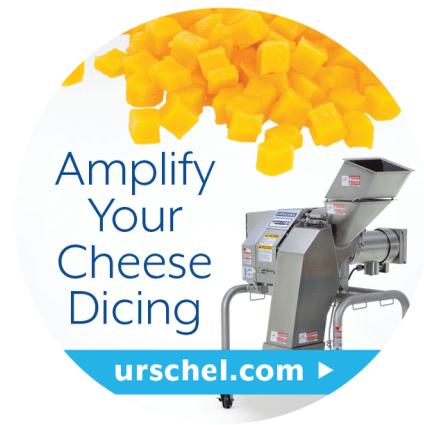




# CHEESE REPORTER

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## Value Of US Dairy Exports Fell 9% In January, Dairy Imports Rose 2%

### January Cheese Exports Declined 10%, Cheese Imports Rose 4%; Dry Whey Exports Up 34%

**Washington**—The value of US dairy exports in January was \$498.2 million, down 9 percent from January 2020, according to figures released today by USDA's Foreign Agricultural Service (FAS).

That marked the first time since August 2019 that the value of US dairy exports fell below \$500 million.

US dairy imports in January were valued at \$240.7 million, 2 percent higher than in January 2020.

Leading markets for US dairy exports, on a value basis, during January, with comparisons to January 2020, were: Mexico, \$101.5 million, down 24 percent; Canada, \$62.4 million, down 4 percent; China, \$40.6 million, up 21 percent; Philippines, \$32.3 million, down 16 percent; South Korea, \$31 million, up 28 percent; Japan, \$24.6 million, down 8 percent; Vietnam, \$22.7 million, up 25 percent; Indonesia, \$16.8 million, down 38 percent; and Australia, \$12.3 million, down 19 percent.

Cheese exports during January totaled 55.5 million pounds, down 10 percent from January 2020 and the fourth straight month that US cheese exports have been below 60 million pounds.

The value of January's cheese exports, \$113 million, was down 14 percent from January 2020.

Leading markets for US cheese exports, on a volume basis, during January, with comparisons to January 2020, were: South Korea, 12.4 million pounds, up 39 percent; Mexico, 9.6 million pounds, down 49 percent; Japan, 6.2 million pounds, up 31 percent; Australia, 3.1 million pounds, down 37 percent; Chile, 2.5 million pounds, up 11 percent; Canada, 1.8 million pounds, up 12 percent; Saudi Arabia, 1.6 million pounds, up 56 percent; Guatemala, 1.6 million pounds, up 38 percent; Panama, 1.5 million pounds, down 5 percent; Taiwan, 1.45 million pounds, up 1 percent; and the Dominican Republic, 1.44 million pounds, down 7 percent.

Nonfat dry milk exports during January totaled 138.6 million pounds, down 10 percent from January 2020. The value of those exports, \$160.4 million, was down 14 percent.

January dry whey exports totaled 40.3 million pounds, up 34 percent from January 2020. The value of those exports, \$16.9 million, was up 11 percent.

Whey protein concentrate exports during January totaled 23.9 million pounds, down slightly from January 2020.

The value of those WPC exports, \$15.9 million, was down 17 percent.

Lactose exports during January totaled 57.6 million pounds, down 22 percent from January 2020. The value of those exports, \$32.4 million, was up 8 percent.

January butter exports totaled 6.2 million pounds, up 82 percent from January 2020. The value of those exports, \$10.5 million, was up 46 percent.

Exports of ice cream during January totaled 11.1 million pounds, 5 percent higher than in January

• See **Jan. Dairy Trade**, p. 9

## Cheese Production Rose 0.5% In Jan.; Butter Output Increased 7%, Yogurt Output Rose 10.5%

**Washington**—US cheese production during January totaled 1.12 billion pounds, up 0.5 percent from January 2020, USDA's National Agricultural Statistics Service (NASS) reported Thursday.

Regional cheese production in January, with comparisons to January 2020, was: Central, 514.1 million pounds, up 2.1 percent; West, 469.7 million pounds, up 0.6 percent; and Atlantic, 132.8 million pounds, down 5.3 percent.

January cheese production in the states broken out by NASS, with comparisons to January 2020, was: Wisconsin, 278 million pounds, up 0.3 percent; California, 211.1 million pounds, down 0.9 percent; Idaho, 87.8 million pounds, up 2.9 percent; New Mexico, 83.7 million pounds, down 0.2 percent; New York, 67.9 million pounds, down 4.7 percent; Minnesota, 64.6 million pounds, up 4.8 percent; South Dakota, 41.4 million pounds, up 19.9 percent; Pennsylvania, 36.6 million pounds, down 11.3 percent; Iowa, 29.7 million pounds, up 2.2 percent; Ohio, 20.8 million pounds, down 6.2 percent; Oregon, 20.4 million pounds, up 12.8 percent; Vermont, 13.2 million pounds, up 3.2 percent; New Jersey, 5.2 million pounds, down slightly; and Illinois, 4.5 million pounds, down 20.3 percent.

• See **Cheese Output Up**, p. 6

## Global Dairy Trade Price Index Jumps 15%; Whole Milk Powder Rises 21%, Butter Up 13.7%

**Auckland, New Zealand**—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction jumped 15.0 percent from the previous auction, held two weeks ago.

That marked the eighth consecutive increase in the GDT price index, and by far the largest increase.

The previous seven increases, dating back to the second auction of November 2020, ranged from 1.3 percent in December's second auction to 4.8 percent in January's second auction.

The jump in this week's GDT price index was led by whole milk

• See **GDT Index Jumps**, p. 7

## Geographical Indications Provide A Clear Added Value To EU: Study

**Brussels, Belgium**—The European Union (EU) framework on geographical indications (GIs) and traditional specialties guaranteed (TSGs) is effective in reaching its objectives and provides a clear EU added value, according to an evaluation support study on EU-protected GIs and TSGs published this week by the European Commission.

The study provides an evaluation of the EU quality policy on GIs and TSGs protected in the EU. This covers 3,286 names (3,224 GIs and 62 TSGs) originating from EU member states and registered in the EU and 32 GIs registered through direct application by third countries.

Overall, the objectives of EU legislation on GIs/TSGs are achieved; however, some limits have been identified. In this con-

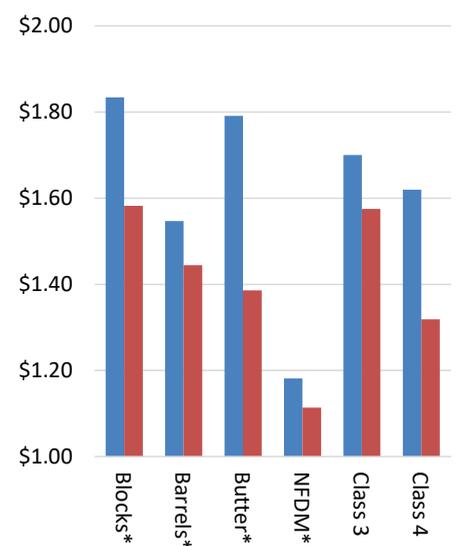
text, the effectiveness was measured based on: fair competition for farmers and producers; protection of intellectual property rights (IPRs); integrity of the EU market; clear and reliable information to consumers; fair return for farmers and producers; and impact on rural areas.

The legal framework allows a fair competition for farmers and producers involved in GIs/TSGs value chain, through an EU level scrutiny of applications which ensures the homogeneity of treatment of the applications from the different EU member countries; and the implementation of official controls at all stages of the supply chain.

However, some weaknesses have been identified at market

• See **GIs Add Value To EU**, p. 5

**Feb Avg Prices - 2020 vs 2021**  
Average CME Prices\*\*  
Class 3 and Class 4 Milk Price x 10





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### FDA's Traceability Proposal Needs To Be Rewritten

The deadline for submitting comments on the US Food and Drug Administration's proposed rule to establish additional traceability recordkeeping requirements for numerous cheeses and other food products ended early last week, meaning that the next step in this regulatory process could be a final rule. Let's hope FDA takes comments submitted on behalf of the cheese industry into consideration when it issues a final rule.

As reported on our front page last week, FDA received several comments, some of which were extremely detailed, from cheese and dairy organizations urging the agency to, among other things, rethink the list of cheeses included in its traceability proposal.

Reading over some of these comments, it certainly appears that FDA overreached when it proposed that all cheeses, other than hard cheeses, be included on its Food Traceability List. In its proposed rule, the description for these cheeses on the FTL includes all soft ripened or semi-soft cheeses, and fresh soft cheeses that are made with pasteurized or unpasteurized milk.

Back in mid-January, FDA made what it called "clarifying edits" to the FTL. This clarification included some specific examples of the cheeses for which the proposed additional traceability recordkeeping requirements would apply.

And these specific examples help illustrate a major problem with FDA's proposal. For example, Mozzarella is included on the list; in 2019 (the most recent year for which annual production figures are available), US Mozzarella production totaled 4.5 billion pounds, and accounted for over a third of total US cheese output.

Some of the other cheese varieties on FDA's FTL, with 2019 production, include: Feta, 130 million pounds; Cream, 935 million pounds; Muenster, 196.9 million pounds; Blue (including Gorgonzola), 94.7 million pounds; Ricotta,

244.7 million pounds; other American (FDA lists Monterey Jack, but Colby would also be covered), 1.5 billion pounds; Hispanic (FDA lists four types of Hispanic cheese), 333 million pounds; and Brick, 2 million pounds.

Production of these cheeses in 2019 totaled almost 8 billion pounds, and accounted for over 60 percent of total US cheese production. So it's safe to say FDA's proposed rule would have a heck of a big impact on a large number of companies if finalized as is.

USDA's National Ag Statistics Service doesn't include Cottage cheese in its cheese production statistics (they are reported separately), but in 2019 output of creamed cottage cheese totaled about 358 million pounds and production of lowfat cottage cheese totaled about 328 million pounds.

Further, as the International Dairy Foods Association pointed out, FDA's proposed rule would apply not only to cheeses on the FTL, but also to foods that contain a food on the FTL as an ingredient. Looking over the list of cheeses on the FTL — certainly starting with Mozzarella but also including everything from Blue to Ricotta — it's obvious that an awful lot of cheese users will also be subject to FDA's recordkeeping requirements.

Notably, and almost frighteningly, the section of FDA's proposed rule devoted to the Food Traceability List covers all of about one page of the 55-page *Federal Register* document. Half a dozen pages of the proposed rule are devoted solely to definitions for everything from critical tracking events and key data elements to kill step and reference record number.

It's probably safe to say that any proposal with that many definitions is probably a pretty complicated regulation that will come with some costs to industry. In its economic analysis of the proposed rule, FDA acknowledges that the proposal is an "economically significant regulatory action" and

...it certainly appears that FDA overreached when it proposed that all cheeses, other than hard cheeses, be included on its Food Traceability List.

that it will have a "significant economic impact" on a substantial number of small entities. Annualized costs could reach over \$3 billion per year.

FDA also provides an estimate of the burden for reading and understanding the proposed regulations (422,145 respondents requiring an average of 3.3 hours), as well as some firms incurring a one-time burden of establishing traceability program records (130,063 firms needing 0.03 hours to establish each of an average of 1,000, for an estimated one-time burden of 3,901,890 hours; and some companies will incur burden associated with training employees in procedures for properly documenting key data elements (96,644 firms will need to conduct an average of two hours of training).

Cumulatively, this results in a total of 5,874,833 one-time burden hours for respondents, FDA said.

Of course, there are also benefits to the proposed rule. It would allow FDA and industry to more rapidly and effectively trace food products that cause illnesses back through the food supply system to the source and forward to determine recipients of the contaminated product. This may result in public health benefits if foodborne illnesses directly related to those outbreaks are averted.

In its economic analysis, FDA notes that the rule would only apply to foods FDA has designated for inclusion on the Food Traceability List. But IDFA understands that FDA's goal is that the proposed recordkeeping system will be "adopted broadly" by industry.

Not moving forward with this rule is not an option, since the rule is required under the Food Safety Modernization Act. What FDA really needs to do is get the final rule right.

And for starters, the agency needs to take a hard look at the cheeses on its FTL, and reduce the number of those cheeses to recognize where the real risks lie.

## Biden, FMC Urged To Help Stem Ocean Carrier Practices Harming Ag Exports

Washington—President Biden and the Federal Maritime Commission (FMC) are being urged to intervene in a container shipping crisis that is said to be harming US agricultural exports.

In a letter sent to Biden last week, 71 organizations noted that “one of the great commercial challenges” of the ongoing coronavirus pandemic has been actions of ocean container carriers, “including declining to carry our export cargo, severely injuring US agriculture, food and forestry product exporters, preventing us from delivering affordably and dependably to international markets.

“This is a crisis: unless the Shipping Act and other tools available to our government are applied promptly, agriculture industries will continue to suffer great financial losses; these carrier practices will render US agriculture non-competitive for years to come,” said the letter to Biden, which was signed by, among others, the International Dairy Foods Association, National Milk Producers Federation, US Dairy Export Council, DairyAmerica, Dairy Farmers of America, Consumer Brands Association, International Association of Refrigerated Warehouses, American Farm Bureau Federation, National Council of Farmer Cooperatives, Agriculture Transportation Coalition, and Agricultural & Food Transporters Conference of ATA (American Trucking Association).

“According to their own public reports, the ocean carriers are enjoying their most profitable period in decades by controlling capacity and charging unprecedented freight rates, imposing draconian fees on our exporters and importers, and frequently refusing to carry US agricultural exports,” the letter continued.

“These refusals and charges by the ocean carriers dramatically increase costs to our exporters, making foreign sales inefficient and uneconomical, rendering farmers and processors (for the first time), unreliable suppliers to the global supply chain,” the letter continued.

The situation is “so egregious” that the FMC last year issued a rule setting forth guidelines as to what would be reasonable carrier practices; however, “none have been implemented by the carriers, deepening the crisis,” the letter stated. “While the FMC is undertaking further efforts to gain compliance, the damage being done to our agriculture and forest products industries is severe, increasing, and with lost foreign markets, may be irreversible.”

The Shipping Act provides the FMC with the authority to prohibit unreasonable, unjust practices, and to promote US export growth and development through competitive and efficient ocean transportation, the letter noted. Given the urgency of this situation in commerce, “we ask that these tools and any others available to our government be immediately applied to stem the current ocean carrier practices that are so damaging our agriculture exports.”

Meanwhile, a bipartisan group of 24 US senators asked FMC Chairman Michael Khouri to “quickly resolve” the issue of denial of carriage for agricultural commodities

by certain vessel-operating common carriers (VOCCs).

Ports across the US are experiencing “unprecedented congestion and record container volumes, which alone pose significant challenges for agricultural exporters seeking to deliver their products affordably and dependably to foreign markets,” the senators noted in their letter.

“In the midst of this challenge, reports that certain VOCCs are returning to their origin with empty containers rather than accepting US agriculture and forestry exports not only greatly exacerbates the problem, but potentially violates the Shipping Act as an unjust and unreasonable practice,” the letter stated.

The FMC in March 2020 initiated Fact Finding No. 29, which

was expanded in November 2020 to investigate reports of potentially unjust and unreasonable practices by certain VOCCs, the letter stated. The senators said they support this investigative effort and, in the event that unjust or unreasonable practices by certain VOCCs are discovered, urged the FMC to “take appropriate enforcement actions under the Shipping Act to put an end to such practices.

“The need is urgent, especially with record container volumes at the nation’s major ports,” the letter continued.

“Producers rely on competitive access to foreign markets, and the reported actions by certain VOCCs to undermine this access pose significant ramifications for agricultural exporters and the industry at large,” the letter added.

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## WCMA PERSPECTIVES



### Resilient Artisan Makers Press On

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Approaching the 12-month mark of economic turbulence for the dairy and food industry, WCMA reached out to a handful of artisan cheese makers, and a key partner to many manufacturers, and found optimism, and an encouraging theme of business resiliency in the face of stunning change.

“It was rough,” Wisconsin cheese maker Chris Roelli concluded about the first few months after restaurants abruptly ceased ordering and foot traffic failed in cheese shops that feature Roelli Cheese’s award-winning Red Rock, Dunbarton Blue and Little Mountain cheeses.

Andy Hatch, owner of Uplands Cheese in Dodgeville, WI, agreed. The maker of famed Pleasant Ridge Reserve lost a third of sales in the spring of 2020, and like artisans across the country, had to quickly explore other channels and evolve his business, while watching distributors wrestle to manage inventories and reinvent their businesses.

Tom Perry at Shelburne Farms in Shelburne, Vermont, noted that the struggle to adapt continues among his peers.

The level to which America’s artisan and specialty cheese industry has survived has been “miraculous,” noted Cathy Strange, Global

Cheese Buyer for Whole Foods Market. “It just shows how resilient the artisan cheese community is. The strength of interdependencies among these makers, to navigate new markets, new equipment, and business relationships and partnerships has really come to the surface through this challenge.”

For Roelli, months passed before orders recovered, with the holiday season marking a return to good sales. Like Andy Hatch, he saw distributors struggle with lingering inventory and lost sales, but he believes there is an upside to the more careful ordering by his partners. “We see distributors looking closer at inventory, buying closer to need, and in the end, I think that’s better for the quality of the cheese,” he said.

At Uplands, Hatch relied on key national retail chains to maintain volume, but also saw enormous growth in direct online sales to consumers. In addition, established grocery delivery services and new start-ups in urban centers took off for his distributors.

And while these makers reflect the resiliency of the artisan community, Cathy Strange and these cheese makers agreed that the food service community has not yet rebounded and many artisans have had to cut back varieties, move

from fresh cheeses to hard products for aging, or reduce production to navigate lost sales. “I’ve seen artisans evaluating their businesses, evolving their businesses,” Strange said, “and the gaps in food service sales have led to new opportunities.”

Reduced sales in fine dining and the lost opportunity to sample and cut cheese from the wheel or block may lead to a fundamental change in how specialty and artisan products are marketed and sold.

Each manufacturer spoke of the accelerated demand for pre-packaged, random or exact weight cuts in the last year. Shelburne sold mostly 10-lb and 40-lb blocks of its aged and clothbound Cheddars before the pandemic, but buyers began to demand pre-packaged pieces.

Shelburne was able to make the shift, and while orders held up, overall volume declined until the holiday season, when sales lifted to 150 percent of prior years, which Tom Perry credits to loyal customers.

Andy Hatch noted that peers who invested in exact weight packaging did well in 2020 and he is looking to expand his offerings from random weight cuts to exact weights with the help of a converter. Offering whole artisan cheeses is still “the gold standard,” Hatch said, “but like we’ve seen artisan beers accepted in cans, we may see artisan cheese accepted in pre-packaged form.”

Cathy Strange believes both pathways to market will remain. “The industry had been moving to offering prepacked cheese even prior to the pandemic. It offers a wider audience and a greater number of sales environments,” she noted. But for Whole Foods Market, “The expertise of our team members is one of our points of differentiation, to show consumers new worlds of cheese, and we remain excited about that opportunity as we move through this. The industry has been lifting the consumer perception of pre-packaged cheese, and maybe there’s been some acceleration on that side, but we believe our brick and mortar environments will continue to highlight our team’s expertise.”

Each of these artisan industry leaders expressed optimism for specialty cheese in 2021. Cathy Strange highlighted the food safety plans and audits that Wisconsin Cheese Makers Association led for artisans before the pandemic, and the weekly Cheese Chats at American Cheese Society today as key to industry preparedness. “There’s a high level of positive thinking in the entire group,” Strange said. “It’s a hopeful and promising conversation, about how can we work together as we navigate out of this.” **JU**

## FROM OUR ARCHIVES

### 50 YEARS AGO

**March 5, 1971: Minneapolis, MN**—International Multifoods has completed the acquisition of Kaukauna Dairy, a Wisconsin-based manufacturer and marketer of specialty cheese spreads. Paul Taylor has been tapped as general manager of Kaukauna, which currently has annual sales of more than \$8 million.

**New York**—Bonbel and Laughing Cow, cheeses, produced by Fromageries Bel of Paris, will be featured in a six-market spring radio spot and magazine ad campaign. The cheeses of Fromageries Bel are imported by N. Dorman & Co., Inc.

### 25 YEARS AGO

**March 1, 1996: Zachow, WI**—Robert “Bob” Bleick, 67, well-known butter industry leader, died this week. He began his career at Bleick Creamery near Bonduel. He married Margery Graf in 1953, and since then he and his wife have owned and operated Graf Creamery in Zachow, where he still served as president. Bleick was a member of several dairy organizations, and was a Life Member of the Eastern Wisconsin Cheesemakers & Buttermakers Association.

**Lena, WI**—Larry Benjamin, president of Stella Foods, Inc., announced that the company will rebuild its cheese production facility here following a major fire on Jan. 6 that severely damaged the structure. Full production is expected to resume this summer, and the company will begin making Ricotta cheese on a limited basis starting this month.

### 10 YEARS AGO

**March 4, 2011: Little Chute, WI**—A team of 50 volunteers gathered here at WOW Logistics to check in a record number of 1,604 entries for the US Championship Cheese Contest. Judging kicks off this week at Lambeau Field in Green Bay.

**Windsor, VT**—The Vermont Farmstead Cheese Company, a community-owned artisan cheese and dairy operation, recently announced plans to build a cheese production and aging facility here. With future expansion in mind, the plant will also offer custom packaging and distribution services to other Vermont cheese makers.

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## Biden's Trade Agenda: Stand Up For US Farmers, Food Firms; Reform WTO

Washington—The Office of the US Trade Representative (USTR) on Monday delivered President Biden's 2021 Trade Agenda and 2020 Annual Report to Congress, detailing a trade policy in support of the administration's effort to help the US recover from the coronavirus pandemic and build back better.

US farmers, food manufacturers, and fishers compete in global markets, and expanded market access raises incomes, expands employment, and lets their farms, manufacturing plants and fishing operations thrive, the report said.

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

The Biden administration is committed to standing up for American farmers, food manufacturers and fishers by "pursuing smarter trade policies that are inclusive and work for all producers," the report continued. "The trade agenda will seek to expand global market opportunities for American farmers, ranchers, food manufacturers, and fishers and will defend our producers by enforcing global agricultural trade rules."

The administration plans to re-engage and be a leader in international organizations, including the World Trade Organization (WTO). The US will work with Ngozi Okonjo-Iweala, the new WTO director-general, and like-minded trading partners to implement necessary reforms to the WTO's substantive rules and procedures to address the challenges facing the global trading system.

The Biden administration will act when US trading partners break the trade rules, according to the report. Strong trade enforcement is essential to making sure US trading partners live up to their commitments and that US trade policy benefits US manufacturers, farmers, workers, businesses, families and communities. Biden will not hesitate to bring trade cases against trading partners that discriminate against US businesses or deny US producers market access.

The administration is conducting a comprehensive review of US trade policy toward China, including its "coercive and unfair trade practices," as part of its development of its overall China strategy.

## GIs Add Value To EU

(Continued from p. 1)

stage and on export markets, the frequency of controls being lower at these stages and their effectiveness is perceived as lower than at production stage, the study noted.

The implementation of official controls and enforcement of IPRs allow a level of protection against misuses of GI names at the EU level. The assessment has shown that controls at market stage are more effective in the EU member countries of production than on intra- and extra-EU markets.

As GIs are not considered as a valid IPR title by UDRP (Uniform Domain-Name Dispute-Resolution Policy), the use of GI names in domain names on the internet remains an issue for IPR enforcement, according to the study.

Based on analysis, the evidence suggests that GI/TSG schemes have a positive effect on the EU internal market, providing common reference for trade in the different member countries (the same schemes are used in each member country for GIs and TSGs) and protecting names at the EU level.

Intra-EU sales (out of the member country of production) are significant; they were estimated to reach 20 percent of the total sales value under GI/TSG in 2017. If the seven largest member countries in terms of sales value under GIs are considered, the share of export on intra-EU market is comparable or higher for GIs than for the whole food and drink sector in five member countries (France, Italy, Portugal, Spain and former EU member UK) and lower in two member countries (Germany and Netherlands).

In addition, based on consumer surveys, some protected names under GIs benefit from a strong awareness at the EU level, outside their country of production; for example, Gouda Holland, Parmigiano Reggiano, Champagne, Prosecco and Scotch Whisky reach awareness over 50 percent in several EU countries.

These positive aspects are balanced by the low awareness and understanding of GI/TSG schemes in many EU member countries, which limit their function as common standards on the EU market, the study said.

Farmers and producers can get a price premium and better income for the value-adding characteristics of their products; nevertheless, the benefits of GI/TSG schemes are far from being systematic, the study pointed out. This fair return depends highly on the economic environment of the product, the governance and the strategy implemented by operators.

Based on a 2019 study, the value premium of GI products was estimated at 2.07 in 2017, meaning

that GI products were sold at a price 2.07 times higher compared to non-GI comparable products. This price premium does not necessarily mean a higher income as GI production generally requires additional production costs.

Based on a survey of producer groups, in more than half of the cases, the registration as GIs/TSGs has a positive impact on farmers' or processors' income.

Regarding the evolution of sales, the study observed a larger increase of the GI/TSG sales value compared to the evolution of sales of the whole food and drinks sector between 2010 and 2017 (increase 1.7 times higher for GIs/TSGs). The evolution of each GI and TSG was variable. Over the 2010-17 period, 64 percent of the GIs grew in terms of sales value and 46 percent of GIs grew in terms of sales volume (sales were stable or decreased for the remaining GIs).

Other benefits related to the implementation of GI/TSG schemes was observed, including: improved quality management (mentioned by 87 percent of the producer groups surveyed); better access to the market (76 percent); stability of price and market (51 percent) and management of the volume marketed (50 percent).

These results and case studies suggest that the implementation of the GI/TSG scheme may have a positive impact on the bargaining power of farmers.

Evidence suggests that GIs and TSGs have a positive impact on employment in several cases. This is based on the stronger development of GI/TSG sales value compared to the whole food and drinks sector and the higher labor-to-production ratio (quantity of work needed for the production of one ton of product) for many GIs compared to comparable products without GIs.

Also, GI schemes lead to greater diversification in several cases, through on-farm processing and synergies with tourism. These synergies could be further explored through a better networking between stakeholders involved in GI/TSG schemes and stakeholders involved in tourism.

Animal welfare and environmental sustainability are not among the objectives set in the EU legal framework for GIs and TSGs, but there is a growing demand for the food and drink value chains to consider these themes in their practices. In recent years, GIs and TSGs seem to have started responding to these challenges.

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## Cheese Output Up

(Continued from p. 1)

American-type cheese production during January totaled 459.3 million pounds, up 5 percent from January 2020.

January production of American-type cheese in the states broken out by NASS, with comparisons to January 2020, was: Wisconsin, 92.2 million pounds, up 5.8 percent; Idaho, 53.6 million pounds, up 5.8 percent; Minnesota, 53 million pounds, up 3.4 percent; California, 50 million pounds, up 0.6 percent; Oregon, 20.3 million pounds, up 12.9 percent; Iowa, 19.4 million pounds, up 1.7 percent; and New York, 13.4 million pounds, up 7.3 percent.

Cheddar cheese production during January totaled 337.6 million pounds, up 5.7 percent from January 2020. Production of other American-type cheese during January totaled 121.7 million pounds, up 3 percent from January 2020.

### Mozzarella Output Falls

Italian-type cheese production during January totaled 481.5 million pounds, down 0.8 percent from January 2020.

January production of Italian-type cheese in the states broken out by NASS, with comparisons to January 2020, was: California, 139.7 million pounds, down 2.8 percent; Wisconsin, 135.8 million pounds, down 3.5 percent; New York, 30.7 million pounds, up 1.3 percent; Idaho, 29 million pounds, down 1.6 percent; Pennsylvania, 24.1 million pounds, up 4.7 percent; and Minnesota, 11.3 million pounds, up 12.9 percent.

Mozzarella production during January totaled 374.6 million pounds, down 1.9 percent from January 2020.

January production of other Italian cheese varieties, with comparisons to January 2020, was: Parmesan, 40.3 million pounds, up 5.2 percent; Provolone, 32.6 million pounds, up 4.4 percent; Ricotta, 22.5 million pounds, up 0.7 percent; Romano, 5.2 million pounds, up 9.5 percent; and other Italian types, 6.3 million pounds, down 7.6 percent.

Production of other cheese varieties during January, with comparisons to January 2020, was as follows:

**Swiss cheese:** 26.1 million pounds, down 8.5 percent.

**Cream and Neufchatel:** 74.2 million pounds, down 7.3 percent.

**Brick and Muenster:** 16.2 million pounds, up 5.2 percent.

**Hispanic cheese:** 27.8 million pounds, up 1.9 percent.

**Blue and Gorgonzola:** 5.4 million pounds, down 24.7 percent.

**Feta:** 8.4 million pounds, down 17.5 percent.

**Gouda:** 5 million pounds, up 9.7 percent.

All other types of cheese: 12.7 million pounds, down 12.8 percent.

### Whey Products Output

January production of dry whey, human, totaled 82.9 million pounds, up 0.3 percent from January 2020. Manufacturers' stocks of dry whey, human, at the end of January totaled 66.7 million pounds, up 7.4 percent from a year earlier and up 2.7 percent from a month earlier.

Lactose production, human and animal, during January totaled 94.3 million pounds, up 7.5 percent from January 2020. Manufacturers' stocks of lactose, human and animal, at the end of January totaled 127.3 million pounds, up 27.4 percent from a year earlier and 3.9 percent higher than a month earlier.

Production of whey protein concentrate, human, during January totaled 43.9 million pounds, up 6.6 percent from January 2020. Manufacturers' stocks of WPC, human, at the end of January totaled 63.8 million pounds, down 1.9 percent from a year earlier but up 1.3 percent from a month earlier.

January production of whey protein isolates totaled 10.4 million pounds, up 11.8 percent from January 2020. Manufacturers' stocks of WPIs at the end of January totaled 14.2 million pounds, down 7.2 percent from a year earlier and down 5.9 percent from a month earlier.

### Butter And Dry Milk Products

January butter production totaled 206.9 million pounds, up 7 percent from January 2020. That was the second straight month in which butter output topped 200 million pounds.

Regional butter production in January, with comparisons to January 2020, was: West, 107.3 million pounds, up 16.5 percent; Central, 80.3 million pounds, up 2.3 percent; and Atlantic, 19.4 million pounds, down 15.4 percent.

Nonfat dry milk production during January totaled 196.9 million pounds, up 11.7 percent from January 2020. Regional NDM production in January, with comparisons

to January 2020, was: West, 136.1 million pounds, up 21.5 percent; Atlantic, 32.3 million pounds, down 3 percent; and Central, 28.6 million pounds, down 7.7 percent.

Manufacturers' shipments of nonfat dry milk during January totaled 163.7 million pounds, up 23.7 percent from January 2020. Manufacturers' stocks of NDM at the end of January totaled 305.3 million pounds, up 8.8 percent from a year earlier and up 7.8 percent from a month earlier.

Production of other dry milk products during January, with comparisons to January 2020, was: skim milk powder, 36.9 million pounds, down 8 percent; dry whole milk, 10.9 million pounds, up 23.2 percent; milk protein concentrate, 21.9 million pounds, up 1 percent; and dry buttermilk, 14.8 million pounds, up 12.6 percent.

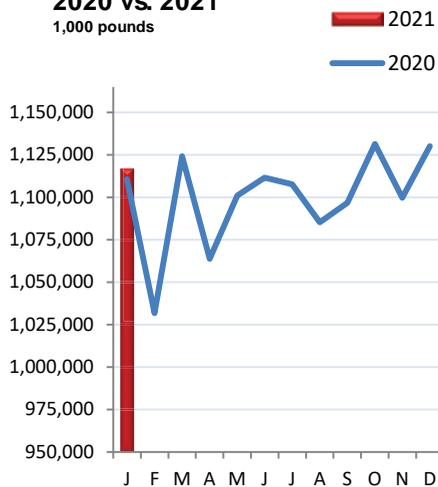
### Yogurt, Other Dairy Products

January production of yogurt, plain and flavored, totaled 384.2 million pounds, up 10.5 percent from January 2020. Sour cream production during January totaled 116 million pounds, down 4.6 percent from January 2020.

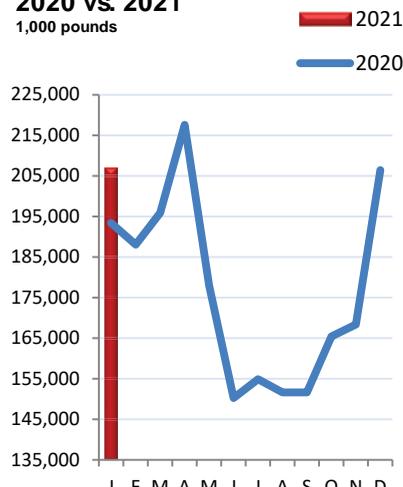
Production of cream cottage cheese during January totaled 26.3 million pounds, down 4.6 percent from January 2020. Lowfat cottage cheese output during January totaled 24.4 million pounds, down 7.2 percent from a year earlier.

Regular ice cream production during January totaled 55.8 million gallons, up 6.9 percent from January 2020. Lowfat ice cream output during January totaled 32.1 million gallons, up 3.8 percent from a year earlier.

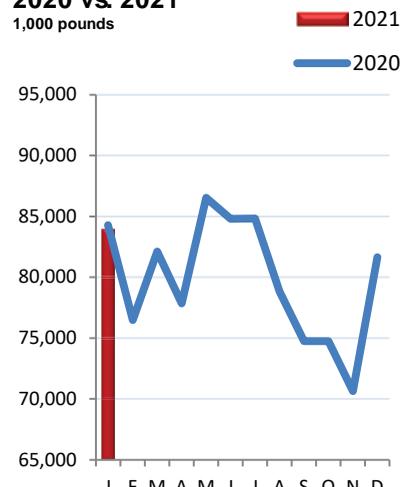
**Cheese Production**  
2020 vs. 2021  
1,000 pounds



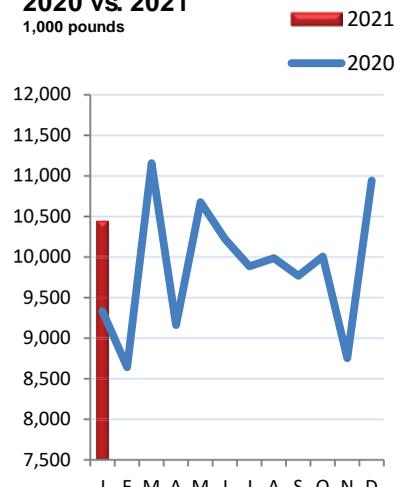
**Butter Production**  
2020 vs. 2021  
1,000 pounds



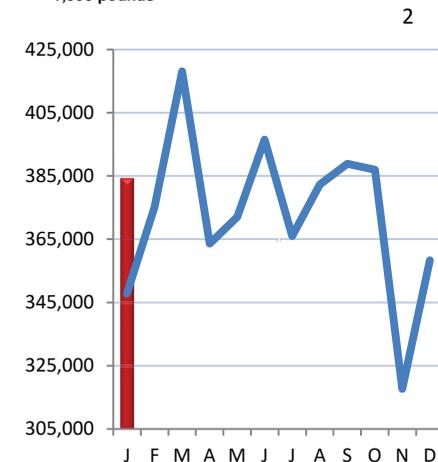
**Dry Whey Production**  
2020 vs. 2021  
1,000 pounds



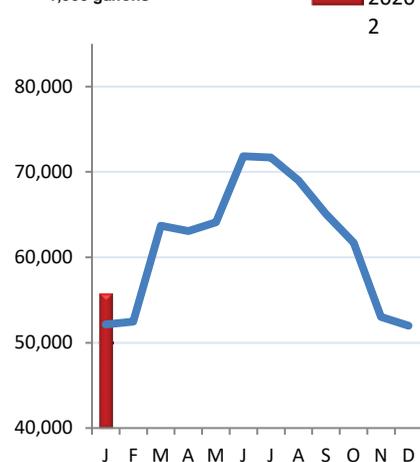
**WPI Production**  
2020 vs. 2021  
1,000 pounds



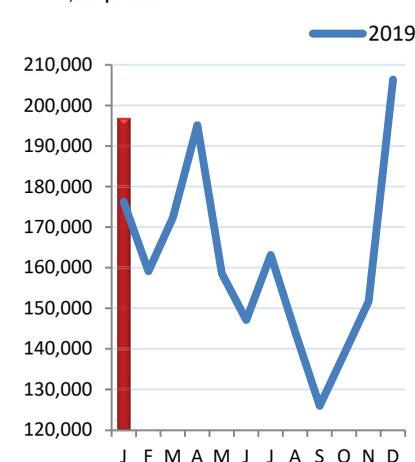
**Yogurt Production**  
2020 vs. 2021  
1,000 pounds



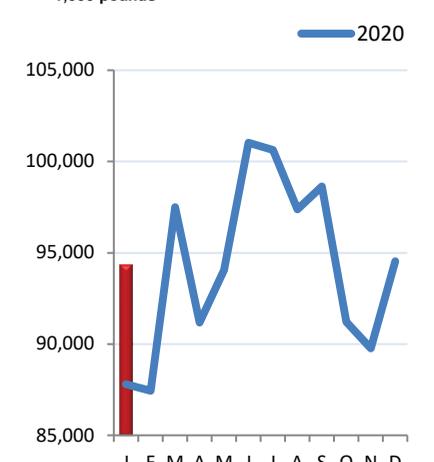
**Ice Cream (reg. hard) Production**  
2020 vs. 2021  
1,000 gallons



**NDM Production**  
2020 vs. 2021  
1,000 pounds



**Lactose Production**  
2020 vs. 2021  
1,000 pounds



## Canada Highlights Investment Of Up To \$5 Million To Help Bel Canada Build Quebec Plant

Sorel-Tracy, Quebec—Marie-Claude Bibeau, Canada's minister of agriculture and agri-food, this week highlighted an investment of up to \$5 million to help Fromageries Bel Canada build the first Mini Babybel plant in Canada in Sorel-Tracy, Quebec.

Mini Babybel cheese was previously made in the US or the European Union. Now, it will be made in Sorel-Tracy, using 100 percent locally sourced milk.

The investment, provided through the AgriInnovate program, supported plant construction and the introduction of new technologies like molding lines, waxing and a quality control system. The plant is expected to increase demand for Canadian milk by 39 million liters annually and create over 140 full-time jobs in the Sorel-Tracy area.

"We are very proud to welcome the financial support of the Department of Agriculture and Agri-Food. This financial assistance enabled us to carry out a promising project for the construction of a state-of-the-art plant," said Christine Laforest, who became general manager of Bel Canada on Feb. 1, 2020.

"This is not only excellent news for the Canadian dairy sector, but also for the regional Quebec economy. Almost 140 quality local jobs have been created thanks to this project," Laforest said.

"The plant will be entirely dedicated to the production of Mini Babybel and will supply the entire Canadian market," Laforest added. "We will continue to assert our position in the Quebec and Canadian dairy industry while contributing to the economic development of our beautiful Quebec regions."

"Bel Canada is a great story of foreign investment and knowledge transfer has made it possible to grow and market their cheeses, which are already very popular, but now made with our own milk," Bibeau commented. "In doing so, their most recent processing plant is contributing to the economic vitality of the region of Sorel-Tracy, the creation of good jobs, increase in the demand for Canadian milk and our food security."

Fromageries Bel Canada created its subsidiary in 2005, according to Agriculture and Agri-Food Canada. This spurred the development of Bel's operations across Canada and implemented a local production strategy.

The Mini Babybel plant in Sorel-Tracy has been operational since August 2020.

## GDT Index Jumps

(Continued from p. 1)

powder, which increased 21.0 percent from the previous auction. WMP last year accounted for 58 percent of the total quantity traded on the GDT auction. The butter price index rose 13.7 percent in this week's auction.

Complete results from this week's GDT auction, with comparisons to the auction held two weeks ago, were as follows:

**Cheddar:** The average winning price was \$4,280 per metric ton (\$1.94 per pound), up 1.3 percent. Average winning prices were: Contract 1 (April), \$4,320 per ton, up 1.9; Contract 2 (May), \$4,270 per ton, up 1.1 percent; Contract 3 (June), \$4,406 per ton, up 3.1 percent; and Contract 4 (July), \$4,145 per ton, down 2.1 percent.

**Skim milk powder:** The average winning price was \$3,302 per ton (\$1.50 per pound), up 3.5 percent. Average winning prices were: Contract 1, \$3,384 per ton, up 3.5 percent; Contract 2, \$3,225 per ton, up 2.8 percent; Contract 3, \$3,376 per ton, up 4 percent; Contract 4, \$3,421 per ton, up 4.8 percent; and Contract 5 (August), \$3,402 per ton, up 4.3 percent.

**Whole milk powder:** The average winning price was \$4,364 per ton (\$1.98 per pound), up 21.0 percent. Average winning prices were: Contract 1, \$4,368 per ton, up 21.3 percent; Contract 2, \$4,338 per ton, up 20.3 percent; Contract 3, \$4,389 per ton, up 21.5 percent; Contract 4, \$4,417 per ton, up 22.3 percent; and Contract 5, \$4,360 per ton, up 20.1 percent.

**Butter:** The average winning price was \$5,826 per ton (\$2.64 per pound), up 13.7 percent. Average winning prices were: Contract 1, \$5,925 per ton, up 14.4 percent; Contract 2, \$5,950 per ton, up 16.1

percent; Contract 3, \$5,632 per ton, up 10.4; Contract 4, \$5,850 per ton, up 13.9; and Contract 5, \$5,725 per ton, up 11.6 percent.

**Anhydrous milkfat:** The average winning price was \$5,929 per ton (\$2.69 per pound), up 7.4 percent. Average winning prices were: Contract 1, \$6,005 per ton, up 8.6 percent; Contract 2, \$5,933 per ton, up 7.1 percent; Contract 3, \$5,961 per ton, up 7.8 percent; Contract 4, \$5,991 per ton, up 8.6 percent; and Contract 5, \$5,776 per ton, up 4.7 percent.

**Lactose:** The average winning price was \$1,278 per ton (58.0 cents per pound), up 4.9 percent. That was for Contract 2.

**Buttermilk powder:** The average winning price was \$3,144 per ton (\$1.43 per pound), down 0.3 percent. Average winning prices were: Contract 1, \$3,475 per ton, up 0.7 percent; Contract 2, \$3,031 per ton, down 1.3 percent; Contract 3, \$3,295 per ton, down 3.2 percent; Contract 4, \$3,290 per ton, up 6.1 percent; and Contract 5, \$3,305 per ton, up 7.1 percent.

ASB Bank called this week's jump in the GDT price index an "astonishing lift," and said it is "difficult to overemphasize the strength" of the result. Whole milk powder prices reached their highest level since 2014.

"The price gains this auction were far, far more than market expectations," ASB bank noted. The futures market had been anticipating a lift of 4 percent prior to the auction.

"The result is a particularly dramatic representation of the recent trend we've seen: dairy prices are strengthening, and the magnitude of gains is exceeding expectations," ASB Bank said.

Aggressive purchasing fueled by Chinese buyers looks likely to be driving the result, according to

ASB Bank. Stockpiles in China aren't keeping pace with consumption. In this week's GDT auction, shipping disruption fears look likely to have exacerbated recent trends as buyers sought to secure supply. The auction lasted 23 rounds, the longest in ASB's records, and some buyers were unable to obtain all the product they sought.

ASB Bank expects prices to moderate at least a little, over subsequent auctions, but when and how much are big questions. Logistics disruption fears are here to stay, and they are motivating buyers to secure supply early even for shipments some way in the future to meet expected demand. High prices for the longer-dated contract curves are an encouraging sign that prices will remain elevated going into next season.

Following the GDT auction, Fonterra lifted its 2020/21 forecast farmgate milk price range to \$7.30 to \$7.90 per kilogram of milk solids, up from \$6.90 to \$7.50 per kilogram of milk solids.

Miles Hurrell, Fonterra CEO, said the increase in the 2020/21 forecast farmgate milk price range is a result of consistent strong demand for New Zealand dairy.

"It's very much a China demand-led story but there is also good demand for New Zealand dairy across South East Asia and the Middle East," Hurrell said. "China's strong economic recovery, following the initial impact of COVID-19, is flowing through to strong demand for dairy and we've seen this through sales during the Chinese New Year.

"China's local milk supply is being used in fresh dairy products and they are looking to us to provide longer-life dairy products, in particular, whole milk powder, which has a big influence on the forecast farmgate milk price," Hurrell added.

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## El Abuelito Expands Cheese Recall To Include Quesillo, Requeson Brands

Paterson, NJ—El Abuelito Cheese of Paterson, NJ, announced that it is expanding its recall to include Queso Fresco, Quesillo, and Requeson products because they have the potential to be contaminated with *Listeria monocytogenes*.

The company's initial recall, announced on Feb. 19, included all Queso Fresco products, sold under the El Abuelito Cheese, Rio Grande Food Products and Rio Lindo brands.

Now, the recall includes all Queso Fresco products with sell-by dates through Mar. 28, 2021; all Quesillo (Oaxaca, String cheese) products with sell-by dates through Apr. 16, 2021; and all Requeson (Ricotta) products with sell-by dates through Mar. 14, 2021.

The products are sold as El Abuelito Cheese brand, distributed in Connecticut, New Jersey, Pennsylvania and New York; Rio Grande Food Products brand, distributed in Virginia, North Carolina and Maryland; Rio Lindo, distributed in North Carolina and Maryland; and Viejito, El Paisano, El Sabrosito, La Cima, Quesos Finos, San Carlos, and Ideal Brands.

The products were distributed through Feb. 16, 2021, and were available in supermarkets, wholesale, and retail stores, El Abuelito Cheese noted.

El Abuelito Cheese said it has ceased the production and distribution of the product as the US Food and Drug Administration (FDA) and El Abuelito continue their investigation as to what caused the problem.

FDA recommends that anyone who purchased or received any recalled Queso Fresco, Quesillo, or

Requeson cheeses use extra vigilance in cleaning and sanitizing any surfaces and containers that may have come in contact with these products to reduce the risk of cross-contamination.

Some of the recalled cheeses were sold in bulk quantities and could have been repackaged by retailers, FDA said.

El Abuelito's recall does not include any additional products with the El Abuelito Cheese, Inc., label because they are not manufactured or handled in the same facility, FDA said; this includes El Abuelito Meat, Inc., Panela cheese, Cotija, mole, crema centroamericana, and crema mexicana.

As of Mar. 1, 2021, the US Centers for Disease Control and Prevention (CDC) has reported 11 people infected with the outbreak strain of *Listeria monocytogenes* from four states, with 10 hospitalizations and one death.

Last June, El Abuelito Cheese had received a warning letter from FDA; the agency had conducted an inspection of the company's facility in Paterson, NJ, from Jan. 14 through Feb. 6, 2020.

During its inspection, FDA said its investigators found "serious violations" of the Current Good Manufacturing Practice, Hazard Analysis, and Risk-Based Preventive Controls for Human Food regulation.

Based on its inspection findings, FDA said it determined that El Abuelito Cheese was not in compliance with the CGMP & PC rule.

At the conclusion of the inspection, FDA said its investigators issued El Abuelito Cheese's facil-

ity a Form FDA-483, Inspectional Observations. Subsequently, FDA received the company's response, dated Feb. 17, 2020, which included a description of corrective actions taken by the firm.

"We have reviewed the documentation and continue to have serious concerns," as further described in the warning letter, which was dated June 4, 2020. FDA found, among other things, the following:

- El Abuelito Cheese did not conduct a hazard analysis for each type of food manufactured, processed, packed, or held at its facility to identify and evaluate known or reasonably foreseeable hazards to determine whether there are any hazards requiring a preventive control. Specifically, the company did not identify and evaluate environmental pathogens, such as *Listeria monocytogenes* and *Salmonella*, to determine whether environmental pathogens are a hazard requiring a preventive control.

- El Abuelito Cheese did not establish and implement preventive controls to provide assurances that any hazards requiring a preventive control will be significantly minimized or prevented and the food manufactured, processed, packed, or held by the company's facility will not be adulterated.

- El Abuelito Cheese did not prepare or have prepared and did not implement a written food safety plan for any of the products manufactured in its facility.

El Abuelito Cheese's response to FDA indicates that the company was working with a HACCP consultant to develop its food safety plan for its facility. FDA said it will assess the adequacy and implementation of the company's food safety plan during the next FDA inspection.

## Nourish New York Program Gets Another \$25 Million In Funding

Albany, NY—New York Gov. Andrew M. Cuomo on Tuesday announced an additional \$25 million has been directed to New York's network of food banks and emergency food providers to support the Nourish New York program through July 2021.

Since the program was launched last April, 21 million pounds of surplus agricultural products have been purchased from New York farmers and food manufacturers and delivered to more than 1.3 million households in need across New York state.

Purchasing and food distribution using this third round of funding is currently underway. Since the launch of Nourish New York, a total of \$60 million has been invested in the program.

The Nourish New York program provides funds to New York's food banks and emergency food providers, who then purchase agricultural products from New York farmers and dairy manufacturers and deliver the food to families in need.

Emergency food providers can use Nourish New York funds to:

- Distribute dairy vouchers that can be redeemed in grocery stores for products like cheese, yogurt, milk, sour cream, and butter, throughout the state;

- Purchase products directly from New York dairy/food manufacturers for their feeding programs; and/or

- Set up food drives through events/giveaways.

"This additional funding for Nourish NY is good news for many farmers and low-income people who are still dealing with fallout from the pandemic," said David Fisher, president of New York Farm Bureau. "The program has coordinated a pathway to move food from farms to food banks in every region of the state, compensating farmers for their products and reducing food waste at the same time."

"Over the last 10 months, the Nourish New York program has helped feed more than one million families with nutritious dairy, fruits and vegetables, and so much more, and helped make sure our farmers had a market for their products," said New York state Agriculture Commissioner Richard A. Ball.

"Nourish New York has enabled our food banks to provide top-quality New York-origin food to our neighbors in need. It has strengthened the relationships between food banks and farmers," said Dan Egan, executive director, Feeding New York State.



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## Jan. Dairy Trade

(Continued from p. 1)

2020. The value of those exports, \$18.8 million, was up 8 percent.

Cheese imports during January totaled 29.4 million pounds, up 4 percent from January 2020 but still the lowest level of cheese imports since July 2020, when they totaled 28.3 million pounds. US cheese imports were under 30 million pounds in five of the first six months of 2020, and reached a high of 36.9 million pounds in November.

The value of January's cheese imports, \$102.4 million, was up 8 percent from January 2020.

Leading sources of US cheese imports during January, on a volume basis, with comparisons to January 2020, were:

**Italy:** 6.1 million pounds, down 8 percent.

**France:** 3.5 million pounds, up 24 percent.

**Lithuania:** 2.8 million pounds, up 809 percent.

**Germany:** 1.73 million pounds, up 71 percent.

**Switzerland:** 1.70 million pounds, down 14 percent.

**Nicaragua:** 1.5 million pounds, down 26 percent.

**Spain:** 1.4 million pounds, down 17 percent.

**Netherlands:** 1.37 million pounds, down 23 percent.

**Ireland:** 910,235 pounds, up 101 percent.

**Canada:** 906,585 pounds, down 59 percent.

January imports of butter and other butterfat-based products (primarily anhydrous milkfat) totaled 5.5 million pounds, down 40 percent from January 2020. The value of those imports, \$10.8 million, was down 47 percent from a year earlier.

Butter imports during January totaled 2.9 million pounds, down 15 percent from January 2020. The value of those butter imports, \$9.0 million, was down 21 percent from January 2020.

Casein imports during January totaled 9.5 million pounds, up 46 percent from January 2020. The value of those casein imports, \$30.8 million, was up 61 percent from a year earlier.

Imports of caseinates during January totaled 3.4 million pounds, 6 percent higher than in January 2020.

The value of those imports, \$12.9 million, was up 4 percent from January 2020.

January imports of Chapter 4 milk protein concentrates totaled 8.0 million pounds, down 16 percent from January 2020.

Imports of Chapter 35 milk protein concentrates during January totaled 847,655 pounds, down 35 percent from January 2020. The value of those imports, \$2.7 million, was down 34 percent.

## Neutron Scattering Can Help Better Understand Milk Composition

**Copenhagen, Denmark**—Neutron scattering is a technique commonly used in physics and biology to understand the composition of complex multicomponent mixtures and is increasingly being used to study applied materials such as food.

A new paper published in *EPJ E* by Gregory N. Smith, Niels Bohr Institute, University of Copenhagen, Denmark, shows an example of neutron scattering in the area of food science. Smith uses neutron scattering to better investigate casein micelles in milk, with the

aim of developing an approach for future research.

Smith, also a researcher at the ISIS Neutron and Muon Source in the UK, explained why better modeling of how neutrons are scattered by structures in colloid materials is important.

"How well you can understand the structure of a system from scattering data depends on how good your model is, and the better and more realistic your model, the better your understanding," Smith said. "This is true for food as for any material. A better understanding of the structure of casein in milk can help better understand dairy products."

Smith set out to see if the model he had developed for casein micelles in milk could also be

applied to existing neutron scattering data.

"The particular set of data that I looked at was extensive and had measurements from a large number of backgrounds, with different water to heavy water ratios," Smith said. "This meant that I would not only be able to see if the model worked with different measurements, which would support its wider application, but also meant that I would be able to better quantify the composition of milk."

Smith further explained that he was pleased to see his model agreed well when compared with existing data, something that is not always guaranteed when testing out new models with scattering experiments.

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## Castello Havarti Is Ultimate Comfort Food In New ‘Hygge At Home’ Promo

Basking Ridge, NJ—As Americans continue to navigate an at-home lifestyle this winter, Danish cheese brand Castello is making home a bit more “homier” with the combination of hygge and Havarti.

“Hygge” is a defining characteristic of Danish and Scandinavian culture centered around coziness, comfort and contentment.

Castello recently celebrated National Hygge Day Feb. 28 with the launch of “Hygge At Home.” Castello, a brand founded and produced in Denmark, teamed up with Danish entrepreneur, Baroness and chef, Caroline Fleming, to create the “Hygge At Home” handbook.

The digital guide, available on [CastelloCheese.com](http://CastelloCheese.com), offers tips for finding comfort and happiness at home, as well as recipes featuring Havarti cheese.

Consumers who download the “Hygge At Home” handbook will receive a product coupon.

“With Denmark being rated one of the happiest countries, it’s no surprise that we’ve mastered finding joy in life’s most simple pleasures – from curling up in our favorite cozy nook to enjoying a

delicious meal with loved ones,” Fleming said.

“As people all over the world continue to stay at home this winter, I’m excited to help them embrace the joys of living and eating Danishly, starting with two Danish staples – hygge and Havarti,” she continued.

“Hygge At Home” features ways to incorporate the Danish way of living into a daily lifestyle, at home and beyond, how to create a Danish cheeseboard with Castello Havarti Cheese, and recipes and tips for comfort from Danish Baroness and chef, Caroline Fleming.

“Much like our authentic Havarti cheeses, the hygge lifestyle is a hallmark of Danish tradition, yet celebrated by happiness-seekers all over the world,” said Leah Sbriscia, Castello Brand Manager.

Castello Havarti, granted the EU’s Protected Geographical Indication (PGI) status, is available in eight varieties.

To learn more about Castello Cheese and to download the “Hygge At Home” guide, visit [www.castellocheese.com](http://www.castellocheese.com).

## Food Safety Net Services Moves Lab in Green Bay Area

San Antonio, TX—Food Safety Net Services (FSNS), which has been providing food safety testing services in Green Bay, WI, since 2005, announced its move within the area to a new laboratory.

The new facility, located in De Pere, will offer all of FSNS Green Bay’s previous testing platforms and allow for technology and automation implementation, the company said. Upgrades to the sample prep and sample analysis

areas include processing hoods for sample prep of powders, pharmaceuticals, and similar products and a fully equipped chemistry lab.

FSNS also announced that the new facility will include an expansive training room that can be made available to customers in the area as needed.

Julie Tritt has been with FSNS for 13 years and will serve as the regional director, and the new laboratory will be managed by Brad Day.

For more information on the new FSNS Green Bay lab, call (888) 525-9788; or email [info@fsns.com](mailto:info@fsns.com).

## DEATHS

**Edgar King**, 81, lifelong advocate for the New York State dairy industry, died Monday, Feb. 21, 2021 in Bacon Hill, NY. King was born, raised and self-employed as a dairy farmer, and served on several industry boards including Dairy Farmers of America (DFA), DairyLea and the New England Dairy Promotion Board. King was also deputy commissioner for the New York State Department of Agriculture & Markets under Governors Hugh Carey and Mario Cuomo. He was also heavily involved in his later years at King Brothers Dairy, Schuylerville, NY, a dairy operation and retail ice cream store he and his wife Carolyn founded in 1963.

**Wendell Alberts**, 81, died unexpectedly Friday, Feb. 19, 2021 at his residence in Gibson, WI. Alberts began his dairy industry career just after high school at Mishicot Modern Dairy, where he was named plant manager in 1961. Five years later, Alberts and his family moved to South Dakota, where he served as plant manager at the Timber Lake Cheese Factory. He also worked as production manager at Marolf Dakota Farms Cheese in Sturgis, before being named dairy plant inspector for the state of South Dakota in 1991. Alberts retired in November 2005 and moved back to Wisconsin one year later.

**John Hegge**, 87, died Friday, Feb. 26 at St. Mary’s Hospital in Madison. Hegge served as a production supervisor for Marschall Dairy Products, specializing in cheesemaking ingredients. He joined Marschall as a laborer, and worked his way up to plant manager before retiring.

## RECOGNITION

The **International Cheese & Dairy Awards** have selected three new international ambassadors: **MARK WOLCZKO**, **MICHAEL LANDIS** and **IAN ROBERTON**. Wolczko, originally from Melbourne and currently living in Asia, will serve as a cheese ambassador for industry members in Africa, Asia and the Middle East. Landis, owner of Michael Landis Food & Beverage Education, will represent North America and Canada. Landis has more than 25 years of cheese industry expertise, serving as a judge and ambassador for several acclaimed institutions and competitions. Robertson, who has 30-plus years of experience in the international and Australian cheese industries, will be responsible for the Australasia segment.

## PERSONNEL

**RICK GOMEZ** has been named executive vice president and chief food and beverage officer for **Target Corporation**. Gomez, who has been with the Target Corporation since 2013, most recently served as the company’s chief marketing, digital and strategy officer. Gomez comes to his new position with more than 20 years of experience managing multi-billion-dollar consumer packaged goods brands with MillerCoors, PepsiCo and the Quaker Oats Company.

## NDB Scholarship Applications Sought; Deadline Is May 7

**Rosemont, IL**—Applications are now being accepted for college scholarships awarded by the National Dairy Promotion and Research Board (NDB).

Eleven scholarships worth \$2,500 each will be awarded, along with NDB’s \$3,500 James H. Loper Jr. Memorial Scholarship for one outstanding recipient. NDB funds, in part, Dairy Management Inc. (DMI).

Scholarships are awarded based on academic achievement, an interest in a career in a dairy-related discipline, and demonstrated leadership, initiative and integrity.

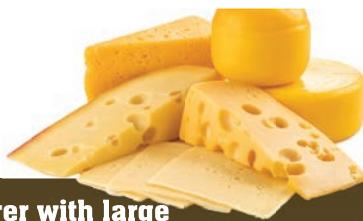
Undergraduate students in their sophomore through senior year for the 2021-2022 academic school year and majoring in one of the following fields are eligible: communications/public relations, journalism, marketing, business, economics, nutrition, food science and agriculture education.

Candidates must complete an application form, submit an official transcript of all college courses, and write a short statement describing their career aspirations, dairy-related activities and work experiences, NDB announced.

Completed applications must be received no later than May 7 at noon CST.

Applications can be found online at [www.usdairy.com/about-us/dmi/scholarship](http://www.usdairy.com/about-us/dmi/scholarship). Questions about the program can be submitted to: [ndbscholarships@dairy.org](mailto:ndbscholarships@dairy.org).

To include your personnel news, recognition news or to inform the industry of someone recently passed, contact [Moir Crowley](mailto:McCrowley@cheesereporter.com) at [McCrowley@cheesereporter.com](mailto:McCrowley@cheesereporter.com) or by calling 608-316-3793. There is no cost to include your message to the industry. Announcements may be edited for length and style.



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## Virtual Championship Cheese Auction, Part Of CheeseExpo Global, Is April 7

Madison, WI—An official bid sheet was released Wednesday for the live Championship Cheese Auction at CheeseExpo Global Online on Wednesday, April 7 at 3:00 p.m.

The auction, part of the Chr. Hansen Spotlight Event, will feature 10 award-winning cheeses – all previous winners at the World and US Championship Cheese Contests.

The following 10 cheeses will be up for auction:

■ **Sharp Cheddar**, 40 pounds, made by Agropur, Inc. in Weyauwega, WI

■ **Sharp Cheddar**, 40 pounds, made by Cabot Cheese in Cabot, VT

■ **Grand Cru Surchoix**, 18 pounds, made by Emmi Roth USA in Monroe, WI

■ **Original Dutch Gouda**, 22 pounds, made by FrieslandCampina in Wolvega, Friesland, Netherlands

■ **Le Gruyère**, 9 pound wedge made by Michael Spycher of Gourmino & Bergkäserei Fritzenhaus in Bergkäserei Fritzenhaus, Emmental, Switzerland

■ **Baby Swiss**, 5 pounds, made by Guggisberg Cheese in Millersburg, OH

■ **Evalon**, 10 pounds, made by LaClare Farms with Mosaic Meadows in Malone, WI

■ **Marieke Gouda Mature**, 18 pounds, made by Marieke Gouda in Thorp, WI

■ **SarVecchio Parmesan**, 20 pounds, made by Sartori Company in Plymouth, WI

■ **Esquirrou**, 5 pounds, made by Savencia Fromage & Dairy in France

Successful auction bids support

the contests, as well as the Wisconsin Cheese Makers Association's (WCMA) educational contributions.

In recent years, WCMA has contributed \$1.4 million to building and development projects at the Wisconsin Center for Dairy Research (CDR), University of Wisconsin-River Falls (UWRF) and South Dakota State University (SDSU).

The Wisconsin Cheese Makers Association also runs leadership skills training for member employees, and rewards \$15,000 per year in student scholarships.

"The Championship Cheese Auction highlights excellence in cheesemaking and the generosity of the dairy processing industry," said WCMA executive director John Umhoefer.

"It's also a lot of fun, and we're excited to bring the industry together for this special event," Umhoefer said.

The bidding process will run similarly to the 2020 virtual auction using the HiBid website, organizer stated.

Auction bidders can watch a livestream of the Auction, where WCMA staff will supplement the auctioneer's live action with commentary.

Bidders who participated in previous auctions will receive registration information via email the week of March 8.

New bidders can also access registration details the week of March 8 at online at [www.WorldChampionCheese.org](http://www.WorldChampionCheese.org).

For questions, contact WCMA events manager Kirsten Strohmenger at [kstrohmenger@wischeesemakers.org](mailto:kstrohmenger@wischeesemakers.org).

## USDA, Borden Dairy Company Reach Setoff Agreement Over Monies Owed To USDA

Washington—The US Department of Agriculture (USDA) and Borden Dairy Company have reached an agreement in the Borden bankruptcy proceeding that USDA said should lead to recovery of 100 percent of monies owed to the agency.

Per the agreement, the USDA will use these funds to remit monies owed to federal milk marketing order-regulated handlers and the Fluid Milk Processor Promotion Program, and handlers will be required to promptly remit payment to the affected producers.

Borden Dairy Company filed a voluntary petition for relief under Chapter 11 of the US Bankruptcy Code on Jan. 5, 2020, and failed to make payments to five federal milk marketing orders and the National Fluid Milk Promotion and Research Board for milk marketed in April 2020, the USDA noted.

Borden has outstanding USDA obligations totaling \$921,334.59 it was announced.

In early February, Chief Judge Christopher S. Sontchi of the US Bankruptcy Court for the District of Delaware entered an order approving an agreement between USDA, the Internal Revenue Ser-

vice (ERS) and Borden.

Under the terms of the agreement, Borden acknowledged the right of the federal government to set off claims and that a portion of its 2019 IRS tax overpayment can be used as a setoff to pay the US Department of Agriculture claims.

Without this agreement, USDA would have been treated as an unsecured creditor in the bankruptcy proceeding and received substantially less, by some estimates around 10 percent of the obligations owed to the US Department of Agriculture under the federal order and the fluid milk promotion and research programs, the agency said.

Borden Dairy Company announced last July that it and certain affiliates had finalized an approximately \$340 million sale of substantially all Borden Dairy assets to Capitol Peak Partners and KKR.

Capitol Peak assumed majority ownership of the new company and KKR became a lender and minority equity investor. KKR's investment is held by business development companies co-managed by KKR Credit.

Upon finalizing the sale last year, Borden Dairy's former controlling and majority equity holders, ACON Investments and Grupo Lala, respectively, no longer have ownership interest in the business.

Borden Dairy operates 12 dairy plants and almost 100 branches across the US.

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# COMING EVENTS

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

## UWRF Cheese Maker's Course Ready For In-Person Instruction Sept. 27-Oct. 1

River Falls, WI—Registration is open for the University of Wisconsin-River Falls (UWRF) Cheese Maker's Short Course here Sept. 27-Oct. 1, 2021 at the Food Science building on campus.

The five-day, hands-on course offers instruction on basic dairy chemistry and composition, milk microbiology, starter cultures and the manufacture of a variety of cheeses.

Instructors will highlight topics including basic cheesemaking processes, milk composition, microbiology, dairy cultures, regulations, and sanitation.

The course is designed for beginning cheese makers or anyone interested in gaining more knowledge in cheesemaking technology.

Successful completion will provide six months' credit towards the apprenticeship requirement for a Wisconsin's cheese maker's license.

To take the Wisconsin Cheese Makers license exam, participants are responsible for registering themselves for the exam at least two weeks prior to the course.

For more information the application process, visit [www.datcp.wi.gov/Pages/Licenses\\_Permits/FoodLicenses.aspx](http://www.datcp.wi.gov/Pages/Licenses_Permits/FoodLicenses.aspx).

Cost to participate is \$945 per student. The registration deadline is Sept. 17 and participation is capped at 30 students.

For more details and to sign up online, visit [www.marketplace.uwrf.edu/collections/dairy-processing-workshops](http://www.marketplace.uwrf.edu/collections/dairy-processing-workshops).

## DBIA 'Helpful Hints' Webinar March 9 Will Provide Overview Of Spring Grant Program

Madison—The Dairy Business Innovation Alliance (DBIA) will host a free webinar Tuesday, March 9, featuring tips for Midwest dairy enterprises looking to secure DBIA grants.

The Alliance, a partnership between the Center for Dairy Research (CDR) and Wisconsin Cheese Makers Association (WCMA), will be distributing \$1 million in its next grant cycle.

Dairy farmers, processors, entrepreneurs and other industry members living in Illinois, Iowa, Minnesota, South Dakota and Wisconsin are eligible to apply for DBIA grants.

Eligible projects include dairy farm diversification, the creation of "value added" dairy products and starting/increasing exports of dairy products. Grants of up to \$50,000 will be awarded through a competitive process.

The webinar, which begins at 1:30 p.m. CST, will offer participants a better understanding of the reimbursement grant program, and help prospective applicants turn in a more competitive submission.

The webinars share state and federal resources that can be helpful for dairy and farm businesses who wish to apply for a DBIA grant. Attendees will also receive an overview of DBIA, along with grant funding information, "helpful hints" when writing the application and specific eligibility requirements. A question-answer session has been scheduled at the end of the webinar.

The application and instruction document are now available on the DBIA Grant Program website: [www.cdr.wisc.edu/dbia](http://www.cdr.wisc.edu/dbia). Applications are due April 30. To sign up for the free webinar, visit [www.cdr.wisc.edu/grant-webinar-spring-2021](http://www.cdr.wisc.edu/grant-webinar-spring-2021).

## ACS Webinar Lineup Looks At Getting Cheese To Market, Succession Planning

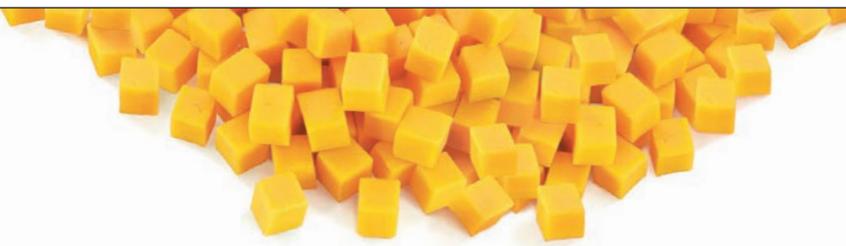
Denver, CO—The American Cheese Society (ACS) will offer webinars this month on the details of succession planning, and methods of getting cheese to retailers.

The succession webinar will be held March 17, be led by Rena

Striegel, succession planning consultant and creator of The DIRT Project. Striegel also serves as president of Transition Point Business Advisors.

Striegel, an Iowa farm girl, developed The DIRT Project as a resource for food producers and farmers across the US. She will talk about if a farm or cheesemaking family operation is ready for governance. She will focus on high-level ways to start succession planning, resources on how to start

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## IDDBA Cancels Trade Show; Eyes Atlanta For 2022

Madison—The International Dairy Deli Bakery Association (IDDBA) announced Monday the cancellation of its 2021 trade show event scheduled for June 6-8 in Houston, TX.

"As business leaders, we have all been faced with challenges never imagined and the toughest decisions of our careers – including cancelling IDDBA 2021," said Gaetano Auricchio, IDDBA chairman.

With the ongoing global impact of the pandemic and our promise to deliver an experience expected of IDDBA, continuing to plan for the trade show in Houston was no longer feasible, added IDDBA vice president of marketing Whitney Atkins.

Next year's IDDBA trade show will be held June 5-7 in Atlanta, GA. For more details, visit [www.iddba.org](http://www.iddba.org).

## IFT Transitions To Digital Platform; Set For July 19-21, 2021

Chicago—The Institute of Food Technologists (IFT) announced Wednesday the decision to transition from an in-person to exclusively digital event for its IFT Annual Meeting & Food Expo.

The event was originally scheduled to take place here July 18-21 at the McCormick Center. For questions, send email queries to IFT staff via email: [info@ift.org](mailto:info@ift.org). Updates and more information at [www.ift.org](http://www.ift.org).

on the process yourself, and recommendations on next steps if the process is already underway.

The second webinar will take place Thursday, March 25. Sarah Masoni with the Food Innovation Center at Oregon State University and Gordon Edgar, Rainbow Grocery, will give advice on the best ways cheese makers can get their products onto retail shelves. To register online, visit [www.cheesesociety.org](http://www.cheesesociety.org).

## PLANNING GUIDE

**April 6-8: New Virtual Format - CheeseExpoGlobal 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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## 10. Help Wanted

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## 15. Real Estate

## 15. Real Estate

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American Loaves	Muenster
Blocks, Prints	

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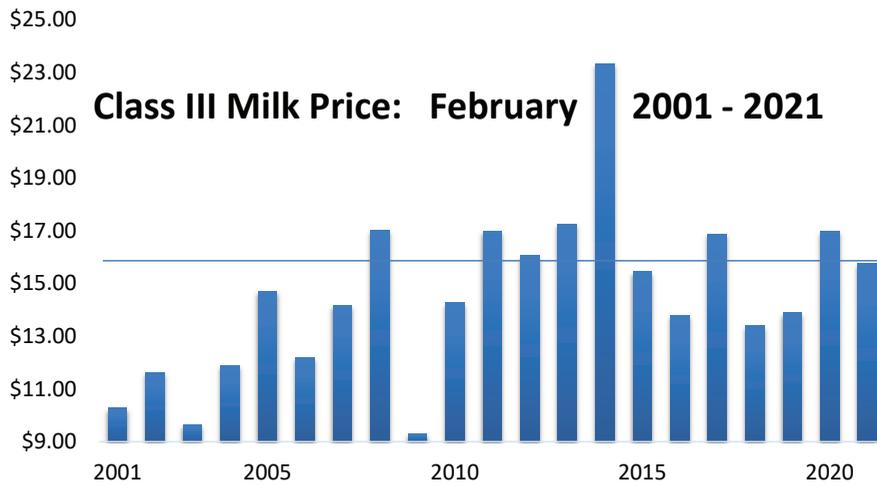
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[jhrdlicka@intcos.com](mailto:jhrdlicka@intcos.com)  
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# Class Milk & Component Prices

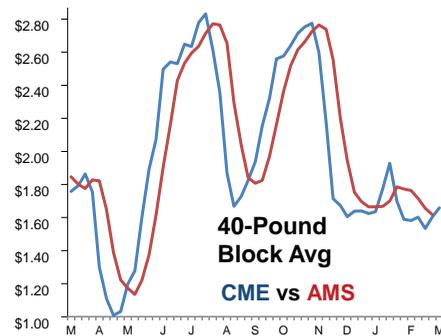
February 2021 with comparisons to February 2020

Class III - Cheese Milk Price	2020	2021
PRICE (per hundredweight)	\$17.00	\$15.75
SKIM PRICE (per hundredweight)	\$10.43	\$11.11
Class II - Soft Dairy Products	2020	2021
PRICE (per hundredweight)	\$16.84	\$14.00
BUTTERFAT PRICE (per pound)	\$1.9883	\$1.4446
SKIM MILK PRICE (per hundredweight)	\$10.24	\$9.27
Class IV - Butter, MP	2020	2021
PRICE (per hundredweight)	\$16.20	\$13.19
SKIM MILK PRICE (per hundredweight)	\$9.60	\$8.45
BUTTERFAT PRICE (per pound)	\$1.9813	\$1.4376
NONFAT SOLIDS PRICE (per pound)	\$1.0667	\$0.9391
PROTEIN PRICE (per pound)	\$3.0309	\$2.9816
OTHER SOLIDS PRICE (per pound)	\$0.1750	\$0.3161
SOMATIC CELL Adjust. rate (per 1,000 scc)	\$0.00089	\$0.00080
AMS Survey Product Price Averages	2020	2021
Cheese	\$1.7884	\$1.5954
Cheese, US 40-pound blocks	\$1.9467	\$1.6870
Cheese, US 500-pound barrels	\$1.6007	\$1.4841
Butter, CME	\$1.8076	\$1.3586
Nonfat Dry Milk	\$1.2453	\$1.1164
Dry Whey	\$0.3690	\$0.5060



## DAIRY PRODUCT SALES

**March 3, 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	Feb. 27	Feb. 20	Feb. 13	Feb. 6
40-Pound Block Cheddar Cheese Prices and Sales				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.6186	1.6553•	1.7162•	1.7638•
<b>Sales Volume</b>	<b>Pounds</b>			
US	13,211,937	10,509,738•	12,396,136•	11,388,231•
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Contest				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.5685	1.5706•	1.5416	1.5567
<b>Adjusted to 38% Moisture</b>				
US	1.4969	1.4963	1.4658	1.4774
<b>Sales Volume</b>	<b>Pounds</b>			
US	14,040,179	12,540,714•	13,105,306	13,811,664
<b>Weighted Moisture Content</b>	<b>Percent</b>			
US	35.04	34.92•	34.80	34.67
AA Butter				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	1.4008	1.3609•	1.3328•	1.3460
<b>Sales Volume</b>	<b>Pounds</b>			
US	4,938,892	4,611,585•	6,226,634•	4,597,857
Extra Grade Dry Whey Prices				
<b>Weighted Price</b>	<b>Dollars/Pounds</b>			
US	0.5171	0.5098•	0.5029•	0.4957•
<b>Sales Volume</b>	<b>Pounds</b>			
US	5,065,030	4,500,889•	5,150,205•	5,597,548•
Extra Grade or USPHS Grade A Nonfat Dry Milk				
<b>Average Price</b>	<b>Dollars/Pound</b>			
US	1.0867	1.1180•	1.1281	1.1492•
<b>Sales Volume</b>	<b>Pounds</b>			
US	28,921,269	18,103,182•	16,564,099	19,510,802•

## DAIRY FUTURES PRICES

SETTLING PRICE

\*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
2-26	Mar 21	16.22	14.11	53.400	109.750	1.700	1.6200	163.000
3-1	Mar 21	16.12	14.28	53.400	110.500	1.700	1.6050	164.500
3-2	Mar 21	16.34	14.82	53.500	112.475	1.700	1.6190	172.000
3-3	Mar 21	16.40	14.62	53.750	111.625	1.700	1.6240	167.025
3-4	Mar 21	16.22	14.30	55.000	110.725	1.690	1.6030	164.850
2-26	Apr 21	17.43	14.85	52.600	115.475	1.810	1.7340	168.000
3-1	Apr 21	17.41	15.01	52.825	116.975	1.810	1.7350	170.000
3-2	Apr 21	17.80	15.37	54.700	112.000	1.810	1.7520	176.000
3-3	Apr 21	17.94	15.29	54.725	116.275	1.810	1.7650	175.000
3-4	Apr 21	17.69	15.22	57.000	116.800	1.820	1.7420	172.000
2-26	May 21	17.22	15.24	51.275	118.375	1.805	1.7740	172.000
3-1	May 21	17.66	15.43	51.375	119.625	1.805	1.7620	173.875
3-2	May 21	17.99	15.86	53.200	117.750	1.806	1.7820	179.725
3-3	May 21	18.15	15.79	54.625	120.500	1.806	1.8000	178.000
3-4	May 21	18.09	15.69	56.750	120.250	1.815	1.7880	175.025
2-26	June 21	17.75	15.59	51.000	120.275	1.839	1.7950	172.650
3-1	June 21	17.88	15.70	51.000	121.500	1.839	1.7950	175.375
3-2	June 21	18.00	16.11	53.000	121.500	1.839	1.7960	181.000
3-3	June 21	18.19	16.04	54.000	122.000	1.839	1.800	181.100
3-4	June 21	18.16	15.93	56.000	122.500	1.840	1.7920	178.000
2-26	July 21	17.90	15.94	50.550	123.000	1.833	1.8080	177.125
3-1	July 21	17.93	15.98	50.750	124.000	1.836	1.8010	177.975
3-2	July 21	18.09	16.46	53.425	123.675	1.836	1.8040	184.450
3-3	July 21	18.18	16.38	53.525	124.100	1.840	1.8100	184.000
3-4	July 21	18.20	16.24	56.000	124.975	1.840	1.8040	181.000
2-26	Aug 21	18.00	16.19	49.425	125.475	1.836	1.8100	178.500
3-1	Aug 21	18.00	16.19	49.425	126.000	1.842	1.8100	180.000
3-2	Aug 21	18.15	16.77	52.000	126.150	1.842	1.8100	187.000
3-3	Aug 21	18.24	16.57	53.000	125.750	1.842	1.8150	186.000
3-4	Aug 21	18.20	16.46	55.400	126.000	1.842	1.8010	183.000
2-26	Sept 21	18.05	16.26	48.875	126.975	1.837	1.8200	179.500
3-1	Sept 21	18.05	16.34	48.875	127.125	1.838	1.8140	181.000
3-2	Sept 21	18.20	16.76	52.200	128.050	1.843	1.8160	187.000
3-3	Sept 21	18.29	16.74	52.625	127.850	1.846	1.8290	187.000
3-4	Sept 21	18.24	16.65	54.700	127.525	1.846	1.8150	184.000
2-26	Oct 21	18.10	16.34	48.150	128.750	1.847	1.8220	181.000
3-1	Oct 21	18.10	16.53	48.150	129.000	1.849	1.8300	181.000
3-2	Oct 21	18.24	16.80	51.025	130.500	1.854	1.8300	186.000
3-3	Oct 21	18.34	16.91	51.675	129.000	1.858	1.8320	186.250
3-4	Oct 21	18.27	16.81	53.025	128.750	1.858	1.8210	185.000
2-26	Nov 21	17.90	16.52	48.025	128.825	1.830	1.8050	181.500
3-1	Nov 21	17.90	16.60	48.025	130.150	1.830	1.8050	181.500
3-2	Nov 21	18.01	16.90	50.725	131.725	1.835	1.8100	185.000
3-3	Nov 21	18.10	16.90	51.625	130.000	1.836	1.8150	186.250
3-4	Nov 21	18.09	16.80	53.000	130.425	1.837	1.8000	185.000
2-26	Dec 21	17.49	16.54	48.025	130.975	1.800	1.7750	180.000
3-1	Dec 21	17.62	16.70	48.025	131.000	1.800	1.7840	179.850
3-2	Dec 21	17.70	17.00	50.550	132.500	1.805	1.7840	186.000
3-3	Dec 21	17.75	17.00	51.000	131.000	1.805	1.7830	185.600
3-4	Dec 21	17.79	16.87	53.000	131.000	1.805	1.7730	184.475
2-26	Jan 22	17.07	16.30	47.000	129.400	1.790	1.7440	180.950
3-1	Jan 22	17.07	16.30	47.000	131.500	1.790	1.7450	178.000
3-2	Jan 22	17.17	16.56	48.000	133.000	1.796	1.7450	183.950
3-3	Jan 22	17.25	16.56	49.750	132.975	1.796	1.7420	183.950
3-4	Jan 22	17.31	16.56	52.000	132.975	1.796	1.7420	183.950
<b>Interest - March 4</b>		<b>20,848</b>	<b>2,213</b>	<b>4,195</b>	<b>6,336</b>	<b>655</b>	<b>21,942</b>	<b>8,764</b>

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# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - FEB. 26:** Cheese inventories vary from East to West. In the East, producers are not overly concerned about inventories. Western contacts relay that setbacks at ports are delaying shipments abroad, as inventories grow. Milk availability remains ample. Cheese production is noted as variant. Eastern contacts relay healthy milk supplies are leading to max production, but western and midwestern producers report variable production schedules from one plant to the next. They primarily cite foodservice demand vulnerability as the difference this year in volatile schedules.

**NORTHEAST - MARCH 3:** Eastern cheese makers are running stable Cheddar, Mozzarella and Provolone production schedules. Available milk supplies are generally keeping cheese operations close or at capacity in the region. Cheddar cheese inventory levels are stable. Mozzarella and Provolone supplies are available for customers' spot and contract orders. Foodservice sales are mostly steady with restaurants ordering supplies to meet consumer demands. Retail orders are steady for several grocers. Several educational institutions have planned for a steady supply of cheese for the school year. Current cheese prices are steady to mixed on various market exchanges. The cheese market tone is unsettled.

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

Cheddar 40-lb blocks: \$2.0550 - \$2.3425 Process 5-lb sliced: \$1.5100 - \$1.9900  
Muenster: \$2.0425 - \$2.3925 Swiss Cuts 10-14 lbs: \$4.0650 - \$4.3875

**MIDWEST AREA - MARCH 3:** Midwestern cheese makers say they are keeping ahead of widely available spot milk. Production remains variant from one production plant to the next, but a growing number seem to be busy and/or growing busier. Curd producers say sales have hit their recent peak and slowed a bit, but they say as more counties and states continue to lift COVID-19 related restrictions, the busier they are expected to become near term. Some block cheese makers suggest buyers are hesitant, as availability of blocks has grown. That said, there were some slightly positive shifts early in the week on the CME, while barrel prices have held steady. As mentioned, spot milk is still easily accessible.

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

Blue 5# Loaf: \$2.2400 - \$3.3075 Mozzarella 5-6#: \$1.7700 - \$2.7150  
Brick 5# Loaf: \$1.9700 - \$2.3950 Muenster 5# Loaf: \$1.9700 - \$2.3950  
Cheddar 40# Block: \$1.6925 - \$2.0925 Process 5# Loaf: \$1.4950 - \$1.8550  
Monterey Jack 10# \$1.9450 - \$2.1500 Grade A Swiss 6-9#: \$3.5800 - \$3.6975

**WEST - MARCH 3:** With abundant milk, western cheese makers say there is plenty of spot milk to buy if needed. Cheese production is active. Industry contacts suggest inventories are building, but much of the cheese is already sold. Congestion at the ports has delayed some shipments, causing product to back up into manufacturers' warehouses. Contacts report international buyer interest is present due to the favorable US cash market cheese prices compared to prices overseas. International buyers often want to forward buy several months out. However, the gap between cash prices and futures prices makes manufacturers hesitant to do this. Cheese processors say forecasting has become more difficult over the last year. While cheese is moving well through contracts, domestic buyers are reticent. Retail sales are still ahead of last year, and although cheese sellers have seen a small uptick in foodservice interest, overall demand is shaky.

**Wholesale prices delivered, dollars per/lb:** Monterey Jack 10#: \$1.9175 - \$2.1925  
Cheddar 10# Cuts: \$1.9300 - \$2.1300 Process 5# Loaf: \$1.5125 - \$1.7675  
Cheddar 40# Block: \$1.6825 - \$2.1725 Swiss 6-9# Cuts: \$3.8725 - \$4.3025

**FOREIGN -TYPE CHEESE - MARCH 3:** Efforts to improve transatlantic dairy trade are ascending in importance in Western Europe. A major organization representing many dairy processors in Western Europe is urging invigorated efforts by the EC to engage with the new US administration to resolve the recent transatlantic trade dispute involving civil aircraft, which has spilled over to impact EU dairy exports. Noting that cheese shipped to the US is among the most valuable EU dairy export markets, easing trade friction is now a high focus in EU dairy circles.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.0625 - 3.5500
Gorgonzola:	\$3.6900 - 5.7400	\$2.5700 - 3.2875
Parmesan (Italy):	0	\$3.4500 - 5.5400
Romano (Cows Milk):	0	\$3.2525 - 5.4075
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	\$4.1000 - 4.4250
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

## WHOLESALE BUTTER MARKETS - MARCH 3

**WEST:** Because cream multiples are at lower levels, butter makers are more willing to churn butter than sell off extra cream. Inventories are heavy, especially for bulk butter. That said, manufacturers report demand has increased both in domestic and export markets. In export markets, US butter is favorably priced compared to international competitors. A few industry contacts say export butter manufacturing lines are maxed-out in efforts to meet market demand. In domestic markets, retailers are trying to get ahead of the spring holiday baking demand. In addition, bulk buyers are eager to gain coverage for later season butter needs and for insulation against potential market uncertainty. The challenge facing butter sellers, however, is many buyers want to buy new crop butter at old crop prices.

**CENTRAL:** Butter contacts expected some upside following the "new crop" butter rule on the CME, but few suggest they expected the nearly \$.25 bump in its first two

days. Some contacts question the sustainability of the butter markets with the amount of bulk butter available. That said, as domestic prices continue to be a good value to exporter interests, there are some bullish indicators moving forward. Cream remains accessible for butter producers. Most are finding cream at multiples below 1.20 and some cleared loads at below 1.15 this week. Churning is, and has been, very active with very few pauses in recent weeks.

**NORTHEAST:** Butter plants are running full. Operations are receiving stable milk/cream supplies, although some butter makers note a tightened availability in current cream supplies compared to recent weeks. Cream demands are strengthening from seasonal, cream-based manufacturers. Market participants report butter export interests are steady for the near term. Domestic butter prices are appealing to some export buyers. Foodservice sales are mostly steady.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

The most advertised dairy item this week is conventional 48- to 64-ounce containers of ice cream. The national average price is \$3.16, up \$0.11 from last week. There are no ads for organic 48 to 64-ounce ice cream. Conventional 8-ounce cream cheese has an average price of \$2.13, down \$0.15 from last week. There are no ads for organic 8-ounce cream cheese.

The average advertised price for conventional 8-ounce shred cheese is \$2.44, down \$0.11 from last week. Organic 8-ounce shred cheese advertised prices average \$3.81, resulting in a \$1.37 organic price premium. Conventional cheese ads decreased 2 percent. Organic cheese ads decreased 61 percent.

The national average price for conventional yogurt in 4- to 6-ounce containers, the most advertised conventional yogurt container size, is \$0.56, down \$.03 from last week. Ads for organic 4- to 6-ounce Greek yogurt have an average price of \$1.25, up \$.18 from last week, and yielding an organic price premium of \$0.69. Conventional yogurt ads decreased 25 percent. Organic yogurt ads decreased 75 percent.

## RETAIL PRICES - CONVENTIONAL DAIRY - MARCH 5

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.02	3.22	3.00	NA	2.35	3.50	2.69
Cheese 8 oz block	2.62	2.66	2.60	2.49	2.52	2.55	2.87
Cheese 1# block	3.51	2.99	3.41	3.50	4.99	NA	NA
Cheese 2# block	6.87	6.99	NA	NA	6.99	6.84	5.99
Cheese 8 oz shred	2.44	2.42	2.58	2.34	2.26	2.39	2.60
Cheese 1# shred	3.42	2.99	3.41	3.50	4.99	NA	NA
Cottage Cheese	2.00	2.34	1.74	1.25	NA	1.73	NA
Cream Cheese	2.13	2.19	2.11	2.22	2.17	1.99	2.09
Flavored Milk 1/2 gallon	2.58	NA	NA	1.25	NA	1.50	3.99
Flavored Milk gallon	NA						
Ice Cream 48-64 oz	3.16	3.05	2.76	2.92	3.06	2.94	3.71
Milk 1/2 gallon	1.60	2.89	NA	1.10	.99	1.50	NA
Milk gallon	2.37	NA	NA	2.99	NA	1.99	1.99
Sour Cream 16 oz	1.72	1.94	1.65	1.33	1.42	1.42	1.77
Yogurt (Greek) 4-6 oz	.96	.96	.95	.88	.99	.99	.99
Yogurt (Greek) 32 oz	4.39	4.75	3.79	4.71	NA	4.50	3.45
Yogurt 4-6 oz	.56	.68	.82	.43	.44	.43	.49
Yogurt 32 oz	2.51	2.50	2.50	2.50	1.79	2.70	2.98

**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:	\$3.63
Butter 1 lb:	Greek Yogurt 32 oz:	\$6.99
Cheese 8 oz shred:	Milk UHT 8 oz:	\$1.00
Cheese 8 oz block:	Milk 1/2 gallon:	\$4.01
Cream Cheese 8 oz:	Milk gallon:	\$5.48
Cottage Cheese 16 oz:	Sour Cream 16 oz:	\$2.38
Yogurt 4-6 oz:	Ice Cream 48-64 oz:	NA

## NDM PRODUCTS - MARCH 4

**NDM - CENTRAL:** Low/medium heat NDM prices shifted higher in all facets. Traders report inquiries at the beginning of the week exhibited a market tone shift, and they were busy locating spot loads. That said, condensed skim drying has been steadily active throughout the year and there are supplies available, regionally. Still, end users have been more willing to budge when they need a load, or loads, to fulfill needs. Export interests from south of the border, which quieted in recent weeks, reportedly picked up again. Market tones seem to have been renewed after some sluggish weeks.

**NDM - WEST:** Trading activities are steady to more active. Several buyers are purchasing spots around the low to mid \$1.10s. Manufacturers are offering loads at higher prices. Moreover, spot prices pushed higher on various market exchanges this week. Low/medium heat NDM production schedules are strong. Condensed skim supplies are keeping balancing plants full. Although the low/medium heat NDM tone has firmed, there are signs of unsettledness in the market. High heat NDM prices are higher. A few

buyers are purchasing spots at higher prices for their immediate needs. However, manufacturers' offers are very limited on the spot market. High heat NDM production schedules are short in the region.

**NDM - EAST:** Eastern end users have been notably more active since mid February and are more open to paying into the mid \$1.10s and low \$1.20s. Condensed skim availability has steadied, after months in late 2020 of ample availability. High heat NDM prices shifted up, as the range tightened to a \$.04 range, on light, albeit comparable, trading activity during week 9. NDM market tones are bullish, as domestic prices continue to rate as a value compared to international SMP prices.

**LACTOSE:** Producers say their inventories are growing, but much of the stockpile is sold and they are waiting for vessel space. The shipping congestion has a few processors concerned that shoppers may overbuy in efforts to try to receive some of the needed cargo. They are worried that the extra purchases add to the shipping congestion now and may cause lactose demand to evaporate later in the year.

## WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
03/01/21	59,465	84,064
03/01/21	59,466	84,063
Change	-1	1
Percent Change	0	0

## CME CASH PRICES - MARCH 1 - 5, 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 1	\$1.4200 (NC)	\$1.6250 (+3/4)	\$1.6350 (+16 1/2)	\$1.1425 (+1)	\$0.5575 (NC)
<b>TUESDAY</b> March 2	\$1.4200 (NC)	\$1.6300 (+1/2)	\$1.7150 (+8)	\$1.1750 (+3 1/4)	\$0.5650 (+3/4)
<b>WEDNESDAY</b> March 3	\$1.4200 (NC)	\$1.6500 (+2)	\$1.6900 (-2 1/2)	\$1.1725 (-1/4)	\$0.5650 (NC)
<b>THURSDAY</b> March 4	\$1.4650 (+4 1/2)	\$1.6900 (+4)	\$1.6775 (-1/4)	\$1.1775 (+1/2)	\$0.5800 (+1/4)
<b>FRIDAY</b> March 5	\$1.5075 (+4 1/4)	\$1.7325 (+4 1/4)	\$1.6900 (+1 1/4)	\$1.1775 (NC)	\$0.5800 (NC)
<b>Week's AVG \$ Change</b>	<b>\$1.4465 (+0.0375)</b>	<b>\$1.6655 (+0.0640)</b>	<b>\$1.6815 (+0.1955)</b>	<b>\$1.1695 (+0.0615)</b>	<b>\$0.5695 (+0.0205)</b>
<b>Last Week's AVG</b>	<b>\$1.4090</b>	<b>\$1.6015</b>	<b>\$1.4860</b>	<b>\$1.1075</b>	<b>\$0.5490</b>
<b>2020 AVG Same Week</b>	<b>\$1.5190</b>	<b>\$1.7580</b>	<b>\$1.8580</b>	<b>\$1.1250</b>	<b>\$0.3385</b>

## MARKET OPINION - CHEESE REPORTER

**Cheese Comment:** Four cars of blocks were sold Monday, the last at \$1.6250, which set the price. Two cars of blocks were sold Tuesday, the last at \$1.6300, which raised the price. On Wednesday, 1 car of blocks was sold at \$1.6125; an unfilled bid for 1 car at \$1.6500 then set the price. Two cars of blocks were sold Thursday, the last at \$1.6900, which raised the price. Three cars of blocks were sold Friday, the last at \$1.7325, which raised the price. The barrel price increased Thursday on an unfilled bid at \$1.4650, and rose Friday on a sale at \$1.5075.

**Butter Comment:** The price jumped Monday on a sale at \$1.6350, increased Tuesday on an unfilled bid at \$1.7150, fell Wednesday on a sale at \$1.6900, declined Thursday on a sale at \$1.6775, then rose Friday on a sale at \$1.6900. 35 carloads of butter were traded this week at the CME.

**Nonfat Dry Milk Comment:** The price rose Monday on a sale at \$1.1425, increased Tuesday on a sale at \$1.1750, declined Wednesday on a sale at \$1.1725, then rose Thursday on a sale at \$1.1775.

**Dry Whey Comment:** The price rose Tuesday on a sale at 56.50 cents, and increased Wednesday on a sale at 58.0 cents.

## WHEY MARKETS - MARCH 1 - 5, 2021

RELEASE DATE - MARCH 4, 2021

**Animal Feed Whey—Central:** Milk Replacer: .4000 (+2) – .4250 (+1/2)

**Buttermilk Powder:**  
 Central & East: 1.0500 (+1) – 1.1600 (+4 1/4) West: 1.0000 (-6) – 1.1200 (NC)  
 Mostly: 1.0700 (NC) – 1.1000 (NC)

**Casein:** Rennet: 3.6200 (+1/2) – 3.6900 (+1/4) Acid: 4.0500 (+18) – 4.2500 (+10)

**Dry Whey—Central (Edible):**  
 Nonhygroscopic: .5200 (+2 1/2) – .6000 (+4) Mostly: .5500 (+5) – .5750 (+3)

**Dry Whey—West (Edible):**  
 Nonhygroscopic: .4925 (NC) – .5800 (NC) Mostly: .5250 (+1 1/4) – .5700 (NC)

**Dry Whey—NorthEast:** .5000 (NC) – .5625 (+1/4)

**Lactose—Central and West:**  
 Edible: .3300 (NC) – .5500 (NC) Mostly: .3800 (NC) – .4600 (NC)

**Nonfat Dry Milk —Central & East:**  
 Low/Medium Heat: 1.0500 (+2) – 1.2100 (+6) Mostly: 1.1300 (+3) – 1.1550 (+2 1/2)  
 High Heat: 1.2800 (+9 1/4) – 1.3200 (+4)

**Nonfat Dry Milk —Western:**  
 Low/Medium Heat: 1.0575 (+2 3/4) – 1.1925 (+3) Mostly: 1.1000 (NC) – 1.1500 (+2 1/2)  
 High Heat: 1.3050 (+4 1/2) – 1.4000 (+2)

**Whey Protein Concentrate—Central and West:**  
 Edible 34% Protein: .9700 (NC) – 1.1800 (NC) Mostly: .9900 (NC) – 1.0600 (NC)

**Whole Milk—National:** 1.6500 (+3) – 1.7000 (NC)

Visit [www.cheesereporter.com](http://www.cheesereporter.com) for historical dairy, cheese, butter, & whey prices

## HISTORICAL MONTHLY AVG BARREL PRICES

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

## Up To \$14 Million Worth Of Milk Dumped During Texas Power Failure: Ag Commissioner

Austin, TX—Texas Agriculture Commissioner Sid Miller today introduced a multi-step solution to the recent power system failure that caused millions of dollars of damage to the Texas agriculture industry.

Winter Storm Uri caused millions of dollars worth of damage to the state's agriculture industry, much of it because of electricity and natural gas system failures, Miller noted. Without electricity, water pumps could not operate, causing millions of dollars of damages to water pipes and systems.

Without electricity, food processing plants went dark and were not able to operate, Miller continued. Agriculture feed manufacturers were also shut down, leaving ag producers scrambling to feed freezing livestock.

Without electricity and gas, milk plants could not pasteurize product, so up to \$14 million of milk had to be dumped, Miller added.

Texas in 2020 ranked fifth in the US in milk production; the state's output of 14.8 billion pounds was

up 7.1 percent, or almost 1 billion pounds, from 2019.

Milk production in Texas has more than doubled since 2007, according to figures from USDA's National Agricultural Statistics Service.

According to preliminary data from Texas A&M AgriLife Extension Service agricultural economists, Winter Storm Uri caused at least \$600 million in agricultural losses.

"A large number of Texas farmers, ranchers and others involved in commercial agriculture and agricultural production were seriously affected by Winter Storm Uri," said Jeff Hyde, Ph.D., AgriLife Extension director, Bryan-College Station.

"Freezing temperatures and ice killed or harmed many of their crops and livestock as well as causing financial hardships and operational setbacks. And the residual costs from the disaster could plague many producers for years to come," Hyde added.

"The winter storms and the system failure of the grid had a profound impact on our farmers, ranchers and agricultural workers," Miller commented. "Just as importantly, it has led to disruptions in our food supply, our water supply, and the prices that every Texan pays for some of life's most important resources."

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