Serving the World's Dairy Industry Weekly
Since 1876

CHEESE REPORTER

Vol. 145, No. 47 • Friday, May 7, 2021 • Madison, Wisconsin

Dairy Trade Boom: March US Dairy Exports Rose 17%, Imports Up 36%

March Cheese Exports Rose 11%, Cheese Imports Jumped 21%; NDM Exports Set Record

Washington—US dairy exports and imports both recorded new records and/or reached notable milestones in March, according to figures released Tuesday by USDA's Foreign Agricultural Service (FAS).

March dairy exports were valued at $679.7 million, up 17 percent from March 2020 and the highest monthly dairy export value since April 2014, when exports were valued at $691 million. Monthly dairy exports last topped $600 million in July 2014, when they totaled $618.5 million.

Dairy exports during the first quarter of 2021 were valued at $1.74 billion, up 5 percent from 2020's first quarter and the highest first-quarter dairy export value since 2014's $1.9 billion.

US dairy imports during March were valued at $308.6 million, up 36 percent from March 2020 and the highest monthly value ever for dairy imports. The previous record for a single month was $294.5 million, set in July 2019.

The sharp increase in March dairy imports appears to have been fueled by imports from the European Union (EU), which were valued at $148.1 million, up 43 percent from March 2020 and the highest monthly value since October 2019, when they were valued at $160.9 million.

In early March, the US and EU had agreed on a mutual suspension, for four months, of tariffs related to WTO aircraft disputes; those tariffs were being applied to a number of cheese and other dairy imports from the EU. Those tariffs were initially imposed in October 2019.

During the first quarter of 2021, US dairy imports were valued at $750.9 million, up 5 percent from the first quarter of 2020 and the highest first-quarter value ever for US dairy imports. The previous record, $740.3 million, was set in 2016's first quarter.

Leading destinations for US dairy exports during the January-March 2021 period, on a value basis, with comparisons to the same period in 2020, were: Mexico, $373 million, down 1 percent; Canada, $192.1 million, up 1 percent; China, $150.9 million, up 55 percent; Philippines, $98.52 million, up 14 percent; South Korea, $98.49 million, up 15 percent; Vietnam, $79.2 million, up 42 percent; Indonesia, $79.1 million, down 18 percent; Japan, $77.9 million, down 1 percent; and Australia, $41.5 million, down 7 percent.

Cheese exports during March totaled 81.2 million pounds, up 11 percent from March 2020 and the second-largest monthly volume of cheese exports ever, trailing only the 84.5 million pounds exported in June 2020.

The value of those March cheese exports, $161.8 million, was up 7 percent.

Cheese exports during the first quarter of this year totaled 203.1 million pounds, up 0.1 percent from the first quarter of last year. The value of those first-quarter cheese exports, $409.7 million, was down 4 percent.

• See **Dairy Trade Boom,** p. 11

Cheese Production Rose 4.8% In March, Set New Monthly Record; Butter Output Fell 0.6%

Washington—US cheese production during March totaled 1.18 billion pounds, up 4.8 percent from March 2020, USDA's National Agricultural Statistics Service (NASS) reported Tuesday.

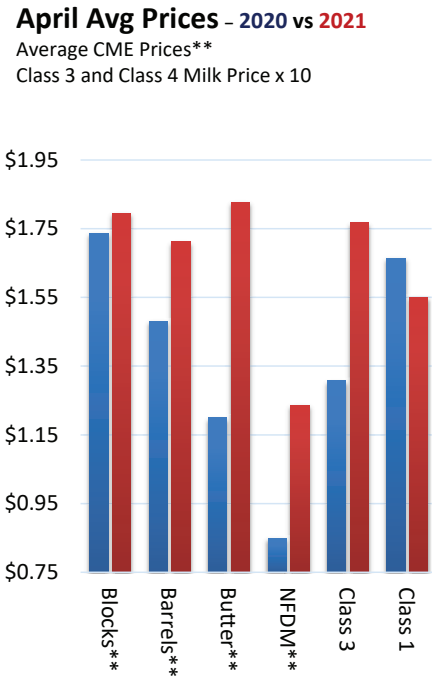
That's the largest volume of cheese ever produced in a single month in the US. The previous record, 1.15 billion pounds, was set in December 2020.

Cheese production during the first quarter of 2021 totaled 3.35 billion pounds, up 2.3 percent from the first quarter of 2020 (which had an extra day due to leap year).

Regional cheese production in March, with comparisons to March 2020, was as follows: Central, 557.5 million pounds, up 7.8 percent; West, 472.7 million pounds, up 1.8 percent; and Atlantic, 145.2 million pounds, up 3.8 percent.

March cheese production in the states broken out by NASS, with comparisons to March 2020, was: Wisconsin, 300.6 million pounds, up 3.9 percent; California, 210.7 million pounds, up 0.1 percent; Idaho, 90.2 million pounds, up 1 percent; New Mexico, 82.5 million pounds, up 1.9 percent; New York, 77.1 million pounds, up 2.4 percent; Minnesota, 65.6 million pounds, up 4.3 percent; South Dakota, 44.4 million pounds, up 16 percent; Pennsylvania, 40.8

• See **Monthly Record,** p. 6



Hilmar Cheese To Build New Cheese, Whey Production Facility In Kansas

Hilmar, CA—Hilmar Cheese Company, Inc., and Kansas Gov. Laura Kelly on Wednesday jointly announced that the company plans to build a new cheese and whey protein processing plant in Dodge City, KS.

The new facility is expected to create 247 new jobs and represents $460 million in capital investment. The project is estimated to bring an additional $550 million in capital investment and 750 new jobs within a 50-mile radius of Dodge City.

Hilmar Cheese is expected to break ground on the facility in the summer of 2021 and be fully operational in 2024.

• See **Hilmar In Kansas**, p. 7

EU's Geographical Indications Agenda Criticized In Annual USTR Report

Washington—The European Union's (EU) geographical indications (GI) agenda remains "highly concerning" to the US, because it undermines the scope of trademarks held by US producers and imposes market access barriers on US products that rely on the use of common names, such as Parmesan or Feta.

That's one of the conclusions of the annual *Special 301 Report* on the adequacy and effectiveness of US trading partners' protection and enforcement of intellectual property (IP) rights. The report was released last Friday by the Office of the US Trade Representative (USTR).

The US is "working intensively" to advance US market access interests in foreign markets and to ensure that GI-related trade initiatives of the EU, its member countries, like-minded countries, and international organizations do not undercut such market access, the report said.

The EU's GI agenda raises concerns in two ways, the report explained. First, it raises concerns regarding the extent to which it impairs the scope of trademark protection, including trademark rights that predate the protection of a GI. Trademarks are among the most effective ways for producers and companies to create value, promote their goods, and protect their brands, even with respect to food and beverage products covered by the EU GI system.

The EU GI system undermines trademark protection and may

• See **EU's GI Agenda,** p. 10

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

Cheese Reporter Publishing Co. Inc. ©2021

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

DICK GROVES
Publisher/Editor
e-mail: dgroves@cheesereporter.com
608-316-3791

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

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

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

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

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

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

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

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

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

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

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

Nebraska Cheese Association
Ed Price, Fremont, NE 68025

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

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

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

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

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

Southwestern Wisconsin Cheese Makers' Association
Myron Olson, Chalet Cheese Coop,
N4858 Cty Hwy N, Monroe, WI 53566

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

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

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

EDITORIAL COMMENT

DICK GROVES

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

Texas milk production will keep growing, and it seems likely that, maybe by 2022, Texas will become the number three milk-producing state.

The Meteoric Rise Of Texas Milk Production

While much has changed in the US dairy industry since 2000, at least one thing has stayed the same: the top 10 milk-producing states remained the same in 2020 as they did in 2000. Those 10 states, in order of their 2000 milk production, are as follows: California, Wisconsin, New York, Pennsylvania, Minnesota, Idaho, Texas, Michigan, Washington and New Mexico.

There have been several changes within that list, including, among others, the rise of Idaho to the number three spot and the fall of Pennsylvania to seventh. But one of the more intriguing recent changes is the rise of Texas to fifth, with further moves up the rankings likely in the very near future.

Indeed, Texas made just such a move, albeit just for one month (so far) in March, when it moved past New York into fourth place in milk production. Granted, Texas topped New York in March milk production by just 9 million pounds, but the states produced the same amount of milk in February and Texas outproduced New York by 25 million pounds during the first quarter, after falling short of New York by just 13 million pounds in the fourth quarter of 2020.

So it seems likely that Texas will end the year in fourth place in US milk production, dropping New York into fifth place.

One of the more notable aspects of this climb up the milk-production rankings is that it isn't the first time this has happened with Texas. Back in 1994, Texas set a new milk production record of 6.2 billion pounds, up more than a billion pounds from 1989 and good enough to move Texas into the number six spot in milk production, trailing California, Wisconsin, New York, Pennsylvania and Minnesota (the top 10 milk-producing states that year also included Michigan, Washington, Ohio and Iowa).

But then the bottom fell out of Texas's milk production, which dropped by more than a billion pounds in less than a decade, to 5.1 billion pounds in 2001. That was the state's lowest level of milk production since 1988's 4.9 billion pounds.

Since then, Texas has been on a milk production tear. There are at least three ways to illustrate this point.

First, following that 2001 production low, it took Texas just four years to break its 1994 record; the state's milk production reached 6.44 billion pounds in 2005, up more than 1.3 billion pounds from 2001 and up 219 million pounds from that 1994 record.

Second, since 2001, milk production in Texas has declined just two times, and in both instances the declines were miniscule: 2010 milk production was down 12 million pounds from 2009, and 2015 milk production was down 9 million pounds from 2014.

Third, and most impressive, Texas hasn't just increased its milk production almost every year since 2001, it has posted some mighty eye-opening increases since then. For example, the state's 2008 milk production was up more than a billion pounds from 2007.

But it is what has happened with milk production in Texas just in the past four years that is really impressive. In 2016, the state's milk production totaled 10.8 billion pounds. Production increases over the next four years were as follows: 2017, 1.28 billion pounds; 2018, 806 million pounds; 2019, 990 million pounds; and 2020, 981 million pounds.

In other words, Texas since 2016 has increased its milk production by an average of more than 1 billion pounds per year. And the state went from seventh to fifth place in milk production, passing both Pennsylvania and Michigan.

A milk production increase of this magnitude leads to several questions. First, why exactly is milk production in Texas rising so rapidly?

There are probably numerous reasons why milk production is expanding rapidly in Texas, but we'll mention one factor that likely isn't playing a role: milk prices. Simply put, mailbox milk prices in western Texas (the region reported by USDA in its mailbox milk price series) have been lower than the average for all federal orders in four of the last five years; the exception was in 2020, when the mailbox price averaged slightly above the average for all federal orders.

A second question is: where is all of this additional Texas milk going? Here again, the answer is pretty complicated. One place this additional Texas milk doesn't appear to be going is into Class I products; in 2020, a total of 4.16 billion pounds of milk in the Southwest federal order (basically Texas and New Mexico) was used in Class I, down from 4.35 billion pounds in 2010.

Instead, it's going into Class II (utilization grew from 725 million pounds in 2010 to 1.45 billion pounds in 2020) and Class IV (utilization grew from 1.1 billion pounds in 2010 to 5.25 billion pounds in 2020). The volume of milk used in cheese also likely grew significantly over the past decade, but most of that Class III milk was depooled over the last couple of years and so it doesn't show up in official federal order statistics.

A final question regarding milk production in Texas is: where to from here? At least in the short run, Texas milk production is going to keep growing; the state's milk cow numbers in March were up 27,000 head from a year earlier and up 2,000 head from a month earlier. Even with small declines in per-cow output, Texas milk production will keep growing, and it seems likely that, maybe by 2022, Texas will become the number three milk-producing state.

The bottom did fall out of Texas milk production in the late 1990s, but right now it looks like the sky's the limit for the Lone Star State.

CHEESE REPORTER (Publication Number: ISSN 0009-2142). Published weekly by Cheese Reporter Publishing Co. Inc., 2810 Crossroads Drive, Suite 3000, Madison, WI 53718-7972; Phone: (608) 246-8430; Fax: (608) 246-8431. Subscriptions: $140.00 per year in USA; Canada and Mexico: $195.00 per year; other foreign subscribers, please write for rates. Advertising and Editorial material are copyrighted material. Any use without publisher's consent is prohibited. Cheese Reporter does not endorse the products of any advertiser or any editorial material. POSTMASTER: If undeliverable, Form 3579 requested. Periodicals postage paid at Madison, WI. Address all correspondence to: Cheese Reporter, 2810 Crossroads Drive, Suite 3000, Madison, WI 53718-7972

Global Dairy Trade Price Index Declines 0.7%; Milk Powder Prices Increase

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 0.7 percent from the previous auction, held two weeks ago.

In this week's GDT auction, which featured 148 participating bidders and 108 winning bidders, prices were higher for skim milk powder, whole milk powder and buttermilk powder; and lower for Cheddar cheese, butter, anhydrous milkfat and lactose.

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

Cheddar cheese: The average winning price was $4,274 per metric ton ($1.94 per pound), down 4.5 percent. Average winning prices were: Contract 4 (September), $4,370 per ton; Contract 5 (October), $4,343 per ton, down 3.4 percent; and Contract 6 (November), $4,144 per ton, down 5.6 percent.

Skim milk powder: The average winning price was $3,433 per ton ($1.56 per pound), up 2 percent. Average winning prices were: Contract 1 (June), $3,470 per ton, up 1.8; Contract 2 (July), $3,422 per ton, up 2.1 percent; Contract 3, $3,422 per ton, up 2.1 percent; Contract 4, $3,457 per ton, up 2.1 percent; Contract 5, $3,445 per ton, up 1.6 percent; and Contract 6, $3,405 per ton, down 0.1.

Whole milk powder: The average winning price was $4,115 per ton ($1.87 per pound), up 0.7 percent. Average winning prices were: Contract 1, $4,104 per ton, up 0.8 percent; Contract 2, $4,100 per ton, up 0.5 percent; Contract 3, $4,170 per ton, up 2.2 percent; Contract 4, $4,165 per ton, down 0.4 percent; Contract 5, $4,170 per ton, up 0.6 percent; and Contract 6, $4,195 per ton, up 1.7 percent.

Butter: The average winning price was $5,035 per ton ($2.28 per pound), down 12.1 percent. Average winning prices were: Contract 1, $5,020 per ton, down 12.2 percent; Contract 2, $4,995 per ton, down 13.1; Contract 3, $5,185 per ton, down 9.6 percent; Contract 4, $5,065 per ton, down 11.6 percent; Contract 5, $5,080 per ton, down 12 percent; and Contract 6, $5,175 per ton, down 9.8 percent.

Anhydrous milkfat: The average winning price was $5,730 per ton ($2.60 per pound), down 4.2 percent. Average winning prices were: Contract 1, $5,741 per ton, down 4.4 percent; Contract 2, $5,733 per ton, down 3.8 percent; Contract 3, $5,732 per ton, down 3.9 percent; Contract 4, $5,739 per ton, down 4.1 percent; Contract 5, $5,707 per ton, down 4.8 percent; and Contract 6, $5,713 per ton, down 6.1 percent.

Lactose: The average winning price was $1,236 per ton (56.1 cents per pound), down 2.0 percent. That was for Contract 2.

Buttermilk powder: The average winning price was $4,222 per ton ($1.91 per pound), up 14.4 percent. Average winning prices were: Contract 1, $4,600 per ton, up 10.3; Contract 2, $3,818 per ton, up 12.9; Contract 3, $4,840 per ton, up 21.6 percent; Contract 4, $4,770 per ton, up 17.8; and Contract 5, $4,300 per ton, up 4.8.

The key takeaway from this week's auction for farmers is that powders are maintaining their value, according to ASB Bank. It's ultimately the whole milk powder price that's most material for the farmgate milk price New Zealand farmers can expect to receive, accounting for more than 60 percent of the overall product mix.

The whole milk powder story this auction was "more of the same"; prices lifted further from their already-heady heights and prices were higher across the contract curve, with the exception of a tiny dip in the September contract, ASB Bank noted. Prices for longer-dated contracts, including the November contract, are still trading at a premium over the nearer dates, suggesting demand remains resilient well into next season.

In other international dairy price news, the UN Food and Agriculture Organization (FAO) reported that the FAO Dairy Price Index averaged 118.9 points in April, up 1.4 points (1.2 percent) from March, rising for the 11th straight month and lifting the index 24.1 percent above its value a year ago.

In April, butter quotations rose, underpinned by solid import demand from Asia, notwithstanding weaker internal demand in Europe. Skim milk powder prices increased due to high import demand from East Asia, induced partly by concerns over potential shipping delays amid limited spot supplies from Europe and Oceania.

Cheese prices also increased due to high demand from Asia, amid lower-than-expected production in Europe and seasonally declining supplies from Oceania.

By contrast, quotations for whole milk powder declined slightly, reflecting lower import demand for the available supplies, following significantly high volumes traded recently.

Avoid the Quick Fix for Federal Orders

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

Another emergency "quick fix" for federal milk marketing orders? That's hardly the answer.

On April 23, National Milk Producers Federation voted to seek an emergency hearing to try another patch for this creaky regulatory system, knowing that among its flaws, the order system's regular hearings can take years to reach a conclusion at a cost of millions of dollars in legal fees.

Other agriculture groups, including Edge Dairy Cooperative and American Dairy Coalition joined have joined the call for an emergency hearing.

The issue? Negative PPDs in 2020 caused by pandemic-induced gyrations in the Class III milk price – the price for milk used in cheesemaking. To avoid these massive negative PPDs in the future, National Milk Producers Federation is seeking an emergency hearing to change the Class I mover – an adjuster designed to maintain the Class I (bottled milk) price above Class III and Class IV (the price for milk used in butter and nonfat dry milk).

In 2020, the Class III price soared above the value of bottled milk, causing negative PPDs. "The cause of any negative PPD is that the Class III price is greater than the average value of the blend price [the uniform price]," Professor Mark Stephenson explained to Edge Cooperative producers in their April 2021 newsletter. When cheese manufacturers depool some or all of their milk in a month with a negative PPD, that decline in Class III milk in the pool can drag PPDs even lower.

But there's a misconception that negative PPDs equate entirely to "lost money" for dairy farms. That's not true. Most dairy plants chose to return all or a portion of their earnings to farms, even when they depooled some or all milk from federal orders.

> there's a misconception that negative PPDs equate entirely to "lost money" for dairy farms.

In Wisconsin, the average pay price dairy farmers received at the mailbox (USDA's announced Mailbox Milk Price) was higher than the average Class III price for 2020. Did farmers "miss out" on the big Class III money during these pandemic months? Not according to the data. Negative PPDs were announced, but overall, farmers in Wisconsin were paid an average $18.52/cwt in 2020 at the mailbox and the Class III price averaged $18.16/cwt. Similarly, the Wisconsin All Milk Price averaged $18.89/cwt, well above the Class III average price.

If you expand from Wisconsin to the entire Upper Midwest federal order, the Mailbox Milk Price in 2020 averaged $18.88, again higher than the Class III milk price. From the perspective of the blend price – the Statistical Uniform Price announced by the Order – dairy processors paid more than $2/cwt higher than the blend price demanded. Even in a crisis year, cheese makers moved more money to dairy farms than the order expected.

Dr. Stephenson concurs: "As mentioned, most plants' checks that I've seen have paid their producers more than the federal order blend price….In other words," Stephenson wrote in the Edge newsletter, "your plant has chosen to share that value with you and keep some of it."

"Before anyone gets judgmental about a plant keeping some of the negative PPD, I would point out that plants have experienced significant additional costs during the pandemic which have not been reflected as a change in the make allowance," Stephenson added.

That's a point you're not hearing amid the cries for emergency changes to milk pricing in federal milk marketing orders. In the spring of 2020, many cheese manufacturers kept their doors and milk intakes open, knowing that buyers for their cheese had disappeared. Cheese makers faced new storage costs, new costs for employee protection and PPE, new costs for finding replacement markets for cheese, (still) soaring costs for packaging materials and product delivery, and higher costs to repair machinery. And through it all, the make allowance in the federal order system – the cheese makers' share of money in federal orders – remained unchanged at its 2008 level.

Any discussion of an emergency "fix" for federal milk marketing orders is incomplete without a discussion of an update to 13-year-old make allowances. Relatedly, the wild spreads between block and barrel Cheddar prices, used in the Class III milk price formula, need discussion. And so does the inflated use of dry whey prices in the Class III milk price, the continuing role of cash commodity markets to set classified milk prices, pooling issues, forward contracting, and a host of other issues.

And the fact that a regular hearing to fix any of this requires a ponderous, multi-year slog, needs discussion.

It's no wonder the last fix for federal orders – the Class I mover these farm groups wish to change again – was run through Congress instead of the federal order hearing process. And it's no wonder that a once-in-a-century economic upset upended this old pricing construct. Federal milk marketing orders need a comprehensive review, not a quick fix. JU

FROM OUR ARCHIVES

50 YEARS AGO

May 7, 1971: Madison—Dairy-oriented cooperatives and farm organizations have taken ownership of the World Dairy Expo in the form of common stock purchases in a new corporation, World Dairy Expo, Inc. Gregory Blaska, a Wisconsin dairy farmer and director of AMPI of San Antonio, TX, is the newly-elected president.

Ithaca, NY—Robert Zall, an authority on dairy industry waste management, has joined Cornell University's College of Agriculture faculty. Zall previously served in executive research capacities at Grandview Dairies and the Crowley Milk Company.

25 YEARS AGO

May 3, 1996: Cleveland, WI—Reports of poor milk prices and slim profits shouldn't deter farmers from entering the dairy industry, conference members who gathered here this week determined. Charles Crave, who owns a dairy in Waterloo, WI, with his brothers, said young dairy farmers need to concentrate on the basics to succeed. "Don't let life get cluttered with pickup trucks and fancy machinery," he said.

Madison—Food scientists at the Wisconsin Center for Dairy Research have developed a make procedure for 50 percent reduced fat Cheddar that is said to hold its own in comparison with full fat Cheddar. Any cheese maker producing full fat Cheddar should be able to use the new method, which skips the wash procedure and modifies the manufacturing schedule, CDR's Carol Chen and Mark Johnson reported.

10 YEARS AGO

May 6, 2011: Watertown, WI—An international delegation of cheese and dairy manufacturers from the former Soviet Union visited Kusel Equipment here on the last leg of their month-long tour of dairy manufacturing and related organizations.

Burlington, VT—A federal judge granted preliminary approval to a revised settlement reached late last year between Dean Foods Company and Northeast dairy farmers in a class action lawsuit. Plaintiff dairy farmers allege that Dean Foods, DFA and Dairy Marketing Services engaged in anti-competitive conduct.

Farm-To-Retail Price Spread For Dairy Products Hit Record High In 2020

Washington—The farm-to-retail price spread for a basket of dairy products was a record-high 133 in 2020 (2003=100), up from 124 in 2019 and also up from the previous record high of 131, set in 2015, according to figures recently released by USDA's Economic Research Service (ERS).

For its price spread data set, ERS compares prices paid by consumers for food with prices received by farmers for corresponding commodities. Comparisons are made for individual foods and groupings of individual foods — market baskets — that represent what a typical US household buys at retail in a year. The retail costs of these baskets are compared with the money received by farmers for a corresponding basket of agricultural commodities.

The process of generating market basket statistics has two steps: a market basket of foods is constructed to represent what US households buy for at-home consumption; and estimates of farm share and the farm-to-retail price spread are calculated using annual consumer and farm price data.

ERS calculates the farm share as well as the farm-to-retail price spread for a basket of dairy products representing what US households purchased in 2003 for at-home consumption. On average, households participating in the 2003 Consumer Expenditure (CE) survey diary spent about $328 for dairy products over the course of the year, including $112.58 for fluid milk, $13.95 for fluid cream, $18.08 for butter, $97.04 for cheese, $58.09 for ice cream and related foods, adn $28.26 for "other dairy products," such as yogurt.

For this data set, farm receipts are estimated as the product of farm prices and the quantity of milk bought by processors. The average price received by farmers for all milk is reported monthly in the "Agricultural Prices", a report of USDA's NASS. The farm value of ERS's basket equals farm receipts less the farm value of coproducts.

Having specified the contents of the retail and agricultural baskets, ERS uses a formula to estimate the farm share of dairy food prices in years other than the base year of the data series, 2003. Farm share is computed by dividing farm value by the value of the retail basket. ERS also reports indices for retail cost, farm value, and the farm-to-retail price spread. Each is expressed as an index with a value of 100 in the base year (2003) of the data series.

The reported indices show trends in each variable over time. For example, the farm value share rose from 28 percent in 2003 to a high of 38 in 2014, then fell to 28 percent in 2016, 30 in 2017, 28 percent in 2018, 32 percent in 2019 and 30 percent in 2020.

Meanwhile, the farm value rose from 100 in 2003 to 145 in both 2007 and 2008 before dropping to 101 in 2009. It then rebounded to 156 by 2011 and reached a record high of 185 in 2014. The farm value index was 130 in both 2016 and 2018, rose to 147 in 2019 and then fell to 145 in 2020.

The retail cost of the milk and dairy basket rose from 100 in 2003 to 125 in 2008 before falling to 117 in 2009 and then rising to 134 in 2014. It then fell to 129 in both 2016 and 2018 before rising to 130 in 2019 and a record high 136 in 2020. The farm-to-retail spread fell from 100 in 2003 to 99 in 2004, rose to 124 in 2009, fell to 115 in 2010, increased to 124 in 2012, fell back to 115 by 2014, jumped to 131 in 2015, then fell below that level until 2020, when it was 133.

Retail prices, farm values and farm shares for three dairy products were as follows last year, with comparisons to previous years:

Cheddar: The retail price averaged $5.50 per pound, up from $5.31 per pound in 2019 and the highest since 2014's $5.54 per pound; the farm value averaged $1.79 per pound, up from $1.66 per pound in 2019 and the highest since 2014's $2.07 per pound; and the farm share was 33 percent, up from 2019's 31 percent and the highest since 2014's 37 percent.

Whole milk: The retail price averaged $3.32 per gallon in 2020, up from $3.04 per gallon in 2019 and the highest average since 2015's $3.42 per gallon; the farm value averaged $1.70 per gallon, up from $1.69 per gallon in 2019 and the highest farm value since 2014's $2.26 per gallon; and the farm share was 51 percent, down from 2019's 56 percent and the lowest level since 2017, when it was also 51 percent. The farm share had reached a record of 61 percent in 2014, fell below 50 percent in both 2015 and 2016 and has been above 50 percent since 2017.

Ice cream: The retail price for a half-gallon of regular ice cream averaged $4.92 in 2020, up 11 cents from 2019 and the highest level since 2013's $4.99 per half-gallon; the farm value was 69 cents per half-gallon, down from 90 cents in 2019 and the lowest level since 2009's 53 cents per half-gallon; and the farm share was 14 percent, down from 19 percent in 2019 and the lowest share since 2009's 12 percent.

Monthly Record

(Continued from p. 1)

million pounds, up 9.1 percent; Iowa, 28 million pounds, down 3.2 percent; Ohio, 20.9 million pounds, down 1.3 percent; Oregon, 20.4 million pounds, up 4.8 percent; Vermont, 12.2 million pounds, up 0.7 percent; Illinois, 5.6 million pounds, down 13.9 percent; and New Jersey, 4.9 million pounds, down 4.4 percent.

American-type cheese production totaled 478.9 million pounds, up 7.3 percent from March 2020. American-type cheese output during the first quarter of this year totaled 1.38 billion pounds, up 5.9 percent from the first quarter of last year.

Production of American-type, with comparisons to March 2020, was: Wisconsin, 95 million pounds, up 8.2 percent; Minnesota, 53.1 million pounds, down 1.2; Idaho, 51.6 million pounds, down 0.3 percent; California, 51.3 million pounds, up 7.4 percent; Oregon, 20.2 million pounds, up 4.9 percent; Iowa, 16.8 million pounds, down 3.2 percent; and New York, 12.7 million pounds, up 1.9.

Cheddar cheese production during March totaled 338.7 million pounds, up 7.8 percent from March 2020. Cheddar output during the January-March period totaled 986.2 million pounds, up 5.6 percent from the same period in 2020.

Production of other American-type cheeses during March totaled 140.1 million pounds, up 5.9 percent from March 2020.

Italian And Other Cheeses

March production of Italian-type cheese totaled 502.9 million pounds, up 3.6 percent from March 2020 and the first time ever that the US produced over 500 million pounds of Italian cheese in a single month.

During the first quarter of 2021, Italian cheese production totaled 1.4 billion pounds, up 0.5 percent from the first quarter of 2020.

Italian cheese production, with comparisons to March 2020, was: Wisconsin, 146.8 million pounds, up 1.5 percent; California, 136.7 million pounds, down 2.8 percent; New York, 33.9 million pounds, up 4.8 percent; Idaho, 33.6 million pounds, up 2.7 percent; Pennsylvania, 23.3 million pounds, up 8 percent; Minnesota, 12.3 million pounds, up 37.8 percent; and New Jersey, 2.8 million pounds, down 7.5 percent.

Mozzarella production during March totaled 394.2 million poiunds, up 2 percent from March 2020. Mozz output during the first three months of this year totaled 1.11 billion pounds, down 0.8 percent from the first three months of last year.

Production of other Italian cheese varieties during March, with comparisons to March 2020, was as follows: Parmesan, 40.3 million pounds, up 17.5 percent; Provolone, 31 million pounds, up 4.5 percent; Ricotta, 25.1 million pounds, up 5.7 percent; Romano, 5.1 million pounds, up 11.5 percent; and other Italian cheeses, 7.1 million pounds, up 4.7 percent.

March production of other cheese varieties, with comparisons to March 2020, was as follows:

Swiss cheese: 25.9 million pounds, down 5.5 percent.

Cream and Neufchatel: 80.7 million pounds, up 5.6 percent.

Brick and Muenster: 16.2 million pounds, down 2.9 percent.

Hispanic cheese: 32.1 million pounds, up 0.9 percent.

Blue and Gorgonzola: 7.8 million pounds, up 8.2 percent.

Feta: 13 million pounds, up 0.6 percent.

Gouda: 5.1 million pounds, up 21 percent.

All other types of cheese: 12.7 million pounds, up fractionally.

Whey Products Output

Production of dry whey, human, totaled 82.9 million pounds, up 1 percent from March 2020. Manufacturers' stocks of dry whey, human, at the end of March totaled 63.3 million pounds, down 14.3 percent from a year earlier and down 8.5 from a month earlier.

Lactose production, human and animal, totaled 101.2 million pounds during March, up 6.8 percent from March 2020. Manufacturers' stocks of lactose, human and animal, at the end of March totaled 125.5 million pounds, up 24.8 percent from a year earlier but down 4.9 from a month earlier.

Production of whey protein concentrate, human, totaled 45.5 million pounds, up 16.8 percent from March 2020. Manufacturers' stocks of WPC, human, at the end of March totaled 63.3 million pounds, down 1.8 percent from a year earlier and 2.9 percent lower than a month earlier.

Whey protein isolate production in March totaled 13.3 million pounds, up 29.7 percent from March 2020. Manufacturers' stocks of WPI for March totaled 14.5 million pounds, down 5.1 percent from a year earlier and 0.9 percent lower than a month earlier.

Butter And Dry Milk Products

March butter production totaled 198.9 million pounds, down 0.6 percent from March 2020. Butter output during the first quarter of 2021 totaled 594.9 million pounds, down 0.8 percent from the first quarter of 2020.

Production during March, with comparisons to March 2020, was as follows: West, 103.9 million pounds, up 2.5 percent; Central, 76.5 million pounds, down 0.7 percent; and Atlantic, 18.6 million pounds, down 14.3 percent.

Nonfat dry milk production totaled 198.2 million pounds, up 14.1 percent from March 2020. Output during 2021's first quarter totaled 579.9 million pounds, up 8.9 from 2020's first quarter.

Manufacturers' shipments of nonfat dry milk during March totaled 217.3 million pounds, up 65.7 percent from March 2020. Manufacturers' stocks of NDM at the end of March totaled 317 million pounds, down 9.8 percent from a year earlier and down 7.8 percent from a month earlier.

Production with comparisons to March 2020, of skim milk powder, 38.3 million pounds, down 31.4 percent; dry whole milk, 14.6 million pounds, up 32; milk protein concentrate, 16.6 million pounds, up 13.6; and dry buttermilk, 12.7 million pounds, down 5.9 percent.

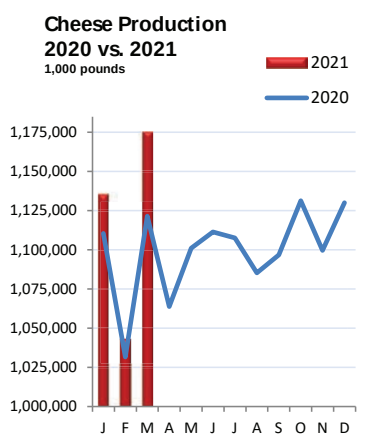
Yogurt & Other Dairy Products

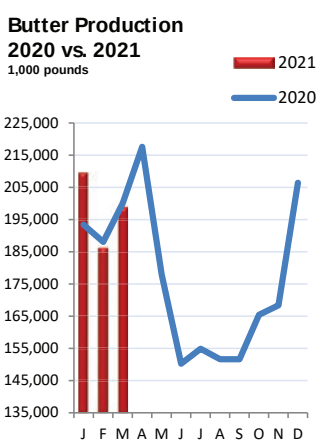
March production of yogurt, plain and flavored, totaled 439.6 million pounds, up 0.3 percent from March 2020. Yogurt output during the first quarter of this year totaled 1.2 billion pounds, up 2.7 percent from the first quarter of last year.

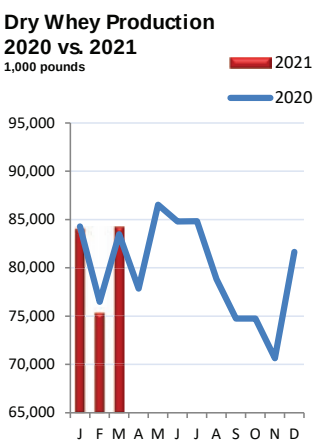
Sour cream production during March totaled 128.4 million pounds, up 11.2 percent from March 2020. Sour cream output during the first three months of 2021 totaled 357.4 million pounds, up 5.1 percent from the first three months of 2020.

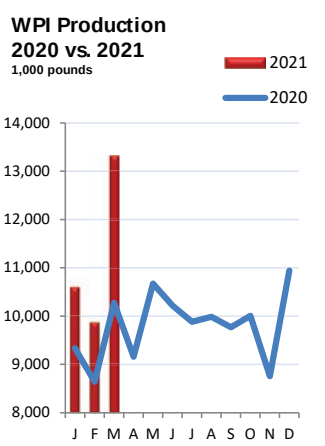
Cream cottage cheese production during March totaled 30.4 million pounds, down 3.3 percent from March 2020. Lowfat cottage cheese output during March totaled 28.1 million pounds, up 0.7 percent from a year earlier.

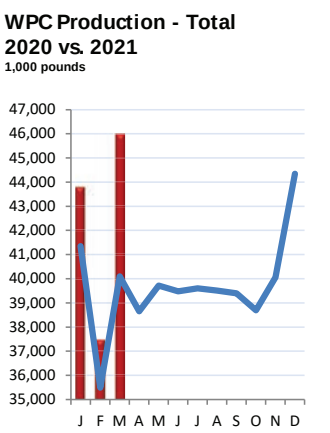
March production of regular ice cream totaled 69.1 million gallons, up 7.5 percent from March 2020, while lowfat ice cream output totaled 43.1 million gallons, up 0.6 percent from a year earlier.

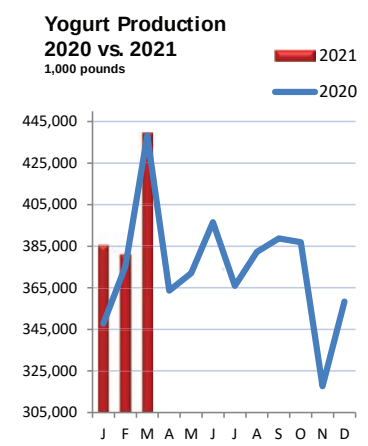


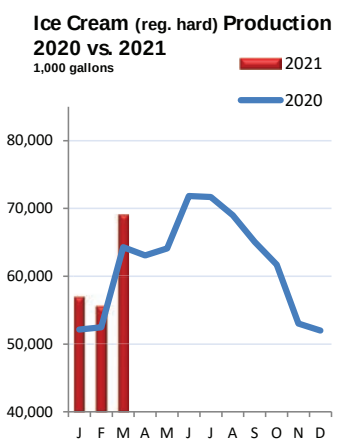


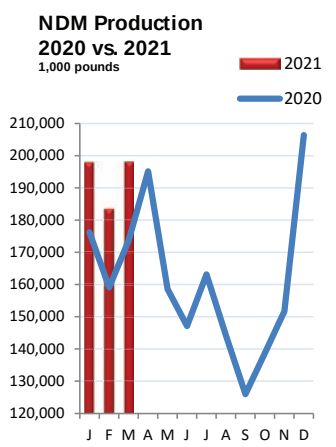


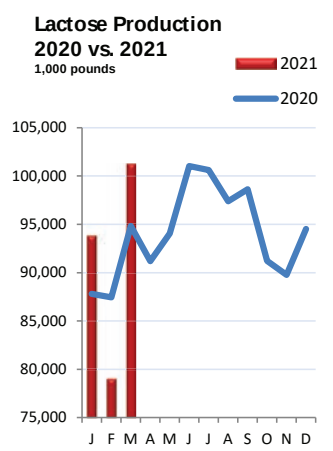


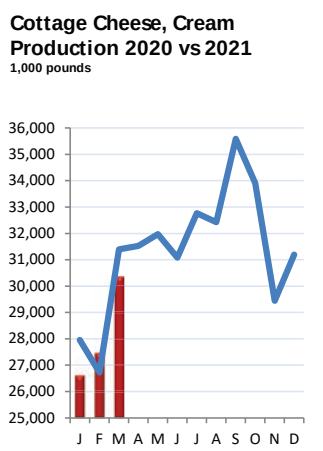












Wisconsin's Specialty Cheese Output Fell 3% In 2020 To 796 Million Lbs

Madison—Wisconsin's specialty cheese production in 2020 totaled 796.2 million pounds, down 2.5 percent, or 20.8 million pounds, from 2019, according to statistics released this week by the Wisconsin Field Office of USDA's National Agricultural Statistics Service (NASS).

That's the lowest level for Wisconsin's specialty cheese production since 2016, when it totaled 774.4 million pounds. Production had reached a record high of 816.9 million pounds in 2019.

In 2020, specialty cheese accounted for 23.5 percent of Wisconsin's total cheese production of 3.39 billion pounds. By comparison, in 2019, specialty cheese accounted for 24.3 percent of the state's total cheese output of 3.36 billion pounds.

Of the 120 plants manufacturing cheese in Wisconsin in 2020, 91 produced at least one type of specialty cheese. That's down from 2019, when 96 of the state's 127 cheese plants produced at least one type of specialty cheese.

Wisconsin's specialty cheese production statistics date back to 1993, when the state's specialty cheese output totaled 83.1 million pounds and accounted for just 4.1 percent of the state's total cheese production of 2.03 billion pounds. In 1993, 43 of Wisconsin's 158 cheese plants produced at least one type of specialty cheese.

For this data series, a specialty cheese is defined as a value-added product which commands a premium price. According to the Wisconsin Specialty Cheese Institute (WSCI), the nature of specialty cheese is derived from one or more unique qualities, such as exotic origin, particular processing or design, limited supply, unusual application or use, and extraordinary packaging or channel of sale. The common denominator is its very high quality.

Wisconsin's 2020 specialty cheese production by variety, with comparisons to 2019, was as follows:

Feta: 92.1 million pounds, down 8.8 percent. There were nine plants producing Feta in Wisconsin in 2020, one fewer than in 2019.

Hispanic cheese: 105.1 million pounds, up 8.5 percent. There were 19 plants producing Hispanic cheese in the state last year, three more than in 2019.

Parmesan wheel: 77.6 million pounds, up 3.9 percent. There were six plants producing Parmesan wheels in Wisconsin in 2020, unchanged from 2019.

Havarti: 42.3 million pounds, down 2 percent. There were 13 plants producing Harvarti last year, one more than in 2019.

Asiago: 30.9 million pounds, down 6.4 percent. There were 13 plants producing Asiago in the state in 2020, unchanged from 2019.

Blue cheese: 46.3 million pounds (no statistics are available for 2019). There were eight plants producing Blue cheese in Wisconsin last year.

Gorgonzola: 13.9 million pounds, down 15.9 percent. There were seven plants producing Gorgonzola in the state in 2020, one fewer than in 2019.

Cheddar (specialty types only): 36.3 million pounds, up 20.3 percent. There were 40 plants producing specialty Cheddar in Wisconsin last year, four fewer than in 2020.

Farmers cheese: 1.1 million pounds, up 0.8 percent. There were 13 plants producing Farmers cheese in the state in 2020, two more than in 2019.

Gouda: 13.8 million pounds, down 5.3 percent. There were 32 plants producing Gouda in Wisconsin last year, four more than in 2019.

Italian Fontina: 9.8 million pounds, down 2.5 percent. There were 11 plants producing Italian Fontina in the state in 2020, unchanged from 2019.

Limburger: 369,000 pounds, up 1.1 percent. There was one plant producing Limburger in Wisconsin last year, unchanged from 2019.

Monterey Jack (specialty types only): 17.1 million pounds, up 30.6 percent. There were 16 plants producing specialty Monterey Jack in the state in 2020, unchanged from 2019.

Romano wheel: 10.0 million pounds, up 2.8 percent. There were seven plants producing Romano wheels in Wisconsin last year, one more than in 2019.

Swiss (specialty types only): 3.8 million pounds, down 5.6 percent. There were eight plants producing specialty Swiss in the state in 2020, two more than in 2019.

All other types of specialty cheese: 295.6 million pounds, down 19.8 percent. There were 42 plants producing allother types of specialty cheese last year, eight fewer than in 2019.

Specialty cheese varieties included in the "all other" category include Alpine, American Grana, Auribella, Bel Paese, Brie and Camembert, Butterkase, specialty Colby, Edam, Fior di Latte, Fontinella, Gruyere, other specialty Italian, Italico, Juustoleipa, Kasseri, Mascarpone, Middle Eastern cheeses, specialty Mozzarella, other specialty Parmesan, Pepato, Peperon, specialty Provolone, other specialty Romano, soft-ripened, Tvarog, Polish, and Yogurt cheese.

Hilmar In Kansas

(Continued from p. 1)

David Ahlem, Hilmar Cheese Company's CEO and president, called Dodge City an "ideal choice" given its central location, critical existing infrastructure, proximity to the growing local dairy industry and business-friendly climate.

"Our first-class workforce and central location make Kansas one of the best places in the nation to do business," Kelly said. "It's great to see another major food manufacturer like Hilmar choose to put their trust in our state and Dodge City for their newest facility."

The state-of-the-art cheese and whey facility will showcase sustainable solutions, Hilmar Cheese said. The company is a leader in sustainable practices and has adopted the US Dairy Stewardship Commitment and goal to achieve a net zero dairy industry by 2050.

"We want our plant to be as good for the environment as it will be for the local economy," Ahlem said. "We'll use technologies and sustainable practices to promote carbon neutrality."

"One of the biggest advantages for both Hilmar Cheese Company and Dodge City is the cohesive nature of our sustainability efforts," said Nick Hernandez, city manager. "They have a standing commitment to being stewards of the environment much like Dodge City, and through this mutually beneficial partnership, we will be able to further utilize our wastewater for crop irrigation and biogas production."

The new facility will help Hilmar Cheese meet the growing demand of its customers and the marketplace for cheese and whey products worldwide, the company said. In addition to job creation, the plant will create opportunities for the Dodge City community, promote growth for Kansas dairy producers, and help Hilmar Cheese fulfill its purpose to improve lives.

Milk production in Kansas has more than doubled since 2000, reaching a record 4.03 billion pounds last year, and has increased by more than 1 billion pounds since 2013. During the first quarter of this year, milk production in Kansas was up 2.8 percent from the first quarter of last year (which had leap year), and cow numbers were up 4,000 head from a year earlier.

Joann Knight, executive director, Dodge City/Ford County Development Corporation, stated that the economic impact to the community from the new Hilmar facility "will be compounded substantially by the additional dairies, transportation and services that will be required to support the processing facility once operational as well as the impact that the construction phase will have on our region."

The project has been a collaborative effort of many organizations. The Kansas Departments of Agriculture, Commerce and Transportation, Black Hills Energy, Victory Electric, Dodge City Community College and area agricultural producers, among others, have helped bring the new business to the community.

"Dodge City gives us many opportunities including a local and skilled labor force, a supportive and expanding agricultural region, and an excellent transportation network that allows us to easily reach our expanding markets," Ahlem said.

"We're really happy with our decision and excited about becoming a part of this outstanding community," Ahlem added.

Tim O'Brien

Alan Major

Urschel Adjusts Sales Leadership Positions

Urschel, a global leader in food cutting equipment, has announced new roles in its corporate sales leadership.

Tim O'Brien will be moving to the position of North American sales director. In his new role, O'Brien will focus on strategically strengthening sales initiatives in the US and Canada.

Alan Major moves from directing Urschel International European offices to directing Urschel global operations in the role of chief sales officer. Both O'Brien and Major deliver a combined expertise of over 50 years in the food processing industry.

Founded in 1910, Urschel is headquartered in Chesterton, Indiana, U.S.A., an hour outside of Chicago.

As the Global Leader in Food Cutting Technology, Urschel remains the number one best seller and manufacturer of food cutting machinery around the world wherever food is commercially processed.

Visit *urschel.com* to learn more.

Nominations Sought For Dairy Promotion, Research Board; May 31 Deadline

Washington—The USDA's Agricultural Marketing Service is seeking nominees for 12 dairy producer seats on the National Dairy Promotion and Research Board.

Nominations are due May 31, 2021. Appointed members will serve three-year terms beginning Nov. 1 and ending Oct. 31, 2024.

USDA is seeking nominees for: one seat for Region 1 – Alaska, Oregon and Washington; two seats for Region 2 – California and Hawaii; one seat for Region 4 – Arkansas, Kansas, New Mexico, Oklahoma and Texas; one seat for Region 5 – Minnesota, North Dakota and South Dakota; two seats for Region 6 – Wisconsin; one seat for Region 7 – Illinois, Iowa, Missouri and Nebraska; one seat for Region 8 – Idaho; one seat for Region 9 – Indiana, Michigan, Ohio and West Virginia; one seat for Region 11 – Delaware, Maryland, New Jersey and Pennsylvania; and one seat for Region 12 – Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island and Vermont.

Nomination forms are available online at *www.ams.usda.gov/rules-regulations/research-promotion/dairy*.

World Cheese Awards Return This Fall To Oviedo, Spain; Entry Opens Aug. 23

Oviedo, Spain—The Guild of Fine Food announced Tuesday the return of its World Cheese Awards in 2021, as the competition faced its first-ever postponement in over three decades last year.

The competition will take place here Nov. 3 as part of the Asturias Paraíso Natural International Cheese Festival 2021 – a four-day festival dedicated exclusively to cheese Nov. 3-6 at Oviedo's Palacio de Exposiciones y Congresos.

Contest organizers anticipate the competition will be bigger and more international than ever, following the record-breaking 3,804 entries from 42 different countries judged in Bergamo, Italy in 2019.

"Following the trials and tribulations of the past 12 months, we're delighted to be making plans for the World Cheese Awards' return to Spain," said John Farrand, managing director of the Guild of Fine Food."Not only will it be an opportunity for the cheese community to reconnect, share experiences and do business, but the awards themselves will provide hard-earned recognition for those cheese makers who have gone above and beyond to keep their craft alive."

Key Dates For Contestants

Entry for the World Cheese Awards opens Aug. 23 and wraps up Sept. 23. Entries will ship in October, with the contest being held Nov. 3.

All entries are judged in a single day by assembled teams of technical experts, buyers, retailers and food writers. Judges work in teams of three to identify cheeses worthy of a gold, silver or bronze award. They look at the rind and body of the cheese, along with color, texture, consistency and taste.

Each of the teams then nominate one exceptional cheese as the Super Gold from their table.

These entries are evaluated a second time by the Super Jury of judges, who each selected a cheese to champion in the final round.

The Super Jury then debates the final cheeses in front of a live consumer and trade audience, before choosing the World Champion Cheese on live television.

Held in conjunction with the contest, the Asturias Paraíso Natural International Cheese Festival includes the second Scientific Forum for Dairy Innovation, experimental tasting sessions, an Asturex Agrifood Forum, and an Origin Zone session exploring European quality schemes such as PGIs and PDOs.

The public will be able to participate in tours of the judging arena, a special cheese market and a "Gastro Cheese Comedy" lineup.

This festival will host the world's most important professionals from these sectors.

For more information and contest updates, visit *gff.co.uk/awards/world-cheese-awards*.

Judges Wanted For Championship Dairy Product Contest; Deadline Is May 20

Madison—The Wisconsin Dairy Products Association (WDPA) Wednesday issued a call for judges for its 18th annual World Dairy Expo (WDE) Championship Dairy Product Contest.

The competition returns this year with 93 dairy product categories, encompassing a range of dairy products that include cheese, butter, milk, ice cream, yogurt, whey, Cottage cheese, sour cream and whipping cream, among others.

Robert Bradley with the University of Wisconsin-Madison will return as head judge.

Experts are also needed in the following categories: **Cheese & Butter** – 16 judges needed; **Yogurt** – four judges; **Ice Cream & Sherbet** – 10 judges; **Whey Products** – two judges; **Cottage Cheese, Sour Cream & Sour Cream Dips** – six judges; and **Fluid Milk & Cultured Buttermilk** – 10 judges.

The deadline for submissions is May 20. Interested parties should send their resumes to: Wisconsin Dairy Products Association, 8383 Greenway Blvd. #130, Middleton, WI 53562. A WDPA contest committee will review all resumes and select the judges.

Contest entry forms will be mailed to dairy plants in late June. All entries must be shipped during the week of Aug. 9 with judging taking place Aug. 17-19. WDPA will conduct all three days of judging at the Madison College Culinary School.

Winning entries will be auctioned off on Tuesday, Sept. 28 at World Dairy Expo. WDPA will donate non-winning entries to the Culinary Arts School for classroom training and education.

Contest organizers are looking forward to the return of the competition, which drew a record 1,500 entries in 2019.

"To reach 1,500 entries in such a short period of time is unprecedented and a testament to the inclusiveness of all dairy products, as well as the professional, exacting standards used for judging these product entries," said WDPA executive director Brad Legreid

For more information, contact WDPA at (608) 836-3336 or via email: *info@wdpa.net*.

FDA Planning Consumer Research On Symbols Used To Convey 'Healthy' Claim On Foods

Silver Spring, MD—The US Food and Drug Administration (FDA) this week issued a procedural notice on the preliminary quantitative consumer research it plans to conduct on symbols that could be used in the future to convey the nutrient content claim "healthy."

FDA is conducting the research in conjunction with the development of a proposed rule the agency intends to later publish that would update when food and beverage manufacturers may use the "healthy" nutrient content claim on food packages. The symbol would be a stylized representation of the nutrient content claim.

The update to the definition and creation of a symbol for the "healthy" nutrient content claim is part of FDA's Nutrition Innovation Strategy (NIS), which was launched in 2018. One of the elements of the NIS is to modernize claims, which serve as quick signals for consumers about what benefits a food or beverage might have.

Claims and symbols can also help consumers better understand nutrition information and can encourage companies to reformulate products to improve their nutritional value, according to FDA.

The agency is proposing to conduct three consecutive quantitative research studies — an experimental study and two surveys — to explore consumer responses to the draft front-of-package (FOP) symbols that manufacturers could voluntarily use on a food product as a graphic representation of the nutrient content claim "healthy." If research results suggest the need, the symbols will be fine-tuned following the experimental study and again fine-tuned following each survey.

These studies are part of FDA's continuing effort to enable consumers to make informed dietary choices and construct healthful diets.

The agency said it intends to use the results to inform its continued exploration of a symbol manufacturers could voluntarily use to represent the nutrient content claim "healthy" on the food label.

Comments should be submitted by July 6, 2021. Comments may be submitted electronically, at *www.regulations.gov*. The docket number is FDA-2021-N-0336.

FDA in September 2016 had established a docket to receive comments and information on the use of the term "healthy" on food labels. The agency received over 1,100 comments.

Executives Expect Another Pandemic; Food Security Task Force Launched

Manhattan, KS, and Washington—Some 78 percent of food and beverage company executives say they are actively preparing for a future global pandemic, with 30 percent expecting another one within the next four years and 50 percent expecting one within the next decade, according to a new study by AIB International.

AIB International commissioned the study to better understand the pandemic's impact on the food and beverage sector and assess preparedness for future pandemics. Research Strategy Group surveyed 325 senior-level North American executives at leading food and beverage companies, retailers, distributors, and other supply chain partners.

Among the study's key findings:

—61 percent of respondents said their company did not have an adequate plan in place to deal with the pandemic when it began.

—62 percent of respondents said they were not "very prepared" to deal with the pandemic. This included 83 percent of respondents from the retail industry, 57 percent of respondents from processing/manufacturing, and 66 percent from packaging, storage and distribution, import/export and other.

—76 percent of companies with annual revenue of $1 billion or more reported an increase in operating costs, compared to 62 percent of companies overall.

—19 percent of companies realized an increase in operating costs and a decrease in revenue, while another 43 percent saw an increase in operating costs and no decline in revenue.

—There were two causes of increased operating costs mentioned most often: 75 percent of companies noted that PPE/updated work environments to meet COVID-19 protocols increased their operating costs, while 74 percent noted that sanitation increased their operating costs.

—One-third of companies saw a decline in revenue, and among those the average decrease was 27 percent.

—Employee absenteeism and cancelled/reduced orders were the top issues faced by companies due to COVID-19.

—Food safety and employee health were identified as the two most important areas for future industry education and preparedness.

—Whie companies now feel more prepared than in the past, 45 percent still do not feel very prepared for a future pandemic.

In other pandemic-related food news, the Bipartisan Policy Center (BPC) this week launched the Food and Nutrition Security Task Force to improve access to healthy foods and diet quality for all Americans.

Leading this one-year effort are co-chairs Dan Glickman, who served as US secretary of agriculture under President Clinton; Ann Veneman, sho served as US secretary of agriculture under President George W. Bush; Jose Andres, chef and founder of the humanitarian food relief non-profit World Central Kitchen; and Leslie Sarasin, president and CEO of FMI-The Food Industry Association.

Task force members include: Claire Babineaux-Fontenot, CEO, Feeding America; Rochelle Davis, president and CEO, Healthy Schools Campaign; Zippy Duvall, president, American Farm Bureau Federation; Ihuoma U. Eneli, M.D., director, Center for Healthy Weight and Nutrition, Nationwide Children's Hospital; Rev. Douglas Greenaway, president and CEO, National WIC Association; J. Nadine Gracia, M.D., MSCE, executive vice president and COO, Trust for America's Health; Luis Guardia, president, Food Research & Action Center; Lt. Gen. Mark Hertling, DBA, advisor and board member, Mission Readiness; Dariush Mozaffarian, M.D., Ph.D., dean, Friedman School of Nutrition Science and Policy, Tufts University; Robert Paarlberg, Ph.D., Professor Emeritus, Wellesley College; associate, Sustainability Science Program, Harvard Kennedy School and Harvard Weatherhead Center for International Affairs; Pam Schwartz, executive director, Community Health, Kaiser Permanente; and Tom Stenzel, president and CEO, United Fresh Produce Association.

The task force's goal will be to assess both legislative and administrative policy opportunities and issue recommendations that will: improve food and nutrition security during COVID-19 and the economic recovery; strengthen child nutrition programs, including the child nutrition reauthorization; and enhance the Supplemental Nutrition Assistance Program (SNAP) and other food assistance programs, including through the farm bill. The group will also develop ideas for public and private sector collaboration to address food and nutrition security.

"Our aim is to design solutions that not only help Americans get enough calories but also the right kind of calories," said Glickman, who is also a BPC senior fellow.

EU's GI Agenda

(Continued from p. 1)

result in consumer confusion to the extent that it permits the registration and protection of GIs that are "confusingly similar" to prior trademarks, the report said.

Second, the EU GI system adversely impacts access for US and other producers in the EU market and other markets by granting protection to terms that are considered in those markets to be the common name for products. The EU has granted GI protection to thousands of terms that now only certain EU producers can use in the EU market, and many of these producers then block the use of any term that even "evokes" a GI.

However, many EU member countries, such as Denmark and France, still produce products that are GIs of other EU countries, such as Feta, and export these products outside the EU using common names, the report noted.

Further, in 2017, the EU granted GI protection to Danbo, a widely traded cheese that is covered by an international Codex standard and is produced by Argentina, South Africa, Uruguay and other countries, the report continued. And in 2019, the EU granted GI protection to Havarti, "notwithstanding the long-standing and widespread use of this term by producers around the world."

As part of its trade agreement negotiations, the EU pressures trading partners to prevent all producers, other than in certain EU regions, from using certain product names, such as Fontina, Gorgonzola, Parmesan, Asiago or Feta, despite the fact that these terms are the common names for produces produced around the world, the report stated. In the EU and other markets that have adopted the EU GI system, US producers and traders either are effectively blocked from those markets or must adopt burdensome workarounds.

The US runs a "significant deficit" in food and agricultural trade with the EU, and the EU GI system "contributes to this asymmetry." In the case of cheese, where many EU products enjoy GI protections, the EU exported approximately $1 billion of cheese to the US last year, while the US exported only about $5.5 million of cheese to the EU.

In response to the EU's aggressive promotion of its exclusionary GI policies, the US continues its intensive engagement in promoting and protecting access to foreign markets for US exporters of products that are identified by common names or otherwise marketed under previously registered trademarks, the report stated.

In addition to these negotiations, the US is engaging bilaterally to address concerns resulting from the GI provisions in existing EU trade deals, agreements under negotiation, and other initiatives. US goals in this regard include:

- Ensuring that the grant of GI protection does not violate prior rights (for example, in cases in which a US company has a trademark that includes a place name);
- Ensuring that the grant of GI protection does not deprive interested parties of the ability to use common names, such as Feta or Parmesan;
- Ensuring that interested persons have notice of, and opportunity to oppose or to seek cancellation of, any GI protection that is sought or granted;
- Ensuring that notices issued when granting a GI consisting of multiple terms identify its common name components; and
- Opposing efforts to extend the protection given to GIs for wines and spirits to other products.

The USTR's report was praised by the Consortium for Common Food Names (CCFN), National Milk Producers Federation (NMPF) and US Dairy Export Council (USDEC).

"USTR has accurately diagnosed the problem. Now the task before the US is to take the necessary steps to effectively curb this scourge to US food and agricultural producers," said Jaime Castaneda, CCFN executive director. "The US must build on past advances to pursue a more proactive and effective path to combating the misuse of GIs by establishing concrete market access protections for the use of widely used terms."

"Last year over 170 members of Congress urged an expansion of the trade toolkit the US deploys to deal with geographical indications that block the use of common food names," said Jim Mulhern, NMPF's president and CEO. "It's time to put that into practice and secure affirmative protections for the key common terms on which US cheese makers and other food producers rely."

"US dairy farmers and processors are counting on the US government to have their back and defend their rights to cultivate opportunities around the world," said Krysta Harden, USDEC's president and CEO. "Our industry produces great products here at home and then works hard to market them overseas. To be as successful as possible, however, they count on strong US government support to head off and combat unfair trade barriers such as geographical indications that ban the use of generic cheese terms."

USDA Announces $92.2 Million In Grants Available Under Local Ag Market Program

Washington—The US Department of Agriculture (USDA) on Wednesday announced the availability of $92.2 million in competitive grant funding under the 2018 farm bill's Local Agriculture Market Program (LAMP).

The LAMP grants announced Wednesday are funded through the Farmers Market program as part of USDA's Pandemic Assistance for Producers Initiative. USDA launched this initiative in March to address shortfalls and disparities in how assistance was distributed in previous pandemic assistance packages, with a specific focus on strengthening outreach to underserved producers and communities and small and medium agricultural operations.

These grants support the development, coordination and expansion of direct producer-to-consumer marketing, local and regional food markets and enterprises and value-added agricultural products.

USDA will award $76.9 million to the Farmers Market and Local Food Promotion Program (FMLFPP). Projects under the Farmers Market Promotion Program support direct-to-consumer markets like farmers markets and CSAs. Projects under the Local Food Promotion Program support indirect-to-consumer markets like food hubs and value-added product incubators.

USDA will award $15.3 million to the Regional Food System Partnerships (RFSP) program to fund public-private partnerships that build and strengthen viability and resilience of local or regional food economies. Projects focus on increasing the availability of locally and regionally produced agricultural products and alleviating unnecessary administrative and technical barriers.

Projects can cover the planning and design of a local and regional food economy as well as implementing or expanding an existing one.

Applications undergo external expert peer review and the process is highly competitive, USDA said. All grants require matching funds from community partners or stakeholders. The amounts and match amounts vary by program and are specified in the Requests for Applications (RFAs).

Applications must be submitted electronically through *www.grants.gov* by 11:59 p.m. Eastern time on the due dates established in the respective RFA.

For more information, visit *www.usda.gov*.

Haystack Mountain Creamery Acquired By Private Equity Firm Stage

Denver, CO—Stage, a private equity firm that invests in consumer products and technology enabled businesses in need of fresh capital and operating expertise, this week announced it has acquired award-winning Haystack Mountain Creamery of Longmont, CO.

Haystack Mountain Creamery has a long history as an artisanal cheese maker in Colorado. With humble beginnings in farmers markets around Boulder, CO, in 1989, the company captured its first cheese contest award in 1992.

The company primarily manufactured award-winning cheeses made from goat milk.

"The opportunity to join Stage is outstanding," said Chuck Hellmer, Haystack Mountain Creamery's president. "With our diverse and unique offerings of goat and cow's milk cheeses, Stage will bring a new element in growing our brand and presence within local and regional markets."

"We could not be more delighted to bring Haystack into our portfolio," said Krista Morgan, general partner at Stage. "Supply chain issues during COVID-19 took a toll across the country but Haystack is well-equipped for a new season of growth and expansion."

"There is so much excitement surrounding the team at Haystack," said Haystack board member Mark Retzloff, co-founder of Horizon Dairy and Aurora Organic Dairy. "Jackie Chang is an outstanding talent that is well-known throughout the industry for her passion and unwavering commitment to excellence."

Chang has been Haystack's full-time cheese maker since 2004, and has developed some of the company's most popular cheese varieties, including Camembert, Green Chile Jack, and Aspen Ash.

"We are here to preserve and elevate a brand that has a storied history and loyal following," said Lauren Clough, operating partner at Stage. "With the highest level of quality standards, Haystack will focus on continuing to serve the local markets while expanding our reach nationally so that more consumers can experience this exceptional product."

For more information, visit *www.haystackmountaincheese.com.*

Dairy Trade Boom

(Continued from p. 1)

Leading destinations for US cheese exports during the first three months of 2021, on a volume basis, with comparisons to the first three months of 2020, were: Mexico, 49.8 million pounds, down 16 percent; South Korea, 38.4 million pounds, up 14 percent; Japan, 20.5 million pounds, up 26; Australia, 13 million pounds, down 15 percent; Chile, 7.7 million pounds, up 16; Canada, 6.1 million pounds, up 25 percent; Saudi Arabia, 5.9 million pounds, up 85 percent; United Arab Emirates, 5.8 million pounds, up 52 percent; and Guatemala, 5.3 million pounds, up 31 percent.

Nonfat dry milk exports totaled a record 190.8 million pounds, up 39 percent from March 2020. The previous monthly record for NDM exports, 174.6 million pounds, was set in May 2020.

During the first quarter of 2021, nonfat dry milk exports totaled 487.3 million pounds, up 19 percent from the first quarter of 2020.

Dry whey exports during March totaled 52.7 million pounds, up 38 percent from March 2020. Dry whey exports during the January-March period totaled 133.8 million pounds, up 32 percent from the same period last year.

March exports of whey protein concentrate totaled 29.6 million pounds, up 37 percent from March 2020. WPC exports during the first quarter of 2021 totaled 83.4 million pounds, up 20 percent from the first quarter of 2020.

Lactose exports totaled 79.8 million pounds, up 11 percent from March 2020. Lactose exports during the January-March period was 192.7 million pounds, down 10 percent from a year earlier.

Butter exports during March totaled 9.2 million pounds, up 171 percent from March 2020. Butter exports during 2021's first quarter totaled 23 million pounds, up 121 percent from 2020's first quarter.

March ice cream exports totaled 15.6 million pounds, up 0.3 percent from March 2020. January-March ice cream exports totaled 38.8 million pounds, up 9 percent from the same period in 2020.

Yogurt exports 4.1 million pounds, up 65 percent from March 2020. Yogurt exports during the first quarter of this year totaled 10.6 million pounds, up 42 percent from the first quarter of last year.

Cheese Import Volume, Value Rise

March cheese imports totaled 32.2 million pounds, up 21 percent from March 2020. The value of those imports, $111.0 million, was up 32 percent. Cheese imports from the EU during March totaled 19.6 million pounds, up 7 percent from March 2020.

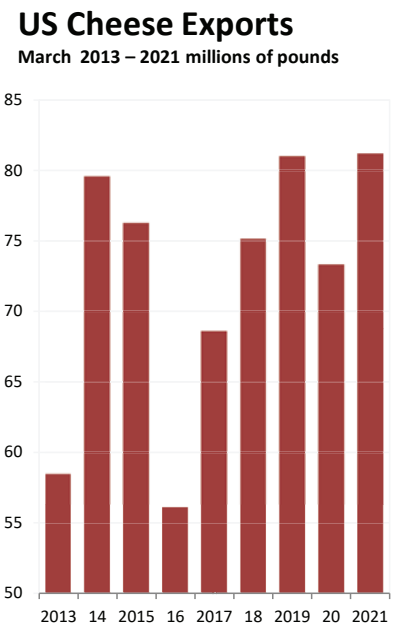
During the first quarter of 2021, cheese imports totaled 86.2 million pounds, down 3 percent from the first quarter of 2020. The value of those imports, $302.6 million, was up 1 percent.

Leading sources of US cheese imports during the first quarter of 2021, on a volume basis, with comparisons to the first quarter of 2020, were: Italy, 16.8 million pounds, down 19 percent; France, 8.9 million pounds, down 13; Netherlands, 6.1 million pounds, down 22 percent; Switzerland, 5.7 million pounds, up 3 percent; Nicaragua, 4.5 million pounds, up 2 percent; Australia, 4.0 million pounds, up 581 percent; Ireland, 3.8 million pounds, up 78; Spain, 3.7 million pounds, down 31 percent; Lithuania, 3.7 million pounds, up 171 percent; Canada, 3.7 million pounds, down 9 percent.

Imports of butter and other milkfat-based products (primarily anhydrous milkfat) totaled 12.8 million pounds, up 47 percent from March 2020. Butter imports totaled 10.2 million pounds, up 181 percent from March 2020.

Imports of butter and other milkfat-based products during 2021's first quarter totaled 22.6 million pounds, down 14 percent from 2020's first quarter. Butter imports during the first quarter totaled 16.6 million pounds, up 39 percent from 2020's first quarter.

Casein imports during March totaled 11.1 million pounds, up 92 percent from March 2020. During the first quarter of this year, casein imports totaled 26.2 million pounds, up 31 percent from the first quarter of last year.



March imports of caseinates totaled 4.5 million pounds, up 0.4 percent from March 2020. Imports of caseinates during the January-March period totaled 11.1 million pounds, down 9 percent from the same period in 2020.

Imports of Chapter 4 milk protein concentrates totaled 12.4 million pounds, up 28 percent from March 2020. Imports of Chapter 4 MPCs totaled 25.9 million pounds, down 17 percent from the first quarter of 2020.

Coming Events

www.cheesereporter.com/events.htm

ACS Meeting Highlights: Magic Of Salt In Cheesemaking, Feed Changes Flavor

Denver, CO—How feed influences flavor and the critical importance of salt in cheesemaking are among the educational highlights in the American Cheese Society's (ACS) virtual meeting July 28-30.

Among the educational highlights of the three-day, online event include industry consultant and cheese maker Peter Dixon on the role salt plays in the making and aging of cheese, and different ways salt is used in cheesemaking and affinage.

Matt Benham, cheese maker and recipient of the 2020 Daphne Zepos Teaching Award, will give a presentation on the science of feed, its effect on milk chemistry, and ultimately, on cheese.

Benham will draw upon the expertise of scientists, farmers, and cheese makers in the US and abroad to help de-mystify the complex relationship between animal feed and cheese character.

Bill Rufenacht of Dairy Connection will cover the real cost of having (or not having) an aging program; a session on raw milk cheesemaking will feature industry veteran cheese makers Peter Dixon, Parish Hill Creamery; Matthew Brichford, Jacobs & Brichford Cheese; and Ralph Schlatter, Canal Junction Farm.

Other topics on deck include Covid's impact on the artisan cheese industry; tools and solutions for developing a food safety plan; troubleshooting small details in manufacturing that affect production and quality; and crisis management in the pandemic era.

ACS has also tweaked its popular Meet the Cheesemaker (MTC) event for a virtual space. Attendees will be able to visit with cheese makers in small groups during the two-hour event.

Conference registration will include an option to attend MTC, and participants will receive a randomized sample box filled with cheese. Before the MTC event, participants will have access to watch videos submitted by the cheese makers.

Online registration is now open, and early registration ends July 4. Cost to attend prior to the deadline is $220 for ACS members and $300 for non-members. Discounted rates are also available. To sign up online, visit *www.cheesesociety.org*.

Registration Open For IAFP Pre-Meeting Workshops; Discount Deadline June 17

Phoenix, AZ—The International Association for Food Protection (IAFP) is offering five food safety workshops prior to its annual meeting here July 16-17 at the Phoenix Convention Center.

The IAFP annual meeting is set for July 18-21. Pre-conference workshops set for July 16-17 are:

Advanced Sanitation and Hygiene Workshop: This workshop is designed to increase knowledge of the equipment design and sanitation process. Instructors will cover the latest developments in equipment design, and students will learn how to select the right equipment and chemistries to clean and sanitize equipment and infrastructure.

Developing Environmental Monitoring Programs for Small and Midsize Processors: This workshop will give small- and mid-size food suppliers the tools necessary to address four food safety issues in the processing environment – finding spoilage microorganisms and allergens in the environment before they affect product; finding pathogens in the environment before they contaminate product; and assessing effectiveness of cleaning, sanitation, and employee hygiene.

Next Generation Sequencing (NGS): This one-and-a-half-day workshop will shed light on NGS so that students have a more holistic view of the applications of NGS. Instructors will lead sessions on technology, data analysis and data interpretation that FDA, CORE and Compliance employ for outbreak investigations and regulatory decision-making.

One-day workshops scheduled for July 17 include:

Air Quality & Mold Contamination in Food Production and Storage Facilities: This one-day workshop will introduce the science of indoor air quality, share monitoring and investigation protocols, demonstrate proper sampling and testing techniques, and discuss issues related to data interpretation and mold re-mediation practices.

Genomics 101 for Food Safety: This workshop will provide participants with a vocabulary to understand how DNA sequencing, molecular biology and genomics can help food microbiologists and food scientists.

Instructors will also provide resources to get concise genomic information, and cover how regulatory agencies are using genomics to regulate US foods.

For more information on each workshop, registration fees and to sign up online, visit *www.foodprotection.org/annualmeeting/programs-and-activities/workshops*.

WAFP Virtual Spring Workshop Planned For June 10

Middleton, WI—Registration is open for the Wisconsin Association for Food Protection (WAFP) virtual spring workshop set for June 10, 2021.

Held from 9 a.m. to noon, the online event is designed for industry members accountable for the safe production and distribution of food: quality control/quality assurance personnel, plant management, regulatory inspectors, commodity conversion, packaging, cold storage and distribution, marketing, purchasing and retail professionals.

It kicks off with a welcome from WAFP president Erin Headley, followed by Wendy White from the Georgia Institute of Technology providing an update from the US Food and Drug Administration (FDA).

A supply chain session will feature Tracy Johnstone of Johnstone Foods, Inc. and Dionne Crawford with McDonald's Corporation.

Lone Jesperson of Cultivate will lead a discussion on today's food safety culture and food safety fatigue, followed by a food safety mock trial featuring Shawn Stevens of the Food Industry Counsel.

Registration is open and cost to attend is $25 per person. To sign up online, visit *www.wifoodprotection.org/events*.

PLANNING GUIDE

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.

•

July 12-13: Dairy Symposium, The Landmark Resort, Egg Harbor, WI. For more information, visit www.wdpa.net.

•

July 18-21: IAFP Food Safety Conference, Phoenix Convention Center, Phoenix, AZ. Details and registration will be available soon online at www.foodprotection.org.

•

July 19-21: New Date & Format – IFT Annual Meeting & Digital Event. More information is available at www.iftevent.org.

•

July 28-30: New Date & Format - American Cheese Society Virtual Education & Networking Event. Visit www.cheesesociety.org for updates.

•

Aug. 12-13: Idaho Milk Processors Association Annual Meeting, Sun Valley, ID. Visit www.impa.us.

•

August 17-19: The World Dairy Expo Championship Dairy Products Contest, Madison, WI. For more information, visit www.wdpa.net.

•

Sept. 10-14: Tentative Date - National Conference on Interstate Milk Shipments, Indianapolis, IN. Updates on the show are available online at www.ncims.org.

•

Sept. 27-29: New Date - Fancy Food Show 2021, Javits Convention Center, New York, NY. Visit www.specialtyfood.com for more information.

•

Oct. 12-14: NCCIA Conference, Wilbert Square Event Center, Brookings, SD. Online registration open at www.northcentralcheese.org.

MARKET PLACE

Serving the World's Dairy Industry Weekly · Since 1876

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

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

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

1. Equipment for Sale

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

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

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

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

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

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

2. Equipment Wanted

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

3. Replacement Parts

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

4. Products, Services

5. Real Estate

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

6. Cheese Moulds, Hoops

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

6. Cheese Moulds, Hoops

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

7. Interleave Paper, Wrapping

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

8. Cheese & Dairy Products

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

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

9. Co-Packing, Manufacturing

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

10. Conversion Services

12. Promotion & Placement

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

13. Walls & Ceiling

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

14. Warehousing

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

15. Help Wanted

Have you recently lost your job or down-sized from your position? Would you like the ability to stay in touch with the latest job offerings? Apply for a free 3-month subscription to Cheese Reporter by calling 608-316-3792 or visit **www.cheesereporter.com** for all the latest listings.

Class Milk & Component Prices

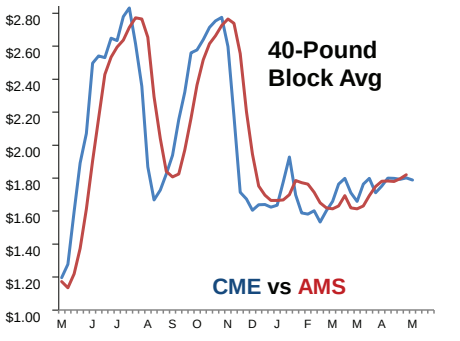
April 2021 with comparisons to April 2020

Class III - Cheese Milk Price	2020	2021
PRICE (per hundredweight)	$13.07	$17.67
SKIM PRICE (per hundredweight)	$8.75	$11.24
Class II - Soft Dairy Products	**2020**	**2021**
PRICE (per hundredweight)	$13.87	$15.56
BUTTERFAT PRICE (per pound)	$1.3288	$1.9566
SKIM MILK PRICE (per hundredweight)	$9.55	$9.03
Class IV - Butter, MP	**2020**	**2021**
PRICE (per hundredweight)	$11.40	$15.42
SKIM MILK PRICE (per hundredweight)	$7.02	$8.91
BUTTERFAT PRICE (per pound)	$1.3218	$1.9496
NONFAT SOLIDS PRICE (per pound)	$0.7795	$0.9902
PROTEIN PRICE (per pound)	$2.4822	$2.8136
OTHER SOLIDS PRICE (per pound)	$0.1793	$0.4268
SOMATIC CELL Adjust. rate (per 1,000 scc)	$0.00070	$0.00086
AMS Survey Product Price Averages	**2020**	**2021**
Cheese	$1.4026	$1.7106
Cheese, US 40-pound blocks	$1.5264	$1.7918
Cheese, US 500-pound barrels	$1.2744	$1.6011
Butter, CME	$1.2630	$1.7814
Nonfat Dry Milk	$0.9552	$1.1680
Dry Whey	$0.3732	$0.6135

DAIRY PRODUCT SALES

May 5, 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.

•Revised



Week Ending	May 1	April 24	April 17	April 10
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		**Dollars/Pound**		
US	1.8207	1.7965•	1.7792•	1.7824
Sales Volume				
US	12,963,396	12,597,001•	12,992,153	13,399,449
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Contest				
Weighted Price		**Dollars/Pound**		
US	1.8380	1.7337	1.6346	1.5863
Adjusted to 38% Moisture				
US	1.7566	1.6545	1.5579	1.5122
Sales Volume		**Pounds**		
US	13,412,487	13,354,893	13,003,485	13,371,008
Weighted Moisture Content		**Percent**		
US	35.13	35.03	34.95	34.96
AA Butter				
Weighted Price		**Dollars/Pound**		
US	1.8062	1.8286•	1.8384	1.7750
Sales Volume		**Pounds**		
US	3,015,432	2,480,930•	4,343,159	5,297,906
Extra Grade Dry Whey Prices				
Weighted Price		**Dollars/Pounds**		
US	0.6284	0.6229•	0.6115	0.6070
Sales Volume				
US	4,946,315	5,018,806•	4,824,600	4,472,157
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		**Dollars/Pound**		
US	1.1816	1.1762•	1.1650•	1.1644
Sales Volume		**Pounds**		
US	22,714,923	18,529,850•	20,350,097•	17,310,177

DAIRY FUTURES PRICES

SETTLING PRICE *Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
4-30	May 21	19.18	16.21	66.250	125.850	1.830	1.8430	179.000
5-3	May 21	19.04	16.21	65.600	126.000	1.830	1.8280	178.000
5-4	May 21	19.07	16.21	65.750	126.275	1.829	1.8260	177.000
5-5	May 21	19.15	16.20	65.750	126.250	1.829	1.8350	176.000
5-6	May 21	18.90	16.07	65.300	125.000	1.817	1.8220	176.000
4-30	June 21	19.86	17.02	69.250	134.000	1.894	1.8730	179.750
5-3	June 21	19.79	16.97	65.950	134.050	1.894	1.8740	178.375
5-4	June 21	19.78	16.99	68.900	134.800	1.894	1.8830	177.000
5-5	June 21	19.76	16.99	68.850	134.750	1.894	1.8810	176.500
5-6	June 21	19.01	16.79	68.000	132.500	1.822	1.8060	177.250
4-30	July 21	19.85	17.31	67.150	136.000	1.921	1.8950	182.000
5-3	July 21	19.77	17.31	68.850	136.250	1.910	1.8810	182.000
5-4	July 21	19.84	17.31	67.025	136.925	1.910	1.8990	179.650
5-5	July 21	19.86	17.31	67.000	138.000	1.910	1.9070	179.600
5-6	July 21	19.24	17.20	66.000	136.000	1.899	1.8440	180.000
4-30	Aug 21	19.68	17.40	62.025	136.525	1.934	1.9050	184.000
5-3	Aug 21	19.64	17.42	67.150	137.400	1.934	1.9000	184.025
5-4	Aug 21	19.75	17.35	62.775	137.925	1.934	1.9090	181.500
5-5	Aug 21	19.81	17.49	63.500	139.250	1.934	1.9230	181.225
5-6	Aug 21	19.41	17.44	62.000	137.500	1.910	1.8800	182.050
4-30	Sept 21	19.50	17.52	59.725	137.500	1.943	1.9100	185.000
5-3	Sept 21	19.47	17.52	59.725	137.650	1.943	1.9050	186.000
5-4	Sept 21	19.56	17.52	60.000	138.225	1.943	1.9110	183.300
5-5	Sept 21	19.67	17.64	60.000	139.750	1.943	1.9180	183.950
5-6	Sept 21	19.50	17.60	58.900	138.400	1.943	1.9100	185.000
4-30	Oct 21	19.23	17.60	54.525	138.000	1.938	1.9140	186.500
5-3	Oct 21	19.19	17.60	54.525	138.100	1.938	1.9140	186.500
5-4	Oct 21	19.30	17.60	55.775	139.000	1.938	1.9230	184.000
5-5	Oct 21	19.39	17.63	56.550	140.000	1.938	1.9230	184.500
5-6	Oct 21	19.32	17.67	54.975	139.000	1.938	1.9190	186.000
4-30	Nov 21	18.90	17.62	53.650	138.250	1.914	1.8900	189.650
5-3	Nov 21	18.88	17.62	53.075	138.325	1.914	1.8900	189.000
5-4	Nov 21	18.90	17.62	52.000	139.500	1.914	1.8970	185.450
5-5	Nov 21	19.00	17.71	52.500	140.700	1.914	1.9060	185.500
5-6	Nov 21	18.90	17.75	51.000	140.475	1.914	1.8950	187.500
4-30	Dec 21	18.41	17.69	50.000	138.250	1.880	1.8500	187.975
5-3	Dec 21	18.41	17.69	50.950	138.400	1.880	1.8500	187.975
5-4	Dec 21	18.45	17.69	50.000	139.500	1.886	1.8590	186.150
5-5	Dec 21	18.55	17.75	50.250	140.000	1.886	1.8640	186.500
5-6	Dec 21	18.42	17.75	49.750	139.500	1.886	1.8540	187.000
4-30	Jan 22	18.05	17.55	50.375	139.900	1.823	1.8270	187.000
5-3	Jan 22	18.05	17.55	50.375	139.850	1.825	1.8270	187.000
5-4	Jan 22	18.08	17.55	50.375	140.000	1.828	1.8320	187.000
5-5	Jan 22	18.10	17.75	50.375	141.600	1.829	1.8370	187.000
5-6	Jan 22	18.02	17.75	50.375	141.600	1.829	1.8370	187.000
4-30	Feb 22	18.00	17.55	51.150	139.900	1.831	1.8310	186.275
5-3	Feb 22	18.00	17.55	50.375	140.250	1.831	1.8310	186.275
5-4	Feb 22	18.00	17.55	50.375	140.200	1.831	1.8360	186.275
5-5	Feb 22	18.01	17.75	50.375	141.125	1.831	1.8400	186.275
5-6	Feb 22	17.96	17.75	50.375	141.975	1.831	1.8390	186.275
4-30	Mar 21	18.01	17.55	52.650	139.900	1.825	1.8250	188.500
5-3	Mar 21	18.01	17.55	51.875	140.250	1.829	1.8290	188.500
5-4	Mar 21	18.02	17.55	51.875	141.400	1.829	1.8300	188.500
5-5	Mar 21	18.10	17.75	51.875	141.600	1.833	1.8330	188.500
5-6	Mar 21	17.95	17.75	51.875	141.600	1.833	1.8330	188.500
Interest - May 6		**24,525**	**2,244**	**4,606**	**6,271**	**3,110**	**24,341**	**8,064**

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - APRIL 30: Cheese makers continue to report a bountiful, flush-level milk supply. Foodservice sales maintained strength when compared to most of the past year; however, demand has begun to level off as a number of customers have recently refilled pipelines. Retail cheese demand reports are mixed. Eastern retail sales are hearty. Midwestern demand reports vary, but some producers say buyers are hesitant to add to their growing inventories in case of a market shift down. Cheese inventories remain mixed. Barrels are generally noted as tighter, but blocks are more available depending on variety.

NORTHEAST - MAY 5: Cheese markets are portraying a stabled undertone. On various spot market exchanges, cheese prices are firm. Manufacturers are working through healthy milk volumes for strong cheese production in the East. Cheddar, Mozzarella and Provolone production rates are reportedly strong. Manufacturers' cheese supplies remain balanced for the near term. Buyers' cheese demands are fairly stable. Retail sales are mixed. Foodservice sales continue to display heightened numbers, compared to this time last year.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb blocks:	$2.2550 - $2.5425	Process 5-lb sliced:	$1.9100 - $2.3900
Muenster:	$2.2425 - $2.5925	Swiss Cuts 10-14 lbs:	$3.2525 - $3.5750

MIDWEST AREA - MAY 5: Midwestern cheese makers relay spot milk offers are lighter this week. Still, prices being reported by the mid-week mark are mostly at sub-Class levels. Cheese production is busy. As flush season is near its peak, according to contacts, cheese makers are taking advantage of available spot milk discounts before milk yields begin to decline with warming weather. Generally, orders are steady. Foodservice acquisitions are beginning to level off, but pizza cheese and process cheese producers continue to say loads are moving. Cheese producers are giving mixed notes regarding cheese availability. Some are saying they are nearly over-sold, while others say inventories are slowly growing. Cheese market tones are generally steady. Cheese contacts generally view the current price points to be in a healthy trading position.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	$2.4400 - $3.5075	Mozzarella 5-6#:	$1.9700 - $2.9150
Brick 5# Loaf:	$2.1700 - $2.5950	Muenster 5# Loaf:	$2.1700 - $2.5950
Cheddar 40# Block:	$1.8925 - $2.2925	Process 5# Loaf:	$1.8950 - $2.2550
Monterey Jack 10#	$2.1450 - $2.3500	Grade A Swiss 6-9#:	$2.7675 - $2.8850

WEST - MAY 5: Retail cheese demand is reported as slightly lighter in the region this week. Foodservice demand has been leveling as contacts report that buyers have been able to satisfy most near-term needs. Inventories of cheese remain mixed; blocks are available for purchase, but barrels are noted as somewhat firm; some contacts suggest not as tight as in recent weeks. Cheese production continues to be strong, reflecting the high availability of milk in the region. Cheese market tones are firm. There is some consternation regarding the barrel price continuing to hover over the block price on the CME; however, cheese producers report market prices are in a somewhat healthy position right now. An increase in interest from Chinese importers has aided in some contacts viewing the market tones with a little more bullishness, as well.

Wholesale prices delivered, dollars per/lb:		Monterey Jack 10#:	$2.1175 - $2.3925
Cheddar 10# Cuts:	$2.1300 - $2.3300	Process 5# Loaf:	$1.9125 - $2.1675
Cheddar 40# Block:	$1.8825 - $2.3725	Swiss 6-9# Cuts:	$3.0600 - $3.4900

FOREIGN -TYPE CHEESE - MAY 5: Cheese from Western Europe continues to be a primary source for US cheese imports. Delivering Western European cheese to the US has been more challenging recently. One reason has been the protracted slow start to Western European 2021 milk production, mostly due to weather. The continuing saga of shipping delays is another factor slowing exports to the US. Finally, more COVID restrictions linger in countries such as Germany and France, where vaccine completion rates lag those in the US. This results in more friction in production and shipment of cheese. Sources in Western Europe continue to project that 2021 cheese production will increase over 2020.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	$2.6400 - 5.2300	$2.2625 - 3.7500
Gorgonzola:	$3.6900 - 5.7400	$2.7700 - 3.4875
Parmesan (Italy):	0	$3.6500 - 5.7400
Romano (Cows Milk):	0	$3.4525 - 5.6075
Sardo Romano (Argentine):	$2.8500 - 4.7800	0
Reggianito (Argentine):	$3.2900 - 4.7800	0
Jarlsberg (Brand):	$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	$3.2875 - 3.6125
Swiss Cuts Finnish:	$2.6700- 2.9300	0

WHOLESALE BUTTER MARKETS - MAY 5

WEST: Western cream is tightening a bit. Available supplies are still adequate to meet demand throughout the region. Ice cream makers are working through heavy volumes of cream,and butter operations are receiving steady supplies to maintain seasonally active production schedules. Southwestern contacts relay concerns about cream outlook this summer; some creameries are working to grow butter inventories now to insulate against potential uncertainties later this year. Retail orders are steady to lower. Foodservice demand appears to be leveling off, for now, after weeks of growth. Wide-ranging and quickly changing Covid restrictions/conditions pose a challenge to accurately forecasting bulk butter needs. Some contacts expect that foodservice demand will continue to come in waves.

CENTRAL: Butter makers continue to report lackluster retail sales. Foodservice orders have picked up, but they have steadied in recent weeks as pipelines filled up. Cream is tightening, but not tight. Butter makers report clearing regional cream loads in the mid 1.20s again this week. That said, availability is reportedly more limited, particularly for churning, as ice cream production seasonally lifts. Butter plant managers say they are putting some bulk loads away in preparation for the fall, but customers relay butter is available.

NORTHEAST: Butter operations are working through a steady supply of milk/cream loads for their production needs. Cream supplies are mostly available, although cream offers are priced at higher levels. Some butter makers relay their butter output is down compared to last year at this time. Butter inventories remain stable. Retail sales are currently lower with retailers/grocers ordering fewer supplies. Foodservice sales are reportedly stable and improving. Butter markets are holding a fairly steady tone.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total dairy ads decreased from last week. Conventional ads were 11 percent lower, while organic ad numbers shrunk by 32 percent. Conventional ice cream in 48- to 64-ounce containers was the most advertised dairy item, despite a two percent decline in ad numbers from week 17.

Total conventional cheese ads declined 13 percent. Conventional cheese in 8-ounce blocks have an average price of $2.44, $.23 lower than last week. Conventional cheese in 8-ounce shreds held a price of $2.47, down $.07 from the previous week. Total organic yogurt ad numbers decreased 63 percent this week, while conventional yogurt ad numbers decreased 26 percent.

Conventional 32-ounce Greek yogurt ad numbers slipped 22 percent week to week. The average price decreased from $4.45 last week to $3.98 this week. The average price for conventional half-gallon milk was $2.73, while organic half-gallon milk held an average price of $3.82, resulting in an organic premium of $1.09.

RETAIL PRICES - CONVENTIONAL DAIRY - MAY 7

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	2.87	3.21	2.82	2.74	3.18	2.28	3.26
Cheese 8 oz block	2.44	2.33	2.54	2.54	2.58	2.35	NA
Cheese 1# block	4.29	4.45	3.60	2.99	NA	5.66	3.99
Cheese 2# block	5.86	NA	NA	4.99	5.60	6.23	5.99
Cheese 8 oz shred	2.47	2.22	2.66	2.43	2.64	2.42	NA
Cheese 1# shred	3.53	3.35	3.26	2.99	NA	NA	4.54
Cottage Cheese	2.00	2.22	2.16	1.66	2.50	1.47	.99
Cream Cheese	1.88	1.59	2.50	1.97	1.99	2.17	1.72
Flavored Milk ½ gallon	1.67	NA	1.66	1.66	NA	1.67	NA
Flavored Milk gallon	2.99	NA	NA	NA	NA	2.99	NA
Ice Cream 48-64 oz	3.20	2.92	3.47	2.95	4.17	2.83	3.58
Milk ½ gallon	2.73	2.12	NA	NA	NA	3.49	NA
Milk gallon	2.97	NA	NA	NA	3.42	NA	1.99
Sour Cream 16 oz	1.69	1.70	1.72	1.69	2.18	1.54	1.23
Yogurt (Greek) 4-6 oz	.96	.92	.96	1.00	1.00	1.00	.98
Yogurt (Greek) 32 oz	3.98	4.31	NA	3.47	4.37	4.44	2.44
Yogurt 4-6 oz	.48	.51	.53	.44	.45	NA	.46
Yogurt 32 oz	2.66	2.50	2.49	2.50	NA	2.68	3.00

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

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:			
Butter 1 lb:	NA	Yogurt 32 oz:	$3.00
Cheese 8 oz shred:	$3.69	Greek Yogurt 32 oz:	$6.38
Cheese 1 lb block:	NA	Milk UHT 8 oz:	NA
Cream Cheese 8 oz:	NA	Milk ½ gallon:	$3.82
Cottage Cheese 16 oz:	NA	Milk gallon:	$6.20
Yogurt 4-6 oz:	NA	Sour Cream 16 oz:	$2.49
		Ice Cream 48-64 oz:	NA

NDM PRODUCTS - MAY 6

NDM - CENTRAL: Another week of bullish price movements were reported on the low/medium heat NDM spot market. Drying is active, but some plants are undergoing washes/maintenance this week. Availability is limited and demand is healthy, particularly from Mexican importers. Contacts report a strong pull from Midwestern manufacturing to the border. Regional end users are hesitant to take on loads at $1.30 or thereabouts, but even domestic trading was fairly active this week. High heat NDM prices increased. Trading of high heat NDM was light in the Central region, as spot availability is tight. NDM market tones are notably bullish.

NDM - WEST: Low/medium heat NDM prices continue to climb higher. The range and mostly price series are currently higher than they have been at any point since December of 2014. Low/medium heat NDM markets are bullish. Demand is steady in domestic markets, while continuing to be strong internationally. Exports of low/medium heat NDM to Mexico continue to be notably high. In the West, producers are running busy schedules as milk is readily available for drying.

NDM - EAST: Low/medium heat NDM trading picked up. End users, although hesitant at current prices, reported more spot purchases this week than in the past few weeks. Contacts continue to question the longevity of the current market status, but demand from export markets has yet to wane. In fact, it has gained steam this week. Production in the region is active, comparatively, but spot loads are scantly available. High heat NDM prices climbed higher on quiet trading on a market noted as very tight. NDM market tones are bullish. Some contacts have expectations of bullish markets continuing through the end of this quarter, if not longer.

LACTOSE: While lactose prices are mostly unchanged this week, a few lower spot sales pulled the bottom of the price range down several pennies. Industry contacts suggest market demand is a bit more mixed. Manufacturers report buyers are still making numerous inquiries, especially for lactose used in standardization, infant formula and applications that require added testing. However, demand for lactose that is more interchangeable with other carbohydrates has softened slightly.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
05/03/21	72,512	78,283
05/01/21	72,512	78,283
Change	0	0
Percent Change	0	0

CME CASH PRICES - MAY 3 - MAY 7, 2021

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY May 3	$1.8125 (-2¼)	$1.8000 (NC)	$1.7525 (NC)	$1.3200 (-½)	$0.6600 (NC)
TUESDAY May 4	$1.8200 (+¾)	$1.8000 (NC)	$1.7450 (-¾)	$1.3400 (+2)	$0.6450 (-1½)
WEDNESDAY May 5	$1.8450 (+2½)	$1.8025 (+¼)	$1.7350 (-1)	$1.3575 (+1¾)	$0.6475 (+¼)
THURSDAY May 6	$1.7750 (-7)	$1.7600 (-4¼)	$1.7475 (+1¼)	$1.3450 (-1¼)	$0.6475 (NC)
FRIDAY May 7	$1.7275 (-4¾)	$1.7475 (-1¼)	$1.7700 (+2¼)	$1.3225 (-2¼)	$0.6275 (-2)
Week's AVG $ Change	**$1.7960 (-0.0150)**	**$1.7820 (-0.0190)**	**$1.7500 (-0.0360)**	**$1.3370 (+0.0260)**	**$0.6455 (-0.0175)**
Last Week's AVG	**$1.8110**	**$1.8010**	**$1.7860**	**$1.3110**	**$0.6630**
2020 AVG Same Week	**$1.2465**	**$1.2770**	**$1.2480**	**$0.8160**	**$0.3990**

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Eight cars of blocks were sold Monday, the last at $1.8000, which set the price. On Tuesday, 8 cars of blocks were sold, the last at $1.8000, which left the price unchanged. One car of blocks was sold Wednesday at $1.8025, which raised the price. There was no block market activity on Thursday. Seven cars of blocks were sold Friday, the last at $1.8000, which set the price. The barrel price declined Monday on a sale at $1.7950, increased Tuesday on a sale at $1.7975, rose Wednesday on an unfilled bid at $1.8125, increased Thursday on an unfilled bid at $1.8150, and rose Friday on an unfilled bid at $1.8350.

Butter Comment: The price rose Monday on a sale at $1.7975, increased Wednesday on a sale at $1.8050, then fell Friday on a sale at $1.7525.

Nonfat Dry Milk Comment: The price increased Monday on a sale at $1.2900, rose Tuesday on a sale at $1.3100, increased Thursday on a sale at $1.3200, and rose Friday on a sale at $1.3250.

Dry Whey Comment: The price rose Monday on an unfilled bid at 64.50 cents, increased Tuesday on an unfilled bid at 66.0 cents, rose Wednesday on an unfilled bid at 67.50 cents, then fell Friday on a sale at 66.0 cents.

WHEY MARKETS - MAY 3 - MAY 7, 2021

RELEASE DATE - MAY 6, 2021

Animal Feed Whey—Central: Milk Replacer: .5400 (+2) – .5925 (NC)

Buttermilk Powder:
Central & East: 1.1350 (+½) – 1.2200 (+5¼) West: 1.1400 (+3) – 1.2300 (+4)
Mostly: 1.1500 (+2) – 1.1700 (+2)

Casein: Rennet: 3.7300 (+2) – 3.8200 (+4) Acid: 4.2000 (+2) – 4.3200 (NC)

Dry Whey—Central (Edible):
Nonhygroscopic: .5900 (+2) – .7000 (NC) Mostly: .6400 (+2½) – .6600 (+1½)

Dry Whey–West (Edible):
Nonhygroscopic: .6025 (-½) – .6850 (-2½) Mostly: .6375 (-½) – .6625 (-½)

Dry Whey—NorthEast: .6100 (NC) – .6700 (+¼)

Lactose—Central and West:
Edible: .3800 (-2) – .5600 (NC) Mostly: .4200 (NC) – .4800 (NC)

Nonfat Dry Milk —Central & East:
Low/Medium Heat: 1.2600 (+7) – 1.3600 (+1) Mostly: 1.3000 (+4) – 1.3400 (+4)
High Heat: 1.3500 (+1) – 1.5250 (+12½)

Nonfat Dry Milk —Western:
Low/Medium Heat: 1.2550(+6¾) – 1.3875 (+4) Mostly: 1.3000 (+7) – 1.3400 (+7)
High Heat: 1.4600 (+9) – 1.5250 (+4)

Whey Protein Concentrate—Central and West:
Edible 34% Protein: 1.0500 (+1) – 1.2700 (NC) Mostly: 1.0900 (+4) – 1.1600 (NC)

Whole Milk—National: 1.7000 (-4) – 1.7900 (+1)

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

HISTORICAL MILK PRICES - CLASS III

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

USDA Announces Purchase Awards For Butter, Yogurt, UHT, Evaporated Milk

Washington—The US Department of Agriculture (USDA) announced the awarding of contracts to seven companies for butter, yogurt, UHT milk and evaporated milk for delivery in July, August and September.

USDA awarded contracts to two companies for a total of 71,820 pounds of butter. The price range for the butter was $2.1770 to $2.2145 per pound; the total price of the butter purchase was $158,075.82.

Contracts were awarded to:

Select Milk Producers: 61,560 pounds of butter, at a total price of $135,401.22.

West Point Dairy Products: 10,260 pounds of butter, at a total price of $22,674.60.

Two companies were awarded contracts for a total of 643,566 pounds of high protein yogurt, including 224,550 pounds of blueberry yogurt, 24/4-ounce cups, 175,542 pounds of strawberry yogurt, 24/4-ounce cups, and 80,130 pounds of vanilla yogurt, 24/4-ounce cups, all at $1.1700 per pound, for a total price of $262,723.50, $205,384.14 and $93,752.10, respectively; and 163,344 pounds of vanilla yogurt, 6/32-ounce tubs, in a price range of $1.2650 to $1.2700 per pound and a total price of $207,103.68.

Yogurt contracts were:

Byrne Dairy: 68,640 pounds of vanilla yogurt, 6/32-ounce tubs, at a total price of $86,829.60.

Chobani: 574,926 pounds of yogurt, at a total price of $682,133.82.

USDA awarded contracts to three companies for a total of 12,419,356.32 pounds of UHT milk, including 12,190,500 pounds of 1 percent milkfat UHT 1500 box, 12/32-fluid ounces, at a total price of $5,724,329.85; and 228,856.32 pounds of 1 percent milkfat UHT 2640 box, 27/8-fluid ounces, at a total prce of $140,517.78.

UHT milk contracts were to:

Byrne Dairy: 696,600 pounds of UHT milk, at a total price of $303,586.02.

Gossner Foods: 11,180,956.32 pounds of UHT milk, at a total price of $5,268,689.68.

Industria Lechera de Puerto Rico: 541,800 pounds of UHT milk, at a total price of $292,572.00.

Finally, USDA awarded a contract to **O-AT-KA Milk Products Cooperative** for a total of 111,537 pounds of skim evaporated milk, 24/12-fluid-ounce cans, at a total price of $96,144.90.