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Importance Of Boosting Market Access For US Dairy Emphasized

New And Expanded Trade Agreements Seen Helping US Keep Pace With Competitors

Washington—Maintaining trade relationships and expanding market access for US dairy products "is vital to the strength of the domestic dairy industry and the economic health of rural America," according to Simon Vander Woude, chairman of the board of directors of California Dairies, Inc. (CDI).

Vander Woude made his comments Wednesday during testimony at a House Agriculture subcommittee on livestock and foreign agriculture hearing on trade policy. Vander Woude, who testified on behalf of the National Milk Producers Federation (NMPF), also serves on the board of directors of the US Dairy Export Council (USDEC).

"Congress and the US government must work together to expand equitable trade relationships with key dairy trade partners, creating greater market access for the high-quality, sustainably produced milk and dairy ingredients manufactured by the US dairy industry," Vander Woude commented. "I cannot overemphasize the importance of expanded market access opportunities for US dairy exports.

"Unfortunately, the United States has already failed to keep pace in the pursuit of such opportunities compared to our competitors in Europe, New Zealand, and Australia," Vander Woude continued. "This shortcoming will not mean standing still; it means we are falling behind, as our competitors continue to negotiate trade deals that erode US export competitiveness."

With respect to the current and future direction of US trade policy, Vander Woude offered several observations and recommendations.

First, he said no discussion of trade issues can overlook the "immediate and urgent challenge that shipping supply chain issues are posing to our exports. In just the first seven months of this year, those challenges cost the US dairy industry nearly $1 billion in additional expenses, lost sales, and eroded value.

"If further congressional and administrative actions are not swiftly taken to tackle this crisis more fully, the impacts on American-made products will only continue to mount with farmers ultimately bearing the brunt of that," Vander Woude added.

Also, the US "must pursue trade agreements that favor our nation," Vander Woude said. "Collectively, too much time has been spent dwelling on losses from trade rather than on its benefits and how to generate more of the latter."

The US dairy industry has urged the Biden administration to start negotiations immediately with the United Kingdom, with several of the countries that are party to the Comprehensive and Progressive Trans-Pacific Partnership (CPTPP), as well as others in Southeast Asia, and in the Middle East — "steps that would allow our industry to grow exports," he said.

"Where pursuit of a comprehensive deal may not be immediately

• See **New Trade Deals,** p. 9

Milk Production Fell 0.3% In October; Output Fell In 15 Of 24 Reporting States; Cow Numbers Drop

Washington—US milk production in the 24 reporting states during October totaled 17.7 billion pounds, down 0.3 percent from October 2020, USDA's National Agricultural Statistics Service (NASS) reported Thursday.

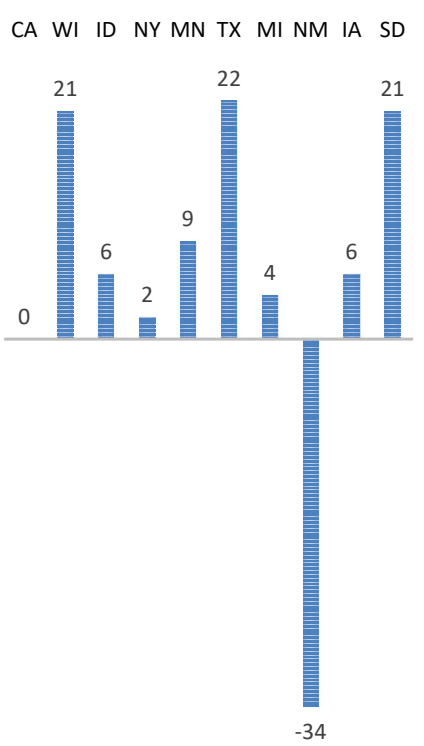
September's estimate for the 24 reporting states was revised down by 37 million pounds, so output was up 0.2 percent from September 2020, rather than up 0.4 percent as initially estimated.

Production per cow in reporting states averaged 1,990 pounds, six pounds below October 2020.

The number of milk cows on farms in the 24 reporting states was 8.90 million head, 4,000 head more than October 2020 but 15,000 head less than September 2021. Milk cow numbers in the 24 reporting states have now declined by 95,000 head since peaking in May, at 9.0 million head.

For the US as a whole, October milk production totaled 18.5 billion pounds, down 0.5 percent from October 2020. Production per cow in the US averaged 1,970 pounds for October, six pounds below October 2020. The number of milk cows on farms in the US in October was 9.4 million head, 14,000 head below October 2020

• See **Milk Output Falls,** p. 6



USDA Buys Cheese, Yogurt; Seeks Cheddar, Swiss Cheese, Fluid Milk For 2022 Delivery

Washington—The US Department of Agriculture (USDA) on Monday announced the awarding of contracts to three companies for the purchase of cheese and yogurt products for delivery during the first three months of 2022.

Contracts were awarded to:

Chobani, LLC: a total of 769,398 pounds of high protein yogurt, including 113,784 pounds of 6/32-ounce vanilla tubs, 198,738 pounds of 24/4-ounce blueberry cups, 334,530 pounds of 24/4-ounce strawberry cups, and 122,346 pounds of 24/4-ounce vanilla cups, at a total price of $960,880.56.

• See **USDA Seeks,** p. 7

Six Federal Orders Had Negative Oct. PPDs; Class III Use Lowest Since June

Washington—Class III volume on the seven federal milk marketing orders that pay dairy farmers a producer price differential (PPD) totaled 2.7 billion pounds in October, down 1.6 billion pounds from September but up 1.4 billion pounds from October 2020, according to the statistical uniform price announcements for those seven orders.

That's the lowest Class III volume on those seven orders since June, when it totaled 2.5 billion pounds. Class III volume on the seven orders had topped 4.0 billion pounds in July, August and September.

In October, six of the seven orders reported negative PPDs, ranging from negative nine cents per hundredweight on the Southwest federal order to negative 70 cents per hundred on the Pacific Northwest order. The Northeast order's October PPD was positive 61 cents per hundred.

That was the first time since June that any of the seven federal orders reported a negative PPD.

On the California federal order in October, the statistical uniform price was $17.29 per hundredweight and the PPD was negative 54 cents per hundred.

Class III volume on the California order in October totaled 102 million pounds, down 109.3 million pounds from September but up 89.3 million pounds from October 2020. That's the lowest volume of milk pooled in Class III on the California order since July's 99.4 million pounds.

California's Class III utilization in October was 5.4 percent, down

• See **Negative PPDs,** p. 10

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about the only reason USDA is projecting a milk production increase in 2022 is because it keeps reducing its forecast for 2021 milk production.

Production-Wise, 2022 Shaping Up As A Mighty Interesting Year

USDA last week released its monthly supply-demand projections for dairy and other ag commodities and, as reported on our back page last week, the agency has reduced its forecast not only for 2021 milk production, but also for 2022 milk production.

And this isn't just a small "tweak" in its 2022 milk production forecast; USDA lowered its 2022 forecast by 1.6 billion pounds from last month. And it reduced its milk production forecast for this year by 600 million pounds, meaning the agency, in just one month, reduced its production expectations for the two years combined by over 2.0 billion pounds.

It's worth remembering, if not emphasizing, that USDA still expects milk production to increase next year, by 1.7 billion pounds, to be exact. That would be on top of this year's forecast milk production increase of 3.2 billion pounds.

It wasn't all that long ago that US milk production was posting milk production increases of less than 1.0 billion pounds per year. In 2019, for example, US milk production of 218.4 billion pounds was up less than 900 million pounds from 2018.

And back in the early years of the 21st century, milk production increased from 170.06 billion pounds in 2002 to 170.35 billion pounds in 2003 and then 170.8 billion pounds in 2004, meaning that production actually increased less than 800 million pounds over a two-year period.

But in some recent years, milk production increases have been pretty impressive. For example, 2020 milk production of 223.2 billion pounds was up 4.8 billion pounds from 2019, and 2016 milk production of 212.5 billion pounds was up 3.9 billion pounds from 2015.

So the milk production increase projected for 2022 would be on the lower end of production increases in recent years. That alone is noteworthy.

Another thing that's noteworthy about USDA's latest forecast for 2022 milk production is how much it has dropped in recent months. Back in May, when USDA released its initial projections for next year, the agency projected that 2022 milk production would reach a record 230.3 billion pounds.

USDA actually **raised** its 2022 milk production forecasts over the next two months. In its June supply-demand estimates, the agency projected that 2022 milk production would reach 231.1 billion pounds, up 800 million pounds from its May forecast. And then in July, USDA projected that 2022 milk production would reach 231.6 billion pounds, up 500 million pounds from its June forecast.

Thus, in just the first two months after it released initial 2022 projections, USDA boosted its 2022 milk production forecast by 1.3 billion pounds. The agency also raised its 2021 milk production forecast in June by 600 million pounds, although it reduced that forecast in July by 300 million pounds.

It's also worth noting that, in both the June and July supply-demand reports, USDA cited higher forecast milk cow numbers as a reason why it was raising its production forecasts (in the July report, the agency lowered its production forecast for 2021 as slower-expected growth in milk per cow more than offset higher forecast cow numbers).

Those June and July reports were released during a period when milk cow numbers were still increasing. It wasn't until USDA's July "Milk Production" report was released on July 22 (10 days after the July supply-demand estimates were released) that cow numbers started to decline (June cow numbers in the 24 reporting states were down 1,000 head from May, according to that report).

Things have snowballed since then. Milk cow numbers, both in the 24 reporting states and for the US as a whole, have declined every month since May, and those declines have been particularly notable in the last three months.

Reflecting that, USDA has reduced its forecast for 2022 milk production for four consecutive months, including reductions of 400 million pounds in its August supply-demand report, 600 million pounds in its September report, 900 million pounds in its October report and, as noted earlier, 1.6 billion pounds in its November report.

And with milk cow numbers falling again in October (for more details, please see the milk production story on our front page this week), it's a pretty safe bet that, in its December supply-demand report, USDA will again lower its 2022 milk production projection.

At this rate, about the only reason USDA is projecting a milk production increase in 2022 is because it keeps reducing its forecast for 2021 milk production. In fact, USDA back in August lowered its projection for 2021 milk production by 100 million pounds, to 228.1 billion pounds, which is exactly what the agency is now projecting for 2022 milk production.

There are at least two caveats to keep in mind when looking at these milk production forecasts. First, as the above statistics indicate, USDA's projections can and do turn around quickly and significantly. Sometime in the not-too-distant future, USDA could stop reducing its 2022 production forecast and start increasing it.

Second, the two most recent years in which milk production grew by less than 1 billion pounds (2019 and 2013), it expanded significantly the following year (by 4.8 billion pounds in both 2020 and 2014).

So the US might be looking at tight milk supply conditions in 2022, followed by a significantly larger volume of milk in 2023.

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Perfect Day, Maker Of Animal-Free Dairy Protein, Launches Protein Powder

Berkeley, CA—Perfect Day, Inc., creator of animal-free dairy protein, announced its entrance into the sports nutrition market.

The introduction protein line puts Perfect Day's hallmark ingredient front and center, bringing consumers the taste, performance, and nutrition of conventional whey protein powder but with a fraction of the environmental impact, the company stated.

The category will be ushered in by flagship partner Natreve, which Perfect Day described as the world's first plastic and carbon neutral wellness company, and California Performance Co., the newest brand from The Urgent Company.

"We developed this new product line for traditional whey protein and plant-based protein consumers alike, and above all, for anyone conscious about their health and the health of our planet," said Ryan Pandya, Perfect Day co-founder and CEO.

Natreve is Perfect Day's first partner in the category, this week announcing MOOLESS, a protein powder that's made with Perfect Day's animal-free whey protein powder, which is molecularly identical to traditional whey protein powder but made through precision fermentation.

Each serving of MOOLESS, which will launch in early 2022, contains 20 grams of protein. It will be available in four flavors: Strawberry Shortcake, Vanilla Bean Cupcake, Cookies and Cream, and Chocolate Fudge Brownie.

California Performance Co., helmed by Perfect Day's consumer-facing subsidiary The Urgent Company, will expand its animal-free product offerings to customers across the US, as well as internationally for the first time, selling directly to consumers in Singapore and Hong Kong.

Perfect Day's flagship product, which the company describes as the world's first precision fermentation protein, debuted last year. Instead of relying on cows, Perfect Day uses microflora to create proprietary animal-free dairy protein.

Bold Cultr is launching its first product, described as a cream cheese alternative, at BoldCultrFoods.com and in select Hy-Vee locations, according to General Mills, which owns Bold Cultr.

Bold Cultr is made from milk proteins made by Perfect Day. Bold Cultr's first product, a plain-flavored cream cheese alternative, is aimed at consumers looking for cheese alternatives that have the same satisfying taste and texture of dairy, but without the animal.

Two additional flavors of cream cheese alternatives are currently in development, as well as cheese alternative slices and shreds.

Bold Cultr was started by Drake Ellingboe, Laura Engstrom and Illeme Amegatcher, to revolutionize animal products to deliver the next generation of dairy.

"With the rise of plant-based and flexitarian diets, there is a need for a cheese alternative that has the same taste, texture and functionality as dairy cheese," Engstrom said.

ADM, Temasek Planning Joint Venture To Develop Microbial-Based Alternative Proteins

Chicago—ADM and Asia Sustainable Foods Platform, a company wholly owned by Temasek, announced that they have signed an agreement paving a path toward a venture to provide technology development and precision fermentation for companies serving the consumer demand for bio-based products, including alternative protein, in Singapore and the wider Asia-Pacific (APAC) region.

The venture would be for both startups and mature businesses looking for support in food-grade fermentation, downstream processing, lab services and consulting. It would have the capability to assist customers, from bench to pilot scale, and would specialize in the development of microbial-based proteins to create alternatives to dairy and meat proteins and other food and beverage solutions.

"ADM is a leader in microbial solutions, and from our recent investment in Acies Bio to our work with partners like Nature's Fynd, Air Protein, and now Temasek, we're finding new ways to power growth and offer exciting, innovative solutions to serve the nutritional needs of the world's growing population," said Juan Luciano, ADM's chairman and CEO.

The venture would be supported by the Singapore Economic Development Board (EDB).

"The joint venture addresses the needs of innovators in developing and scaling fermentation-based solutions, allowing them to serve global customers from Singapore," said Damian Chan, executive vice president, EDB.

Milk Production is Bullish for Prices

Dairy Situation & Outlook - Nov 18

DR. BOB CROPP,
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What was earlier predicted for Class III milk prices in the high $18's for both November and December will not materialize. Milk cow numbers were on a decline since May and total milk production was up just 0.6 percent for August and 0.2 percent for September.

As a result, cheese prices had shown real strength during October. From the beginning to the end of October 40-pound Cheddar blocks increased 27 cents per pound and barrels 24 cents.

But cheese prices have weakened since then. The 40-pound block price had fallen to $1.675 per pound the start of November, rallied to $1.81 but fell sharply thereafter to $1.66, but did increase today to $1.73. Barrels started the month at $1.7525 per pound but have fallen to $1.4550. Part of the weakness in cheese prices was due to the September stock report which showed cheese stocks increasing rather than normally decreasing August to September with September stocks 7.7 percent higher than a year ago.

Dry whey was $0.645 per pound the start of the month and is now $.7000 giving strength to the Class III price. We can now expect the November Class III price to be about $17.95, and if cheese prices do not rebound some December about $17.30.

Unlike the Class III price the Class IV price has strengthened due higher butter and nonfat dry milk prices. Butter started November at $1.98 per pound, did fall to $1.935 but is now $2.0375. Nonfat dry milk has been in the $1.55 to $1.57 per pound range. The Class IV price will be higher than the Class III price. For October, the Class IV price was $17.04 but should be about $18.65 for November and possibly reaching $19 by December.

Forecasting milk prices far into next year with a high level of certainty is difficult. Milk prices are very sensitive to small or anticipated changes in milk production, domestic sales, or dairy exports.

Milk production looks to be bullish for milk prices. October milk production fell 0.5 percent below a year ago. Milk cow numbers fell 14,000 head below a year ago. Since May milk cow numbers have fallen by 107,000 head.

Domestic sales of cheese and butter have been positive for milk prices. But high inflation driving up the price of most everything including food, the price of gas and the cost to heat homes this winter is reducing consumer spending power. Consumers may cut back on eating in restaurants and buying cheese in stores.

Dairy exports have been a bright spot for milk prices. September saw the eighth straight month of growth in dairy exports. September export volume was 14 percent higher than a year ago. Compared to a year ago exports of nonfat dry milk/skim milk powder were up 16.2 percent, dry whey products 5.1 percent, cheese 20.5 percent, and butterfat 223.4 percent.

Dairy exports are forecasted to increase next year. World dairy product prices have been increasing. US prices of nonfat dry milk/skim milk power, cheese and butter remain competitive on the world market. Milk production in major exporters is not increasing to produce more dairy products for export. Western Europe dairy producers face higher feed costs and milk production has been up just slightly from a year ago. Milk production in New Zealand has been below year ago levels. Exports to Mexico are running well above a year ago. Exports to China have also been higher. Exports of whey products to China, the largest US export market for whey have added strength to the Class III price. A year ago, dry whey was in the $0.40's per pound. Now dry whey has been in the high $0.60's. This has added about $1.50 to the Class III price. Whey exports to China may slow some next year as China hog producers are experiencing lower prices. Since over half of dry whey is exported dry whey prices are very sensitive to export volume. For example, if dry whey prices were to drop back to $0.50 per pound the Class III price would be lower by about $0.90.

With much higher feed cost, labor cost and the cost of most all other inputs milk production next year may increase by no more than 1 percent. Milk cow numbers are likely to continue to decline at least for the first half of the year. USDA has forecasted milk cow numbers to average 60,000 head fewer next year, a decline of 0.6 percent. USDA also forecasts milk per cow to increase by 1.4 percent resulting in total milk production up just 0.8 percent from this year.

That level of milk production would support favorable milk prices next year. It would take lower than expected domestic milk sales, lower than expected dairy exports or a combination of the two to result in relatively unfavorable milk prices.

USDA forecasts Class III to average $17.75 next year compared to $16.95 this year. Due to stronger butter and nonfat dry milk prices USDA forecasts Class IV to average higher than Class III with an average of $18.70 next year compared to $16.00 this year. Current Class III futures are more optimistic being in the $18's February through December. Class IV futures are in the high $18's and reaching the $19's for some months of next year.

If milk production does turn out as low as what is being forecasted, there is a strong probability that Class III could average better than what USDA is forecasting.BC

FROM OUR ARCHIVES

50 YEARS AGO

Nov. 19 , 1971: St. Paul, MN— Leo Grebner has been elected president of the North Central Cheese Industries Association for the coming year. Norman Western of Oakes, ND, will serve as vice president, along with Leo Hertel, Winsted, MN, treasurer; and H.A. Morris, University of Minnesota, secretary.

Green Bay, WI—The L.D. Schreiber Cheese Company here has kicked off construction on a $1 million cheese processing plant in Logan, UT. The expansion is a major move to extend Schreiber into the West Coast market, president Robert Deutsch said.

25 YEARS AGO

Nov. 15, 1996: Washington— Jerry Kozak, senior vice president of the International Dairy Foods Association, was recently elected president of the International Dairy Federation (IDF). Kozak is the first American to be elected IDF president in the organization's 93-year history.

Madison—For the first time, butter manufacturers nationwide will have the opportunity to compete against their peers for a Best of Class award in the 1997 US Championship Cheese Contest. In addition to the new Salted, Unsalted and Flavored Butter classes, the contest will also offer two classes for the maker's of goat's milk cheese: Fresh Goat's Milk Cheese and Aged/Cured Goat's Milk Cheese.

10 YEARS AGO

Nov. 18, 2011: Visalia, CA— California Dairies, the second-largest US dairy cooperative, has appointed Andrei Mikhalevsky as president and CEO, effective Jan. 1, 2012. Mikhalevsky will succeed Richard Cotta, who is retiring at the end of next month.

South Royalton, VT—A new nonprofit organization based in Vermont has been established to help micro dairies across the country source equipment, provide educational resources and partner with consumers looking for milk and cheese straight off the farm. Micro dairies are defined as dairy farms milking 10 or less cows, sheep, goats or water buffalo, and selling 100 percent of the milk directly to consumers from the farm where the milk is produced.

DMI Executives Outline Checkoff's Strategy To Grow Dairy Sales And Trust

Las Vegas, NV—Leaders of Dairy Management, Inc. (DMI) this week outlined the dairy checkoff's strategies to grow sales and trust, as well as to deal with an increasingly complex and dynamic marketplace.

They made their remarks at the 2021 joint annual meeting of the National Dairy Promotion and Research Board, United Dairy Industry Association and National Milk Producers Federation.

Barb O'Brien, who succeeded Tom Gallagher as DMI's CEO last month, noted that she has worked in every aspect of checkoff strategy during her 20 years with DMI and has built many relationships with farmers, partners and customers across the value chain. She spent the first six weeks in her role speaking with as many of them.

"The goal was to hear diverse perspectives on the state of the industry, to understand concerns, and to generate ideas to consider as we build the next chapter of the checkoff's history," O'Brien said. "While the dairy checkoff has achieved strong results over many years, we are operating in an increasingly complex and dynamic global marketplace that requires new solutions, and hard choices to be made on how to most effectively and efficiently invest on farmers' behalf."

O'Brien laid out her strategy that focuses on three areas:

Collective approach and impact: O'Brien emphasized the checkoff's strength is rooted in the enterprise of companies it created, including the US Dairy Export Council, Innovation Center for US Dairy, Newtrient and GENYOUth.

"While each company has its own mission, the whole is greater not just in the sum of the parts, but in their interaction," she said. "We want to drive greater synergies and to bring clarity to the work that each entity is uniquely qualified to lead, maximizing efficiencies so there are more working dollars for in-market use."

Transparency and accountability: O'Brien stressed this is a priority and a reason why she embarked on a listening tour "to understand farmers' perspectives on the business and to assure understanding of my results-oriented accountability and bias for action."

She said a team will review programs, structures and expenditures to ensure results, greater efficiency and support a higher level of transparency and consistency in reporting progress and impact.

People and purpose: Developing future-ready talent across the checkoff organizations is O'Brien's final priority.

She explained how ongoing staff development and recruitment can help assure a talented employee base with skill sets essential for future success.

Beth Engelmann, DMI chief operating officer, and Paul Ziemnisky, DMI executive vice president of domestic partnerships, discussed the checkoff's strategy to grow sales and trust locally and nationally.

Engelmann said DMI and the state and regional checkoff organizations created a four-year strategic framework focused on three priorities:

- Winning with the next generation of consumers.
- Driving domestic and international dairy sales.
- Ensuring dairy has its rightful place as an essential, sustainable food source.

A final aspect, the checkoff's "dairy transformation" work, kicks in during the fourth year.

Ziemnisky said partners including McDonald's, Domino's, Pizza Hut and Taco Bell have collectively grown US dairy sales by 2.2 billion milk equivalent pounds and have averaged 3 percent dairy volume growth since their creation, adding year-to-date figures show 3 to 6 percent growth. The success doesn't include the catalytic sales impact of others following checkoff partners' moves.

Ziemnisky noted successes such as helping Domino's put an emphasis on cheese to become the world's number one pizza company and new launches, such as the chain's cheese dips. He spoke about the checkoff supporting McDonald's in a relaunch of its McCafé beverage line and shifting from margarine to butter.

Other successes include the launch of Pizza Hut's Detroit Style Pizza, which features 50 percent more cheese than a similar rectangular pizza on the chain's menu. Finally, he credited the work of checkoff scientists, such as those at Taco Bell who helped the chain unveil beverages including the Mountain Dew Baja Blast Colada Freeze. The drink contains a shelf-stable creamer, which was developed by a checkoff scientist.

Ziemnisky said the domestic partnership blueprint is taking hold overseas and US dairy sales are growing as a result. For example, Pizza Hut Asia-Pacific has grown US cheese volume by 136 percent since the beginning of the partnership in 2016.

"We partner with people who can drive category growth," Ziemnisky remarked. "This wouldn't get done without the investment of the checkoff's innovation team, marketing team and onsite scientists."

Milk Output Falls

(Continued from p. 1)

and 14,000 head less than September 2021.

California's production totaled 3.34 billion pounds, down 1.3 percent from October 2020, due to unchanged milk cow numbers but 25 less pounds of milk per cow. September's milk production was revised down by 8 million pounds, so output was unchanged from September 2020, rather than up 0.2 percent as originally estimated.

Wisconsin's October milk production totaled 2.65 billion pounds, up 2.7 percent from October 2020, due to 21,000 more milk cows and 20 more pounds of milk per cow. Wisconsin's September milk output was revised down by 7 million pounds, so production was up 3.0 percent from September 2020, rather than up 3.3 percent as initially estimated.

Milk production in Idaho totaled 1.37 billion pounds, up 0.9 from October 2020, due to 6,000 more cows but unchanged milk per cow.

Idaho's September milk production was revised up by 13 million pounds, so output was up 0.7 percent from September 2020, rather than down 0.2 percent as originally estimated.

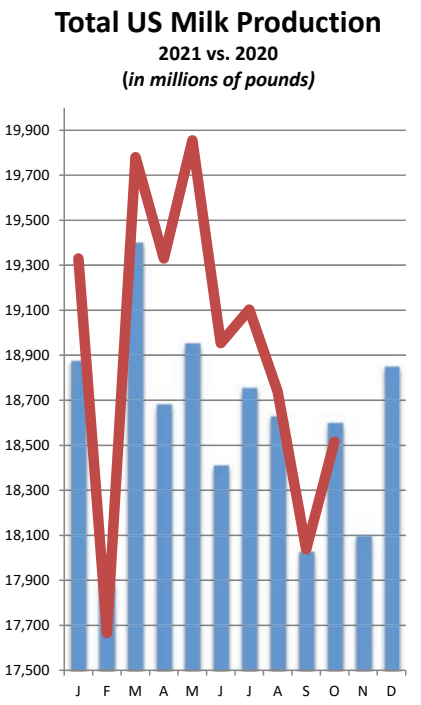
Milk production in Texas during October totaled 1.32 billion pounds, up 3.9 percent from October 2020, due to 22,000 more milk cows and five more pounds of milk per cow. Texas's September milk output had been up 2.5 percent from September 2020.

New York's October milk production totaled 1.29 billion pounds, up 1.0 percent from October 2020, due to 2,000 more milk cows and 15 more pounds of milk per cow. New York's September milk production was revised down by 6 million pounds, so output was up 1.3 percent from September 2020, rather than up 1.8 percent as initially estimated.

Michigan's October milk production totaled 974 million pounds, down 0.4 percent from October 2020, due to 4,000 more milk cows but 30 less pounds of milk per cow.

Michigan's September milk output was revised down by 11 million pounds, so production was up 0.6 percent from September 2020, rather than up 1.8 percent as originally estimated.

October milk production in Minnesota totaled 887 million pounds, up 2.8 percent from October 2020, due to 9,000 more milk cows and 15 more pounds of milk per cow. Minnesota's September milk production had been up 2.4 percent from a year earlier.



Pennsylvania's October milk production totaled 822 million pounds, down 3.1 percent from October 2020, due to 7,000 fewer milk cows and 30 less pounds of milk per cow. Pennsylvania's September milk output had been down 2.1 percent from September 2020.

New Mexico's milk production totaled 602 million pounds, down 12.2 percent from October 2020, due to 34,000 fewer milk cows and 45 less pounds of milk per cow. New Mexico's September milk production had been down 12.5 percent from a year earlier.

Washington's October milk production totaled 529 million pounds, down 6.9 percent from October 2020, due to 15,000 fewer milk cows and 30 less pounds of milk per cow.

Washington's September milk production was revised up by 6 million pounds, so output was down 6.8 percent from September 2020, rather than down 7.9 percent as originally estimated.

Milk Production by State

STATE	Oct 2020	Oct 2021	% Change	Change Cows
California	3380	3337	-1.3	NC
Wisconsin	2583	2652	2.7	21000
Idaho	1355	1367	0.9	6000
New York	1274	1287	1.0	2000
Texas	1266	1316	3.9	22000
Michigan	978	974	-0.4	4000
Minnesota	863	887	2.8	9000
Pennsylvania	848	822	-3.1	-7000
New Mexico	686	602	-12.2	-34000
Washington	568	529	-6.9	-15000
Ohio	474	457	-3.6	-5000
Iowa	452	462	2.2	6000
Colorado	439	435	-0.9	-2000
Arizona	400	385	-3.8	-5000
Indiana	380	369	-2.9	-5000
Kansas	341	334	-2.1	-3000
South Dakota	274	316	15.3	21000
Oregon	219	219	-	NC
Vermont	212	211	-0.5	NC
Utah	185	184	-0.5	NC
Florida	171	163	-4.7	-7000
Georgia	141	144	2.1	1000
Illinois	146	142	-2.7	-2000
Virginia	123	117	-4.9	-3000
	millions of pounds	1,000 head		

All told for the 24 reporting states in October compared to October 2020, milk production was higher in eight states, with those increases ranging from 0.9 percent in Idaho to 15.3 percent in South Dakota; lower in 15 states, with those declines ranging from 0.4 percent in Michigan to 12.2 percent in New Mexico; and unchanged in Oregon.

USDA Seeks

(Continued from p. 1)

Great Lakes Cheese: 168,000 pounds of yellow shredded Cheddar cheese, 6/2-pound packages, at a total price of $406,801.92.

Winona Foods: a total of 363,120 pounds of cheese, including 134,400 pounds of yellow shredded Cheddar cheese, 6/2-pound packages, 112,320 pounds of yellow sliced 0.75-ounce Cheddar cheese, 12-pound packages, and 116,400 pounds of shredded Pepper Jack cheese, 4/5-pound packages, at a total price of $883,598.94.

USDA on Thursday announced the awarding of a contract to **Miceli Dairy Products Company for** 189,000 pounds of String cheese for delivery in January and February 2022. The total price of the String cheese is $564,376.68.

On Tuesday, USDA issued an invitation seeking a total of 16,077,600 pounds of process cheese products, for delivery from Feb. 1 to July 31, 2022.

The process cheese products being procured under the solicitation are for use in federal food and nutrition assistance programs.

Under this solicitation, USDA is specifically seeking 8,316,000 pounds of blended American skim cheese, 12/2-pound loaves, and 7,761,600 pounds of 12/2-pound process cheese loaves.

Bids are due on Tuesday, Nov. 30, by 1:00 p.m. Central time. Purchases will be made on an f.o.b. destination basis to cities listed on the solicitation.

USDA also this week issued two separate solicitations for fresh fluid milk for delivery during the first three months of 2022. The fluid milk being solicited is for use in federal food and nutrition assistance programs.

Under one of the solicitations, USDA is seeking a total of 4,372,200 containers of fluid milk, including 255,600 gallons and 599,400 half gallons of 1 percent milk; 698,400 gallons and 1,401,300 half gallons of 2 percent milk; 61,200 gallons and 89,100 half gallons of skim milk; and 522,000 gallons and 745,200 half gallons of whole milk.

The second solicitation, which contains orders only for the state of Massachusetts, is for a total of 35,100 half gallons of 1 percent milk.

Bids under both invitations are due on Monday, Nov. 29, by 1:00 p.m. Central time. Purchases will be made on an f.o.b. destination basis.

The International Dairy Foods Association (IDFA) has been working with USDA for a number of months to ensure dairy products including fresh fluid milk and cheese are included in emergency food assistance purchases for food banks, and "is pleased to see those efforts come to fruition" with Tuesday's series of announcements that USDA plans to make purchases of fluid milk and cheese for food banks across the US, said Michael Dykes, IDFA's president and CEO.

"IDFA encourages USDA to continue to put funding from the COVID relief bills toward solving supply chain disruptions, improving and expanding refrigeration and storage capacity, and adding refrigerated transport at our nation's food banks to meet the growing demand for fresh, wholesome milk and dairy foods among Americans in need," Dykes added.

On Thursday, one day after Dykes made his comments, USDA issued a solicitation for a total of 19,239,030 pounds of Cheddar and Swiss cheese for delivery from Feb. 1 through July 31, 2022. USDA is specifically seeking 2,540,160 pounds of natural Swiss cheese blocks, 12/1-pound packages; 3,359,070 pounds of natural Swiss cheese slices, 6/24-ounce packages; 4,838,400 pounds of yellow shredded Cheddar, 6/2-pound packages; 4,422,600 pounds of yellow Cheddar chunks, 12/1-pound packages; and 4,078,800 pounds of yellow Cheddar chunks, 12/2-pound packages.

Bids are due on Thursday, Dec. 2, 2021. Offers under all of these invitations must be submitted electronically via the Web-Based Supply Chain Management System (WBSCM).

Finally, USDA said it has collaborated with GS1 US to provide a suite of training videos to assist USDA Foods vendors with reporting USDA Foods product information to GS1 Global Data Synchronization Network (GS1 GDSN).

GS1 US has created an exclusive training portal available only to USDA Foods vendors, which includes several videos that would normally require a registration fee, but are available to USDA Foods vendors at no cost.

Vendors who are interested in accessing the portal must contact USDA's Agricultural Marketing Service, at *CPPNPDNutrition@usda.gov* to obtain instructions for logging into the system.

USDA noted that the compliance date is approaching for Phase 1 of the GS1 GDSN reporting requirement for the USDA Foods Program.

WCMA Accepting Student Scholarship Applications; Total Of $19,000 Available

Madison—The Wisconsin Cheese Makers Association's (WCMA) has opened the application period for its annual student scholarships through Feb. 16, 2022.

In April, seven scholarships worth a total of $19,000 will be awarded. Two students will be awarded the WCMA Myron P. "Mike" Dean Cheese Industry Student Scholarship, worth $3,000 each.

Any employee or child of an employee at a WCMA dairy manufacturing, processing, or marketing member company may apply.

Employees or children of employees at WCMA supplier member companies may apply for the WCMA Cheese Industry Supplier Student Scholarship. Three students will receive scholarship awards of $3,000 each.

These scholarships target students attending a college, university, or technical school in the US, or high school seniors registered to attend a qualifying school next fall.

Preference for both scholarship awards will be given to candidates pursuing degrees and careers connected to the dairy industry.

WCMA will also select two students to receive the Brian Eggebrecht Student Scholarship, worth $2,000 each. This award, named in honor of Championship Cheese Contest Chairman generous donor Brian Eggebrecht, is open to students attending any technical school in Wisconsin, or high school students registered to attend a Wisconsin technical school.

Priority consideration for the Eggebrecht Scholarship will be given to applicants pursuing technical certificates, technical diplomas, or associate degrees that may lead to a career in the dairy industry.

Unlike other WCMA scholarships, applicants for this award are not required to be connected to a WCMA member company or cooperative.

"Our members recognize the immense potential and high value that successful students bring to the table," said WCMA executive director John Umhoefer.

Applicants for all WCMA scholarships must supply school transcripts, a letter of recommendation, and a completed application form.

Forms are available online at *WisCheeseMakers.org* or by request from WCMA business and membership manager Sara Schmidt at (608) 286-1001 or via email: *sschmidt@wischeesemakers.org*.

PERSONNEL

Seth Teply To Lead Tetra Pak US, Canada As New CEO

Denton, TX—Seth Teply, a 20-year veteran of Tetra Pak, will serve as president and CEO of the company's US and Canada operations.

Teply succeeds Jeff Fielkow, who was appointed president and CEO of Tetra Pak US and Canada in January 2020.

Teply brings decades of knowledge in food and beverage production and operations to his new role. He first joined Tetra Pak in 2001 as a process automation engineering intern and, over the years, has held a variety of progressively responsible roles within the company.

In his most recent position as vice president of services, US and Canada, he worked with customers across all food and beverage categories to help drive efficiency and sustainability.

"At a time of increased economic and environmental volatility, the food value chain is more important than ever," Teply said.

"Our continued success in an increasingly competitive landscape is due in large part to the relentless dedication of our team to meet the needs of our customers. I am thrilled to lead our US and Canada business as we continue to drive innovative solutions in food processing andpackaging and deliver transformative change on our journey to create the world's most sustainable food package," Teply said.

RANDY MOONEY was re-elected chair of the **National Milk Producers Federation** this week, and DAVE SCHEEVEL of Foremost Farms was re-elected treasurer. New NMPF officers include SIMON VANDER WOUDE of California Dairies, Inc., first vice chair; CRICKET JACQUIER, Agri-Mark, second vice chair; and JAY BRYANT, Maryland-Virginia Milk Producers, secretary. Those officers join 10 others who were elected this week to NMPF's executive committee, including STEVE SCHLANGEN, AMPI; ROB VANDENHEUVEL, California Dairies, Inc.; MELVIN MEDEIROS and DENNIS RODENBAUGH, DFA; PETE KAPPELMAN, Land O'Lakes; DOUG CHAPIN, Michigan Milk Producers; ALLAN HUTTEMA, Northwest Dairy Association; TONY GRAVES, Prairie Farms Dairy; CRAIG CABALLERO, United Dairymen of Arizona; and JIMMY KERR, Cooperative Milk Producers. New members elected to the NMPF board of directors are: NEIL ZWART, California Dairies, Inc.; TRAVIS FOGLER, ED GALLAGHER, PERRY TJAARDA, KAREN JORDAN, and MELVIN MEDEIROS, DFA; GREG SCHLAFER, Foremost Farms; DUANE HERSHEY, Land O'Lakes; DOUG CHAPIN, Michigan Milk Producers; TONY FREEMAN, Northwest Dairy Association; JOE JENCK, Tillamook County Creamery Association; and CRAIG CABALLERO, UDIA. The National Milk Producers Federation also recognized two retiring board members, DFA's GREG WICKHAM and KEN NOBIS of Michigan Milk Producers Association, as Honorary Directors for Life.

COLIN FINAN was named senior advisor for the National Institute of Food & Agriculture with the **US Department of Agriculture (USDA).** Finan previously worked as a manager and senior associate on the Safe Food Project at Pew Charitable Trusts. He was responsible for managing all federal and state outreach regarding passage and implementation of the FDA Food Safety Modernization Act. MARCIA BUNGER was named administrator of USDA's Risk Management Agency. Bunger joins USDA after serving as a county executive director for USDA's Farm Service Agency (FSA) for 18 years. SHEFALI MEHTA was named deputy under secretary for research, education, and economics. Mehta, an environmental and ag economist and statistician, comes to USDA from Open Rivers Consulting Associates.

CHRISTINE POLLACK has joined **FMI — The Food Industry Association** as vice president of government relations, leading FMI's federal legislative advocacy efforts on issues critical to the food industry. Prior to coming aboard FMI, Pollack founded Pollack Consulting – a government affairs, advocacy and communications consulting agency. ELIZABETH TANSING has been promoted to vice president, state government relations. Tansing will be in charge of overseeing FMI's state issue management and support for member companies. She joined FMI in 1997 as manager of state government relations.

DAN MEYER of the American Dairy Products Institute (ADPI) was re-elected chair of the **Whey Protein Research Consortium (WPRC)** for 2022. ANNIE BIENVENUE with the US Dairy Export Council (USDEC) was elected Steering Committee chair, and MATTHEW PIKOSKY of Dairy Management, Inc. (DMI) was re-elected Scientific Committee chair.

New Trade Deals

(Continued from p. 1)

feasible, it is critical that US trade policy efforts nevertheless deliver expanded access for US dairy products by securing improvements in both tariff and non-tariff barriers," Vander Woude said.

Well-crafted trade agreements that tackle the full range of US interests, for workers, companies and farmers, take time to develop and implement into law. That means "time is of the essence if the US is to get back in the game and work to provide the opportunities our country needs to remain competitive on the global landscape," Vander Woude said.

The Phase One trade agreement with China achieved important progress on several non-tariff barrier issues such as dairy facility registrations and access for high-value products such as extended shelf life milk, Vander Woude pointed out.

"However, retaliatory tariffs continue to impose a significant burden on US dairy exports," Vander Woude continued. "The US should secure long-term relief from these tariffs and work to ultimately achieve removal of them so that the US dairy industry can reap the full benefit of the Phase One agreement and grow its market share and export volumes."

The Phase One US-Japan Trade Agreement has helped US dairy keep pace with its competitors enjoying the European Union (EU)-Japan Free Trade Agreement and CPTPP benefits, but a comprehensive agreement is necessary to not only fully level the playing field, but to also provide Japan's largest customer, which is the US, with better access to the Japanese market by creating meaningful opportunities for key US dairy products left out of Phase One, such as milk powder and butter, Vander Woude said.

The dairy industry is therefore urging US trade negotiators to build upon the Phase One deal.

Implementation and enforcement of US trade agreements, including the US-Mexico-Canada Agreement (USMCA), will be "essential to preserve the opportunities the US has already worked so hard to procure for US dairy exports," according to Vander Woude. "With respect to USMCA, it is critical to fully secure the agreement's benefits, particularly with respect to Canada's dairy tariff rate quotas (TRQs) and dairy policy reforms, as well as Mexico's implementation of USMCA and the development of potential new protectionist dairy regulations."

The US dairy industry "strongly supports" US Trade Representative Katherine Tai's decision to initiate the TRQ enforcement action and "deeply appreciates the robust bipartisan support that Congress has voiced for this important follow-through step," Vander Woude said.

"Unfortunately, this is consistent with Canada's long history of undermining its market access commitments to protect its tightly controlled dairy market," Vander Woude continued. "Canada's TRQ system discourages full utilization and valuation of agreed upon quantities. USMCA dispute settlement is the right course of action to address Canada's unfair restrictions and we are gratified that USTR has been aggressively proceeding with the case."

Vander Woude said the US "must continue to address key market access barriers," including free trade agreement compliance concerns in Colombia, and with numerous other countries erecting new barriers to trade. Those include concerns in Egypt, Indonesia, and in the EU, "where the continual creation of new import mandates and the perpetual misuse of geographical indications (GIs) are habitually wielded in ways that harm access for US exports."

The World Trade Organization (WTO) is "critically important" for the US dairy industry, Vander Woude said. To strengthen and preserve its core role in global trade rules and enforcement, the WTO "needs to be revitalized, both in terms of negotiating reforms that lead to market liberalization and the reduction of protectionist non-tariff trade barriers, and of providing a functioning dispute settlement system."

"Sound trade policy that opens doors for American-made products takes time to negotiate and the time is ripe for laying that foundation," said Krysta Harden, USDEC's president and CEO. "With the administration and Congress having charted progress on many domestic priorities, now is the time for the US government to take a proactive approach to tearing down both tariff and nontariff trade barriers. We also need forward-looking solutions to the nation's supply chain issues that are hindering US exports, particularly in markets where America's farmers are at a disadvantage to our competitors."

"New access into markets like Canada and Japan last year was a welcome first step, but still far less than what our farmers need to remain competitive globally," said Jim Mulhern, NMPF's president and CEO. "The United States needs to begin moving foward again with trade agreements and other policies that expand foreign market opportunities to help family dairy farms thrive and support the thousands of jobs that depend on dairy across this country."

Negative PPDs

(Continued from p. 1)

from 11.2 percent in September, but up from 0.8 percent in October 2020.

In October, a total of 1.9 billion pounds of milk was pooled on the California federal order, down 9 million pounds from September but up 86.7 million pounds from October 2020. That was the sixth month this year in which less than 2.0 billion pounds of milk was pooled on the California order.

Class IV volume on the California order totaled 1.26 billion pounds, up 72 million pounds from September and up 35 million pounds from October 2020. Class IV utilization was 66.7 percent down from 68.0 percent in October 2020.

On the Upper Midwest order in October, the statistical uniform price was $17.67 per hundredweight and the PPD was negative 16 cents per hundred.

Class III volume on the Upper Midwest order in October was 912.2 million pounds, down 953 million pounds from September but up 527 million pounds from October 2020. That's the lowest Class III volume on the Upper Midwest order since June, when it totaled 712 million pounds.

Class III utilization on the Upper Midwest order was 63.0 percent, down from 82.4 percent in September but up from 41.5 percent in October 2020. That's the first time since June that Class III utilization has been above 50 percent.

A total of 1.45 billion pounds of milk was pooled on the Upper Midwest order in October, down 817 million pounds from September but up 520.3 million pounds from October 2020.

On the Southwest federal order in October, the statistical uniform price was $17.74 per hundredweight and the PPD was negative nine cents per hundred.

Class III volume on the Southwest order in October totaled 34.5 million pounds, down 242 million pounds from September but up 25.6 million pounds from October 2020. That's the lowest Class III volume on the Southwest order since May's 32.6 million pounds.

Class III utilization on the Southwest order in October was 3.8 percent, down from 26.2 percent in September but up from just under 1.0 percent in October 2020.

A total of 902.9 million pounds of milk was pooled on the Southwest order, down 153 million pounds from September and down 34.7 million pounds from October 2020. That's the first time less than 1 billion pounds of milk has been pooled on the Southwest order since June.

On the Central federal order in October, the statistical uniform price was $17.19 per hundredweight and the PPD was negative 64 cents per hundred.

Class III volume on the Central order in October totaled 247.6 million pounds, down 202 million pounds from September but up 212 million pounds from October 2020. Class III utilization was 23.6 percent, down from 36.5 percent in September but up from 4.1 percent in October 2020.

A total of 1.05 billion pounds of milk was pooled on the Central order in October, down 181 million pounds from September but up 183 million pounds from October 2020.

On the Mideast federal order in October, the statistical uniform price was $17.70 per hundredweight and the PPD was negative 13 cents per hundred.

Class III volume on the Mideast order in October totaled 585.4 million pounds, down 81.3 million pounds from September but up 500 million pounds from October 2020. Class III utilization was 36.3 percent, down from 39.5 percent in September but up from 6.7 percent in October 2020.

In October, a total of 1.6 billion pounds of milk was pooled on the Mideast order, down 74 million pounds from September but up 335 million pounds from October 2020.

On the Northeast federal order in October, the statistical uniform price was $18.44 per hundredweight and the PPD was positive 61 cents per hundred.

Class III volume on the Northeast order in October totaled 611.5 million pounds, up 16.4 million pounds from September and up 22.7 million pounds from October 2020. Class III utilization was 27.3 percent, unchanged from September but up from 26.0 percent in October 2020.

A total of 2.24 billion pounds of milk was pooled on the Northeast order, up 62 million pounds from September but down 23 million pounds from October 2020.

On the Pacific Northwest order in October, the statistical uniform price was $17.13 per hundredweight and the PPD was negative 70 cents per hundred.

Class III volume on the Pacific Northwest order in October was 173.6 million pounds, up 4.8 million pounds from September but down 6.2 million pounds from October 2020. Class III utilization was 30.0 percent, up from 29.8 percent in September and up from 29.2 percent in October 2020.

A total of 577.9 million pounds of milk was pooled on the Pacific Northwest order in October, up 10.6 million pounds from September but down 37.8 million pounds from October 2020.

Wisconsin Dairy Processors Can Apply For Grants Through Jan. 7, 2022

Madison—The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) is inviting Wisconsin dairy processors to apply for dairy processor grants through Jan. 7, 2022.

These grants aim to foster innovation, improve profitability, and sustain the long-term viability of Wisconsin's dairy processing facilities. Eligible applicants must operate a licensed dairy processing plant in Wisconsin that is engaged in pasteurizing, processing, or manufacturing milk or dairy products.

Projects must increase harvest capacity or production. Funding from these grants can be used to address a wide range of dairy business needs such as food safety, staff training, plant expansion or modernization, and professional consulting services.

Grants will be awarded for projects up to $50,000 and two years in duration. Processors are required to provide a match of 20 percent of the grant amount. Recipients will be chosen through a competitive selection process.

Earlier this year, DATCP announced that 15 companies would receive a total of $200,000 in grants. A total of $200,000 was available for this year's Dairy Processor Grants. DATCP received 18 grant requests totaling more than $630,000.

Since the inception of the Dairy Processor Grant program in 2014, DATCP has received 118 grant proposals requesting more than $4.5 million. The agency has funded 66 of those proposals totaling $1.3 million.

"Since this program began in 2014, demands for grants have outpaced available funding," said Randy Romanski, DATCP secretary. "Our dairy processors here in America's Dairyland have a healthy appetite to modernize and innovate. Governor Evers recognized this, and in the biennial budget, doubled the funding for the dairy processor grants fro $200,000 to $400,000 annually."

"Through these investments, we will continue to invest in industry innovation, bolster our economy, and support Wisconsin dairy farmers and producers, all while strengthening the future of Wisconsin dairy," Evers said.

The grant application is available at *https://datcp.wi.gov/Pages/Growing_WI/DairyDevelopment.aspx*.

Applications are due to DATCP grants manager Ryan Dunn at *ryand.dunn@wisconsin.gov* by 5 p.m. on Friday, Jan. 7, 2022. Grant recipients will be announced in February 2022.

Agri-Mark Extra Sharp Vermont Cheddar Tops NMPF Cheese Contest

Las Vegas, NV—Agri-Mark, Inc. of Middlebury, VT, earned the Chairman's Plaque here this week in the 2021 National Milk Producers Federation's (NMPF) Championship Cheese Contest.

Agri-Mark's winning Extra Sharp Vermont Cheddar entry earned a score of 99.90 in the Extra Sharp Cheddar Cheese category. This entry also won Best Cheddar in this year's competition.

Associated Milk Producers, Inc. (AMPI) of Portage, WI, took home the Reserve Chairman's Plaque for its Dinner Bell Creamery brand Pasteurized Processed American & Monterey Jack Cheese Loaf with Red Bell & Jalapeno Peppers.

The AMPI team in Hoven, SD, earned Best Italian Cheese honors for its Aged Parmesan Wheel entry.

The title of Best Cottage Cheese went to Upstate Niagara Cooperative of Buffalo, NY, for its Bison brand 4% Pineapple Cottage Cheese entry.

First, second and third place winners in each of the 21 contest classes are as follows:

Mild Cheddar

First Award: Associated Milk Producers Inc., Blair, WI, 100.00
Second Award: Agri-Mark, Inc., Chateauguay, NY Cheddar, Team McCadam, 99.40
Third Award: Agri-Mark, Cabot, VT, 99.20

Medium Cheddar

First Award: Landon Komis, Foremost Farms USA, Marshfield, WI, 99.20
Second Award: AMPI, Blair, WI, 98.80
Third Award: Agri-Mark, Cabot, VT, 98.70

Sharp Cheddar

First Award: Agri-Mark, Cabot, VT, 99.90
Second Award: Agri-Mark, Chateauguay, NY, Team McCadam, 99.80
Third Award: Agri-Mark, Chateaugay, NY, Team McCadam, 99.70

Extra Sharp Cheddar

First Award: Agri-Mark, Middlebury, VT, 99.90
Second Award: Agri-Mark, Chateaugay, NY, 99.85
Third Award: Agri-Mark, Cabot, VT, 99.70

Mozzarella

First Award: Jesus Santiago, Dairy Farmers of America, Turlock, CA, 99.70
Second Award: Eduardo Ramos Dairy Farmers of America, Turlock, CA, 99.40
Third Award: Guadalupe Diaz, Dairy Farmers of America, Turlock, CA, 98.90

Provolone

First Award: Foremost Farms USA Clayton, WI, Smoked Provolone, 99.50
Second Award: Mayra Morales, DFA, Turlock, CA, 99.30
Third Award: Foremost Farms USA Clayton, WI, Smoked Provolone, 99.20

Hard & Mold Ripened Italian

First Award: AMPI, Hoven, SD, Aged Parmesan Wheel, 100.00
Second Award: Prairie Farms Dairy, Mindoro, WI, Heated Treated Gorgonzola, 99.20
Third Award: Prairie Farms, Mindoro, WI, Heated Treated Blue Cheese, 99.00

Natural

First Award: AMPI, Jim Falls, WI, Colby Jack, 99.80
Second Award Winner: Steve Voss, AMPI, Sanborn, IA, Colby, 99.70
Third Award: Mike and Larry Roberts, Michigan Milk Producers Association, Middlebury, IN, Co-Jack, 99.30

Swiss

First Award: Prairie Farms, Luana, IA, 99.40
Second Award: Mark Grossen, Prairie Farms Dairy, Shullsburg, WI, Baby Swiss, 99.00
Third Award: Prairie Farms Dairy, Luana, IA, Baby Swiss, 98.50

Processed American Plain

First Award: Land O'Lakes, Inc., Spencer, WI, LOL Yellow Sharp Cheddar American, 99.60
Second Award: Dinner Bell Creamery, AMPI, Portage, WI, Pasteurized Processed American Cheese, 99.50
Third Award: Team Wohlt, Ellsworth Creamery, New London, WI, St Louis Style Pizza American Cheese, 99.40

Processed American Flavored

First Award: Dinner Bell Creamery, AMPI, Portage, WI, Pasteurized Processed American & Monterey Jack Cheese with Red Bell & Jalapeno Peppers, 99.70
Second Award: Team Wohlt, Ellsworth Creamery, New London, WI, R&G Pepper Cheese Food, 99.20
Third: Team Wohlt, Ellsworth Creamery, New London, WI, Pimento Yellow American, 98.80

Hot Or Spicy Flavor

First Award: AMPI, Jim Falls, WI, Monterey Jack with Jalapeno Peppers, 99.30
Second Award: Ellsworth Creamery, Comstock, WI, Hot Pepper Monterey Jack, 99.10
Third Award: Mike and Larry Roberts, Michigan Milk Producers, Middlebury, IN, Pepper Jack, 98.80

Unique Or Mild Flavor

First Award: Agri-Mark, Cabot, VT, Cracked Peppercorn, 99.80
Second Award: Prairie Farms, Luana, IA, Havarti, 99.40
Third Award: Mark Grossen, Prairie Farms, Shullsburg, WI, Gouda, 99.30

Open Class

First Award: Upstate Niagara Cooperative, Campbell, NY, Whole Milk Ricotta, 99.00
Second Award: Upstate Niagara, Campbell, NY, Impastata, 98.90
Third Award: Prairie Farms, Luana, IA, Cream Cheese, 98.80

Reduced Fat

First Award: Upstate Niagara Cooperative, Campbell, NY, Reduced Fat String Cheese, 98.90
Second Award: Land O'Lakes, Spencer, WI, Yellow American, 98.50
Third Award: No Award Given

Cottage Cheese

First Award: Bison, Upstate Niagara, Buffalo, 4% Small Curd, 99.40
Second: Bison, Upstate Niagara, Buffalo, 10% Small Curd, 99.20
Third Award: Prairie Farms, Carbondale, IL, Regular Small Curd 4%, 99.20

Reduced Fat Cottage Cheese

First Award: Prairie Farms Dairy, Quincy, IL, 2% Small Curd, 99.20
Second Award: Prairie Farms, Fort Wayne, IN, Reduced Fat-Small Curd, 99.00
Third: Prairie Farms, Carbondale, IL, Reduced Fat Small Curd 2%, 98.70

Flavored Cottage Cheese

First Award: Bison, Upstate Niagara, Buffalo, NY, Pineapple, 99.50
Second Award: Prairie Farms, Fort Wayne, IN, Garden Veggie, 99.40
Third Award: Kemps, DFA, Farmington, MN, Peach, 99.00

Natural Cheese Snack

First Award: Agri-Mark, Cabot, VT, Seriously Sharp Yellow Cheddar Cracker Cut, 99.50
Second: Agri-Mark, Cabot, VT, Sharp VT Cheddar Cracker Cut, 99.00
Third Award: Agri-Mark, Cabot, VT, Colby Jack Cracker Cut, 98.70

Processed Cheese Snack

First Award: Land O'Lakes, Spencer, WI, Extra Melt White Cheese, 99.60
Second Award: Land O'Lakes, Spencer, WI, Queso Bravo Cheese Dip Yellow, 99.50
Third Award: Land O'Lakes, Spencer, WI, Queso Bravo Cheese Dip White, 99.20.

Coming Events

www.cheesereporter.com/events.htm

Registration Open For CDR Certificate In Dairy Processing Online Short Course

Madison—Registration is open for the Wisconsin Center for Dairy Research's (CDR) Certificate in Dairy Processing short course, which kicks off Jan. 20, 2022.

The online training program will provide promising plant workers and operators with a clear understanding of dairy plant processes.

Taking place Thursdays from Jan. 20-March 24, the 10-week program, features live-streamed a lecture/discussion session allowing interaction between participants.

The session will be recorded for those unable to attend, and all the course materials will be available online via CDR's learning management system until June 2022.

This course features a series of modules covering aspects of dairy processing through online sessions and other learning opportunities.

The 10 modules include: understanding milk; milk quality from farm to plant; processing equipment 101; food safety and sanitation; production of dairy ingredients; production of other dairy products; production of cheese; cheese ripening; and functionality and applications of dairy ingredients.

Instructors will stress basic steps in the manufacture of cheese, including heat treatments, starter, bacteriophage, casein and gel formation, separating curds and whey and salting. Basic types of cheeses such as Mozzarella, eyed and milled cheeses will also be highlighted.

The module entitled "Cheese Ripening and Defects" will specifically look at changes that occur during ripening and why. Categories of aged cheeses include naturally aged cheeses, lipase aged cheeses, smeared ripened cheeses and mold ripened cheeses.

Participants will learn about the production of fluid milk, butter, ice cream and cultured products such as yogurt, and kefir. Students will be given production flow diagrams, from incoming milk through finished product and by-products.

Each participant will also be assigned a mentor by their sponsoring company. The mentor provides additional guidance and support to the participants during the course.

Examples of a mentor would be a senior level cheese maker, or a supervisor/team leader in the dairy processing area.

Students working in a non-dairy related industry can select a mentor that is related to the course project they are planning.

The cost for the certificate program is $1,000 per student. The deadline to register is Jan. 5, 2022.

For more complete details, visit *www.cdr.wisc.edu/shortcourses*.

ACS Extends Entry Deadline For Cheese Contest To Dec. 17

Minneapolis, MN—The American Cheese Society (ACS) has extended the regular entry deadline for its 2022 Judging & Competition to Friday, Dec. 17.

The cheese and cultured dairy product contest will take place here May 19-20, 2022 at the Huntington Bank Stadium on the University of Minnesota campus.

Winners in each category, including Best of Show honorees, will be announced during a special awards ceremony at the 39th ACS annual conference in Portland, OR, July 20-23.

Entrants must be current ACS members. Cost is $75 per entry through Dec. 17.

For entries after the deadline, cost is $100 per product, and no entries will be accepted after Jan. 16, 2022.

ACS has also employed a new online entry system, and contestants will not be able to copy and review past entries. Each contestant will need to create a new account to enter products.

For full contest details and to sign up online, visit *www.cheesesociety.org/acs-competition-2022*.

PLANNING GUIDE

Jan. 23-26, 2022: Dairy Forum, J.W. Marriott Desert Springs Resort & Spa, Palm Desert, CA. Registration now available online at www.dairyforum.org.

•

Jan. 30-Feb. 1: PLMA Annual Private Label Trade Show, Donald E. Stephens Convention Center, Chicago, IL. Visit www.plma.org.

•

Feb. 6-8: New Date & Location - Winter Fancy Food Show, Las Vegas Convention Center, Las Vegas, NV. Visit www.specialtyfood.com for more information.

•

March 1-3: World Championship Cheese Contest, Madison, WI. Visit www.worldchampioncheese.org for more information.

•

April 7-12: National Conference on Interstate Milk Shipments, J.W. Marriott, Indianapolis, IN. Updates are available at www.ncims.org.

•

April 12-14: Cheese Expo, the Wisconsin Center, Milwaukee, WI. Visit www.cheeseexpo.org for updates and online registration.

•

April 24-26: ADPI/ABI Joint Annual Meeing, Hyatt Regency Downtown, Chicago, IL. For details, visit www.adpi.org.

•

June 5-7: International Dairy Deli Bakery Association (IDDBA), Atlanta, GA. Call 608-310-5000 or visit iddba@iddba.org for details.

MARKET PLACE

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

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

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

Equipment for Sale

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

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.

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.

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

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

Equipment Wanted

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

Replacement Parts

FBF HOMOGENIZERS: For service, support, replacement parts or new homogenizers, contact **FBF NORTH AMERICA SALES AND SERVICE CENTER** at 262-361-4080; info@fbfnorthamerica.com or visit www.fbfnorthamerica.com/

Reconditioning

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

Cheese Moulds, Hoops

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

Cheese Moulds, Hoops

WILSON HOOPS: 20 and 40 pound hoops available. For more information, contact **KUSEL EQUIPMENT** at (920) 261-4112 or email: *sales@kuselequipment.com*.

Real Estate

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

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

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**

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.

Warehousing & Storage

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.**

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 or visit **www.bpmpaper.com**.

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

Consulting Services

Assistant Cheesemaker

Blakesville CREAMERY
USA MADE ESTD 2020

Blakesville Creamery, located in Port Washington, WI, has an immediate opening in our brand new state-of-the-art cheesemaking facility. Established in 2020, we are focused on making soft-ripened goat cheeses from the milk of our 1200-head goat dairy, located on the same property as the creamery. We are looking for a dynamic individual who wants to grow with our company and is flexible in their role and responsibilities.

Job Description:
The Assistant Cheesemaker will work closely with our head cheesemaker but reponsibilities will also include running our cheesemakes; the care and affinage of our cheese; order fulfillment; training other employees in SOPs and GMPs; and more. This is a full-time position requiring approximately 45-55 hours per week and requires attention to detail and meticulous record keeping.

Qualifications:
Candidates that hold a HACCP and/or PCQI certificates, a Wisconsin Cheesemaker's license, and/or a Wisconsin Pasteurizer Operator's license are sought but not necessary.

Compensation and Benefits:
- $45,000-$55,000 annually, depending on qualifications and experience
- 401K with 5% employer matching contribution
- Health insurance with 50% employer contribution
- **Professional development:** we will pay for your WI cheesemakers license and any training/certificates required to retain license

Interested Candidates:
Submit a Resume with Email Letter of Interest to:

Veronica Pedraza
Blakesville Creamery
General Manager and Head Cheesemaker
blakesvillecreamery@gmail.com
www.blakesvillecreamery.com

GRAF CREAMERY

DAIRY PRODUCTS

Pasteurizer Operator and Cooler Personnel

■ Competitive wages ■ Health, Dental and Vision insurance.
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■ AND MANY MORE BENEFITS!

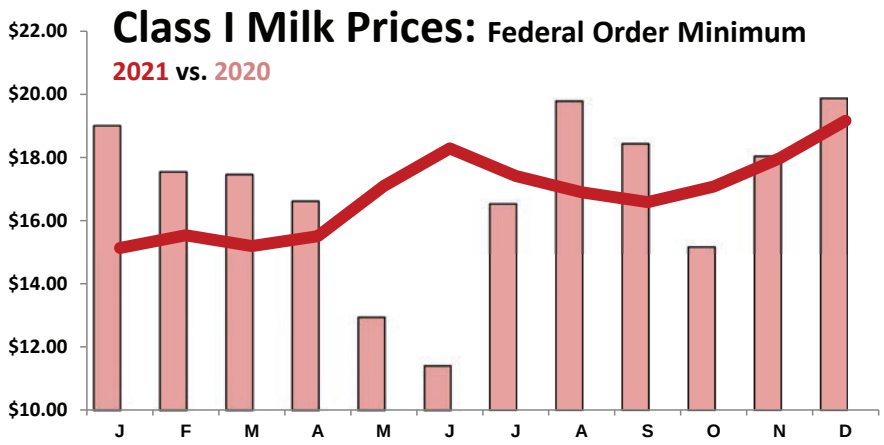
$2K Hiring Bonus

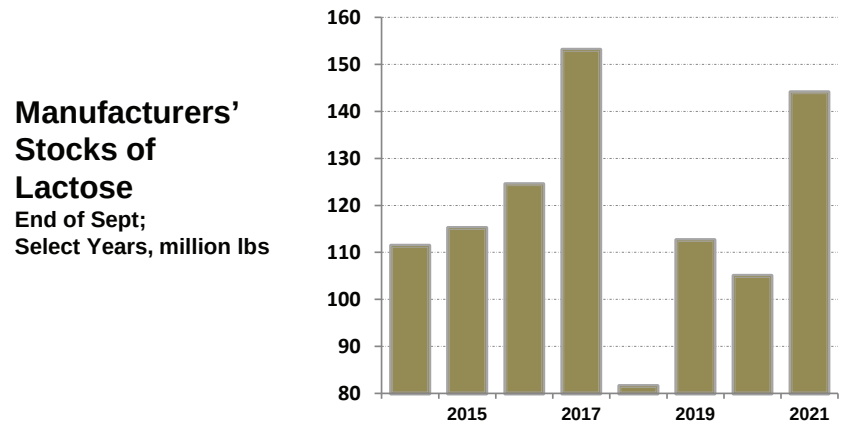
Call Heather at 715-758-2137 or 715-773-1216 for information or go to **www.Grafcreamery.com** to apply!

Graf Creamery, Inc. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Graf Creamery, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.
*All positions and job offers are pending physical capabilities testing, background checks, and drug/alcohol screening.

Federal Order Class 1 Minimum Prices & Other Advanced Prices - December 2021

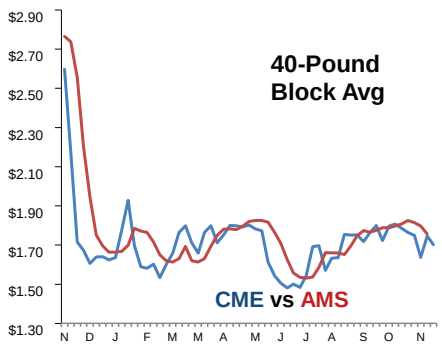
Class I Base Price (3.5%)	$19.17 (cwt)
Base Skim Milk Price for Class I	$12.20 (cwt)
Advanced Class III Skim Milk Pricing Factor	$11.40 (cwt)
Advanced Class IV Skim Milk Pricing Factor	$11.52 (cwt)
Advanced Butterfat Pricing Factor	$2.1139 (lb.)
Class II Skim Milk Price	$12.22 (cwt)
Class II Nonfat Solids Price	$1.3578 (lb.)
Two-week Product Price Averages:	
Butter	$1.9171 lb.
Nonfat Dry Milk	$1.4612 lb.
Cheese	$1.8046 lb.
Cheese, US 40-pound blocks	$1.7763 lb.
Cheese, US 500-pound barrels	$1.8025 lb.
Dry Whey	$0.5729 lb.





DAIRY PRODUCT SALES

November 17, 2021—AMS' **National Dairy Products Sales Report**. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM. *•Revised*



Week Ending	Nov. 13	Nov. 6	Oct. 30	Oct. 23
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		**Dollars/Pound**		
US	1.7571	1.7968	1.8148	1.8251
Sales Volume				
US	13,800,781	12,929,292	13,593,237	12,373,004
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Contest				
Weighted Price		**Dollars/Pound**		
US	1.8287	1.9408	1.8896•	1.8668•
Adjusted to 38% Moisture				
US	1.7485	1.8536	1.8073•	1.7854•
Sales Volume		**Pounds**		
US	13,140,873	13,801,264	11,351,860•	12,920,182•
Weighted Moisture Content		**Percent**		
US	35.15	35.08	35.18	35.17•
AA Butter				
Weighted Price		**Dollars/Pound**		
US	1.9599	1.8754•	1.8405	1.7854
Sales Volume		**Pounds**		
US	1,784,905	1,832,408•	2,597,341	3,757,347
Extra Grade Dry Whey Prices				
Weighted Price		**Dollars/Pounds**		
US	0.5718	0.5742•	0.5600	0.5563
Sales Volume				
US	5,360,789	4,649,668	5,383,808	5,495,778
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		**Dollars/Poun**		
US	1,4873	1.4374•	1.4051•	1.3837•
Sales Volume		**Pounds**		
US	16,375,037	17,973,387•	18,590,966	19,996,903•

DAIRY FUTURES PRICES

SETTLING PRICE *Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
11-12	Nov 21	18.01	18.68	59.050	146.800	1.750	1.7510	195.000
11-15	Nov 21	18.00	18.68	59.050	146.800	1.750	1.7510	195.000
11-16	Nov 21	17.97	18.68	59.050	146.000	1.750	1.7510	195.000
11-17	Nov 21	17.98	18.68	59.050	146.000	1.749	1.7450	195.000
11-18	Nov 21	17.91	18.70	58.550	147.550	1.749	1.7460	195.000
11-12	Dec 21	17.62	19.11	62.250	151.250	1.770	1.6900	194.250
11-15	Dec 21	17.49	19.11	62.250	151.000	1.710	1.6830	194.250
11-16	Dec 21	17.21	19.10	61.750	151.500	1.685	1.6580	195.350
11-17	Dec 21	17.15	19.06	61.750	150.000	1.680	1.6460	195.000
11-18	Dec 21	17.48	19.13	62.500	151.000	1.692	1.6790	197.750
11-12	Jan 22	18.17	19.03	65.000	150.250	1.766	1.7290	194.000
11-15	Jan 22	18.12	19.00	65.000	151.000	1.766	1.7260	193.175
11-16	Jan 22	17.98	18.95	64.500	150.200	1.759	1.7140	193.575
11-17	Jan 22	17.75	18.80	65.250	149.150	1.725	1.6870	193.750
11-18	Jan 22	18.00	19.07	65.250	149.775	1.728	1.7190	197.500
11-12	Feb 22	18.55	19.10	64.125	151.500	1.803	1.7690	194.375
11-15	Feb 22	18.56	19.10	64.125	151.000	1.803	1.7670	194.375
11-16	Feb 22	18.46	19.00	64.125	150.000	1.800	1.7640	194.500
11-17	Feb 22	18.40	18.83	64.425	148.750	1.800	1.7620	194.500
11-18	Feb 22	18.47	19.05	64.675	149.800	1.800	1.7650	197.500
11-12	Mar 21	18.72	19.21	64.750	150.400	1.820	1.7870	198.500
11-15	Mar 21	18.70	19.21	64.750	150.225	1.820	1.7960	198.500
11-16	Mar 21	18.71	19.05	64.000	148.500	1.817	1.7950	198.500
11-17	Mar 21	18.73	18.86	64.000	147.950	1.815	1.7990	198.500
11-18	Mar 21	18.78	19.07	63.750	148.500	1.815	1.8020	198.000
11-12	April 21	18.64	19.06	64.000	148.950	1.831	1.7990	198.500
11-15	April 21	18.71	19.06	64.000	148.750	1.831	1.7990	198.500
11-16	April 21	18.75	19.00	63.750	147.600	1.831	1.8050	199.200
11-17	April 21	18.80	18.80	63.500	146.375	1.831	1.8130	200.000
11-18	April 21	18.85	19.10	63.500	147.000	1.844	1.8190	202.000
11-12	May 22	18.63	18.95	63.000	148.625	1.840	1.8050	199.500
11-15	May 22	18.73	18.95	63.000	148.625	1.840	1.8090	199.500
11-16	May 22	18.76	18.95	62.750	147.825	1.840	1.8150	201.000
11-17	May 22	18.90	18.90	62.750	146.700	1.847	1.8260	201.975
11-18	May 22	18.89	19.11	62.000	146.700	1.849	1.8290	204.000
11-12	June 22	18.70	18.90	62.500	148.000	1.846	1.8200	200.000
11-15	June 22	18.80	18.90	62.500	148.000	1.846	1.8200	200.000
11-16	June 22	18.80	18.85	60.050	147.500	1.846	1.8230	201.000
11-17	June 22	18.91	18.85	62.000	147.500	1.856	1.8340	202.500
11-18	June 22	18.90	19.10	61.500	146.500	1.856	1.8340	206.000
11-12	July 22	18.75	19.00	59.075	148.525	1.829	1.8310	202.475
11-15	July 22	18.75	19.00	59.075	148.525	1.832	1.8310	202.475
11-16	July 22	18.84	19.00	58.500	147.000	1.832	1.8300	202.500
11-17	July 22	18.90	19.00	60.075	147.000	1.834	1.8330	202.500
11-18	July 22	18.90	19.10	60.075	146.250	1.841	1.8400	206.500
11-12	Aug 22	18.76	19.00	58.000	148.225	1.835	1.8350	201.500
11-15	Aug 22	18.76	19.00	58.000	148.225	1.836	1.8360	201.500
11-16	Aug 22	18.76	19.00	58.000	147.000	1.836	1.8390	202.000
11-17	Aug 22	18.87	19.00	59.000	147.000	1.842	1.8420	202.500
11-18	Aug 22	18.86	19.10	58.000	147.000	1.842	1.8430	206.975
11-12	Sept 22	18.73	18.99	57.500	147.500	1.836	1.8360	202.000
11-15	Sept 22	18.73	18.99	57.500	147.500	1.837	1.8370	202.000
11-16	Sept 22	18.79	18.99	57.500	147.000	1.841	1.8410	202.025
11-17	Sept 22	18.87	18.99	58.500	147.000	1.841	1.8410	202.025
11-18	Sept 22	18.83	19.00	57.500	147.000	1.842	1.8420	207.000
Interest -		**26,549**	**9,853**	**3,117**	**8,981**	**2,934**	**20,458**	**7,595**

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - NOV. 12: Cheese demand is mixed regionally. Retail demand, however, is strong throughout the country as the holiday season has arrived like the winter weather. Production remains similar. Cheese makers who are fully staffed are busy, but employee shortages continue to hinder production in some plants. Milk availability is beginning to tighten up in the Midwest, but it is more available in the coastal regions.

NORTHEAST - NOV. 17: Milk is available for Class III production in the Northeast. Steady milk supplies are flowing to Cheddar, Mozzarella, and Provolone operations to support busy production schedules; plant managers report that some facilities are running at maximum capacity. Regional inventories are hearty but cheese stocks are reportedly well-balanced with customer demands. Some grocers are placing additional cheese orders and featuring cheese promotions in weekly ads. Some market participants believe that supply chain issues, driver shortages, and delivery delays may be contributing factors to recent price swings and market volatility. Despite these challenges, however, and at least for the near term, other contacts feel that cheese markets have a bullish undertone.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb blocks:	$2.2000 - $2.4875	Process 5-lb sliced:	$1.6350 - $2.5375
Muenster:	$2.1875 - $2.5375	Swiss Cuts 10-14 lbs:	$3.2450 - $5.5675

MIDWEST AREA - NOV. 17: Spot milk offers have remained somewhat quiet this week. Spot prices are solely above Class, around $1 over, at midweek. Cheese production remains similar to recent weeks/months. Those plant managers who are able to run full schedules continue to do so. That said, some are cutting back on production. Some plants are fitting in some pre-holiday scheduled maintenance this week, as well. Cheese demand is strong in most cases for Midwestern producers. Some cheese producers reported lighter customer interests this week. They say this is timely, as they have been in catchup mode for weeks with labor shortages and busy orders. Cheese market tones are wobbly. Some contacts say freight price increases have producers adjusting prices for cheese loads.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	$2.3850 - $3.4525	Mozzarella 5-6#:	$1.9150 - $2.8600
Brick 5# Loaf:	$2.1150 - $2.5400	Muenster 5# Loaf:	$2.1150 - $2.5400
Cheddar 40# Block:	$1.8375 - $2.2375	Process 5# Loaf:	$1.6200 - $1.9800
Monterey Jack 10#	$2.0900 - $2.2950	Grade A Swiss 6-9#:	$2.7600 - $2.8775

WEST - NOV. 17: Retail demand for cheese is strong as purchasers are buying loads in preparation for upcoming holidays. Food service demand for cheese is steady. Domestic cheese prices are favorable for international purchasers that are looking for cheese to meet current market demands. Loads of cheese intended for export are facing delays due to port congestion. Delays to loads are also occurring in the region due to a shortage of truck drivers. Despite fluctuations in cheese prices on the CME, contacts report a bullish market. Cheese inventories are, reportedly, tightening as spot purchases ramp up for the holidays. Cheese production is mixed. Milk is available for producers to run at or near capacity, though some plant managers say that staffing shortages are limiting their production schedules.

Wholesale prices delivered, dollars per/lb:		Monterey Jack 10#:	$2.0625 - $2.3375
Cheddar 10# Cuts:	$2.0750 - $2.2750	Process 5# Loaf:	$1.6375 - $1.8925
Cheddar 40# Block:	$1.8275 - $2.3175	Swiss 6-9# Cuts:	$3.0525 - $3.4825

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

Variety	Date: 11/17	11/10	Variety	Date: 11/17	11/10
Cheddar Curd	$2.14	$2.12	Mild Cheddar	$2.11	$2.07
Young Gouda	$2.06	$2.06	Mozzarella	$1.86	$1.87

FOREIGN -TYPE CHEESE - NOV. 17: Most cheese produced in Western Europe remains in tight supply. For manufacturers in Germany, France, and Netherlands, production is hard to keep up with demand, and that's keeping pressure on prices. An exception is Mozzarerlla, where some Italian manufacturers have been able to maintain enough production that they have uncommitted supplies available, resulting in some price flexibility.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	$2.6400 - 5.2300	$2.2075 - 3.6950
Gorgonzola:	$3.6900 - 5.7400	$2.7150 - 3.4325
Parmesan (Italy):	0	$3.5950 - 5.6850
Romano (Cows Milk):	0	$3.3975 - 5.5525
Sardo Romano (Argentine):	$2.8500 - 4.7800	0
Reggianito (Argentine):	$3.2900 - 4.7800	0
Jarlsberg (Brand):	0	0
Swiss Cuts Switzerland:	0	$3.2800 - 3.6050
Swiss Cuts Finnish:	$2.6700- 2.9300	0

NDM PRODUCTS - NOVEMBER 18

NDM - CENTRAL: Low/medium heat NDM prices moved higher on the top end of the range and mostly series. Contacts say pricing movements have slowed regarding offers, although price shifts are still moving up. Availability has slimmed in recent weeks/months. Condensed skim is reportedly unchanging regarding availability, but staffing/driver issues continue to hinder production. Spot trading activity was somewhat quiet. High heat prices continued their upward shift. Contacts say markets are similar, but high heat NDM is, as usual, even tighter than low/medium heat NDM.

NDM - WEST: Interest in NDM is steady to lower in domestic and international markets. Stakeholders say that while there is a need for low/medium heat NDM purchasers appear to be hesitant to buy at current high market prices. Spot inventories are tight, though buyers are able to find loads to meet current market demands. Low/medium heat NDM production is steady; some plant managers are continuing to run below capacity due to labor shortages. High heat NDM production is limited as plant managers focus their schedules on the production of low/medium heat NDM and skim milk powder.

NDM - EAST: Eastern low/medium NDM trading activity actually eclipsed Central region activity this week. Buyers are more actively seeking loads, and they are seemingly more willing to pay a little more per load. Production is somewhat active, relative to other drying, but labor tightness has created some problems. High heat NDM prices continued to move higher on the top of the range. High heat NDM is notably tight right now. NDM market tones are currently steady, but contacts question the longevity.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Conventional cheese ads increased 19 percent from last week. The most advertised cheese item is conventional 8-ounce shred cheese, featured in 28 percent more ads than last week. The average advertised price for conventional 8-ounce shred cheese is $2.39, 23 cents lower than last week. Ads for conventional 1-pound shred cheese jumped 158 percent and feature a weighted average price of $4.15, unchanged from last week.

Total conventional milk ads surged 454 percent, and organic milk ads grew 22 percent compared to last week. Conventional half-gallon milk ad numbers skyrocketed 618 percent from last week. The national average advertised price for conventional milk half-gallons is $1.79, compared to $4.42 for organic milk half-gallons, providing an organic price premium of $2.63. Organic half-gallon milk is the most advertised organic item.

Total conventional dairy ads increased 8 percent, and organic dairy ads are up 11 percent. The most advertised dairy item this week is conventional butter in a 1-pound package. The average price for 1-pound conventional butter is $2.90, down 16 cents from $3.06 last week.

RETAIL PRICES - CONVENTIONAL DAIRY - NOVEMBER 19

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	2.90	2.78	2.76	2.67	2.92	3.07	3.19
Cheese 8 oz block	2.39	2.36	2.62	2.06	2.27	2.30	2.46
Cheese 1# block	3.85	3.64	NA	4.43	3.81	3.99	3.68
Cheese 2# block	6.22	NA	NA	NA	5.98	6.77	4.86
Cheese 8 oz shred	2.39	2.41	2.51	2.14	2.48	2.32	2.60
Cheese 1# shred	4.15	3.74	NA	5.98	4.45	4.22	4.23
Cottage Cheese	1.78	2.82	1.63	1.66	NA	1.50	2.11
Cream Cheese	1.85	1.64	1.89	1.66	1.21	1.72	2.17
Egg Nog quart	3.06	3.07	NA	NA	2.99	NA	NA
Egg Nog ½ gallon	4.07	5.14	3.50	3.58	4.28	3.85	5.09
Ice Cream 48-64 oz	3.28	3.60	4.06	2.95	3.33	3.33	3.42
Milk ½ gallon	1.79	1.86	NA	NA	NA	1.53	1.86
Milk gallon	3.39	3.87	NA	NA	3.09	2.50	3.48
Sour Cream 16 oz	1.80	1.85	1.83	1.45	2.01	1.82	1.73
Yogurt (Greek) 4-6 oz	.97	.90	1.01	1.00	1.02	1.11	.90
Yogurt (Greek) 32 oz	4.75	4.85	5.00	NA	NA	4.66	NA
Yogurt 4-6 oz	.57	.58	.49	.55	.50	.60	.50
Yogurt 32 oz	2.89	2.99	NA	4.61	2.20	2.44	1.99

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:	$5.57	Yogurt 32 oz:	$4.21
Cheese 8 oz shred:	NA	Greek Yogurt 32 oz:	$6.34
Cheese 8 oz block:	NA	UHT Milk 8 oz:	NA
Cream Cheese 8 oz:	$2.50	Milk ½ gallon:	$4.42
Cottage Cheese 16 oz:	$4.29	Milk gallon:	NA
Yogurt 4-6 oz:	NA	Sour Cream 16 oz:	$2.69
		Ice Cream 48-64 oz:	$5.99

WHOLESALE BUTTER MARKETS - NOVEMBER 17

NATIONAL: Cream availability is meeting production demands in the West. However, cream supplies are reported to be increasingly limited in the Central and East regions. Some butter production schedules are hindered by cream tightness, labor issues, and delayed deliveries. Some contacts relay that bulk availability is diminishing, but others report comfortable inventory levels. Butter sales are strong as demand increases across food service and retail sectors. Market tones are steady to bullish. Bulk butter overages range from 3.0 to 12.0 cents over the CME market price.

WEST: Cream availability is mixed in the western part of the US; some contacts report spot availability, while others say inventories are tight. Contacts report strong demand for cream throughout the region. Domestic demand for butter is steady to higher across both retail and foodservice markets. International demand for butter is strong. Increased purchasing of butter in preparation for the holidays has caused spot availability to tighten. A shortage of truck drivers is causing delays to cream and butter loads. Some producers report that shipping delays are causing them to run shortened schedules. A number of plant managers also say that labor shortages are causing them to run shortened schedules.

CENTRAL: Because of tight cream supplies, microfixing has grown in regards to production. Therein lies the rub for butter plant managers, as microfixing requires additional hands which are in short supply in recent months. Butter demand is very strong, meeting seasonal expectations. Cream tightness is expected to continue through the holidays and potentially into 2022. Multiple contacts suggest cream contractual negotiations are cloudy for next year, particularly because of the freight/driver limitations. Butter market tones are steadily hearty.

NORTHEAST: Class II holiday production continues to tighten the cream market and in so doing, detains butter production output ahead of the Thanksgiving Holiday. Plants are micro-fixing freezer supplies to finalize butter orders on time. Manufacturers' inventories are at a sufficient level to meet the holiday demand. Domestic interest is seasonally active from retail and foodservice butter accounts. Domestic bulk butter trading is pale. The bulk price ranges 5-8 cents over market, based on CME.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
11/15/21	37,060	74,194
11/01/21	48,906	83,293
Change	-11,846	-9,099
Percent Change	-24	-11

CME CASH PRICES - NOVEMBER 15 - 19, 2021

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY November 15	$1.5175 (+2)	$1.7000 (-5)	$1.9500 (NC)	$1.5450 (-½)	$0.6750 (+½)
TUESDAY November 16	$1.4600 (-5¾)	$1.6600 (-4)	$1.9500 (NC)	$1.5450 (NC)	$0.6850 (+1)
WEDNESDAY November 17	$1.4450 (-1½)	$1.6700 (+1)	$1.9600 (+1)	$1.5300 (-1½)	$0.7000 (+1½)
THURSDAY November 18	$1.4550 (+1)	$1.7300 (+6)	$2.0375 (+7¾)	$1.5300 (NC)	$0.7000 (NC)
FRIDAY November 19	$1.5200 (+6½)	$1.8575 (+12¾)	$2.0475 (+1)	$1.5550 (+2½)	$0.7000 (NC)
Week's AVG $ Change	**$1.4795 (-0.0515)**	**$1.7235 (-0.0220)**	**$1.9890 (+0.0265)**	**$1.5410 (-0.0210**	**$0.6920 (+0.0300)**
Last Week's AVG	**$1.5310**	**$1.7455**	**$1.9625**	**$1.5620**	**$0.6620**
2020 AVG Same Week	**$1.4045**	**$1.7145**	**$1.3665**	**$1.0835**	**$0.4260**

MARKET OPINION - CHEESE REPORTER

Cheese Comment: No blocks were sold Monday; the price fell on an uncovered offer of 5 cars of blocks at $1.7000. There were no blocks sold Tuesday; the price declined on an uncovered offer of 2 cars at $1.6600. Two cars of blocks were sold Wednesday, the last at $1.6700, which raised the price. No blocks were sold Thursday; the price increased on an unfilled bid for 1 car at $1.7300. Three cars of blocks were sold Friday, the last at $1.8575, which raised the price. The barrel price increased Monday on a sale at $1.5175, dropped Tuesday on an uncovered offer at $1.4600, declined Wednesday on a sale at $1.4450, rose Thursday on an unfilled bid at $1.4550, and increased Friday on a sale at $1.5200.

Butter Comment: The price increased Wednesday on a sale at $1.9600, jumped Thursday on a sale at $2.0375, and rose Friday on an unfilled bid at $2.0475.

Nonfat Dry Milk Comment: The price declined Monday on a sale at $1.5450, fell Wednesday on a sale at $1.5300, then increased Friday on a sale at $1.5550.

Dry Whey Comment: The price rose Monday on a sale at 67.50 cents, increased Tuesday on a sale at 68.50 cents, and rose Wednesday on an unfilled bid at 70.0 cents.

WHEY MARKETS - NOVEMBER 15 - 19, 2021

RELEASE DATE - NOVEMBER 18, 2021

Animal Feed Whey—Central: Milk Replacer: .4600 (NC) – .5100 (+1)

Buttermilk Powder:
Central & East: 1.3500 (+2) – 1.4250 (+4) West: 1.3200 (+2) – 1.4050 (+3½)
Mostly: 1.3400 (+2) – 1.3700 (+2)

Casein: Rennet: 4.7200 (NC) – 4.9300 (NC) Acid: 4.9000 (NC) – 5.6700 (NC)

Dry Whey—Central (Edible):
Nonhygroscopic: .5000 (+5) – .6900 (+5) Mostly: .6200 (+3) – .6650 (+4½)

Dry Whey–West (Edible):
Nonhygroscopic: .5725 (+1½) – .6850 (+2½) Mostly: .5950 (+2½) – .6500 (+3)

Dry Whey—NorthEast: .5700 (NC) – .6800 (+4½)

Lactose—Central and West:
Edible: .3300 (NC) – .5500 (NC) Mostly: .3600 (NC) – .4650 (-½)

Nonfat Dry Milk —Central & East:
Low/Medium Heat: 1.5100 (NC) – 1.6200 (+2) Mostly: 1.5250 (NC) – 1.5500 (+½)
High Heat: 1.6500 (NC) – 1.8000 (+5)

Nonfat Dry Milk —Western:
Low/Medium Heat: 1.5100 (+1) – 1.6000 (NC) Mostly: 1.5400 (NC) – 1.5800 (NC)
High Heat: 1.6525 (NC) – 1.7400 (+1¼)

Whey Protein Concentrate—Central and West:
Edible 34% Protein: 1.1500 (+3) – 1.3800 (+3) Mostly: 1.1800 (+3) – 1.2550 (+1½)

Whole Milk—National: 1.8000 (NC) – 1.9400 (NC)

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	18.96	17.21	16.49	15.95	16.53	17.83		

Global Dairy Trade Price Index Rises 1.9%; Prices Up For All Products Traded

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction increased 1.9 percent from the previous auction, held two weeks ago.

Results from the auction, with comparisons to the previous auction, were as follows:

Cheddar cheese: The average winning price was $5,162 per ton ($2.34 per pound), up 2.2 percent. Average winning prices were: Contract 1 (December), $5,590 per ton, up 11.5 percent; Contract 2 (January), $5,302 per ton, up 3.9 percent; Contract 3 (February), $5,048 per ton, up 0.3 percent; Contract 4 (March), $5,019 per ton, down 1.8 percent; Contract 5 (April), $5,375 per ton, up 8.9 percent; and Contract 6 (May), $4,904 per ton, down 0.5 percent.

SMP: The average winning price was $3,676 per ton ($1.67 per pound), up 1.4 percent. Average winning prices were: Contract 1, $3,740 per ton, up 0.5 percent; Contract 2, $3,670 per ton, up 1 percent; Contract 3, $3,666 per ton, up 1.1 percent; Contract 4, $3,699 per ton, up 2.9 percent; and Contract 5, $3,650 per ton, up 1.7.

Whole milk powder: The average winning price was $3,987 per ton ($1.81 per pound), up 1.9 percent. Average winning prices were: Contract 1, $3,981 per ton, up 1.6 percent; Contract 2, $3,966 per ton, up 1.5 percent; Contract 3, $3,989 per ton, up 2.3 percent; Contract 4, $4,045 per ton, up 2.4 percent; and Contract 5, $4,097 per ton, up 2.8 percent.

Butter: The average winning price was $5,534 per ton ($2.51 per pound), up 3.5 percent. Average winning prices were: Contract 1, $5,620 per ton, up 4.4 percent; Contract 2, $5,493 per ton, up 4 percent; Contract 3, $5,565 per ton, up 2.6 percent; Contract 4, $5,580 per ton, up 3.5 percent; and Contract 5, $5,495 per ton, up 2.8 .

Anhydrous milkfat: The average winning price was $6,472 per ton ($2.94 per pound), up 1.3 percent. Average winning prices were: Contract 1, $6,661 per ton, up 1 percent; Contract 2, $6,478 per ton, up 1.9 percent; Contract 3, $6,481 per ton, up 2.2 percent; Contract 4, $6,453 per ton, up 0.6 percent; Contract 5, $6,398 per ton, up 0.5 percent; and Contract 6, $6,395 per ton, up 0.2 percent.

Lactose: The average winning price was $1,299 per ton (58.9 cents per pound), up 1.6 percent. That was for Contract 2.