



# CHEESE REPORTER

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## Congress Passes, Biden Signs \$1.9 Trillion Pandemic Relief Bill

### Legislation Includes \$4 Billion To Buy Dairy, Other Food Products, Restaurant Funding

Washington—President Biden on Thursday signed into law the \$1.9 trillion American Rescue Plan Act, after the measure was approved by both the House and Senate in the past week.

Among other provisions, the legislation provides \$4 billion to the US secretary of agriculture, \$3.6 billion of which is to support the food supply chain. This money can be used to purchase and distribute agricultural commodities, including dairy products, to individuals in need, including through delivery to nonprofit organizations and through restaurants and other food-related entities that may receive, store, process, and distribute food items.

The money can also be used to make grants and loans for small or mid-sized food processors or distributors, farmers markets, producers, or other organizations to respond to the coronavirus pandemic, including for measures to protect workers against COVID-19; and to make loans and grants and pro-

vide other assistance to maintain and improve food and agricultural supply chain resiliency.

A total of \$2.5 million is provided for the USDA Office of the Inspector to audit, investigate, and conduct other oversight activities of projects and activities carried out with funds made available to the USDA related to the pandemic.

In the nutrition area, the legislation extends from June 30 to Sept. 30, 2021, the requirement that the value of Supplemental Nutrition Assistance Program (SNAP) benefits be calculated using 115 percent of the June 2020 value of the thrifty food plan.

Also, the bill provides \$1.15 billion to the secretary of agriculture, \$1.135 billion of which will be for grants for each of fiscal years 2021 through 2023 to each state agency for the costs of state administrative expenses associated with SNAP.

The nutrition title of the legislation also provides \$37 million for the Commodity Supplemental

Food Program, to remain available until Sept. 30, 2022; funding to improve and modernize the Women, Infants and Children (WIC) program; and \$1 billion to provide grants for nutrition assistance to Puerto Rico, American Samoa and the Commonwealth of Northern Mariana Islands.

The International Dairy Foods Association (IDFA) “applauds Congress for passing a COVID-19 relief bill that will help tackle the hunger and nutrition issues in our country and support the resiliency of our food supply chain,” said Michael Dykes, IDFA’s president and CEO.

“While COVID-19 cases have slowed in recent weeks, millions of Americans continue to face hunger and nutrition insecurity amidst the economic fallout of the pandemic,” Dykes continued. “This legislation will ensure our nation’s most vulnerable have access to a variety of fresh, wholesome, nutritious dairy products.”

“The American Rescue Plan boosts SNAP benefits for food insecure families; it expands resources

• See **Pandemic Relief**, p. 10

## US, EU Agree To Suspend Tariffs Related To WTO Aircraft Disputes; Agree On Ag Quotas

Washington and Brussels, Belgium—The United States and the European Union (EU) last Friday agreed on the mutual suspension for four months of the tariffs related to the World Trade Organization (WTO) aircraft disputes.

The suspension will cover all tariffs both on aircraft as well as on non-aircraft products.

The suspension will allow the US and the EU “to ease the burden on their industries and workers and focus efforts towards resolving these long running disputes at the WTO,” according to a joint EU-US statement.

The US and EU are committed to reaching a “comprehensive and durable negotiated solution” to the aircraft disputes, the statement continued.

The United States began applying WTO-approved tariffs of 25 percent on certain EU goods, including numerous cheese and other dairy products, beginning Oct. 18, 2019. Those tariffs were a result of a longstanding US dispute with the EU over illegal subsidies to Airbus.

Last November, the EU began applying 25 percent retaliatory tariffs on several dairy and cheese products, as well as a number of other products, against the US in a long-running Boeing dispute.

• See **Tariffs Suspended**, p. 18

## Dairy CPI Fell 0.5% In February; Retail Cheddar, Whole Milk Prices Declined

Washington—The Consumer Price Index (CPI) for dairy and related products was 230.45 in February (1982-84=100), down 0.5 percent from January but 2.7 percent higher than in February 2020, the US Bureau of Labor Statistics (BLS) reported Wednesday.

That marked the third straight month in which the dairy CPI was above 230. The dairy CPI had averaged 229.9 during the second half of 2020.

February’s CPI for all items was 263.0, up 0.5 percent from January and 1.7 percent higher than in February 2020. The CPI for food at home in February was 252.7, up 0.2 percent from January and 3.5

• See **Retail Prices Fall**, p. 16

## US Dairy Organizations Seek Changes To Canada’s Dairy TRQ Policies

Ottawa, Ontario—Three US dairy industry organizations are urging Canada to reform its policies regarding the administration and allocation of its dairy tariff rate quotas (TRQs).

Earlier this year, Global Affairs Canada announced that it was resuming consultations under Phase II of its comprehensive review of the allocation and administration of TRQs for dairy, poultry and egg products. These TRQs are a key pillar of Canada’s supply management system.

Global Affairs Canada had launched Phase I of its TRQ allocation and administration policy review in May 2019. National Milk Producers Federation (NMPF), US Dairy Export Council (USDEC) and International Dairy Foods Association (IDFA) provided input a year

ago in response to an invitation for comment by Global Affairs Canada.

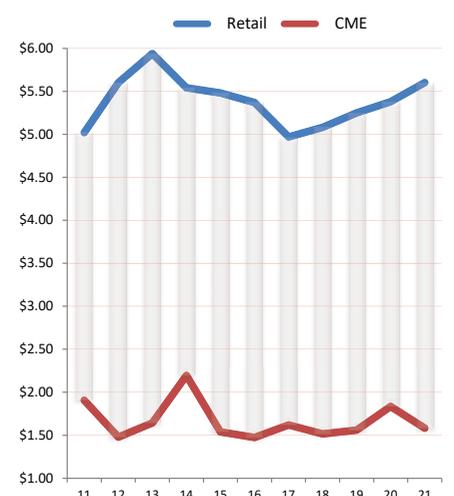
Canada’s proposed options to have separate allocation processes for processors/distributors/retailers and for further processors is “fundamentally inconsistent” with provisions of the Canada-United States-Mexico Agreement (CUSMA, known in the US as the US-Mexico-Canada Agreement, or USMCA), the three dairy organizations noted.

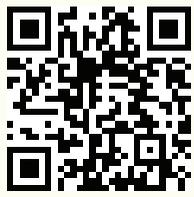
CUSMA dairy TRQs should have no restrictions on or designations of allocations to distributors, retailers, processors, food service establishments or further processors and must be handled in a manner that is not discriminatory between the various types

• See **Canada’s TRQs**, p. 11

## Average Cheddar Cheese Price

Retail vs. CME 40-pound Block  
Feb: 2011 – 2021;  
Price per pound





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

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### Tone Of US Trade Policy Seems Different

If first impressions matter — and there's a fair amount of agreement that they do — the new Biden administration's trade policy seems to be taking on a different tone than did trade policy in the early weeks of the Trump administration.

Time will tell how this plays out, and how much it matters for US dairy trade, but at least the initial impression is that the Biden administration's trade policy won't be as antagonistic as the previous administration's trade policy was.

It may be recalled that President Trump, less than a week after he was inaugurated, made a major trade policy decision, withdrawing the US from the Trans-Pacific Partnership agreement. The TPP included the US along with Australia, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, Vietnam and Brunei.

If it had been implemented with the US included, the TPP would have been the largest plurilateral free trade agreement by value of trade, encompassing roughly 40 percent of world GDP, and could have served further to integrate the US in the dynamic Asia-Pacific region, according to a 2016 Congressional Research Service report.

And the TPP looked like a positive deal for the US dairy industry. According to a 2016 report from the US International Trade Commission, the TPP agreement would have had "a positive effect on US dairy exports and a positive but more limited impact on US dairy imports."

Both of those reports, as noted, came out in 2016, which was the last full year of the Obama administration. For what it's worth, US involvement in TPP talks actually predated the Obama era; President George W. Bush notified Congress of his intention to negotiate with the existing P-4 members (New Zealand, Singapore, Chile and Brunei) in September 2008, along with Australia, Peru, and Viet-

nam in December 2008. President Obama recommitted to the TPP negotiations in November 2009.

After Trump withdrew the US from the TPP, the remaining countries went ahead and finalized the Comprehensive and Progressive Agreement for Trans-Pacific Partnership, which has been in effect for a little over two years now.

Meanwhile, the Trump administration continued to pursue what might be described as a confrontational trade policy. As John Murphy, senior vice president for international policy at the US Chamber of Commerce, put it: "The administration of President Trump, a self-described 'tariff man,' championed tariffs and other limits on imports as a tonic for a wide range of economic ills."

The US during the Trump administration wielded tariffs more readily than in any other period in the post-World War II era, Murphy pointed out. These included US Section 301 tariffs on goods from China, and Section 232 tariffs on steel and aluminum from Mexico, Canada and the European Union, which were imposed in 2018.

Finally, the US in 2019 received a favorable ruling from the World Trade Organization on civil aircraft subsidies being provided by the European Union, and imposed 25 percent tariffs on a variety of cheese and other dairy imports from the EU starting in October 2019. For its part, the EU received a favorable ruling in 2020 in a case involving Boeing, and started imposing its own tariffs on some imports from the US late last year.

Related to those aircraft-related tariffs, over the past week and less than two months into the new Biden administration, the US and the EU have agreed on the mutual suspension for four months of the tariffs related to the aircraft disputes. This suspension "will allow the EU and the US to ease the burden on their industries and workers and focus efforts towards resolving these long running disputes at the

It doesn't look like there will be any new trade agreements... in the near future. Instead, it looks like US trade policy will pursue something resembling a return to "normal," whatever that is.

WTO," the US and the EU said in a joint statement.

That announcement actually came one day after the US and the United Kingdom (which was a member of the EU when these aircraft disputes started, but isn't a member of the EU today) announced a four-month tariff suspension in the aircraft dispute.

Also last week (as reported in a story on page 5 of last week's issue), the Office of the US Trade Representative delivered Biden's 2021 *Trade Agenda and 2020 Annual Report* to Congress. Opening markets and reducing trade barriers are "fundamental" to any trade agenda, and will be a priority for the Biden administration, the report stated.

But it doesn't look like there will be any new trade agreements being hammered out between the US and other countries in the near future. Instead, it looks like US trade policy will pursue something resembling a return to "normal," whatever that is.

For example, the report notes that America's agricultural communities have been "burdened" in recent years by "erratic trade actions that were taken without a broader strategy," and that these actions "triggered retaliation by our trading partners, leading to billions of dollars in lost exports and precipitating unprecedented mitigation payments."

The Biden administration will pursue "smarter trade policies that are inclusive and work for all producers," and its trade agenda "will seek to expand global market opportunities" for agriculture.

The report also stresses that Biden will "make it a priority to work with friends and allies" on trade enforcement, and "seek to repair partnerships and alliances and restore US leadership around the world," among other things.

How US dairy trade fares under Biden's trade policies remains to be seen, but at least initially, these policies are notably different from Trump's, if nothing else.

## Global Economic Growth Expected In 2021, A Positive For Dairy Demand

Utrecht, Netherlands—After a full year of pandemic and lockdowns around the world, the view of the future is clearer and more hopeful than it has been for months, according to Rabobank's *Global Dairy Quarterly Q1 2021*, which was released this week.

Overall, economic growth is expected across much of the world in 2021, which is positive for dairy demand, the report noted. However, up to this point, economic strength in much of the world has resulted from various forms of fiscal stimulus and other government support. The phasing out of support provides some downside risk.

Rabobank is forecasting a 1.1 percent increase in milk production across the Big-7 dairy-producing regions in 2021. This is a decrease compared to the 1.6 percent increase in 2020 and represents a modest tightening of supply, which should help support markets as demand settles into post-vaccine balance.

Shipping woes are causing headaches for exporters around the world trying to move commodities internationally, the report pointed out. Strong demand for consumer goods coming out of China is driving robust demand for containers at Chinese ports.

Limited port personnel and other coronavirus precautions mean that, in most cases, it is currently more economical to unload containers and send them back to China empty, Rabobank's report explained. This leads to a disconnect in global commodity prices, as exporters in some regions are forced to discount products to absorb elevated shipping costs and remain competitive.

"Demand will be in the driver's seat in 2021," the report said. "Throughout the pandemic, global milk supply has been much less impacted than demand."

Disruptions arose as consumers made significant shifts in their consumption patterns, which spilled through supply chains. Most of those shifts were abrupt and severe in the early stages of the pandemic, but coming out "should be much more gradual," the report said.

Most economies will grow in 2021 compared to 2020. Rabobank is forecasting a 4.5 percent increase in global GDT for 2021, compared to a 3.8 percent contraction in 2020. The impact of widespread vaccination should be felt by mid-year, which will be positive for economic activity.

Rabobank's report listed seven factors to watch in the second and third quarters of 2021:

**Milk prices in China:** China's farmgate milk prices are at an all-time high, impacting global

markets in some dynamic ways. So far in 2021, higher domestic milk prices have favored imported WMP, but the 21 percent jump in the whole milk powder price at last week's Global Dairy Trade (GDT) auction swiftly narrowed the WMP import parity price discount to 4 percent, compared to the five-year average of 19 percent.

The high milk prices support the expansion of China's milk sector, ultimately slowing import demand in the medium to longer term.

**Economic recovery:** Rabobank expects the global economy to grow by 4.5 percent, with 7 percent growth in China, one of the only economies to experience growth in

2020. Recovery is not without risk, though, and in regions like South America, it relies on maintaining a degree of fiscal stimulus.

**Vaccine progress:** Underpinning the economic recovery is the successful distribution of vaccines, which should provide the confidence to reopen many aspects of life that have been limited. However, there remain the risks that vaccines will hit distribution hurdles or that new resistant variants of the virus will emerge.

**Shipping disruptions:** Challenges with shipping container availability and pricing are leading to a divergence in prices for global commodities. The situation should resolve itself over the course of the second quarter but still presents a risk to trade flows and a headache for exporters in the near term.

**Feed prices:** Prices around the world are elevated. Most dairy-producing regions are above break-even levels, but a drop in milk prices in this elevated feed market would pressure producer margins.

**Food price inflation:** Higher commodity prices will begin spilling through supply chains, reaching consumers. Promotions will likely return to retail outlets as brands and retailers will once again need to compete for consumers.

In a still-fragile economy, consumers may experience some sticker shock and become more price sensitive with their budget.

**Brexit uncertainty is over:** Few major disruptions occurred in the first post-Brexit months, with many companies working through elevated stocks in the United Kingdom.



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## Sharing Your Message: Communicating To Employees About The COVID-19 Vaccine

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Every day we all see the exciting stories of vaccines being administered throughout the world. These stories show us that there is light at the end of the very long COVID-19 tunnel. And while that news shows us the potential for a new normal, it also brings a new challenge for dairy processors: how to communicate about COVID-19 vaccines.

Currently food processors of all types are wrestling with this situation. They are looking at an evolving situation which they do not control, and yet likely has major ramifications upon their ability to continue to process and produce food products and meet customer demands.

That can seem like quite the challenge.

And that challenge is made especially difficult when communicating your organization's COVID-19 vaccine approach to your team.

*Here are a few things to consider when talking about COVID-19 vaccinations:*

**Not a normal initiative:** Most of the time dairy processors focus their employee communications on initiatives that they build and deploy. The bad news is the deployment of the vaccine is outside of your control. The good news is that external organizations are raising awareness of the vaccine for you.

**Your message:** We've heard from many dairy processors that the COVID-19 is the most difficult crisis situation that they have ever encountered. With that in mind, leveraging the fundamentals of crisis communications and smart corporate communications will serve you

When the key leader within your operation directs the message, the burden is taken off the shoulders of the human resources team allowing them to focus their time on sharing information about implementation.

well. That means being empathic, transparent, proactive and leaning on your organization's values should be your guiding lights as you discuss COVID-19 and vaccines with your staff.

**Approach:** Ultimately your staff wants to know your organization's approach to the COVID-19 vaccine. You need to answer the big question: will you mandate the vaccine? You should share your stance with your team members and be clear about it. With that being said, you can still strongly recommend that staff get the vaccine when it is available to them without mandating it.

**Leadership:** Like any big initiative, a best practice for announcing your stance on the vaccine is best with sponsorship from a key leader in your organization. This makes your stance an organizational decision, rather than a human resources decision. Your human resources team is likely to be busy with logistics. When the key leader within your operation directs the message, the burden is taken off the shoulders of the human resources team allowing them to focus their time on sharing information about implementation.

For many this is an exciting time, as credible vaccines can mean a return to, or even creating a new normal.

But the transition to normal will be important to make sure we can all safely return to activities we all once took for granted.

For leadership in the dairy processing industry, sharing a credible and empathic message will help your team understand your expectations for how they approach the vaccine.

*M3 Insurance is a regular contributor to Cheese Reporter. Previous columns can be found at [www.cheesereporter.com/M3/Insurance.htm](http://www.cheesereporter.com/M3/Insurance.htm). For more information about M3 Insurance, visit <https://m3ins.com/>*

## FROM OUR ARCHIVES

### 50 YEARS AGO

**March 12, 1971: Washington—**The food industry is being urged to use product labels as a way for consumers to write to companies for full information on the nutritional composition of foods, the Grocery Manufacturers of America reported. In the absence of protocol for voluntary labeling, widespread use without uniformity could jeopardize food labels' usefulness to consumers.

**Belfast, Northern Ireland—**Europe's most modern cheese plant will kick off production here early next year. The plant, a subsidiary of Unigate in the UK, will produce four million pounds of cheese annually.

### 25 YEARS AGO

**March 8, 1996: Green Bay, WI—**H. Dekkers of Coberco Kaas Wierden, Wierden, the Netherlands, is this year's winner of the World Championship Cheese Contest. Dekkers' Gouda received a final round score of 99.10. First runner-up is Gilles Vallee of Agropur Notre-Dame-du-Bon, Quebec, Canada, with a Cheddar entry scoring 98.94.

**Brussels, Belgium—**Feta cheese from Denmark? Gorgonzola from France? Not if the EU gets its way. It has proposed measures to protect producers of 318 cheeses and other foods traditionally identified with a particular region of the 15-nation EU.

### 10 YEARS AGO

**March 11, 2011: Green Bay, WI—**Katie Hedrich, cheese maker with LaClare Farms Specialties, Chilton, WI, was named US Champion Cheese Maker here for her Evalon entry that scored 99.0695 in the final round of judging. John Griffiths of Sartori Foods, Plymouth, WI, was first runner-up with his SarVecchio Parmesan entry, and Holland's Family Cheese, Thorp, WI, took second runner-up honors with its Aged Gouda.

**Madison—**John Lucey, professor of food science at the UW-Madison, has been named director of the Wisconsin Center for Dairy Research here. Lucey succeeds Rusty Bishop, who retired as CDR director in 2010 after 17 years of service. Bishop then went on to serve as director of research and development at Schreiber Foods.

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## GAO Sees No Progress On Improving Federal Oversight Of Food Safety

Washington—The US Government Accountability Office (GAO) recently released its latest High Risk List, which includes 36 areas across the federal government vulnerable to waste, fraud, abuse, and mismanagement or needing broad-based transformation.

Since the last report was released in 2019, two areas were added to the current list, improvements were seen in seven areas, 20 areas showed little change and five regressed.

Federal oversight of food safety was added to the GAO's High Risk List in 2007, and in recent years, the GAO has made recommendations aimed at helping to reduce fragmentation in federal food safety oversight. Since its 2019 High-Risk Report, ratings for all five criteria remain unchanged:

**Leadership commitment: partially met.** The US Departments of Agriculture (USDA) and Health and Human Services (HHS) have now both demonstrated leadership by updating their strategic and performance-planning documents to better address crosscutting food safety efforts, as the GAO recommended in 2014.

However, federal agencies have not developed a national plan or strategy for food safety. Specifically, Congress has not directed

the Office of Management and Budget (OMB) to develop a government-wide performance plan for food safety.

**Capacity: partially met.** Federal food safety agencies would benefit from a centralized collaborative mechanism on food safety. In 2009, President Obama established the Food Safety Working Group (FSWG) to coordinate federal food safety efforts; however, this group has not met in almost 10 years. Congressional action is required to formalize such a mechanism through statute.

Identifying resources needed to carry out the food safety mission would be an important part of a government-wide performance plan or, at a minimum, a national strategy for food safety.

**Action plan: not met.** Without an action plan, such as a government-wide performance plan or, at a minimum, a national strategy for food safety, Congress, program managers, and other decision makers are hampered in their ability to identify agencies and programs addressing similar missions and to set priorities, allocate resources, and restructure federal efforts, as needed, to achieve long-term goals.

Such a national strategy for food safety that fulfills govern-

ment-wide planning needs should, among other things, have a clearly stated purpose, establish sustained leadership, identify resource requirements, and describe how progress will be monitored.

**Monitoring: not met.** A government-wide performance plan or, at a minimum, a national strategy for food safety, would facilitate effective monitoring of federal food safety efforts so the efforts would be clear and transparent to Congress and the public.

A government-wide performance plan or national strategy would enable Congress and the agencies to monitor the effectiveness of federal food safety programs, particularly those involving more than one agency, and identify areas needing corrective measures.

**Demonstrated progress; partially met.** Since the GAO's 2019 High-Risk Report, USDA has joined HHS in implementing the GAO's 2014 recommendations to update their strategic and performance-planning documents to more fully describe how they are working with other agencies to achieve their food safety-related goals and objectives.

Nevertheless, the agency-by-agency focus of individual planning documents does not provide the integrated perspective on federal food safety performance necessary to guide congressional and executive branch decision-making

and inform the public about federal actions to ensure food safety. Those individual documents could, however, provide building blocks toward the next step of developing a single, government-wide performance plan for food safety.

As of December 2020, there are three open matters for congressional consideration that are significant for removing food safety from the GAO's High-Risk List:

—In 2014, the GAO suggested that Congress consider directing OMB to develop a government-wide performance plan for food safety that includes results-oriented goals and performance measures and a discussion of strategies and resources.

—In 2014, the GAO suggested that Congress consider formalizing the FSWG through statute to help ensure sustained leadership across food safety agencies.

—In 2001, the GAO suggested that Congress consider commissioning the National Academy of Sciences or a blue-ribbon panel to conduct a detailed analysis of alternative organizational food safety structures and report the results of such an analysis to Congress.

The Government Accountability Office would accept either a government-wide performance plan or, at a minimum, a national strategy for food safety to address many of the concerns raised in its work.



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## GLOBAL ONLINE

# SCHEDULE OF EVENTS

CheeseExpoGO.org

## Tuesday, April 6

10:00–3:00 P.M. CDT

### Visit Virtual Exhibits, Video Chat with Colleagues

This is your chance to visit virtual exhibits, chat or request a live video with exhibitors, network with attendees and much more!

10:00–Noon CDT

### CDR Experts on Call: Private Consultations with Center for Dairy Research Staff (By Appointment)

These limited time slots must be scheduled in advance. Attendees signing up for Full Registration will see a pop-up box offering CDR Experts on Call sessions.

### Keynote Opener

Noon–12:55 p.m. CDT

### The RELCO® Opening Keynote: Cheese Industry CEOs Look to the Future

This online panel will feature David Ahlem, CEO and President of Hilmar Cheese Company; Emile Cordeau, CEO of Agropur and Carl Colizza, President and COO of Saputo Dairy USA. Phil Plourd, President of Blimling and Associates, will moderate and guide this discussion.

### Concurrent Ideas Showcases

1:00–1:15 P.M. CDT

**DSM Food Specialties USA, Inc.**  
Differentiate Your Cheese with the Flavor Wheel

**FT System North America LLC**  
Preserve Map Packaged Cheese

Shelf-Life with In-Line 100% Sealing Inspection

1:15–1:30 P.M. CDT

### MULTIPOND America Inc

Challenges and Solutions for Accurate Cheese Weighing

### Amcro Flexibles North America

Elevated Consumer Experiences Begin with Packaging That Stands Out On Shelf

### Concurrent Seminars

1:30–2:20 P.M. CDT

### Optimizing Cheese Yield & Mass Balance

Are you trying to find the sweet spot between optimal efficiency and optimal quality? Learn how to develop a formula to help you identify where you may be having issues and then the techniques for overcoming those yield stealers.

Moderator: Dean Sommer, Cheese & Food Technologist, CDR

Speakers:

- Developing the Right Formula to Optimize Cheese Yield  
Dr. Mark Johnson, PhD, Distinguished Scientist, CDR
- Maximizing Cheese Yield Efficiency at the Vat  
John Jaeggi, Cheese Industry & Applications Coordinator, CDR

1:30–2:20 P.M. CDT

### Negative PPDs and Positive Change for Federal Milk Orders

A job that's never finished – imposing a regulated milk pricing structure on a free market system

– will begin anew in 2021 as unprecedented market disruptions in the last year revealed the complexity, the inflexibility, and possibly even the irrelevance of classified milk pricing.

Speakers:

- Mark Stephenson, Professor, Director of Dairy Policy Analysis, University of Wisconsin-Madison
- Mike McCully, President, The McCully Group
- John Newton, PhD, Chief Economist, American Farm Bureau Federation

1:30–2:20 P.M. CDT

### Data Debut: Cheese Usage in Foodservice Channels 2020

Join us for the debut of new Technomic research on cheese usage in the foodservice channel in 2020 amid the COVID-19 pandemic.

Speakers:

- Jen Walsh, Chief Operating Officer, Dairy Farmers of Wisconsin
- David Henkes, Senior Principal, Technomic

1:30–2:20 P.M. CDT

### Crisis Preparedness and Crisis Management: National FARM Program Solutions

No one likes to think about an animal care crisis. The National Dairy FARM Program's resources can help ensure that you and your teams are prepared in the event that a crisis does hit. This session will not only give attendees the tools needed to prepare for a crisis

but will also outline the steps taken by all stakeholders during a crisis, to illustrate the most positive pathway forward for all involved.

Speakers:

- Emily Yeiser Stepp, VP, National Dairy FARM Program
- Angela Anderson, VP, Food Chain Outreach, Innovation Center for U.S. Dairy

### Concurrent Ideas Showcases

2:30–2:45 P.M. CDT

### TC Transcontinental Packaging

Films and Resins Made Sustainable

### Quadbeam Technologies Ltd.

Identify & Monitor Efficiency Opportunities with Multibeam NIR Sensors

2:45–3:00 P.M. CDT

### Foss

The Power of In-Line for Cheese

### JLS Automation

Robotic Packaging That Helps Close the Labor Gap

### Spotlight Event

3:00–3:45 P.M. CDT

### Tetra Pak Spotlight Event

Network with colleagues as Tetra Pak brings fun and games to you and your colleagues to the end of a successful first day.

## Wednesday, April 7

10:00–3:00 P.M. CDT

### Visit Virtual Exhibits, Video Chat with Colleagues

This is your chance to visit virtual exhibits, chat or request a live video with exhibitors, network with attendees and much more!

10:00–Noon CDT

### CDR Experts on Call: Private Consultations with Center for Dairy Research Staff (By Appointment)

These limited time slots must be scheduled in advance. Attendees signing up for Full Registration will see a pop-up box offering CDR Experts on Call sessions.

### Keynote Opener

Noon–12:55 P.M. CDT

### The DSM Keynote Event: WCMA Recognition Awards

A host of industry leaders earned our thanks and recognition in 2020 and 2021, and we'll highlight our Cheese Industry Champions, Distinguished Service Award winners, Vanguard Award cheesemakers and Babcock Award educators. Join the ceremony and applaud these greats as they acknowledge their awards in video presentations.

### Concurrent Ideas Showcases

1:00–1:15 P.M. CDT

**Hydrite Chemical Company**  
Leveraging Technology into Creative Solutions

### LETICO Inc.

Letico LT3: Portion Control That

Will Transform Your Workplace

1:15–1:30 P.M. CDT

### Multivac, Inc.

MULTIVAC L 310 labeler: Maximum Speed, Efficiency, and Quality

### RELCO, A Koch Separation Solutions Company

Innovative Reverse Osmosis Membranes for Concentration of Caustic Solutions

### Concurrent Seminars

1:30–2:20 P.M. CDT

### Practical Application of Process Data in Dairy Plants

Data automation, linking every phase of your operation from raw milk intake and testing through packaging and distribution, holds the promise of paperless reporting, shared data, and analysis to improve safety, traceability and productivity at dairy plants.

Moderator: Dean Sommer, Cheese & Food Technologist, Center for Dairy Research

Speakers:

- Steve Ejnjk, VP Cheese Equipment RELCO, a Koch Separation Solutions Company
- Larry Harris, Director of Operations, Meister Cheese Company
- Joe Gardner, Practice Lead for Data Analytics, Wonderware

1:30–2:20 P.M. CDT

### Export Market Outlook in a Recovering Global Economy

A disruptive 2020 surprised with strong international interest in U.S. dairy foods and dairy ingredients.

U.S. Dairy Export Council is forecasting how a new normal will impact your export opportunities.

Speakers:

- Shawna Morris, VP Trade Policy, U.S. Dairy Export Council
- Jaime Castaneda, SVP Trade Policy, U.S. Dairy Export Council
- William Loux, Director, Global Trade Analysis, U.S. Dairy Export Council

1:30–2:20 P.M. CDT

### Artisan Focus: Surface Microflora in Cave-Aged Cheeses & CDR's New Affinage Capabilities

Learn about different rind microflora and their impact on cave-aged cheeses, plus catch a glimpse of CDR's nine specialty cheese caves in the new Center for Dairy Research building.

Speakers:

- Understanding Surface Microbial Communities in Cave-Aged Cheeses  
Dr. Ben Wolfe, Associate Professor, Biology, Tufts University
- Explore CDR's new cheese caves and its enhanced affinage capabilities  
Andy Johnson, Assistant Coordinator, Cheese & Industry Applications, Center for Dairy Research

1:30–2:20 P.M. CDT

### Dairy 2050 Environmental Goals and the Net Zero Initiative for Carbon Emissions

Innovation Center for U.S. Dairy will share how the dairy industry's Net Zero Initiative is collaborating on sustainability projects to expand research, data, and on-farm

projects to close knowledge gaps, improve analysis and demonstrate progress.

Speaker:

- Karen Scanlon, SVP, Environmental Stewardship, Innovation Center for U.S. Dairy
- Brian Fiscalini, General Manager, Fiscalini Farms
- Greg Siegenthaler, VP, Milk Marketing & Supply Chain

### Concurrent Ideas Showcases

2:30–2:45 P.M. CDT

### Snackification: Harpak-Ulma Packaging, LLC.

Snackification: The Art of Turning Smaller Portions Into Larger

### Diversey F&B

Diversey's Accelerated Cleaning Protocol for Dairy Processing Membranes

2:45–3:00 P.M. CDT

### bioMerieux, Inc.

Support a Healthy Factory Model with Trusted Microbiology Solutions

### POWER Engineers

Artisan Shapes in a Uniform World: How to Solve Your Unique Packaging Challenges

### Spotlight Event

3:00–3:45 P.M. CDT

### Chr. Hansen Spotlight Event: Championship Cheese Auction

Celebrate craftsmanship and bid high as Chr. Hansen hosts an auction of past Championship Cheese Contest Winners all designated for charitable causes.

**Thursday, April 8**

**10:00–3:00 P.M. CDT**

**Visit Virtual Exhibits, Video Chat with Colleagues**

This is your chance to visit virtual exhibits, chat or request a live video with exhibitors, network with attendees and much more!

**10:00–Noon CDT**

**CDR Experts on Call: Private Consultations with Center for Dairy Research Staff (By Appointment)**

These limited time slots must be scheduled in advance. Attendees signing up for Full Registration will see a pop-up box offering CDR Experts on Call sessions.

**Keynote Opener**

**Noon–12:55 p.m. CDT**

**The Amcor Flexibles North America Keynote Address: Moving On – Trends that will Change the Way You Do Dairy**

An energetic keynote address from Paul Ziemnisky, Executive Vice President of Global Innovation Partnerships with Dairy Management Inc. and Laurie Demeritt, CEO of The Hartman Group, will explore the consumer and sales channel environment in a marketplace emerging from COVID-19.

**Concurrent Ideas Showcases**

**1:00–1:15 P.M. CDT**

**Tetra Pak Inc.**

Tetra Pak® Cooker Stretcher DDA – Delivering Maximum Control for your Pasta Filata Process

**Wonderware Midwest**

Operations and Performance Management in the Cloud

**1:15–1:30 P.M. CDT**

**Deville Technologies Inc.**

Full Cheese-Block Reduction on the Deville FS40 Shredder

**Chr. Hansen**

Cultures and Enzymes manufacturing: An Inside Look of Chr. Hansen

**Concurrent Seminars**

**1:30–2:20 P.M. CDT**

**Microbes that Negatively Impact Cheese Quality and Advances in their Identification**

There are more culprits out there than just lactose fermentation which are causing gas formers in cheese. Learn what they are and how to identify them.

Moderator: Dean Sommer, Cheese & Food Technologist, Center for Dairy Research

Speaker:

- Identifying New Sources of Gas Formation in Cheese  
Dr. Rodrigo Ibáñez, Scientist, Center for Dairy Research

**1:30–2:20 P.M. CDT**

**Peer Learning: Strategies to Recruit and Motivate Your Workforce**

How are your peer companies innovating in building and motivating their workforce – especially with the challenges of COVID-19? Join a panel of our industry's human resources leaders as they discuss solutions to workforce challenges of COVID-19, as well as their best strategies to find and develop great talent and build employee loyalty.

Moderator: Rebekah Sweeney, Director, Communications, Education and Policy, Wisconsin Cheese Makers Association

Speakers:

- Mara Kamat, VP Human Resources, Great Lakes Cheese
- Brian Sandvig, VP Operations & Human Resources, Valley Queen Cheese
- Denise Lofquist, VP Human Resources, Emmi Roth USA

**1:30–2:20 P.M. CDT**

**Succeeding with Online Dairy Product Sales**

Sales of natural cheese online increased \$743 million in 2020, a 104% increase over the previous year. Our expert panel will explore the future for dairy in e-commerce, with an emphasis on three market channels.

Moderator: Paul Ziemnisky, EVP Global Innovation Partnerships, Dairy Management Inc.

Speakers:

- Claudia Knowlton-Chike, Lead, Google Food Supply Chain Coalition, Google Global Logistics
- Andy Hatch, Owner, Uplands Cheese A Retail Grocery Representative

**1:30–2:20 P.M. CDT**

**Whey and Dairy Powder Pathogen Control Best Practices**

Whey and other dairy powders have grown to become a significant portion of dairy production but they also pose a unique set of food safety challenges. Controls and mitigation programs need to be tailored for dry dairy operations to minimize the risk of pathogen contamination.

Moderator: Chad Galer, VP Food Safety, Innovation Center for U.S. Dairy

Speakers:

- Dan Belina, Senior Scientist, Land O Lakes
- Dave Cook, President, Commercial Quality & Food Safety Solutions
- David Kedzierski, Executive Leader of Food Safety, QA and Regulatory Affairs, Agri-Mark Inc.
- Ron Thompson, Director of Food Safety, Continental Dairy Facilities, LLC

**Ideas Showcases**

**2:30–2:45 P.M. CDT**

**Krohne Inc.**

KROHNE Optimass: Coriolis Meters for the Cheese Industry

**2:45–3:00 P.M. CDT**

**FoodSafe Drains**

FoodSafe Facility Drainage Design

**Spotlight Event**

**3:00–3:45 P.M. CDT**

**WCMA Awards Banquet Highlights**

Shorter and sweeter, with fewer calories, this virtual banquet with Wisconsin Cheese Makers Association and Center for Dairy Research will celebrate 2020 World Championship Cheese Contest Top Winners, WCMA Life Member Honorees, Wisconsin Master Cheesemakers for 2020 and 2021 and salute our Contest Volunteers and Winners.

**EXHIBITORS**

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FT System North America LLC  
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Heat and Control, Inc.  
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ID Technology  
IFF  
Inficon  
International Dairy Foods Association  
JLS Automation

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Kelley Supply, Inc  
Koss Industrial, Inc.  
Krohne Inc.  
Kurita America Inc.  
Kusel Equipment Co.  
Lallemand  
LETICO Inc.  
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Masters Gallery Foods, Inc.  
Matrix Packaging Machinery  
McMahon Associates, Inc.  
Membrane System Specialists, Inc.  
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MULTIPOND America Inc  
Multivac, Inc.  
Munters Corporation  
Natec USA LLC  
Nelson-Jameson, Inc.  
Pentair  
PerkinElmer, Inc.  
POWER Engineers, Inc.  
ProActive Solutions USA, LLC  
The Probst Group, LLC

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Reiser  
RELCO, A Koch Separation Solutions  
Company  
Rieger Flow Products, LLC  
Sani-Matic, Inc.  
Schenck Process  
Sheffield Machine Knife  
Shuttleworth  
Spancrete - Wells  
Staubli Corporation  
SUEZ Water Technologies & Solutions  
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## USDA Extends Free Meals To Kids Through Summer

Washington—The US Department of Agriculture (USDA) on Tuesday announced the nationwide extension of several waivers that allow all children to continue to receive nutritious meals this-summer when schools aren't in session.

These flexibilities are now available through Sept. 30, 2021.

USDA said it is extending these waivers to provide local program operators with clarity and certainty for the summer months, when many children can't access the school meals they depend on during the academic year.

The waivers were previously extended only through June 30, 2021.

The waivers extended this week allow for safe meal distribution sites that serve all children for free, regardless of income. In addition, the waivers:

- Allow meals served through the Summer Food Service Program and Seamless Summer Option, collectively known as "summer meal programs," to be made available in all areas at no cost;

- Allow meals to be served outside of the normally required group

settings and meal times; and

- Allow parents and guardians to pick up meals for their children, including bulk pick-up to cover multiple days of feeding children.

Right now, up to 12 million children are living in households where they may not always have enough to eat, USDA noted.

These summer meals will provide relief to many children in families who have been hit hard by the coronavirus pandemic and are struggling to put food on their table.

Summer meal sites are places where children and youth age 18 and under can receive meals at no cost in a safe environment.

The meals are also available to persons over age 18 with mental or physical disabilities. Sites may be located in a variety of settings, including schools, parks, community centers, libraries, churches and more.

USDA is issuing this guidance as early as possible to empower communities to establish as many meal sites as they can effectively manage this summer.

"We will do everything we can to make sure children get access to healthy, nutritious meals regardless of their families' financial circumstances," said US Secretary of Agriculture Tom Vilsack.



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## USDA Seeks Input On Food Purchase Program To Replace Food Box Program, Pandemic Grants

Washington—USDA's Agricultural Marketing Service (AMS) is seeking comments on the development, coordination, and implementation of a food purchase and distribution program intended to provide additional aid to nonprofits serving Americans in need of nutrition assistance.

If implemented, the program will serve as a successor to the Farmers to Families Food Box Program, which was launched in April 2020 in response to the rapidly developing crisis within the food supply chain and increased joblessness due to the coronavirus public health emergency. The food box program received both praise and criticism last year.

Comments can be submitted through Mar. 31 via an online portal or by email to [AMSCOVID-Stimulus@usda.gov](mailto:AMSCOVID-Stimulus@usda.gov).

AMS will also be hosting a listening session to provide groups and individuals an opportunity to share their views on how USDA can best serve people in need of food assistance as well as the industry through this program. All interested stakeholders are invited.

The listening session will be conducted via webinar using Zoom. It will take place on Mar. 22 from 2:00 to 5:00 Eastern time. Registration will remain open until the start of the event, or until the session is full. However, anyone interested in providing oral comments must register by Mar. 17.

USDA is also seeking comments regarding the development, coordination and implementation of grant programs to support food processing, distribution, farmers markets, and producers and other

businesses identified in the Consolidated Appropriations Act, 2021. The legislation directs USDA to use these grant funds to help businesses respond to coronavirus, including for measures to protect workers against COVID-19.

In addition to accepting comments through Mar. 31, via an online portal or by email to [AMSCOVIDStimulus@usda.gov](mailto:AMSCOVIDStimulus@usda.gov), AMS will also be hosting a listening session to provide groups and individuals an opportunity to share their views on how USDA can best serve the industry through this grant program.

The listening session will be held on Mar. 19, from 2:00 to 5:00 Eastern time. Registration will remain open until the start of the event; however, anyone interested in providing oral comments during the listening session must register by Mar. 16.

AMS is encouraging comments from smaller businesses, new and beginning farmers and ranchers, socially disadvantaged producers, veteran producers, and underserved communities, and/or organizations representing these entities.

Section 751 of the COVID Stimulus Package, part of the Consolidated Appropriations Act, 2021, provides no less than \$1.5 billion to purchase food and agricultural products to distribute to people in need, including nonprofit organizations that can receive, store, and distribute food, and for grants and loans to small or mid-sized food processors or distributors, markets, producers, or other organizations to respond to coronavirus.

For more information, visit [www.ams.usda.gov](http://www.ams.usda.gov).

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## USDA Buys Butter, Fluid Milk Products For Delivery In April, May And June

### Process Cheese, Cheddar Sought For May-Sept. Delivery

Washington—The US Department of Agriculture (USDA) last Friday announced the awarding of contracts for butter and fluid milk products for delivery in April, May and June 2021.

The butter and fluid milk purchases were made under Section 32 for use in USDA domestic food programs.

USDA awarded contracts to five companies for a total of 14,856,480 pounds of salted print butter, 36/1-pound cartons, for delivery from Apr. 1 through June 30, 2021. The total price of the butter is \$28,989,075.96.

Contracts were to:

**Associated Milk Producers, Inc.:** 3,036,960 pounds of butter, at a total price of \$6,192,595.38.

**Darigold:** 738,720 pounds of butter, at a total price of \$1,344,901.32.

**Grassland Dairy Products:** 6,566,400 pounds of butter, at a total price of \$12,794,220.00.

**Select Milk Producers:** 738,720 pounds of butter, at a total price of \$1,458,943.26.

**West Point Dairy Products:** 3,775,680 pounds of butter, at a total price of \$7,198,416.00.

USDA issued separate solicitations for fluid milk products, one for 415,800 containers of milk and the other for 6,033,600 containers of milk. Solicitations were for a mix of gallon and half-gallon containers of 1 percent, 2 percent and whole milk, for delivery from Apr. 5 through June 30.

Under the smaller fluid milk solicitation, USDA awarded contracts to three companies for 15,000 gallons and 23,400 half-gallons of 1 percent milk; 19,200 gallons and 333,900 half-gallons of 2 percent milk; and 11,700 gallons and 12,600 half-gallons of whole milk. The total price of these fluid milk purchases was \$684,001.20.

Contracts under this solicitation were awarded as follows:

**Dairy Farmers of America:** 133,500 containers of fluid milk, at a total price of \$232,78740.

**Darigold:** 255,300 containers of fluid milk, at a total price of \$255,300.00.

**HP Hood:** 27,000 containers of fluid milk, at a total price of \$79,236.00.

Under the much larger fluid milk solicitation, USDA awarded contracts to 18 companies for 230,400 gallons and 801,900 half-gallons of 1 percent milk; 1,227,600 gallons and 1,709,100 half-gallons of 2 percent milk; and 687,600 gallons and 1,377,000 half-gallons

of whole milk. The total price of the fluid milk purchases under this solicitation was \$12,351,021.18.

Contracts under this solicitation were awarded as follows:

**Cream-O-Land Dairy:** 167,400 containers of fluid milk, at a total price of \$321,947.28.

**Dairy Farmers of America:** 1,714,500 containers of fluid milk, at a total price of \$3,406,239.97.

**Darigold:** 135,000 containers of fluid milk, at a total price of \$298,913.22.

**Foster Dairy Farms:** 396,900 containers of fluid milk, at a total price of \$623,943.00.

**GH Dairy:** 97,200 containers of fluid milk, at a price of \$144,018.

**GH Dairy El Paso:** 42,300 containers of fluid milk, at a total price of \$65,421.00.

**Hiland Dairy Foods Company:** 518,400 containers of fluid milk, at a total price of \$1,156,036.32.

**Hollandia Dairy:** 380,700 containers of fluid milk, at a total price of \$572,589.00.

**McArthur Next, LLC:** 191,700 containers of fluid milk, at a total price of \$592,630.92.

**Milkco:** 231,300 containers of fluid milk, at a price of \$499,446.00.

**New Dairy Opco, LLC:** 519,300 containers of fluid milk, at a total price of \$1,246,198.56.

**Prairie Farms Dairy:** 950,400 containers of fluid milk, at a total price of \$1,967,509.02.

**Royal Crest Dairy:** 10,800 containers of fluid milk, at a total cost of \$28,080.00.

**Shamrock Foods Company:** 151,200 containers of fluid milk, at a total price of \$322,119.84.

**SmithFoods Inc.:** 50,400 containers of fluid milk, at a total price of \$148,806.00.

**Turner Dairy Farms:** 22,500 containers of fluid milk, at a total price of \$49,193.91.

**United Dairy, Inc.:** 266,400 containers of fluid milk, at a total price of \$608,112.00.

**Upstate Niagara Cooperative:** 187,200 containers of fluid milk, at a total price of \$299,817.12.

USDA issued solicitations for 12,306,600 pounds of Cheddar and 2,851,200 pounds of process, for delivery from May 1 to Sept. 30. Bids for the process cheese are due on Mar. 23, by 1:00 Central time, while bids for the Cheddar are due by 1:00 Central time on Mar. 25.

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2020 was the fifth anniversary for **Natec Network Services USA**. We celebrated this milestone with a new office location. At the end of the year, we moved to Pewaukee. This is a great step for our company, our employees, and our customers, who will all benefit from the potential of this new location. With significantly more space, we have the opportunity to move the spare parts warehouse and the **Gold Pegs** service department to the new location. A new feature is a modern test lab we call the **Natec Network Innovation Space USA**. In the future we will have the opportunity to present the latest innovations to you and to carry out training courses, sales consultations, and individual product tests.



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## Pandemic Relief

(Continued from p. 1)

to mothers and young children to purchase healthy, fresh foods; and delivers badly needed nutrition aid to US territories,” said US Secretary of Agriculture Tom Vilsack. “It also increases food available for distribution through food banks, nonprofits, or restaurants to help feed families in need and at the same time supports farmers by purchasing their products.

“America’s farmers, ranchers and producers will reap the benefits of the American Rescue Plan as more resources flow through the economy, as more businesses open up, spurring greater demand for American food and agricultural products,” Vilsack added.

### Relief For Restaurants

Also included in the legislation is a \$28.6 billion Restaurant Revitalization Fund, which “will provide new relief opportunities for some of the nation’s hardest-hit restaurants and communities,” according to Sean Kennedy, executive vice president of public affairs for the National Restaurant Association.

According to the Independent Restaurant Coalition (IRC), the \$28.6 billion restaurant and bar grant program will, among other things: give restaurants and bars the means to make payroll, pay

down debt, and cover other eligible costs; allow restaurants and bars more flexibility to decide how and when to reopen whenever it’s safe in their own community; encourage small businesses to begin hiring back the 2 million restaurant and bar workers who lost their jobs during the pandemic; and be run by the US Small Business Administration (SBA), which will prioritize awarding grants to businesses owned by women or veterans or are socially and economically disadvantaged businesses.

The restaurant and bar grant program “will make the difference between shuttered storefronts and open doors,” said Erika Polmar, executive director of the IRC, which was formed by chefs and independent restaurant owners across the US who built a grassroots movement to secure vital protections for the country’s 500,000 independent restaurants and the more than 11 million restaurant workers impacted by the pandemic.

Earlier this month, the National Restaurant Association highlighted in a letter to House and Senate leaders how the results of a recent survey it conducted demonstrated a continued vulnerability for the restaurant industry and warrant prompt passage of the Restaurant Revitalization Fund in the American Rescue Plan Act.

“While many other industries have moved into a recovery phase, the restaurant industry ended last year in a double-dip recession and with 2.5 million fewer jobs,” the letter noted. “At this point, we forecast the industry has lost \$255 billion in revenue.”

In addition, according to the survey findings highlighted in the National Restaurant Association’s letter:

- Consumer spending in restaurants remained well below pre-pandemic levels in January. Overall, 77 percent of restaurant operators said their total dollar sales volume in January was lower than it was in January 2020.

- From November 2020 to January 2021, nearly 450,000 restaurant jobs were lost, representing about 10 percent of the total jobs recovered during the first six months after the shutdowns last spring. Some 80 percent of restaurant operators said their current staffing level is lower than it would normally be in the absence of COVID-19.

- Looking further down the road, most restaurant operators do not expect a return to normal business conditions anytime soon. Some 32 percent of operators think it will be seven to 12 months before business conditions return to normal for their restaurant, while 29 percent think it will be more than a year. An additional 10 percent of operators say business conditions will never return to normal for their restaurant.

- Fourteen percent of restaurant operators say they will “probably” or “definitely” be closed within three months if there are no additional relief packages from the federal government.

In its first pandemic letter to congressional leaders a year ago, the association called for an array

of approaches to sustain the industry and its workforce. Congress listened, creating “critical programs” like the Paycheck Protection Program, expanding Economic Injury Disaster Loans, and enhancing the Employee Retention Tax Credit.

**“While many other industries have moved into a recovery phase, the restaurant industry ended last year in a double-dip recession and with 2.5 million fewer jobs. At this point, we forecast the industry has lost \$255 billion in revenue.”**

—National Restaurant Association

“These programs have helped restaurants limp through almost 12 months of shutdowns, reopenings, and capacity limitations,” the letter continued. “But no other industry has lost more jobs and more revenue than the restaurant industry, and we have been consistent in urging a restaurant-specific recovery plan from Congress.”

Prompt passage and implementation of the Restaurant Revitalization Fund “will provide new relief opportunities for some of the nation’s hardest-hit restaurants and communities,” the letter added. Demand for relief will “far outpace” the program’s funding, “but this is an incredible step forward and we look forward to working with you to see this program launch successfully to rescue countless industry jobs nationwide.”

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## Canada's TRQs

(Continued from p. 1)

of users, the US dairy groups stated. CUSMA specifically and purposefully does not allow for limiting or designating allocations to a subset of those "active in the Canadian food or agriculture sector," as Canada appears to be suggesting in its options.

In addition, any allocation mechanism based on market share and limited to any type of processor would result in further inconsistency with CUSMA commitments to not condition access to an allocation based on the purchase of domestic production or to provide for and not discriminate against new importers, NMPF, USDEC and IDFA added.

Regarding the allocation of unallocated quota, the three US dairy organizations support an option that will ensure that the TRQs can be filled efficiently while maximizing the value of the goods imported.

As far as policy options for the allocation of supply-managed TRQs are concerned, in order for Canada's TRQ allocations to be responsive to market conditions, they need to be given to eligible applicants that will actually import the product, and not to applicants that have little incentive to import, the three US dairy groups said.

They strongly encouraged that Canada fully abide by CUSMA and ensure that CUSMA TRQ allocations are available to all eligible applicants active in the Canadian food and agriculture sector, including but not limited to food retailers and food importers as allowed for in CUSMA, and that there are no limits on allocations to different types of processors.

NMPF, USDEC and IDFA have objected to Canada's failure to administer the WTO fluid milk TRQ through a TRQ import licensing/permit mechanism as it does with other TRQs. Instead, they said, Canada makes the "unverifiable assumption" that cross border shoppers fill the WTO milk TRQ.

"We encourage Canada to reconsider its position and to operate the WTO fluid milk TRQ in a manner consistent with CUSMA provisions," NMPF, USDEC and IDFA said.

For purposes of minimizing unwarranted burdens on businesses and trade by having multiple TRQ administration methods, the three US organizations urged Canada to have the same allocation and administration procedures for its WTO dairy TRQs as it will have when its CUSMA TRQ administration and allocation procedures are aligned with Canada's CUSMA obligations.

NMPF, USDEC and IDFA also

reminded Canada of its obligations to provide the US government at least 45-day notice prior to the proposed effective date of any new or additional condition, limit, or eligibility requirement for CUSMA TRQs, and that Canada must hold any consultations requested as a result of that notice promptly.

"USMCA negotiations resulted in clear new access for the United States dairy industry. In contrast with virtually all other sectors of the US-Canadian economies, the level of dairy access is tightly prescribed by the agreement. That makes it all the more important that our industry can benefit from the full value of those dairy commitments," said Krysta Harden, USDEC's president and CEO.

"Canada needs to stop manipulating its dairy TRQs; its actions have not only negatively impacted US dairy farmers and manufacturers, but also constrained many Canadian companies from being able to make use of these new TRQs to expand their supply options," Harden continued. "USMCA lays out clear requirements on TRQ procedures and we urge the US government to ensure full compliance by Canada with those commitments."

In December 2020, then-US Trade Representative Robert Lighthizer had said that the US was challenging Canada's allocation of

dairy TRQs. If the countries are not able to resolve concerns through consultations, the US may request the establishment of a dispute settlement panel to examine the matter.

"For too long, prices received by US dairy farmers have been undermined by Canadian dairy policies. USMCA commitments provided for a controlled expansion of access for US exports to finally crack open the door to Canada's market a bit further. It's time for Canada to stop playing games and address concerns related to the administration of its TRQs," said Jim Mulhern, NMPF's president and CEO. "Canada is failing to meet its trade obligations by manipulating import license procedures and minimizing the ability of US dairy farmers to have full access to the benefits of USMCA. That needs to stop, and we look forward to working with the Biden administration to ensure it does."

"We are pleased to partner with our colleagues to present a united front to Canada that emphasizes the US dairy industry's continued request for Canada to honor its USMCA commitments," stated Michael Dykes, IDFA's president and CEO. "We continue to ask our US government colleagues to hold Canada accountable to honor its USMCA commitments and to align its TRQ policies with its international obligations."



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## Redwood Hill Farm Debuts New Product Packaging Design

Sebastopol, CA — Redwood Hill Farm here has debuted new packaging across its entire portfolio of goat milk kefir and yogurt products.

The new design, created by Los Angeles-based agency High Wide & Handsome, is described as modern and playful, with a strong focus on the brand's Certified Humane designation and 53-year history.



The new containers feature scratch-board illustrations against bold color bands and overlapping elements. Each flavor has different hand-drawn pictures of prancing kids and flavor-specific colors.

For the yogurts, the whimsical design on the lids continues to underscore Redwood Hill Farm's humane animal husbandry. Each lid also introduces consumers to one of the farm's goats, from

"Mighty" Moonlight and Rima "The Barn Queen" to Jamilla and Jitterbug "The Inseparable Sisters."

Other components of the brand are also highlighted on the new packaging, namely the nutrition of goat dairy as a more digestible alternative to traditional cow milk for those with lactose intolerance.

The "Made with 100% renewable energy" written on the side of the containers is a nod to Redwood Hill's commitment to sustainability.

The new packaging is made with ultra-lightweight plastic, free of BPA, BPS, PVC, and phthalates, and doesn't contain chloride. Unlike previous cups, the new design is fully recyclable with no need to separate and sort materials.

"We're thrilled to introduce our new look," said Redwood Hill brand manager Sair Lorentz. "When we set out to create the new packaging, we wanted to find a design that merged our sense of heritage and place with a fresh, more modern appeal."

"Something that visually celebrated our rich 50-year history, the premium quality of our products, and of course our love for our goats," Lorentz said. "The new design feels very us."

Visit [www.redwoodhill.com](http://www.redwoodhill.com) for more information.

## DEATHS

### Probiotics Pioneer Todd Klaenhammer, NC State, Passes

Raleigh, NC— Probiotics pioneer Todd Klaenhammer, 69, faculty member at North Carolina State University for 40 years and the first food scientist to be elected to the National Academy of Sciences, died March 6.

Klaenhammer, an international expert on lactic acid bacteria used in starter cultures for dairy foods and in health-enhancing probiotics, retired in 2017 as William Neal Reynolds Distinguished Professor of Food Science.

He earned many awards throughout his career, including the Borden award from the American Dairy Science Association and a Nicolas Appert Award from the Institute of Food Technologists.

### Alan Levitt, Former USDEC Vice President, Dies

Crystal Lake, IL—Alan Levitt, 59, who recently retired as vice president, communications and market analysis at the US Dairy Export Council (USDEC), died March 7 in Chicago following a battle with leukemia.

After graduating from the University of Iowa, Levitt served as managing editor of *Dairy Foods* magazine and editor of *Cheese Market News*. He later served as vice president of J/D/G Consulting, Inc., and president of his own freelance communications business, Levitt Communications.

Levitt then joined the US Dairy Export Council (USDEC), eventually retiring as vice president of communications and market analysis.

During his time at USDEC, Levitt was the "eyes and ears" of emerging global market trends, allowing members to act on them in a meaningful way.

**Dannie LaGrand**, 88, Marshfield, WI, died Mar. 10. LaGrand started making cheese at Nasonville Dairy in 1950 for Clayton Johnson. He obtained his cheese maker's license in 1952 and continued working at Nasonville Dairy until 1955. After leaving Nasonville, LaGrand managed Edelweiss Co-op of Stratford and Maple Grove Cheese in Blenker, WI. On Nov. 1, 1960, Dannie and his wife, Lorraine, purchased Hillside Dairy in nearby Stanley, WI, and operated the facility until his retirement. Today, Dannie's son Randy and grandsons

Joey and Ryan own and operate LaGrand's Hillside Dairy. After moving to Marshfield in 1973, Dannie and Lorraine operated a cheese store until 1980. LaGrand is a Life Member of the Central Wisconsin Cheese and Butter Makers Association.

## PERSONELL

**United Dairymen of Arizona** CEO KEITH MURFIELD will retire on April 1 after more than 20 years of leadership. During his time as CEO, the cooperative grew and expanded product offerings with premium ingredients like Lactoferrin and Ultra-Pure Lactose. The UDA board has begun a search for Murfield's successor.

**RELCO, LLC** is pleased to welcome JOHN ZIRBEL to the team as the process engineering supervisor for cheese and non-dairy business. Zirbel brings with him over 20 years of dairy and manufacturing experience and will focus on expanding RELCO's reach into cheese and wet systems. Zirbel's previous experience includes positions with Custom Fabricating & Repair, Zirbel Consulting, and A&B Process.

RACHEL DRESKIN has been tapped as the new CEO of the **Plant Based Foods Association (PBFA)**. She comes to the Association from Compassion in World Farming, where she served as the US executive director. Dreskin also was the head of food business for Compassion, where she oversaw the growth and development of the organization's corporate engagement program. Dreskin serves as a board member of the Global Animal Partnership and the Regenerative Organic Alliance.

JOSHUA LOBERT will serve as counsel for the **House Agriculture Committee**. Lobert arrives from the Congressional Research Service. EMILY GERMAN, who has worked for several past members of the House Ag Committee, has been promoted to subcommittee staff director for the Subcommittee on Commodity Exchanges, Energy, and Credit. Other appointed staff members include: JOSHUA MAXWELL, policy director; PATRICIA STRAUGHN, chief counsel; JENNIFER TILLER, deputy staff director; PAUL BALZANO, senior professional staff; JOHN BUSOVSKY and TREVOR WHITE, professional staff; TAYLOR MCCARTY, director of communications; RICKI SCHROEDER, legislative assistant; and ERIN WILSON, director of member services and coalitions.

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## House Bill Would Allow Unflavored, Flavored Whole Milk In Schools

Washington—US Reps. Glenn “GT” Thompson (R-PA) and Antonio Delgado (D-NY) this week introduced legislation that would allow for unflavored and flavored whole milk to be offered in school cafeterias.

In 2010, Congress passed the Healthy, Hunger-Free Kids Act, which mandated, among other things, that flavored milk served as part of the National School Lunch Program must be fat-free. In 2017, USDA announced a rule that allowed schools to receive waivers for lowfat (1 percent) flavored milk, rather than only fat-free.

“The recently updated Dietary Guidelines for Americans reaffirmed dairy’s central role in providing essential nutrients including those of public health concern. The Dietary Guidelines Advisory Committee also found that 79 percent of nine to 13 year olds don’t meet the recommended intake for dairy,” said Jim Mulhern, president and CEO of the National Milk Producers Federation.

“Whole milk provides a valuable way for children to obtain dairy’s nutritional benefits as part of a healthy eating pattern,” Mulhern continued. “This bill will help provide our children the nutrition they need to lead healthy lives.”

Michael Dykes, president and CEO of the International Dairy Foods Association, thanked Thompson and Delgado “for their leadership on this bill to allow schools more flexibility in offering the wholesome milk varieties that children and teens enjoy at home. Expanding milk options in schools helps ensure students get the 11 essential nutrients daily that only milk provides, including protein, calcium, vitamin D, vitamin A, niacin, vitamin B12, riboflavin, and potassium.”

“Due to the baseless demonization of milk over the years, we’ve lost nearly an entire generation of milk drinkers, and these young people are missing out on the benefits of whole milk,” said Thompson, the top Republican on the House Agriculture Committee. “It is my hope the Whole Milk for Healthy Kids Act will give children a wide variety of milk options and bolster milk consumption — a win-win for growing children and America’s dairy farmers.”

“The Whole Milk for Healthy Kids Act will help young people maintain a healthy diet while supporting our upstate dairy farmers and processors,” Delgado said. The bill “is good for young people and good for our dairy producers in today’s tough farm economy.”

## Land O’Lakes Announces New Sustainability Commitments For Dairy Farms By 2025

Arden Hills, MN—Land O’Lakes on Thursday announced new on-farm sustainability commitments to be adopted by its more than 1,600 member dairy farms by 2025.

Within the next four years, all Land O’Lakes’ dairy farmer-owners will complete an intensive on-farm sustainability assessment aligned with the US Dairy Stewardship Commitment while maintaining universal compliance with the National Milk Producers Federation’s National Dairy Farmers Assuring Responsible Management (FARM) program.

In early 2021, Land O’Lakes launched a large-scale measurement project that will yield more

than 250 data points per farm across more than 1,600 farms located all over the US. The assessment measures actionable information on fuel, electricity and water usage, nutrient application, crop rotation and manure management.

To support this effort, Land O’Lakes has created a new Dairy 2025 Commitment team dedicated to the collection of on-farm data, and helping develop measurable ways for its members to improve on-farm efficiency and further cut their environmental footprint.

Many Land O’Lakes dairy farmer-owners are already participating in significant sustainability initiatives, but this assessment is

intended to provide a cooperative-wide understanding of members’ collective impact and set baselines for future goals.

Examples of projects farmers are carrying out with Land O’Lakes’ current customers, which are driving immediate results, include:

- Land O’Lakes and Bel Brands have initiated a project to increase the use of cover crops and other sustainable agricultural practices among the Land O’Lakes member-owners who ship milk to Bel Brands’ facilities.

- Land O’Lakes is working with The Hershey Company and the Alliance for the Chesapeake Bay to implement best management practices to reduce GHG emissions and help improve water quality in the Chesapeake Bay and other watersheds in the region.



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## Holmen Cheese Positioned Well To Win Plant-Based Dairy Market, Serve Niches In Process Cheese

**Holmen, WI**—A new food manufacturing plant in Wisconsin is making traditional process cheese, as well as alternative dairy products that target a growing, yet obviously different, segment of consumer.

Holmen Cheese is the newest, and one of the most innovative, food manufacturers to impact the cheese industry; answering a niche for food products perceived as healthier and more environmentally sustainable than the traditional cheese market.

Established in 2020, Holmen Cheese is a 100,000-square-foot, state-of-the-art production facility, which promises to create, produce and deliver customized, high-performance solutions for cheese and cheese alternative markets worldwide.

Holmen Cheese is a custom formulator of process cheese and of products without a standard of identity, which includes plant-based cheese for the industrial, food service and retail markets.

As a custom formulator, the company's product line is virtually endless.

"We market ourselves as an innovative dairy solutions provider," said Jeff Fowler, CEO of Holmen Cheese. "That just means we take companies' needs and turn them into reality."

All of Holmen Cheese's production is private label.

"We want to play in all the arenas," Fowler said. "Dairy cheese isn't going away, but we also know that's not where the ultimate growth is for us."

He said that, for his company, dairy cheese isn't where the high margin products are either.

"We will continue to make process cheese and dabble in that cheese world, but we're an imitator of those products for a different marketplace. We'll do it and do it well, but what's really going to make us grow and be successful is that innovative side," Fowler said.

"Making products better than others and coming up with the solutions our customers can't make themselves."

We are going to see what the demand is and where it is, Fowler said. We'll make those decisions as we mature.

"We do not intend on being real strong in standardized cheeses. That's not our strength," Fowler said. "We will produce about 40 to 60 million pounds of high-quality process cheese annually over the next few years."

The company is focusing on non-standardized cheeses designed and engineered for the expanding non-dairy marketplace.

"Plant-based cheese is a very hot item," Fowler said. What the company is making in process cheese over the next couple of years is what they aspire to do in the plant-based cheese in next five to 10 years.

The company would like to balance the production in five years but invert production to an 80/20, plant-based over process cheese in 10 years.

"As far as plant-based we are just scratching the surface," Fowler said. "This year we are estimating four to six million pounds annually. We expect we will be 10-fold that amount in less than 10 years."

Although there is an overlap in equipment used to manufacture and package Holmen's dairy and plant-based cheese, a significant investment was made is specialized systems unique to plant-based offerings, Fowler said.

"Kelley Supply was instrumental in designing and integrating the production and packaging areas of the plant," Fowler said. "This is a state-of-the-art plant, Kelley's know-how was vital in the smooth transition throughout the process."

Besides, Kelley Supply, Loos Machine's cookers and hoppers are

used to make the products, while Natec USA LLC's filling and IWS lines are used in the packaging. A Philquip cutter is used to reduce product prior to cooking. Other necessary and more proprietary equipment is used to perfect the company's unique recipes.

### Plant -Based Cheese Market

According to the Plant Based Foods Association (PBFA), US retail sales of plant-based foods grew 11.4 percent in 2019, bringing the total plant-based market value to \$5 billion.

The growing plant-based dairy alternative categories are growing even faster as new plant-based dairy items are introduced. In 2019, plant-based yogurt grew 31 percent; plant-based cheese grew 18 percent, plant based ice cream grew 26 percent; and plant based butter grew 5 percent, according to the PBFA.

Across the board, all categories of plant-based foods showed growth with the highest rates in creamers, sauces, and dips. This illustrates new opportunities for brands looking to expand their portfolio, the PBFA said.

Dave Kelsey, vice president of sales at Holmen Cheese, says plant based foods are not a fad; they are a movement.

"I think plant-based foods are going hand-in-hand with society," Kelsey said. "Consumers are looking for and moving to foods with sustainability and things that are green. People are being driven towards a healthier lifestyle, getting rid of the transfat, getting rid of dairy because they are lactose intolerant."

A selectarian is usually used to describe those who are primarily vegetarian yet eat meat and fish on occasion, according to the *New York Times*. Others use the word flexitarian to define this person.

Kelsey said that Holmen Cheese market research found that, for the most part, the flexitarian represents 75 to 80 percent of the total buy on our plant-based opportunities. True vegetarians represent 20 percent of the buy.

"We're trying to make a plant-based cheese product that is universally accepted to vegetarians and flexitarans," Kelsey said. "The flexitarian feels it is something that is going to be good for them, have health benefits, but can't accept it as a diet 365 days a year."

### Plant-Based Cheese Hurdles

Up until now, both Fowler and Kelsey admit the biggest problem

with plant-based food products have been the taste.

"Vegans will buy the product. Period. However, flexitarians still demand good taste," Kelsey said. "We've found out, if they can't find good tasting products, we may lose them forever."

This has support of the NPD Group and Darren Seifer, food and beverage industry analyst.

"First and foremost taste is king when considering entering the plant-based foods category," Seifer said. "Attributes such as health and convenience go far to drive consumption, but if the flavor profile falls below consumers' expecta-



tions, then the product will likely have a short run."

Besides taste, mouthfeel and functionality needed to improve.

With the introduction of the Impossible Burger a few years ago, Fowler believes the plant-based industry is on the verge of catching up with consumer demand for all products.

"It's going to be part of the evolution," Fowler said. "Plant-based cheese will almost certainly piggy back on the success of other foods like plant-based meats. That's going to open it up. Better tasting plant-based burgers, pizza, sandwiches, that's where it will tip."

"Whether it's marketing a plant-based burger that reproduces the meat-eating experience or a dairy alternative that has the taste and texture of milk, consumers now have substitution without sacrifice," NPD's Seifer said.

Kelsey said that plant-based cheese quality currently lacks any consistency.

"It is all over the board. Many companies who make plant-based cheese are still using the recipes they started out with," Kelsey said. "They are driving other companies to get better."

A plant-based cheese may have 3 to 5 percent protein value where traditional cheese may have 20 to 25 percent protein, Kelsey admitted.

"What buyers want to see right now, is getting more protein value in the plant-based cheese," Kelsey said. "Adding protein to plant-based foods is a challenge because the proteins that are currently available to us are often dark in color and have very distinct flavors and are not in tune with what we are trying to do."

Fowler said this too is improving and certain protein suppliers have come a long way.

"They are getting a lot better," Fowler said. "I think plant-based is

• See **Holmen Cheese**, p. 11



Kelley Supply played a major role in the design of Holmen Cheese, said Jerry Fowler, CEO. Above, Kelley Supply integrated Holmen Cheese's Natec USA's individually wrapped slice line.

## Holmen Cheese

Continued from p 10

really in its infancy right now. It's in the wild west."

Fowler said as Holmen Cheese and other companies keep improving their products' attributes, the consumer will ultimately decide where the market ends up.

"There are a lot of people that want plant-based cheese, there are a lot of people that have tried it, and a lot of people hoping it works," Fowler said. "We are improving the taste, getting the performance, the functionality that the consumer wants, whether it would be shredding for pizzas or melting on that burger."

Once we can do the sheer volume of making a good tasting plant-based cheese, then the price can come down, Fowler said. If a natural cheese was \$2.00 per pound, you can expect the plant-based cheese to be around \$10.00 per pound, he said.

**"We will continue to make process cheese and dabble in that cheese world, but we're an imitator of those products for a different marketplace."**

—Jeff Fowler,  
Holmen Cheese

"At that price, only the true vegetarians are buying it," Fowler explained. "If we nail the taste, get a really good functional product enabling us to amp up production a little, then we can get the price down to around \$3.00 a pound, and that's when the gates open."

### The Products At Holmen Cheese

The non-dairy cheeses made at Holmen Cheese are all GMO-free, use only natural products without the traditional preservatives, says Dave Kelsey.

The goal for Kelsey is clean flavors that are not very strong.

"We are making flavors that are perceived dairy notes, albeit not dairy," Kelsey said "They are very clean and point you in the direction of traditional dairy products."

He said the products will continue to evolve.

"We celebrate that. We celebrate the tools we have to work with getting better, and us being able to use and engineer better plant-based cheese as a result of those better tools."

Holmen Cheese happily works in the industrial, foodservice and retail segments of the industry. However, most of the current production is going into the industrial segment. Kelsey said new offerings

being developed, combined with commissioning new equipment, will diversify and expand that customer base.

"We are increasing production of 5-pound loaves that targets the foodservice industry," Kelsey said. "Our shred line is coming online for foodservice operators and retail stores. Our IWS line is growing for retail and foodservice as well. We'll be spreading production around pretty quick."

The company also has a drying line and makes a plant-based cheese for Parmesan crisps or to make other traditional Italian cheese powders for the Italian foodservice industry.

"We are extremely confident in the product we are making," Kelsey said. "It's the best-tasting, most functional product in the marketplace. Plant-based Mozzarellas for pizza applications, sauces and spreads, cream cheeses, plant-based Cheddars and American styles for burgers, Blue cheese, Gouda, Provolone, Edam, we are totally flexible in modifying them for any plant-based marketplace."

### Confirmation Of Efforts

Holmen Cheese is a privately-held ownership with three majority owners and two minority owners.

A few of the workers have small stakes in the company, Fowler said. And many of the owners have cheese industry experience, but all of them have food industry experience.

"I guess many on the ownership team look at the cheese industry and see, as we all do here, an opportunity or an untapped slice of the changing marketplace," Fowler said. "That there is a missing piece there."

Fowler said his company has talked with big, international food marketers about plant-based foods.

"Their interest puts a stamp on what we are doing. They know it's going to be a large piece of the pot," Fowler said.

But those big food marketers can't move as quickly as we can so they partner with groups like Holmen Cheese, he said.

"If you are one of the first ones making a good product, with solid management and infrastructure, we think that company is going to grab a majority of the market share," Fowler said.

There are a lot of companies that want to get into the market, but they don't want to make it, they just want to market it, he said.

"The marketers will have a big responsibility in selling the product and driving its growth."

He said the marketers realize the flexitarians are not just looking at the flavor, they want a replenishable product. They are looking at the bigger picture, not just looking at the end product.

Millennials are the top consumers of plant-based meat alterna-



tives, according to a recent study from The NPD Group. This generational group has adopted plant-based meat alternatives as a way to indulge sensibly while addressing their long-term health goals and animal treatment concerns.

Gen Xers are also a core consumer group of plant-based meat alternatives and, because many in this group are parents of Gen Zs, they raised their Gen Z children on plant-based beverages and foods, the NPD study found. Baby Boomers are decelerating their consumption of plant-based meat alternatives but are the top consumers of plant-based dairy alternatives.

Since the core consumer groups for plant-based dairy and meat alternatives are younger, NPD forecasts that plant-based foods, to varying degrees, do have staying power. NPD's study also found that plant-based food consumption is not about rejecting traditional protein sources as about 90 percent of plant-based users are neither vegetarian nor vegan, noting that consumers want options.

Fowler said that it's more of a demographic than a region and the millennials are growing up with plant-based foods and will come to seek it out more in the future.

"I think if you look at the numbers of where the products are sold, you'll probably find sales are higher on the coasts," Fowler said. "But that doesn't mean there is nothing in the middle. We'll probably

see it in industrial use, more in the middle of the country."

Fowler also points to the grocery stores having dedicated entire areas to plant-based foods.

"There is a limited amount of space in a grocery store, you look at the amount of that given to plant-based, as a relatively new category, it's confirmation of the shift, while some other category is losing out," Fowler said.

And that category may be dairy, he said.

Right, wrong or indifferent, there's definitely a marketing push against dairy, Fowler said.

"If enough people believe that, 'if I can get something that tastes like dairy but isn't dairy, I'd eat that all the time' attitude, plant-based dairy products, while never replacing dairy, will continue to grab its market share," he said.

As food manufacturers, Holmen Cheese believes they are poised to fill the flexitarian's attitudes for plant-based dairy products.

"We made a huge investment to build a world-class facility with world-renown talent, and we've checked all the requirements for quality, functionality and flavor," Fowler said. "We're pretty darn confident that Holmen Cheese, is perfectly positioned to fill the needs of the marketplace," Fowler said.

For specific product line information or more information on the company, visit [www.holmencheese.com](http://www.holmencheese.com).

## Portable Hydraulic 640 Cheese Cutter

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## Parmigiano Reggiano Production Rose 4.9% In 2020

**Reggio Emilia, Italy**—Last year was a record year for Parmigiano Reggiano PDO production, which increased 4.9 percent from 2019, according to the Parmigiano Reggiano Consortium.

The 3.94 million wheels of cheese (about 160,000 tons, or 353 million pounds) produced in 2020 represent the highest production in the long history of Parmigiano Reggiano. Turnover was 2.35 billion euro, the Consortium reported.

The market for Parmigiano Reggiano is becoming more international, the Consortium noted. Italy, which accounts for 56 percent of the market, recorded a 7.9 percent increase in the sale volume in 2020.

Large retail is still the top distribution channel (61 percent), followed by normal trade (13 percent), retail (12 percent) and food industry (4 percent).

The “Horeca” channel (food service) accounts for only 2 percent of Parmigiano Reggiano sales, and experienced a drastic fall due to the closure of restaurants during the pandemic. The remaining 7 percent is distributed in other sales channels.

The export share of Parmigiano Reggiano sales is 44 percent, and

was up 10.7 percent in volume compared to 2019, the Consortium reported.

The US is the leading market (20 percent of overall exports), followed by France (19 percent), Germany (18 percent), the United Kingdom (13 percent) and Canada (5 percent).

On the main markets, the best performances were recorded in the United Kingdom (up 21.8 percent), Germany (up 14.8 percent) and France (up 4.2 percent). Growth was also recorded in the US (up 1.9 percent) and Canada (up 36.8 percent), along with new markets: Australia (up 85.4 percent), Gulf Area (up 62.3 percent) and China (up 8 percent).

Parmigiano Reggiano also enjoyed a very good 2020 as far as prices are concerned, the Consortium reported. In the first half of the year, the price of 12-month Parmigiano Reggiano was 7.55 euros per kilogram, but by the end of the year it rose above 10 euros per kilogram.

The average annual price of 8.56 euros per kilogram was below the 2019 price, but the second-half increase led to a recovery of margins, the Consortium noted.

“We are ready to deal with a challenging 2021: the Parmigiano Reggiano brand can become a true global brand and we are working in this direction,” said Nicola Bertinelli, president of the Parmigiano Reggiano Consortium.

## Retail Prices Fall

(Continued from p. 1)

percent higher than in February 2020.

The CPI for cheese and related products was 243.24, down 0.5 percent from January but up 2.8 percent from February 2020. The cheese CPI has now been above 240 for seven consecutive months.

The average retail price for a pound of natural Cheddar cheese in February was \$5.60, down almost six cents from January but up almost 22 cents from February 2020. The average retail Cheddar price has now been above \$5.50 per pound for 10 straight months.

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

**Northeast:** \$6.23 per pound, down more than 19 cents from January and down more than 26 cents from February 2020.

**Midwest:** \$5.21 per pound, down more than three cents from January but up more than 18 cents from February 2020.

**South:** \$5.95 per pound, down more than three from January, but up almost 60 cents from 2020.

**West:** \$5.32 per pound, down almost two cents from January but up almost 25 cents from 2020.

The average retail price for a pound of American processed cheese in February was \$4.16, down more than three cents from January but 25 cents higher than in February 2020.

### CPIs For Milk Decline

February’s CPI for whole milk was 214.8, down 2 percent from January but 3 percent higher than in February 2020.

In February, the CPI for “milk” was 149.2 (December 1997=100), down 1.5 percent from January but

up 2 percent from February 2020. The CPI for milk other than whole was 154.0, down 0.7 percent from January but 2.2 percent higher than in February 2020.

The average retail price for a gallon of whole milk in February was \$3.37, down 10 cents from January but up more than 17 cents from February 2020. That was the lowest average retail whole milk price since last July, when it was \$3.26 per gallon.

Average retail whole milk prices in the reporting regions in February with comparisons to a month and a year earlier, were as follows:

**Northeast:** \$3.93 per gallon, down almost 11 from January but up almost 32 cents from 2020.

**South:** \$3.29 per gallon, down more than 14 cents from January but up more than three cents from February 2020.

**West:** \$3.44 per gallon, down almost 11 cents from January but one cent higher than in 2020.

### Butter CPI Increases

The CPI for butter was 248.7, 1 percent higher than in January and fractionally higher than in 2020.

Since the beginning of 2020, the butter CPI has ranged from a low of 237.1 in November to a high of 254.7 in March.

The CPI for ice cream and related products was 232.6, down 0.8 from January but 2.7 percent higher than in February 2020.

The average retail price for a half-gallon of regular ice cream in February was \$4.94, down almost eight cents from January but up more than five cents from February 2020.

The CPI for other dairy and related products was 153.8 (December 1997=100), up 0.8 percent from January and 3.2 percent higher than in February 2020.

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## Reducing Parmigiano Reggiano's Salt Content May Not Hurt Its Flavor: Study

**Cesena, Italy**—A shortened brining time for Parmigiano Reggiano cheese results in a less salty product while still maintaining the cheese's distinctive texture and flavor compounds, according to a study published in *ACS Food Science & Technology*.

Parmigiano Reggiano cheese is a hard and brittle cheese with a long ripening time (minimum of 12 months) and a fat content of approximately 30 percent, the study noted. Each wheel weighs on average 40 kilograms after ripening for 12 months.

The cheese is produced using raw semi-skim milk without any additives or preservatives, so its only ingredients are milk and sodium chloride (salt), in conjunction with the natural fermented whey and calf rennet necessary in the coagulation process.

Parmigiano Reggiano cheese is salted in saturated brine, the study continued. There are different salting systems; the most frequently used is the traditional one in which the cheese floats in the brine and the wheel has to be turned every day to guarantee the homogeneity of the process, and another is the full immersion in racks system in which the cheese is completely immersed in the brine.

The brine time depends on the salting system, the size of the wheel, the temperature of the brine, and the desired characteristic of the final product. The salting process lasts for 21 to 24 days in the traditional system, while in the full immersion system, the cheese is salted for 18 days, according to the study. On average, the salt content after 12 months is 1.40

percent, and after 24 months it is 1.60 percent, as declared by the Consorzio del formaggio Parmigiano Reggiano.

During the maturation of hard cheeses, such as Parmigiano Reggiano, a process known as lipolysis takes place, due to the activity of lipolytic enzymes, esterases and lipases. In lipolysis, triglycerides are hydrolyzed, leading to the formation of free fatty acids (FFA), monoacylglycerol, diacylglycerol (DAG), and glycerol.

In these biochemical reactions, the salt content plays a key role during cheese ripening; in fact, it affects the microbial growth, enzyme activity, and syneresis, the study said. Because of its long maturation time and the natural action of a lipoprotein lipase present in the raw milk used to produce it, in Parmigiano Reggiano an intense lipolysis process takes place and its degree can be measured as the percentage of FFA.

FFA are important components in this traditional product not only because they contribute directly to its flavor but also because they act as substrates in a series of reactions producing alcohols, aldehydes, and lactones, among other molecules that also contribute to flavor.

The aim of this research was to study the lipolysis process in Parmigiano Reggiano with a salt concentration lower than the traditional value. This was evaluated by determining not only the FFA profile, but also the DAG one, which are co-products in the generation of FFA. This is important because the determination of FFA alone gives limited information due to the possible neutralization

of these components caused by an increasing pH during cheese ripening and a possible enzymatic or microbial degradation.

For this study, in five Parmigiano Reggiano dairies, using a full immersion brine in racks system, 16 salting trials were performed by comparing the normal brine time (18 days) to a reduced brine time (12 days). The wheels were ripened for 15 months under conditions typical for this type of cheese.

Salt content in fully ripened was 9 percent lower in the samples brined for a shorter time than the group with the longer procedure.

The researchers found no difference in the moisture level, cholesterol and total fat in the two sets of cheeses. The team also observed no major variations in compounds involved in the flavor profile, as most of the 32 free fatty acids had overlapping concentration ranges between the two groups.

The cheeses with the shorter salting time, overall, the free fatty acids and the total diacylglycerides concentration ranges were 260 and 100 percent higher, respectively, than the traditionally brined, suggesting the lower salt to moisture ratio resulted in more water available to lipolysis reactions and more rapid enzymatic activity breaking down triglycerides.

## Outshine Adds Dairy Varieties To Frozen Fruit Bar Line

**Oakland, CA**—Outshine frozen fruit bars has added a new line of dairy-based frozen snacks to its Simply Indulgent line.

Made with milk, Simply Indulgent bars contain five grams of protein per bar, 25 percent less sugar than regular frozen dairy bars, and a clean ingredient label.

The new line is available in four flavors, including Strawberry and Mango made with real fruit, and the brand's first non-fruit flavors—Chocolate and Coffee.

The Simply Indulgent Coffee bars provide a little boost, with about 25 percent of the caffeine typical to a regular cup of coffee, the company said.

Our brand strives to help consumers "shine brighter from the inside out" with our real frozen fruit bars, said Outshine brand manager Joanna Komvopoulos.

The new collection is a good source of protein, providing the indulgence of a dairy-based frozen snack with simple ingredients and exceptional taste, Komvopoulos said.

For details, visit [www.outshinesnacks.com](http://www.outshinesnacks.com).



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## Tariffs Suspended

(Continued from p. 1)

“This is a significant step forward. It marks a reset in our relationship with our biggest and economically most important partner,” commented US Trade Commissioner Valdis Dombrovskis.

“Removing these tariffs is a win-win for both sides, at a time when the pandemic is hurting our workers and our economies,” Dombrovskis continued. “This suspension will help restore confidence and trust, and therefore give us the space to come to a comprehensive and long-lasting negotiated solution.

“A positive EU-US trade relationship is important not only to the two sides but to global trade at large,” Dombrovskis added.

Since the EU imposed its Boeing-related tariffs last November, US and EU political leaders have been under pressure from some US and EU dairy, food, agriculture and

other industries to remove the tariffs.

For example, roughly a week after the EU started imposing tariffs on imports from the US, some 21 US dairy, farm and food organizations urged then-US Trade Representative Robert Lighthizer to continue engaging the EU to secure the removal of tariffs on US food and agricultural exporters and to address bilateral compliance matters. These included not only the aircraft-related tariffs but also tariffs levied in 2018 in a dispute involving steel and aluminum.

Two months ago, the Cheese Importers Association of America (CIAA) and the European Dairy Association asked then-President-elect Biden and Dombrovskis to end the aircraft dispute and negotiate an end to the tariffs and sanctions authorized by the WTO.

And later in January, a coalition of 72 food, farm and other groups asked Biden and European Commission President Ursula von

der Leyen to remove, or at least suspend, all additional and retaliatory tariffs affecting or threatening Trans-Atlantic trade in sectors unrelated to the WTO aircraft and steel and aluminum disputes immediately.

In other US-EU trade developments, the US and EU have concluded negotiations to adjust the EU's WTO agricultural quotas, following the UK's withdrawal from the EU.

This is the culmination of two years of negotiations in the WTO framework to divide these EU quotas, with part of the volume remaining with the EU-27, and part going to the UK, based on recent trade flows, the European Commission noted.

The agreement covers dozens of quotas and billions of euros of trade including for dairy products, beef, poultry, rice, fruits and vegetables and wines.

Further details on the agreement have not yet been released.

## Quesalupa Returns To Taco Bell, With 'Significantly More' Cheese Than Original

Rosemont, IL—The Quesalupa is making a comeback on Taco Bell's menu and this version has “significantly more” cheese than the original, according to Dairy Management Inc. (DMI) senior dairy scientist Mike Ciresi, who works onsite at Taco Bell's headquarters in Irvine, CA.

The Quesalupa made its debut in early 2016 as a limited-time only offering but it left quite an impression on Taco Bell's customers, Ciresi said.

“When you think about the biggest innovative items Taco Bell has ever launched, the Quesalupa is in that bucket,” Ciresi said. “It has a cult-like following and Taco Bell's customers really wanted the Quesalupa to return to the menu.”

The Quesalupa, which a different DMI food scientist helped create five years ago, features a flaky flatbread shell that is now stuffed with a whole milk Mozzarella and Pepper Jack blend. The shell is deep fried before adding traditional taco fillings, including sour cream and Cheddar.

The Quesalupa rolled out nationally on March 11 as a limited-time-only offering for 10 weeks.

“We're excited to see the Quesalupa come back,” said Liz Matthews, chief food innovation officer at Taco Bell. “It's one of the cheesiest, innovative products we have and the DMI partnership was instrumental in making this happen.”

Ciresi and fellow DMI scientist Kimber Lew said this new version required some updates to assure it could be produced consistently in more than 7,000 Taco Bell kitchens across the US.

They spent nearly two years working with new suppliers and updating the recipe.

“It's a pretty difficult product to make and it wouldn't work with how Taco Bell's kitchens are set up today, which is why it took so long to bring back,” Ciresi said. “Kimber and I put in many hours in our test kitchen formulating the cheese blend inside the shell and evaluating several samples to ensure product consistency.

“It was a long time in the making but it's really exciting to be able to bring back such an iconic product that is not only good for Taco Bell but is beneficial to our dairy farmers,” Ciresi added.

They also are confident the Quesalupa sequel will be very popular with customers.

“When you bite into it, you get that wonderful cheese-pull experience,” Lew said. “You get cheese in every bite.”



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## Almost \$11.5 Billion Needed To Repair, Renovate US Ag School Infrastructure

Washington—There is a collective total of almost \$11.5 billion in needed repairs and renovations at the buildings and supporting facilities at schools of agriculture authorized to receive US Department of Agriculture (USDA) research funding, according to a new study conducted for the Association of Public and Land-grant Universities (APLU).

The study, which was conducted by Gordian, notes that 69 percent of the buildings at these schools — 97 land-grant universities in total — are more than 25 years old and require urgent upgrades to remain safe and useful. Without action, the declining state of these facilities threatens to hinder critical research on food safety and security, natural resources, climate change, and other key matters.

Colleges and schools of agriculture conduct cutting-edge basic and applied research while educating and training the next generation of agricultural scientists, business leaders, educators and producers, the study noted. Every year, land-grant universities (LGUs) graduate more than 36,000 students in food, agricultural and natural resources disciplines.

The success of US food and agricultural industries can be attributed in large part to the advancements made in the research, education and Extension programs at colleges and schools of agriculture throughout the US, the study continued. USDA's National Institute of Food and Agriculture (NIFA) provides \$1.57 billion annually in funding and grant programs for these extramural activities.

Researchers and educators now perform 21st century science and education in facilities constructed in the 1950s and 1960s, the study stated. These buildings and facilities have not received capital infrastructure investment sufficient to avoid leaky roofs or to update air circulation and HVAC systems.

"The findings of this study reinforce an urgent call for federal investment in agricultural research infrastructure at our nation's colleges and schools of agriculture," the study stated. The study anticipates that 200,000 new local jobs will result from investment for capital infrastructure to address the deferred maintenance at colleges and schools of agriculture.

The study includes only buildings and supporting facilities at colleges and schools of agriculture that are authorized to receive USDA NIFA funding.

According to Gordian's analysis, the 2020 deferred maintenance estimate across the 97 institutions is \$11.5 billion. That figure represents an increase of about 37

percent since a previous study in 2015.

Gordian's data differentiates spaces across colleges and schools of agriculture based on the functional classification of each building. The space surveyed is made up of 31 percent research space, 26 percent classroom/teaching space, and 4 percent Extension space. The remaining 39 percent is distributed between farm, support, and greenhouses.

According to Gordian's analysis, \$7.5 billion (66 percent) of the deferred maintenance identified falls within the research, classroom/teaching, and Extension space classifications.

The deferred maintenance problems at colleges and schools of agri-

culture will only continue to grow in magnitude and urgency, the study found. Despite efforts made by some institutions to implement strategies to stem this growth, the continued aging of facilities, lack of funding to address capital infrastructure and competing demands between different eras of construction have led to a 37 percent increase in deferred maintenance need in five years.

The Gordian database analysis suggests that the severity of the deferred maintenance problems at colleges and schools of agriculture will become more acute absent significant action from policymakers and stakeholders.

To turn the tide on this deferred maintenance problem, efforts will have to address the need to catch up on the deferred maintenance that exists today while simultaneously establishing an approach to

keep up with future capital infrastructure renewal, the study said. This balancing act can be "exceptionally difficult" due to the need to coordinate funding and efforts between many different institutions, administrators, agencies and government bodies.

An immediate, targeted investment of approximately \$11.5 billion is needed for the renewal and reinvestment of existing agricultural research and education facilities, the study said. Due to the magnitude and urgency of the situation, any successful effort to address the problem will require investment by the federal government.

Gordian's analysis also suggests that colleges and schools of agriculture will require a sustaining annual investment of approximately \$550 million each year just to keep deferred maintenance from growing.



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# COMING EVENTS

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

## Spotlight Events For CheeseExpo Online Include Virtual Auction, Awards & Trivia

**Madison**—A number of social events designed to honor industry members and bring the dairy community together have been planned for CheeseExpo Global Online.

The three-day, online meeting and expo will take place April 6-8. It will include interactive, virtual booths; keynote speeches; seminars and Ideas Showcase presentations.

The social Spotlight Events begin at 3 p.m. Central time each afternoon and are free for dairy processors.

“Connect and celebrate the people that make the dairy processing industry strong and join us for Spotlight Events at CheeseExpo Global Online to build up your network,” said John Umhoefer, executive director of the Wisconsin Cheese Makers Association (WCMA), event host.

Tuesday’s Tetra Pak Spotlight Event will include live trivia focused on – of course – cheese. All attendees are welcome to play and put their skills to the test.

Participants are invited to celebrate the talent of cheese makers around the world and support industry education during the live Championship Cheese Auction, part of the Chr. Hansen Spotlight Event, on Wednesday.

The auction will feature 10 award-winning cheeses – all previous winners at the World and US Championship Cheese Contests. Successful bids support the contests, as well as the WCMA’s educational contributions.

CheeseExpo wraps up Thursday with the annual Awards Banquet honoring the 2020 and 2021 WCMA Life Member Award recipients: Roger Krohn of Agropur, and Mark Schlietwiler, industry consultant who spent his career at BelGioioso Cheese, Wolht Cheese and Churny Company.

Attendees will hear from the producers of the 2020 World Championship Cheese Contest’s top three cheeses, including the makers of the 2020 Champion Cheese – Gourmino Le Gruyère AOP by Michael Spycher of Mountain Dairy Fritzenhaus for Gourmino AG.

The banquet also toasts the talent of the 2020 and 2021 graduating classes of the Wisconsin Master Cheesemaker program, administered by experts at the Wisconsin Center for Dairy Research (CDR) and funded by the Dairy Farmers of Wisconsin (DFW).

Online registration and complete event details are available at [www.CheeseExpoGO.org](http://www.CheeseExpoGO.org).

## International Pizza Expo & Conference Returns To Las Vegas June 22-24, 2021

**Las Vegas, NV**—The International Pizza Expo & Conference will return to the Las Vegas Convention Center here June 22-24.

Event planners will be taking additional measures to ensure health and safety at event, including daily temperature screens, mandatory mask-wearing, increased staff and security, the implementation of transparent barriers, routine disinfecting and social distancing.

The three-day conference and expo will feature educational seminars, demonstrations, keynote speeches, exhibit hall, competitions and social networking opportunities.

This year’s keynote speakers will be famed pizza czar Anthony Falco and Mike Bausch, industry leader whose restaurant chain, Andolini’s Pizzeria, is a top ten pizzeria in the US.

The seminar line-up will look at topics like effective old-school marketing, today’s top pizza trends, menu development amidst Covid-19, new store planning, what customers want during the pandemic, understanding cheese prices, important cleaning procedures, third party delivery, upping the culinary game, and sculpting a creative message.

A number of special breakout sessions and workshops have also been planned each day of the event.

Speakers will look at topics like ways to increase sales and profits, systems for controlling food and labor costs, community marketing, restaurant math, appetizers that sell and Detroit style pizza, using video to grow sales, building a beverage program; New York style pizza, vegan pizza, pizza frita and

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## WDPA Golf Outing Is May 13 At Northern Bay Golf Course

**Arkdale, WI**—The Wisconsin Dairy Products Association (WDPA) will return here Thursday, May 13, for the Association’s annual golf outing at Northern Bay Golf Course.

The scramble event at the replica course featuring exact duplicates of holes at Augusta National, Firestone, Bay Hill, Oakmont, TPC at Sawgrass and Oakland Hills, kicks off with a shotgun start at 10 a.m., followed by a social hour and dinner and awards.

The registration deadline is April 28. Cost is \$210 for members and \$290 for non-members. WDPA will be assigning foursomes for the shotgun start.

The Wisconsin Dairy Products Association also announced other events on their lineup which include the Dairy Symposium July 12-13 at the Landmark Resort in Door county, WI; the World Dairy Expo Championship Dairy Products Contest Aug. 17-19 in Madison; and the WDE Contest Auction Sept. 28.

For details, visit [www.wdpa.net](http://www.wdpa.net).

Sicilian pan pizza; and how to not let Covid-19 win.

Bake-offs for the International Pizza Challenge run Tuesday through Thursday. A maximum of 60 entries are accepted in the Traditional and Non-Traditional divisions; contestants are capped at 30 in the Pizza Napoletana and 20 in the Pan and Roman divisions.

After winners are named in all the divisional finals, the winners will face off against each other in a mystery-ingredient bake-off for Pizza Maker of the Year.

A “Best of the Best” bake-off is held Thursday as well, featuring past champions in a blind-box event.

The early registration deadline is April 30. Cost to attend for those not exhibiting at the show is \$350 per person. Day passes for retailers, distributors and brokers are also available.

For complete show details and to register online, visit [www.pizzaexpo.com](http://www.pizzaexpo.com).

## PLANNING GUIDE

**April 6-8: New Virtual Format - CheeseExpo Global Online.** Registration now open and agenda available online at [www.cheeseexpo.org](http://www.cheeseexpo.org).

**June 6-8: Canceled - IDDBA 2021, Houston, TX.** Next year’s tradeshow event set for June 5-7 in Atlanta, GA. For details, visit [www.iddba.org](http://www.iddba.org).

**June 22 - 24: International Pizza Expo, Las Vegas Convention Center, Las Vegas, NV.** For show information, visit <https://www.pizzaexpo.com>.

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

**July 18-21: IFT Annual Meeting & Food Expo, Chicago, IL.** Details at [www.iftevent.org](http://www.iftevent.org).

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

**Aug. 12-13: Idaho Milk Processors Association 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: New Date - Fancy Food Show 2021, Javits Convention Center, New York, NY.** Visit [www.specialtyfood.com](http://www.specialtyfood.com).

**September 27 - 29: Pack Expo Las Vegas Convention Center, Las Vegas, Nevada USA.** Visit [www.packexpolasvegas.com/](http://www.packexpolasvegas.com/)

**Oct. 25-28: ADPI Dairy Technology Week, Peppermill Resort & Casino, Reno, NV.** For details, visit [www.adpi.org](http://www.adpi.org).



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**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.

**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).

## 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)

## 3. Replacement Parts

**FBF HOMOGENIZERS:** For service, support, replacement parts or new homogenizers, contact **FBF NORTH AMERICA Sales and Service Center** at 262-361-4080; [info@fbfnorthamerica.com](mailto:info@fbfnorthamerica.com) or visit [www.fbfnorthamerica.com/](http://www.fbfnorthamerica.com/)



## 4. Products, Service

Looking for hard-to-find products or services, advertise your search here. Call 608-316-3792 for information

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## 6. Interleave Paper, Wrapping

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## 11. Promotion & Placement

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**DAIRY PLANTS FOR SALE:** <http://dairyassets.webs.com/acquisitions-mergers-other>. Contact Jim at 608-835-7705; or by email at [jimcisler7@gmail.com](mailto:jimcisler7@gmail.com)



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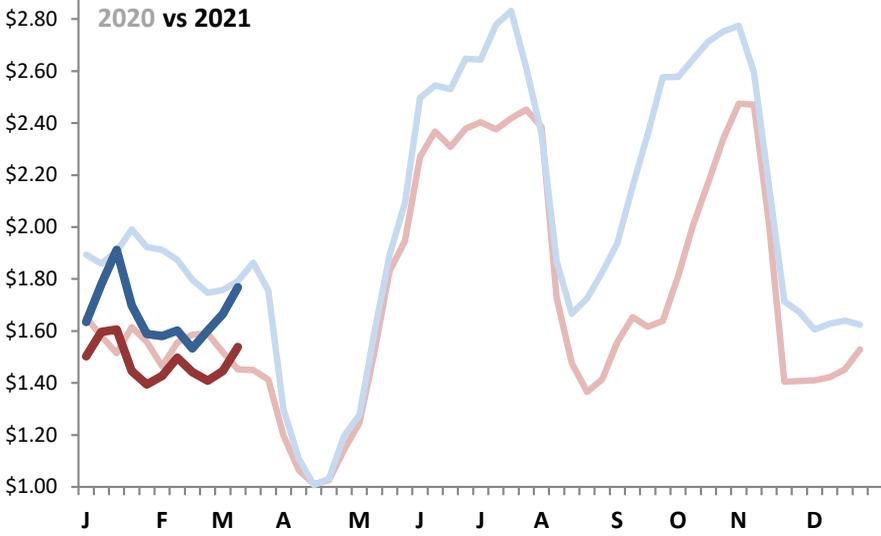


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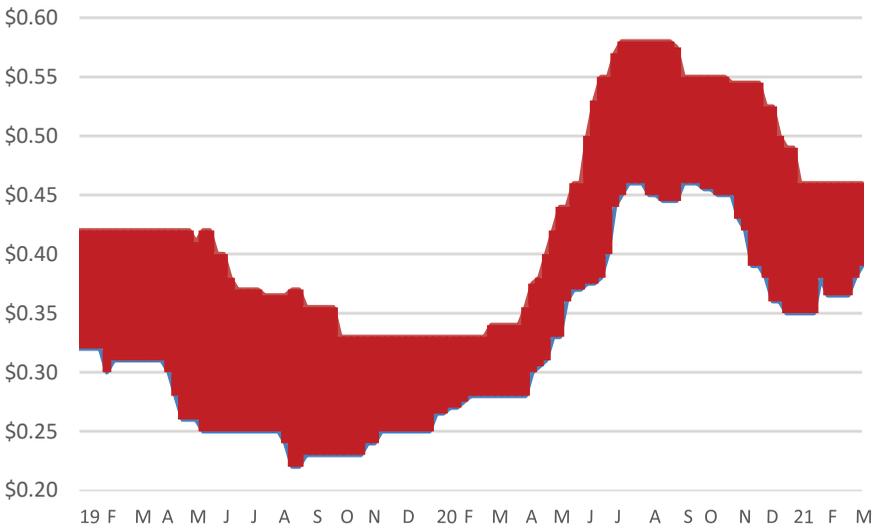


**CME Block/Barrel Price Tracker -**



**Lactose Prices Since 2019**

High/Low Range (Central & West: Mostly)



**DAIRY FUTURES PRICES**

SETTLING PRICE

\*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
3-5	Mar 21	16.30	14.32	54.400	110.350	1.691	1.6130	164.500
3-8	Mar 21	16.35	14.32	54.400	110.675	1.691	1.6220	164.500
3-9	Mar 21	16.40	14.28	54.400	110.500	1.697	1.6220	163.325
3-10	Mar 21	16.28	14.25	54.350	110.450	1.697	1.6150	163.500
3-11	Mar 21	16.37	14.36	54.875	111.725	1.700	1.6170	164.000
3-5	Apr 21	17.64	15.22	56.550	116.800	1.825	1.7230	171.300
3-8	Apr 21	17.75	15.09	57.425	116.000	1.830	1.7400	171.650
3-9	Apr 21	17.89	15.15	57.650	116.850	1.830	1.7600	172.000
3-10	Apr 21	17.86	15.13	57.350	115.950	1.830	1.7620	172.350
3-11	Apr 21	18.09	15.07	57.300	115.500	1.840	1.7810	172.850
3-5	May 21	18.14	15.66	56.525	120.500	1.815	1.7930	174.025
3-8	May 21	18.27	15.58	57.000	120.300	1.830	1.8020	174.025
3-9	May 21	18.40	15.60	57.475	120.525	1.850	1.8110	175.000
3-10	May 21	18.33	15.60	56.950	120.025	1.850	1.8080	175.200
3-11	May 21	18.48	15.45	56.500	118.500	1.875	1.8260	176.000
3-5	June 21	18.13	15.93	56.300	122.950	1.840	1.8060	177.750
3-8	June 21	18.27	15.90	56.150	122.750	1.845	1.8040	177.750
3-9	June 21	18.30	16.00	56.300	123.425	1.850	1.8050	178.000
3-10	June 21	18.25	16.00	56.225	122.750	1.851	1.8040	179.000
3-11	June 21	18.30	15.76	55.750	120.825	1.850	1.8070	179.000
3-5	July 21	18.19	16.24	56.000	125.350	1.840	1.8060	180.000
3-8	July 21	18.30	16.22	56.000	125.000	1.840	1.8060	179.200
3-9	July 21	18.30	16.22	56.000	125.350	1.840	1.8110	180.250
3-10	July 21	18.27	16.22	56.000	124.750	1.840	1.8100	180.975
3-11	July 21	18.30	16.06	55.250	123.000	1.840	1.8110	180.475
3-5	Aug 21	18.19	16.46	55.450	127.000	1.842	1.8110	182.000
3-8	Aug 21	18.30	16.42	55.450	127.000	1.842	1.8110	182.000
3-9	Aug 21	18.30	16.48	55.450	128.300	1.842	1.8190	182.000
3-10	Aug 21	18.28	16.48	55.450	127.150	1.842	1.8140	184.475
3-11	Aug 21	18.37	16.38	55.300	125.300	1.842	1.8200	183.500
3-5	Sept 21	18.25	16.65	55.000	128.000	1.846	1.8280	183.000
3-8	Sept 21	18.35	16.62	55.000	128.500	1.849	1.8300	182.025
3-9	Sept 21	18.38	16.66	55.000	129.000	1.852	1.8300	183.650
3-10	Sept 21	18.28	16.66	54.975	128.450	1.852	1.8200	183.650
3-11	Sept 21	18.38	16.59	54.900	126.800	1.852	1.8220	185.000
3-5	Oct 21	18.25	16.81	53.725	130.000	1.858	1.8040	184.000
3-8	Oct 21	18.40	16.81	53.725	129.000	1.858	1.8340	183.500
3-9	Oct 21	18.39	16.81	53.725	130.500	1.860	1.8370	183.500
3-10	Oct 21	18.33	16.81	53.725	130.000	1.860	1.8250	184.525
3-11	Oct 21	18.41	16.70	53.725	127.875	1.860	1.8260	186.175
3-5	Nov 21	18.06	16.80	53.100	131.200	1.837	1.7800	181.500
3-8	Nov 21	18.19	16.80	53.100	130.200	1.837	1.8110	181.500
3-9	Nov 21	18.25	16.95	53.100	131.200	1.837	1.8170	184.750
3-10	Nov 21	18.14	16.95	53.100	130.800	1.837	1.8050	184.750
3-11	Nov 21	18.18	16.86	53.225	130.400	1.837	1.8050	186.000
3-5	Dec 21	17.79	16.87	53.000	131.500	1.805	1.7750	184.975
3-8	Dec 21	17.89	16.87	53.000	132.250	1.805	1.7840	184.975
3-9	Dec 21	17.85	16.87	53.000	132.500	1.805	1.7840	183.000
3-10	Dec 21	17.76	16.87	53.000	130.800	1.805	1.7720	183.000
3-11	Dec 21	17.81	16.87	53.000	131.800	1.805	1.7760	183.000
3-5	Jan 22	17.31	16.56	52.000	132.975	1.796	1.8420	183.500
3-8	Jan 22	17.42	16.56	52.000	132.975	1.796	1.7470	181.875
3-9	Jan 22	17.41	16.56	52.000	132.500	1.796	1.7520	181.875
3-10	Jan 22	17.41	16.56	52.000	132.500	1.796	1.7520	181.875
3-11	Jan 22	17.41	16.56	52.000	132.500	1.796	1.7520	181.875

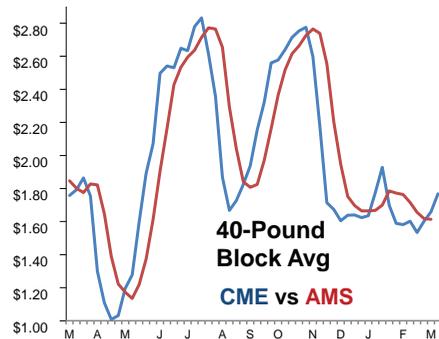
Interest - March 11: 22,109, 2,238, 4,257, 6,850, 1,012, 22,279, 8,932

**AVERAGE MONTHLY WPC MOSTLY PRICES: USDA**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'16	.5445	.5750	.5852	.6076	.6239	.6616	.6937	.7151	.7305	.7706	.7961	.8608
'17	.9318	.9905	.9681	.9425	.9138	.9013	.8919	.8486	.8231	.8063	.7757	.7490
'18	.7268	.7211	.6960	.7027	.7502	.7949	.8092	.8144	.8437	.8658	.8817	.8851
'19	.8929	.8995	.9025	.9025	.9074	.9244	.9297	.9444	.9465	.9530	.9597	.9854
'20	1.0017	1.0140	1.0148	1.0027	.9590	.9356	.8945	.8591	.8500	.8810	.9124	.9255
'21	.9693	1.0134										

**DAIRY PRODUCT SALES**

**March 10, 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	Mar. 6	Feb. 27	Feb. 20	Feb. 13
<b>40-Pound Block Cheddar Cheese Prices and Sales</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.6135	1.6186	1.6553	1.7162
<b>Sales Volume</b>	<b>Pounds</b>			
US	13,176,872	13,211,937	10,509,738	12,396,136
<b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Contest</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.5423	1.5685	1.5709•	1.5417•
<b>Adjusted to 38% Moisture</b>				
US	1.4727	1.4969	1.4966•	1.4659•
<b>Sales Volume</b>	<b>Pounds</b>			
US	12,326,980	14,040,179	12,540,714	13,105,306
<b>Weighted Moisture Content</b>	<b>Percent</b>			
US	35.07	35.04	34.92	34.80
<b>AA Butter</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.5078	1.4011•	1.3608•	1.3328
<b>Sales Volume</b>	<b>Pounds</b>			
US	3,027,901	5,062,900•	4,606,073•	6,226,634
<b>Extra Grade Dry Whey Prices</b>				
<b>Weighted Price</b>	<b>Dollars/Pounds</b>			
US	0.5311	0.5168•	0.5098	0.5029
<b>Sales Volume</b>	<b>Pounds</b>			
US	4,267,779	5,089,832•	4,500,889	5,150,205
<b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
US	1.1032	1.0870•	1.1192•	1.1281
<b>Sales Volume</b>	<b>Pounds</b>			
US	19,005,328	29,303,436•	18,440,517•	16,564,099

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# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - MARCH 5:** Although rare in the past year, foodservice-focused cheese producers received some positive news this week as a growing number of states are lifting, or indicating a plan to ease public dining restrictions. Retail sales are noted as healthy, which has been the case throughout most of the past year. Midwestern spot milk prices remained on par with last week. That said, a number of cheese makers mentioned receiving fewer offers this week when compared to previous weeks. Milk was readily available in the eastern and western regions.

**NORTHEAST - MARCH 10:** Cheese markets are stable and cheese makers are running full. Cheddar, Mozzarella and Provolone production schedules are active. Available milk supplies continue to be aplenty for cheese operations. Regional cheese inventories are reportedly available for customers. Retailers are ordering stable cheese supplies for strong consumer demands. Restaurants' cheese orders are slightly improving. Pizzerias' Mozzarella orders are steady. Cheddar cheese prices are mixed on various market exchanges.

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

Cheddar 40-lb blocks: \$2.1200 - \$2.4075 Process 5-lb sliced: \$1.5475 - \$2.0275  
Muenster: \$2.1075 - \$2.4575 Swiss Cuts 10-14 lbs: \$3.2175 - \$3.5400

**MIDWEST AREA - MARCH 10:** Midwestern cheese makers reported stronger cheese sales last week and early this week. Positive foodservice demand notes have been rare for the past twelve months, but there has been a notable shift from some producers in March. Spot milk availability varies from one cheese maker to the next. That said, some flat Class prices were reported for the first time in 2021. Still, some cheese makers reported plentiful offers and clearing some discounted spot milk loads. Production rates are reflecting the increased orders for the most part, but some cheese makers reported plant maintenance time last week and this. Cheese market tones have regained some bullish vigor recently. Even with stronger demand, inventories are reportedly growing, as well.

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

Blue 5# Loaf: \$2.3050 - \$3.3725 Mozzarella 5-6#: \$1.8350 - \$2.7800  
Brick 5# Loaf: \$2.0350 - \$2.4600 Muenster 5# Loaf: \$2.0350 - \$2.4600  
Cheddar 40# Block: \$1.7575 - \$2.1575 Process 5# Loaf: \$1.5325 - \$1.8925  
Monterey Jack 10# \$2.0100 - \$2.2150 Grade A Swiss 6-9#: \$2.7325 - \$2.8500

**WEST - MARCH 10:** Retail cheese demand has remained steady, though some contacts believe that this may decrease due to the loosening of COVID restrictions. Industry contacts report that they have seen a slight uptick in foodservice demand. As more states allow restaurants to open to higher capacities, cheese manufacturers have seen small waves of increases in foodservice sales. Cheese manufacturers say that Mozzarella has continued to move well. Cheese inventories remain heavy and buyers are receiving a lot of offers from manufacturers, especially for cheddar-style cheeses. There is plenty of milk available, and cheese production facilities are running at or near capacity.

**Wholesale prices delivered, dollars per/lb:** Monterey Jack 10#: \$1.9825 - \$2.2575  
Cheddar 10# Cuts: \$1.9950 - \$2.1950 Process 5# Loaf: \$1.5500 - \$1.8050  
Cheddar 40# Block: \$1.7475 - \$2.2375 Swiss 6-9# Cuts: \$3.0250 - \$3.4550

**FOREIGN -TYPE CHEESE - MARCH 10:** Western European cheese exporters increasingly comment on persistent high freight costs for refrigerated transport of cheese moved in export channels. That is a concern, but sources say this factor has not slowed total cheese exports so far. While a continuing narrative from Western Europe has been tight cheese supplies and low aging stocks, the export focus nevertheless has kept cheese exports flowing and deliveries mostly on time. During 2021 there will be an emphasis on further increasing cheese exports. There is cheese manufacturing capacity not being used. It was built to be able to increase cheese production as quickly as milk production increases permit expanding cheese production. Plant managers in Western Europe expect to increase cheese production in 2021 and that will make more cheese available for exports. US domestic Swiss prices decreased \$0.8475.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.1275 - 3.6150
Gorgonzola:	\$3.6900 - 5.7400	\$2.6350 - 3.3525
Parmesan (Italy):	0	\$3.5150 - 5.6050
Romano (Cows Milk):	0	\$3.3175 - 5.4725
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.2525 - 3.5775
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

## WHOLESALE BUTTER MARKETS - MARCH 10

**WEST:** Cream is abundant, but it has had no problem finding a home. For several weeks, butter makers have ramped up production to meet spring holiday baking demands. Some retailers feel comfortable with current price levels and are placing heavy butter orders in advance of planned holiday promotions. That said, as cash market prices increase, industry contacts expect buyer interest to cool over the next few weeks. Foodservice demand is beginning to pull a little harder as dine-in restrictions loosen. Butter makers and foodservice buyers are having difficulty forecasting butter needs. Butter makers are getting more inquiries from international buyers, and some have opted to make 82% butter.

**CENTRAL:** Midwestern butter producers have relayed stronger foodservice demand in recent weeks. They're hopeful this trend continues deeper into the second quarter. Production is ongoing at a brisk clip, as demand has strengthened. Export demand

reports are notably rising, but some contacts relay a continued push to produce loads for domestic end users. Butter market tones have steadied since last week's unexpected surge following the "new crop" rule on the CME. Most contacts relayed a similar sentiment regarding the \$.1650 bump last Monday. They expected an upward pressure, but most estimated south of \$.10. Regional production saw a slight shift down on the NASS Dairy Products report month to month.

**NORTHEAST:** Butter markets are displaying a firming tone at this time. Several manufacturers are working through spring holiday demands. Butter production is strong in the East region. Operations are receiving stable cream supplies, although market participants are noticing interests have strengthened from seasonal, cream-based manufacturers. The demand for butter is growing in both domestic and export markets. Retail sales are stable to increasing.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total dairy ads were down this week across both conventional and organic items. Conventional ads dropped by 6% while organic ads fell by 21%. In the conventional aisle, the greatest increase in ads came from gallon milk at 73%. Organic 8-ounce shredded cheese led the pack with an increase of 206%. Organic 32-ounce yogurt increased by 161%.

The number of ads for conventional cheese dropped by 15 percent; this was countered by an increase in organic cheese ads of 206%. Packages of 8-ounce conventional shredded cheese had a weighted average of \$2.33 this week, \$0.11 cheaper than the week prior. Organic 8-ounce shredded cheese also fell in price by \$0.37 to \$3.44. This results in an organic premium of \$1.11 for the week.

Organic 32-ounce yogurt was advertised at \$3.23 compared to \$3.63 last week, showing an 11% decrease in pricing. The premium for organic yogurt was \$0.56. Nationwide half-gallon conventional milk was advertised at \$2.50 - an increase of \$0.90. Half-gallon milk had an organic price premium of \$1.35 this period.

## RETAIL PRICES - CONVENTIONAL DAIRY - MARCH 12

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.14	3.39	2.67	NA	2.71	NA	2.73
Cheese 8 oz block	2.24	2.22	2.48	1.93	2.82	1.78	2.46
Cheese 1# block	4.51	4.44	4.69	3.00	NA	NA	NA
Cheese 2# block	6.99	NA	NA	NA	NA	6.99	NA
Cheese 8 oz shred	2.33	2.32	2.45	2.07	2.35	2.13	2.51
Cheese 1# shred	4.75	NA	4.99	3.00	NA	NA	NA
Cottage Cheese	2.37	2.66	2.44	1.83	1.78	1.74	NA
Cream Cheese	1.84	2.01	2.17	1.31	1.49	1.49	2.68
Flavored Milk 1/2 gallon	3.36	NA	2.50	NA	NA	NA	3.99
Flavored Milk gallon	3.44	NA	NA	3.99	NA	NA	2.50
Ice Cream 48-64 oz	3.02	2.99	2.84	2.99	3.10	3.04	4.27
Milk 1/2 gallon	2.50	2.50	NA	NA	NA	NA	NA
Milk gallon	3.26	4.49	NA	NA	2.99	2.99	2.50
Sour Cream 16 oz	1.88	1.94	1.83	1.73	1.55	1.88	1.79
Yogurt (Greek) 4-6 oz	.92	.92	.88	.92	.97	.91	.96
Yogurt (Greek) 32 oz	4.05	3.96	4.28	NA	NA	4.36	3.72
Yogurt 4-6 oz	.54	.59	.50	.52	.51	.55	.59
Yogurt 32 oz	2.67	3.18	NA	1.99	1.79	NA	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:	\$3.23
Butter 1 lb:	Greek Yogurt 32 oz:	NA
Cheese 8 oz shred:	Milk UHT 8 oz:	NA
Cheese 8 oz block:	Milk 1/2 gallon:	\$3.85
Cream Cheese 8 oz:	Milk gallon:	\$5.99
Cottage Cheese 16 oz:	Sour Cream 16 oz:	\$2.34
Yogurt 4-6 oz:	Ice Cream 48-64 oz:	NA

## NDM PRODUCTS - MARCH 11

**NDM - CENTRAL:** Low/medium heat NDM prices shifted higher on the bottom of the range and top of the mostly series. After some mid-winter sluggishness, exports have rebounded and put the NDM market tone back on a bullish pedestal. Domestic end users report the volume of offers is up one week and quiet the next. Some continue to utilize contractual intakes only, avoiding the spot market in its current run. Production has been steady, as condensed skim is reportedly growing in availability. High heat NDM was slower than in recent weeks, as prices held steady. Generally, NDM markets are experiencing at least a short term bullishness.

to longer drying times compared to low/medium heat NDM. Supplies are limited and spot purchasing remains light.

**NDM - EAST:** Prices of NDM shifted higher this week. Contacts in the East are generally paying mid \$1.10s and higher, as some expect to see \$1.20 as a near-future price point. High heat NDM prices held steady on slow trading due to notably limited supplies. Even with available skim loads, export buyers are keeping producers busy. Domestic spot interest was busier in the previous few weeks, as some end users saw the writing on the wall and took advantage ahead of the bullish push.

**NDM - WEST:** Prices have shifted higher for NDM low/medium heat on both the range and the mostly series. Some contacts report holding out on making purchases to see where the market leads. The current pricing in the US is favorable to some export buyers. Export demands are strong in the West. Low/medium heat NDM production is strong. Inventories are currently available for both spot and contract purchases. The market tone is firm. High heat NDM production is limited, due

**LACTOSE:** Inventories are balanced with demand, but stocks are backing up into manufacturers' warehouses due to the shipping congestion. Some industry contacts are concerned that overseas customers may be double booking orders to try to get lactose through the shipping channels, leaving the potential for demand to evaporate later in the year. Contacts mention a few end users are even willing to take on the added expense of air freight to assure coverage.

## WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
03/08/21	60,794	85,198
03/01/21	59,466	84,063
Change	1,328	1,135
Percent Change	2	1

**CME CASH PRICES - MARCH 8 - 12, 2021**Visit [www.cheesereporter.com](http://www.cheesereporter.com) for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
<b>MONDAY</b> March 8	\$1.5075 (NC)	\$1.7325 (NC)	\$1.6925 (+¼)	\$1.1775 (NC)	\$0.5950 (+1½)
<b>TUESDAY</b> March 9	\$1.5000 (-¾)	\$1.7500 (+1¾)	\$1.6800 (-1¼)	\$1.1750 (-¼)	\$0.5950 (NC)
<b>WEDNESDAY</b> March 10	\$1.5000 (NC)	\$1.7500 (NC)	\$1.7100 (+3)	\$1.1725 (-¼)	\$0.5925 (-¼)
<b>THURSDAY</b> March 11	\$1.5500 (+5)	\$1.7950 (+4½)	\$1.7050 (-½)	\$1.1625 (-1)	\$0.5925 (NC)
<b>FRIDAY</b> March 12	\$1.5525 (+¼)	\$1.7900 (-½)	\$1.7150 (+1)	\$1.1700 (+¾)	\$0.5925 (NC)
<b>Week's AVG \$ Change</b>	<b>\$1.5220 (+0.0755)</b>	<b>\$1.7635 (+0.0980)</b>	<b>\$1.7005 (+0.0190)</b>	<b>\$1.1715 (+0.0020)</b>	<b>\$0.5935 (+0.0240)</b>
<b>Last Week's AVG</b>	<b>\$1.4465</b>	<b>\$1.6655</b>	<b>\$1.6815</b>	<b>\$1.1695</b>	<b>\$0.5695</b>
<b>2020 AVG Same Week</b>	<b>\$1.4530</b>	<b>\$1.7925</b>	<b>\$1.8155</b>	<b>\$1.0655</b>	<b>\$0.3425</b>

**MARKET OPINION - CHEESE REPORTER**

**Cheese Comment:** There was no block market activity at all on Monday. No blocks were sold Tuesday; the price increased on an unfilled bid for 1 car at \$1.7500. Block market activity on Wednesday was limited to an uncovered offer of 1 car at \$1.7650, which left the price unchanged. On Thursday, the only block market activity was an unfilled bid for 1 car at \$1.7950, which raised the price. No blocks were sold Friday; the price declined on an uncovered offer of 1 car at \$1.7900. The barrel price declined Tuesday on a sale at \$1.5000, jumped Thursday on a sale at \$1.5500, and rose Friday on a sale at \$1.5525.

**Butter Comment:** The price rose Monday on a sale at \$1.6925, fell Tuesday on a sale at \$1.6800, increased Wednesday on a sale at \$1.7100, fell Thursday on an unfilled bid at \$1.7050 (following a sale at \$1.6825), then rose on a sale at \$1.7150.

**Nonfat Dry Milk Comment:** The price dropped Tuesday on a sale at \$1.1750, fell Wednesday on a sale at \$1.1725, declined Thursday on an uncovered offer at \$1.1625, then increased Friday on a sale at \$1.1700.

**Dry Whey Comment:** The price increased Monday on an unfilled bid at 59.50 cents, then declined Wednesday on a sale at 59.25 cents.

**WHEY MARKETS - MARCH 8 - 12, 2021**

RELEASE DATE - MARCH 11, 2021

**Animal Feed Whey—Central:** Milk Replacer: .4000 (NC) – .4250 (NC)**Buttermilk Powder:**Central & East: 1.0500 (NC) – 1.1450 (-1½) West: 1.0500 (+5) – 1.1300 (+1)  
Mostly: 1.0800 (+1) – 1.1000 (NC)**Casein:** Rennet: 3.6500 (+3) – 3.7400 (+5) Acid: 4.0700 (+2) – 4.2800 (+3)**Dry Whey—Central (Edible):**

Nonhygroscopic: .5400 (+2) – .6000 (NC) Mostly: .5500 (NC) – .5800 (+½)

**Dry Whey—West (Edible):**

Nonhygroscopic: .5125 (+2) – .6150 (+3½) Mostly: .5450 (+2) – .5800 (+1)

**Dry Whey—NorthEast:** .5200 (+2) – .6000 (+3¼)**Lactose—Central and West:**

Edible: .3300 (NC) – .5500 (NC) Mostly: .3900 (+1) – .4600 (NC)

**Nonfat Dry Milk —Central & East:**Low/Medium Heat: 1.1000 (+5) – 1.2100 (NC) Mostly: 1.1300 (NC) – 1.1700 (+1½)  
High Heat: 1.2800 (NC) – 1.3200 (NC)**Nonfat Dry Milk —Western:**Low/Medium Heat: 1.0850 (+2¾) – 1.2200 (+2¾) Mostly: 1.1300 (+3) – 1.1800 (+3)  
High Heat: 1.2700 (-3½) – 1.3550 (-4½)**Whey Protein Concentrate—Central and West:**

Edible 34% Protein: .9800 (+1) – 1.1800 (NC) Mostly: .1.0000 (+1) – 1.0600 (NC)

**Whole Milk—National:** 1.6700 (+2) – 1.7200 (+2)Visit [www.cheesereporter.com](http://www.cheesereporter.com) for historical dairy, cheese, butter, & whey prices**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										

**USDA Lowers 2021 Milk Production Forecast, Raises Most Dairy Product Price Forecasts**

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released Tuesday, lowered its 2021 milk production forecast slightly and raised most of its dairy product price forecasts.

The milk production forecast is lowered by 100 million pounds from last month's forecast, to 227.3 billion pounds, as higher expected cow inventory is more than offset by slower growth in milk per cow.

At 227.3 billion pounds, 2021 milk output would be 4.1 billion pounds higher than 2020's record production, which was adjusted upward to reflect recent data revisions.

The 2021 fat basis import forecast is reduced on lower expected imports of butterfat; fat basis exports are raised as higher shipments of butterfat more than offset lower forecast cheese exports.

On a skim-solids basis, USDA's dairy import forecast is unchanged due to offsetting changes in imports of a number of dairy products while the export forecast is lowered, reflecting expectations of lower lactose shipments which are

partly offset by higher exports of skim milk powder/nonfat dry milk.

The annual cheese price forecast is unchanged from last month as weaker prices in the first part of 2021 are offset by improved demand later in the year. USDA expects cheese prices to average \$1.6950 per pound this year, down from 2020's average of \$1.9236 per pound.

Butter, nonfat dry milk, and dry whey price forecasts are raised from last month with expected improvements in both domestic and export demand. In 2021, butter prices are now expected to average \$1.6150 per pound, nonfat dry milk prices are projected to average \$1.1400 per pound and dry whey prices are expected to average 50.0 cents per pound.

These higher product prices are reflected in higher projected Class III and Class IV prices, which are raised to \$16.75 per hundred-weight and \$14.45 per hundred-weight, respectively. The all milk price forecast is raised to \$17.75 per hundred.

This month's 2020/21 US corn supply and use outlook is unchanged from last month. The projected season-average farm price is unchanged at \$4.30 per bushel.

US soybean supply and use projections for 2020/21 are mostly unchanged. Soybean meal prices are unchanged, at \$400.00 per ton.

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