



# CHEESE REPORTER

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## Tariffs Suspended For Five Years After US, EU Reach Aircraft Truce

### Agreement Comes After US, EU Organizations Urged Leaders To Lift Retaliatory Tariffs

**Brussels, Belgium**—The United States and the European Union (EU) on Tuesday announced a cooperative framework to address their longstanding large civil aircraft disputes.

Under the agreement, tariffs that have been imposed by both the US and EU over the past two years have been suspended for five years. In March of this year, the US and EU had agreed on the mutual suspension of those tariffs for four months.

In the ongoing US dispute with the EU over illegal subsidies to Airbus, the US has been applying WTO-approved tariffs of 25 percent on a number of cheese and other dairy product imports from the EU since October 2019. In the ongoing EU dispute with the US over illegal subsidies to Boeing, the EU has been applying 25 percent tariffs on imports of several dairy products from the US since last November.

In advance of the EU-US summit in Brussels, more than 100

organizations, including a number of dairy and food industry organizations, had reiterated their call for the permanent removal of the tariffs on sectors unrelated to the ongoing aircraft disputes.

“The transatlantic relationship is of enormous economic importance to our sectors, and we are eager to see it protected and nurtured,” the organizations said. “We welcome the positive steps to de-escalate the disputes over the past few months and hope that both sides can build on this positive momentum to secure the permanent removal of retaliatory tariffs on our products.”

Among the organizations seeking the permanent removal of tariffs were the Cheese Importers Association of America, European Dairy Association, Eucolait (European Association of Dairy Trade), American Farm Bureau Federation, Farmers for Free Trade, National Association of State Departments of Agriculture, Food Export-Northeast, American Bakers Association, Corn Refiners

Association, Council for Responsible Nutrition, National Restaurant Association, Independent Restaurant Coalition, National Council of Chain Restaurants, National Retail Federation, and National Confectioners Association.

“Removing tariffs on unrelated sectors is essential to create the necessary certainty and stability to grow the transatlantic economy as it recovers from the COVID-19 pandemic,” the organizations stated. “Securing the permanent removal of tariffs on unrelated sectors will also allow both sides to establish a positive transatlantic trade agenda and focus on common areas of interest.”

Eucolait welcomed the announcement of a five-year truce in the Airbus/Boeing dispute.

The additional tariffs imposed on EU dairy exports reached hundreds of millions of dollars and had a serious impact on EU and US-based businesses alike, Eucolait said. While the US continues to be a major buyer of EU dairy products, imports of cheese from the EU dropped by 10 percent in 2020

• See **Tariffs Suspended**, p. 14

## House Members Voice Concerns Over EU's New Dairy Product Import Certificates

**Washington**—Four members of the US House this week expressed concern to a European Union (EU) official over the “staunch inflexibility” the European Commission has maintained this year regarding new entry certificate requirements for US dairy and meat exports.

The letter to Stavros Lambrinidis, EU ambassador to the US, was signed by US Reps. Ron Kind (D-WI), Jim Costa (D-CA), Jackie Walorski (R-IN) and John Katko (R-NY). Costa chairs the House Agriculture subcommittee on livestock and foreign agriculture.

“Currently, European policy makes exports of these products extremely difficult while EU member states enjoy robust access to the US market,” the letter said. “No fact more clearly demonstrates the asymmetry in our food and agricultural trade relationship” than the fact that US dairy exports to the EU, totaling about \$100 million annually, are less than one-tenth the amount of dairy exported annually from the EU to the US.

The European Commission’s decision to impose new export certificate requirements, set to take effect on Aug. 21, 2021, on dairy and meat exporters “exemplifies not only frequent changes in EU policymaking, but also the EU’s unduly prescriptive approach to

• See **EU Requirements**, p. 4

## Kansas Dairy Ingredients Plans \$45 Million Expansion, Will Make Cheese, Butter

**Overland Park, KS**—Kansas Dairy Ingredients Cheese Company will expand its operations in southwest Kansas, investing \$45 million and creating 40 new jobs in the Hugoton community, where its plant is located, Kansas Gov. Laura Kelly announced Wednesday.

The facility will produce American-style, Italian-style, Hispanic-style cheese and European-style cheese and butter. Currently, privately owned Kansas Dairy Ingredients manufactures and markets ultrafiltered concentrated milk products.

According to the company, a major factor in the decision to

• See **KDI To Expand**, p. 6

## PPDs All Negative Again In May; Class III Volume Under 1.5 Billion Lbs

**Washington**—The volume of milk pooled in Class III on the seven federal milk marketing orders that pay dairy farmers a producer price differential (PPD) totaled 1.45 billion pounds in May, up 117 million pounds from April but down more than 2.9 billion pounds from May 2020, according to the statistical uniform price announcements from those orders.

Class III volume on those seven federal orders has now been under 1.5 billion pounds in each of the first five months of 2021. Class III volume on those orders was also under 1.5 billion pounds in four of the last seven months of 2020.

All seven orders that pay producers a PPD reported negative PPDs again in May, ranging from negative 62 cents per hundred-

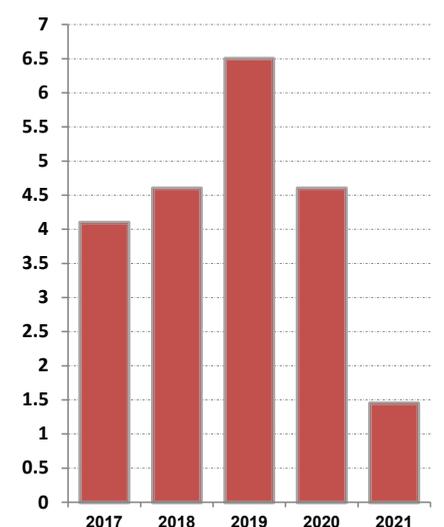
weight on the Northeast order to negative \$2.23 per hundred on the California order. That was the third time in five months that all seven orders posted negative PPDs; in February and March, the Northeast order had positive PPDs.

On the California federal order in May, the statistical uniform price was \$16.73 per hundredweight and the PPD was negative \$2.23 per hundred.

Class III volume on the California order in May totaled 24.0 million pounds, up about 3 million pounds from April but down 29 million pounds from May 2020. Class III volume on the California order has now been under 30 million pounds for 12 straight months.

• See **Negative PPDs**, p. 11

**Volume of Milk Pooled In Class 3**  
May of Last Five Years; billion lbs





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### Revising Yogurt Standard Of Identity Took Waaaaay Too Long

Last week, the US Food and Drug Administration finally issued a final rule amending the federal standard of identity for yogurt. While it's nice to see the yogurt standard finally modernized, it's frustrating and disheartening to look back at just how long this entire process has taken.

As noted in our front-page story last week (*scan the QR Code above to locate last week's CR*), the effort to amend the yogurt standard dates all the way back to the turn of the century. It was in February 2000 that the National Yogurt Association petitioned FDA to amend the standard of identity for yogurt.

Notably, the process of amending the yogurt standard actually outlasted the original petitioner: the National Yogurt Association became part of the IDFA more than two years ago.

Since the NYA submitted its petition more than 21 years ago, the process of amending the yogurt standard has been painstakingly slow. More than three years after that petition was submitted to FDA, the agency, in an "advance notice of proposed rule-making," announced that "a petition has been filed" requesting that the agency, among other things, amend the standard of identity for yogurt in numerous respects.

In that ANPR, which was published in the *Federal Register* on July 3, 2003, FDA requested comment on whether the actions requested by the petition would promote honesty and fair dealing in the interest of consumers. The original 90-day comment period was later extended by 60 days, so comments had to be submitted by Jan. 27, 2004.

Almost exactly five years later, on Jan. 14, 2009, FDA published a proposed rule to amend the yogurt standard. The comment period on that proposed rule ended Apr. 29, 2009, meaning that it's now been more than 12 years since interested parties submitted comments on the proposed rule.

After that comment period closed, the yogurt standard amendment process entered what might be considered a "dead period." That is, nothing actually happened for over a decade.

But that wasn't necessarily due to a lack of effort by stakeholders. For example, in a February 2015 letter, IDFA urged FDA to "move forward with finalizing the 2009 proposed rule" to update the yogurt standard, pointing out that the yogurt standard of identity "is in great need of modernization," and that existing standards for yogurt, nonfat yogurt and lowfat yogurt "are outdated and need modernization to reflect and accommodate new processing methods and technologies for food ingredients, as well as current consumer preferences and marketing trends."

IDFA's 2015 letter to FDA helps illustrate how long and dragged out the process to amend the yogurt standard has really been. In that letter, IDFA noted that, since 2009 (when the proposed rule was issued), there have been "many newcomers" to the US yogurt market, and that the dairy industry "is rapidly developing new dairy ingredients and processing technologies that should be accommodated in an updated yogurt standard."

Therein lies one of the big problems with this process being dragged out for so long. IDFA's letter was written roughly halfway between when FDA released its proposed rule and when the agency released its final rule.

So the comments made by IDFA six-plus years ago could have been amended say, a few weeks ago (before the final rule was issued) to remind FDA that the yogurt standard is in really, really great need of modernization, and that the existing standards are really, really outdated and desperately need modernization.

In recent years, the federal government has hinted that a final rule to amend the yogurt standard was forthcoming.

Specifically, the Trump administration's spring 2019 Unified Agenda of Federal Regulatory and Deregulatory Actions listed final action (the final rule) on the yogurt standard would be released in September 2019; its fall 2019 Unified Agenda listed final action on the yogurt standard would take place in May 2020; its spring 2020 Unified Agenda had a final rule being released in August 2020; and its fall 2020 Unified Agenda had a final rule being released in November 2020.

The bad news is that the Biden administration didn't release its spring 2021 Unified Agenda until last Friday; the good news is that the final rule amending the yogurt standard was no longer listed on the agenda, having been issued earlier in the week.

So what's the solution to the glacial pace of standards changes at FDA? In response to the agency releasing its final yogurt standards rule last week, Michael Dykes, IDFA's president and CEO, noted that FDA "has still not progressed on another long-overdue request from the food industry, filed in 2006, that requests a novel, horizontal approach to modernize all food standards developed and regulated by the agency."

That 2006 request, in the form of a citizen petition, helps illustrate the problem with standards changes. The petition was submitted in 2006 in response to a 2005 FDA proposed rule that would have instituted a process to modernize FDA standards of identity. That 2005 proposed rule, in turn, stemmed from a ANPR published by FDA and USDA's Food Safety and Inspection Service in 1995.

Last year, FDA reopened the comment period on that 2005 proposed rule, which indicates that this process is going nowhere fast. Indeed, the Unified Agenda released last week indicates that a proposed rule on food standards modernization won't be released until April 2022.

## World Dairy Trade Projected To Increase 2.6% In 2021, Cheese To Grow 2.7%

Rome, Italy—World exports of dairy products this year are forecast at 88 million tons (in milk equivalents), up 2.6 percent from 2020, driven by anticipated larger imports by China, Brazil, Mexico, Indonesia and Malaysia, according to the *Food Outlook* report released late last week by the UN Food and Agriculture Organization (FAO).

Strong economic growth prospects for 2021 and the real appreciation of the yuan that would increase per capita consumption and expand the consumer base are behind much of the import demand growth in China, the report noted. In Brazil and Mexico, while consumer demand for fresh milk and products remains somewhat subdued, demand for packaged and processed products is driving higher imports.

In the Middle East and North Africa, rising petroleum prices, the likely revival of economic activities and tourism and an expected rise in inbound expatriate workers are mainly behind the anticipated increase in dairy imports in many countries.

The potential revival of transshipment trade underpins probable import expansions in Malaysia and supports high trade volumes in Saudi Arabia.

By contrast, dairy imports by the United Kingdom, Australia, the United Arab Emirates, the European Union (EU) and Russia, among others, are forecast to fall in 2021. The anticipated contraction by the UK reflects market uncertainty stemming from port delays and regulatory controls at EU-UK customs following Brexit and lower food services demand due to continued market restrictions.

On the export side, much of the expected rise in global dairy demand in 2021 is likely to be supplied by the EU, the US, New Zealand, Australia and Belarus. Several other countries are also emerging as dairy exporters, namely India, Iran, Turkey, Mexico and Russia.

By volume, exports of cheese are forecast to expand the most this year, the report said. Cheese exports in 2021 are forecast at 3.5 million tons (7.7 billion pounds), up 2.7 percent from 2020 and the sixth straight year of expansion, driven by strong import demand by China, Russia, Iraq, South Korea, Japan, Saudi Arabia and Mexico, outweighing anticipated contractions in the UK and Australia.

In China, fast-expanding food service sales, western-style restaurants and bakery products are behind the 18-percent projected

increase in cheese imports. Given the growing popularity of cheese, as well as tariff reductions or larger tariff-rate quotas, South Korea and Japan are forecast to purchase more cheese products this year.

By contrast, the higher national cheese output may depress cheese imports by Australia. And unresolved trade regulatory issues and border control measures with the EU are impeding UK cheese imports.

Much of the increased global demand for cheese is forecast to be supplied by the EU, US, New Zealand, Australia, Belarus, and Iran, with possible declines in exports by the UK and Argentina, the report said.

World butter exports are forecast at 1.1 million tons in 2021, down 0.5 percent from 2020, due to expected increases in imports by China, Mexico, Saudi Arabia, the US and the Philippines, offset by likely contractions in Russia, the UK, United Arab Emirates and Australia.

New Zealand, the EU, Australia and India are forecast to meet the bulk of the expected global demand for butter. New Zealand's butter exports may rise by 1.7 percent to 433,000 tons, benefitting from buoyant demand from Asian markets, mainly China, while a possible increase in imports by East Asian and Middle Eastern markets may enable the EU to sustain but-

ter export growth at almost 2 percent, with a total of 321,000 tons.

World skim milk powder exports are forecast to reach 2.6 million tons in 2021, up 1.9 percent from 2020, resulting from expected increases in purchases mainly by China, Mexico, the Philippines, Malaysia, Algeria and Indonesia, partially offset by widespread import curtailments, especially by Vietnam, Thailand, Kazakhstan, Egypt and Russia.

The US, EU, India, New Zealand and South Africa are forecast to supply much of the anticipated increase in global SMP import demand this year. By contrast, particularly sharp declines in SMP exports are forecast for Canada, the UK, Belarus and Saudi Arabia.

World whole milk powder exports are forecast to approach 2.8 million tons in 2021, up 0.9 percent from 2020, primarily due to anticipated import expansions by China, Brazil, Russia, Saudi Arabia and Malaysia. However, due to likely increases in domestic milk production, lower food service sales, or both, coupled with economic downturns, WMP imports may fall significantly in Australia, United Arab Emirates and, to a lesser extent, in Algeria.

New Zealand, Argentina, Australia, the US, Mexico, Uruguay and Belarus are expected to supply much of the increased global import demand for WMP.



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## EU Requirements

(Continued from p. 1)

the regulation of agricultural trade which creates a looming cloud of uncertainty over whether access to the EU market will abruptly close," the letter said. "Prescriptive process rules for how importers must demonstrate the safety of their products are unduly restrictive and undermine progress in advancing the transatlantic trade relationship."

The House members who signed the letter said they are seeking the "personal involvement" of Lambrinidis "for satisfactorily resolving these matters quickly, including by reconsidering these burdensome requirements and in the meantime delaying their effective date, so that US exporters can assure their buyers that affected products will be available. These products include therapeutic foods for newborns and those receiving hospital care, as well as products for our military stationed throughout Europe."

The US Dairy Export Council (USDEC) and National Milk Producers Federation (NMPF) thanked the four House members for seeking to prevent disruptions of US dairy exports to the EU.

"The US government and American dairy industry have been making a reasonable request to delay implementation of the EU's new certification requirements, which fail to recognize the safety of US dairy products and the high level of animal health protections in our industry," said Krysta Harden, USDEC's president and CEO. "If the EU wants to steer its trade relationship with the US toward stronger ground, it should start by changing its plan to choke off access for dairy and other products later this summer."

"We appreciate the bipartisan-

ship support by key members of Congress writing to the EU ambassador, calling for immediate action to delay implementation of new, unwarranted certification requirements for US dairy and composite food products until US and EU government officials negotiate a mutually agreeable solution," said Jim Mulhern, NMPF's president and CEO.

### EU Dairy Group Also Concerned

House members and US dairy organizations aren't the only ones voicing concerns over the EU's new import certificates.

Late last month, Eucolait (the European Association of Dairy Trade) highlighted a "serious sanitary barrier" to dairy imports into the EU, created by requirements in the new import health certificate and differences between the European and third country frameworks for animal health and food safety.

Eucolait detailed its concerns in a letter to Sandra Gallina, the European Commission's director general for health and food safety.

As part of the new Animal Health Law, European Commission implementing regulation 2020/2235 concerning model health certificates became applicable on Apr. 21, 2021, Eucolait noted. Certificates issued in accordance with the old rules will be accepted until Oct. 20, 2021, provided they have been signed before Aug. 21, 2021, making that date the effective implementation date.

"Many of our key trading partners have submitted comments on the draft import conditions and certificates throughout the consultation and adoption process," Eucolait stated.

"Importing dairy products into the EU is only possible from a short list of countries, including most of the main dairy suppliers globally. The new certificates will make

these imports more complicated, if not impossible," Eucolait said. "The US authorities have indicated they will simply not be able to attest conformity of US dairy products and ingredients with these provisions which would result in a non-tariff trade barrier to dairy imports from the United States."

While it isn't Eucolait's objective to debate the efficiency of the EU food safety system, "it cannot be that countries that export millions of tons of dairy products to basically all markets around the world would be excluded from the European market by virtue of incompliance with EU animal health rules."

Any measures further restricting EU imports of dairy products and ingredients "cause significant economic damage to European importers and EU-based businesses reliant on imported ingredients," Eucolait noted. "Certain specialty ingredients currently cannot be sourced from within the EU and putting a stop to these imports will have heavy repercussions throughout the supply chain."

Eucolait urged the European Commission to "engage extensively" with all relevant trading partners to find acceptable solutions. If an immediate fix isn't possible, extending the current transitional period until 2023 "would probably allow for sufficient time to work through these issues and ensure that trade can continue in the longterm."

## Festo Introduces Pneumatic Cylinder For Cheese Presses

Festo recently introduced an application-specific pneumatic cylinder for cheese presses that the company said improves consistency and quality in large operations and low-volume artisan cheesemaking.

The stainless-steel outer body of the Festo CRD cylinder represents the latest in sanitary innovation as its unique bell-shaped construction provides best-in-class hygienic design, Festo said. The cylinders are lubricated with NSF-H1 grease, which is safe for human consumption and biodegradable. Four bore sizes are available, with forces ranging from 678 pounds (3016 N) to 4,237 pounds (18,850 N) at 6 bar.

CRD cylinders hold accurate pressure for the desired time to ensure precise process control, which optimizes product consistency and quality, Festo noted. To further enhance control, Festo offers the VTEM piezo operated directional valves to synchronize large banks of cylinders in automated systems, providing maximum flexibility and product range.

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

## FROM OUR ARCHIVES

### 50 YEARS AGO

**June 18, 1971: Washington—** New regulations being considered by USDA "would create an illegal barrier to the marketing of milk," WCMA and the National Farmers Union argued this week. Recommendations would also cut in half the quantity of milk qualified to share in the pricing benefits of the Chicago regional milk marketing order.

**Ames, IA—**Michigan State University food science professor emeritus G. Malcolm Trout was one of four Iowa State alumni to receive a Distinguished Achievement Citation. Trout earned the American Dairy Science Association Teaching Award and was a US delegate to the International Dairy Congress in Stockholm.

### 25 YEARS AGO

**June 14, 1996: St. Louis, MO—**Monsanto announced it has signed a contract with international engineering firm Fluor Daniel for the first phase of design of a new US facility to manufacture Posilac bovine somatotropin/bovine growth hormone. Monsanto said its decision was based on continuing growth of Posilac and the need to expand.

**Austin, TX—**Whole Foods Market, Inc. has reached an agreement to acquire Fresh Fields, Inc. in a stock merger valued at roughly \$134.5 million. Austin-based Whole Foods owns and operates the nation's largest chain of natural foods supermarkets, with 47 stores now open in 12 states.

### 10 YEARS AGO

**June 17, 2011: Sonoma, CA—**Ignazio "Ig" Vella, 83, a pioneer of the US specialty cheese industry, died at his home here on June 9. Vella, who was affectionately known as the "Godfather of artisan cheese," mentored many aspiring cheese makers and received a host of awards and accolades throughout his career.

**Los Angeles, CA—**The Los Angeles Unified School District voted to eliminate chocolate and strawberry milk from schools on July 1. LAUSD joins a growing number of school districts nationwide, including the District of Columbia, that only offer white milk due to the added sugar contained in flavored milks.



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## Specialty Food Sales Hit \$170.4 Billion; Foodservice May Take Years To Recover

New York—Specialty food sales, particularly dairy foods related to cooking and baking, reached record levels over the past two years as consumers hunkered down and food preparation became both a necessity and a diversion.

A report from the Specialty Food Association (SFA) looked at how the specialty food sector and the realities of the pandemic were inextricably tied over the year, with stay-at-home mandates influencing shopping decisions, category fluctuations, and channel sales.

Research from SFA's *State of the Specialty Food Industry, 2021-2022* edition, is based on sales data tracked across 63 categories, plus estimates for e-commerce and foodservice sales.

It includes analysis of market size and sales; retail dollar and unit sales growth; specialty food category penetration; and 10-year tracking and forecasting in key categories.

The report shows total specialty food sales hit \$170.4 billion in 2020. All food brick-and-mortar retail sales, both specialty and non, grew much faster between 2018 and 2020, spurred by COVID surge buying and at-home meal preparation and consumption.

Specialty food brick-and-mortar sales hit \$83.4 billion, jumping 24 percent at retail from 2018-2020, and 19.4 percent in 2020 alone. All food grew 17 percent at retail during the time frame compared to 3 percent from 2017-2019.

"The ripple across all channels of the specialty food industry has been tremendous," said SFA president Bill Lynch.

"We've seen businesses flex their creativity in ways they never could have imagined – from restaurants becoming pop-up specialty food grocers to makers increasing production to meet consumer demand," Lynch said.

Specialty categories related to cooking or baking at home soared, benefitting products like baking mixes, pasta and sauces, frozen entrees, and meat, poultry, seafood.

The top 10 categories in retail dollar sales include: meat, poultry and seafood; cheese and plant-based cheese; chips, pretzels and snacks; bread and baked goods; coffee and hot cocoa; desserts; entrees; chocolate and other confections; frozen lunch and dinner entrees; and condiments, dressings and marinades, respectively.

Dairy also features prominently in SFA's fastest-growing categories,

which include: seasonings; sauces, pasta and pizza; beans, grains and rice; refrigerated creams and creamers; plant-based meat alternatives; pasta; ready-to-drink coffee and tea; tofu; and shelf-stable creams and creamers, respectively.

Online shopping also boomed, up 170 percent between 2018 and 2020 and 80 percent from 2019 to 2020. The sales growth of brick-and-mortar and e-commerce offset foodservice's free-fall.

Foodservice has been gaining momentum over the past decade, accounting for roughly 20 percent to 22 percent of the specialty market sales. Stay-at-home orders and restaurant limits and closures saw sales drop 30 percent, resulting in a market share drop to 14 percent.

While the growth is unprecedented, it's not sustainable long-term, SFA reported. Brick-and-mortar sales are on track for above-normal growth through the end of 2021 but will then return to pre-pandemic levels of 4.4 percent compounded annual growth rate between 2022 and 2025.

In contrast to online and brick-and-mortar retail, sales to foodservice, which was devastated by the pandemic, fell off by 30 percent. Estimates predict foodservice's overall recovery will take years.

SFA highlighted specific ways the pandemic affected the specialty food sector, including:

**Plant-based competition.** The plant-based specialty food and beverage market grew 42 percent, nearly twice as fast as the entire specialty market. Much of the growth occurred in 2020 when surge shopping served as a gateway in some categories. But the plant-based sector is shifting as big CPG players innovate with massive funding and scale, and non-specialty ingredients.

**Center store rebirth** – A year of home cooking has led to consumers rediscovering the usefulness and necessity of a home pantry.

**Improving discovery.** Combined with limited in-store sampling, fewer demos, and the decimation of foodservice, 2020 was a rough year for innovation discovery. This will be one of the key issues in 2021 and beyond.

**Specialty's e-commerce visibility issue.** Related to diminishing discovery, specialty is facing challenges with the growth of online shopping as it allows fewer opportunities for impulse buys.

**Channel shifting.** Almost every online e-grocery market saw phenomenal growth in 2020, while drug stores gained new customers by adding grab-and-go and refrigerated aisles. Dollar stores continued pulling people from all other channels, and in 2021 are projected to account for 50 percent of all newly opened stores.



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### 2020 World Championship Cheese Contest Winners



- Jalapeno - Best In Class
- Pepper Jack - Best In Class
- Aged Asiago - 2nd Place
- Spicy Beer - 2nd Place

## USDA To Implement Dairy Donation Program, Other Efforts Within 60 Days

Washington—US Secretary of Agriculture Tom Vilsack on Tuesday announced additional aid to agricultural producers and businesses as part of the USDA Pandemic Assistance for Producers initiative.

As part of the Pandemic Assistance initiative announced in March, USDA had pledged to continue Coronavirus Food Assistance Program (CFAP) payments and to provide aid to producers and businesses left behind.

Implementation of the assistance announced Tuesday will continue within 60 days to include support to dairy farmers and processors, biofuels, timber harvesters, livestock farmers and contract growers of poultry, assistance for organic cost share, and grants for personal protective equipment (PPE).

In March, the US Department of Agriculture announced \$6 billion in available funds through Pandemic Assistance to support a number of new programs or to modify existing efforts.

Among the programming that is planned for implementation within 60 days is the following support for dairy farmers and processors:

**\$400 million:** The new Dairy Donation Program aims to facilitate the timely donation of dairy products to nonprofit organizations who distribute food to persons in need and prevent and minimize food waste. In mid-April, USDA provided advance notice of the minimum provisions to be included in the program to encourage the dairy industry to process and donate surplus milk supplies as it moves through the spring surplus milk production season.

Additional pandemic payments targeted to dairy farmers that have demonstrated losses that have not been covered by previous pandemic assistance.

**Approximately \$580 million:** Supplemental Dairy Margin Coverage (DMC) for small and medium farms. DMC, a voluntary risk management program for dairy producers, offers protection to dairy producers when the difference between the all milk price and the average feed price (the margin) falls below a certain dollar amount selected by the producer.

Other Pandemic Assistance programming that is planned for implementation within 60 days includes:

**\$700 million:** Pandemic Response and Safety Grants for PPE and other protective measures.

**\$700 million:** Biofuels producers.

**Up to \$20 million:** Additional organic cost share assistance, including for producers who are transitioning to organic.

As the US economy continues to gain strength, USDA is working with producers and agricultural businesses to ensure they have the resources and tools to thrive in 2021 and beyond, the agency said. The funding associated with USDA Pandemic Assistance is meant to serve as a bridge from disruptions associated with the pandemic to longer-term investments to help build back a better food system.

Through the USDA's Build Back Better initiative, the USDA has already announced \$5 billion in a mix of loans, grants and innovative financing to make investments to build a food sys-

tem that is more resilient against shocks, delivers greater value to growers and workers, and offers consumers an affordable selection of healthy food produced and sourced locally and regionally by farmers and processors from diverse backgrounds.

Also this week, Karama Neal, administrator of the USDA's Rural Development Rural Business-Cooperative Service unveiled a new grant program to help rural communities create good-paying jobs and support new business opportunities in high-growth fields.

Rural Innovation Stronger Economy (RISE) is intended to help rural communities identify and maximize local assets and connect to networks and industry clusters within their region. The new grant is intended to encourage a regional, innovation-driven approach to economic development.

The Rural Innovation Stronger Economy program provides grants of up to \$2 million to consortiums of local governments, investors, industry, institutions of higher education, and other public and private entities in rural areas.

The funds may be used to form job accelerator partnerships and create high-wage jobs, start or expand businesses, and support economic growth in the rural areas of their region.

Funding may also be used to establish and operate innovation centers and partnerships, such as integrating rural businesses into new supply chains, providing workforce training and identifying community assets.

Applicants are encouraged to contact their nearest USDA Rural Development state office ahead of the Aug. 2, 2021, application deadline for more information.

## KDI To Expand

(Continued from p. 1)

expand in Hugoton was the high-quality local milk supply. Milk production in Kansas has more than doubled since 2000, reaching a record 4.03 billion pounds in 2020, and has increased by more than 1 billion pounds since 2013.

"We are very excited to announce our expansion in Kansas and appreciate the collaboration of our local Hugoton leadership for their continued support," said Tim Gomez, CEO of KDI Cheese Company.

"The state of Kansas, our industry partners and KDI team associates made this possible," Gomez continued. "The local dairy community has invested greatly into Kansas for many years, and they have supported KDI since day one. We now have an opportunity to give that support back by providing a secure, long-term home for their milk."

"Our investment of \$45 million and creation of 40 new jobs in Hugoton is exciting for all of us. We started construction in December of 2020 and are on target to receive milk in October of 2021," Gomez added. "We have already added several positions to facilitate our training, thus minimizing the commissioning time once construction is complete."

"Western Kansas is booming with new agribusiness and food manufacturing investments," said Kansas Lt. Gov. and Commerce Secretary David Toland.

Just last month, Hilmar Cheese Company and Gov. Kelly jointly announced that the company plans to build a new cheese and whey protein processing plant in Dodge City, KS, which is less than 100 miles from Hugoton. Hilmar's new facility is expected to create 247 new jobs and represents \$460 million in capital investment.

"KDI is seizing an incredible opportunity; there's never been a better time to grow in Kansas," Toland continued. "We're so grateful for their decision to invest even more in Hugoton and in our state, and we will continue to be the strongest possible partner to exceptional agribusinesses like KDI."

"Due to our talented workforce, central location, and agricultural excellence, Kansas' reputation as a global leader in the agribusiness and food manufacturing sectors is undeniable," Kelly said.

"Kansas Dairy Ingredients is a great asset to our community," said Hugoton Mayor Jack Rowden. "KDI has been providing good jobs in Hugoton since they came here in 2013. KDI continues to expand their operation and with the new expansion will be providing 40 new job opportunities for our citizens. KDI is building a solid foundation for future generations to come work and live in Hugoton."

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## Shipping Container Shortages Placing 'Heavy Strain' on US Ag Exporters

Washington—Shipping container shortages at US ports “have placed a heavy strain on our agricultural exporters, leaving them without access to international markets and no guarantee that their product will be delivered on time,” according to US Rep. Salud Carbajal (D-CA).

Carbajal chairs the House Transportation and Infrastructure subcommittee on Coast Guard and maritime transportation, which held a hearing Tuesday on the impacts of shipping container shortages, delays, and increased demand on the North American supply chain.

Container shortages also cause backups in port terminals, where containers are stacking higher than ever, making it more difficult for truckers to move containers across the US, Carbajal said. Longshore workers are “burning both ends of the candle trying to keep pace with the deluge of imports.”

Delays are costly not only in time lost, but also in the application of detention and demurrage fees for lengthy container storage times both on ships and in docks, Carbajal continued. For example, container turnaround times have nearly doubled, from 60 to 100 days. Add to that peak-season surcharges, “and it becomes very difficult for our exporters to compete in the global marketplace.”

### Largest Import Boom In History

When President Biden designated him chair of the Federal Maritime Commission (FMC) on Mar. 29, 2021, “I stepped into the position in the midst of the largest import boom in US history,” said Daniel B. Maffei. “Key US gateways for container shipping have handled cargo volumes that have been high and frequently record breaking.”

With such high demand for imports, container shipping prices “have rocketed up. The Shanghai Containerized Freight Index indicated that for May average freight costs are three times as high as they were this time last year,” Maffei said. An individual shipper needing to find a container on the spot market will likely pay an even higher multiple.

“And cost certainly is not the only challenge,” Maffei added. “For many shippers, finding a container and/or space on a ship has been sometimes impossible at any cost.”

Of “particular concern” to Maffei is the effect of the import boom on US exports and the increases in price and lack of availability of containers for export. While carriers “are actually transporting more containers for our exports than in previous years, the number pales in comparison to the boom in imports

and there is some truth that ocean carriers will carry fewer containers of American exports than they otherwise would have in order to get empty containers more rapidly back to Asian ports to fill with higher value import loads.”

Maffei said it’s important to understand that the nature of the current crisis and the ocean freight system make it impossible for the FMC, or even the US government as a whole, to alter or counteract much of the current situation. First, the difficulties are global. Congestion, reliability, and cost issues are impacting ports, businesses, and ocean-linked transportation networks not just in the US but in Europe, Asia, the Indian Sub-Continent, Australia.

Second, Maffei noted that the crisis is really one that does not just affect ocean shipping but goes up and down an interconnected US supply chain. Issues related to increased port congestion and diminished ocean carrier performance stretch far from the dockside of any marine terminal and deep into the interior of the US.

Third, the primary reason for the congestion, high prices, and lack of reliability is that the demand for cargo shipping has outstripped the supply, Maffei said.

The law does not allow the FMC to set rates or set a ceiling for what it costs to move an ocean container, nor does it allow the FMC to demand that ships service certain ports, carry particular products, or establish a quota for the number of export containers it must accommodate, Maffei said. “If a sky-high cost for shipping a container is due simply to the laws of supply and demand, we have no authority to change that.”

### A ‘Container Movement Problem’

The World Shipping Council (WSC), a trade association whose goal is to provide a coordinated voice for the liner shipping industry, and its members “are fully aware of and working hard to help resolve the disruptions to the US international ocean transportation system that have been caused by a confluence of consumer demand and disruption,” said John W. Butler, WSC president and CEO.

Simply put, “we do not have a container supply problem, we have a container movement problem,” Butler stated.

Congestion exists at each of the intermodal links in the supply chain, Butler said. Container shortages “are being caused by the fact that thousands and thousands of containers are stuck aboard ships at anchor, on port terminals waiting to be picked up, on railcars and trucks, waiting to be unloaded, and at inland warehouses and dis-

tribution centers that cannot process cargo fast enough to empty containers and put them back in circulation.”

The problem is not so much that there are not enough containers, but rather that containers are not moving through the supply chain as they should, Butler added.

All shippers, both importers and exporters, have been affected by the bottlenecks that have been caused by the import-induced supply chain congestion, Butler said. While there have been allegations that exporters of agricultural products have been disproportionately affected, US agricultural exports “are at record levels.”

By way of context, containerized cargo is a small percentage of total agricultural exports, Butler explained. Exports to Canada and Mexico move almost entirely by land transportation. For agricultural exports moving by sea, “the overwhelming majority are exported on bulk freighters.”

Moreover, there is a “huge variation” among commodities in terms of what travels in containers, Butler continued. For example, less than 5 percent of corn, soybeans and wheat travel by container. Exports requiring refrigeration, such as dairy, pork and beef, travel almost exclusively by container.

Among solutions, the Agriculture Transportation Coalition

(AgTC) and National Pork Producers Council (NPPC) recommends the following, according to Jen Sorenson, NPPC president: expand hours for US ports; mandate ocean carriers carry export cargo at safe capacity levels; and support and expedite the FMC enforcement of its detention and demurrage rule.

Krysta Harden, president and CEO of the US Dairy Export Council (USDEC), urged leaders of the House Transportation and Infrastructure Committee to ensure that their oversight action “results in tangible action to alleviate and resolve the challenges exporters face.”

“Dairy producers throughout the country are feeling the consequences of port congestion as delays in loading US dairy exports onto carriers creates a chilling effect on farmgate milk prices,” said Jim Mulhern, president and CEO of the National Milk Producers Federation (NMPF).

USDEC and NMPF believe the FMC should require ocean carriers to certify that they are complying with the agency’s guidelines, and urged Congress to allocate sufficient resources to the FMC to ensure complaints of carrier malpractice are prioritized and investigations are expedited to prevent shipping carriers from engaging in unfair trade practices.

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## Foundation For Food, Ag Research Awards Grant To Back Net Zero Effort

Rosemont, IL—The Foundation for Food and Agriculture Research (FFAR) has awarded a \$10 million grant in support of US dairy's Net Zero Initiative (NZI) as a critical on-farm pathway to advance the industrywide 2050 Environmental Stewardship Goals set through the Innovation Center for US Dairy.

The funding will support a six-year project that will produce data to be shared among the community to: provide measurement-based assessments of dairy's greenhouse gas footprint for feed production; and set the stage for new market opportunities related to carbon, water quality and soil health.

The FFAR grant will be matched by financial contributions from NZI partners such as Nestlé, the dairy industry, including Newtrient, and in-kind support for a total of \$23.2 million. The funds will be managed by the Dairy Research Institute (DRI), a non-profit entity founded and staffed by Dairy Management Inc. (DMI) to conduct research on behalf of the industry.

DMI scientists will serve as the project leads to address research gaps in feed production and manure-based fertilizers that, once filled, will enable new markets, incentives and investments in dairy sustainability, DMI said.

The project will be executed

across four dairy regions responsible for about 80 percent of US milk production: Northeast, Lakes, Mountain and Pacific. It entails a collaboration of NZI, the Soil Health Institute and leading dairy research institutions, including: Cornell University, University of California at Davis, Texas A&M AgriLife Research, University of Wisconsin-Madison, University of Wisconsin-Platteville, University of Vermont, and US Department of Agriculture Agricultural Research Service (USDA ARS) Northwest Irrigation and Soils Research in Kimberly, ID.

Dozens of dairies representing climates and soils of these major production regions will participate in a baseline survey of soil health and carbon storage. Also, eight farms, including five operating dairies, two university research dairies and one USDA ARS research farm, will participate in the project.

These pilots will be used to engage farmers in soil health management practices and monitor changes in greenhouse gas emissions, soil carbon storage, soil health and water quality.

"After six years, we will have data that accurately reflect our farms' greenhouse gas footprint for dairy crop rotations with consider-

ation for soil health management practices and new manure-based products," said Dr. Jim Wallace, senior vice president of environmental research for DMI.

"Through the adoption of soil health systems, research has shown many on-farm and environmental benefits," said Dr. Christine Morgan, chief scientific officer at the Soil Health Institute, a global non-profit with a mission to safeguard and enhance the vitality and productivity of soil through scientific research and advancement.

"Addressing the US dairy industry's emissions is a critical solution to climate change," said Dr. Sally Rockey, FFAR executive director. "I know dairy farmers are working hard to decrease their environmental footprint and I'm thrilled to support their efforts by advancing research needed to adopt climate-smart practices on dairy farms across the country."

Through foundational science, on-farm pilots and development of new product markets, the Net Zero Initiative aims to knock down barriers and create incentives for farmers that will lead to economic viability and positive environmental impact.

NZI is an industry-wide effort led by six national dairy organizations: DMI, Innovation Center for US Dairy, International Dairy Foods Association, Newtrient, National Milk Producers Federation and the US Dairy Export Council.

NZI hopes to support the industry to advance toward its collective goals, realize untapped value to support economic viability and enable other industries and communities to be more sustainable.

For more information about dairy sustainability, visit [www.usdairy.com/sustainability](http://www.usdairy.com/sustainability).

## House Bill Would Create Formal Definition For 'Natural Cheese'

Washington—US Rep. Ron Kind (D-WI) last Friday introduced the bipartisan Codifying Useful Regulatory Definitions (CURD) Act, which would create a formal definition of "natural cheese" to ensure consumers are fully informed when purchasing cheese.

The bill currently has 11 co-sponsors, including seven Democrats and four Republicans.

Similar legislation was also introduced in both the House and Senate in 2019 and in 2018.

Under the CURD Act, natural cheese would be defined as cheese that is produced from animal milk or certain dairy ingredients and is produced in accordance with established cheesemaking standards.

The term "natural cheese" would not include pasteurized process cheeses, pasteurized process cheese foods, pasteurized cheese spreads, pasteurized process cheese spreads, pasteurized blended cheeses, or any products comparable to those products; as well as cold pack cheeses or grated American cheese food.

"The term 'Natural Cheese' has been used broadly in the dairy processing industry for decades to help differentiate cheese made with fresh milk and dairy ingredients from pasteurized processed cheese," noted John Umhoefer, executive director of the Wisconsin Cheese Makers Association (WCMA).

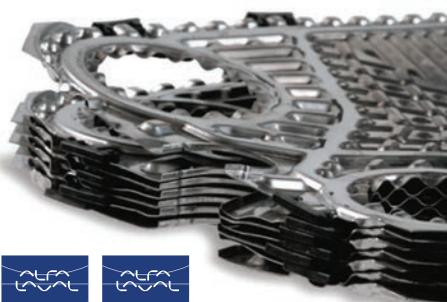
"We need to ensure customers have the information they need to keep purchasing the quality Wisconsin cheese families have enjoyed for generations," Kind said.

## From Presses to Plate Packs

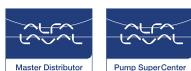
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## CMAB Launches Food Service Competition To Focus On To-Go Dishes

Tracy, CA—The California Milk Advisory Board (CMAB) this week announced the launch of a food service competition challenging professional chefs to create innovative “to-go” dishes using California dairy products.

The “CADairy2Go” competition is inspired by chefs and food service operators who made quick, creative pivots to adjust their menus for the takeout and delivery model during the disruption caused by the pandemic.

The Real California Milk food-service team selected 12 culinary professionals to participate in this event, representing a variety of food service backgrounds, including experience in major restaurant chains, broadline distributors, independent restaurants, ghost kitchens and food trucks.

Each chef will submit one dish in either the Cal-Mex or Cheese+Mac category, as well as a second dish under Innovate-To-Go, which allows for creativity beyond their assigned category. All dishes must be optimized for the takeout or “to-go” experience and incorporate California cheese and other dairy ingredients.

The CADairy2Go participants are: Carrie Baird, Rose’s Classic Americana, Boulder, CO; Victoria Elizondo, Conchinita & Co., Houston, TX; Gina Galvan, Mood for Food, San Juan Capistrano, CA; Gina Genschlea, Revolution Winery & Kitchen, Sacramento, CA; Nelson German, alaMar Kitchen & Bar, Sobre Mesa, Oakland, CA; Heidi Gibson, The American Grilled Cheese Kitchen, San Francisco, CA; Marti Lieberman, Mac Mart, Philadelphia, PA; Brian Mullins, Ms. Cheezious®, Miami, FL; Tamra Scroggins, Grill Concepts, Los Angeles, CA; Alex Sadowsky, Twin Peaks, Dallas, TX; Manish Tyagi, Aurum, Los Altos, CA; and Mary Grace Viado, Village Tavern, Birmingham, AL.

Chefs will win cash prizes from \$500 to \$5,000. Two finalists from each category will earn a trip to Napa, CA, where they will compete in a live cook-off event July 28 at the Culinary Institute of America’s Copia location.

“The past year has challenged chefs to be strategic in creating dishes that are not only comforting but can also hold up for an off-premise dining experience. This competition leverages the off-premise dining trends that emerged during this time and celebrates chefs who worked to respond quickly to consumer needs,” said Nancy Campbell, business development consultant for CMAB Foodservice.

## Bulk-Tank Somatic Cell Counts In 2019 Were Similar To 2018 In Four Orders

Washington—Bulk-tank somatic cell counts (BTSCCs) from four monitored federal milk marketing orders in 2019 were within 5,000 cells per milliliter of their 2018 values, so finds a report from USDA’s Animal and Plant Health Inspection Service (APHIS).

BTSCCs from monitored federal orders are indicative of the quality of the US milk supply. Milk-weighted BTSCCs account for the amount of milk shipped by a producer, resulting in an overall BTSCC mean of monitored milk.

BTSCCs are used as measures of milk quality and as indicators of overall udder health. There is an inverse relationship between BTSCCs and cheese yield and the quality/shelf life of pasteurized fluid milk, the report pointed out.

To ensure high-quality dairy products, dairy cooperatives and proprietary handlers monitor BTSCCs in milk shipments using standards outlined in the US Pasteurized Milk Ordinance (PMO). In the US, 750,000 cells per milliliter is the legal maximum BTSCC for Grade A milk shipments.

Although there has been support in recent years for lowering the US Grade A milk maximum BTSCC to 400,000 cells per milliliter, no changes to the PMO have been made. Four states have reduced the maximum BTSCC limit per shipment for producers in their states: California (600,000), Idaho (400,000), Oregon (500,000) and Washington (400,000).

In 2019, monitored milk from the Central, Mideast, Southwest and Upper Midwest federal orders originated from 18,792 dairy producers representing 55.0 percent of

the country’s 34,187 licensed dairies. This monitored milk accounted for 98.8 billion pounds (45.2 percent) of the 218.4 billion pounds of milk produced in the US.

Producers in 31 states marketed at least one milk shipment through one of the four monitored federal orders during 2019. States that shipped more than 60 percent of the total state milk production were located in each of the four monitored orders. The remaining milk from these states was shipped through a nonmonitored order.

In 2019, the milk-weighted geometric BTSCC mean in the US was 171,000 cells per milliliter, essentially unchanged from 2018. The producer BTSCC — which is a geometric, nonmilk-weighted mean of all shipments — was 204,000 cells per milliliter in 2019, down from 206,000 in 2018.

More than 99.5 percent of monitored milk and shipments met the current PMO limit of 750,000 cells per milliliter. During all months monitored, 97.7 percent of milk produced was below 400,000 cells per milliliter, and 74.3 percent of producers shipped milk below this limit for the entire year. Of 18,792 producers, 97.8 percent shipped milk with BTSCCs below 750,000 during all months monitored.

Also in 2019, about 45 percent of shipments from each monitored federal order had BTSCCs from 200,000 to 399,000 cells per milliliter. More than 90 percent of shipments in the Mideast and Upper Midwest orders (95.1 and 91.0 percent, respectively), and more than 80 percent of shipments in the Central and Southwest orders (88.5 and 83.1 percent, respec-

tively) shipped milk with BTSCCs below 400,000 cells per milliliter.

From 2014 through 2019, the percentage of total milk shipped with BTSCCs less than 200,000 cells per milliliter increased from 53.9 to 65.6 percent of milk shipped. The percentage of total milk with counts less than 400,000 cells per milliliter increased from 95.5 to 97.7 percent during the same period.

Since 2015, milk-weighted BTSCCs have declined for all four monitored federal orders. In 2019, the BTSCCs for the four orders were relatively unchanged from 2018, with the Upper Midwest having the lowest counts at 158,000 cells per milliliter.

In total, 13 states marketed 60 percent or more of the milk produced in their states through the four monitored federal orders and accounted for 95.5 percent of the monitored milk. Compared with 2018, seven of the 13 states had decreased BTSCCs in 2019, five states had an increased count, and Wisconsin was unchanged.

Monthly monitoring continues to show that milk-weighted BTSCCs peak during from July through September when higher temperatures and humidity increase stress on cows and conditions are more favorable for bacterial growth. In 2019, monthly milk-weighted BTSCCs were highest during August (192,000 cells per milliliter) and lowest in April (160,000 cells per milliliter).

For the four monitored federal orders, producers who shipped less than 500,000 pounds of milk per month had higher average milk-weighted BTSCCs during each month of 2019. The amount of milk shipped per month is a proxy for herd size, which has been of interest in terms of milk quality.



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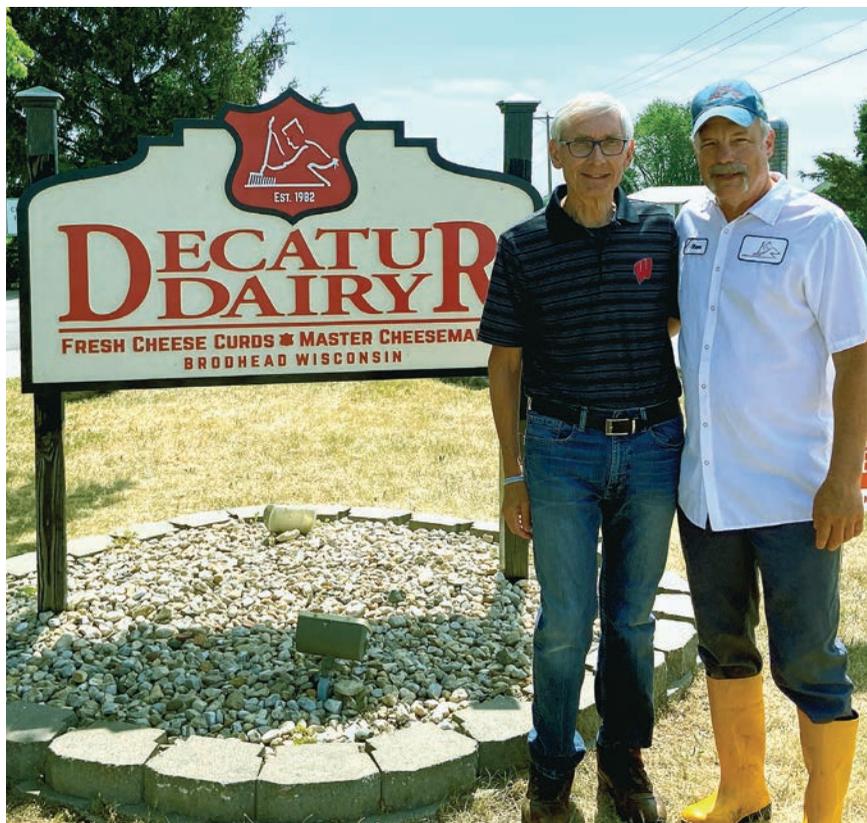
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## Wisconsin Governor Evers Visits With Decatur Dairy; Discusses Grants



Wisconsin Governor Tony Evers (left) visited with Steve Stettler of Decatur Dairy at the cheese plant here in Brodhead, WI, on Thursday.

**Brodhead, WI**—Wisconsin Gov. Tony Evers visited Decatur Dairy in Brodhead, WI, Thursday to see how the company will use its recently awarded Dairy Processor Grant to purchase the engineering involved in building a warehouse that will store product.

A total of 15 Wisconsin dairy companies, including Decatur Dairy, recently received Dairy Processor Grants from the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP).

A total of \$200,000 was available for this year's Dairy Processor Grants, with a maximum of \$50,000 allowed for each project.

DATCP received 18 grant requests this year, totaling more than \$630,000. Recipients are required to provide a match of at least 20 percent of the grant.

The grants are designed to foster innovation, improve profitability, and sustain the long-term viability of Wisconsin's dairy processing facilities.

As part of the 2021-2023 biennial budget, Evers proposed increasing the available funding for Dairy Processor Grants to \$600,000 each year; the state legislature's Joint Finance Committee recently approved increasing the available funding to \$400,000 per year.

## DEATHS

**John "Jack" H. Baker**, 69, lifelong Wisconsin cheese maker, passed away June 11, at his home in Dundee, WI. Following college, Baker joined the family cheese business, eventually becoming a third-generation co-owner of Baker Cheese until his retirement in 2009. Baker Cheese is located in St. Cloud, WI, and is well-known throughout the industry for its award-winning String cheese. Jack Baker led a major expansion of the cheese factory in 1999, and was a longtime member of the Wisconsin Cheese Makers Association (WCMA).

**Thomas J. "Tommy" Wanserski**, 42, died April 14, in Wausau, WI. Wanserski served 15 years at Rocket Industrial, earning multiple sales awards, and helping the company achieve several advancements in the industrial packaging industry.

## PERSONNEL

**Enerquip** has recently welcomed TROY WEIK as the company's new sales and channel manager, responsible for providing leadership to Enerquip's skilled sales engineers and fostering relationships with business partners. Weik succeeds RON HERMAN, who has been promoted to director of business development. Weik brings 30 years of process engineering and operations management experience to Enerquip. Most recently, he served as director of sales and marketing at Membrane Process & Controls in Edgar and before that, was operations director at A&B Process Systems in Stratford.

ROBERT CHESLER has been tapped as the new CEO of **United Dairymen of Arizona (UDA)**, succeeding interim CEO CRAIG CABALLERO. Caballero has served as interim CEO for the past three months, and will continue to lead as UDA board president. Chesler brings over a decade of global dairy trade with StoneX Financial, Inc.

CHUCK CZUPRYNSKI, director of the **University of Wisconsin-Madison Food Research Institute (FRI)**, will retire at the end of the month. Czuprynski has served as FRI director since 2008. He will be succeeded by CHUCK KASPAR, who is a member of FRI's Executive Committee.

MARTHA SCOTT POINDEXTER has been appointed chief operating officer for the **US Dairy Export Council (USDEC)**, effective July 8. Poindexter most recently served as minority staff

director for the US Senate Agriculture Committee, working for Sen. John Boozman (R-AR). She also served as majority and minority staff director of the Senate Ag Committee and as staff director for the US Senate Select Committee on Intelligence. Poindexter's career also includes six years with agri-business concern Bunge as vice president of government and industry affairs, and working as director of government relations for Monsanto.

SANAH BAIG has been appointed chief of staff for research, education and economics for the **US Department of Agriculture (USDA)**. Baig most recently served as chief of staff at the Good Food Institute, and also served as program director at the National Association of Counties. During the Obama administration, she served for nearly six years in a variety of capacities at USDA including serving as an advisor in the Office of the Secretary, special advisor in Rural Development, and confidential assistant in the Marketing and Regulatory Programs (MRP) mission area. KATIE ZENK has been appointed chief of staff for USDA's marketing and regulatory programs. Previously, Zenk served as staff director of the House Agriculture subcommittee on Livestock and Foreign Agriculture, full House Ag Committee economist, and professional staff during consideration of the 2018 farm bill on the committee. Prior to her time with the committee, she held several roles with Land O'Lakes, Inc.

## RECOGNITION

Co-CEOs DONN DeVELDER and SHERYL MESHKE of Associated Milk Producers, Inc., have been recognized by the **Cooperative Communicators Association (CCA)** for excellence in effectively integrating communication into their leadership style. They are the 25th honorees to receive the award, which recognizes leaders of a broad spectrum of cooperative businesses. DeVelder and Meshke assumed their roles as co-CEOs in 2014. DeVelder joined AMPI in 1985 as a field representative. He later served as executive senior vice president, responsible for fluid marketing, human resources and member services. Meshke joined AMPI in 1991, and during her tenure led communications, public affairs, human resources and strategic planning. Before becoming co-CEO, she was the executive senior vice president in charge of leading strategic initiatives to strengthen the cooperative's performance and value.

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## Allied Blending Receives Patent For Anticaking Agent For Divided Cheese Product

**Washington**—The US Patent and Trademark Office (USPTO) this week awarded a patent for an anticaking agent for cheese, comprising one or more dairy ingredients and one or more non-dairy ingredients.

Inventors are Ashok Patel, John Fannon and Randy Schmelzel. The patent was assigned to Allied Blending LP.

The patent disclosure relates to compositions used for treating divided cheese, for example to prevent sticking, clumping, or caking and compositions thereof. While there are many anticaking compositions commercially available, they are often expensive and may deteriorate the performance of the cheese in finished products, the patent description noted. These compositions also generate considerable dust during packaging, and are a health hazard to workers.

Accordingly, the patent discloses anticaking products for use on divided cheese usable at higher percentage compared to conventional anticake treatments with no or minimal impact on flavor and textural properties, such as mouthfeel, oiling, shredding, and stringing, while inhibiting excess browning. The patent provides an anticaking agent for cheese comprising 20 to 70 percent weight percent one or more dairy ingredients, and 30 to 80 percent weight percent one or more non-dairy ingredients, wherein the anticaking agent can be applied to divided cheese to prevent caking.

In certain embodiments, the one or more dairy ingredient is chosen from dairy product solids (milk permeate powder, whey permeate powder, deproteinized whey, or combinations thereof), cheese whey powder, sweet dairy whey powder, non-hygroscopic dried whey, whey powder, whey protein concentrate, whey protein isolate, milk protein concentrate, milk protein isolate, whey cream, whey protein-lipid concentrate, rennet casein, calcium caseinate, sodium caseinate, milk minerals, milk calcium, milk calcium phosphate, lactose, skim milk powder, nonfat dry milk, acid casein, and combinations thereof.

In certain embodiments, the one or more non-dairy ingredient is chosen from cellulose, sugarcane fiber, calcium sulfate, calcium phosphate, dicalcium phosphate, silicon dioxide, starch, dextrose monohydrate, glucose oxidase, natamycin, potassium sorbate, mineral oil, high oleic sunflower oil, and combinations thereof.

## Negative PPDs

(Continued from p. 1)

Class III utilization on the California order in May was 1.2 percent, up from 1.1 percent in April but down from 2.8 percent in May 2020, which was the last time Class III utilization was above 2.0 percent.

In May, a total of 2.03 billion pounds of milk was pooled on the California order, up 117 million pounds from April and up 128 million pounds from May 2020. The volume of milk pooled on the California order hasn't topped 2.1 billion pounds since January 2020, when it totaled 2.34 billion pounds.

Class IV volume on the California order in May totaled 1.49 billion pounds, up 127 million pounds from April, up 163 million pounds from May 2020, and the highest Class IV volume ever on the California order.

Class IV utilization in May was 73.4 percent, up from 71.2 percent in April, up from 69.8 percent in May 2020 and the highest Class IV utilization percentage ever on the California order.

On the Upper Midwest order in May, the statistical uniform price was \$17.52 per hundredweight and the PPD was negative \$1.44 per hundred.

Class III volume on the Upper Midwest order in May totaled 325.7 million pounds, down 29.3 million pounds from April and down 2.0 billion pounds from May 2020. Class III volume on the Upper Midwest order has now been under 400 million pounds for four straight months.

Class III utilization in May was 34.7 percent, down from 38.3 percent in April and down from 83.9 percent in May 2020. Class III utilization on the Upper Midwest order has now been under 40 percent for four straight months.

In May, a total of 938.7 million pounds of milk was pooled on the Upper Midwest order, up 11.6 million pounds from April but down 1.84 billion pounds from May 2020. That marked the fourth straight month in which less than 1.0 billion pounds of milk was pooled on the Upper Midwest order.

On the Southwest federal order in May, the statistical uniform price was \$17.32 per hundredweight and the PPD was negative \$1.64 per hundred.

Class III volume on the Southwest order in May totaled 32.6 million pounds, down 2.8 million pounds from April and down 13 million pounds from May 2020. Class III utilization was 3.2 percent, down from 3.5 percent in April and 4.95 percent in May 2020.

A total of 1.01 billion pounds of milk was pooled on the Southwest order in May, up 2.4 million

pounds from April and up 83 million pounds from May 2020.

The Central order's statistical uniform price in May was \$16.78 per hundredweight and the PPD was negative \$2.18 per hundred.

In May, Class III volume on the Central order totaled 39.1 million pounds, down 8.2 million pounds from April and down 509 million pounds from May 2020. Class III utilization on the order was 4.25 percent, down from 5.1 percent in April and down from 39.3 percent in May 2020.

A total of 919.8 million pounds of milk was pooled on the Central order in May, down 10.7 million pounds from April and down 472 million pounds from May 2020.

On the Mideast order, the statistical uniform price was \$17.43 per hundredweight and the PPD was negative \$1.53 per hundred.

Class III volume on the Mideast order totaled 255.6 million pounds, up 113.7 million pounds from April but down 336 million pounds from May 2020. Class III utilization was 18.0 percent, up from 11.0 in April but down from 33.1 percent in May 2020.

A total of 1.42 billion pounds of milk was pooled on the Mideast federal order, up 134 million pounds from April but down 364 million pounds from May 2020.

On the Northeast order, the statistical uniform price was \$18.34 per hundredweight and the PPD was negative 62 cents per hundred.

Class III volume on the Northeast order in May totaled 589.3 million pounds, up 31.7 million pounds from April but down 36 million pounds from May 2020. Class III utilization was 25.3 percent, up from 24.5 percent in April but down from 27.1 percent in May 2020.

A total of 2.33 billion pounds of milk was pooled on the Northeast order in May, up 48 million pounds from April and up 16 million pounds from May 2020.

On the Pacific Northwest federal order in May, the statistical uniform price was \$17.26 per hundredweight and the PPD was negative \$1.70 per hundred.

Class III volume on the Pacific Northwest order totaled 180.6 million pounds, up 8.3 million pounds from April but down about 3 million pounds from May 2020. Class III utilization was 28.6 percent, up from 28.2 percent in April but unchanged from May 2020.

In May, a total of 632.0 million pounds of milk was pooled on the Pacific Northwest federal order, up 21 million pounds from April but down 10 million pounds from May 2020.

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## Judges Selected For 2021 WDE Dairy Products Contest; Entries Due July 16

**Madison**—The judging team for the World Dairy Expo Championship Dairy Products Contest was announced Monday by the Wisconsin Dairy Products Association (WDPA), event host.

This year's contest features 93 classes – up from 86 classes in 2019 – covering a wide variety of dairy products. Forty-eight technical judges from around the US have been selected to judge this year's entries, WDPA said.

Robert Bradley will return as head judge, aided by three assistant head judges: Greg Kinate, Cheese & Butter category; Scott Rankin, Ice Cream category; and Doug Allen, Grade A category. The 48 contest judges include:

**Cheese:** Ian Bodkin, Vivolac Cultures; Steve Funk, Nelson-Jameson; Gary Gosda, Lake Country Dairy; Jeff Jirik, Prairie Farms; Matt Zimbric, Foremost Farms USA; Michelle Malone, Schreiber Foods; Kyle Koll, Sargento Foods; Shawn Sadler, AMPI; Eric Vorpahl, Masters Gallery Foods; Bill Rufenacht, Dairy Connection; Steve Schenkoske, TOSCA; Tammy Miller, Colony Brands; and Adam Porath, Winona Foods.

**Butter:** Kory Hyvonen, Oshkosh Cheese, and Noreen Ratzlaff.

**Fluid Milk:** Trevor Bone, Tate & Lyle; Tori Boomgaarden, Kemps; Tom Gruetzmacher, Bay Valley Foods; Tim Harried, Denali Ingredients; Hoss Langhoff; Charlie Mack, Prairie Farms; George Strayer; Chuck Yarris, QCS Purchasing; Kevin Young, Dean Foods; and Jane Zeien, Denali Ingredients

**Cottage Cheese:** Barry Spors, Organic Valley, and Herb Wyckoff, Crest Foods

**Ice Cream:** Trevor Bone, Tate & Lyle; Connie Kellogg, CK Development; Tom Kelman, Kelman Consulting; Rob Lagerlof, Prairie Farms; Greg Nielsen, Dairy Ingredients; Barry Spors and Daryl Spors, Organic Valley; Eric Thomsen, The Chocolate Shoppe; Chuck Yarris, QCS Purchasing; and Jane Zeien, Denali Ingredients

**Sour Cream:** Ian Bodkin, Vivolac, and Mike Cigich, Chr. Hansen

**Sour Cream Dips:** Dave Buteyn, Vivolac Cultures, and Doug Vargo, IFF

**Whey:** Susan Larson, Wisconsin Center for Dairy Research (CDR), and Jenny Reuter, Foremost Farms

**Yogurt:** Rob Lagerlof, Prairie Farms; Michelle Malone, Schreiber Foods; Gary Pieper, Chr. Hansen; Dave Potter, Dairy Connection

Contest judging will be held Aug. 17-19 at the Madison College Culinary Arts School. Cheese and butter products will be judged on Aug. 17; Grade A entries on Aug. 18; and ice cream and whey products on Aug. 19.

### Rules For Each Product Category

This year's cheese category features 32 separate classes. Each entry must be in its original form as hooped, and cheeses cannot be cut or sampled with a trier, minus a few exceptions – 40-pound blocks cut from 640-pound blocks will be allowed; Swiss cheese may have one trier hole; and cheeses cut during manufacturing such as Feta in brine will be allowed.

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



Steve Funk (left) of Nelson-Jameson and Gary Gosda of Lake Country Dairy, will both be back as cheese judges for the World Dairy Expo Championship Dairy Products Contest, August 17-19.

There are four classes in the butter category. All entries must contain at least 80 percent milkfat, and must weigh at least 10 pounds.

For fluid milk, this year's contest features 11 classes. Each entry must consist of a minimum of two half gallons, and only 2 percent milk is allowed in the White Milk class. Any fat level is acceptable in the Cultured Milk class.

In the Whipping Cream category, each entry must equal a minimum of two quarts with no aerosol containers. Entries must also contain a minimum of 30 percent milkfat, and the Heavy Whipping Cream class has a minimum of 36 percent milkfat.

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

The Cottage Cheese category has three classes, with any curd size acceptable.

The Dairy-Based Dips category will include five classes, and each sour cream or sour cream-based dip entry must consist of a minimum of two 16-ounce containers.

For the Ice Cream, Sherbet, Frozen Yogurt and Gelato category, the contest will have 18 separate classes. This year features a new Healthy Frozen Dessert class for high-protein, low sugar, low calorie and low carb desserts.

Entries must be at least one gallon and comply with federal compositional standards and contain a minimum of 25 percent dairy.

The whey category features six classes, and each entry must consist of a minimum of a half-pound container, except for whey-based sports/energy drinks, which must be a minimum of six 8-ounce containers or the equivalent.

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

The Dried Products category has one class – Nonfat Dried Milk – and each entry must weigh at least a half-pound. Entries must be shipped in laminated paper/plastic

bags or in screw cap plastic containers.

Finally, the Creative & Innovative Technologies category is an open category for highlighting creative uses of dairy products.

The submitted entry must contain a minimum of 25 percent dairy, and must consist of at least six 16-ounce containers or equivalent volume.

### Entry Deadline Is July 16

The last contest in 2019 had over 1,500 entries, and this year's event is slated to be bigger with a wider variety of products, WDPA reported.

In addition to awarding 90 first place trophies, there will be three Grand Champion products selected: Cheese & Butter, Grade A Products, and Ice Cream.

A \$60 entry fee is required for each product entry. Companies may submit as many entries as they wish. All entry forms must be mailed to the Wisconsin Dairy Products Association by July 16, 2021. Once a company has submitted its entry forms and fees, contest entries must be shipped during the week of Aug. 9-13, 2021.

All cheese, butter, yogurt, sour cream, Cottage cheese, sour cream-based dips, buttermilk, whipping cream and fluid milk entries will be shipped to the Midwest Refrigerated Services in McFarland, WI.

Ice cream, sherbet, dried whey products and creative/innovative technology entries will be shipped to the Madison College Culinary Arts School.

After judging is concluded, all winners will be notified. Winning entries will be auctioned off Tuesday, Sept. 28 at World Dairy Expo in Madison. A portion of the auction proceeds will be used to fund scholarships for 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 the Wisconsin Dairy Products Association at (608) 836-3336 or via email: [info@wdpa.net](mailto:info@wdpa.net).

Contest information is also available at [www.wdpa.net](http://www.wdpa.net).

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## Online Entry Opens For Iowa Quality Dairy Products Contest At State Fair

Des Moines, IA—Online entry is open for the Iowa State Fair Quality Dairy Products Contest, with a submission deadline of July 16.

Stephanie Clark of Iowa State University's department of food science and human nutrition will serve as superintendent for this year's competition, which features six categories: Butter, Cultured Dairy Products, Goat and/or Sheep Milk Cheese, Cow's Milk Cheese, Cheese Curds, and the new Dairy Beverages category – kefir, drinkable yogurt, etc.

All entries must be produced in a licensed Iowa facility and currently be available for retail sale – no experimental recipes are allowed.

For the butter class, if a product is sold in quarters, contestants may send one package of four.

For the dairy beverages and cultured dairy products classes, send two intact single-serving containers or one bulk container.

For fresh curds, contestants must send two cartons or bags. For small-format cheeses, entrants must also send two intact products.

For large-format cheeses, contestants must send one package of original retail format, or one unplugged 10-pound block or wheel.

Each plant/facility may enter up to 10 different total products, but no more than six entries per category.

Entry fees are \$25 for one to four products; \$40 for five to seven products; and \$50 for eight to 10 products.

Entries must be received in original retail packaging by Tuesday, Aug. 3. All entries should be sent to the attention of Stephanie Clark, Iowa State University, 536 Farmhouse Ln., Ames, IA 50011-1061.

Judging will not be open to the public. At least two experienced dairy products judges from Iowa, and possibly adjacent states such as Minnesota and South Dakota, will evaluate the technical and aesthetic merit of every product, using standard criteria for the given category/class.

Completed evaluation forms and ribbons will be provided for all entries. Winning products, along with corresponding rosettes, will be displayed at the Iowa State Fair.

An awards ceremony will be held the evening before the official start of the Iowa State Fair, with more details to be determined.

Contestants can enter online at [www.iowastatefair.org/participate/competition](http://www.iowastatefair.org/participate/competition) or print the entry form and submit it along with contest fee to Iowa State Fair, P.O. Box 57130, Des Moines, IA 50317.

## Cheese, Dairy Companies Recognized With US Dairy Sustainability Awards

Rosemont, IL—Seven cheese and dairy operations have been recognized by the Innovation Center for US Dairy for their efforts in the areas of environmental stewardship and community wellness.

Now in its 10th year, the Innovation Center's US Dairy Sustainability Award program spotlights exceptional farms, businesses and partnerships for their broad and positive impact. Nearly 80 winners from more than 270 nominees have been recognized over the past decade.

**Rogue Creamery** of Central Point, OR, earned the Outstanding Dairy Processing & Manufacturing Sustainability Award. Driven to use business as a force for good, Rogue Creamery became Oregon's first certified B Corporation in 2014, inspiring other businesses to follow suit.

The Creamery has led the way in renewable energy and waste reduction. When wildfires caused devastation and evacuations in southern Oregon in 2020, Rogue Creamery also created a campaign to donate thousands of pounds of cheese to area food banks.

**Grande Cheese Company, Lafayette Ag Stewardship Alliance** and **Farmers for Sustainable Food-Southwest Wisconsin** earned the award for Outstanding Supply Chain Collaboration.

The group developed a replicable framework for farmer-led sustainability projects to help farmers determine what conservation practices are most useful for their individual farms, document the environmental and financial effects, and demonstrate the value of sustainability throughout the supply chain.

The framework was then applied in a pilot project in Wisconsin using a "milkshed" model that encompassed farmers, a cheese processor, a brand and other partners.

As a result, participating farmers better understand the effects of conservation on soil health and water quality as well as on their businesses; the needs of Grande and its customers are being met; the local community has a window on ag's commitment to sustainability; and farmers and partners elsewhere have access to a framework to apply in other projects.

**Dairy West** was honored with the Outstanding Community Impact – Pandemic Response award. In the spring of 2020, Dairy West spearheaded the Curds + Kindness initiative to relieve COVID-19-related supply chain pressures and deliver dairy products to hungry people in communities throughout Idaho and Utah. The industry-wide effort matched excess milk supply with available regional processing, allowing Dairy West to purchase, at cost, and donate more than 1 million pounds of product, which helped 500,000-plus families across the region.

In addition to donating products through food banks, food pantries and schools, Dairy West made donations to front-line workers and citizens in need.

The award for Outstanding Community Impact was given to **Calgren Dairy Fuels, LLC; Maas Energy Works, Inc.,** and **15 California family dairy farms.**

By significantly reducing greenhouse gases on dairy farms while generating renewable transportation fuel, this unique California

partnership is a nationwide leader in climate-smart dairy farming.

### Dairy Farm Sustainability Awards

Three US dairy farms were also selected for Outstanding Farm Sustainability Awards.

**Red Sunset Farm** of Mifflintown, PA, has implemented more than 30 conservation practices since owners Dave and Marie Graybill started the operation 20 years ago. Sustainability initiatives include buffer strips, contour farming, enhanced wildlife habitat, and structural improvements such as enhanced manure storage and storm water diversions, designed to make the farm an environmental and economic asset.

**MVP Dairy LLC**, Celina, OH, is laying the groundwork to achieve carbon neutrality. Owned by the McCarty and Van Tillburg families, the farm's holistic approach to sustainability focuses on manure management, soil health, biodiversity and animal welfare.

MVP Dairy's patented, municipal style manure management system produces an estimated 60 percent less emissions than a traditional system and creates a water source to irrigate cropland.

**Goodrich Farm**, Salisbury, VT, launched one of the largest anaerobic digesters in the US last year. This partnership brings together Goodrich Farm, owned and operated by siblings Chase and Danielle Goodrich; Vanguard Renewables, developer, owner and operator of the digester; Vermont Gas Systems and Middlebury College, which will purchase much of the renewable natural gas (RNG) produced at the digester.

A celebration of the winners is tentatively scheduled in conjunction with the Dairy Sustainability Alliance Fall Meeting Nov. 18-19. For details, visit [www.usdairy.com](http://www.usdairy.com).

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# Dairy Business Innovation Alliance Launches 'Industry Impact' Grant Program

Madison—The Dairy Business Innovation Alliance (DBIA) is seeking to support manufacturers that want help developing an innovative idea or tackling a challenge with the potential to advance the dairy industry.

DBIA, a partnership between the Wisconsin Cheese Makers Association (WCMA) and Wisconsin Center for Dairy Research (CDR), is launching an "Industry Impact" Grant Program to support these efforts. DBIA will distribute up to \$1 million in reimbursable grants ranging from \$50,000 to \$250,000.

Grant applicants do not have to be dairy processors but must

collaborate with a dairy company on the project in order to demonstrate industry interest and resource capabilities. Dairy processor applicants must be located or have plants/locations within the DBIA five-state region of Wisconsin, Minnesota, Illinois, Iowa, and South Dakota.

DBIA said it wants to hear big ideas to help boost the dairy industry, such as developing new uses for dairy ingredients/products, creating new revenue streams, solving challenges and more. While matching funds are not required for this grant program, the DBIA is looking for applicants to optimize their chances of success by combining their own resources with the DBIA award.

Grant applications and instructions are available on the DBIA website: [www.cdr.wisc.edu/dbia-grant-program](http://www.cdr.wisc.edu/dbia-grant-program).

For more information, contact Tom Guerin, at [tguerin@cdr.wisc.edu](mailto:tguerin@cdr.wisc.edu).

edu or Vic Grassman, at [vgrassman@cdr.wisc.edu](mailto:vgrassman@cdr.wisc.edu).

In addition to the new "Industry Impact" Grant Program, the DBIA also distributes grants to dairy-based farms and processors in Illinois, Iowa, Minnesota, South Dakota and Wisconsin. Dairy enterprises in the five states are eligible to apply.

Eligible project categories under that grant program include dairy farm diversification, ceation of value-added dairy products, enhancing the value of a dairy commodity or by-product, or creation or expansion of an export program.

Earlier this year, the DBIA launched its second round of grants, under which it will be distributing \$1 million in grants. Grant applications were due Apr. 30.

For more information about the Dairy Business Innovation Alliance, visit [www.cdr.wisc.edu/dbia](http://www.cdr.wisc.edu/dbia).

# Tariffs Suspended

(Continued from p. 1)

and continued to decline at an even faster rate in the first quarter of 2021.

As a principle, Eucolait said it strongly objected to dairy and other food products being dragged into a dispute about aircraft subsidies and the organization has been calling for the abolition of all tariffs affecting sectors unrelated to the dispute since their introduction.

While the five-year duration of the suspension of tariffs falls short of a full and permanent resolution of this trade conflict, this week's announcement "is a promising sign of the willingness to engage with each other in constructive manner, heralding the beginning of a new chapter in the trade relations between the EU and the US," Eucolait said. "We commend the considerable efforts made by both sides over the last few months and look forward to an ever-stronger transatlantic relationship without any undue barriers to trade."

FoodDrinkEurope called the US-EU agreement "positive news for EU food and drink manufacturers and supply chains who in recent years have become collateral damage for a dispute originating in a completely unrelated sector," and encouraged both sides "to maintain the current positive momentum and spirit of cooperation, to permanently remove retaliatory tariffs on agri-food products, and strengthen transatlantic relations."

The US-EU agreement "can help to normalize trade in sectors that have been harmed by retaliatory tariffs, but more work remains to get US-EU trade relations on the right path," said Krysta Harden, president and CEO of the US Dairy Export Council.

"The agreement includes a commitment for concrete, joint collaboration to confront the threat from China's non-market practices, and it creates a model we can build on for other challenges," said US Trade Representative Katherine Tai.

The agreement "proves that the transatlantic relationship is now moving to the next level, and that we can work with the US on tackling long-running disputes," said European Commission Executive Vice-President Valdis Dombrovskis.

The US and EU have agreed on several other trade-related commitments, including using trade to help fight the pandemic; reinvigorating transatlantic trade ties, with a firm commitment to the multilateral trading system, including WTO reform; and solving bilateral trade disputes.

The US and the UK reached an agreement to resolve the large civil aircraft dispute. The framework provides that the US and the UK will not impose tariffs related to this dispute for five years.

# National Restaurant Association Takes Majority Interest In Winsight Holdings

Washington—The National Restaurant Association (NRA) announced that it has taken a majority interest in Winsight Holdings, LLC, a market intelligence company that connects the restaurant, food service, convenience retailing and grocery industries through its portfolio of research, events, and industry news.

Winsight will continue to operate as an independent entity, and its senior leadership team will remain in place to run Winsight operations.

Winsight serves every segment of the food and beverage industry with: events including the NRAShow; Technomic, which provides research, insights and strategic consulting to the global food and beverage industry; and a portfolio of digital media brands.

Winsight maintains operational ownership and execution of the NRA Show and related assets following the 2018 formation of an equity partnership between Winsight and the National Restaurant Association. The annual event will continue to be promoted jointly by Winsight and the National Restaurant Association.

"In the face of an historic challenge, our industry has shown resilience, innovation, and teamwork," said Mike Wood, Winsight's CEO.

"Restaurants are in the early days of a comeback that promises significant growth for the next five years. Convenience and grocery stores have evolved and redefined what it means to be essential.

"Together the National Restaurant Association and Winsight will be better positioned to support the dynamic demands of the restaurant and foodservice industry as it continues to rebuild," said Tom Bené, NRA president & CEO. "The Association's investment in Winsight reinforces its commitment to support and best represent the interests of the entire industry. Winsight's robust engagement and event platforms along with their industry-leading informational resources contribute enormously to the success of every restaurant."

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## Report Looks At Economic Impact Of Dairy Processing Growth In Nebraska

Lincoln, NE—A recently released report considers the potential economic impact from developing a new cluster of dairy farms in conjunction with different sizes of dairy processing plants in three different areas of Nebraska.

*Economic Impact of Dairy Processing Expansion in Nebraska* was written by Dr. Elliott Dennis, assistant professor in the department of agricultural economics at the University of Nebraska-Lincoln; Dr. Eric Thompson, professor of economics and director, Bureau of Business Research, UNL; along with Ellie Foral and Spencer Cook, undergraduate research assistants at UNL.

With productivity gains over the past decade, Nebraska has “significantly expanded” its annual corn and soybean production, creating an opportunity to expand value-added agricultural production in the state, the report noted. In particular, there are opportunities to expand livestock production and processing, with the subsequent economic activity for rural economies.

One opportunity identified in the report is to significantly expand the dairy cattle industry in the state, by bringing in a cluster of dairies in conjunction with a type of dairy processor, such as a cheese, butter, or yogurt plant.

“The associated leap in production would be difficult to achieve but has the potential to significantly expand employment opportunities in Nebraska’s small metropolitan and micropolitan areas, as well as rural regions,” the report said.

The Nebraska milk cow inventory has declined from a high of approximately 700,000 milking cows in the 1930s and 1940s to approximately 60,000 milking cows between 2000 and 2020, the report noted. Nebraska’s share of production has also declined over time.

In 1930, the state’s share of milk cow inventory and production was approximately 3 percent of the United States, but that has declined to 0.65 percent of annual milk production and milk cow inventory in 2020.

However, Nebraska’s share of milk cow inventory and annual milk production relative to the US has been rising slightly since 2015, the report pointed out. Two measures that illustrate this are the per cow production and milkfat production.

Positive numbers indicate that Nebraska is relatively more productive than the US, on average, the report said. Between 1930 and 2008, Nebraska produced 7 percent less milkfat and 17 fewer

pounds of milk per cow per year on average relative to the US. In 2008, per cow productive and milkfat, relative to the US average, began increasing and since 2015, Nebraska has produced approximately 5 percent more milk per head per year and 5 percent more pounds of milkfat.

### Impacts Of Adding Dairy Plant

For the report, researchers estimated the impacts of adding a butter, cheese, or yogurt processing plant in Nebraska.

Three metropolitan regions were used as potential locations for a plant: Grand Island, Norfolk or Sioux City.

The impacts were limited to the surrounding metropolitan statistical areas.

All milk used in the hypothetical dairy plant is assumed to be supplied by new construction dairies all located within the specific geographical region of interest. The feed necessary to supply the dairies is assumed to be completely raised and harvested in Nebraska.

The economic impact of this dairy processing expansion would be felt in the local economies, the report found.

Butter, cheese, and yogurt plants are very capital- and input-intensive operations, implying that the value of business sales is large compared to employment and employee compensation. As a result, the economic impact in terms of output (business sales) is concentrated in the dairies and cheese, butter, and yogurt plants themselves.

By contrast, the multiplier impact for employment is often larger than the direct employment impact.

Given that dairies are assumed to co-locate with butter, cheese, and yogurt plants, the economic impact is largest for butter plants, which require the largest volume of dairy input, followed by cheese plants and yogurt plants, according to the report.

The magnitude of impacts also varies by the size and breadth of the local economy.

Impacts are largest for Grand Island, followed by Norfolk and the Sioux City area (Nebraska portion).

The magnitude of the impact also varies by plant size. The annual economic impact of a large butter plant and associated dairies in Grand Island is \$1.68 billion, including \$208 million in employee compensation spread out over an estimated 4,184 jobs, more than half of which are due to the multiplier impact.

The annual economic impact of a large butter plant would fall to \$1.65 billion in the Norfolk area and \$1.48 million in the Sioux City area.

The annual economic impact is smaller for cheese and yogurt plants, the report said. The annual economic impact is \$1.59 billion for a large Grand Island cheese plant and its associated dairies versus \$1.54 billion in the Norfolk area.

The annual economic impact for a large Grand Island yogurt plant and its dairies is \$648 million versus \$569 million in the Nebraska portion of the Sioux City area, the report found.

Economic impacts are less in medium-size plants, given lower

levels of output and employment and less need for associated local dairies, the report explained. The annual economic impact of a medium-size butter plant and associated dairies in Grand Island is \$1.36 billion, including \$167 million in employee compensation spread out over an estimated 3,375 jobs.

The annual economic impact of a medium-size butter plant would fall to \$1.33 billion in the Norfolk area and \$1.20 million in the Sioux City area.

The annual economic impact is smaller for cheese and yogurt plants.

The annual economic impact, the report found, is \$885 million for a medium-size Grand Island cheese plant and its associated dairies versus \$858 million in the Norfolk area and \$788 million in the Sioux City area.

The annual economic impact of even a small butter plant and associated dairies would be from \$700 to \$800 million, the report said.

The largest annual economic impact again would be in Grand Island.

The annual economic impact of a small cheese plant in Grand Island would be \$354 million versus \$343 million in Norfolk, while the annual economic impact of a small yogurt plant in Grand Island is \$162 million versus \$142 million in the Nebraska portion of the Sioux City area.

While the local economic impacts are large under each scenario, the challenge also will be substantial for economic developers who are tasked with attracting a major dairy and processor cluster to the state, the report concluded.

# CAP

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# COMING EVENTS

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

## Cornell Certified Milk Inspectors School Begins June 28; HTST Workshop In July

Ithaca, NY—The self-paced, online segment of this summer's hybrid Certified Milk Inspectors School kicks off June 28.

A live lecture session via video conference will be held July 26-27, 2021.

The course is hosted in partnership with Cornell Dairy Foods Extension and the New York State Department of Agriculture & Markets. It covers the basics of raw milk quality and safety, along with specific regulatory and inspection requirements for dairy producers under the Grade "A" milk program outlined in the Pasteurized Milk Ordinance (PMO).

The course is required for all New York State Certified Milk Inspectors (CMI) who represent state regulatory agents in inspecting dairy farms under the requirements of the PMO.

In addition to this course, NYCMI applicants must meet one of the three criteria for education and/or work experience: an associate degree or higher in an agricultural field and at least one month of supervised field experience in dairy farm inspection; minimum of six months experience in dairy farm inspection; and at least one year of experience in the dairy industry and one month of supervised field experience in dairy farm inspection.

The course must be completed within one year of obtaining the inspectors certificate. For all CMIs, an annual educational update is also required.

While designed for CMIs, the course is valuable to producers, lab personnel and those involved in milk quality, sanitation and safety.

Instructors will cover milk composition and basic dairy bacteriology; raw milk pathogens and risk of foodborne illness; farm milk systems designed for cleaning; troubleshooting high bacteria counts and drug use on farms.

Students will also learn about milk sanitation regulations, quality control record-keeping and direct load requirements.

A flat registration fee of \$225 is required upon registration. For more details or to sign up, visit [www.cals.cornell.edu/education/degrees-programs/certified-milk-inspectors-school](http://www.cals.cornell.edu/education/degrees-programs/certified-milk-inspectors-school).

### Live Online HTST Pasteurizer Workshop Set For July 13-15

Students will have the opportunity for virtual or in-person learning next month when Cornell hosts its HTST Pasteurizer Workshop July 13-15.

This course is designed for pasteurizer operators, but is intended to be beneficial to all involved with milk pasteurization, including production, quality assurance/quality control and maintenance personnel. Students will receive instruction on the operation and regulatory requirements for HTST and UHT pasteurization.

The workshop includes exercises and demonstrations designed to give participants practical skills in HTST system testing. Critical discussion topics include UHT

## SWCMA Annual Golf Outing Is August 19 In New Glarus, WI

New Glarus, WI—The Southwestern Wisconsin Cheese Makers Association (SWCMA) will gather here Thursday, Aug. 19 at the Edelweiss Chalet Country Club for the return of its annual golf outing.

The best ball tournament kicks off at noon with a shotgun start, and lunch, dinner and door prizes will be provided.

Payments must be received by July 30, and carts must be ordered by Aug. 2.

Registration is capped at 216 golfers, so participants are encour-

aged to sign up as soon as possible, organizers said.

Cost to attend both the tournament and dinner is \$125 for Southwestern Wisconsin Cheese Makers Association members, and \$150 for non-members.

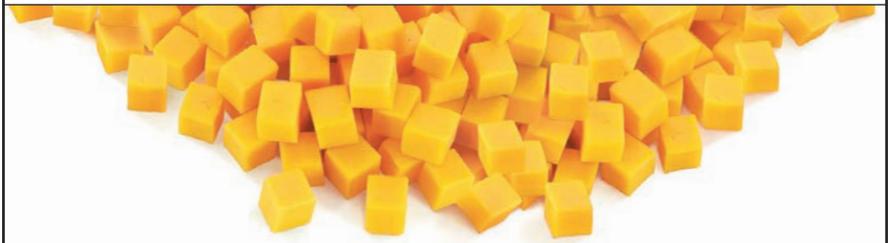
For those attending the dinner only, cost is \$45 for members and \$50 for non-members.

The dinner will take place at 6 p.m. at the Edelweiss Country Club.

The Southwestern Wisconsin Cheese Makers Association is also requesting that dues for 2020 and 2021 be paid by Aug. 19.

For more information, contact Southwestern Wisconsin Cheese Makers Association's Linda Lee via email: [llee@prairiefarms.com](mailto:llee@prairiefarms.com).

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components, sequence logic, UHT charts, HTST equipment design, instrumentation, and maintenance of HTST systems.

Participants will also receive instruction on cleaning and sanitizing, recording charts, regulatory tests, broken seal requirements and dairy microbiology. A pre-test will be administered to determine the incoming knowledge base of course participants on HTST concepts.

A post-test will be given at the end of the course addressing materials covered in the training. Participants must receive a passing grade on the post-test in order to receive a Certificate of Completion that is recognized by NY State as meeting the training requirement for the Broken Seal Program.

The Certificate of Completion for this workshop is also required to satisfy the pasteurization course requirement (alternative is the vat pasteurization course) for those enrolled in a Cornell Dairy Foods Certificate Program.

As part of the Certificate Program, questions pertaining to materials covered in this course will be asked in the final exam and is required for completion of the respective certificate programs for fluid milk, cultured products and cheese.

Cost to attend the workshop online is \$725. In-person fees are \$750-\$880 for in-state registrants and \$880-\$1,100 for out-of-state participants. Registration is open online at [www.cals.cornell.edu/education/degrees-programs](http://www.cals.cornell.edu/education/degrees-programs).

## ACS Virtual Certified Cheese Professional Exam Set For Aug. 4

Denver, CO—The American Cheese Society (ACS) will offer a virtual opportunity to take its Certified Cheese Professional Exam (CCP) Wednesday, Aug. 4.

The exam measures candidates' understanding of core competencies common to the majority of cheese industry jobs: retailers, cheese makers, distributors, importers/exporters, restaurateurs, educators, and food writers, ACS stated.

To apply to sit for the 2021 online exam, visit [www.cheesesociety.org/certification](http://www.cheesesociety.org/certification).

## PLANNING GUIDE

**July 12-13:** Dairy Symposium, The Landmark Resort, Egg Harbor, WI. For more information, visit [www.wdpa.net](http://www.wdpa.net).

**July 18-21:** IAFP Food Safety Conference, Phoenix Convention Center, Phoenix, AZ. Details and registration will be available soon online at [www.foodprotection.org](http://www.foodprotection.org).

**July 19-21:** IFT Annual Meeting & Digital Event. More information will be available online at [www.iftevent.org](http://www.iftevent.org).

**July 28-30:** American Cheese Society Virtual Education & Networking Event. Visit [www.cheesesociety.org](http://www.cheesesociety.org) for updates.

**Aug. 12-13:** Idaho Milk Processors Association Annual Meeting, Sun Valley, ID. Visit [www.impa.us](http://www.impa.us).

**Sept. 10-14:** Tentative New Date - National Conference on Interstate Milk Shipments, Indianapolis, IN. Updates available online at [www.ncims.org](http://www.ncims.org).

**Sept. 27-29:** Fancy Food Show 2021, Javits Convention Center, New York, NY. Visit [www.specialtyfood.com](http://www.specialtyfood.com) for information.

**Oct. 12-14:** NCCIA Conference, Wilbert Square Event Center, Brookings, SD. Online registration open at [www.northcentralcheese.org](http://www.northcentralcheese.org).

**November 15-17:** National Milk Producers Federation/Dairy Management Inc/United Dairy Industry Association Joint Annual Meeting will be held at The Mirage in Las Vegas, NV. Visit [www.nmpf.org](http://www.nmpf.org) for details.

**April 7-12, 2022:** New Date - National Conference on Interstate Milk Shipments, J.W. Marriott, Indianapolis, IN. Updates available online at [www.ncims.org](http://www.ncims.org).



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**FOR SALE:** UV LIGHT SYSTEM FOR SANITIZING BRINE OR RECLAIMED WATER. Email [smeister@meistercheese.com](mailto:smeister@meistercheese.com) for more information and a complete list of equipment.

**EQUIPMENT FOR SALE:** Two Darrow curd drain tables with agitators and forkers. 200 feet of 4" stainless steel curd line and CIP line. Six 4" divert valves. Four Relco block forming towers. Eight Kusel deli horn presses with 16 carts and tubes. Email [smeister@meistercheese.com](mailto:smeister@meistercheese.com) for a complete list and interest.

**EQUIPMENT FOR SALE: Cryovac Rotary Chamber Vac.** Model 8610-14. 4 chambers with 14" dual seal wire set-up. Chamber product size is 12"x14" or 6"x18". Machine is 460 volt 3 phase. Completely refurbished. Call 608-437-5598 x 2344 or email: [akosharek@dairyfoodusa.com](mailto:akosharek@dairyfoodusa.com)

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

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

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

## 1. 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](mailto:drlambert@dialez.net) for more information.

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## 2. 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](mailto:drlambert@dialez.net)

## 4. Replacement Parts

**REPLACEMENT PARTS:** Spares for nearly all sanitary pumps, valves and sensors. Contact **GD PROCESS DESIGN** at Sales@[gdprocessdesign.com](http://gdprocessdesign.com) or 262-361-4080.

## 5. Reconditioning

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

## 6. Real Estate

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

## 7. Cheese Moulds, Hoops

**WILSON HOOPS: NEW!** 20 and 40 pound hoops available. Contact **KUSEL EQUIPMENT** at (920) 261-4112 email: [sales@kuselequipment.com](mailto:sales@kuselequipment.com).

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## 8. Interleave Paper, Wrapping

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## 9. Co-Packing, Manufacturing

**CO-PACKER:** Award-Winning manufacturer specializing in the co-packing and private label manufacture of yogurt, kefir, Swiss cheese and other varieties has extra production capacity. SQF certified, IMS Grade A Rating. Non-GMO project certified, organic, Kosher. Call Penn Dairy at 570-524-7700 or visit [www.pennmilk.com](http://www.pennmilk.com)

## 11. 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 [keysmsg@aol.com](mailto:keysmsg@aol.com).

## 11. Cheese & Dairy Products

**UNDERGRADE CHEESE WANTED: International Ingredient Corporation** is looking to purchase undergrades for use in Animal Feed. Competitive prices, pick-up as needed; FSMA compliant. Contact Jason at [jhrdlicka@intcos.com](mailto:jhrdlicka@intcos.com) or 636-717-2100 ext. 1239

## 12. Promotion & Placement

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## 13. Walls & Ceiling

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## 14. Warehousing

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## 15. Help Wanted

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Please Contact:

**Jason Hrdlicka**  
[jhrdlicka@intcos.com](mailto:jhrdlicka@intcos.com)  
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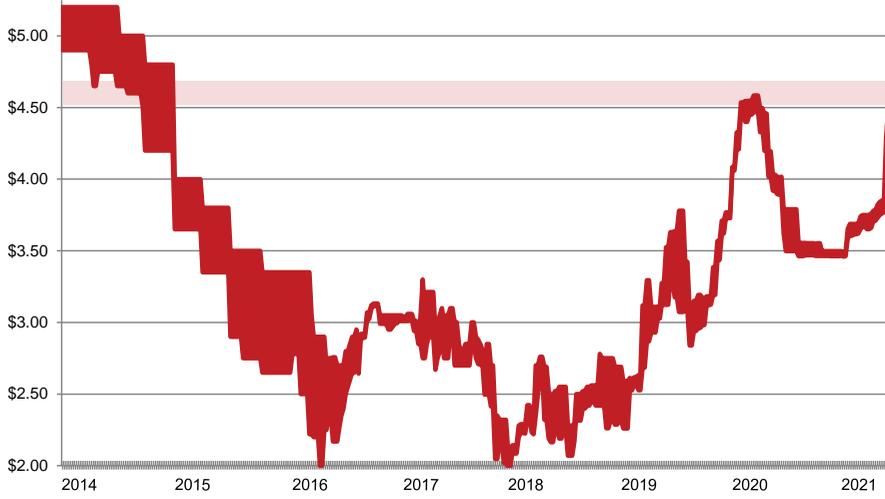
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**DAIRY FUTURES PRICES**

SETTLING PRICE \*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
6-11	June 21	17.25	16.56	64.225	128.475	1.598	1.6470	180.500
6-14	June 21	17.25	16.56	64.225	128.475	1.602	1.6510	180.800
6-15	June 21	17.25	16.48	64.225	128.625	1.602	1.6490	181.500
6-16	June 21	17.25	16.48	64.225	128.250	1.602	1.6500	181.500
6-17	June 21	17.29	16.48	64.625	127.000	1.610	1.6540	180.000
6-11	July 21	17.53	16.72	62.525	129.825	1.640	1.6920	182.250
6-14	July 21	17.47	16.72	61.700	130.125	1.640	1.6900	183.450
6-15	July 21	17.13	16.60	61.000	128.000	1.622	1.6570	183.000
6-16	July 21	16.97	16.60	60.750	127.500	1.605	1.6400	182.575
6-17	July 21	16.82	16.38	61.575	125.600	1.605	1.6210	182.000
6-11	Aug 21	18.41	17.01	60.000	132.000	1.742	1.7950	185.000
6-14	Aug 21	18.34	17.12	59.500	131.900	1.742	1.7920	186.000
6-15	Aug 21	17.97	16.90	58.250	129.125	1.726	1.7560	185.750
6-16	Aug 21	17.69	16.83	57.525	128.600	1.700	1.7310	184.900
6-17	Aug 21	17.44	16.64	58.525	126.550	1.695	1.7070	183.775
6-11	Sept 21	18.74	17.37	59.425	134.000	1.850	1.8350	186.300
6-14	Sept 21	18.74	17.37	58.000	134.100	1.850	1.8400	188.025
6-15	Sept 21	18.47	17.17	56.750	131.850	1.846	1.8130	188.000
6-16	Sept 21	18.30	17.00	56.250	130.025	1.830	1.8030	186.250
6-17	Sept 21	18.09	16.85	56.925	128.525	1.822	1.7800	186.300
6-11	Oct 21	18.92	17.55	57.800	135.700	1.910	1.8700	188.500
6-14	Oct 21	18.91	17.55	57.800	135.800	1.910	1.8640	190.000
6-15	Oct 21	18.70	17.41	55.600	133.975	1.897	1.8500	189.000
6-16	Oct 21	18.67	17.26	55.200	132.000	1.870	1.8480	188.000
6-17	Oct 21	18.51	17.06	56.500	130.500	1.870	1.8350	187.500
6-11	Nov 21	18.81	17.65	56.000	136.125	1.901	1.8610	190.250
6-14	Nov 21	18.81	17.65	56.000	136.500	1.901	1.8610	190.500
6-15	Nov 21	18.68	17.54	52.250	134.500	1.901	1.8610	190.000
6-16	Nov 21	18.66	17.38	54.250	133.800	1.894	1.8500	189.000
6-17	Nov 21	18.55	17.27	54.250	131.750	1.885	1.8410	188.588
6-11	Dec 21	18.45	17.70	54.250	136.625	1.873	1.8320	190.000
6-14	Dec 21	18.45	17.70	53.000	136.575	1.873	1.8320	191.000
6-15	Dec 21	18.37	17.65	51.000	134.600	1.873	1.8330	191.000
6-16	Dec 21	18.37	17.42	51.750	133.225	1.873	1.8330	190.000
6-17	Dec 21	18.33	17.25	52.700	131.325	1.873	1.8310	1989.000
6-11	Jan 22	18.04	17.72	52.000	137.150	1.865	1.8100	190.700
6-14	Jan 22	18.10	17.72	52.000	136.925	1.865	1.8100	190.700
6-15	Jan 22	18.05	17.64	51.000	136.325	1.865	1.8110	190.700
6-16	Jan 22	18.04	17.60	51.000	134.050	1.865	1.8100	190.700
6-17	Jan 22	18.00	17.45	51.000	133.000	1.865	1.8100	189.475
6-11	Feb 22	18.00	17.75	50.750	137.500	1.848	1.8180	190.400
6-14	Feb 22	18.02	17.75	50.750	137.500	1.848	1.8180	190.400
6-15	Feb 22	17.99	17.75	50.000	137.000	1.848	1.8180	192.500
6-16	Feb 22	17.95	17.70	50.000	136.725	1.848	1.8180	192.500
6-17	Feb 22	17.95	17.65	50.000	134.975	1.848	1.8150	190.125
6-11	Mar 21	18.00	17.79	50.225	137.725	1.845	1.8130	194.200
6-14	Mar 21	18.00	17.79	49.500	137.675	1.845	1.8130	194.200
6-15	Mar 21	17.95	17.76	49.000	137.075	1.845	1.8130	194.200
6-16	Mar 21	17.90	17.70	48.750	134.800	1.845	1.8130	194.200
6-17	Mar 21	17.86	17.70	48.750	134.800	1.845	1.8130	194.000
6-11	April 21	17.86	17.82	50.000	137.725	1.851	1.8160	197.025
6-14	April 21	17.92	17.82	49.500	137.725	1.851	1.8160	197.025
6-15	April 21	17.90	17.82	49.500	137.725	1.851	1.8160	197.025
6-16	April 21	17.85	17.75	49.500	136.750	1.851	1.8160	197.025
6-17	April 21	17.85	17.75	49.500	136.550	1.851	1.8160	197.025

**Class 2 Milk Price**



**Class 4 Milk Price**

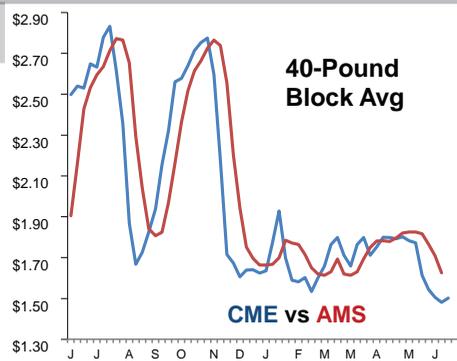


**HISTORICAL MILK PRICES - CLASS II**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'14	22.21	23.73	24.22	24.74	24.44	23.94	24.41	25.34	26.11	21.93	19.91	19.09
'15	16.18	14.48	14.50	14.98	14.81	14.77	14.70	14.54	15.36	16.44	18.26	16.71
'16	14.19	14.30	13.57	13.54	13.53	14.12	15.16	15.21	14.66	14.09	14.60	15.26
'17	16.36	16.52	16.21	14.81	14.84	16.15	17.48	17.56	16.80	15.95	15.32	14.49
'18	14.11	13.44	13.88	14.03	14.47	15.48	15.20	15.07	15.13	15.54	15.63	15.67
'19	15.74	16.13	16.61	16.38	16.48	17.30	17.61	17.6	16.93	16.68	16.85	16.81
'20	17.05	16.84	16.75	13.87	12.30	12.99	13.79	13.27	13.16	13.63	13.86	14.01
'21	14.18	14.00	15.07	15.56	16.22							

**DAIRY PRODUCT SALES**

**June 17, 2021—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 NFDM.



Week Ending	June 12	June 5	May 29	May 22
<b>40-Pound Block Cheddar Cheese Prices and Sales</b>				
<b>Weighted Price</b>		<b>Dollars/Pound</b>		
US	1.6262	1.7089	1.7651	1.8167
<b>Sales Volume</b>				
US	12,310,536	12,495,086	13,520,582	13,216,873
<b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Contest</b>				
<b>Weighted Price</b>		<b>Dollars/Pound</b>		
US	1.7288	1.7601	1.8150	1.9007•
<b>Adjusted to 38% Moisture</b>				
US	1.6471	1.6780	1.7331	1.8135•
<b>Sales Volume</b>		<b>Pounds</b>		
US	13,879,190	13,393,539	12,977,749	14,177,810•
<b>Weighted Moisture Content</b>		<b>Percent</b>		
US	34.92	34.97	35.07	35.02
<b>AA Butter</b>				
<b>Weighted Price</b>		<b>Dollars/Pound</b>		
US	1.8004	1.7941•	1.8284	1.8231
<b>Sales Volume</b>		<b>Pounds</b>		
US	2,215,539	2,643,267•	3,671,117•	3,233,423
<b>Extra Grade Dry Whey Prices</b>				
<b>Weighted Price</b>		<b>Dollars/Pounds</b>		
US	0.6565	0.6530	0.6481	0.6564
<b>Sales Volume</b>				
US	4,822,426	3,961,239	3,708,410	5,258,645
<b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>				
<b>Average Price</b>		<b>Dollars/Pound</b>		
US	1.2676	1.2677•	1.2593•	1.2461
<b>Sales Volume</b>		<b>Pounds</b>		
US	18,280,841	12,274,787•	21,807,752	16,122,547

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**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:**

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# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - JUNE 11:** Although spring flush is in the rearview mirror, milk availability for cheese production in the country has yet to receive the memo. Spot prices ranged from \$6 to \$5 under Class III in the Midwest, but all regions are running generally busy cheese production schedules to keep up with current milk supplies. Retail demand notes vary from slow to busy. Foodservice orders have steadied, as well. Export sales, according to western cheese contacts, have picked up due to the market price drops. Still, though, logistical issues with freight/shipping remain a stumbling block.

**NORTHEAST - JUNE 16:** Cheese markets are mostly steady in the East. Cheddar cheese makers are receiving strong milk supplies for active cheese output. In addition, Mozzarella and Provolone operations are running on full production schedules. Cheese inventory levels are stable for the near term. Foodservice sales have stabilized, as many restaurants are ordering a steady supply of cheese. Retail cheese sales are currently stable. Consumers are purchasing a variety of cheese supplies for cooking and outdoor grilling. In the Northeast, the wholesale cheese prices for both Cheddar and Muenster decreased \$0.0250. However, the process cheese prices are up \$0.0150.

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

Cheddar 40-lb blocks: \$1.9325 - \$2.2200 Process 5-lb sliced: \$1.7075 - \$2.1875  
Muenster: \$1.9200 - \$2.2700 Swiss Cuts 10-14 lbs: \$3.2650 - \$3.5875

**MIDWEST AREA - JUNE 16:** Despite temperatures hitting the 90 degree mark regularly in the Midwest, cheese makers continue to say milk is plentiful in the region. In fact, some say plentiful is an understatement. Early in the week, **reported spot milk prices are maintaining similar discounts to previous weeks.** Production is maintaining its active pace. Some plant managers report cheese processing is at max capacity. Demand is mixed. Curd and barrel producers say active customer interests are keeping their inventories balance. Some Cheddar block producers report similar demand notes. That said, some buyers report growth in availability in the past couple weeks. Cheese market tones are aquiver. The block-over-barrel price framework, which contacts believe to be an indicator of market stability, remains inverted. Contacts say when barrel prices are high, the chance for barrel prices to recede back to the normal price relationship keeps markets unstable.

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

Blue 5# Loaf : \$2.1175 - \$3.1850 Mozzarella 5-6#: \$1.6475 - \$2.5925  
Brick 5# Loaf: \$1.8475 - \$2.2725 Muenster 5# Loaf: \$1.8475 - \$2.2725  
Cheddar 40# Block: \$1.5700 - \$1.9700 Process 5# Loaf: \$1.6925 - \$2.0525  
Monterey Jack 10# \$1.8225 - \$2.0275 Grade A Swiss 6-9#: \$2.7800 - \$2.8975

**WEST - JUNE 16:** In the West, demand for cheese in both retail and foodservice markets has held steady this week. As domestic cheese prices have fallen, contacts have been reporting increased demand for export, particularly to Asian markets. Cheese market tones are positive, with CME prices rising in the past week. Cheese barrel prices, as of reporting are \$0.0375 higher than this time last week, while blocks are currently \$0.0525 higher. Cheese makers are running full schedules, in the region, to take advantage of the available milk. Cheese blocks are available for spot purchases, while contacts report some tightness with barrels due to current market demands.

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

Cheddar 10# Cuts: \$1.8075 - \$2.0075 Process 5# Loaf: \$1.7100 - \$1.9650  
Cheddar 40# Block: \$1.5600 - \$2.0500 Swiss 6-9# Cuts: \$3.0725 - \$3.5025

**FOREIGN -TYPE CHEESE - JUNE 16:** Sources in the most important cheesemaking areas of Western Europe have affirmed that cheese markets have returned to a good balance of production and sales. Buyers now have high confidence that new orders can be filled. However, buyers seeking delivery in July may still face paying a surcharge for those deliveries. Exporters are cultivating new sales of cheese outside the EU. Logistical friction has shifted as a time factor in export deliveries. Logistical costs have now surfaced as a new concern voiced by some export buyers.

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

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$1.9400 - 3.4275
Gorgonzola:	\$3.6900 - 5.7400	\$2.4475 - 3.1650
Parmesan (Italy):	0	\$3.3275 - 5.4175
Romano (Cows Milk):	0	\$3.1300 - 5.2850
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	0	0
Swiss Cuts Switzerland:	0	\$3.3000 - 3.6250
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

## WHOLESALE BUTTER MARKETS - JUNE 16

**WEST:** Plenty of cream is available in the western region this week. However, contacts report that widespread transportation issues are creating some delivery delays. Lots of cream is flowing into Class II and III production to support growing Cream cheese demand and steady to strong ice cream orders, but butter makers are still receiving satisfactory supplies of cream for seasonal production. Bulk inventories are available for current needs, and some plant managers are building inventories now to meet increased demand this fall. Retail demand remains soft.

**CENTRAL:** Producers are staying busy and say cream is plentiful. Organic cream end users are reporting parallels in availability, also. Some butter producers are running on limited production lines, but say production is running generally smoothly. Production is mixed between churning and micro-fixing. Retail demand has slowed,

though it's meeting seasonal expectations. Some plant managers continue to say foodservice sales are better than expected. Market tones are reportedly steady, as butter maintains a range-bound status hovering around \$1.80.

**NORTHEAST:** Markets are holding a steady undertone currently. Butter makers are working through solid amounts of milk/cream supplies. A few operations' churning schedules are slightly shorter due to higher spot cream pricing at this time. Market participants noted some butter operations are not receiving cream supplies due to scheduled maintenance. Butter inventories are stable to building for future demands. Retail sales are steady to somewhat soft. Butter foodservice sales have steadied as several eateries restocked pipelines. The bulk butter price for domestic sales, in the East, is reported 3 - 8 cents over the CME market.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

The most advertised dairy item this week is conventional 48 to 64-ounce ice cream. The national average advertised price is \$2.96, which is \$0.04 higher than last week. There are no ads for organic 48- to 64-ounce ice cream. Conventional half-gallons of milk saw the biggest increase in ads, jumping 372 percent. Total conventional dairy ads are down 16 percent this week, while total organic dairy ads increased 7 percent.

The most advertised cheese item is conventional 8-ounce shred cheese, with an average advertised price of \$2.45. This is \$0.34 lower than last week. The price for conventional 1- pound shred cheese climbed \$1.11, a 34 percent increase, reaching a weighted average advertised price of \$4.38. Conventional cheese ads increased 6 percent. Organic cheese ads were absent from circulars this week.

Greek yogurt in 4- to 6-ounce containers, the most advertised conventional yogurt item, has an average price of \$0.96, down \$0.02 from last week. Ads for conventional yogurt in 32-ounce containers dropped 57 percent, while the average price rose \$0.30 to \$2.62.

## RETAIL PRICES - CONVENTIONAL DAIRY - JUNE 18

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.30	3.32	3.34	2.99	2.77	3.35	3.24
Cheese 8 oz block	2.24	2.06	2.29	2.15	2.46	2.13	2.43
Cheese 1# block	4.58	3.99	4.98	4.98	4.37	4.99	5.18
Cheese 2# block	7.23	NA	NA	NA	NA	5.99	7.49
Cheese 8 oz shred	2.45	2.37	2.47	2.47	2.43	2.77	2.38
Cheese 1# shred	4.38	4.26	4.98	4.98	4.93	NA	3.99
Cottage Cheese	2.03	2.15	1.63	1.63	1.98	2.50	1.54
Cream Cheese	2.06	1.98	2.32	2.32	1.50	2.59	1.54
Flavored Milk ½ gallon	2.68	NA	2.50	2.50	2.49	NA	3.79
Flavored Milk gallon	NA						
Ice Cream 48-64 oz	2.96	2.83	2.82	2.82	2.95	3.24	2.68
Milk ½ gallon	1.99	1.99	NA	NA	NA	1.99	NA
Milk gallon	2.07	1.39	NA	NA	2.99	NA	1.99
Sour Cream 16 oz	1.54	1.70	1.24	1.24	1.34	2.00	1.96
Yogurt (Greek) 4-6 oz	.96	.90	1.00	1.00	1.00	.98	.92
Yogurt (Greek) 32 oz	4.69	4.76	3.96	3.96	NA	5.24	4.39
Yogurt 4-6 oz	.52	.55	.44	.44	.49	.50	.47
Yogurt 32 oz	2.62	2.27	2.99	2.49	2.70	3.00	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:	Yogurt 32 oz:	\$3.73
Butter 1 lb:	Greek Yogurt 32 oz:	\$5.99
Cheese 8 oz shred:	Milk UHT 8 oz:	NA
Cheese 8 oz block:	Milk ½ gallon:	\$3.78
Cream Cheese 8 oz:	Milk gallon:	NA
Cottage Cheese 16 oz:	Sour Cream 16 oz:	\$3.00
Yogurt 4-6 oz:	Ice Cream 48-64 oz:	NA

## NDM PRODUCTS - JUNE 17

**NDM - CENTRAL:** Low/medium heat NDM prices were mixed on the range, but held steady on the mostly. Trading activity was sluggish this week. Buyers are pushing back at \$1.30+ prices, but supplies are not yet a concern for producers/traders. Condensed skim availability, though, has grown. Producers reported regular offers of condensed skim at declining prices. Production is steady to higher. More processors were online after some took days off for washing/maintenance last week. High heat NDM prices slid on the bottom of the range, although trading was limited.

**NDM - WEST:** Low/medium heat NDM prices, in the West, moved higher at the bottom of the range this week, while holding steady at the top. The top of the mostly price series moved higher, while the bottom held steady. International demand for low/medium heat NDM is, reportedly, picking up. Domestic demand is holding steady. Port congestion is continuing to cause delays to international shipments. Loads intended for domestic markets are also facing delays due to a shortage of truck drivers. Low/medium heat inventories are available for spot purchases. With

plenty of milk available, in the region, dryers are running full schedules. Production of high heat NDM is sparse, as contacts prefer the shorter drying times of low/medium heat.

**NDM - EAST:** Low/medium heat NDM trading was steady this week. Although trading activity in the Central region took a dip, eastern region trades were similar to last week. Domestic end users remain active in their interest, but more contacts say there is some hesitancy at prices above \$1.30. Production is steady in the region, with plentiful condensed skim.

**LACTOSE:** Industry contacts report a lot of the Q3 business arrangements have been set up. Demand is steady overall, with some market participants noting strong pulls for standardization, but others suggesting lighter demand in a few export markets as more shipments reach their final destinations. Lactose is moving well through contracts, aside from the ongoing challenges within shipping channels. While inventories are committed and not burdensome, the transportation congestion has caused some US warehouses to fill.

## WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
06/14/21	73,130	83,007
06/01/21	73,033	81,679
Change	97	1,328
Percent Change	0	2

## CME CASH PRICES - JUNE 14 - 18, 2021

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

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
<b>MONDAY</b> June 14	\$1.6650 (-¾)	\$1.5050 (+½)	\$1.8225 (+3)	\$1.3075 (+¾)	\$0.6225 (-½)
<b>TUESDAY</b> June 15	\$1.6575 (-¾)	\$1.5050 (NC)	\$1.8050 (-1¾)	\$1.2800 (-2¾)	\$0.6000 (-2¼)
<b>WEDNESDAY</b> June 16	\$1.6350 (-2¼)	\$1.5100 (+½)	\$1.8050 (NC)	\$1.2650 (-1½)	\$0.5925 (-¾)
<b>THURSDAY</b> June 17	\$1.5700 (-6½)	\$1.4900 (-2)	\$1.8050 (NC)	\$1.2500 (-1½)	\$0.5925 (NC)
<b>FRIDAY</b> June 18	\$1.5425 (-2¾)	\$1.4925 (+¼)	\$1.7850 (-2)	\$1.2650 (+1½)	\$0.6100 (+1¼)
<b>Week's AVG \$ Change</b>	<b>\$1.6140 (+0.0060)</b>	<b>\$1.5005 (+0.0200)</b>	<b>\$1.8045 (+0.0215)</b>	<b>\$1.2735 (-0.0235)</b>	<b>\$0.6035 (-0.0100)</b>
<b>Last Week's AVG</b>	<b>\$1.6080</b>	<b>\$1.4805</b>	<b>\$1.7830</b>	<b>\$1.2970</b>	<b>\$0.6135</b>
<b>2020 AVG Same Week</b>	<b>\$2.3080</b>	<b>\$2.5300</b>	<b>\$1.8255</b>	<b>\$1.0215</b>	<b>\$0.3140</b>

## MARKET OPINION - CHEESE REPORTER

**Cheese Comment:** Three cars of blocks were sold Monday, the last at \$1.5050, which set the price. Tuesday's block market activity was limited to an uncovered offer of 1 car at \$1.5550, which left the price unchanged. Ten cars of blocks were sold Wednesday, all at \$1.5100, which raised the price. On Thursday, 1 car of blocks was sold at \$1.4900, which lowered the price. No blocks were sold Friday; the price increased on an unfilled bid for 1 car at \$1.4925. The barrel price fell Monday on a sale at \$1.6550, declined Tuesday on an uncovered offer at \$1.6575, dropped Wednesday on a sale at \$1.6350, declined Thursday on a sale at \$1.5700, and fell Friday on a sale at \$1.5425.

**Butter Comment:** The price rose Monday on a sale at \$1.8225, fell Tuesday on a sale at \$1.8050, and fell Friday on an unfilled bid at \$1.7850.

**Nonfat Dry Milk Comment:** The price rose Monday on an unfilled bid at \$1.3075, declined Tuesday on a sale at \$1.2800, fell Wednesday on a sale at \$1.2650, dropped Thursday on a sale at \$1.2500, then rose Friday on a sale at \$1.2650.

**Dry Whey Comment:** The price declined Monday on an uncovered offer at 62.25 cents, dropped Tuesday on a sale at 60.0 cents, fell Wednesday on an uncovered offer at 59.25 cents, then rose Friday on a sale at 61.0 cents.

## WHEY MARKETS - JUNE 14 - 18, 2021

RELEASE DATE - JUNE 17, 2021

**Animal Feed Whey—Central:** Milk Replacer: .5000 (NC) – .5500 (-1)

**Buttermilk Powder:**

Central & East: 1.2250 (NC) – 1.2650 (NC) West: 1.2000 (+3) – 1.2600 (NC)  
Mostly: 1.2100 (+1) – 1.2400 (-1)

**Casein:** Rennet: 4.5300 (+10) – 4.6500 (+14) Acid: 4.4700 (NC) – 4.7800 (NC)

**Dry Whey—Central (Edible):**

Nonhygroscopic: .5500 (NC) – .6800 (+2) Mostly: .6000 (-½) – .6400 (+¼)

**Dry Whey—West (Edible):**

Nonhygroscopic: .5625 (+1¼) – .7150 (+½) Mostly: .6125 (+1) – .6525 (+½)

**Dry Whey—NorthEast:** .5800 (+4) – .6850 (+½)

**Lactose—Central and West:**

Edible: .3800 (NC) – .5500 (NC) Mostly: .4100 (NC) – .4900 (NC)

**Nonfat Dry Milk —Central & East:**

Low/Medium Heat: 1.2500 (+2) – 1.3300 (-1) Mostly: 1.3000 (NC) – 1.3200 (NC)  
High Heat: 1.4000 (-4) – 1.4800 (NC)

**Nonfat Dry Milk —Western:**

Low/Medium Heat: 1.2450 (+1¾) – 1.3525 (NC) Mostly: 1.2700 (NC) – 1.3400 (+2)  
High Heat: 1.3900 (NC) – 1.4875 (NC)

**Whey Protein Concentrate—Central and West:**

Edible 34% Protein: 1.0500 (NC) – 1.3200 (NC) Mostly: 1.1000 (NC) – 1.2025 (NC)

**Whole Milk—National:** 1.7500 (-3) – 1.8500 (+½)

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## HISTORICAL MILK PRICES - CLASS III

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

## Global Dairy Trade Price Index Falls 1.3%; Three Of Six Product Prices Rise

**Auckland, New Zealand—**The price index on this week's Global Dairy Trade (GDT) dairy commodity auction declined 1.3 percent from the previous auction.

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

**Cheddar cheese:** The average winning price was \$4,328 per ton (\$1.96 per pound), up 0.2 percent. Average winning prices were: Contract 3 (September), \$4,355 per ton, up 1.8 percent; Contract 4 (October), \$4,317 per ton, up 0.6 percent; Contract 5 (November), \$4,308 per ton, down 1.6 percent; and Contract 6 (December), \$4,319 per ton, down 2.5 percent.

**Skim milk powder:** The average winning price was \$3,356 per ton (\$1.52 per pound), down 1.7 percent. Average winning prices were: Contract 1 (July), \$3,471 per ton, down 3.1 percent; Contract 2 (August), \$3,346 per ton, down 2.8 percent; Contract 3, \$3,365 per ton, down 1.4 percent; Contract 4, \$3,383 per ton, up 0.3 percent; Contract 5, \$3,327 per ton, down 1.7 percent; and Contract 6, \$3,270 per ton, down 4.9 percent.

**Whole milk powder:** The average winning price was \$3,997 per ton (\$1.81 per pound), down 1.8 percent. Average winning prices

were: Contract 1, \$4,028 per ton, down 1 percent; Contract 2, \$3,951 per ton, down 2 percent; Contract 3, \$4,029 per ton, down 2.5 percent; Contract 4, \$4,032 per ton, down 1.7 percent; Contract 5, \$3,992 per ton, down 2.3 percent; and Contract 6, \$3,905 per ton, down 7 percent.

**Butter:** The average winning price was \$4,612 per ton (\$2.09 per pound), down 1.7 percent. Average winning prices were: Contract 1, \$4,620 per ton, down 1 percent; Contract 2, \$4,605 per ton, down 2.1 percent; Contract 3, \$4,615 per ton, down 1.4 percent; Contract 4, \$4,605 per ton, down 2.3 percent; Contract 5, \$4,615 per ton, down 2.2 percent; and Contract 6, \$4,620 per ton, down 1.4 percent.

**Anhydrous milkfat:** The average winning price was \$5,687 per ton, up 0.6 percent. Average winning prices were: Contract 1, \$6,317 per ton, up 4.3 percent; Contract 2, \$5,850 per ton, up 0.9 percent; Contract 3, \$5,555 per ton, down 0.4 percent; Contract 4, \$5,574 per ton, up 0.2 percent; Contract 5, \$5,560 per ton, up 0.4 percent; and Contract 6, \$5,624 per ton, up 1.2 percent.

**Lactose:** The winning price was \$1,240 per ton (56.2 cents per pound). That was for Contract 2.



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