the quality of producers in our program and the support we're able to give to elevating local farms, but also by the unique way that we're able to deliver on freshness."

UNFI also extended its American cheese category expertise with support for the annual American Cheese Society (ACS) Judging & Competition, took place last month at the University of Minnesota-Minneapolis campus.

UNFI cheese specialist Carlos Souffront served on the judging panel, and the company donated refrigerated trailers to store over 6,000 pounds of contest cheese.

"Partnering with true category experts from UNFI and to have their support is what makes this event possible," said ACS executive director Tara Holmes.

Hart Dairy's Grass Fed Chocolate Whole Milk Tops Taste Of Georgia



Hart Dairy won the Dairy and Related Products category before being awarded the grand prize during the Flavor of Georgia competition earlier this year. From left, Dean Nick Place, University of Georgia's (UGA) College of Agricultural and Environmental Sciences; Mandy Schulz, Hart Dairy; Richard Watson, Hart Dairy founding farmer; and Jere Morehead, UGA president. **Photo by Emily Davenport**

Athens, GA—A pasture-raised, grass-fed chocolate whole milk entry made by Hart Dairy, Waynesboro, GA, earned the top prize in the Dairy category at the 2022 Flavor of Georgia contest.

Sponsored by the University of Georgia-Athens College of Agricultural & Environmental Sciences, the contest was launched to help small, start-up food companies earn recognition in new markets for established brands.

The first round of judging took place here March 11 and drew 148 product entries. The judging panel included food brokers, grocery buyers and other food industry experts.

Entries were evaluated by category based on their Georgia theme, commercial appeal, taste, innovation and market potential.

Hart Dairy was among 32 finalists. Owned and operated by Tim Connell and Richard Watson, cows are pasture-raised and grass-fed 365 days a year.

"While our pasture-raised and grass-fed 365 days per year milk is nationwide, it all starts in Georgia, where our farms use regenerative agriculture systems, which

are supportive of the environment, and our herd is Certified Humane," said Hart Dairy marketing manager Mandy Schulz.

Each contest entry is featured in the print and digital product directory, including a professional photograph and brief overview.

The 32 finalists are able to use the Flavor of Georgia logo on their label and promotional materials, and the opportunity to present their product to food industry experts at the final judging.

The grand prize winner was awarded an exhibit space at the Georgia Food Industry Association annual convention.

Hart Dairy also earned three consultation sessions from the UGA Food Product Innovation and Commercialization Center (FoodPIC) on product or process design, ingredient functionality, sensory testing or shelf-life determination.

The contest provides an opportunity for competitors to improve both their products and business plans, said CAES dean and director Nick Place. It also gives them an outlet to make connections with other experts at UGA.

CUSTOM MODULAR CONVEYORS

ADD OR ADJUST OVER TIME

Contact Us Today!
855 364 4797

WHAT WE OFFER | When cost-effective solutions are needed, we offer a variety of options, features, and configurations that work well with any footprint. Bring the advantages of modular offerings into your plant needs. Let Loos Machine & Automation help you merge, switch, sort, and align your next project.



- RELIABLE**
Our products are developed and tested with long-term reliability in mind.
- MULTI-FUNCTIONAL**
Wide variety of industrial, sanitary, and stainless steel frame conveyors.
- CUSTOMIZABLE**
Full library of hardware components and accessories to customize your conveyors.

CALL NOW ! +855-364-4797

205 W Washington St Colby, WI 54421 USA www.loosmachine.com
sales@loosmachine.com

For more information, visit www.loosmachine.com

FIBERGLASS SOLUTIONS LLC

1933 Cofrin Drive Green Bay, WI 54302 Ben@fiberglassolutions.us
920.468.6261 www.fiberglassolutions.us

Innovative Fiberglass Solutions for the Cheese Industry

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

For more information, visit www.fiberglassolutions.us

State Of Wisconsin Providing Up to \$1.5 Million In Tax Credits For Masters Gallery Expansion

Plymouth, WI—The state of Wisconsin is supporting a major expansion of Masters Gallery Foods with up to \$1.5 million in performance-based state tax credits from the Wisconsin Economic Development Corporation (WEDC), Wisconsin Gov. Tony Evers announced late last week.

Masters Gallery Foods is investing \$60 million into expanding its cheese packaging and distribution facility in Oostburg, with plans to create 105 new jobs. Last year, the company began work on a 110,000-square-foot addition to its Oostburg facility. The project doubles the size of the current production area and adds storage and warehouse space. The company is spending about \$23 million in construction costs, as well as about \$37 million on equipment.

Evers made the announcement during a visit to the Cheese Counter and Dairy Heritage Center with Missy Hughes, WEDC secretary and CEO.

“Sheboygan county has been our home since 1974, and we’re thrilled to continue our growth with the recently completed expansion of our new Oostburg facility,” said Jeff Gentine, president and CEO of Masters Gallery Foods. “We’re very grateful for the financial support from the state and WEDC as we remain committed to investing within the community, providing long-term career opportunities for our team members while supporting the needs of our expanding customer base.”

Based in Plymouth, Masters Gallery Foods was founded as World Wide Sales in 1974 by Leonard “Butch” Gentine, Jr., Jeff’s father, and has grown from a small cheese brokerage firm into a national cheese supplier. The family-owned company has two state-of-the-art cheese packaging facilities located in Plymouth and Oostburg. Serving private label, retail, and food-service customers, Masters Gallery has one of the largest privately held cheese inventories in the US.

“Cheese is big business in Wisconsin historically, today and, I believe, in the future as well,” Hughes said. “Cheese companies, such as Masters Gallery Foods, support our family dairy farms and help feed our world. More than that, though, Wisconsin companies and workers continue to move the dairy industry forward with innovations, research and training that make our state a leader in the food and beverage industry — drawing companies and investors from around the world.”

Brooklyn’s Affinage Operation Crown Finish Caves Closes After Eight Years

New York—Crown Finish Caves here held its last pop-up sale late last month, and closed its doors after eight years of collaboration with some of the world’s top artisan cheese makers.

Owners Benton Brown and his wife Susan Boyle bought the space in 2001 – a re-purposed 1850s lagering tunnel 30 feet underground in Crown Heights, Brooklyn.

We knew that it had old “lagering” tunnels below, but we had a tremendous amount of issues above ground that needed dealing with before we could get to the underground space, Brown said.

“It’s somewhat of a vast complex, which had many components that took precedent over the tunnels,” he said.

By 2003, the couple developed and rented out components of the residential portion, and three years later, had developed the commercial components. In 2009, they started to focus on the tunnels.

The following year, Brown reached out to cheese maker and

consultant Peter Dixon, owner of Parish Hill Creamery, Westminster West, VT, to learn how to make cheese.

“We had been thinking that the tunnels could be an ideal place to age cheese, and I went to Consider Bardwell Farm to take a class on cheesemaking. This led to another class with Peter Dixon on affinage,” Brown said.

The first delivery of raw milk cheese from Parish Hill Creamery arrived in summer 2014. Since then, Crown Finish has collaborated with much-lauded cheese companies like Maryland’s Firefly Farms; Grafton Village Cheese and Spring Brook Farms, and Jasper Hill Farm, Vermont; Kriemhild Dairy Farm, Sugar House Creamery and Old Chatham Shepherding Company, New York state; and Wisconsin’s Roelli Cheese Haus. Crown Finish also partnered with Spain’s Queso Corcuera and Italy’s Quattro Portoni.

The award-winning aging facility was eventually able to store and

service more than 20,000 pounds of artisanal cheese.

“Crown Finish always delivered with a great deal of artanship and ingenuity as well,” said fellow New York City affineur Josh Windsor.

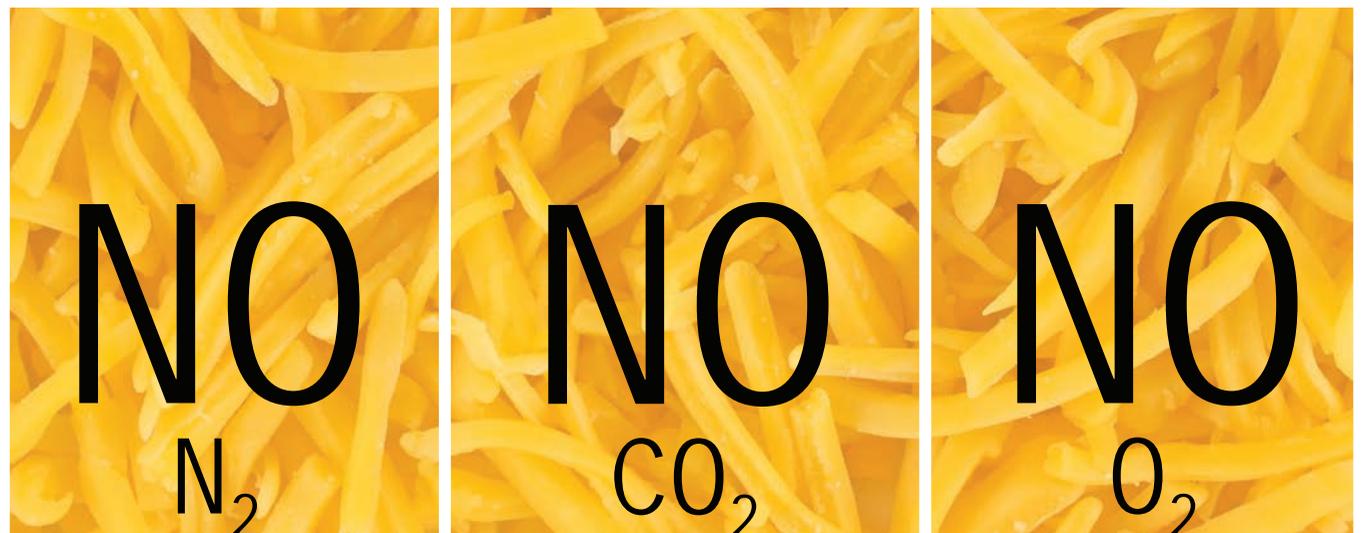
“Throughout my career, Crown Finish has been the place I kept my eye on,” Windsor said. “The sheer volume of new cheeses and experiments that came out of their caves was nothing short of impressive.”

“Benton, Caroline, and all of the talented affineurs who have worked in the caves – your cheeses will be missed,” Windsor said.

Over eight years, Crown Finish expanded, making their cheese available to consumers in California, the Pacific Northwest, Midwest and certain locations in the South.

Whole Foods Markets in the Northeast, North Atlantic and Mid Atlantic regions also carried its products, along with brisk business through the aging operation’s online store.

“It’s been a journey and we’ve brought to life some amazing cheeses with exceptionally gifted and talented producers and employees,” Brown said.



NO Comparison

No other anti-caking technology can match Free Flow[®] XF.

Free Flow[®] XF is the cheese anti-caking technology that eliminates gas flushing. Now there’s no need for nitrogen gas, equipment and maintenance. And there’s no CO₂ required. That means XF simplifies production, significantly reduces costs, cuts down on dusting and increases uptime in your plant.

To learn more about new Free Flow[®] XF contact Allied Blending at 1-800-758-4080



Allied Blending
The natural choice for food solutions



April Dairy Trade

(Continued from p. 1)

million pounds, up 17 percent; Australia, 21.6 million pounds, up 4 percent; Panama, 9.1 million pounds, up 45 percent; Canada, 8.8 million pounds, up 5 percent; Dominican Republic, 7.8 million pounds, up 41 percent; Chile, 7.8 million pounds, down 28 percent; Indonesia, 7.2 million pounds, up 89 percent; and Guatemala, 7.1 million pounds, down 1 percent.

Nonfat dry milk exports during April totaled 162.1 million pounds, down 6 percent from April 2021.

Nonfat dry milk exports during the first four months of 2022 totaled 609.6 million pounds, down 8 percent from the first four months of 2021.

Dry whey exports during April totaled 37.4 million pounds, down 19 percent from April 2021. During the January-April period, dry whey exports totaled 140.1 million pounds, down 22 percent from a year earlier.

April exports of whey protein concentrate totaled 28.9 million pounds, up 24 percent from April 2021.

Whey protein concentrate exports during the first four months of 2022 totaled 113.6 million pounds, up 6 percent from the first four months of 2021.

Butter exports during April totaled 9.8 million pounds, down 10 percent from April 2021. Butter exports during the January-April period totaled 42.3 million pounds, up 25 percent from the same period last year.

Ice cream exports during April totaled 15.7 million pounds, down 4 percent from April 2021.

During the first four months of 2022, ice cream exports totaled 55.0 million pounds, down 0.4 percent from the first four months of 2021.

Cheese Imports Increase

April US cheese imports totaled 34.3 million pounds, up 8 percent from April 2021.

The value of those cheese imports, \$131.2 million, was up 17 percent.

During the first four months of 2022, cheese imports totaled 123.5 million pounds, up 5 percent from the first four months of 2021.

The value of those cheese imports, \$468.5 million, was up 13 percent.

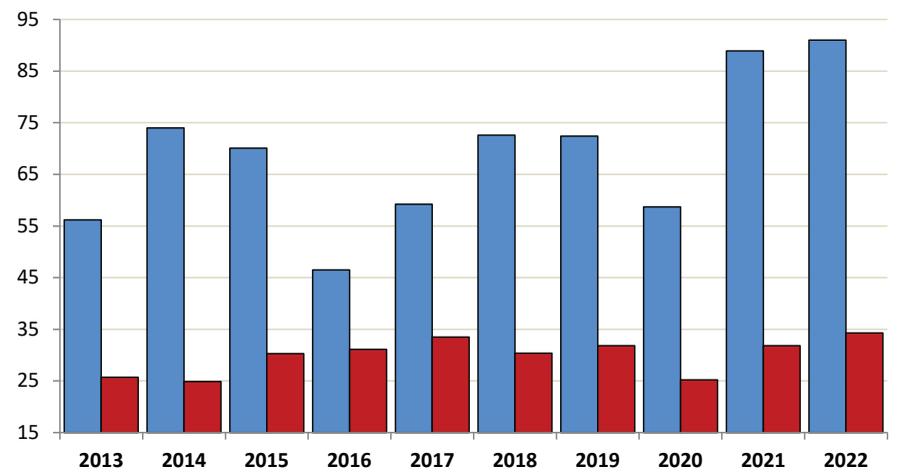
Leading sources of US cheese imports during the January-April 2022 period, on a volume basis, with comparisons to the same period in 2021, were:

Italy: 27.8 million pounds, up 20 percent.

France: 15.5 million pounds, up 28 percent.

US Cheese Exports vs Imports

April of 2013- 2022; Million of pounds



Netherlands: 8.8 million pounds, up 4 percent.

Spain: 6.3 million pounds, up 22 percent.

Switzerland: 6.0 million pounds, down 19 percent.

Ireland: 5.1 million pounds, down 8 percent.

Nicaragua: 4.3 million pounds, down 22 percent.

Mexico: 4.25 million pounds, up 31 percent.

Greece: 4.15 million pounds, up 24 percent.

Casein imports during April totaled 7.4 million pounds, up 11 percent from April 2021. Casein imports during the January-April period totaled 36.8 million pounds, up 12 percent from the same period in 2021.

April imports of caseinates totaled 4.6 million pounds, up 36 percent from April 2021. Imports of caseinates during the first four months of 2022 totaled 14.8 million pounds, up 2 percent from the first four months of 2021.

Imports of Chapter 4 milk protein concentrate during April totaled 6.8 million pounds, down 26 percent from April 2021. Imports of Chapter 4 MPCs during the January-April period totaled 30.3 million pounds, down 14 percent from a year earlier.

April imports of Chapter 35 MPCs totaled 1.3 million pounds, up 201 percent from April 2021. During the first four months of this year, imports of Chapter 35 milk protein concentrates totaled 12.6 million pounds, up 242 percent from the first four months of last year.

Butter Imports Drop

April imports of butter and other butterfat-based products totaled 15.4 million pounds, up 39 percent from April 2021. Butter imports during April totaled 7.9 million pounds, down 18 percent from a year earlier.

Imports of butter and other butterfat-based products during the first four months of this year totaled 41.4 million pounds, up 23 percent from the first four months of last year. Butter imports during that period totaled 27.9 million pounds, up 6 percent from a year earlier.



• WAITING IS OVER TANGO. ANALYSIS TO GO.

Instant Results with FT-NIR Spectroscopy

Faster, simpler, and easier to use - with TANGO your NIR analysis speeds up. TANGO has exactly what users require of an FT-NIR spectrometer suitable for a food analysis lab: robustness, high precision and straightforward operator guidance.

An intuitive user interface with touch screen operation makes the analysis of food ingredients and finished food available to everybody.

Contact us for more details:
www.bruker.com • info.bopt.us@bruker.com

Bruker Optics
40 Manning Road
Billerica, MA 01821
Tel. +978-439-9899
Fax. +1 978-663-9177

Innovation with Integrity

Applied Spectroscopy

For more information, visit www.bruker.com/dairy

Did You Know?

We offer...

PSA Lab Furniture

- Cabinets
- Tables
- Countertops
- Fume Hoods
- Sinks



PSA LABORATORY FURNITURE LLC
FURNITURE | CERTIFICATION | FUME HOODS

Contact us to learn more!

NELSON JAMESON
INC.

1-800-826-8302 • nelsonjameson.com
sales@nelsonjameson.com

For more information, visit www.nelsonjameson.com

Robot Helping Arla Assess Cheese Quality Standards At Taulov Plant

Copenhagen, Denmark—What is described as the world's first cheese robot is helping Arla with the quality control of its cheeses.

According to the University of Copenhagen researcher behind the invention, the robot can save dairy companies time and money, while contributing to more sustainable production in the long term.

At Arla's dairy in Taulov, Denmark, dairy plant workers have been joined by a shiny silver and red-eyed colleague — a robot that helps them produce Danish Havarti, Danbo and Maribo cheeses.

The robot illuminates the cheeses with near-infrared light through two thin metal tubes that are inserted directly into the soft curd. The light emits back wavelengths that are then stored as data about the cheese on a computer.

“Analyzing the light allows us to map the chemical fingerprints of a cheese, including its fat, protein and carbohydrate content, among other things. In doing so, we can

always see whether cheeses meet the dairy's quality standards vis-à-vis safety, texture and taste,” said Klavs Martin Sørensen, an associate professor in the University of Copenhagen's food science department.

Sørensen developed the robot with Arla, the Danish Ministry of Environment and the Danish Dairy Research Foundation to ensure top-notch quality and taste for cheeses.

“The robot is unique because it monitors each cheese at a very early stage in the process. It can notify a dairy within seconds if something is off, and how, for example, the dairy should adjust

a cheese's recipe for it to be perfected again,” Martin Sørensen said. “We have never been able to monitor this before. So, the robot is the first of its kind and presents a completely new way of working with digital food production.”

Until now, quality control in cheesemaking has been based on individual samples taken from an entire batch of cheeses, together with the fine noses of dairy workers and their sense of what the consistency of a cheese ought to be. The cheese robot will allow for dairies to retrieve information continuously about the condition and quality of their cheeses, which can save them both time and money, according to researchers.

In addition to the fact that the robot can help ensure cheese quality, it can also be used to investi-

gate various sustainable production methods.

“We will soon begin testing whether less water can be used or whether it is possible to recycle some of the water from previous cheeses in production. Here, the robot can help us determine how much water we can save without compromising quality and taste,” Martin Sørensen noted.

In principle, the robot could also be deployed to test other foodstuffs, including meats, fruit or bread, he added.

Thus far, the robot has only been tested at Taulov Mejeri for over four months. But Martin Sørensen bets that it will be ready to be rolled out at several dairies in roughly a year, noting that inquiries from interested companies have already rolled in.

Paris Brothers, Inc., Recalls Several Cheese Products

Kansas City, MO—Paris Brothers, Inc., of Kansas City, MO, announced recently that it is recalling several specific cheese products because they have the potential to be contaminated with *Listeria monocytogenes*.

The following cheeses produced on May 4, 5 and 6, 2022, are the only products in the recall. Shipping cartons with the affected product will bear the lot codes of 05042022, 05052022, or 05062022. Individual retail outlets may have relabeled the individual consumer packages.

Specific cheese products being recalled include Cottonwood River Cheddar, D'amir Brie Double Creme French Brie, Milton Prairie Breeze White Cheddar Style, Milton Tomato Garlic Cheddar, Paris Brothers Mild Cheddar, Paris Brothers Colby Jack, Paris Brothers Pepper Jack, and Cervasi Pecorino Romano.

The products were delivered to wholesalers for distribution in grocery stores in Kansas, Missouri, Arkansas, Iowa, Oklahoma, Nebraska, South Dakota, one store in Mississippi and one store in Florida.

This recall is the result of routine sampling by the US Food and Drug Administration (FDA), which revealed the presence of *Listeria monocytogenes*, according to Paris Brothers, Inc.

No illnesses had been reported as of May 29.



LET'S MAKE YOUR PLANS A REALITY, TOGETHER.

The Food and Agribusiness team at Compeer Financial® understands the unique challenges and opportunities facing the dairy processing industry. From interest rate fluctuations and volatility to future uncertainties, we're equipped with the **financial solutions, funding capacity and structure to meet your needs**. And our experienced team will guide you every step of the way.

Partner with us to make your goals possible.

compeer.com/food-ag-dairy



Ty Rohloff

Sr. Food & Agribusiness Lending Specialist
(608) 757-9747
Ty.Rohloff@compeer.com



(844) 426-6733 | #CHAMPIONRURAL



Compeer Financial can provide assistance with finances based on historical data and industry expertise. Compeer does not provide legal, tax or investment advice. Compeer Financial, ACA is an Equal Credit Opportunity Lender and Equal Opportunity Provider and Employer. © 2022 All rights reserved.

For more information, visit www.compeer.com/ag-financing/food-agribusiness-financing

Saputo USA Breaks Ground On New Production Facility In Franklin, WI



Saputo USA broke ground on their new production facility in Franklin, WI, late last month with key partners, Miron Construction and Excel Engineering. The new Saputo USA facility will play an integral part of the company's strategy to optimize its cheese network across North America, laying the ground work for future growth, the company said. In the above photo (left to right) Paul Christensen, Miron Construction; Dan Voss, Miron Construction; Steve Olson, Mayor of Franklin, WI; Shari Hanneman, Alderwoman, City of Franklin; Steve Douglas, Saputo USA; Lyne Castonguay, president and COO of Saputo; Jeff Allmann, Saputo; Kurt McArthur, Saputo; Dave Koenes, Excel Engineering; Tim Tolley, Excel Engineering; and Dave Voss, president and CEO of Miron Construction.

Photo courtesy of Excel Engineering

Umhoefer

Continued from p. 4

pounds of volume – not including incremental growth among other cheese manufacturing sites across the nation.

In 2025, Cheddapalooza will be in full swing, with WCMA estimating Cheddar and American style production exceeding 2021 production by more than one billion pounds. That would represent 19 percent growth in Cheddar and American style production in four years. To put that growth in perspective, total US cheese production managed one billion pounds of growth in four years (2017-2021).

It's ambitious expansion for American favorites Cheddar, Colby and Jack, growth that will rely on strong domestic sales and new inroads in world markets. Look for more wild times ahead.

John Umhoefer has served as executive director of the WCMA since 1992. You can phone John at (608) 286-1001 or e-mail John Umhoefer at jumhoefer@wischeseemakers.org

Ecosystem Services Market Consortium Launches Two Dairy-Related Projects

Washington—The Ecosystem Services Market Consortium (ESMC) and the Conservation Innovation Fund (CIF) recently announced the launch of an inaugural project to streamline the creation and sale of environmental credits for dairy and beef producers across the Mid-Atlantic region.

Through the project, farmers will implement practices such as edge-of-field conservation, increased nutrient management, manure management, cover crops, and reduced tillage. These practices

will generate environmental credits from measurable water quality improvements, carbon reduction, and biodiversity enhancements, according to the ESMC.

The project provides capital to producers along with agricultural technical assistance providers to develop water, biodiversity, and carbon credits that benefit all stakeholders, the ESMC noted.

Credit buyers in the food and beverage sector will have the opportunity to meet their Scope 3 supply chain carbon goals using

agriculture as an environmental solution. Credits developed through the project will meet the quality requirements of global corporate supply chain accounting and reporting standards, the ESMC said.

Additional lead project partners include Maryland & Virginia Milk Producers Cooperative Association (MDVA), TeamAg, RedBarn Consulting, Stroud Water Research Center, the Alliance for the Chesapeake Bay, Lancaster Clean Water Partners, the Alliance for the Shenandoah Valley, and members of the Virginia and Pennsylvania Soil Health Coalitions, alongside several food and beverage brands.

“Our family farmer-owned cooperative of over 950 dairy farmers across the Mid-Atlantic embraces sustainability as a core operating principal,” said Lindsay Reames, executive vice president of sustainability and external relations for MDVA.

ESMC is targeting up to 500,000 acres enrollment in 2022 with its market program launch, Eco-Harvest. ESMC said its program stacks multiple ecosystem credits, including increased soil carbon, reduced greenhouse gases, water quality, water use conservation, and biodiversity, to make ESMC a unique and attractive option for farmers and for buyers and investors seeking high quality carbon and environmental credits.

“US farmers and ranchers are rising to the challenge to become more sustainable and meet the demands of corporations and consumers. Our joint programming will reward farmers for implementing sustainability practices that are quantified and verified in our digi-

tized program that generates high quality credits,” said Debbie Reed, ESMC's executive director.

“The up-front funding mechanism of this project provides Mid-Atlantic producers the capital to implement practices with less financial risk,” Reed added.

Meanwhile, General Mills and ESMC on Tuesday announced a multi-year roadmap to scale Eco-Harvest, ESMC's market program that recognizes and rewards farmers for beneficial environmental outcomes from regenerative agriculture. The roadmap focuses on priority regions in the US and Canada where General Mills sources its key ingredients, including dairy as well as wheat, oats and corn. The initial \$3 million investment from General Mills includes an ESMC grant to support the launch and development of Eco-Harvest and funds to scale regional programs.

“General Mills is proud to expand its partnership and reward farmers for the quantifiable impact they're having on the environment by advancing regenerative agriculture,” said Mary Jane Melendez, chief sustainability and global impact officer, General Mills, and ESMC's board member.

“As a non-profit, ESMC gives us confidence that the greatest possible value will go to the farmers,” Melendez continued. “Also, no other market program offers the same scientific rigor and outcomes-based protocols that ESMC delivers, ensuring the credibility of soil carbon removals or reduced greenhouse gas emissions for reporting. General Mills is inviting supply chain partners and other companies that source from these same regions to collaborate on this effort to have the greatest impact.”

Superior Solutions FLOOR DRAINS



- 12 gauge single piece, seamless construction on body
- T-304 or T-316 Stainless Construction
- Rated for heavy equipment - 10,000#
- Standard size 4" sch.-10 outlet (2", 3", 6" also available)
- Many styles of bodies, baskets & covers available
- Glass beaded finish
- USDA Approved

Stainless Steel Floor Drains, P-Trap & Clean-Outs and Accessories

AWI MANUFACTURING

E: sales@awimfg.com

www.awimfg.com

Tel: 888.272.2600

Winsted, MN 55395

For more information, visit www.awimfg.com

Nestlé Expanding Initiatives Aimed At Lowering Environmental Footprint Of Milk

Vevey, Switzerland—Nestlé said it is expanding initiatives aimed at reducing greenhouse gas (GHG) emissions, preserving water resources and supporting regenerative agriculture on the farms from which it sources milk.

This includes over 100 pilot projects with partners, including 20 farms already on a path to achieve net zero emissions in the near future. Nestlé will share its experience from these projects as it scales up its efforts and encourages wider industry transformation.

Milk and dairy ingredients are Nestlé's biggest raw material by volume, used in its dairy and infant nutrition products, ice cream, beverages and confectionery. They are also the biggest source of GHG emissions for the company.

Some key actions already taken to reduce and mitigate emissions include projects related to feed and herd management, farm energy sources and efficiency, as well as better manure management. Farms are also working to sequester more carbon on their premises, acting on soil health and grazing, and planting trees on dairy farms.

"We believe it is possible to step up sustainability in dairy and even go to net zero. We will take a leadership role in advancing positive change with all those working along with us in the dairy supply chain," commented Mayank Trivedi, head of the Dairy Strategic Business Unit at Nestlé.

Dairy is also fully embedded in Nestlé's ambition for regenerative agriculture, which includes focus on soil health, biodiversity and preservation of water resources. Nestlé is working in partnership with farmers and suppliers as they adapt their agricultural practices. These include using multi-species pasture, silvopasture and crop rotation, as well as cover crops and minimizing tillage.

Nestlé said its research and development expertise that ranges from agricultural sciences, nutrition, food safety, analytics through to product development give it a built-in advantage for discovering solutions that help to achieve dairy sustainability goals.

Alongside environmental sustainability, Nestlé will focus on two further pillars: "Families" so that nutrition, quality and traceability remain front and center for consumers; and "Communities" so that dairy farming communities are at the center of the initiatives, including training on farm management, empowering women and developing young farmers.

Seven Dairy Operations Honored With Sustainability Awards For Innovation

Rosemont, IL—Seven dairy industry operations have earned special recognition for their socially responsible, economically viable and environmentally sound practices and technologies.

The Innovation Center for US Dairy announced Tuesday winners of its Dairy Sustainability Awards program. Over 80 recipients from nearly 300 nominees have won awards since 2012.

This year's winners displayed excellence in areas such as methane and other greenhouse gas reduction practices, as well as water use efficiencies that support the industry-wide 2050 Environmental Stewardship Goals.

Eligible operations must participate in the National Dairy Farmers Assuring Responsible Management (FARM) animal care program, and use the FARM Environmental Stewardship online tool for determining greenhouse gas/energy footprint.

A formal celebration of the winners is scheduled in conjunction with the Dairy Sustainability Alliance Fall Meeting, Nov. 14-15 in Glendale, AZ.

Milk Specialties Global (MSG), Monroe, WI, earned an award for Outstanding Dairy Processing Sustainability. To meet increased demand for dairy protein in foods and beverages, MSG acquired a plant in Monroe, WI to collect and process whey into whey protein.

However, the whey supply from local cheese makers far outweighed processing capacity.

Instead of trucking the whey to a larger plant, MSG found a way to double capacity at the plant without increasing the facility's footprint.

Truck miles decreased by 237,232 miles, saving 47,446 gallons of diesel fuel and reducing GHG emissions by 486 metric tons; 2.9 million gallons of water are now reclaimed and returned to the local watershed; and more than 53,000 pounds of whey protein is produced annually.

Bel Brands, Land O'Lakes, Inc.; and **Boadwine Dairy** earned the award for Outstanding Supply Chain Sustainability. This multi-year program is designed to demonstrate the value of feed production practices that improve soil health and reduce greenhouse gas emissions.

It also supports Bel Brands' and Land O'Lakes' shared ambitions to improve sustainable farming practices and reduce dairy's environmental footprint.

The first pilot took place on Boadwine Dairy, a member-owner of Land O'Lakes, where efforts to improve soil health have been ongoing for over 10 years, and is being expanded to dairy farms

ranging in size from 450 to 2,000 cows in two regions.

Award-winners for Outstanding Dairy Farm Sustainability include:

Deer Run Dairy, Kewaunee, WI: Partners Duane Ducat, Derek Ducat and Dale Bogart participate in Wisconsin's Demonstration Farm Network & Discovery Research program. Deer Run Dairy achieved a goal to seed 100 percent of its cropland with cover crops in the fall of 2021. Additional goals encompass the entire 1,850-cow operation, including minimal antibiotic use and feeding trials to reduce methane gas production.

Grayhouse Farms, Inc., Stony Point, NC: Owners Jimmy and Andy Gray created a dairy that's "conservation and efficiency by design." The flush manure management and sand separation system allows sand to be recycled nearly 100 times, and a four-stage lagoon is designed to utilize nutrients and water. The facility for their 1,120 cows was also built to maximize cow comfort, from ventilation and fans to rubber matting, sprinklers and sand bedding.

Steve and Cheryl Schlangen Dairy Farm, Albany, MN: This 60-cow dairy features roughly 30

conservation practices, from LED lighting to a manure injection system that uses less time, less fuel and has mostly eliminated the need for commercial fertilizer on crops.

Bar 20, Kermen, CA: Energy investments include two solar array installations to provide electricity for the dairy barn and offset power usage, and a dairy digester to capture methane from the 7,000-cow herd, converting it into renewable electricity via fuel cells.

The combustion-free, dairy-derived electricity powers over 17,000 electric vehicles per year.

Maryland & Virginia Milk Producers Cooperative Association (MDVA) earned the award for Outstanding Community Impact.

With 90 percent of its 900-plus members located within the Chesapeake Bay watershed, the cooperative recognizes its responsibility to bring environmental solutions to its members and communities.

Through supply chain and partnerships with corporations, customers, and conservation nonprofits, MDVA has delivered more than \$19 million to make sustainability investments.

Volunteers from MDVA also participate in events like planting riparian buffers on dairy farms to protect critical waterways, and trash pick-ups along waterways.



Introducing the
Kelley Advantage

PEOPLE
PROGRAMS
PRODUCTS
SERVICES

Supporting our customers with unparalleled technical support and best-in-class products to maximize your performance, productivity and profitability.

PEOPLE!

Team of technical problem solvers
Years of experience in the food industry
Key categories led by product managers

PROGRAMS!

One-stop for primary supplies and services
Customized solutions for your unique needs
Inventory Management

PRODUCTS!

Diverse product portfolio
Sourced domestically
Drive innovation & technology

SERVICES!

Kelley Supply fleet with regional delivery
Equipment installation and service
Quality documentation management

Technical assistance and application experts on staff

Call Now: 1-800-782-8573
www.KelleySupply.com



For more information, visit www.kelleysupply.com

COMING EVENTS

www.cheesereporter.com/events.htm

New Conference On Dairy Products Processing & Packaging Is Oct. 12-14

Shell Beach, CA—Online registration is open for the inaugural Conference on Dairy Products Processing & Packaging Innovation here Oct. 12-14 at The Cliffs Resort.

The new, three-day event is hosted by the California Dairy Innovation Center (CDIC), in collaboration with Cal Poly, Dairy Business Innovation Initiative, Pacific Coast Alliance, and Fresno State.

Featuring both national and international speakers, the conference focuses on consumer-driven innovation and the latest technological advances.

Specifically, attendees will learn about technical solutions to improve dairy product quality, sustainability, and competitiveness. The event will also facilitate dialogue between dairy innovation providers and users.

The conference was created for those seeking solutions for sustainable business growth; workers responsible for dairy manufacturing operations, research and development, quality management, marketing, regulatory affairs; and allied industries looking for networking opportunities.

A tentative schedule includes a welcome reception Tuesday, Oct. 11, followed by educational sessions on Wednesday dedicated to bringing dairy innovation to the marketplace, “white spaces” for growth, and embracing process innovation, and the cost and benefits of change.

Thursday’s lineup will spotlight companies behind the latest product innovations; look at how to capitalize on food trends versus fads; adding value to fluid milk; sustainable packaging and international advances in packaging.

The final day will feature a special export session entitled “What Will China Buy Tomorrow,” and how to make the “right” product for future markets. The conference will adjourn at 11 a.m.

Early registration runs through Sept. 1, 2022. Cost to attend prior to the deadline is \$495 per person, and \$595 as of Sept. 2.

Space Open For Frozen Dessert, Advanced Unit Operations Course
The CDIC also announced available spots in its Frozen Desserts Innovation Short Course later this month at Cal Poly San Luis Obispo.

Those who select the virtual track will follow the same schedule. Both are delivered as live training with small-group discussions and projects.

By member request, WCMA’s Advanced Leadership Series will again be held in a hybrid format, allowing mid-level managers and employees transitioning to mid-level positions to attend each session in-person in Madison or live online.

Part 1 on Thursday, Sept. 29 will encourage attendees to drive change and generate positive results for their company.

On Wednesday, Nov. 2, Part 2 will focus on the development and application of a creative and collaborative problem-solving process.

Finally, Part 3 on Tuesday, Jan. 10, 2023 will detail the tools and strategies leaders can use to foster collaboration and resolve workplace conflict.

WCMA Front-Line, Advanced Leadership Courses Offered In Virtual, Live Formats

Madison—Online registration is now open for the fall lineup of the Wisconsin Cheese Makers Association’s (WCMA) leadership courses, offered in both virtual and hybrid formats.

New this year, Front-Line Leadership participants can choose between in-person sessions in person in Madison, or a virtual option. Front-Line Leadership courses are geared toward new and seasoned supervisors looking to build their skills in communication, stress management, and performance reviews. Sessions are offered a la carte at \$135 per person and may be taken in any order.

The in-person track begins with Part A – Essential Leadership Skills on Tuesday, Sept. 27. In Part B, set for Thursday, Oct. 13, attendees will explore strategies to boost staff performance.

On Tuesday, Nov. 15, Part C details how a leaders cultivate a team mentality.

Cut high demand down to size.



We have the complete solution for you!
Contact us to know more.

DEVILLE
TECHNOLOGIES
Industrial Food Cutting Solutions
1.866.404.4545 | www.devilletechnologies.com

The two-day short course will be held June 28-29, and focuses on capturing the latest consumer trends in the frozen dessert market.

Instructors will cover trends like sugar-free, lactose-free and high protein. Students will also learn through demonstrations and hands-on ice cream manufacture in the Cal Poly pilot plant.

A sales and marketing educational segment will also provide practical guidance to entrepreneurs, and established brands. Cost is \$550 for industry and \$400 for students.

This fall, the California Dairy Center will host its Advanced Unit Operations Short Course Sept. 27-29.

Designed for those working in dairy plants, this course will cover both theoretical and practical understanding and knowledge of pasteurization, separation, condensation, filtration systems, drying, as well as principles of food safety. Registration is open online, with more program details available soon. For more information regarding the new conference and short courses, visit www.dairy.calpoly.edu/short-course-symposia.

Enrollment in the Advanced Leadership Series is limited to 20 individuals, who participate in all sessions together as a cohort to better facilitate relationships.

The classes feature guest speakers discussing their leadership successes and challenges, and require participants to complete a project demonstrating their new knowledge. The cost for the entire series is \$495 per person.

“Effective leaders create productive work environments and strong teams – just what dairy processors need,” said WCMA senior director of programs and policy Rebekah Sweeney.

“WCMA leadership trainings are tailor-made to deliver the strategies and develop the skills industry managers and supervisors must have to engage and retain a high-quality workforce, and strengthen your business,” Sweeney continued.

More details and online registration for both WCMA Front-Line Leadership and Advanced Leadership classes are available at www.WisCheeseMakers.org/Trainings.

PLANNING GUIDE

Summer Fancy Food Show: June 12-14, Javits Center, NY. Visit www.specialtyfood.com.

ADSA 2022 Annual Meeting: June 19-22, Kansas City, MO. Check www.adsa.org for updates and registration details.

IFT Annual Meeting & Expo: July 10-13, Hybrid Virtual and In-Person Event, Chicago. Visit www.iftevent.org for updates.

WDPA Dairy Symposium: July 11-12, Landmark Resort, Door County, WI. Visit www.wdpa.net for upcoming details.

American Cheese Society Annual Meeting: July 20-23, Portland, OR. Visit www.cheesesociety.org for more details.

IAFP Annual Meeting: July 31-Aug. 3, Pittsburgh, PA. Visit www.foodprotection.org.

IMPA Conference: Aug. 11-12, Sun Valley Resort, Sun Valley, ID. More details available online at www.impaconference.com.

International Whey Conference: Sept. 11-14, Hyatt Regency Downtown, Chicago. More details available online at www.adpi.org.

IDF World Dairy Summit: Sept. 12-15, New Delhi, India. Check www.fil-idf.org for updates.

ADPI Dairy Ingredients Seminar: Sept. 26-28, Hilton Beachfront Resort, Santa Barbara, CA. Check www.adpi.org for updates.

NCCIA Annual Meeting: Oct. 12-13, Embassy Suites Airport, Minneapolis, MN. Visit www.northcentralcheese.org.

Dairy Products Processing & Packaging Innovation Conference: Oct. 12-14, The Cliffs Resort, Shell Beach, CA. Visit www.dairy.calpoly.edu.

NMPF, DMI, UDIA Joint Annual Meeting: Oct. 24-26, Aurora, CO. Check www.nmpf.org for updates and registration information.



MARKET PLACE

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

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



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

Equipment for Sale

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

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

WESTFALIA SEPARATORS: New arrivals! Great condition. Model number 418. Call **GREAT LAKES SEPARATORS** at (920) 863-3306 or e-mail drlambert@dialez.net.

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

Equipment for Sale

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

Equipment Wanted

WANTED TO BUY: Westfalia or Alfa-Laval separators. Large or small. Old or new. Top dollar paid. Call Great Lakes Separators at (920) 863-3306 or email drlambert@dialez.net.

Replacement Parts

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

Cheese Moulds, Hoops

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

Interleave Paper, Wrapping

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

Real Estate

DAIRY PLANTS FOR SALE:

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



Warehousing & Storage

COLD STORAGE SPACE AVAILABLE: Sugar River Cold Storage in Monticello, WI. has space available in it's refrigerated buildings. Temperature's are 36, 35 and 33 degrees. Sugar River Cold Storage is SQF Certified and works within your schedule. Contact Kody at 608-938-1377 or visit our website www.sugarrivercoldstorage.com.

Walls & Ceiling

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



Cheese & Dairy Products

KEYS MANUFACTURING: Dehydrators of scrap cheese for the animal feed industry. Contact us for your scrap at (217)465-4001 or email key-smfg@aol.com.

Consulting Services

Conversion Services

LANCASTER CHEESE SOLUTIONS: A Cheese Conversion Company. Blocks or bars from 5 ounce to 10 pound. Located in southeast Pennsylvania. Call (717) 355-2949.

Promotion & Placement

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

Components

PNEUMATIC HAMMER Removes Powder Deposits



while maintaining the integrity of your powder processing equipment.

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

Evaporator Dryer Technologies, Inc.
www.evapdryertech.com

Your Source For New & Used Dairy Processing Equipment

Ullmer's Dairy Equipment & Fabrication



We offer the following services:

- Laser
- Break Press
- Roller
- Custom Fabrication & Welding



Contact Us Today!
 Call: 920-822-8266

Paul: paul@ullmers.com
 Info: sales@ullmers.com



INVEST IN YOU,

JOIN AGROPUR.

WE DAIRY YOU!



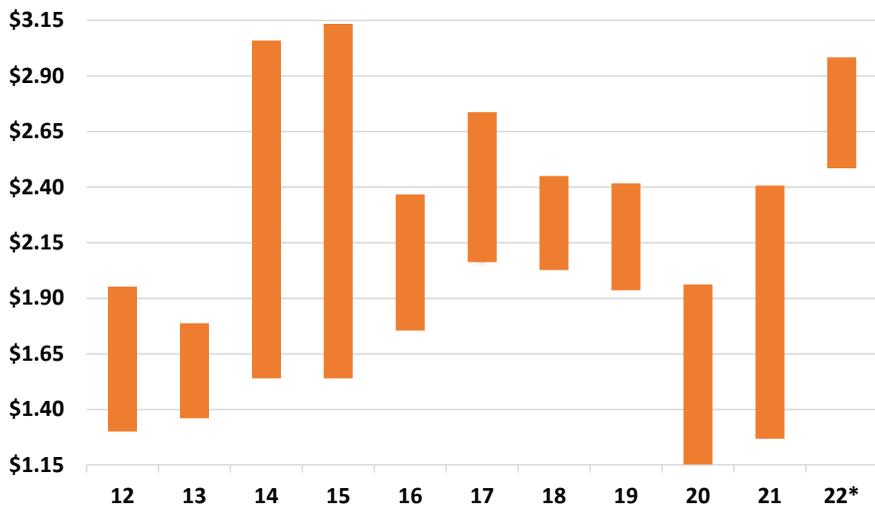
JOIN OUR TEAM AS A PRODUCTION SUPERVISOR

- Join an award-winning cheese manufacturer
- Position runs on a rotating night shift, working 7 of the 14 days in a pay period

Better Dairy. Better World.
www.agropurcareers.us

CME Butter Price Volatility:

Highest/Lowest Weekly Price Avgs: 2012 – June 10, 2022



DAIRY FUTURES PRICES

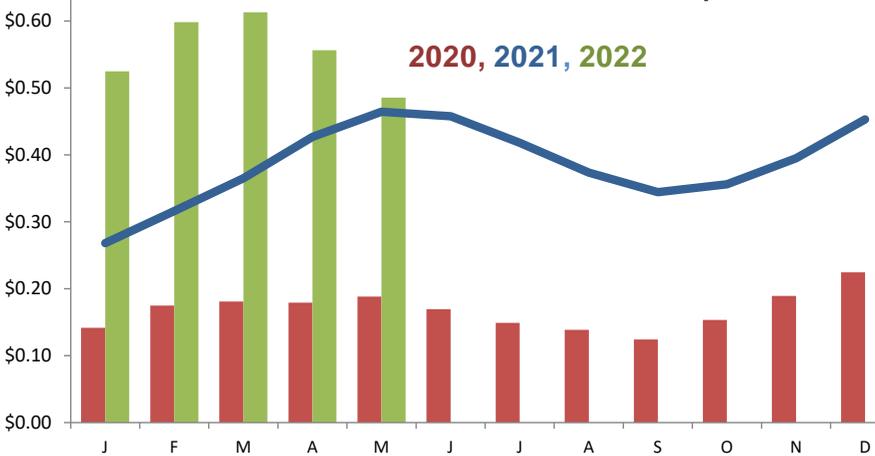
SETTLING PRICE

*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
6-3	June 22	24.33	25.76	62.650	181.125	2.350	2.3510	289.625
6-6	June 22	24.46	25.76	62.000	181.675	2.350	2.3580	291.225
6-7	June 22	24.43	25.76	61.275	181.325	2.399	2.3690	292.900
6-8	June 22	24.30	25.76	61.275	181.325	2.370	2.3500	295.425
6-9	June 22	24.42	25.79	61.500	181.325	2.365	2.3580	294.525
6-3	July 22	24.60	26.12	60.750	184.800	2.380	2.3850	290.000
6-6	July 22	25.07	26.15	61.000	185.575	2.420	2.4290	293.500
6-7	July 22	25.16	26.27	60.275	185.750	2.430	2.4360	296.000
6-8	July 22	25.01	26.27	60.275	185.000	2.430	2.4250	297.500
6-9	July 22	24.95	26.27	60.275	182.875	2.420	2.4190	300.600
6-3	Aug 22	24.42	25.82	58.600	185.800	2.420	2.3750	285.750
6-6	Aug 22	24.98	26.10	60.975	186.500	2.460	2.4270	289.300
6-7	Aug 22	25.01	26.13	58.525	187.500	2.460	2.4330	291.500
6-8	Aug 22	24.90	26.20	58.750	186.550	2.460	2.4250	292.800
6-9	Aug 22	24.97	26.17	58.750	183.925	2.455	2.4230	296.500
6-3	Sept 22	24.38	25.62	57.000	185.725	2.430	2.3800	280.000
6-6	Sept 22	24.74	25.90	59.000	187.000	2.470	2.4150	284.000
6-7	Sept 22	24.74	25.93	58.000	188.000	2.470	2.4230	286.250
6-8	Sept 22	24.71	26.00	58.000	187.475	2.470	2.4230	288.600
6-9	Sept. 22	24.84	26.05	58.000	184.500	2.470	2.4040	291.100
6-3	Oct 22	24.10	25.28	56.000	184.575	2.390	2.3450	275.200
6-6	Oct 22	24.45	25.39	57.000	185.000	2.414	2.3980	227.750
6-7	Oct 22	24.49	25.50	57.000	185.550	2.423	2.4050	280.100
6-8	Oct 22	24.37	25.69	57.000	185.500	2.423	2.4050	282.850
6-9	Oct 22	24.54	25.64	57.000	183.000	2.423	2.4020	285.500
6-3	Nov 22	23.71	24.78	55.000	182.275	2.370	2.2950	268.450
6-6	Nov 22	24.06	25.00	55.000	183.000	2.370	2.3750	272.000
6-7	Nov 22	24.15	25.15	55.000	183.625	2.370	2.3800	273.000
6-8	Nov 22	24.00	25.18	55.000	183.600	2.373	2.3800	276.000
6-9	Nov 22	24.20	25.15	55.000	181.400	2.373	2.3800	278.000
6-3	Dec 22	23.24	24.16	54.000	181.850	2.315	2.2320	255.300
6-6	Dec 22	23.53	24.30	54.000	181.850	2.333	2.3200	258.500
6-7	Dec 22	23.55	24.60	54.000	184.500	2.343	2.3300	259.975
6-8	Dec 22	23.45	24.60	54.000	183.250	2.349	2.3300	260.500
6-9	Dec 22	23.58	24.45	54.000	181.000	2.349	2.3250	263.000
6-3	Jan 23	22.32	23.14	52.000	181.000	2.254	2.2320	238.300
6-6	Jan 23	22.60	23.25	53.000	180.800	2.262	2.2500	240.650
6-7	Jan 23	22.64	23.59	53.000	182.000	2.262	2.2500	240.875
6-8	Jan 23	22.68	23.59	53.000	181.125	2.285	2.2600	244.000
6-9	Jan 23	22.68	23.49	53.000	180.200	2.285	2.2600	247.975
6-3	Feb 23	21.85	22.68	52.500	180.025	2.190	2.1880	227.500
6-6	Feb 23	22.11	22.75	53.000	180.025	2.205	2.2050	229.675
6-7	Feb 23	22.11	22.95	54.000	180.025	2.205	2.2000	230.250
6-8	Feb 23	22.13	23.00	54.000	180.025	2.205	2.2020	234.000
6-9	Feb 23	22.18	23.00	54.000	180.025	2.207	2.2100	237.000
6-3	Mar 23	21.54	22.47	50.975	179.000	2.155	2.1540	225.000
6-6	Mar 23	21.70	22.55	50.975	179.000	2.168	2.1680	228.000
6-7	Mar 23	21.17	22.72	50.975	179.000	2.178	2.1780	230.000
6-8	Mar 23	21.79	22.72	50.975	179.000	2.178	2.1800	230.000
6-9	Mar 23	21.79	22.70	50.975	177.750	2.178	2.1820	232.025
6-3	Apr 23	21.17	22.15	49.975	177.500	1.870	2.1250	222.500
6-6	Apr 23	21.25	22.25	49.975	177.500	1.870	2.1430	225.000
6-7	Apr 23	21.40	22.15	49.975	177.500	1.870	2.1500	225.000
6-8	Apr 23	21.50	22.42	49.975	177.500	1.870	2.1520	225.000
6-9	Apr 23	21.50	22.42	49.975	177.500	1.870	2.1650	225.000

Interest - June 9: 30,408 13,125 2,824 8,138 544 17,201 10,096

Other Solids Price Federal Milk Order Component Prices

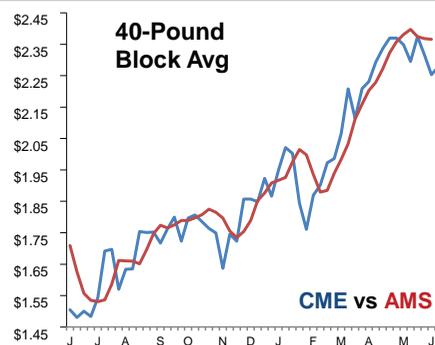


AVERAGE MONTHLY WPC MOSTLY PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	.9318	.9905	.9681	.9425	.9138	.9013	.8919	.8486	.8231	.8063	.7757	.7490
'18	.7268	.7211	.6960	.7027	.7502	.7949	.8092	.8144	.8437	.8658	.8817	.8851
'19	.8929	.8995	.9025	.9025	.9074	.9244	.9297	.9444	.9465	.9530	.9597	.9854
'20	1.0017	1.0140	1.0148	1.0027	.9590	.9356	.8945	.8591	.8500	.8810	.9124	.9255
'21	.9693	1.0134	1.0487	1.0977	1.1328	1.1513	1.1551	1.1548	1.1450	1.1540	1.2149	1.3174
'22	1.4378	1.5904	1.7102	1.7920	1.8160							

DAIRY PRODUCT SALES

June 8, 2022—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFD. *Revised



Week Ending	June 4	May 28	May 21	May 14
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	2.3655	2.3681	2.3742	2.3968
Sales Volume	Pounds			
US	10,738,063	12,053,824	12,739,707	11,467,683
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	2.5404	2.5796	2.5516	2.5293
Adjusted to 38% Moisture	Dollars/Pound			
US	2.4134	2.4425	2.4174	2.4043
Sales Volume	Pounds			
US	13,589,028	12,640,266	14,292,521	13,516,585
Weighted Moisture Content	Percent			
US	34.74	34.52	34.56	34.78
AA Butter				
Weighted Price	Dollars/Pound			
US	2.8447	2.8195	2.7171	2.6992
Sales Volume	Pounds			
US	2,698,714	3,497,045	3,768,576	3,526,110
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.6297	0.6375	0.6758	0.6814
Sales Volume	Pounds			
US	3,899,132	5,155,444	4,322,520	4,959,306
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.7904	1.7806	1.8169	1.8249
Sales Volume	Pounds			
US	25,113,560	26,511,495	19,894,429	15,512,171

CHEESE REPORTER SUBSCRIBER SERVICE CARD

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

New Subscriber Info

Name _____

Title _____

Company _____

Address _____

City/St/Zip _____

E-Mail Phone _____

Old Subscriber Info

Name _____

Title _____

Company _____

Address _____

City/St/Zip _____

E-Mail Phone _____

TYPE OF BUSINESS:

Cheese Manufacturer

Cheese Processor

Cheese Packager

Cheese Marketer (broker, distributor, retailer)

Other processor (butter, cultured products)

Whey processor

Food processing/Foodservice

Supplier to dairy processor

JOB FUNCTION:

Company Management

Plant Management

Plant Personnel

Laboratory (QC, R&D, Tech)

Packaging

Purchasing

Warehouse/Distribution

Sales/Marketing

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

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - JUNE 3: Milk is available across the US, allowing cheese producers to run active schedules. Contacts in the Midwest and West continue to report that they have labor shortages. Some plant managers in the West say that those shortages and delays to production supply deliveries are causing them to run below capacity. Cheese makers in the Midwest say that they are busy trying to keep up with strong seasonal demand for curd and processed cheese. Export purchasing is strong, as contacts in the West say that they are receiving orders for loads to ship to Asian markets in early 2023. Spot inventories are available in both the Northeast and West regions.

NORTHEAST - JUNE 8: Steady milk supplies are clearing to regional Class III operations. Cheese production is still busy, and milk intakes for some plants are at, or nearing, capacity. Inventories are plentiful and expanding, although persistent demand is helping to keep growth rates manageable. US cheese prices are favorable on global markets, and export interest is hearty. Domestic sales are fairly stable. Retail orders are steady to softer. Foodservice demand remains firm overall, but some are starting to relay hints of softness.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$2.7100 - \$2.9975	Process 5-lb sliced:	\$2.3775 - \$2.8575
Muenster:	\$2.6975 - \$3.0475	Swiss Cuts 10-14 lbs:	\$3.9750 - \$6.2975

MIDWEST AREA - JUNE 8: Milk availability is growing for Class III producers this week. A number of factors are pushing more milk into the cheese vat, regionally. School district milk demand declines and steady weather patterns for milk production are the first two that come up on contacts' lists. Cheese production is mostly active. The holdout for full production remains to be employee capacities not being full at the plant level. Cheese orders are steady; some contacts say sales are stable and/or meeting expectations, seasonally. Curd and barrel cheese producers say orders are strong, though. Some barrel plants, though, are running into maintenance related downtime, as order backups are being reported in the region, which is another factor in keeping milk at growing discounts.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$2.7525 - \$3.9625	Mozzarella 5-6#:	\$2.2825 - \$3.3700
Brick 5# Loaf:	\$2.4825 - \$3.0500	Muenster 5#:	\$2.4825 - \$3.0500
Cheddar 40# Block:	\$2.2050 - \$2.7475	Process 5# Loaf:	\$2.2550 - \$2.7225
Monterey Jack 10#:	\$2.4575 - \$2.8050	Grade A Swiss 6-9#:	\$3.4900 - \$3.6075

WEST - JUNE 8: Foodservice demand for cheese is, reportedly, softening as some contacts say that some restaurants in the region are decreasing hours amid labor shortages and lighter demand. Retail demand is also trending lower; some contacts say that increased costs are pushing some customers to reduce their cheese purchasing. In contrast, export demand for cheese is strong with contacts reporting steady purchasing from international customers, with some in Asia looking for loads to ship in Q1 of 2023. Spot inventories for both barrels and blocks are available. Cheese makers say that milk remains available, allowing them to run busy production schedules. Some plant managers say that continued labor shortages and delays to production supplies are preventing them from running at capacity.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts:	\$2.5850 - \$2.7850	Process 5# Loaf:	\$2.3800 - \$2.5350
Cheddar 40# Block:	\$2.3375 - \$2.8275	Swiss 6-9# Cuts:	\$2.7825 - \$4.2125

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

Variety	Date:	6/8	6/1	Variety	Date:	6/8	6/1
Cheddar Curd		\$2.73	\$2.75	Mild Cheddar		\$2.70	\$2.73
Young Gouda		\$2.48	\$2.50	Mozzarella		\$2.48	\$2.50

FOREIGN -TYPE CHEESE - JUNE 8: Demand for foreign type cheese is good. Retail orders have remained healthy, and orders from other food processors are satisfactory. Contacts say export demand for European cheeses is mixed. While interest from within the EU is stable, buyer interest outside the EU has run into some price resistance. The combination of the seasonal high-water mark for milk intakes, active cheese production, and a bit slower overall demand has allowed cheese inventories to grow in Europe.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.5675 - 4.0550
Gorgonzola:	\$3.6900 - 5.7400	\$3.0750 - 3.7925
Parmesan (Italy):	0	\$3.9550 - 6.0450
Romano (Cows Milk):	0	\$3.7575 - 5.9125
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggiano (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$4.0100 - 4.3350
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

NDM PRODUCTS - JUNE 9

NDM - CENTRAL: Low/medium heat NDM prices shifted higher in every facet this week. Demand is increasing. Some suggest Mexican demand is only expected to increase based on seasonal milk production declines and their increasing processing needs. Condensed skim has grown in availability, but processing capacity continues to be pulled down by employee and supply chain shortages. Some buyers say they are hesitant at current price levels. That said, they also suggest that they are expecting to seek out loads in the near term due to their customers' needs. High heat NDM is tight.

NDM - WEST: Domestic demand for low/medium heat NDM is steady. Some contacts report that concerns about tighter availability of low/medium heat NDM are present, but higher prices are causing some hesitation

from spot purchasers. Production of low/medium heat NDM is steady as milk remains available for drying. Delayed deliveries of production supplies and labor shortages are causing some drying operations to run below capacity. Production of high heat NDM is limited; plant managers are focusing their schedules on shorter drying times. Demand for high heat NDM is unchanged

NDM - EAST: Low/medium heat NDM-prices moved higher, although trading was quiet. Condensed skim is available, but processing is limited in and outside of the region. Hauler shortages are a growing concern, and contacts say drivers are quitting the industry regularly. Condensed solids hauling has already been somewhat burdensome, as the light at the end of the tunnel is currently dim. NDM market tones are firm.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

June is dairy month, and retailers responded this week by increasing their dairy ads. Total conventional dairy ads increased 44 percent from last week, and organic dairy ads jumped 297 percent. The most advertised dairy item is conventional ice cream in 48- to 64-ounce containers. Conventional 1-pound butter is featured in 212 percent more ads this week, with an average advertised price of \$4.33, up \$0.51 from last week.

Conventional cheese ads are up 33 percent. Organic cheese is not advertised. This week's most advertised cheese item is conventional 8-ounce shred cheese with an average price of \$2.70, up 31 cents. Shreds are followed closely by conventional 8-ounce blocks with an average advertised price of \$2.76, up 42 cents from last week.

Total conventional milk ads went up 19 percent, and organic milk ad numbers jumped 501 percent from last week. Milk in half-gallon containers is the most advertised organic item, with a whopping 1,573 percent increase in ad numbers. Conventional yogurt ad numbers increased 50 percent, and organic yogurt ads went up 51 percent.

RETAIL PRICES - CONVENTIONAL DAIRY - JUNE 10

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	4.33	4.50	3.99	3.55	3.94	4.11	3.58
Cheese 8 oz block	2.76	2.37	2.93	3.16	2.80	2.84	2.16
Cheese 1# block	4.26	5.81	4.12	3.23	3.22	4.34	NA
Cheese 2# block	6.70	6.42	NA	NA	5.77	7.07	6.10
Cheese 8 oz shred	2.70	2.34	2.87	3.09	2.72	2.90	2.57
Cheese 1# shred	3.70	NA	4.25	3.18	3.17	3.81	NA
Cottage Cheese	NA	2.66	2.17	2.09	1.99	2.32	NA
Cream Cheese	2.39	2.20	2.00	2.00	NA	1.48	NA
Flavored Milk ½ gallon	2.08	2.80	NA	NA	2.99	1.74	NA
Flavored Milk gallon	2.55	4.13	NA	4.99	2.26	2.92	NA
Ice Cream 48-64 oz	3.27	3.14	3.42	3.13	3.41	3.21	3.22
Milk ½ gallon	2.25	2.44	NA	NA	2.67	1.74	1.36
Milk gallon	3.38	3.42	4.49	NA	NA	2.92	NA
Sour Cream 16 oz	1.96	2.01	1.81	1.91	2.07	2.05	.90
Yogurt (Greek) 4-6 oz	.95	1.01	.97	.92	.90	.87	.94
Yogurt (Greek) 32 oz	4.15	4.21	5.17	NA	5.00	3.47	2.49
Yogurt 4-6 oz	.56	.59	.53	.55	.54	.50	.56
Yogurt 32 oz	2.34	2.09	NA	NA	3.49	2.47	NA

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

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:			
Butter 1 lb:	\$6.29	Greek Yogurt 4-6 oz:	NA
Ice Cream 48-64 oz:	\$5.99	Greek Yogurt 32 oz:	\$5.69
Cheese 8 oz block:	NA	UHT Milk 8 oz:	\$2.39
Cottage Cheese 16 oz:	\$4.29	Milk ½ gallon:	\$4.60
Yogurt 4-6 oz:	\$0.89	Milk gallon:	\$5.95
Yogurt 32 oz:	\$4.63	Sour Cream 16 oz:	NA
		Cream Cheese 8 oz:	NA

WHOLESALE BUTTER MARKETS - JUNE 8

WEST: Busy butter and ice cream production schedules are contributing to strong demand for cream in the West. Some purchasers in other regions where inventories are tighter have been looking to the West for available loads of cream. Some stakeholders say that high fuel prices and limited tanker availability are preventing them from moving some loads of cream further distances. Cream inventories are tightening. Some butter makers say that they are utilizing cream internally, rather than selling, as they are working to build inventories for the fall. Butter production is steady, though some plant managers say that total output in the last few months has been below expectations, due to labor shortages and delayed deliveries of production supplies. Bulk butter demand is present, despite CME market prices extending up to \$3 as of reporting. Stakeholders say that limited butter production and expectations of tighter inventories in the fall months are contributing to some bullishness.

CENTRAL: Butter producers have reported some shifts in parts of the overall narrative this week. Cream, for one, has quickly tightened up following the extra availability during and following the holiday last week. Plant managers relayed they

were waiting out these weeks to get a better gauge on cream availability. They have their gauge, and if it is an indicator of things to come, micro-fixing bulk butter will continue to shift higher. That said, some plant contacts say micro-fixing shifts are already presenting themselves. This is a timely production change, though, because bulk butter has grown in availability this week. A concern, though, is that micro-fixing runs use more employees than churning, and plant managers have been reporting limited staffing numbers for months.

NORTHEAST: Cream supplies are, in general, constricting. Select contacts, however, say more local cream is available than usual for this point in the year. Higher multiples, though, make selling cream more favorable at this time than churning it into butter. Weaker retail butter demand persists, and some stakeholders have noted grocery shoppers are increasingly selecting lower-priced private label butter in the face of upward inflationary price pressures. Formerly stable foodservice orders are beginning to soften in some areas as well. Slower sales are driving reduced butter production schedules for some dairy processors. Inventory levels are lower.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
06/06/22	63,358	83,688
06/01/22	63,789	84,330
Change	-431	-642
Percent Change	-1	-1

CME CASH PRICES - JUNE 6 - 10, 2022

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
MONDAY June 6	\$2.2450 (NC)	\$2.2800 (+1)	\$2.9575 (+4¼)	\$1.8700 (+¾)	\$0.5575 (NC)
TUESDAY June 7	\$2.2450 (NC)	\$2.2800 (NC)	\$2.9625 (+½)	\$1.8800 (+1)	\$0.5175 (-4)
WEDNESDAY June 8	\$2.2550 (+1)	\$2.2750 (-½)	\$3.0000 (+3¾)	\$1.8850 (+½)	\$0.5250 (+¾)
THURSDAY June 9	\$2.3050 (+5)	\$2.2750 (NC)	\$3.0000 (NC)	\$1.8700 (-1½)	\$0.5425 (+1¾)
FRIDAY June 10	\$2.2425 (-6¼)	\$2.2550 (-2)	\$2.9750 (-2½)	\$1.8550 (-1½)	\$0.5425 (NC)
Week's AVG \$ Change	\$2.2585 (-0.0209)	\$2.2730 (+0.0199)	\$2.9790 (+0.0740)	\$1.8720 (+0.0057)	\$0.5370 (-0.0093)
Last Week's AVG	\$2.2794	\$2.2531	\$2.9050	\$1.8663	\$0.5463
2021 AVG Same Week	\$1.6080	\$1.4805	\$1.7830	\$1.2970	\$0.6135

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Two cars of blocks were sold Monday at \$2.2800, which left the price unchanged. Tuesday's block market activity was limited to an uncovered offer of 2 cars at \$2.2800, which left the price unchanged. One car of blocks was sold Wednesday at \$2.2750, which lowered the price. Two cars of blocks were sold Thursday, 1 each at \$2.2875 and \$2.2925; an uncovered offer at \$2.2750 then set the price. One car of blocks was sold Friday at \$2.2775; an uncovered offer at \$2.2550 then set the price. The barrel price rose Wednesday on an unfilled bid at \$2.2550, jumped Thursday on a sale at \$2.3050, then dropped Friday on a sale at \$2.2425.

Butter Comment: The price rose Monday on a sale at \$2.9575, up Tuesday on an unfilled bid, climbed Wednesday on a sale, then fell Friday on a sale at \$2.9750.

Nonfat Dry Milk Comment: The price increased Monday on a sale at \$1.8700, rose Tuesday on a sale at \$1.8800, increased Wednesday on an unfilled bid at \$1.8850, declined Thursday on a sale at \$1.8700, and fell Friday on a sale at \$1.8550.

Dry Whey Comment: The price dropped Tuesday on an uncovered offer at 51.75 cents, rose Wednesday on an unfilled bid at 52.50 cents, and increased Thursday on a sale at 54.25 cents.

WHEY MARKETS - JUNE 6 - 10, 2022

RELEASE DATE - JUNE 9, 2022

Animal Feed Whey—Central: Milk Replacer:	.4800 (NC) – .5000 (NC)
Buttermilk Powder:	
Central & East:	1.9200 (NC) – 2.0025 (+1¾) West: 1.8600 (NC) – 2.0000 (-2)
Mostly:	1.9100 (NC) – 1.9500 (-1)
Casein: Rennet:	5.2000 (NC) – 5.7800 (NC) Acid: 6.5500 (NC) – 6.7500 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.4850 (NC) – .6450 (+½) Mostly: .5500 (NC) – .6000 (NC)
Dry Whey—West (Edible):	
Nonhygroscopic:	.4975 (+4½) – .6975 (-3¾) Mostly: .5475 (-¼) – .6375 (+¾)
Dry Whey—NorthEast:	.5500 (-¼) – .6675 (-4¼)
Lactose—Central and West:	
Edible:	.3200 (NC) – .5700 (+4) Mostly: .3800 (NC) – .5000 (+½)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat:	1.8300 (+3) – 1.9300 (+1) Mostly: 1.8600 (+3) – 1.8850 (+½)
High Heat:	2.0000 (+1) – 2.0250 (NC)
Nonfat Dry Milk —Western:	
Low/Medium Heat:	1.8150 (+3) – 1.9250 (+4½) Mostly: 1.8300 (+3) – 1.8850 (+3½)
High Heat:	1.9550 (+5¼) – 2.0800 (+6)
Whey Protein Concentrate—34% Protein:	
Central & West:	1.6000 (+10) – 2.0500 (+5½) Mostly: 1.7500 (+2) – 1.9000 (-¼)
Whole Milk—National:	2.1000 (+7) – 2.4500 (NC)

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							

Higher Prices

(Continued from p. 1)

USDA to reduce its forecast milk production by 200 million pounds, to 229.3 billion pounds.

Exports on a fat basis are unchanged, but skim-solids exports are raised on stronger exports of whey and lactose. For 2023, exports are raised on a fat basis due to stronger expected cheese exports but reduced on a skim-solids basis due to weaker expected sales of skim milk powder.

Dairy imports for 2022 are raised on stronger expected demand for cheese, butterfat products, and a number of other dairy products; strength in butterfat product imports is expected to carry into next year and the 2023 forecast is increased. Skim-solids imports are raised but are unchanged for 2023.

Price forecasts for 2022 for cheese, butter and nonfat dry milk are raised from last month on recent price strength and stronger anticipated demand. The dry whey price forecast is lowered on observed prices.

USDA's 2022 dairy product price forecasts are now as follows: cheese, \$2.1950 per pound; butter, \$2.7650 per pound; nonfat dry milk, \$1.7550 per pound; and dry whey, 64.0 cents per pound.

With mostly stronger product prices, both Class III and Class IV prices are raised, to \$22.90 and \$24.65 per hundredweight, respectively. The all milk price forecast is raised to \$26.20 cwt for 2022.

Continued strengthening in demand, coupled with modest growth in production, is expected to support cheese, butter and NDM prices in 2023; thus, price forecasts for those products are raised, but dry whey prices are expected to remain under pressure but the forecast for 2023 is unchanged.

2023 dairy product price forecasts are now: cheese, \$2.0500 per pound; butter, \$2.3850 per pound; NDM, \$1.6200 per pound; and dry whey, 52.0 cents per pound.

The higher price for cheese more than offsets a weaker forecast dry whey price and the Class III price forecast for 2023 is raised to \$20.65 per hundred, while higher forecast butter and NDM prices result in the Class IV price forecast being raised to \$21.90 per hundred. The 2023 all milk price is forecast higher, at \$23.80 per hundred.

This month's 2022/23 US corn outlook is for larger beginning stocks, slightly higher use, and increased ending stocks. The season-average farm price received by producers is unchanged at \$6.75 per bushel.

VERSATILE. ROBUST. TRUSTED.

Exquisite is our standard.

RELCO® CHEESE SOLUTIONS




email: relco_sales@kochsep.com | visit: www.relco.net
Offices in the USA, Brazil, The Netherlands, and New Zealand

For more information, visit www.relco.net