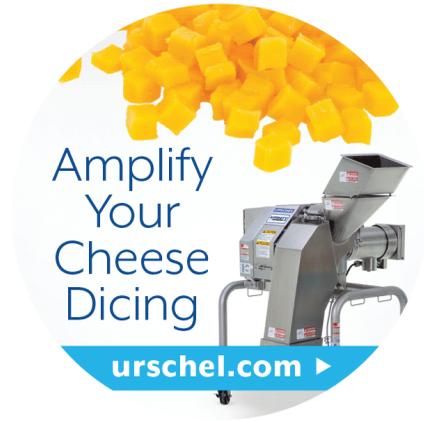




CHEESE REPORTER

Vol. 147, No. 21 • November 4, 2022 • Madison, Wisconsin



US Dairy Exports Increased 20% In Sept.; Dairy Imports Rose 15%

September Cheese Exports Rose 5%, Cheese Imports Fell 2%; Butter Exports Increased 49%

Washington—US dairy exports during September were valued at \$800 million, up 20 percent from September 2021, according to figures released Thursday by USDA's Foreign Agricultural Service (FAS).

Dairy exports during the first nine months of 2022 were valued at \$7.2 billion, up 26 percent from the first nine months of 2021.

Leading markets for US dairy exports during the January-September 2022 period, on a value basis, with comparisons to the same period in 2021, were: Mexico, \$1.8 billion, up 36 percent; Canada, \$767.8 million, up 23 percent; China, \$597.5 million, up 7 percent; Philippines, \$444.2 million, up 42 percent; South Korea, \$443.9 million, up 39 percent; Japan, \$381.9 million, up 36 percent; Indonesia, \$340.9 million, up 39 percent; Malaysia, \$187.5 million, up 43 percent; Vietnam, \$173.5 million, down 17 percent; and Australia, \$150.9 million, up 24 percent.

US dairy imports during September were valued at \$389.4 million, up 15 percent from September 2021.

During the first three quarters of 2022, dairy imports were valued at \$3.3 billion, up 26 percent from the first three quarters of 2021.

Leading sources of US dairy imports during the January-September period, on a value basis, with comparisons to the same period last year, were: Ireland, \$505.1 million, up 40 percent; New Zealand, \$501.2 million, up 27 percent; Italy, \$377.8 million up 4 percent; France, \$235.1 million, up 16 percent; Canada, \$221.6 million, up 22 percent; Mexico, \$187.5 million, up 51 percent; Netherlands, \$185.8 million, up 19 percent; Denmark, \$132.0 million, up 36 percent; and Spain, \$101.8 million, up 25 percent.

Cheese exports during September totaled 78.6 million pounds, up 5 percent from September 2021. The value of those cheese exports, \$190.9 million, was up 27 percent.

Cheese exports during the January-September period totaled 750.5 million pounds, up 13 percent from the same period last year. The value of those exports, \$1.7 billion, was up 26 percent.

Leading markets for US cheese exports during the first nine months of 2022, on a volume basis, with comparisons to the first nine months of 2021, were: Mexico, 205.2 million pounds, up 18 percent; South Korea, 131.5 million pounds, up 10 percent; Japan, 79.2 million pounds, up 10 percent; Australia, 43.5 million pounds, up 10 percent; Panama, 24.4 million pounds, up 53 percent; Canada, 23.8 million pounds, up 16 percent; Saudi Arabia, 21.2 million pounds, up 53 percent; and Chile, 20.1 million pounds, down 18 percent.

Nonfat dry milk exports during September totaled 142.8 million pounds, down 7 percent from September 2021.

NDM exports during the January-September period totaled 1.4 billion pounds, down 9 percent from a year earlier.

• See **Sept. Dairy Trade**, p. 5

Nine Co-ops Seek Hearing To Address Transportation Credit Balancing Funds In Three Federal Orders

Washington—The Dairy Cooperative Marketing Association (DCMA) has requested a federal milk marketing order hearing to address Transportation Credit Balancing Funds (TCBF) provisions in the Southeast, Appalachian and Florida federal orders.

DCMA is a common marketing agency consisting of nine Capper-Volstead cooperative members: Dairy Farmers of America, Lone Star Milk Producers, Maryland and Virginia Milk Producers Cooperative Association, Lanco Dairy Farms Co-op, Select Milk Producers, Southeast Milk, Appalachian Dairy Farmers Cooperative, Cobblestone Milk Cooperative, and Cooperative Milk Producers Association.

All nine of these co-ops market milk as handlers in one or more of the southeastern marketing orders.

The DCMA members have long been the predominant suppliers of the Class I needs of distributing plants in the southeastern federal order markets and have been active supporters of the federal order program and the orderly marketing framework which it provides.

An overview of key marketing characteristics in the Southeast US documents the “challenging marketing conditions and supports the urgent need for this hearing,”

• See **Hearing Sought**, p. 11

WCMA Board Backs Six Proposals To Improve, Reform Federal Orders

Madison—The Wisconsin Cheese Makers Association (WCMA) board of directors approved concepts to improve and reform federal milk marketing order pricing provisions at a special meeting last week.

The set of six recommendations emerged from the ongoing work of WCMA's federal order reform committee, which was initiated in early 2021 to consider the future of the federal order system.

Four of the six proposals endorsed by WCMA's 21-member board could be addressed without action by Congress. One of those is the adoption of dynamic make allowances for milk price formulas

• See **WCMA Proposals**, p. 10

Swiss Le Gruyere AOP Surchoix Tops 34th World Cheese Awards In Wales

Newport, Wales—A Le Gruyère AOP Surchoix, entered by Swiss cheese maker Vorderfultigen and affineur Gourmino, earned top honors this week at the 34th edition of the World Cheese Awards.

This raw milk, full-bodied Le Gruyère AOP Surchoix is described as a “really perfect handcrafted cheese, smooth in your mouth and melting on your tongue,” by Super Jury member Christian Zuercher, Mifroma.

Second place went to Italy's De' Magi for its Gorgonzola Dolce DOP entry. The soft, buttery cow's milk Blue is made in several Italian provinces, including Bergamo, Como, and Milano.

The contest drew a record-breaking 4,434 entries, which were whittled down to 98 Super Gold winners and then 16 finalists.

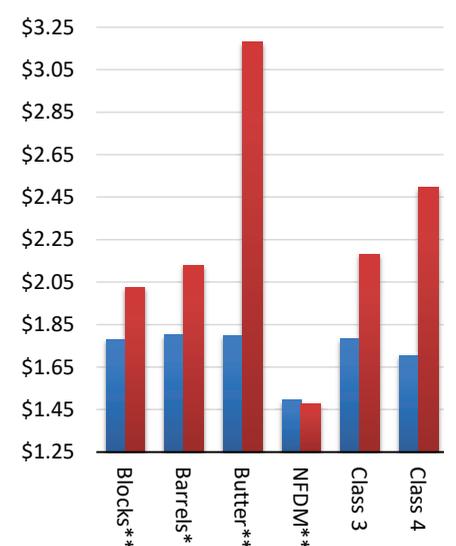
These 16 cheeses were judged a second time by the International Super Jury, which included Cathy Strange from Whole Foods Market; Patricia Michelson; La Fromagerie, United Kingdom; Denis Priimagi, Cheese Kingdom, Ukraine; and Davide Fiori, Luigi Guffanti 1876, Italy.

Greensward, a collaborative effort between New York's Murray's Cheese and Vermont's Cellars at Jasper Hill, was among the 16 finalists.

Greensward was originally created exclusively for Eleven Madison Park, a world-renowned New York restaurant, and developed by the team at Jasper Hill and the aging process was a collaboration between Murray's staff, Jasper Hill and chef Daniel Humm.

• See **World Cheese**, p. 6

Oct. Avg Prices - 2021 vs 2022
Average CME Prices**
Class 3 and Class 4 Milk Price x 10





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EDITORIAL COMMENT



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Do Dairy Product Prices Have A Long-Term Ceiling?

The CME cash market price for butter fell below the \$3.00-per-pound mark on Monday, Oct. 31, ending a rather remarkable streak of 50 consecutive (business) days in which the butter price was \$3.00 or higher, including a record \$3.2675 per pound back on Oct. 6.

On top of that, butter became the first, and thus far only, dairy commodity sold on the CME cash markets to post an average monthly price above \$3.00 per pound — and it did so twice. Specifically, the CME butter price averaged \$3.1483 per pound in September and a record \$3.1792 per pound in October.

But in stepping back and looking at the “big picture,” we have to wonder if these record-high butter prices are really that “remarkable,” or if they’re just part of ongoing price volatility and represent the most recent price peak — a peak that isn’t that much higher than the one reached several years ago.

It may be recalled that this isn’t the first time CME butter prices topped \$3.00 per pound. The first time was back in 2014, when the CME butter price first reached \$3.00 a pound on Sept. 12, hit \$3.0600 per pound two days later, and then fell below \$3.00 a pound the following Monday, Sept. 29, when it dropped to \$2.9600 a pound.

For that entire month of September 2014, the CME butter market averaged a remarkable \$2.9740 per pound. That was remarkable both because it was so much higher than the previous record-high monthly average butter price (\$2.5913 per pound, set one month earlier) and because it was so much higher than a year earlier (the CME butter price had averaged \$1.5244 a pound in September 2013).

The CME butter price topped \$3.00 a pound again in 2015, for a total of four CME trading sessions, and reached a record high of \$3.1350 a pound on Sept. 25. For the entire month of September 2015, the CME butter price aver-

aged \$2.6690 a pound, which not only was well below the previous September’s average but also ended up being well below the average two months later (\$2.8779 per pound, in November 2015).

The point of this short history of recent butter price peaks is that the current peak, while impressive in the context of the last couple of years, is somewhat less impressive in the context of the last eight years. Specifically, the new CME monthly butter price record of \$3.1792 per pound is roughly 20.5 cents higher than the previous record, which was set some eight years ago. And the new CME daily butter price record of \$3.2675 is 13.25 cents higher than the previous record, set seven years ago.

Meanwhile, CME cash cheese market prices have been above \$2.00 per pound for significant periods of time this year. Blocks averaged above \$2.00 a pound for five straight months (March-July), while barrels have averaged above \$2.00 a pound for seven of the last eight months.

On a daily basis, the block price reached a 2022 high of \$2.3975 back on Apr. 18. That was the highest block price since July 28, 2020, when blocks were falling from their record high of \$3.00 per pound, which had been reached on July 13 (the block price on July 28, 2020, was \$2.4400 per pound). And the barrel price reached a 2022 high of \$2.4500 per pound back on May 17-18, which didn’t break the record high of \$2.5300 per pound, set in late October of 2020, nor was it as high as the pre-2020 record of \$2.4900 per pound, set in September of 2014.

So what’s the point of all these price statistics? It seems like, with the exception of 2020’s pandemic-related extreme block price volatility, there is sort of a “ceiling” on dairy product prices.

Granted, that ceiling is kind of “soft,” because prices do still set records from time to time, but generally speaking, it doesn’t seem like

It seems like, with the exception of 2020’s pandemic-related extreme block price volatility, there is sort of a “ceiling” on dairy product prices.

butter is likely to trade above, say, \$3.30 a pound, nor are the block and barrel markets going to trade much above \$2.50 a pound.

Keep in mind what’s been going on this year in the dairy industry. During the first half of 2022, milk production was down 1.0 percent in the first quarter compared to 2021’s first quarter, and then down 0.5 percent in the second quarter compared to a year earlier.

When was the last time that happened? We had to do some digging to come up with the answer to that question; it was actually in 2004 when milk production fell in both the first quarter (down 0.9 percent) and in the second quarter (down 0.6 percent) of the year.

So what else happened back in 2004? Well, that was the first year in which the CME block price topped \$2.00. Specifically, blocks hit \$2.0050 a pound on March 19 and eventually reached \$2.2000 a pound over a period of about a week and a half in April.

That sort of puts this all in perspective. For all the volatility that the dairy industry has seen this century (and certainly before this century as well), with the exception of the anomaly of 2020’s \$3.00 price record, the block price has only risen more than 20 cents above that 2004 record in four years: in November of 2007, when it reached \$2.2025 a pound; in 2008, when it reached \$2.2850 a pound; in 2014, when it reached \$2.36 a pound in February, \$2.4225 a pound in April and \$2.45 a pound in September; and in September of 2019, when it reached \$2.2375 a pound.

So when folks start talking about how, for example, the block price has increased by more than a dollar pound since early 2019 (which is true; the block price was \$1.3700 a pound on Jan. 9, 2019), it can be pointed out that the block price peak this year was less than 20 cents higher than its 2004 peak.

Dairy prices seem to have a ceiling, and seldom exceed it.

Global Dairy Trade Price Index Falls 3.9%; Only Cheddar, Butter Prices Rise

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 3.9 percent from the previous auction, held two weeks ago.

That was the third consecutive decline in the GDT price index.

In this week's auction, which featured 142 participating bidders and 116 winning bidders, prices were higher for Cheddar cheese and butter and lower for skim milk powder, whole milk powder, anhydrous milkfat, lactose and buttermilk powder.

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

Cheddar cheese: The average winning price was \$4,802 per metric ton (\$2.18 per pound), up 0.9 percent. Average winning prices were: Contract 1 (December), \$4,830 per ton, down 2.8 percent; Contract 2 (January), \$4,765 per ton, up 1.6 percent; Contract 3 (February), \$4,791 per ton, up 1.8 percent; Contract 4 (March), \$4,803 per ton, up 1.7 percent; Contract 5 (April), \$4,813 per ton, down 1.5 percent; and Contract 6 (May), \$4,920 per ton, up 0.7 percent.

Skim milk powder: The average winning price was \$2,972 per ton (\$1.35 per pound), down 8.5 percent. Average winning prices were: Contract 1, \$2,973 per ton, down 9.7 percent; Contract 2, \$2,978 per ton, down 8.4 percent; Contract 3, \$2,965 per ton, down 8.8 percent; Contract 4, \$2,968 per ton, down 7.9 percent; and Contract 5, \$2,966 per ton, down 8.7 percent.

Whole milk powder: The average winning price was \$3,279 per ton (\$1.49 per pound), down 3.4 percent. Average winning prices were: Contract 1, \$3,248 per ton, down 4.2 percent; Contract 2, \$3,273 per ton, down 3.1 percent; Contract 3, \$3,279 per ton, down 3.5 percent; Contract 4, \$3,370 per ton, down 2.4 percent; and Contract 5, \$3,412 per ton, down 3.3.

Butter: The average winning price was \$4,868 per ton (\$2.21 per pound), up 0.2 percent. Average winning prices were: Contract 1, \$4,930 per ton, down 0.3 percent; Contract 2, \$4,853 per ton, up 0.2 percent; Contract 3, \$4,812 per ton, down 0.8 percent; Contract 4, \$4,830 per ton, down 0.1 percent; Contract 5, \$4,933 per ton, up 1.8 percent; and Contract 6, \$4,945 per ton, up 2.7 percent.

Anhydrous milkfat: The average winning price was \$5,562 per ton (\$2.52 per pound), down 1.7 percent. Average winning prices were: Contract 1, \$5,703 per ton, up 0.6 percent; Contract 2, \$5,554 per ton, down 1.4 percent; Con-

tract 3, \$5,585 per ton, down 1.4 percent; Contract 4, \$5,518 per ton, down 2.4 percent; Contract 5, \$5,514 per ton, down 2.7 percent; and Contract 6, \$5,522 per ton, down 2.5 percent.

Lactose: The average winning price was \$1,300 per ton (59.0 cents per pound), down 1.0 percent. That was for Contract 2.

Buttermilk powder: The average winning price was \$2,973 per ton (\$1.35 per pound), down 11.4 percent. Average winning prices were: Contract 1, \$3,170 per ton, down 5.1 percent; Contract 2, \$2,980 per ton, down 10.8 percent; Contract 3, \$2,935 per ton, down 12.4 percent; Contract 4, \$2,945

per ton, down 13.3 percent; and Contract 5, \$2,950 per ton, down 13.0 percent.

Demand concerns are dominating dairy market sentiment now, with buyers not concerned by the negative supply news out of New Zealand this season, ASB Bank noted in its "Commodities Weekly" report, which was released after this week's GDT auction.

Data from the Dairy Companies Association of New Zealand (DCANZ) showed a 3.8 percent milk production decline for September, and this is expected to continue in October. That news clearly isn't concerning buyers based on recent auctions, ASB Bank said.

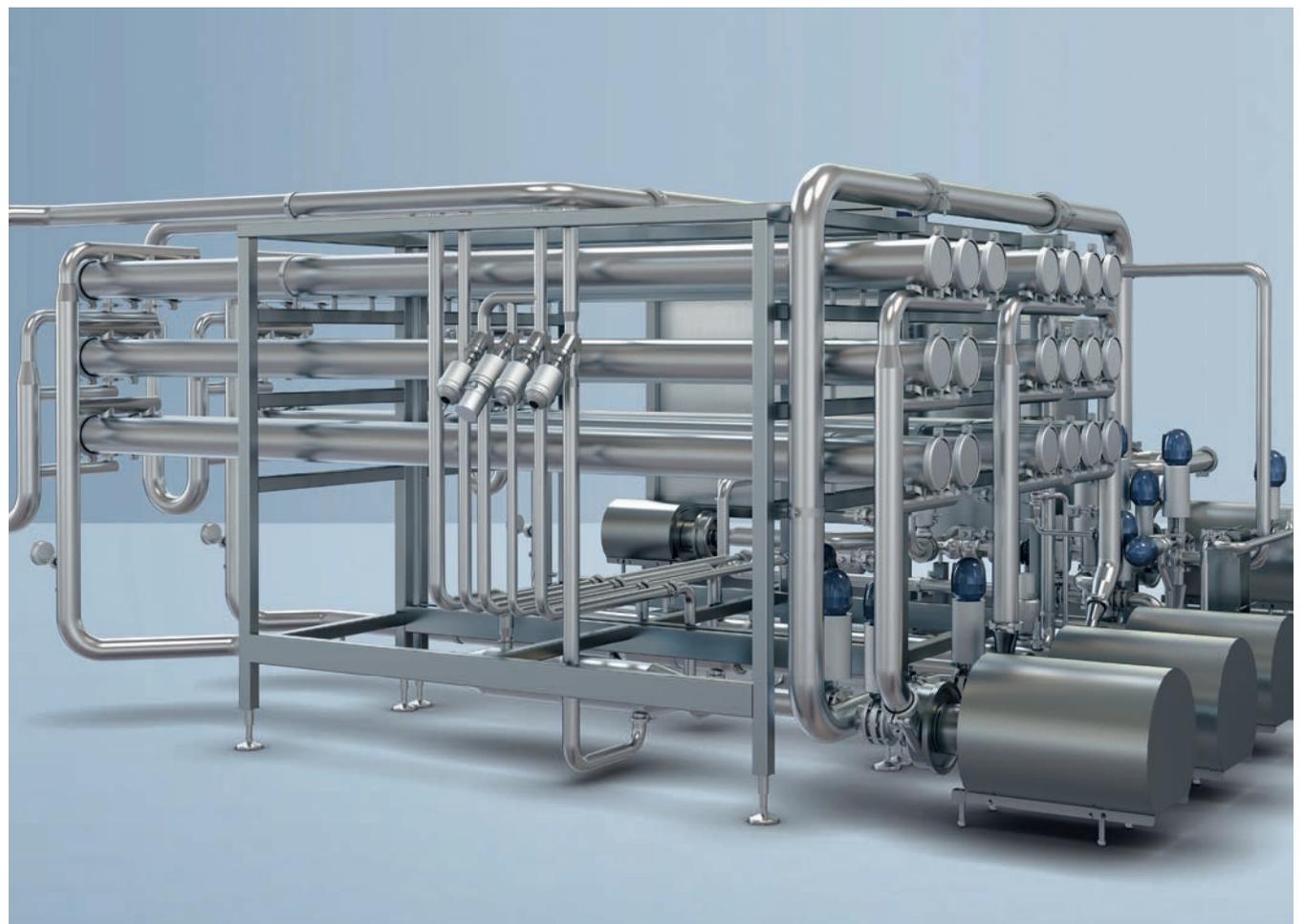
Meanwhile, Westpac has downgraded its 2022/23 farmgate milk price forecast for New Zealand by

50 cents, to \$8.75 per kilogram of milk solids.

Global dairy prices have been under pressure for some time, noted Nathan Penny, senior agri-economist at Westpac. Over the past three GDT dairy auctions, overall prices have slid by 11.5 percent. And over the past year, prices have slipped by over 18 percent.

These recent falls are both larger and have continued for longer than Westpac anticipated, Penny noted. Westpac had expected prices to have stabilized by now, if not started to show signs of a rebound. That is clearly now not the case, prompting Westpac's forecast revision.

The weakness in demand largely traces back to conditions in China, Penny noted. COVID restrictions continue to batter the economy.



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Consensus On Key Issues Can Get the Federal Order Reform Party Started

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Momentum is building for a national hearing to address reforms for federal milk marketing orders, the dairy industry equivalent to a birthday party for great grandpa.

Despite the advanced age of dairy's federally legislated milk pricing and pooling system, a hearing is imperative to the future health of the dairy industry.

This week, Wisconsin Cheese Makers Association released concepts for milk pricing reforms, and support for related programs and USDA services, after months of deliberation by an ad hoc federal order reform committee.

It is gratifying to see that WCMA's highest priority, updates for product make allowances embedded in federal order pricing formulas, is a priority also touted by National Milk Producers Federation (NMPF). In fact, three of the six reform issues released by NMPF October 25 match issues highlighted by WCMA.

WCMA's pricing reform issues include:

1. Adoption of dynamic make allowances for milk price formulas which incorporate regular cost of processing audits and current-cost price adjustors. WCMA recommends mandatory US Department of Agriculture (USDA) staff audits at dairy plants at regular intervals to determine costs to produce dairy products surveyed in the National Dairy Products Sales Report. Audit

data gathered from a diverse array of dairy manufacturers can assure formulas do not disadvantage one group of processors versus another group. Informal rulemaking could update make allowances on a regular basis, based on data USDA derives from dairy plant audits.

It is gratifying to see that WCMA's highest priority, updates for product make allowances embedded in federal order pricing formulas, is a priority also touted by National Milk Producers Federation (NMPF).

WCMA believes USDA audits should be supplemented by make allowance price adjustors – publicly-available data series vetted in pre-hearing information sessions, ratified in formal rulemaking, and tracked at regular intervals by USDA. Price adjustors would automatically adjust make allowance values.

2. USDA collaboration with industry to address the volatility between block Cheddar and barrel cheese prices used to value protein in Class III milk. The inconsistent difference in these prices creates a cheese milk price that

consistently punishes manufacturers who face the lower of these two price series. These two formats of cheese production—block and barrel—represent distinct businesses, including differences in production assets, different end uses and distinct groups of buyers. WCMA recommends that Industry and USDA examine alternatives to the current marketplace value for protein in the Class 3 milk price in pre-hearing meetings and discussions.

3. USDA collaboration with the dairy industry to develop a new value for other solids in the Class III milk price formula. The current value uses the price of dry whey, a product produced only at a small percentage of dairy manufacturing sites in the US. Medium and small cheese manufacturers cannot invest in capital-intensive whey processing facilities to produce dry whey, and large processors who meet consumer demand for concentrated whey protein products also do not generate the value of dry whey found in the Class III milk price formula. High dry whey prices impose crippling milk price costs on these manufacturers, large and small, leading to business instability and the potential for reduced competition for dairy farmers' milk. WCMA recommends that industry and USDA examine alternatives to the current value for other solids in the Class III milk price in pre-hearing meetings and discussions.

WCMA's federal order reform committee, with endorsement by our Board of Directors, also affirmed the need to maintain depooling and repooling provisions found in individual orders.

In a government-legislated milk pricing system with mandated minimum prices, the decision to participate or not participate in

•See Umhoefer, p. 10

FROM OUR ARCHIVES

50 YEARS AGO

Nov. 3, 1972: Madison—Federal officials have allowed “probably millions of pounds of American or Cheddar cheese to be imported during the past year,” said Roger Lewis, general manager of the Farmers Union Marketing Service. Cheese has been imported from Denmark under the name “Monterey,” but FDA inspectors determined about 70 percent is actually Cheddar or American, Lewis continued.

Washington—Current attacks against FDA, including attempts to take it out of the Department of Health, Education & Welfare, are unjustified, Harvard professor of nutrition Jean Mayer said. The FDA “will soon take on clearer responsibility for nutrition labeling” and “can do a better job if it remains linked to the health establishment.”

25 YEARS AGO

Nov. 7, 1997: Madison—John Nelson, 71, a leader in cheese research and development, quality assurance and regulatory compliance during a career that spanned more than four decades, died Nov. 3 after a brief illness. Among many achievements and accolades, his exceptional dedication to the industry earned him the 1994 NCI Laureate Award.

Boston, MA and Weyauwega, WI—Paul Anthony Peters, 73, former partner and CEO of The Churny Cheese Company, died Oct. 31. Churny was founded by Peters' father as a New England butter distributor in 1940.

10 YEARS AGO

Nov. 2, 2012: Lake Buena Vista, FL—National Milk Producers Federation's goal in the weeks ahead is “to make sure” the farm bill is part of the agenda during the lame duck session of Congress, NMPF president and CEO Jerry Kozak said this week. He noted that NMPF's Dairy Security Act has already been included in the Senate's farm bill, and is also included in the House Ag Committee farm bill.

San Luis Obispo, CA—The Dairy Products Technology Center at Cal Poly celebrated its 25th anniversary here with a variety of activities. Originally established in 1987, the DPTC is now recognized globally as a Center of Excellence.

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Canadian Dairy Commission To Boost Farmgate Milk Price By 2.2%; Will Also Hike Butter Price

Ottawa, Ontario—The Canadian Dairy Commission (CDC) on Tuesday announced that it will raise the Canadian farmgate milk price by 2.2 percent on Feb. 1, 2023.

The increase is the result of the National Pricing Formula, which takes into account dairy farmers' costs of production as well as the consumer price index.

As indicated in June, the 2.5-percent increase in the price of milk at the farm that took place on Sept. 1, 2022, was subtracted from the result of the pricing formula.

The cost of milk used to make dairy products such as milk, cheese, yogurt, butter and cream for the retail and restaurant sectors will increase by an average of 2.2 percent, the CDC noted.

The CDC also announced an increase in the support price for butter that will be effective Feb. 1, 2023. The support price for butter will increase from \$10.206 per kilogram to \$10.2180 per kilogram.

The support price for butter is used by the CDC when buying and selling butter under its Domestic Seasonality Program. Under this program, the CDC balances seasonal changes in supply and demand on the domestic market by buying butter from manufacturers and storing it when milk production is high and demand for dairy products is low, and selling this butter back to manufacturers when the situation reverses itself.

These transactions occur at the support price, which contains three elements: the processors' make allowance (or margin), the carrying charges, and the price of milk components. The processors' make allowance for butter as well as the carrying charges will remain unchanged.

Meanwhile, to streamline milk classification and increase transparency in the milk pricing system, the CDC intends to implement several changes on Feb. 1, 2023. The Class 2b1 definition will be modified as follows: "Milk shakes for retail sale that comply with the federal product standard for milk shake mixes; creme fraiche, all types of fudge, pudding, and Indian sweets."

Class 2b2 for "Milk Shakes for retail sale with a fresh milk content of less than 85% on a volume..." will be eliminated and components formerly billed in Class 2b2 will be billed in Class 2b1.

The revised Class 2b1 will retain the same price and pricing adjustment for Feb. 1, 2023, the CDC noted.

Sept. Dairy Trade

(Continued from p. 1)

Exports of dry whey totaled 49.7 million pounds, up 22 percent from September 2021. Dry whey exports during the first three quarters of this year totaled 360.0 million pounds, down 6 percent from the first three quarters of last year.

Whey protein concentrate exports during September totaled 33.6 million pounds, up 49 percent from September 2021. WPC exports during the January-September period totaled 285.2 million pounds, up 21 percent from the same period in 2021.

Lactose exports during September totaled 91.5 million pounds, up 32 percent from September 2021. Lactose exports during the first nine months of 2022 totaled 753.0 million pounds, up 18 percent from the first nine months of 2021.

September butter exports totaled 10.7 million pounds, up 49 percent from September 2021. Butter exports during the January-September period totaled 102.3 million pounds, up 41 percent from a year earlier.

Ice cream exports during September totaled 12.4 million pounds, up 15 percent from September 2021. During the first nine months of 2022, ice cream exports totaled 125.6 million pounds, up slightly from the first nine months of 2021.

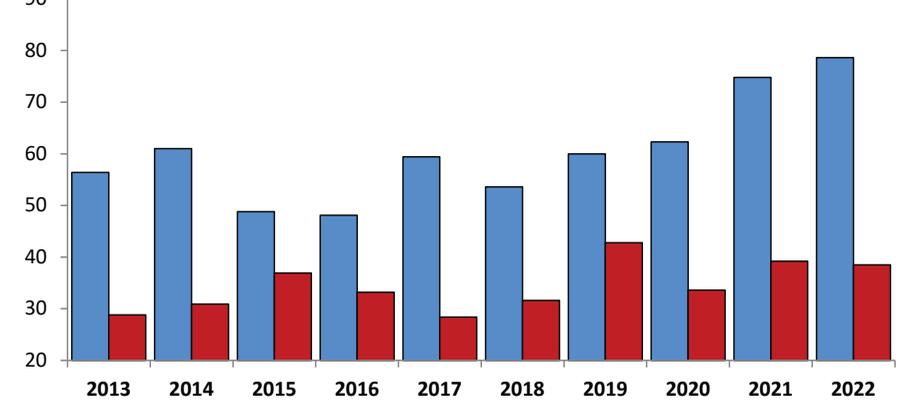
Cheese Imports Decline

US cheese imports totaled 38.5 million pounds, down 2 percent from September 2021. The value of those imports, \$140.7 million, was down 5 percent.

Cheese imports during the first nine months of 2022 totaled 303.0 million pounds, up 1 percent from the first nine months of 2021. The

US Cheese Exports vs Imports

September of 2013- 2022; Million of pounds



value of those imports, \$1.13 billion, was up 5 percent.

Sources of cheese imports during the first nine months, on a volume basis, with comparisons to the first nine months of 2021, were:

Italy: 62.1 million pounds up 4 percent.

France: 36.2 million pounds, up 20 percent.

Netherlands: 26.6 million pounds, down 2 percent.

Spain: 15.7 million pounds, up 9 percent.

Ireland: 15.2 million pounds, down 5 percent.

Switzerland: 14.4 million pounds, down 8 percent.

United Kingdom: 13.1 million pounds, up 14 percent.

Mexico: 11.33 million pounds, up 55 percent.

Greece: 11.32 million pounds, up 4 percent.

Nicaragua: 11.1 million pounds, down 19 percent.

Butter Imports Fall

Imports of butter and other butterfat-based products totaled 11.6 million pounds, down 2 percent from September 2021. Butter imports totaled 9.4 million pounds, down 11 percent.

Imports of butter and other butterfat-based products during the January-September period totaled

107.2 million pounds, up 13 percent from the same period last year. Butter imports during this period totaled 76.7 million pounds, up 3 percent from a year earlier.

Casein imports totaled 7.5 million pounds, down 2 percent from September 2021. Casein imports during the first nine months of this year totaled 81.2 million pounds, up 10 percent from the first nine months of last year.

September imports of caseinates totaled 4.1 million pounds, down 6 percent from September 2021. Imports of caseinates during the January-September period totaled 37.5 million pounds, up 4 percent from a year earlier.

Imports of Chapter 4 milk protein concentrates during September totaled 2.9 million pounds, down 62 percent from September 2021. During the first three quarters of 2022, imports of Chapter 4 MPCs totaled 60.6 million pounds, down 14 percent from the first three quarters of 2021.

September imports of Chapter 35 MPCs totaled 3.9 million pounds, up 86 percent from September 2021.

Imports of Chapter 35 MPCs during the January-September period totaled 25.7 million pounds, up 120 percent from the same period last year.

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World Cheese

(Continued from p. 1)

The cow's milk cheese is washed in beer and aged in Murray's aging caves in Long Island City, NY.

Top 16 Finalists

Le Gruyère AOP Surchoix, by cheese maker Vorderfultigen and affineur Gourmino, Switzerland

Gorgonzola Dolce DOP from De' Magi, Italy

Grosse Tomme de Bufflonne Cave Jacobine of Prolactine, France

Âlde Fryske, De Fryske, the Netherlands

Tomme de chèvre Cave Jacobine, Prolactine, France

Pata de Mulo Curado Los Payuelos of Quesería Artesanal Los Payuelos, Spain

Greensward, Murray's Cheese and Cellars at Jasper Hill

Devon Blue, Ticklemore Cheese, United Kingdom

Spenwood, Village Maid Cheese, United Kingdom

Grosse Tomme de chèvre Cave Rousseau, Prolactine, France

Sinodun Hill, Norton & Yarrow Cheese, United Kingdom

Gorwydd Caerphilly, Trethowan's Dairy, United Kingdom

Großer Deichkäse 12 Monate, Rohmilchkäserei Backensholz GmbH

Caseificio Storico Flli, Petrucci Amatrice, Italy

L'Ambra di Talamello, Rocca Toscana Formaggi S.R.L, Italy

Gentenaer, Little Cheese Farm, Belgium

US Super Gold, Gold, Silver and Bronze medal winners are:

Beecher's Handmade Cheese Seattle, WA

Silver medal: Flagsheep
Bronze: Flagship Reserve

Beehive Cheese, Utah, UT

Bronze medal: Promontory
Bronze: Apple Walnut Smoked

Belle Chevre, Elkmont, AL

Silver: Greek Kiss Fresh Chèvre

Bongards Creameries, Bongards, MN

Bronze medal: Processed American Swiss Slice on Slice

Cabot Creamery

Silver medal: Cabot Clothbound
Bronze: Lamberton Cheddar

Carr Valley Cheese, La Valle, WI

Silver medal: Glacier Gorgonzola
Silver medal: Reserve Gouda
Silver medal: Smoked Marisa
Silver: Glacier Point Blue Spruce
Bronze medal: French Fontina
Bronze: Cave Aged Cardona
Bronze: Glacier Penta Creme

Cellars At Jasper Hill, Greensboro, VT

Gold medal: Alpha Tolman
Gold medal: Moses Sleeper
Gold medal: Little Hosmer
Gold medal: Eligo
Silver medal: Vault 5 Cave Aged
Silver medal: Willoughby
Silver medal: Cabot Clothbound
Silver medal: Calderwood for Saxelby Cheesemongers
Bronze medal: Whitney
Bronze medal: Hartwell
Bronze medal: Bayley Hazen Blue

Cowgirl Creamery Point Reyes Station, CA

Silver medal: Hop Along
Bronze medal: Wagon Wheel
Bronze medal: Mt Tam
Bronze medal: Red Hawk

Euphrates, Inc., Johnstown, NY

Bronze medal: Euphrates Feta

Farm At Doe Run, Unionville, PA

SUPER GOLD: St. Malachi Reserve
Gold medal: St. Malachi

Gold medal: Hummingbird

Silver: Seven Sisters

Bronze medal: Batch 37

Bronze medal: Black Swallowtail

Bronze: Aged Seven Sisters

Firefly Farms, Accident, MD

Silver medal: Black & Blue
Silver medal: Merry Goat Round
Bronze medal: Merry Goat Round Spruce Reserve

Haystack Mountain Creamery, Longmont, CO

Silver medal: Wall Street Gold
Bronze medal: Funkmeister

Heber Valley Artisan Cheese, Midway, UT

Gold medal: Lemon Sage Cheddar
Bronze medal: Mustard Herb Cheddar

Idyll Farm, Northport, MI

Silver: Spreadable Idyll Pastures
Silver medal: Idyllweiss
Bronze: Idyll Pastures Spreadable with Honey and Lavender
Bronze medal: Honey Lavender

Jacob & Brichford Farmstead Cheese, Connersville, IN

Silver medal: Briana
Bronze medal: Adair
Bronze medal: JQ
Bronze medal: Everton

Lactalis American Group

Silver medal: Galbani Fresh Mozz
Bronze medal: Whole Milk Premio Shredded Cheese
Bronze: Blend Shredded Cheese
Bronze: Specialty Blend Shred
Bronze: Galbani Mascarpone
Bronze: Whole Milk String Cheese
Bronze: Galbani Marinade Cup

Laura Chenel & Marin French

Gold: Fresh Goat Cheese (Chabis)
Silver medal: Triple Crème Brie
Bronze medal: Golden Gate
Bronze medal: Petite Truffle
Bronze medal: Thyme & Rosemary Marinated Goat Cheese
Bronze: Orange Blossom Honey
Bronze medal: Black Truffle Fresh Goat Cheese Log

Leelanau Cheese, Suttons Bay, MI

Silver medal: Leelanau Raclette
Bronze medal: Leelanau Reserve

Lioni Latticini, Brooklyn, NY

Bronze medal: Panna di Latte

Murray's Cheese

SUPER GOLD: Hudson Flower
SUPER GOLD: Greensward
Silver medal: Buttermilk Basque
Silver medal: Stockinghall

Nettle Meadow, Lake Luzerne, NY

Gold medal: Adironjack
Bronze medal: Briar Summit

Parish Hill Creamery, Putney, VT

Gold medal: Cornerstone
Silver medal: Suffolk Punch
Bronze medal: Kashar
Bronze medal: Jack's Blue
Bronze medal: West West Blue
Bronze: Vermont Herdsman
Bronze medal: Idyll

Perrystead Dairy Philadelphia, PA

Bronze medal: Toasted
Bronze medal: Treehug

Point Reyes Cheese Company Point Reyes, CA

Silver medal: Quinta
Silver medal: Gouda
Silver medal: Toma
Silver medal: Toma Truffle
Bronze medal: Bay Blue
Bronze medal: Toma Rashi
Bronze medal: Toma Provence

Rogue Creamery, Central Point, OR

SUPER GOLD: Bluehorn Blue
Silver medal: Oregon Blue Cheese
Bronze: Cheese Is Love Cheddar
Bronze medal: Crater Lake Blue

Sartori Company, Plymouth, WI

Silver medal: Sartori Reserve Garlic and Herb BellaVitano
Silver medal: Old World Cheddar
Silver: MontAmore Cheddar
Bronze medal: Merlot BellaVitano
Bronze: Farmhouse Cheddar
Bronze: Reserve Espresso BellaVitano
Bronze medal: Limited Edition Pastorale Blend

Sierra Nevada, Willows, CA

Bronze: Graziers Sharp Cheddar
Bronze medal: Farmhouse Organic White Cheddar

Spring Brook Farm, Reading, VT

Bronze medal: Tarentaise
Bronze medal: The Full Vermonty

Sweet Grass Dairy, Thomasville, GA

Silver medal: Thomasville Tomme
Bronze: Lil Moo Garlic & Chive
Bronze medal: Griffin
Bronze medal: Georgia Gouda
Bronze medal: Asher Blue

Tillamook Cheese, Tillamook, OR

Bronze medal: Smoked Black Pepper White Cheddar
Bronze medal: Very Veggie Farmstyle Cream Cheese Spread
Bronze medal: Original Farmstyle Cream Cheese Spread

Vermont Creamery, Websterville, VT

Gold: Vanilla Creme Fraiche
Gold: Bonne Bouche
Gold: Classic Goat Cheese Log
Silver medal: Cremont
Silver medal: Coupole
Bronze: Bijou

von Trapp Farmstead, Waitsfield, VT

Gold medal: Mad River Blue
Bronze medal: Savage

Wegmans

Silver medal: Professor's Brie
Silver medal: Truffle Shuffle
Silver medal: 1916
Bronze medal: Sweet 16

Widmer's Cheese Cellars, Theresa, WI

Bronze: Brick Cheese w/Jalapenos.

For a complete list of winners, visit: www.gff.co.uk/awards/world-cheese-awards.

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FDA Revises Food Safety Standards For State Regulatory Programs

Silver Spring, MD—The US Food and Drug Administration (FDA) has issued revised food safety standards for state regulatory programs that oversee food facilities that manufacture, process, pack, or hold foods.

These regulatory program standards, known as the Manufactured Food Regulatory Program Standards (MFRPS), were first issued by FDA in May 2007.

The 2022 changes include updates to defined terms, new job aides, as well as updates to the current standards.

The Food Safety Modernization Act (FSMA), which was signed into law in early 2011, mandated that FDA establish an Integrated Food Safety System (IFSS). An IFSS requires partnerships between federal, state, local, and tribal agencies to collaborate and leverage resources to ensure the protection of public health.

The MFRPS is a critical component in establishing FDA's IFSS, the agency noted. The MFRPS establishes a uniform foundation for regulatory agencies responsible for oversight of food manufacturing firms.

When fully implemented, the program standards define a set of best practices of a regulatory system.

The program standards are comprised of 10 standards that establish requirements for the critical elements of a regulatory program designed to protect the public from foodborne illness and injury.

These elements include the program's regulatory foundation, staff training, inspection, quality assurance, food defense preparedness and response, foodborne illness and incident investigation, enforcement, education and outreach, resource management, laboratory resources, and program assessment.

Each standard contains a purpose statement, requirement summary, description of program elements, projected outcomes, and a list of required documentation. The program standards have corresponding self-assessment and supplemental worksheets designed to assist the regulatory program in achieving and sustaining conformance.

FDA said it will use the updated MFRPS standards as a tool to continuously improve manufactured food contracts and promote the development of a high-quality state manufactured food regulatory program which includes a process for continuous improvement based upon quality management systems.

The program standards will assist both FDA and the states in fulfilling their regulatory obligations.

States will be expected to develop and implement improvement plans to demonstrate that they are moving toward full implementation and to participate in FDA audits to determine level of conformance.

States are encouraged to build sustainable systems, including sustainability strategies and plans that will result in the standards being maintained in conformance.

There are 44 state programs enrolled in the MFRPS. California, South Carolina and West Virginia each have two agencies with MFRPS cooperative agreements (Health and Agriculture).

The goal of the MFRPS is to implement an integrated, risk-

based, food safety system focused on protecting public health. The program standards establish a uniform basis for measuring and improving the performance of prevention, intervention, and response activities of manufactured food regulatory programs in the US.

The development and implementation of these program standards will help federal and state programs direct their regulatory activities toward reducing foodborne illness hazards in manufactured food firms. The US food safety regulatory system is a tiered system that involves federal, state, and local governments.

FDA is responsible for ensuring that all foods moving in interstate commerce, except those under the US Department of Agriculture's (USDA) jurisdiction, are safe, wholesome, and labeled properly.

Many state agencies also conduct manufactured food firm inspections under contract with the FDA.

These food inspections either are performed under the states' laws and authorities or the provisions of the Federal Food, Drug, and Cosmetic Act (FD&C Act), or both.

To maximize the use of resources among the FDA and the states, particularly when their jurisdictions overlap, their inspection programs should be equivalent in effect, FDA noted.

Additional information on the MFRPS 2022 updates, to include a downloadable copy of the updated standards, Summary of Changes to the 2022 MFRPS, and updated Fact Sheet and Informational Brochure, are available on FDA's website, at www.fda.gov.

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NACMCF Meeting to Discuss Cronobacter In Powdered Infant Formula

Washington—The National Advisory Committee on Microbiological Criteria for Foods (NACMCF) will hold a virtual meeting on November 15.

The NACMCF will discuss adding a work charge being advanced by the FDA on Cronobacter spp. in powdered infant formula.

The charge being advanced by FDA to the NACMCF is intended to help FDA gain scientific insight about some of the questions it has regarding Cronobacter infections including recommendations for how health authorities can protect public health; and recommendations for food safety management practices that the food industry can implement to enhance the safety of powdered infant formula.

Cronobacter, which used to be called Enterobacter sakazakii, is a germ that can live in very dry places, according to the US Centers for Disease Control and Prevention (CDC). Cronobacter has been found in dry foods like powdered infant formula, powdered milk, herbal teas, and starches.

The NACMCF meeting will run from 10:00 a.m. to 12:00 p.m. Eastern time. Attendees must pre-register to receive a join link, dial-in number, access code, and unique attendee ID for the event.

The National Advisory Committee on Microbiological Criteria for Foods provides impartial scientific advice, and/or peer reviews to federal food safety agencies for use in the development of an integrated national food safety systems approach that assures the safety of domestic, imported, and exported foods. The NACMCF is a discretionary advisory committee that was established in 1988.

The NACMCF provides scientific advice and recommendations to the US secretary of agriculture through the under secretary for food safety, and the secretary of Health and Human Services through the assistant secretary for health. The Committee covers public health issues relative to the safety and wholesomeness of the US food supply, including development of microbiological criteria and review and evaluation of epidemiological and risk assessment data and methodologies for assessing microbiological hazards.

For further information about the NACMCF, visit www.fsis.usda.gov.

Phil And Mary Lindemann Of Pine River Pre-Pack Honored



The Eastern Wisconsin Cheesemakers & Buttermakers Association honored Phil and Mary Lindemann this week for a lifetime of service to the dairy industry. Family, friends, and industry peers celebrated the event. In the photo are some of the Pine River Pre-Pack employees, including (from left to right) Ian Behm, Jody Kleppen, Harold Patzke, Mary Lindemann, Phil Lindemann and Scott Caliebe.

Menasha, WI—Pine River Pre-Pack, Inc's Phil and Mary Lindemann were awarded Life Membership into the Eastern Wisconsin Cheesemakers & Buttermakers Association, here this week.

"For 40 years they dedicated their lives to making beautiful products that they can be proud of," said Philip J. Lindeman, in introducing his parents. "I think that passion really paid off, because, today, Pine River is the most awarded cheese spread in the world."

Phil and Mary Lindemann were given the EWC&BA award in recognition of a life long dedication and unselfish service to the cheese and dairy industry, the association said.

"We're so honored to be accepting this award," said Mary Lindemann, marketing director of Pine River Pre-Pack. "When we think back on our career, every person in the room tonight made an impact on us and our business. It was special to be able to celebrate our success with them."

"My Dad would be so proud to see how the company has grown since he founded it in 1963," said Phil Lindemann, CEO of Pine River Pre-Pack. "Today, we are the Most Awarded Cheese Spread in the World, it doesn't get much better than that."

The association, now in its 28th year, recognizes key contributors to the association, as well as the entire dairy industry.

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PERSONNEL

Michael Eardley To Retire As President, CEO of IDDBA

Rosemont, IL—Michael Eardley, president and CEO of the International Dairy Deli Bakery Association (IDDBA) for more than eight years, announced Monday plans for his retirement.

Eardley came on board as IDDBA president and CEO in 2014, succeeding Carol Christison, who passed away in 2014.

He joined IDDBA from HEB Grocery Company, where he worked for 13 years in various roles, including HEB director of deli, cheese and prepared foods.

Eardley began his career in grocery at D&W Food Centers in Grand Rapids, MI. He spent 29 years at D&W, serving as director for foodservice when the company opened its first restaurant and Central Kitchen.

Eardley also served as a past IDDBA board chair, and was rec-

ognized as a Chairman's Award winner for his contributions to IDDBA and the industry.

A search for Eardley's successor has begun, and IDDBA will accept letters of interest and resumes through December 3, the association announced.

OBITUARIES

Annette Ostrom, 49, dairy industry leader and philanthropist, died Wednesday, Oct. 19 in DePere, WI, after a hard-fought battle with cancer. Ostrom served as co-founder of Dairy Cares of Wisconsin, which has raised over \$2 million in support of Children's Wisconsin (formerly Children's Hospital of Wisconsin). In 2017, Annette and her husband, Jim Ostrom, earned the Wisconsin Outstanding Volunteer Fund-raiser Award on behalf of Dairy Cares as part of National Philanthropy Day. Annette was a long-time business manager for Zoetis global animal health company, and a dedicated attendee of World Dairy Expo.

QCS Purchasing Cooperative Presents Quality, Other Awards At Annual Conf.

San Diego, CA—QCS Purchasing Cooperative presented awards honoring member and supply partner companies at its recent annual conference in San Diego, CA.

This was the first in-person post-merger annual conference for QCS, which was formed Jan. 1, 2021, when QCS Purchasing, LLC, Allied Purchasing, Quality Chekd Dairies, and South East Cooperative Organization (SECO) merged their business operations to form the new QCS Purchasing Cooperative.

“Our first year back for an in-person conference was remarkably successful,” commented Ken Klug, president and CEO of QCS Purchasing Cooperative. “In addition to the many loyal attendees from past years, this year’s annual conference had over 150 first-time attendees. It was incredible to have many engaging conversations with our community members, old and new.”

The conference wrapped up with an awards celebration to honor member and supply partner companies for the categories of product quality excellence, marketing, leadership, and collaboration.

The winner of the 2022 Irving B. Weber Award is Umpqua Dairy Products Company, Roseburg, OR.

Winners of the QCS Dairy Quality Excellence awards are: Prairie Farms Dairy, Dubuque, IA, in the fluid milk category; Umpqua Dairy Products Company, Roseburg, OR, in the cultured products category; Lochmead Dairy, Junction City, OR, in the ice cream category; and Alqueria Dairy, Medellin, Colombia, in the ESL and aseptic product category.

Merit of Excellence Awards are presented in three categories: fluid milk, ice cream, and cultured products. Winners of the Merit of Excellence Awards for cultured products are: Hiland Dairy Foods Company, Norman, OK, and Wichita, KS; and Prairie Farms Dairy, Quincy, IL.

Winners of the Merit of Excellence Awards for ice cream products are: Belfonte Ice Cream & Dairy Foods Company, Kansas City, MO; Hiland Dairy Foods Company, Springfield, MO, and Tyler, TX; and Umpqua Dairy Products Company, Roseburg, OR.

Winners of the Merit of Excellence Awards for fluid milk products are: Alqueria Dairy Freska Leche, Bucaramanga, Colombia; Alqueria Dairy, Cajica, Medellin and Palmira, Colombia; Hiland Dairy Foods Company, Fort Smith and Little Rock, AR, Kansas City and Springfield, MO, and Omaha, NE; Prairie Farms Dairy, Dubuque, IA, and Olney, IL; and Umpqua

Dairy Products Company, Roseburg, OR.

Hiland Dairy Foods of Wichita, KS, received the top scores for the best regular egg nog, while Royal Crest Dairy, Denver, CO, received the top scores for the best lite egg nog. Hiland Dairy Foods, Little Rock, AR, topped the orange juice product contest.

The QCS Quality and Food Safety Plant Assessment Awards are granted to participants that achieve a formal Quality and Food Safety Audit score of 96 percent or higher.

Winners for the 2022 plant assessment are: Alqueria Dairy Freska Leche, Bucaramanga, Colombia; Alqueria Dairy, Cajica, Cajica (DASA Yogurt) and Medellin, Colombia; Belfonte Ice Cream & Dairy Foods Company, Kansas City, MO; Eberhard’s Dairy Products, Redmond, OR; Galliker Dairy Company, Johnstown, PA; Gandy’s Dairy Products, Lubbock, TX; Hiland Dairy Foods Company, Chandler, OK, Fayetteville, Fort Smith and Little Rock, AR;

Kansas City and Springfield, MO; Memphis, TN; Norfolk, NE; and Tyler, TX; Meijer Dairy, Holland, MI, and Tipp City, OH; Model Dairy, Reno, NV; Oakhurst Dairy, Portland, ME; Oberweis Dairy, North Aurora, IL; Prairie Farms Dairy, Anderson, Fort Wayne and Holland, IN; Battle Creek, MI; Bismarck, ND; Carbondale, Carlisle, Olney, Quincy and Rockford, IL; Dubuque, IA; Hammond, LA; Jefferson City, MO; Kosciusko, MS; and Woodbury, MN; Producer’s Dairy Foods, Fresno, CA; and Umpqua Dairy Products Company, Roseburg, OR.

Harrisburg Dairies, Inc., Harrisburg, PA, received the 2022 Member Leadership Award. For this award, contributions are measured by the growth of total purchases through QCS programs and growth in the number of programs in which a company participates.

The QCS Purchasing Best Collaboration Award celebrates partnerships between a member and a supply partner to solve a problem or achieve a desired outcome and goes to a variety of joint efforts such as a new packaging innovation, a new product launch, a cost-saving effort, or an operational

improvement. The 2022 QCS Best Collaboration Award was given to a member company, Chocolate Shoppe Ice Cream, Madison, WI, and new supply partner, Prairie Farms Dairy, Edwardsville, IL, whose collaboration resulted in a new cream program.

The QCS Outstanding Marketing Awards recognize member and supply partner organizations that launched solid, creative efforts and campaigns between Aug. 2, 2021, and July 20, 2022. MDVA Cooperative Association, Reston, VA, received the Member Marketing Award, while Sharefield Captive, McKinney, TX, received the Supply Partner Marketing Award.

For the Supply Partner Leadership Award, contributions are measured by the QCS Program Scorecard, which includes, among other criteria, volume growth, member participation, innovation, quality, and service. The 2022 Supply Partnership Leadership Award winner is Fastenal Company, Winona, MN.

Next year’s QCS annual conference will be held Oct 22-24, 2023, in Orlando, FL. For more information about QCS, visit www.qcspurchasing.com.



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WCMA Proposals

(Continued from p. 1)

which incorporate regular cost-of-processing audits and current-cost price adjustors.

WCMA recommends mandatory US Department of Agriculture (USDA) staff audits at dairy plants at regular intervals to determine costs to produce dairy products surveyed in the National Dairy Products Sales Report (40-pound Cheddar blocks, 500-pound barrel Cheddar, butter, dry whey and nonfat dry milk).

Audit data gathered from a diverse array of manufacturers can assure formulas do not disadvantage one group of processors versus another group. Informal rulemaking could update make allowances on a regular basis, based on data USDA derived from dairy plant audits, WCMA explained.

USDA audits should be supplemented by make allowance price adjustors — publicly available data series vetted in pre-hearing information sessions, ratified informal rulemaking, and tracked at regular intervals by USDA, WCMA continued. Price adjustors would automatically adjust make allowance values.

Second, WCMA recommends USDA collaboration with industry to address the volatility between block Cheddar and barrel cheese prices used to value protein in Class III milk. The inconsistent difference in these prices creates a cheese milk price that consistently punishes manufacturers who face the lower of these two price series.

These two formats of cheese production — blocks and barrels — represent distinct businesses, including differences in production assets, different end uses and distinct groups of buyers, WCMA

noted. WCMA recommends that industry and USDA examine alternatives to the current marketplace value for protein in the Class III milk price in pre-hearing meetings and discussions.

Third, WCMA recommends that USDA collaborate with the dairy industry to develop a new value for other solids in the Class III milk price formula. The current value uses the price of dry whey, a product manufactured at only a small number of dairy manufacturing sites in the US (in 2021, there were 26 plants producing dry whey in the US, according to figures from USDA's National Agricultural Statistics Service).

Medium and small cheese makers cannot invest in capital-intensive whey processing facilities to produce dry whey, and large processors who meet consumer demand for concentrated whey protein products also do not generate the value of dry whey found in the Class III price formula, WCMA noted. High dry whey prices impose crippling milk price costs on these manufacturers, large and small, leading to business instability and the potential for reduced competition for dairy farmers' milk.

WCMA recommends that industry and USDA examine alternatives to the current value for other solids in the Class III milk price in pre-hearing meetings.

Fourth, WCMA recommends that depooling and repooling provisions found in individual federal orders be maintained.

In a government-legislated milk price system with mandated minimum prices, the decision to participate or not participate in the pool is the only free-market tool processors have to avoid financial losses, WCMA said. It is the "safety valve" in an inflexible system.

Without this link to the free market, the federal order system would face the potential for annual disassociation of milk purchased by certain dairy processors, according to WCMA. Provisions allowing processors to reduce pool participation, then regain pool access, are necessary to maintain a robust community of milk buyers.

Legislative action is also recommended to assure the proper functioning of federal orders. The WCMA board calls for:

—Permanent adoption of the Dairy Forward Pricing Program in the 2023 farm bill. Forward pricing is a crucial business management tool favored by dairy producers and dairy processors alike, WCMA said. Contracting establishes a known value for milk for the buyer and seller, assuring stability that all parties can use as part of risk management strategies. The next farm bill could make forward pricing a permanent tool for the dairy industry or, short of that, could reauthorize the program for the term of the five-year legislation.

—Expand funding for staffing and services provided by USDA's Agricultural Marketing Service (AMS). WCMA recommends enhanced funding for USDA in the farm bill to support additional staff to improve the scope of and industry participation in the National Dairy Product Sales Report as well as to execute mandatory dairy plant cost-of-production audits on a routine (ongoing) basis and analyze results to update make allowances. Additional staff can also study forward-looking concepts for milk classification, pooling and pricing.

"Our board has endorsed our reform committee's principle that federal milk orders should augment, not impede, the free market to assure strong market competition for farmers' fresh milk and processors' dairy products," said Steve Bechel, WCMA president and president of Eau Galle Cheese in Durand, WI.

Augmenting the free market means that order pooling and pricing rules should encourage voluntary participation in the order by the maximum number of milk buyers, and these rules should avoid creating advantages for one group of processors versus another group, Bechel said.

"Our goal is a healthy system of diverse dairy farms and dairy processors making delicious and nutritious dairy foods, venturing into new markets, and providing profitable and meaningful work for millions of Americans," said John Umhoefer, WCMA executive director.

The WCMA federal order reform committee encourages the dairy industry and USDA to embrace pre-hearing meetings and information sessions to build consensus and streamline a national federal order hearing process.

Umhoefer

(Continued from p. 4)

the milk pool is the only free-market tool dairy processors have to avoid financial losses. It is the "safety valve" on an inflexible system. Without this link to the free market, the federal milk marketing order system would face the potential for annual disassociation of milk purchased by dairy processors. Provisions allowing processors to reduce pool participation, then regain pool access, are necessary to maintain a robust community of milk buyers.

The Dairy Forward Pricing Program is a key component of the current Farm Bill, and sunsets on September 30, 2023. WCMA strongly supports continuation of this key risk management tool for producers and processors in the next (2023) Farm Bill. Permanent authorization of milk price contracting would be the best way to reincorporate the Dairy Forward Pricing Program, but a new five-year commitment in the upcoming Farm Bill is an acceptable second choice.

It's encouraging to see dairy organizations gather issues for a national federal order hearing. With a unified set of issues identified, USDA can announce topics for consideration and move forward.

Finally, also for consideration in the upcoming Farm Bill, WCMA calls for additional staffing and funding for USDA's Agricultural Marketing Service. Additional expert staff can improve the scope of and industry participation in the National Dairy Product Sales Report, as well as execute mandatory dairy plant cost-of-production audits on a routine (ongoing) basis and analyze results to update make allowances. Additional staff can also study forward-looking concepts for milk classification, pooling and pricing.

It's encouraging to see dairy organizations gather issues for a national federal order hearing. With a unified set of issues identified, USDA can announce topics for consideration and move forward. Detailed positions on each issue are a matter for hearing testimony, not pre-hearing hand-wringing. Reforms for issues such as 15-year-old make allowances can't wait, and great grandpa isn't getting any younger.

John Umhoefer has served as executive director of the Wisconsin Cheese Makers Association since 1992. You can contact him at (608) 286-1001 or jumhoefer@wischeesemakers.org

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Michigan Dairy Producers Approve Continuation Of Dairy Market Program

Lansing, MI—Michigan's Grade A milk producers have approved a referendum to continue the Michigan Dairy Market Program.

That means the program will continue for another five years, beginning Jan. 1, 2023. The current state program assessment is 10 cents per hundredweight of Michigan Grade A milk.

Under federal law, 15 cents per hundredweight of milk is deducted from dairy producers' milk checks for promotion and research programs. With the passage of this referendum, 10 of the 15 cents will continue to remain in Michigan to fund local programs.

A total of 299 ballots were cast in the referendum. Of those, 269 producers voted yes (92 percent), representing 4.15 billion pounds (93 percent of the milk production volume represented), and 22 producers voted no (8 percent), representing 311.5 million pounds (7 percent of the milk production volume represented). Eight ballots were disqualified because of incomplete information or late postmark.

For renewal of the Michigan Dairy Market Program and its activities, more than 50 percent of the voting producers, representing more than 50 percent of the pounds sold by those voting, must have approved it.

For the purpose of this referendum, each producer was entitled to one vote representing a single firm, individual proprietorship, corporation, company, association, partnership, or a husband-wife or family ownership.

The Michigan Department of Agriculture and Rural Development (MDARD) administered the Michigan Dairy Market Program referendum. Ballots were mailed to Michigan dairy producers on Sept. 26 and had to be returned by Oct. 14.

Established in January 1983, the Michigan Dairy Market Program was developed to promote the sale of milk and milk products produced within the state of Michigan and to increase consumer knowledge and acceptance of milk and dairy products in general.

By law, the Michigan Dairy Market Program has to be resubmitted for dairy producer approval every five years.

Both Michigan Milk Producers Association (MMPA) and Dairy Farmers of America (DFA) had encouraged a yes vote on the referendum, noting that approval of the referendum will continue the educational and promotion efforts of the United Dairy Industry of Michigan (UDIM).

Hearing Sought

(Continued from p. 1)

the hearing request noted. Regionally, dairy farm numbers and milk production have declined steadily for several decades while the population in the region has increased, exacerbating the gap between supply and demand for fluid milk products.

"The transportation credits, first implemented in these orders in 1996 and last revised in 2006, have not been updated in 16 years and are woefully inadequate in addressing the needs of the regional marketplace today," the DCMA hearing request stated.

The TCBF provisions were first implemented in the Southeast and Appalachian orders in 1996, the DCMA noted. In 2005, the provisions were amended to update the cost reimbursement and add a fuel adjustment formula which automatically adjusts reimbursement for changes in diesel fuel costs.

DCMA now proposes to update those provisions in four respects:

1) Increase the maximum assessment rate in each order. Currently, the Appalachian order provides for a maximum assessment of 15 cents per hundredweight of Class I producer milk to fund the TCBF. DCMA's proposal would increase that maximum assessment rate to 30 cents per hundred.

The Southeast order currently provides for a maximum assessment of 30 cents per hundred of Class I producer milk to fund the TCBF. DCMA's proposal would increase that maximum assessment rate to 60 cents per hundred.

2) Update the components of the mileage rate calculation in each order with current costs. Currently, the Appalachian and Southeast orders direct the market

administrator to compute an identical mileage rate for handler cost reimbursement from each order's TCBF. The computation formula consists of five factors.

DCMA's proposal would update four of those factors to reflect current costs and operating facts.

3) Revise the months of mandatory and discretionary payment from the TCBF. Currently, the Appalachian and Southeast orders require payments from the TCBF for qualifying supplemental milk deliveries in the months of July through the following February. The orders allow payment in the month of June if payment is requested and the market administrator finds extension of payment to June "necessary to assure the market of an adequate supply of milk for fluid use."

DCMA's proposal would eliminate February as a mandatory payment month and make February a discretionary month, subject to the same criteria and procedure as currently for June.

4) Revise the non-reimbursed mileage factor to 15 percent of miles from origination point to delivery plant from the current flat 85 miles and allow the administrator to adjust that non-reimbursement percentage when necessary.

DCMA also submitted three proposals for distributing plant delivery credits in the Southeast, Appalachian and Florida orders which extend transportation cost reimbursement to local and year-round milk supplies.

The Southeast markets have not provided transportation cost reimbursement to handlers acquiring in-area and year-round milk supplies for the market's Class I distributing plants, DCMA noted. This inequity is addressed by its proposals to implement Distribut-

ing Plant Delivery Credits in the three orders.

The Distributing Plant Delivery Credits are generally intended to extend to in-area and year-round milk supplies reimbursement for costs of delivery similar to the reimbursement for supplemental milk supplies which occurs via the TCBF program, DCMA explained.

Therefore, the basic structure of the Distributing Plant Delivery Credit program is modeled on and follows the TCBF structure in many respects, including these features: an assessment on Class I producer milk to fund the credits; a set of criteria for the deliveries which qualify for the credit; a reimbursement rate per eligible mile identical to the TCBF rates; a factor setting compensation at less than 100 percent of the miles from origination point to receiving plant; and granting to the market administrator the ability to adjust the assessment and reimbursement rates under specified conditions.

Because transportation credits have been in the orders for 20-plus years, a pre-hearing information session should not be necessary, DCMA said. Expansion of the credits to in-area supply sources follows the same operations as the longstanding out-of-area credits.

Particularly because of the current inflationary economic environment and since the transportation costs have not been updated for more than 15 years, DCMA said it is important that these requested order amendments be effective on an expedited basis and that the hearing be limited in scope so that this objective may be most effectively addressed. Particularly with respect to updating the current TCBF payments factors, expedited treatment should be "clearly appropriate."

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Agropur Ingredients-Custom Solutions Acquired By Subsidiary Of Select Milk

Dallas, TX—MHF Group Holdings, a subsidiary of Select Milk Producers and owner of the Mill Haven Foods family of companies, recently announced that it has signed a purchase agreement with Agropur to acquire Agropur Ingredients-Custom Solutions, a leader in functional food ingredients as well as blended and packaged protein powders.

Agropur Ingredients-Custom Solutions offers branded ingredients such as anti-caking agents and dough conditioners, contract manufacturing for retail and blended products, and over 3,000 unique SKUs to customers around the world.

Earlier this year, Select Milk completed the acquisition of Mill Haven Foods, a leader in custom blending and packaging of dry dairy food ingredients to customers around the world.

Founded in 2010, Mill Haven Foods has two plants in Wisconsin, one in New Lisbon and the other in Tomah.

The acquisition of Agropur Ingredients-Custom Solutions, combined with the complementary blending and packaging capacities of Mill Haven Foods, will enable Select Milk to broaden and

increase the blended ingredient solutions it offers to its growing list of customers, enhancing its portfolio in the US and internationally, Select Milk stated.

Mike Homewood, vice president of Custom Solutions for Agropur Ingredients-Custom Solutions, said the acquisition is well-aligned with the company's long-term strategic plans.

"Select Milk is a tremendous organization with strong cultural and business ideations that marry well with those of Agropur Ingredients-Custom Solutions' cooperative roots," Homewood said. "Our focus has been and will always be meeting the needs of our customers and being strategic in our investments toward complementary growth areas."

"We are excited about this transaction with Select and our future opportunities with Mill Haven to market our unique branded ingredients, SKUs, and blending capabilities to a wider customer base," Homewood added.

"As the newest member of Select Milk, Mill Haven is excited to welcome the Agropur Ingredients-Custom Solutions team to our co-op family," said Brian Slater, CEO of Mill Haven Foods.

"Select remains committed to expand our footprint in the dairy ingredients, proteins, and plant-based proteins to meet the changing demands of our customers and consumers."

"Our cooperative model equips us to meet global challenges," Slater added. "The acquisition of Mill Haven and Agropur Ingredients-Custom Solutions are part of a solid growth strategy aimed at ensuring Select Milk's future and will contribute favorably to the organization's strategic plan objectives."

Select Milk Producers is one of the largest United States dairy cooperatives, with over 115 family-owned dairies, 20 wholly owned subsidiaries, and nine joint ventures with other food/beverage producers.

Established in 1994, Select Milk markets and processes milk from member dairies in the Southwest and the Upper Midwest.

Headquartered in Dallas, Select Milk is a partner in eight processing plants, producing a variety of traditional and specialty dairy products including cheese, powder, whey protein, cream, and the recently introduced "Majestic" butter product line.

Select Milk generated over \$2.5 billion in annual revenue and distributed over 9.6 billion pounds of milk in 2021.

Lipari Foods Acquired By Investor Group Led By Littlejohn & Co.

Greenwich, CT—An investor group led by Littlejohn & Co., LLC, a private investment firm, on Monday announced that it has acquired Lipari Foods, a specialty food distributor headquartered in Warren, MI.

The Lipari family, management, H.I.G. Capital, and Sterling Investment Partners remain minority investors in Lipari Foods. H.I.G. had acquired Lipari Foods in January 2019 in partnership with the Lipari family and the company's senior management team.

Founded in 1963, Lipari Foods is a distributor and value-added manufacturer of "perimeter-of-the-store" specialty foods, primarily serving over 7,500 independent and specialty grocers.

Lipari Foods offers over 25,000 products, including domestic and imported cheeses and other dairy products, as well as deli, bakery, foodservice, specialty grocery, frozen seafood and meats, international foods, confections, and packaging items through its refrigerated distribution network.

"Littlejohn's proven ability of building and scaling distribution businesses will be valuable as we seek to expand our capabilities while continuing to deliver high-quality products and service for our longstanding customers," said Thom Lipari, chief executive officer of Lipari Foods. "We look forward to leveraging the firm's resources to accelerate our growth trajectory and execute on Lipari's significant organic and acquisition growth initiatives."

"Lipari builds upon Littlejohn's deep expertise investing in value-added distribution platforms," commented Tony Miranda, managing director of Littlejohn. "We have long admired Lipari and have been impressed with the company's highly differentiated business model, tenured management team, and impressive track record of growth and operational excellence. We are excited to partner with Thom Lipari and the rest of the management team to support Lipari's next phase of growth."

"Under Thom's leadership, Lipari has executed a number of strategic acquisitions that have positioned the company as a preeminent pure-play specialty food distribution platform in a highly fragmented sector," said Steven Kalter, managing director of Littlejohn. "We look forward to building on Lipari's strong market position and accelerating its acquisition program as it seeks to become the partner of choice to food retailers nationwide."

Sealed Air To Acquire Liquibox, Leader In Bag-In-Box Solutions

Charlotte, NC—Sealed Air (SEE) on Tuesday, November 1, 2022, announced that it has signed a definitive agreement to acquire Liquibox, a pioneer, innovator and manufacturer of bag-in-box fluids and liquids packaging and dispensing solutions for fresh food, beverage, consumer goods and industrial end-markets.

Founded in 1961, Liquibox is headquartered in Richmond, VA, employs more than 1,300 people and operates across 18 locations globally.

The company estimates 2022 full-year revenue of \$362 million. Its bag-in-box business is comprised of milkshake mix, dairy, fountain

beverage syrup, coffee, water, wine, liquid foods and industrial applications.

SEE's globally recognized brands include Cryovac®, Sealed Air®, Autobag®, Bubble Wrap, SEE Automation™ and prismiq™. SEE generated \$5.5 billion in sales in 2021 and has approximately 16,500 employees who serve customers in 114 countries/territories.

With this acquisition, SEE said it plans to complement its core competencies in barrier bag manufacturing, film extrusion, automation and digital technology together with Liquibox bag-in-box and fitments to drive accelerated combined growth, the company announced.

"This is an exciting day for SEE. Liquibox is a highly strategic acquisition to fuel growth and earn-

ings power in our SEE Operating Engine," said Ted Doheny, SEE's president and CEO. "We look forward to welcoming Liquibox's talented team. Both of our cultures strive for world-class performance and place strong emphasis on talent, sustainability, innovation and operational excellence."

"We look forward to partnering closely with the team at SEE. This will be a new chapter for Liquibox, a chance to accelerate innovation and bring sustainable packaging solutions to more customers and geographies," said Ken Swanson, Liquibox president and chief executive officer.

"This move broadens the breadth of Cryovac solutions, making our portfolio stronger and more resilient as SEE navigates recessionary environments," Doheny continued.

Subject to regulatory approval and other customary closing conditions, the transaction is currently expected to be completed in the first quarter of 2023, the company announced.

"We will generate strong synergies and accelerate innovation by combining Cryovac's barrier bags and films and technology for fresh foods with Liquibox bag-in-box dispensing capabilities, unleashing significant value creation to our customers and shareholders," Doheny continued.

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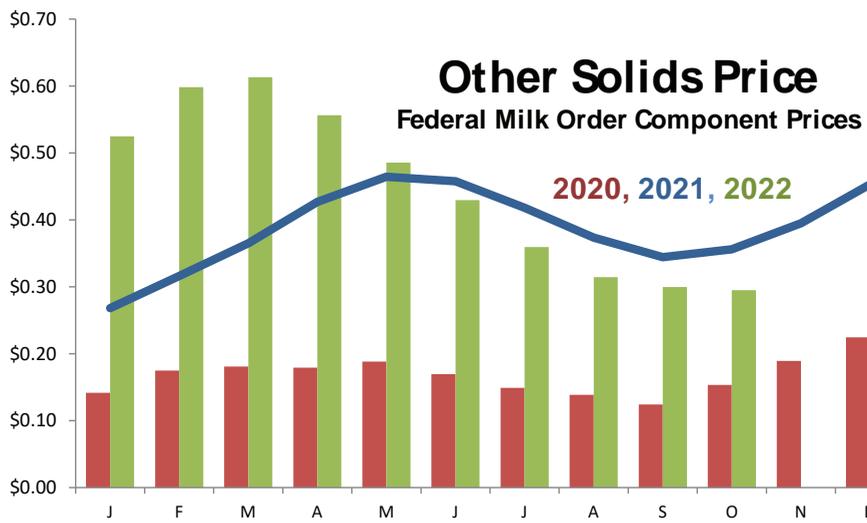
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Class Milk & Component Prices

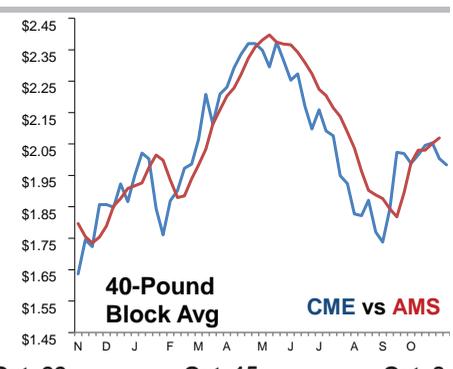
October 2022 with comparisons to October 2021

Class III - Cheese Milk Price	2021	2022
PRICE (per hundredweight)	\$17.83	\$21.81
SKIM PRICE (per hundredweight)	\$11.44	\$9.34
Class II - Soft Dairy Products	2021	2022
PRICE (per hundredweight)	\$17.08	\$25.73
BUTTERFAT PRICE (per pound)	\$1.9484	\$3.6637
SKIM MILK PRICE (per hundredweight)	\$10.63	\$13.37
Class IV - Butter, MP	2021	2022
PRICE (per hundredweight)	\$17.04	\$24.96
SKIM MILK PRICE (per hundredweight)	\$10.62	\$12.60
BUTTERFAT PRICE (per pound)	\$1.9414	\$3.6567
NONFAT SOLIDS PRICE (per pound)	\$1.1801	\$1.4000
PROTEIN PRICE (per pound)	\$3.0130	\$2.4512
OTHER SOLIDS PRICE (per pound)	\$0.3560	\$0.2952
SOMATIC CELL Adjust. rate (per 1,000 scc)	\$0.00088	\$0.00108
AMS Survey Product Price Averages	2021	2022
Cheese	\$1.7698	\$2.1560
Cheese, US 40-pound blocks	\$1.8070	\$2.0453
Cheese, US 500-pound barrels	\$1.7011	\$2.2210
Butter, CME	\$1.7746	\$3.1911
Nonfat Dry Milk	\$1.3598	\$1.5819
Dry Whey	\$0.5447	\$0.4857



DAIRY PRODUCT SALES

November 2, 2022—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 NDM.



Week Ending	Oct. 29	Oct. 22	Oct. 15	Oct. 8
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	2.0693	2.0515	2.0360	2.0301
Sales Volume	Pounds			
US	12,089,798	11,672,782	11,798,673	12,292,865
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Contest				
Weighted Price	Dollars/Pound			
US	2.3197	2.3383	2.3500*	2.3020
Adjusted to 38% Moisture	Dollars/Pound			
US	2.2165	2.2336	1.2415*	2.1922
Sales Volume	Pounds			
US	15,003,428	13,621,607	13,739,953*	13,446,133
Weighted Moisture Content	Percent			
US	35.11	35.09	35.00	34.90
AA Butter				
Weighted Price	Dollars/Pound			
US	3.1407	3.2435*	3.2311*	3.1910
Sales Volume	Pounds			
US	4,748,813	2,185,268*	3,145,748	3,680,632
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.4800	0.4884*	0.4848	0.4895
Sales Volume	Pounds			
US	4,499,974	5,348,398*	5,165,173	4,330,141
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.5729	1.5903*	1.5875*	1.5801
Sales Volume	Pounds			
US	19,225,319	14,081,930*	15,119,922*	17,385,763

DAIRY FUTURES PRICES

SETTLING PRICE							*Cash Settled	
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
10-28	Oct 22	21.83	24.97	47.900	158.475	2.045	2.1580	321.025
10-31	Oct 22	21.81	24.97	47.900	157.825	2.045	2.1580	321.050
11-1	Oct 22	21.82	24.98	47.900	157.825	2.045	2.1570	321.075
11-2	Oct 22	—	—	—	—	—	—	—
11-3	Oct 22	—	—	—	—	—	—	—
10-28	Nov 22	20.21	23.65	47.000	151.500	2.015	2.0160	301.500
10-31	Nov 22	20.47	23.30	46.425	151.500	2.020	2.0420	294.000
11-1	Nov 22	20.59	22.61	47.350	152.600	2.040	2.0550	279.000
11-2	Nov 22	20.68	22.35	47.300	150.300	2.040	2.0700	270.000
11-3	Nov 22	20.87	22.30	47.500	152.000	2.050	2.0850	273.500
10-28	Dec 22	18.81	21.25	44.500	144.000	1.900	1.8900	262.000
10-31	Dec 22	19.00	21.18	44.500	143.250	1.900	1.9140	255.000
11-1	Dec 22	19.10	20.33	46.225	145.000	1.920	1.9220	243.250
11-2	Dec 22	19.06	20.37	46.225	142.000	1.920	1.9230	244.500
11-3	Dec 22	19.87	20.82	47.250	145.500	2.000	1.9950	249.750
10-28	Jan 23	18.90	20.55	43.850	140.225	1.912	1.9110	251.000
10-31	Jan 23	18.81	20.34	44.200	139.650	1.912	1.9030	245.000
10-31	Jan 23	18.82	19.78	43.950	144.000	1.912	1.9130	238.500
11-2	Jan 23	18.90	19.71	43.550	137.000	1.912	1.9250	237.000
11-3	Jan 23	19.45	19.95	45.500	138.500	1.930	1.9600	241.025
10-28	Feb 23	19.22	20.40	45.475	140.300	1.953	1.9480	250.000
10-31	Feb 23	19.26	20.27	45.475	139.700	1.953	1.9400	245.000
11-1	Feb 23	19.20	19.81	44.750	144.000	1.953	1.9470	240.000
11-2	Feb 23	19.27	19.78	43.525	136.500	1.953	1.9500	240.000
11-3	Feb 23	19.69	19.90	45.000	137.225	1.973	1.9770	243.000
10-28	Mar 23	19.55	20.55	45.500	141.175	1.966	1.9680	249.950
10-31	Mar 23	19.47	20.32	45.500	140.025	1.966	1.9680	246.225
11-1	Mar 23	19.43	19.89	44.975	143.750	1.966	1.9790	241.000
11-2	Mar 23	19.50	19.81	44.900	137.000	1.966	1.9750	241.000
11-3	Mar 23	19.86	19.93	45.500	137.550	1.990	2.0000	244.000
10-28	Apr 23	19.62	20.60	46.975	142.250	2.007	1.9840	250.000
10-31	Apr 23	19.65	20.49	46.975	140.850	2.002	1.9840	247.500
11-1	Apr 23	19.55	20.02	46.975	144.000	2.002	1.9890	243.500
11-2	Apr 23	19.51	19.94	45.000	138.300	1.997	1.9750	243.500
11-3	Apr 23	19.80	20.03	45.000	137.900	1.997	2.0000	244.025
10-28	May 23	19.65	20.60	47.500	143.000	2.014	1.9880	250.000
10-31	May 23	19.73	20.55	47.500	141.500	2.009	1.9880	249.925
11-1	May 23	19.61	20.10	47.000	145.025	2.009	1.9900	245.000
11-2	May 23	19.56	20.01	47.000	139.125	1.999	1.9750	242.500
11-3	May 23	19.89	20.09	47.000	138.875	2.002	2.0010	245.000
10-28	June 23	19.74	20.69	47.500	144.475	2.009	1.9930	248.500
10-31	June 23	19.68	20.61	47.500	141.800	2.009	1.9910	248.500
11-1	June 23	19.64	20.19	47.500	145.100	2.007	1.9930	243.000
11-2	June 23	19.70	20.19	46.500	140.025	2.007	1.9810	242.000
11-3	June 23	19.96	20.27	46.500	139.575	2.013	2.0070	245.250
10-28	July 23	19.78	20.65	46.500	145.000	2.050	2.0010	247.500
10-31	July 23	19.75	20.63	46.500	142.850	2.050	1.9980	247.500
11-1	July 23	19.63	20.22	46.500	145.650	2.050	1.9550	245.000
11-2	July 23	19.63	20.10	46.500	141.000	2.050	1.9880	245.000
11-3	July 23	19.94	20.18	46.500	140.000	2.050	2.0070	245.000
10-28	Aug 23	19.78	20.77	47.000	146.575	2.060	2.0040	245.000
10-31	Aug 23	19.80	20.65	47.000	144.225	2.060	2.0000	245.000
11-1	Aug 23	19.65	20.35	47.000	147.200	2.060	1.9950	245.000
11-2	Aug 23	19.61	20.15	47.000	142.025	2.060	1.9930	245.000
11-3	Aug 23	19.96	20.21	47.000	142.500	2.060	2.0090	245.000
Nov. 3		23,599	11,453	2,340	8,913	677	16,015	8,068

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - OCT. 28: In the Northeast and West, retail demand is softening. Cheese makers in the Midwest say demand is strong for retail Cheddar and Italian style cheese. Export sales of cheese are strong in the West, where Asian buyers are purchasing loads to ship in Q2 of 2023. Some Northeastern cheese contacts say internationally produced loads of cheese are becoming cheaper, and this may negatively impact export demand.

NORTHEAST - NOV. 3: Cheese makers say milk is available in the Northeast, allowing for steady production. Staffing shortages and supply chain delays are causing some plant managers to run below capacity. Spot purchasers say loads of cheese are available. Demand for cheese is steady to lower in foodservice markets. Contacts report inflationary pressures are contributing to a decrease in retail cheese sales. Prices for cheese have declined in domestic markets. Export cheese demand is steady. Some stakeholders say domestic loads of cheese are now being sold at a discount to loads produced internationally, and this may contribute to increased export demand in the coming weeks.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$2.4650 - \$2.7525	Process 5-lb sliced:	\$2.0750 - \$2.5550
Muenster:	\$2.4525 - \$2.8025	Swiss Cuts 10-14 lbs:	\$3.9900 - \$6.3125

MIDWEST AREA - NOV. 3: Cheese market tones are under some of the same bearish pressure that have impacted all dairy commodities in recent weeks. Contacts say there are two potential silver linings: lower prices prompting more sales and a closure of the block/barrel price spread. Regionally, sales have not been a concern. Most cheese processors have been reporting somewhat strong sales, although process and curd producers have said orders have recently slowed down. Milk availability is similar to last week, if not slightly tighter. Contacts say offers are quiet, but Class III producers are actively seeking out milk loads. Cheese inventories are generally balanced. Some processors are shifting production to different varieties, as customer needs change seasonally.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$2.5075 - \$3.7175	Mozzarella 5-6#:	\$2.0375 - \$3.1250
Brick 5# Loaf:	\$2.2375 - \$2.8050	Muenster 5#:	\$2.2375 - \$2.8050
Cheddar 40# Block:	\$1.9600 - \$2.5025	Process 5# Loaf:	\$1.9525 - \$2.4200
Monterey Jack 10#:	\$2.2125 - \$2.5600	Swiss 6-9# Cuts:	\$3.5050 - \$3.6075

WEST - NOV. 3: Demand for cheese is steady in foodservice markets, though some stakeholders say retail demand is softening and below some previously forecasted levels. Export demand is strong as domestically produced loads are being sold at a discount to loads produced in international markets. Some export sellers say purchasers in Asia are looking to secure loads for Q2 2023 delivery. Market prices for barrels and blocks saw steep declines on the CME throughout last week, with prices for both falling below \$2. Through the start of this week, prices have recovered somewhat but both remain down compared to this time last week. Some stakeholders attribute these lower prices to increased spot availability for both cheese barrels and blocks in recent weeks. Milk is available for cheese makers to run steady production schedules. Some plant managers say labor shortages and delayed deliveries of production supplies continue to limit their ability to run full schedules.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts:	\$2.3400 - \$2.5400	Monterey Jack 10#:	\$2.3275 - \$2.6025
Cheddar 40# Block:	\$2.0925 - \$2.5825	Process 5# Loaf:	\$2.0775 - \$2.2325
		Swiss 6-9# Cuts:	\$2.7975 - \$4.2275

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

Variety	Date:	11/2	10/26	Variety	Date:	11/2	10/26
Cheddar Curd		\$2.44	\$2.46	Mild Cheddar		\$2.45	\$2.47
Young Gouda		\$2.19	\$2.21	Mozzarella		\$2.15	\$2.20

FOREIGN -TYPE CHEESE - NOV. 3: Retail demand remains busy for cheese makers ahead of the holidays. Inflation continues to affect individual customer purchasing ability, though, as private label cheeses have continued to garner more interest from retailers. Export movements from western and northern European countries into southern European countries have slowed, despite the holidays. Supplies are noted as mixed across the region, but generally balanced. Contractual talks for 2023 are ongoing, and prices are firming based on increasing logistical costs year over year.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.3225 - 3.8100
Gorgonzola:	\$3.6900 - 5.7400	\$2.8300 - 3.5475
Parmesan (Italy):	0	\$3.7100 - 5.8000
Romano (Cows Milk):	0	\$3.5125 - 5.6675
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$4.0250 - 4.3500
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

NDM PRODUCTS - NOVEMBER 3

NDM - CENTRAL: Condensed skim availability has begun to grow alongside seasonal milk production, and processing levels are steady to growing. Contacts suggest availability is not the sole reason for bearish market sentiment, but demand is the primary factor. End users are shying away from Q4 orders, as all market actors are gearing for 2023 contractual agreements. There are clear indicators that end users/buyers do not want to hold extra inventories for the final months of the year.

medium heat NDM inventories are available for spot purchasing, amid steady production. High heat NDM production is steady and spot inventories are tight. Demand for high heat NDM is strong. Despite strong demand and tight inventories, both ends of the West high heat NDM price range moved lower.

NDM - EAST: Eastern prices represent some of the lowest prices on the range, as buyers have grown hesitant to take on loads during Q4 as markets are clearly in a bearish trajectory. Some contacts expect light trading for the rest of the year. NDM availability is clearly not tight. High heat NDM prices also moved lower, but only on the bottom of the range. Setbacks are being reported for any extra high heat NDM processing due to the extra costs related to energy usage.

NDM - WEST: Domestic demand for low/medium heat NDM is light and below some stakeholders' expectations. Meanwhile, contacts report less export demand this week. Purchasers in Mexico are limiting their buying as they are wary of current prices. Low/

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Retail dairy ad totals slipped lower for both conventional and organic items this week, by 16 and 18 percent, respectively. Despite cooler weather, conventional 48- to 64- ounce ice cream was the most advertised dairy item this week, while half-gallon milk ads shored up the top spot on the organic side. Conventional butter (1-pound packages) ad numbers dropped 34 percent from last week, while organic butter ads dropped 72 percent.

Conventional cheese ad numbers slid 33 percent, and there have been no organic cheese ads reported for this week or last. The average advertised price of the most advertised cheese item this week, conventional 8-ounce shreds, was \$2.47, up \$.16 from week 43.

Milk ad totals slipped by a large margin on the conventional side, by 78 percent, while organic milk totals dropped 10 percent. The average price of conventional half-gallon milk was \$1.94, compared to the organic price of \$4.38, resulting in an organic premium of \$2.44. Conventional egg nog ad numbers increased 28 percent week to week for half-gallons, while conventional egg nog in quarts slid lower by 3 percent.

RETAIL PRICES - CONVENTIONAL DAIRY - NOVEMBER 4

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	4.44	4.54	4.36	4.17	3.76	4.67	4.64
Cheese 8 oz block	2.38	2.32	2.14	2.47	2.66	2.67	1.93
Cheese 1# block	4.13	3.98	3.67	5.06	NA	3.49	3.98
Cheese 2# block	7.30	5.99	NA	7.78	NA	6.99	6.99
Cheese 8 oz shred	2.47	2.37	2.21	2.77	2.75	2.75	2.02
Cheese 1# shred	3.83	3.98	3.89	3.49	NA	3.49	3.98
Cottage Cheese	2.45	2.63	2.50	2.32	1.95	2.46	NA
Cream Cheese	2.47	2.09	3.41	2.68	2.30	2.84	2.31
Egg Nog quart	3.41	3.56	NA	NA	3.27	2.99	3.37
Egg Nog 1/2 gallon	4.08	NA	3.99	3.99	3.99	4.26	3.99
Ice Cream 48-64 oz	3.61	4.05	3.21	3.97	3.11	4.12	3.20
Milk 1/2 gallon	1.94	1.63	2.39	2.29	NA	NA	1.95
Milk gallon	2.98	2.72	3.29	3.19	2.52	4.29	3.05
Sour Cream 16 oz	2.15	2.19	2.22	2.03	1.82	2.03	2.14
Yogurt (Greek) 4-6 oz	1.12	1.01	1.19	1.06	1.14	1.27	1.25
Yogurt (Greek) 32 oz	4.97	4.36	5.99	4.98	NA	6.89	4.36
Yogurt 4-6 oz	.58	.61	.57	.54	.58	.60	.57
Yogurt 32 oz	2.96	2.74	3.50	2.91	2.86	3.32	2.57

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:	\$7.49	Greek Yogurt 4-6 oz:	NA
Cheese 8 oz shred:	NA	Greek Yogurt 32 oz:	\$4.09
Cheese 8 oz block:	NA	UHT Milk 8 oz:	NA
Cream Cheese 8 oz:	\$4.25	Milk 1/2 gallon:	\$4.38
Yogurt 4-6 oz:	\$0.99	Milk gallon:	\$6.46
Yogurt 32 oz:	NA	Sour Cream 16 oz:	NA
		Ice Cream 48-64 oz:	NA

WHOLESALE BUTTER MARKETS - NOVEMBER 2

NATIONAL - OCT. 28: In the NASS Cold Storage report released Oct. 24, September inventories were noted as down 4% from August. Some contacts in the West say this decline was smaller than they expected and may contribute some bearishness to domestic butter markets. Central region butter makers say demand is strong even while butter has reached near-record prices in the last month. Retail and food service demands for butter are strong in the Northeast and West.

by labor shortages. Foodservice demand is steady. Meanwhile, stakeholders say grocers have filled butter stocks in preparation for the holiday season and reducing butter orders. Loads of bulk butter are moving quickly on the spot market. Contacts say the drop in butter prices on the CME of 54 cents, since last Wednesday, may entice some purchasers who were hesitant of butter priced above \$3. Stakeholders report butter loads have become more available for spot purchasing in recent weeks. Bulk butter overages range from 7.0 to 18.0 cents above the market value.

CENTRAL: Many eyes are focused on the CME in regards to butter markets. A number of contacts, as recently as last week, were still at least slightly bullish. Clearly, any bulls have been subdued at this point. Butter makers continue to point out generally "normal" conditions. Cream is readily available. Churning has picked up in recent weeks with the extra cream stores. Demand is steady to busy in the final pushes of the holiday season.

NORTHEAST: Eastern butter manufacturers' production rates are showing a slight uptick, following seasonal improvements in the cream supply. While Class II cream interest continues to curb churn production, butter stocks are fairly adequate for near term needs of the butter market. Production runs, for the most part, have targeted holiday and baking season contractual requirements. Retail sale levels are steady to higher. Countrywide, grocers increased 1 pound butter ads 159 percent this period, while Northeast retail butter ads of the same type grew 119 percent over the previous period. Foodservice interest is steady. Market tones depict a waning butter market ahead of the holidays.

WEST: Cream volumes continue to increase in availability. Stakeholders say this is causing some sellers to offer cream at lower multiples. Demand for cream is steady for both Class II and butter production. Butter makers say cream is plentiful for them to run busy schedules, but some churning is limited

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
10/31/22	43,097	81,609
10/01/22	43,035	77,418
Change	62	4,191
Percent Change	0	5

CME CASH PRICES - OCT. 31 - NOV. 4, 2022

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY October 31	\$1.9425 (+3¼)	\$1.9600 (NC)	\$2.9450 (-19½)	\$1.4250 (-½)	\$0.4400 (+1)
TUESDAY November 1	\$1.9600 (+1¼)	\$1.9600 (NC)	\$2.7000 (-24½)	\$1.3950 (-3)	\$0.4400 (NC)
WEDNESDAY November 2	\$1.9700 (+1)	\$1.9775 (+1¼)	\$2.6100 (-9)	\$1.3700 (-2½)	\$0.4525 (+1¼)
THURSDAY November 3	\$1.9750 (+½)	\$2.0100 (+3¼)	\$2.6675 (+5¾)	\$1.3800 (+1)	\$0.4525 (NC)
FRIDAY November 4	\$1.9750 (NC)	\$2.0100 (NC)	\$2.7725 (+10½)	\$1.4000 (+2)	\$0.4675 (+1½)
Week's AVG \$ Change	\$1.9645 (-0.0145)	\$1.9835 (-0.0200)	\$2.7390 (-0.4165)	\$1.3940 (-0.0280)	\$0.4505 (+0.0165)
Last Week's AVG	\$1.9790	\$2.0035	\$3.1555	\$1.4220	\$0.4340
2021 AVG Same Week	\$1.6005	\$1.6365	\$1.9480	\$1.5640	\$0.6480

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Two cars of blocks were sold Monday at \$1.9600, which left the price unchanged. Tuesday's block market activity was limited to an unfilled bid for 1 car at \$1.9600, which left the price unchanged. One car of blocks was sold Wednesday at \$1.9800; an uncovered offer of 1 car at \$1.9775 then set the price. No blocks were sold Thursday; the price increased on an unfilled bid for 1 car at \$2.0100. There was no block market activity on Friday. The barrel price increased Monday on a sale at \$1.9425, rose Tuesday on a sale at \$1.9600, increased Wednesday on an unfilled bid at \$1.9700, and climbed Thursday on a sale at \$1.9750.

Butter Comment: The price plunged Monday on a sale at \$2.9450, dropped Tuesday on an uncovered offer at \$2.7000, declined Wednesday on a sale at \$2.6100, increased Thursday on a sale at \$2.6675, and jumped Friday on a sale at \$2.7725.

Nonfat Dry Milk Comment: The price declined Monday on an uncovered offer at \$1.4250, fell Tuesday on an uncovered offer at \$1.3950, dropped Wednesday on an uncovered offer at \$1.3700, increased Thursday on a sale at \$1.3800, and rose Friday on a sale at \$1.4000.

Dry Whey Comment: The price rose Monday on an unfilled bid at 44.0 cents, increased Wednesday on an unfilled bid at 45.25 cents, and rose Friday on an unfilled bid at 46.75 cents.

WHEY MARKETS - OCT. 31 - NOV. 4, 2022

RELEASE DATE - NOVEMBER 3, 2022

Animal Feed Whey—Central: Milk Replacer:	.3000 (NC) – .3500 (NC)
Buttermilk Powder:	
Central & East:	1.4800 (-2) – 1.6500 (-3¼) West: 1.4300 (-3) – 1.7700 (-3)
Mostly:	1.6100 (-2) – 1.7200 (-3)
Casein: Rennet:	5.7400 (NC) – 6.5200 (NC) Acid: 6.5000 (NC) – 6.9000 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.4200 (+1) – .4600 (NC) Mostly: .4300 (NC) – .4500 (NC)
Dry Whey—West (Edible):	
Nonhygroscopic:	.3850 (-½) – .5475 (-¼) Mostly: .4350 (-1½) – .5375 (-¼)
Dry Whey—NorthEast:	.4150 (NC) – .5200 (+½)
Lactose—Central and West:	
Edible:	.3900 (NC) – .6000 (NC) Mostly: .4500 (NC) – .5200 (NC)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat:	1.3900 (-8) – 1.5200 (-3) Mostly: 1.4500 (-4) – 1.4700 (-5)
High Heat:	1.6000 (-2¼) – 1.6575 (-3¾)
Nonfat Dry Milk —Western:	
Low/Medium Heat:	1.3725 (-2¾) – 1.6175 (+¾) Mostly: 1.4200 (-3) – 1.5225 (-¾)
High Heat:	1.5125 (-3¾) – 1.6575 (-4)
Whey Protein Concentrate—34% Protein:	
Central & West:	1.5000 (NC) – 2.0500 (NC) Mostly: 1.7200 (+1) – 1.9100 (NC)
Whole Milk—National:	2.3500 (NC) – 2.5500 (NC)

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	18.03	18.36
'22	20.38	20.91	22.45	24.42	25.21	24.33	22.52	20.10	19.82	21.81		

Restaurant Performance Index Rose 0.1% In Sept., But Customer Traffic Fell

Washington—The National Restaurant Association's Restaurant Performance Index (RPI) stood at 101.0 in September, up 0.1 percent from August, the association reported Monday.

The RPI is constructed so that the health of the restaurant industry is measured in relation to a neutral level of 100. Index values above 100 indicate that key indicators are in a period of expansion, while index values below 100 represent a period of contraction.

The RPI consists of two components: the Current Situation Index and the Expectations Index. The Current Situation Index, which measures current trends in four industry indicators, stood at 101.5, up 0.6 percent from August.

Although restaurant operators reported a net increase in same-store sales in September, the readings were much softer than the first half of the year, the association noted. Some 51 percent of operators said their same-store sales rose between September 2021 and September 2022, compared to 47 percent who reported similarly in August. And 28 percent of operators said their sales were lower in September, compared to 27 per-

cent who reported a sales decline in August.

In contrast to the positive sales results, restaurant operators reported a net decline in customer traffic for the fourth straight month. Some 29 percent of operators said their customer traffic rose between September 2021 and September 2022, while 44 percent said their customer traffic declined.

The Expectations Index, which measures restaurant operators' six-month outlook for four industry indicators, stood at 100.6 in September, down 0.4 percent from August.

Restaurant operators' outlook for sales growth deteriorated somewhat in recent months. Some 38 percent of operators expect their sales volume in six months to be higher than it was during the same period in the previous year, down from 47 percent in August, while 27 percent expect their sales volume in six months to be lower, up from 14 percent in August.

Operators are even less optimistic about the direction of the overall economy.

Only 8 percent of operators expect economic conditions to improve in six months.



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