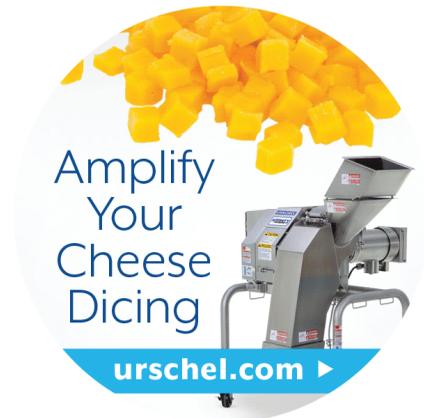




# CHEESE REPORTER

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## Senators, Others Voice Concerns Over Kroger-Albertsons Merger

### FTC Asked To Investigate Proposed Merger; Senate Judiciary Committee Hearing Planned

Washington—Several members of the US Senate, as well as several organizations, are voicing concerns over the proposed merger of Kroger and Albertsons Companies, Inc.

Last Friday, Kroger and Albertsons announced that they have entered into a definitive agreement under which Kroger will acquire all of the outstanding shares of Albertsons for an estimated total enterprise value of about \$24.6 billion.

According to the National Retail Federation's (NRF) "Top 100 Retailers 2022 List," The Kroger Co. ranks fifth among US retailers, with 2021 US retail sales of \$136.49 billion, while Albertsons Companies ranks 10th, with 2021 US retail sales of \$71.87 billion.

US Sens. Amy Klobuchar (D-MN) and Mike Lee (R-UT), chairwoman and top Republican on the Senate Judiciary subcommittee on competition policy, antitrust, and consumer rights, announced that they will hold

a hearing next month to examine the proposed merger between Kroger and Albertsons.

The two senators said they have "serious concerns about the proposed transaction between Kroger and Albertsons. The grocery industry is essential, and we must ensure that it remains competitive so that American families can afford to put food on the table.

"We will hold a hearing focused on this proposed merger and the consequences consumers may face if this deal moves forward," Klobuchar and Lee added.

Klobuchar, along with US Sens. Richard Blumenthal (D-CT) and Cory Booker (D-NJ), urged the Federal Trade Commission (FTC) to investigate the proposed merger, voicing concerns about the transaction's potential implications for consumers.

"We write to express our serious concern about the recently announced merger between Kroger and Albertsons and to ask for your assurance that this proposed deal

will be carefully and thoroughly investigated" by the FTC, the three senators said in a letter to FTC Chair Lina Khan.

"This merger raises considerable antitrust concerns," the letter continued. "As you are aware, the grocery industry has become increasingly consolidated. When Albertson's merged with Safeway in 2015, the FTC found that the merger was likely to harm competition in 130 separate markets and required the company to sell more than 150 stores.

"Given the increases in food prices recently, we question whether the divestitures that the agency secured when approving that deal were sufficient, especially since Albertson's was allowed to buy back many of the stores that the FTC required it to sell," the letter added.

Last fall, the FTC launched an investigation into grocery prices and the availability of food products, sending data requests to a number of companies, including Kroger.

The three senators asked that the

• See **Merger Concerns**, p. 10

## US Milk Production Rose 1.6% In Sept.; Output Was Up 1.2% In Third Quarter

Washington—US milk production in the 24 reporting states during September totaled 17.5 billion pounds, up 1.6 percent from September 2021, USDA's National Agricultural Statistics Service (NASS) reported Thursday.

August's milk production estimate for the 24 reporting states was revised up by 13 million pounds from last month, so output was up 1.8 percent from August 2021, rather than up 1.7 percent as initially estimated.

Production per cow in the 24 reporting states averaged 1,961 pounds for September, 26 pounds above September 2021.

The number of milk cows on farms in the 24 reporting states in September was 8.93 million head, 19,000 head more than September 2021, but 2,000 head less than August 2022.

Milk production for the entire US during the July-September quarter totaled 56.5 billion pounds, up 1.2 percent from the same quarter last year. By contrast, milk production in the first quarter had been down 1.0 percent from 2021's first quarter, and second-quarter output had been down 0.5 percent from a year earlier.

The average number of milk cows in the US during the third quarter was 9.41 million head, unchanged from the April-June

• See **Milk Output Rises**, p. 6

## Auburn Gets Almost \$3 Million To Lead Healthy Fluid Milk Incentives Program In Four States

Auburn, AL—Auburn University's Hunger Solutions Institute has been awarded almost \$3 million to lead a Healthy Fluid Milk Incentives program for 116 retail locations in four states.

Auburn is the only entity to receive a Healthy Fluid Milk Incentives (HFMI) award for 2022. The funding from USDA's Food and Nutrition Service (FNS) is the latest grant Auburn's Hunger Solutions Institute (HSI) has been tasked with managing since the HSI was created a decade ago.

The HFMI program, which was created under the 2018 farm bill,

• See **Milk Incentives**, p. 11

## Groups Anticipate 2023 Federal Order Hearing To Address All Price Formulas

Kansas City, MO—Over 180 dairy industry representatives from around the US attended a Federal Milk Marketing Order Forum here Oct. 14-16 to discuss federal order modernization.

The forum was hosted by the American Farm Bureau Federation (AFBF).

After the forum, Farm Bureau and the National Milk Producers Federation (NMPF) agreed on a joint statement regarding the need for federal order improvements.

"We support the federal milk marketing order (FMMO) system as key to fair market-based farmer milk pricing and recognize the importance of periodically updating the program to reflect changes in the dynamic US dairy industry," the AFBF-NMPF statement begins. "With the last major

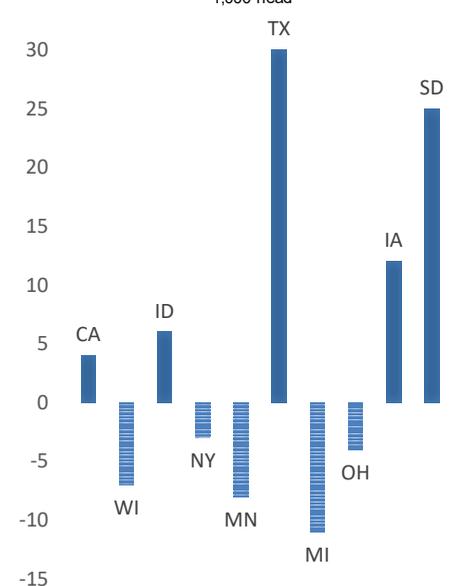
update to the FMMO system occurring in 2000, we believe it is time to consider improvements that better reflect today's milk markets.

"In addition, the pandemic-related market disruptions of 2020 also highlighted the need to modernize the program so that it can better mitigate the impacts on producers of disruptions in milk pricing such as occurred then. At that time, a combination of federal order price formulas, temporary market imbalances, and sudden demand disruptions created disorderly marketing of milk, to the detriment of producers," the statement continued.

"We anticipate the prospect of a hearing conducted by USDA in 2023 that could address FMMO

• See **Federal Orders**, p. 3

Change In Milk Cows Sept. 2021 vs 2022  
1,000 head





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### Consensus On Federal Order Reforms Shouldn't Be Necessary

The American Farm Bureau Federation convened a Federal Milk Marketing Order Forum in Kansas City, MO, on Oct. 14-16, at which the AFBF was joined by representatives of the National Milk Producers Federation, dairy cooperatives, processors, state dairy associations and dairy farmers from across the US.

The event, Farm Bureau noted, provided a platform for farmers' voices to be heard while also answering the call from US Ag Secretary Tom Vilsack to bring the dairy producer community together to discuss federal order modernization.

While the event was termed "successful" by Farm Bureau, we have to wonder why such an event had to be held in the first place. Credit Farm Bureau for convening the national gathering, but it seems like Vilsack did the dairy industry no favors by calling on the dairy industry to "get in a room" and work collaboratively to build consensus and find solutions to federal order shortcomings. Vilsack specified that "the only way this works for the industry is to do the hard job of listening to one another," according to Farm Bureau.

There are at least two major problems with Vilsack's comments. First, they were made last December, or roughly 10 months ago. That was about three months after the Senate Ag Committee held a hearing focusing on the need to modernize federal orders.

More importantly, Vilsack's comments were made long after pretty much everybody in the dairy industry had acknowledged the need to reform, or modernize, federal orders, if for no other reason than the massive depooling and Class I pricing issues experienced in 2020.

But under a best-case scenario, USDA will finally convene a federal order hearing sometime in 2023, with any changes stemming from such a proceeding unlikely to take effect until 2024. In a world

that's changing more rapidly than ever before, the snail-like pace of recognizing the need for change in 2020 or earlier but not implementing those changes until 2024 or later is a bit hard to take.

Another problem with Vilsack calling for industry consensus is that such consensus isn't required before a federal order hearing can be called. That's according to no less an authority than the US Department of Agriculture itself.

USDA's Ag Marketing Service posts a handy "brochure" on its federal order website explaining the federal order amendment process. Nowhere in that brochure does it mention any need for industry "consensus."

Instead, the brochure explains that any producer, handler, or other interested party "may submit a proposal for consideration and request a hearing to establish a new Federal order or amend one or more provisions of an existing Federal order."

Once USDA receives a proposal, the agency has 30 days to issue an "action plan" to complete the hearing within 120 days, request additional information from proponent(s), or deny a request.

So, for example, USDA back in January of 2009 received petitions from National Milk Producers Federation and International Dairy Foods Association to: end the special treatment of so-called "producer-handlers", and expand and clarify the regulatory exemption of small distributing plants.

A week after receiving those petitions, USDA announced that it was providing an opportunity for interested parties to submit additional proposals regarding the elimination of the producer-handler provision and the revision of the exempt plant provision. The agency received a number of additional proposals, as well as a fair number of comments opposing the IDFA-NMPF proposal, all by Mar. 16, 2009.

The point of this very brief history is that the process of amending federal orders is mighty complicated, but has been accomplished by USDA before and will be accomplished by USDA again, even without industry consensus prior to a hearing request.

USDA did hold a hearing on those petitions, in May of 2009, then issued a recommended decision in October 2009, a final decision in March 2010 and a final rule in April 2010. That final rule became effective on June 1, 2010, or roughly 16 months after it received the initial petitions from IDFA and NMPF.

That proceeding was, of course, relatively uncomplicated in the world of federal order policy. What the dairy industry is likely looking at with this next national hearing is something even more complex and controversial than the make allowance proceeding, which got underway in September of 2005 with a proposal and hearing request from Agri-Mark, included a reconvened hearing, and finally ended with a final rule that became effective Oct. 1, 2008.

And, technically, that initial proceeding ended up being terminated, and the updated make allowances adopted in 2008 were part of a separate proceeding.

The point of this very brief history is that the process of amending federal orders is mighty complicated, but has been accomplished by USDA before and will be accomplished by USDA again, even without industry consensus prior to a hearing request.

And USDA makes clear how this process works, starting with the agency receiving a proposal, holding a public hearing, issuing a recommended decision, accepting comments and exceptions to that recommended decision, issuing a final decision, and then holding a referendum and implementing the amendments. In any recommended or final decision, USDA outlines the testimony received and then decides the outcome.

USDA already has some consensus on this issue: the entire industry agrees that changes are needed. What's not needed is further delay while waiting for consensus on what those specific changes should be.

## Federal Orders

(Continued from p. 1)

price formulas, including all four Classes, as well as the Class I price surface. An amended pricing system should improve price discovery, improve the clarity of the program, continue to support timely payments to producers, and reduce price incentives to de-pool milk," the statement continued.

"We are encouraged by the healthy discussion at this week's Federal Milk Marketing Order Forum and look forward to continuing the discussion about promoting a healthy dairy industry through modernization of federal order pricing," the statement concluded.

Organizations participating in the forum and endorsing the joint AFBF-NMPF statement include the American Dairy Coalition, National Farmers Organization, National All-Jersey, Georgia Milk Producers, Indiana Dairy Producers, Kentucky Dairy Development Council, Missouri Dairy, Dairy Producers of New Mexico, and Ohio Dairy Producers Association.

The Forum included four panel sessions. The first focused on the origins and purposes of federal milk marketing orders, while the second session focused on Class I pricing issues and the third session focused on Class III and IV pricing issues. The fourth and final session focused on simplifying federal orders.

Edge Dairy Farmer Cooperative participated in the Forum, and was "grateful for the opportunity to join other dairy groups in this collaborative forum to share ideas on the future of our milk pricing system," said Tim Trotter, Edge's CEO.

"Edge is committed to building a more transparent pricing system that allows dairy farmers and their processor-partners to thrive," Trotter added. "It is with meaningful and comprehensive reform that we can accomplish these goals and forge stronger farmer-processor relationships, built upon a foundation of trust and transparency."

At the event, Edge presented its milk pricing reform priorities, emphasizing a need for increased flexibility and fairness. The cooperative had released those priorities in June.

Farm Bureau hosted the Forum in response to a request in December 2021 from US Secretary of Agriculture Tom Vilsack that the dairy industry "get in a room" and work collaboratively to build consensus and find solutions to federal milk marketing order shortcomings.

Vilsack, Farm Bureau noted, had specified that "the only way this works for the industry is to do the hard job of listening to one another."

## Global Dairy Trade Price Index Falls 4.6%; Prices Decline For All Products

**Auckland, New Zealand**—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 4.6 percent from the previous auction, held two weeks ago.

That was the second straight decline in the Global Dairy Trade price index.

In this week's auction, which featured 146 participating bidders and 111 winning bidders, prices were lower for Cheddar cheese, skim milk powder, whole milk powder, butter and anhydrous milkfat. Buttermilk powder and sweet whey powder weren't offered.

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 \$4,769 per metric ton (\$2.16 per pound), down 3.9 percent. Average winning prices were: Contract 1 (November), \$4,987 per ton, up 3.9 percent; Contract 2 (December), \$4,697 per ton, down 5.1 percent; Contract 3 (January 2023), \$4,713 per ton, down 5.2 percent; Contract 4 (February), \$4,735 per ton, down 4.7 percent; Contract 5 (March), \$4,920 per ton, down 3.5 percent; and Contract 6 (April), \$4,895 per ton, down 2.2 percent.

**Skim milk powder:** The average winning price was \$3,250 per ton (\$1.47 per pound), down 6.9 percent. Average winning prices were: Contract 1, \$3,293 per ton, down 5.7 percent; Contract 2, \$3,253 per ton, down 6.2 percent; Contract 3, \$3,248 per ton, down 6.6 percent; Contract 4, \$3,222 per ton, down 8.8 percent; and Contract 5, \$3,252 per ton, down 8.1 percent.

**Whole milk powder:** The average winning price was \$3,421 per ton (\$1.55 per pound), down 4.4 percent. Average winning prices were: Contract 1, \$3,431 per ton, down 3.7 percent; Contract 2, \$3,404 per ton, down 4.4 percent; Contract 3, \$3,422 per ton, down 4.6 percent; Contract 4, \$3,488 per ton, down 5.9 percent; and Contract 5, \$3,548 per ton, down 6.8 percent.

**Butter:** The average winning price was \$4,851 per ton (\$2.20 per pound), down 2.6 percent. Average winning prices were: Contract 1, \$4,945 per ton, down 4.9 percent; Contract 2, \$4,840 per ton, down 2.4 percent; Contract 3, \$4,850 per ton, down 2.2 percent; Contract 4, \$4,835 per ton, down 2.3 percent; Contract 5, \$4,845 per ton, down 2.0 percent; and Contract 6, \$4,821 per ton, down 3.0 percent.

**Anhydrous milkfat:** The average winning price was \$5,661 per ton (\$2.57 per pound), down 2.7 percent. Average winning prices were: Contract 1, \$5,655 per ton, down 3.3 percent; Contract 2, \$5,637 per ton, down 3.4 percent; Contract 3, \$5,674 per ton, down 2.0 percent; Contract 4, \$5,666 per ton, down 2.2 percent; Contract 5, \$5,670 per ton, down 2.7 percent; and Contract 6, \$5,671 per ton, down 2.8 percent.

**Lactose:** The average winning price was \$1,310 per ton (59.4 cents per pound). That was for Contract 2.

Despite the "pretty soggy" GDT auction, with prices sliding across the board, ASB Bank still expects tight global supply to boost prices eventually. Global dairy production "remains extremely weak" in

many jurisdictions, ASB noted in a "Rural Economic Note" released after the GDT auction. That's particularly the case in the European Union (EU), "which is also set for a grim end to the year as energy prices surge."

New Zealand dairy product is also likely to be subdued, ASB predicted. While New Zealand weather indicators are looking okay, pasture growth has been mixed, many farming inputs are still pricy, and labor shortages remain a real challenge.

Fonterra late last week revised the forecast for its 2022/23 New Zealand milk collections to 1,480 million kilograms of milk solids, down from its previous forecast of 1,495 million kilograms of milk solids.

Fonterra last reduced its 2022/23 milk collections forecast in early September. Miles Hurrell, Fonterra's CEO, said this was due to weather conditions in parts of New Zealand causing a slow start to the season.

"The variable weather conditions which caused a slow start on farm have continued, contributing to lower collections through September and early October which has caused us to further revise our collections forecast," Hurrell commented.

Global growth in milk production over the next couple of years looks set to slow further, but ASB still doesn't think dairy consumption will fall enough to offset the impact of tighter supply. Over the medium term, ASB doesn't think there will be enough supply to meet demand, and that should be a boon for dairy prices.

Add a "very weak" New Zealand dollar into the mix and it's a positive outlook for farmgate returns, ASB added.



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## Lower Average Milk Prices Likely In 2023

**Dairy Situation & Outlook - Oct. 20**

**DR. BOB CROPP,**  
Professor Emeritus  
University of Wisconsin

The price of barrel Cheddar cheese strengthened to above \$2 per pound from mid-September and continuing into October reaching as high as \$2.2450. The price of barrel cheese was well above 40-pound Cheddar blocks being as much as \$0.2775 per pound higher. From mid-September and into October 40-pound blocks ranged from \$1.9675 per pound to just \$2.06.

The price of dry whey weakened from \$0.4875 per pound mid-September to a low of \$0.41 in October before improving to \$0.4425. Higher average cheese prices will be enough to improve the Class III price from \$19.82 in September to around \$21.80 for October.

Butter has been well above \$3 per pound all of September and October reaching a record high of \$3.2675 per pound. Nonfat dry milk weakened from a high of \$1.58 per pound in September to a low of \$1.4250 in October. Higher average butter prices will more than offset lower NDM prices to push the Class IV price a little higher from \$24.63 in September to around \$24.80 for October.

Buyers purchasing cheese and butter to build stocks to meet the upcoming strong holiday sales pushed cheese and butter prices higher. Good domestic sales as well as exports helped to strengthen prices. Compared to a year ago, August butter exports were 71 percent higher and cheese exports 6 percent higher.

But as stocks are filled we can expect lower butter and cheese prices lowering the Class III and Class IV price. Both the Class III and Class IV price could fall below \$20 by December. The Class III price could end the year averaging about \$21.90 compared to \$17.08 for 2021. The Class IV price could average about \$24.60 compared to \$16.09 for 2021.

Milk cows increased by 52,000 January to May peaking at 9.419 million. But numbers have declined for four consecutive months to 9.411 million in September. Milk per cow has improved with September 1.4 percent above a year ago. September total milk production was 1.5 percent higher than a year ago. This marks three consecutive increases with July up 0.5 percent and August 1.7 percent.

South Dakota continues to lead all states in increased milk production with September 14.9 percent above a year ago with an addition of 25,000 cows. California had 4,000 more cows but just 0.5 percent more milk. Wisconsin had 7,000 fewer cows but still 0.9 percent more milk. Michigan continues to lose cows, down 11,000 and 0.7 percent less milk. New York had 3,000 fewer cows but improved milk per cow still resulted in 2.2 percent more milk.

Milk prices are likely to average lower in 2023. With milk production increasing only about 0.3 percent in 2022 we can expect with

stronger milk prices this past year higher milk production. But any increase in milk production will be hampered by high feed costs, labor shortage and labor cost, high construction cost for expansion, and fewer available dairy replacements. Also, some dairy cooperatives still have in place base plans to limited milk expansion.

So, the increase in the average number of milk cows is likely to be limited. USDA forecasts the average number of cows for the year to increase by 15,000 cows or 0.2 percent with a modest 0.9 percent increase in milk per cow resulting in just a 1.0 percent increase in total milk production.

Domestic demand is likely to be dampened some with continued high inflation and at the same time the possibility of the economy being in a recession.

Dairy exports are setting a records in 2022 both in volume and value. The question is can exports continue this growth path? Milk production continues below year ago levels in the EU, New Zealand and Australia, all major dairy exporters. This leaves open opportunities for US exports especially if US prices of cheese, nonfat dry milk and whey products remain price competitive. But the strong US dollar and many countries also facing high inflation and possible recession could dampen exports. USDA is still forecasting an increase in export volume on both a fat and skim milk basis for 2023.

While the forecast is for lower milk prices in 2023 how much lower is uncertain. As of now it looks like for the first quarter Class III could be in the \$19's and Class IV in the \$20's. Second quarter prices could weaken some as milk

• See **Cropp**, p. 6

## FROM OUR ARCHIVES

### 50 YEARS AGO

**Oct. 20, 1972: Washington—**The managing director of Lactos Cheese Co., Burnie, Tasmania, has announced that his company will begin manufacturing Gouda style cheese next year under a five-year contract with Snow Brand of Japan. The initial minimum contract level of 1,000 tons per year will provide an additional outlet for about two million gallons of Tasmanian milk.

**Chicago—**The National Cheese Institute has petitioned FDA to amend the standard of identity for grated cheese to permit the use of microcrystalline cellulose as an optional anti-caking agent in grated cheese.

### 25 YEARS AGO

**Oct. 21, 1997: Watertown, WI—**Ludwig Zoller, 63, a lifelong cheese maker who made his first vat of cheese at the age of 13, passed away unexpectedly earlier this month. Zoller began his career in 1956 at the Howard Stallman Cheese Co. here, before joining Heim Cheese in Lebanon, WI – now the Specialty Cheese Company, in 1959.

**Delft, The Netherlands—**Royal Gist-Brocades has signed an agreement to acquire the culture and media business of Waterford Food Products, Inc., Fond du Lac, WI, for \$14.7 million. Production facilities in Logan, UT, employees and technologies involved will be transferred to the US organization of Gist-Brocades.

### 10 YEARS AGO

**Oct. 19, 2012: Davenport, IA and Rochester, MN—**Rochester Cheese, a wholly owned subsidiary of Swiss Valley Farms, has announced expansion plans for its Rochester location. The site, which currently serves as a warehouse location and distribution center, will be expanded to include production lines for the company's club and pasteurized process cheeses.

**Darboy, WI—**Wisconsin cheese industry veteran Gary Renard will receive the 2012 Life Membership Award from the Eastern Wisconsin Cheese Makers & Butter Makers Association. Renard was born into the cheesemaking family of Howard and Angela Renard, owners of Door County's Rosewood Dairy.

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## Bel Canada Group Expands Plant-Based Offerings, Sees Cheese Potential

Montreal, Quebec—Bel Canada Group is pursuing its strategy for sustainable innovation and diversifying its offering with plant-based products to complement its existing dairy options.

With this strategic approach, the Bel Group aspires to be a world-class leader in cheese alternatives.

The company is expanding its plant-based product offering in Canada with the launch of Babybel® Plant-Based. This innovation is added to the acquisition of the MOM Group, maker of GoGo squeeZ® fruit pouches based in Toronto, the acquisition of All In Foods, and the launch of Nurishh® and Boursin® Dairy-Free products in Canada.

“The Bel Group’s mission is to offer healthy and responsible food for all. Knowing that plant-based products are part of the solution to growing environmental challenges, we must adapt our approach to nutrition,” said Cristine Laforest, general manager of Bel Canada Group.

“The Bel Group has therefore the mission of offering a more balanced range of products by 2030, with 50 percent dairy products and 50 percent fruit and plant-based products,” Laforest added.

Bel Canada Group aims to create products that will appeal to all types of customers, including those who cannot consume dairy products and those who adopt a flexitarian approach.

The market for plant-based alternatives to cheese still represents a very small share of the total cheese market, thus creating an opportunity to develop an offer that will meet consumers’ expectations in terms of taste, according to Bel Canada Group. With slightly more than \$38 million in annual sales in Canada, this represents 1.1 percent of the total pre-packaged cheese market.

“Well-known brands such as Boursin, Babybel and Nurishh show great potential to drive the spreads and plant-based snacks segment. In fact, this category has grown by 62 percent since the launch of Boursin Dairy-Free in 2021, and GoGo squeeZ fruit pouches by over 30 percent in 2022,” said Marie-Eve Robert, vice-president of marketing, Bel Canada Group.

“We are always attentive to the needs and expectations of consumers. This is at the heart of our innovation strategy. With this in mind, we are pursuing our sustainable strategy with the launch of Babybel Plant-Based, a dairy-free, certified plant-based and non-GMO product,” Robert said.

## USDA Opens Enrollment Period For 2023 Dairy Margin Coverage Program

Washington—Dairy producers can now enroll for 2023 coverage through the Dairy Margin Coverage (DMC) program, a voluntary risk management program that offers protection to dairy producers when the difference between the all-milk price and the average feed price (the margin) falls below a certain dollar amount selected by the producer.

Signup began on Monday, Oct. 17, and ends on Dec. 9, 2022, according to the USDA.

Last year, USDA’s Farm Service Agency (FSA) took steps to improve coverage, especially for small- and mid-sized dairies, including offering a new Supplemental DMC program and updating its feed cost formula to better address retroactive, current and future feed costs.

So far in 2022, DMC payments to more than 17,000 dairy operations have triggered for August for more than \$47.9 million. According to DMC margin projections, an indemnity payment is projected for September as well.

At 15 cents per hundredweight for \$9.50 coverage, risk coverage through DMC is a relatively inexpensive investment, USDA stated.

DMC offers different levels of coverage, even an option that is free to producers, aside from a \$100 administrative fee. Limited resource, beginning, socially disadvantaged or a military veteran farmers or ranchers are exempt from paying the administrative fee, if requested.

Last year, USDA introduced Supplemental DMC, which provided \$42.8 million in payments to better help small- and mid-sized dairy operations that had increased production over the years but were not able to enroll the additional production. Supplemental DMC is also available for 2023.

Supplemental DMC coverage is applicable to calendar years 2021, 2022 and 2023. Eligible dairy operations with less than 5 million pounds of established production history may enroll supplemental pounds. For producers who enrolled in Supplemental DMC in 2022, the supplemental coverage will automatically be added to the 2023 DMC contract that previously established a supplemental production history.

Producers who did not enroll in Supplemental DMC in 2022 can do so now. They should complete their Supplemental DMC enrollment before enrolling in 2023 DMC. Producers need to provide their 2019 actual milk marketings, which FSA uses to determine established production history.

Also, FSA will continue to calculate DMC payments using

updated feed and premium hay costs, making the program more reflective of actual dairy producer expenses. These updated feed calculations use 100 percent premium alfalfa hay rather than 50 percent.

The benefits of these feed cost adjustments were realized in the recent August 2022 margin payment as current high feed and premium hay costs were considered in payment calculations, FSA noted.

In addition to DMC, USDA offers other risk management tools for dairy producers, including the Dairy Revenue Protection (DRP) plan that protects against a decline in milk revenue (yield and price), and the Livestock Gross Margin for Dairy (LG-Dairy) plan, which provides protection against the loss of the market value of livestock minus the feed costs.

Both DRP and LGM livestock insurance policies are offered through USDA’s Risk Management Agency. Producers should contact their local crop insurance agent for more information.

With rising costs eroding dairy margins despite high farm milk prices, the National Milk Producers Federation (NMPF) is urging dairy farmers to sign up for mai-

num 2023 coverage under the DMC program.

“The current combination of high prices with costs that can be even higher illustrates the basic value of DMC for producers who can benefit from the program,” said Jim Mulhern, NMPF’s president and CEO. “By calculating assistance via a margin rather than a target price, DMC offers a measure of protection against the current cost volatility that’s challenging many milk producers.”

Farmers should also consider signing up for federally backed risk-management programs appropriate to their operations, including the DRP program and the LGM-Dairy program, Mulhern added.

FarmFirst Dairy Cooperative is encouraging all dairy farmers to participate in the DMC program.

“The DMC program has been a valuable part of dairy producers’ risk management program, providing incredibly affordable coverage over the past several years for small- to mid-sized dairy farms,” said John Rettler, dairy farmer from Neosho, WI, and FarmFirst’s president.

“Dairy markets will always be unpredictable, no matter what is being forecasted for milk prices,” Rettler continued. “To minimize volatility, dairy farmers should enroll in the program regardless of the milk price outlook.”

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## Milk Output Rises

(Continued from p. 1)

quarter, but 29,000 head less than the third quarter of 2021.

California's September milk production totaled 3.29 billion pounds, up 0.5 percent from September 2021, due to 4,000 more milk cows and five more pounds of milk per cow. California's third-quarter milk production totaled 10.3 billion pounds, up 1.8 percent from 2021's third quarter. The state's April-June milk output had been down 0.6 percent from a year earlier.

Wisconsin's milk production totaled 2.6 billion pounds, up 0.9 percent from September 2021, due to 7,000 fewer milk cows but 30 more pounds of milk per cow. Wisconsin's July-September milk production totaled 8.1 billion pounds, up 0.8 percent from the same period last year. The state's second-quarter milk output had been up 0.6 percent from 2021's second quarter.

September milk production in Idaho totaled 1.38 billion pounds, up 2.4 percent from September 2021, due to 6,000 more milk cows and 30 more pounds of milk per cow. Idaho's third-quarter milk output totaled 4.3 billion pounds, up 2.3 percent from 2021's third

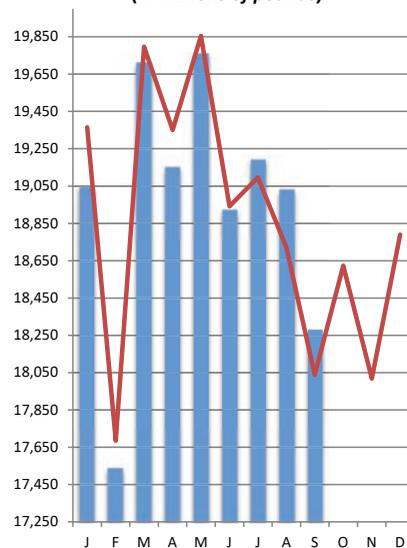
quarter. The state's April-June production had been up 0.2 percent from a year earlier.

Milk production in Texas during September totaled 1.35 billion pounds, up 8.5 percent from September 2021, due to 30,000 more milk cows and 70 more pounds of milk per cow. Texas's July-September milk production totaled 4.1 billion pounds, up 7.8 percent from the same period last year. The state's second-quarter milk output had been up 5.7 percent from 2021's second quarter.

New York's September milk production totaled 1.28 billion pounds, up 2.2 percent from September 2021, due to 3,000 fewer milk cows but 55 more pounds of milk per cow. New York's third-quarter milk output totaled 3.95 billion pounds, up 1.4 percent from 2021's third quarter. The state's April-June production had been down 0.2 percent from a year earlier.

Michigan's September milk production totaled 954 million pounds, down 0.7 percent from September 2021, due to 11,000 fewer milk cows but 40 more pounds of milk per cow. Michigan's July-September milk production totaled 2.9 billion pounds, down 2.0 percent from the same period in 2021. The state's second-quarter

**Total US Milk Production**  
2021 vs. 2022  
(in millions of pounds)



output had been down 2.9 percent from 2021's second quarter.

Minnesota's milk production totaled 867 million pounds, up 0.6 percent from September 2021, due to 8,000 fewer milk cows but 45 more pounds of milk per cow. Minnesota's third-quarter milk production totaled 2.7 billion pounds, up 0.4 percent from 2021's third quarter. The state's April-June milk output had been down 1.1 percent from the same period last year.

Milk production in Pennsylvania totaled 798 million pounds, down 0.1 percent from September 2021, due to 5,000 fewer milk cows but 15 more pounds of milk per cow. Pennsylvania's July-September milk production totaled 2.5 billion pounds, down 0.2 percent from a year earlier. The state's second-quarter milk output had been down 1.3 percent from 2021's second quarter.

New Mexico's milk production totaled 559 million pounds, down 3.5 percent from September 2021, due to 16,000 fewer milk cows but 40 more pounds of milk per cow. New Mexico's third-quarter milk production totaled 1.7 billion pounds, down 4.9 percent from 2021's third quarter. The state's April-June milk output had been 11.9 percent from a year earlier.

Washington's milk production totaled 515 million pounds, down 1.2 percent from September 2021, due to 7,000 fewer milk cows but 30 more pounds of milk per cow. Washington's July-September milk

## Milk Production by State

STATE	Sept 2021	Sept 2022	% Change	Change Cows
California	3275	3291	0.5	4000
Wisconsin	2594	2618	0.9	-7000
Idaho	1348	1380	2.4	6000
Texas	1241	1346	8.5	30000
New York	1256	1284	2.2	-3000
Michigan	961	954	-0.7	-11000
Minnesota	862	867	0.6	-8000
Pennsylvania	799	798	-0.1	-5000
New Mexico	579	559	-3.5	-16000
Washington	521	515	-1.2	-7000
Iowa	449	473	5.3	12000
Ohio	447	443	-0.9	-4000
Colorado	425	441	3.8	7000
Arizona	347	358	3.2	4000
South Dakota	309	355	14.9	25000
Indiana	359	353	-1.7	-3000
Kansas	326	340	4.3	5000
Oregon	214	212	-0.9	-1000
Vermont	207	207		-3000
Utah	179	179		NC
Georgia	137	155	13.1	10000
Florida	155	135	-12.9	-11000
Illinois	135	134	-0.7	-2000
Virginia	114	113	-0.9	-3000

output totaled 1.6 billion pounds, down 2.9 percent from the same period last year. The state's second-quarter production had been down 5.6 percent from 2021's second quarter.

All told for the 24 reporting states, compared to September 2021, milk production was higher in 12 states, with those increases ranging from 0.5 percent in California to 14.9 percent in South Dakota (due to 25,000 more milk cows but 10 less pounds of milk per cow); lower in 10 states, with those declines ranging from 0.1 percent in Pennsylvania to 12.9 percent in Florida (due to 11,000 fewer milk cows and 35 less pounds of milk per cows); and unchanged in both Utah and Vermont.

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## Cropp

Continued from p. 4

production increases seasonally with some increase in prices third quarter and prices peaking early fourth quarter.

It looks like Class IV prices may averaging higher than Class III. USDA is forecasting fairly strong milk prices with Class III averaging \$19.80 for the year and Class IV averaging \$21.00. But milk prices are very sensitive to changes in milk production, domestic sales or dairy exports and can easily change higher or lower by \$1 per hundred-

weight or more.

Because of this price risk along with anticipated high feed costs dairy producers may consider signing up for the 2023 Dairy Margin Coverage program for up to five million pounds of milk marketings at the \$9.50 margin for a fee of \$0.15 per hundredweight. Profits may also be protected with the Dairy Revenue Protection program and the Livestock Gross Margin Plan for Dairy. Also, dairy futures currently offer opportunities to protect favorable prices by hedging Class III or buying Class III put options. <sup>BC</sup>

## Wisconsin To Invest Another \$10 Million In State's Largest Two Hunger Relief Organizations

Madison—Wisconsin Gov. Tony Evers, along with the Department of Agriculture, Trade and Consumer Protection (DATCP), on Thursday announced an additional investment of \$10 million in the state's two largest hunger relief organizations.

This announcement brings the state's total investment in food security to \$65 million since the coronavirus pandemic began in early 2020.

Under this announcement, Feeding Wisconsin and Hunger Task Force will each receive up to \$5 million for food expenses incurred by the end of June 2023. Food purchased through this program will support residents experiencing food insecurity in Wisconsin.

"The Food Security Initiative has allowed us to strengthen relationships between local producers, processors, pantry networks, and residents as we ensure that families have food to put on the table at the end of a long day," Evers commented.

"Dairy processors are committed to their essential mission of feeding the world, including our neighbors in need. We thank Governor Evers for again investing in this program, which has built valuable connections between hunger relief organizations and the dairy processing community to address ongoing food insecurity," said John Umhoefer, executive director of the Wisconsin Cheese Makers Association (WCMA).

"Dairy processors are ready and eager to continue their partnerships with Hunger Task Force and Feeding Wisconsin," he added.

"The Food Security Initiative is such an important win-win program; we are grateful to see it extended," said Feeding Wisconsin executive director Stephane Jung Dorfman. "As families are struggling to make ends meet, some pantries are seeing demand beyond peak pandemic levels, and food banks are paying more for food and fuel, these funds provide us with a sense of relief."

"On behalf of the members of the Hunger Relief Federation including Wisconsin's Tribal Nations, Free and Local food partners, and food banks in rural areas, we applaud Governor Evers for his in-depth understanding of the needs of hungry families and the farmers who have benefited from the Food Security Initiative investments," commented Sherrie Tussler, executive director for Hunger Task Force.

## USDA Awards \$53 Million In Grants To Help Boost, Strengthen WIC Program

Washington—The USDA on Wednesday announced the awarding of almost \$53 million across three major grants to help improve the Special Supplemental Nutrition Program for Women, Infants, and Children (WIC).

These investments will help WIC reach more eligible mothers and young children and improve the service they receive throughout their entire experience with the program, according to USDA.

The foods provided through the WIC program are designed to supplement participants' diets with specific nutrients. WIC-authorized foods include milk, cheese, yogurt, infant cereal, baby foods, iron-fortified adult cereal, fruits and vegetables, vitamin C-rich fruit or vegetable juice, and other whole-grain options.

USDA's Food and Nutrition Service (FNS) awarded the following grants with the goal of improving outreach and program experience for participants:

- FNS awarded \$20 million to the Food Research and Action

Center (FRAC) for outreach to existing and potential WIC participants. FRAC will provide funds to WIC state and local agencies, and other nonprofits to use community-level data to test new ways of delivering WIC messaging and conducting research.

The grant will also expand partnerships with community-based organizations to connect underserved populations with WIC.

- FNS awarded more than \$23 million to 66 WIC state agencies to improve technology and service delivery in WIC. Projects include leveraging text messaging, mobile phone support, appointment scheduling tools, plain language and limited English proficiency support, and more.

- FNS awarded about \$10 million in grants to 19 WIC state agencies to improve the experience through modernizing in-store shipping — responding to feedback from WIC participants — and working toward online shopping.

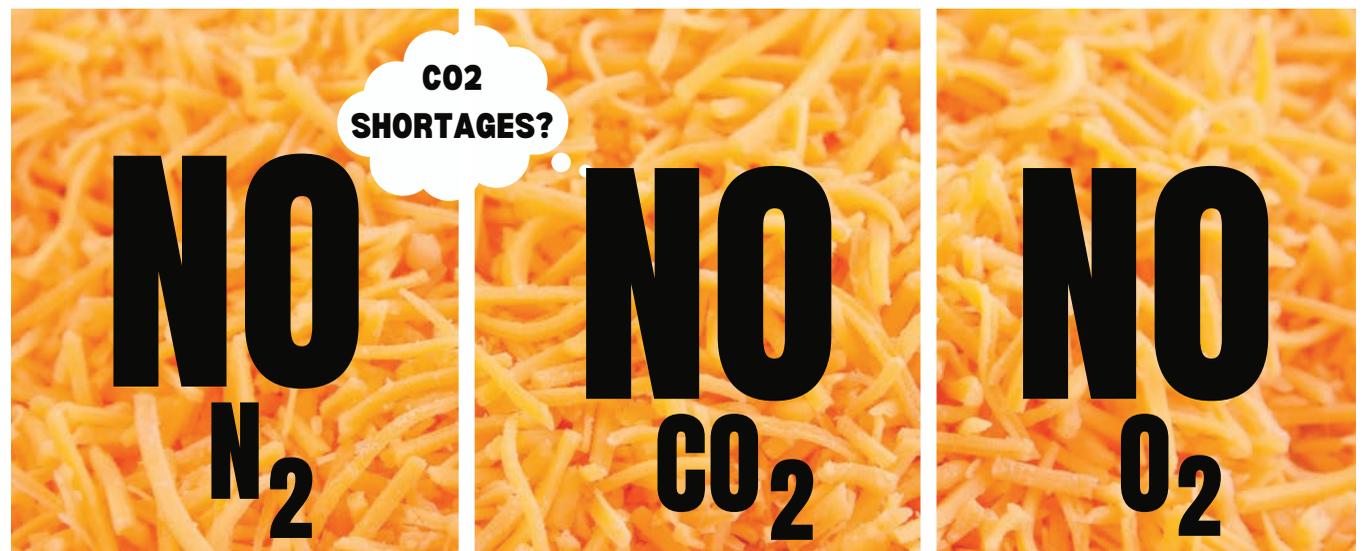
Projects include efforts to help identify WIC-eligible foods in the

grocery store, plan for and test online shopping with WIC benefits, and train store staff to provide service to WIC participants.

FNS entered into a contract for the implementation of a strategic national outreach campaign to increase enrollment and retention in WIC.

"These powerful investments build on partnerships critical to the success of WIC outreach and service delivery, ensuring that WIC providers have up-to-date technology and community infrastructure to reach, connect with and support eligible families. By listening to the experience of WIC providers, USDA is taking steps to align with WIC participant experience with industry practices, mirroring the patient experience in healthcare settings," said Brian Dittmeier, senior director of public policy at the National WIC Association (NWA).

"Modernizing the WIC program will unlock healthier outcomes for the next generation, but new investments in WIC's technology and people power must be matched with action to update rules that stand in the way of program access," Dittmeier continued.



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## NCCIA Honors Czmowski, Clark With Honorary Membership



The North Central Cheese Industries Association has awarded its highest honor to Tim Czmowski and Dave Clark, two past presidents of the association, for their many contributions to the cheese industry. In the above photo is Czmowski and, accepting on behalf of her husband Dave Clark, is Kirsten Clark.

**Bloomington, MN**—The North Central Cheese Industries Association (NCCIA) honored Tim Czmowski and David Clark with the association's highest honor, their lifetime honorary membership in the association.

Dave Clark started Main Street Ingredients in 1989 and operated the company up until he sold the business to Agropur.

"This individual is truly a self-made success story in our industry," said Gerry Buescher of Agropur Ingredients introducing the award recognizing Clark.

Clark made generous donations to the NCCIA student scholarships fund, Buescher said.

Clark passed away in June of this year. His award was accepted by his wife, Kirsten Clark.

"We honor a giant in the cheese industry, someone who has contributed more to our busi-

ness than anyone in the country," Chuck Derdall of DSM said of Czmowski.

Czmowski has run the popular NCCIA cheese evaluation contest for the last 16 years.

"There is not a better ambassador to the cheese industry" Derdall said.

Czmowski started his dairy career at Land O' Lakes, but has also worked at Valley Queen Cheese, Tetra Pak, Green Meadows Dairy and recently retired from Agropur.

"This award is an amazing achievement," Czmowski said.

The award is in recognition of the pair's significant contributions and service to the cheese industry.

Both Czmowski and Clark had been past presidents of the NCCIA, and served on the association's many committees.

## PERSONNEL

AARON MILLER has been named director of sales and technical services for **Vivolac Cultures Corporation**. Miller has more than 20 years of dairy industry experience. He joined Vivolac in 2018, most recently in the company's sales and technical service sector.

**Kelley Supply** has tapped ZACH MEYER as the company's new territory sales manager for its Southwest Wisconsin territory. For the past eight years, Meyer worked for a global food ingredient manufacturer in quality assurance, research and development, and manufacturing roles. Over the last several years, his main responsibilities have included technical support, product scale-up and process optimization.

**Solecta** has promoted JIM FORD to the newly-created role of CEO, responsible for overseeing operations, including research and development; environmental health and safety; manufacturing, human resources and finance. Ford most recently served as chief commercial officer for Solecta.

ROSANN BAGIN has been chosen to serve in the newly-created role of Midwest regional sales manager for **SOMIC Packaging**. Bagin has over 32 years of packaging sector experience, starting with Hayssen in 1990. Bagin most recently was a regional sales manager at IMA/Ilapak, following an eight-year stint with Aagard. In her new role, Bagin will be headquartered in Milwaukee, and reports to SOMIC CEO Peter Fox.

BRAD BOLLING has joined the University of Wisconsin-Madison **Food Research Institute (FRI)** as an affiliate faculty member. Bolling is an associate professor of food science, with research interests in food chemistry, functional foods, dietary phytochemicals and prevention of chronic disease.

SHAWN WESENER has joined **Edge Dairy Farmer Cooperative** in the newly-created role of data collection specialist to help support the co-op's sustainability programs. Wesener has a background in agriculture and public planning, most recently serving as a precision ag specialist for Wisconsin's Country Visions Cooperative. He also was the planning division manager for Sheboygan county, where he worked as a farmland preservation planner. In his new role, Wesener will work directly with farmers and crop advisers to support sustainability projects and continuous

improvement. His work will align with Farmers for Sustainable Food, a nonprofit organization of food system partners that Edge helped establish.

DANNY SUTTON will serve as the new assistant commissioner for consumer and industry services (CIS) for the **Tennessee Department of Agriculture (TDA)**. Sutton has served as CIS director since 2019, responsible for managing regulatory programs affecting consumer protection and safety. He joined TDA in 2006 in the weights and measures sector before transitioning to food and dairy operations in 2012, and was named dairy administrator in 2017. The following year, Sutton's achievements for Tennessee's dairy industry resulted in being chosen for the Governor's Excellence in Service Award.

**Ever.Ag** announced that DANNAH VAUGHAN has been named the company's vice president of customer success. She joins the department led by CHRIS SIROSKY, senior vice president of customer experience, and will support Ever.Ag's customers throughout the dairy and agribusiness sectors. She brings to her new role over a decade of customer service experience, from retail to the complex industry of communications. Following the launch of the Ever.Ag Customer Success Portal, which provides 24-hour access to product support, documentation, and related resources, Vaughan has been actively engaging with Ever.Ag's customers both remotely and in-person to learn how they are using its technology.

## RECOGNITION

KAITLIN MIRKIN, a University of Idaho student majoring in pre-veterinary medicine and dairy science, has earned the \$3,500 James H. Loper Jr. Memorial Scholarship sponsored by the **National Dairy Promotion & Research Board (NDB)**. Eleven other students pursuing a career in a dairy-related discipline each earned \$2,500 scholarships for the coming year, including ANTHONY AGUEDA, Modesto Junior College; CHLOE CALHOUN, University of Nebraska-Lincoln; MIRIAM COOK, Purdue University; DOREEN DYT, Cal Poly State University; ELIZA ENDRES, KYLIE KONYN and GRACELYN KRAHN, University of Wisconsin-Madison; DINA GRAVES, Clemson University; ROSS HERBER, South Dakota State University; BRIELLE PROCK, Oklahoma State University; and KENDRA WALDENBERGER, University of Minnesota-Twin Cities.

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## Class IV Volume In Seven Federal Orders In Sept.: 747 Million Pounds

Washington—The volume of milk pooled in Class IV in September on the seven federal milk marketing orders that pay dairy farmers a producer price differential (PPD) totaled 747.2 million pounds, up 1.5 million pounds from August but down 1.9 billion pounds from September 2021, according to the statistical uniform price announcements for those orders.

That's the second consecutive month in which Class IV volume on those seven orders was under 800 million pounds.

By comparison, over the 2017-2021 period, September Class IV volume on those seven orders averaged about 2.1 billion pounds.

Class III volume on the seven orders that pay dairy farmers a PPD totaled 6.9 billion pounds, down 225 million pounds from August but up 2.64 billion pounds from September 2021. That's the 11th straight month in which Class III volume on those seven orders topped 6.0 billion pounds.

All seven orders reported positive PPDs again, ranging from 46 cents per hundredweight on the Upper Midwest order to \$5.00 per hundred on the Northeast order.

On the California order, Class III volume totaled 1.3 billion pounds, up 17 million pounds from August and up 1.1 billion pounds from September 2021. Utilization was 70.7 percent, up from 69.7 percent in August and up from 11.2 percent in September 2021.

Class IV volume on the California order in September totaled 50.1 million pounds, up 3.0 million pounds from August but down 1.1 billion pounds from September 2021. Class IV utilization was 2.7 percent, up from 2.6 percent in August but down from 62.6 percent in September 2021.

A total of 1.84 billion pounds of milk was pooled on the California order, down 1.6 million pounds from August and down 62 million pounds from September 2021. That's the fifth straight month in which less than 2.0 billion pounds of milk was pooled on the California order.

Class III volume on the Upper Midwest order in September totaled 2.6 billion pounds, down 117 million pounds from August but up 703.2 million pounds from September 2021. That's the second straight month in which Class III volume on the Upper Midwest order topped 2.5 billion pounds.

Class III utilization on the Upper Midwest order in September was 92.6 percent, down from 92.7 percent in August but up from 82.4 percent. That's the fourth straight month in which Class III utilization topped 91 percent.

September Class IV volume on the Upper Midwest order totaled

10.2 million pounds, down 5.6 million pounds from August and down 108.1 million pounds from September 2021. Class IV utilization was just 0.4 percent, down from 0.5 percent in August and down from 5.2 percent in September 2021.

A total of 2.77 billion pounds was pooled on the Upper Midwest, down 122.1 million pounds from August but up 510 million pounds from September 2021.

Class III volume on the Southwest order totaled 728.4 million pounds, down 32.9 million pounds from August but up 452.3 million pounds from September 2021. Class III utilization was 64.3 percent, unchanged from August but up from 26.2 percent in September 2021.

Class IV volume on the Southwest order totaled 24.4 million pounds, up 1.2 million pounds from August but down 290.5 million pounds from September 2021. Class IV utilization was 2.2 percent, up from 2.0 percent in August but down from 29.8 percent in September 2021.

A total of 1.1 billion pounds of milk was pooled on the Southwest order, down 51.8 million pounds from August but up 76.9 million pounds from September 2021.

Class III volume on the Central order totaled 696.4 million pounds, down 15.9 million pounds from August but up 247 million pounds from September 2021. Class III utilization was 54.0 percent, down from 54.3 percent in August but up from 36.5 percent in September 2021.

Class IV volume on the Central order totaled 147.2 million pounds,

up 8.7 million pounds from August but down 137.6 million pounds from September 2021.

Class IV utilization was 11.4 percent, up from 10.6 percent in August but down from 23.1 percent in September 2021.

A total of 1.3 billion pounds of milk was pooled on the Central order, down 23 million pounds from August but up 58.5 million pounds from September 2021.

On the Mideast order, Class III volume totaled 654.4 million pounds, down 13.2 million pounds from August and down 12.3 million pounds from September 2021. Class III utilization was 50.2 percent, down from 51.3 percent in August but up from 39.5 percent in September 2021.

Class IV volume on the Mideast order in September totaled 25.3 million pounds, up 5.0 million pounds from August but down 131.3 million pounds from September 2021. Class IV utilization was 2.0 percent, up from 1.5 percent in August but down from 9.3 percent in September 2021.

A total of 1.3 billion pounds of milk was pooled on the Mideast order, up 2.3 million pounds from August but down 384.1 million pounds from September 2021.

Class III volume on the Northeast order totaled 628.8 million pounds, down 51.6 million pounds from August but up 33.7 million pounds from September 2021. Class III utilization was 28.7 percent, down from 30.1 percent in August but up from 27.3 percent in September 2021.

Class IV volume on the Northeast order totaled 343.3 million pounds, down 11.7 million pounds from August but up 15.7 million pounds from September 2021. Class IV utilization was 15.7 percent, unchanged from August and

up from 15.0 percent in September 2021.

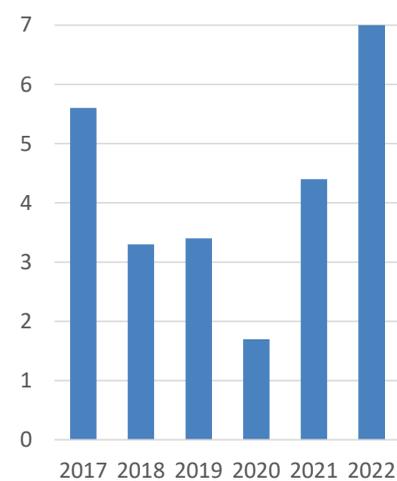
A total of 2.19 billion pounds of milk was pooled on the Northeast order, down 76.9 million pounds from August but up 10.4 million pounds from September 2021.

Class III volume on the Pacific Northwest order totaled 297.7 million pounds, down 10.9 million pounds from August but up 128.9 million pounds from September 2021. Class III utilization was 48.7 percent, down from 49.9 percent in August but up from 29.8 percent in September 2021.

### Volume of Milk

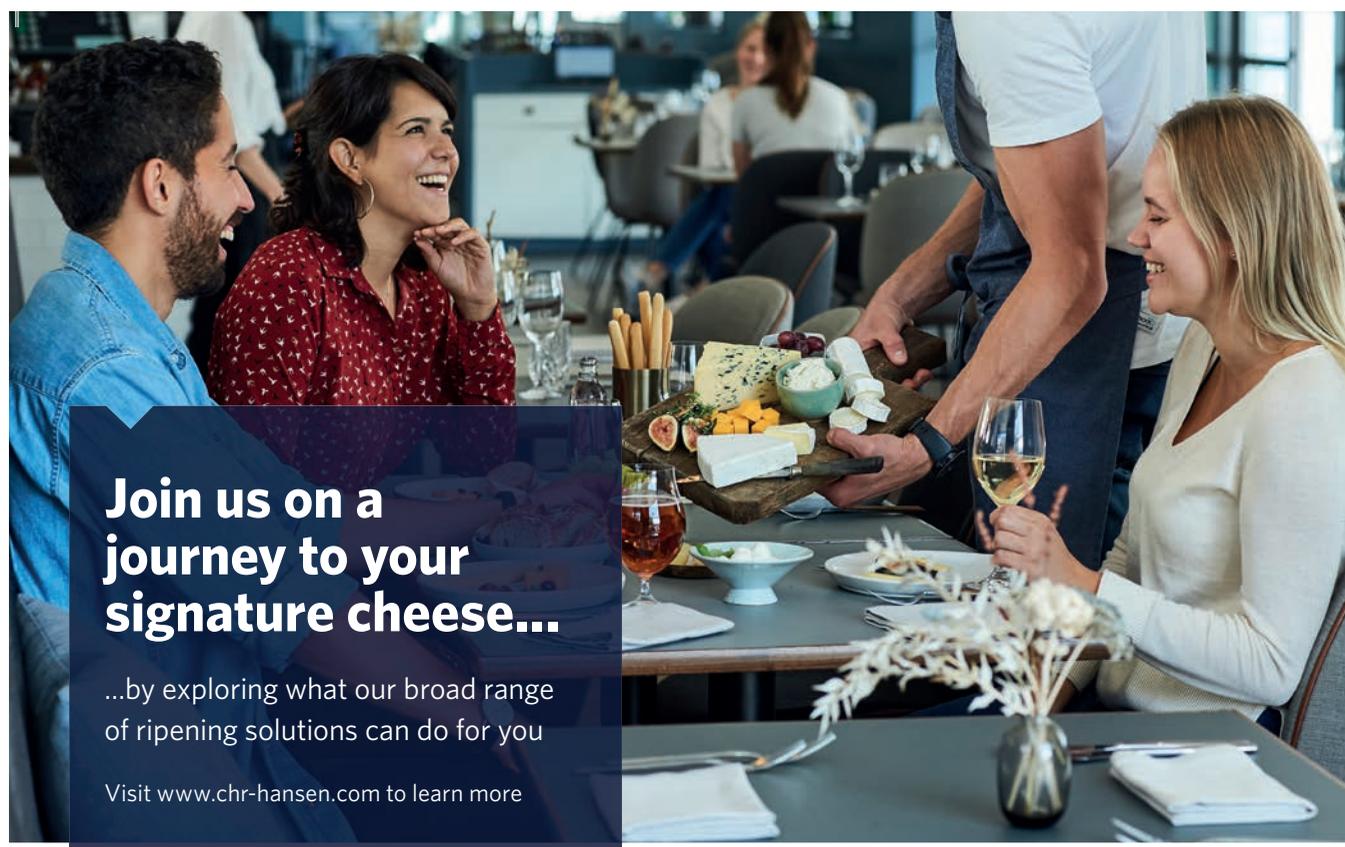
#### Pooled in Class III: Sept

billions of pounds; all 11 orders  
California order wasn't in effect in 2017 & 2018



Class IV volume on the Pacific Northwest order totaled 146.8 million pounds, up less than 1.0 million pounds from August but down 77.1 million pounds from September 2021. Class IV utilization was 24.0 percent, up from 23.6 percent in August but down from 39.5 percent in September 2021.

610.8 million pounds of milk was pooled on the Pacific Northwest, down 8.1 million pounds from August but up 43.5 million pounds from September 2021.



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## Proposed Merger

(Continued from p. 1)

agency incorporate the findings from that investigation in its analysis of this proposed merger.

“A merger of the nation’s top two grocery chains should raise serious questions about a single supermarket giant gaining unprecedented dominance over the nation’s food supply chain,” said Greg Ferrara, president and CEO of the National Grocers Association (NGA), which represents the retail and wholesale community grocers that comprise the independent sector of the food distribution industry.

“A merger would not only put smaller competitors at an unfair disadvantage, but also increase anticompetitive buyer power over grocery suppliers, which ultimately would harm consumers. It is our expectation that this deal will receive rigorous scrutiny from federal antitrust enforcers” Ferrara added.

Earlier this year, NGA filed comments with the FTC and the Antitrust Division of the US Department of Justice in response to a request for information on merger enforcement. In its comments, NGA urged the agencies to modernize their merger guidelines “to more accurately reflect the anticompetitive effects of mergers that enhance buyer-side market power,” which is sometimes referred to as monopsony power.

“NGA’s members compete in markets that are increasingly dominated by a handful of national and international chains,” NGA noted in its comments to the FTC and USDOJ. “These dominant chains have used buyer-side market power to dictate terms and conditions to

suppliers, which forces suppliers to discriminate against independent grocers and drives consolidation throughout the supply chain.

“Buyer-side market power also harms small and mid-sized producers, such as independent farmers and ranchers, who are paid prices far below competitive levels,” NGA stated.

The large national chains “have significant bargaining leverage over suppliers because the national chains are critical ‘gatekeepers’ between grocery suppliers and consumers,” NGA noted. These retailers control a substantial proportion of the shelf space, whether physical or digital, that provides the key distribution channel for suppliers’ products. The top five national grocery retailers control approximately 60 percent of grocery sales.

“This bargaining leverage is asymmetric; the largest grocery retailers are not nearly as dependent on a particular supplier as the supplier is on the retailer,” NGA noted. “And a dominant retailer often enjoys several potential branded suppliers for a particular product in addition to selling its own, private label brand versions.

“As a result, a dominant retailer has a substantial advantage over its suppliers in a negotiation because the risk for the retailer, if the supplier refuses its demands and no deal results, is substantially smaller than it is for the supplier,” NGA added.

“Americans don’t need another mega-grocer. Kroger and Albertsons together would control nearly 20 percent of grocery sales in the US,” said Stacy Mitchell, co-director at the Institute for Local Self-Reliance.

“It would also give Kroger and

Albertsons even more muscle to strong-arm suppliers, extracting deals for themselves while forcing up costs for competing independent grocers,” Mitchell continued. “And it would be bad news for America’s farmers and food production workers.”

“There is no reason to allow two of the biggest supermarket chains in the country to merge, especially with food prices already soaring,” said Sarah Miller, executive director of the American Economic Liberties Project. “With 60 percent of grocery sales concentrated among just five national chains, a Kroger-Albertsons deal would squeeze consumers already struggling to afford food, crush workers fighting for fair wages, and destroy independent, community stores.

“This merger is a cut and dry case of monopoly power, and enforcers should block it,” Miller added.

The notion of “another mega-merger between corporate food giants couldn’t be more alarming,” said Mitch Jones, managing director, Food & Water Watch.

As of Jan. 29, 2022, Kroger operated, either directly or through its subsidiaries, 2,726 supermarkets under a variety of local banner names, including Kroger as well as Harris Teeter, Roundy’s, Mariano’s, Dillons, King Soopers, Fred Meyer, and Ralphs, among others. Also as of Jan. 29, 2022, Kroger operated 33 food production plants, including 14 dairies, nine deli or bakery plants, five grocery product plants, two cheese plants, two beverage plants, and one meat plant.

As of June 18, Albertsons Companies operated 2,273 retail food and drug stores with 1,720 pharmacies, 402 associated fuel centers, 22 dedicated distribution centers and 19 manufacturing facilities.

## \$50 Million Pledged To UC Davis For Ag Sustainability Research

Davis, CA—The University of California, Davis, recently announced that philanthropists Lynda and Stewart Resnick have pledged \$50 million to support the school’s commitment to address today’s most pressing challenges in agriculture and environmental sustainability.

The \$50 million gift will establish the Lynda and Stewart Resnick Center for Agricultural Innovation, with \$10 million of the gift to be directed toward annual competitive research grants through the Resnick Agricultural Innovation Research Fund.

Design of the Resnick Center is expected to begin this year, with construction slated for completion by 2026.

Once built, the new 40,000-square-foot hub will house classrooms, research and lab spaces, and student career and advising support.

The initiative will unite experts from across UC Davis focused on five thematic research areas, including identifying innovative solutions for agricultural byproducts, maximizing water and energy efficiencies, developing next-generation technologies, making crops more resilient and sustainable in the face of a rapidly changing climate, and expanding access to nutritious foods.

Ultimately, the center will explore new ways of balancing food production with leading sustainability practices while advancing the global agricultural industry with scalable solutions.

The Resnick Agricultural Innovation Research Fund will provide grants to promote cross-collaboration and strengthen the network among research faculty, agricultural producers, food companies, commodity boards, pharmaceutical companies, and other key stakeholders.

“UC Davis is at the forefront of tackling climate change, developing groundbreaking technologies and solutions to reduce our collective carbon footprint, and creating a more sustainable agriculture system,” Stewart Resnick said. “This gift aims to help our greatest scientific minds rise to the great challenge of our time: the sustainability of our planet for future generations.”

“This gift demonstrates a continued commitment to innovative environmental stewardship and allows us to create science-based solutions that can be rapidly deployed while mitigating the impacts of climate change,” said Gary S. May, chancellor, UC Davis.

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## Milk Incentives

(Continued from p. 1)

uses incentives to encourage Supplemental Nutrition Assistance Program (SNAP) participants to buy and consume qualifying milk as part of a healthy, balanced diet.

This year, FNS authorized HSI to work with six retailers in Alabama, California, Georgia and South Dakota to implement the program at 116 locations, including those on federal Indian reservations, urban and rural areas and numerous locations in Opportunity Zones, or economically distressed communities.

All participating retailers currently serve SNAP households, some with more than 80 percent of their customers representing SNAP households.

These retailers are supermarkets, independent grocery stores, convenience stores and innovative food store models.

Incentives range from an immediate percentage off discount to a dollar-for-dollar match for a future milk purchase.

According to USDA's FNS, fluid milk qualifying for the incentive program includes all varieties of pasteurized cow's milk that: is without flavoring or sweeteners; is consistent with the most recent dietary recommendations; is packaged in liquid form; and contains vitamins A and D at levels consistent with the Food and Drug Administration (FDA), state and local standards for fluid milk.

After a pilot run in Texas in 2020, FNS expanded the HFMI program in 2021 to additional retailers in Texas and New Jersey.

"Expanding the SNAP Healthy Fluid Milk Incentives Projects means greater access to affordable, nutritious dairy products for the most vulnerable Americans," said Michael Dykes, president and CEO of the International Dairy Foods Association (IDFA), which led the charge to create the HFMI program in the 2018 farm bill and has continued to collaborate with USDA on growing the effort.

IDFA is a major proponent of incentivizing SNAP participants to purchase nutritious dairy options to increase access to affordable, nutritious food and beverage options for food and nutrition-insecure consumers.

The HFMI program fits the HSI mission of addressing food insecurity at home and abroad, particularly making nutritious foods more accessible for low-income Americans.

"While this is a first-of-its-kind award for HSI, we have a strong track record in implementing efficient and effective incentive programs with incredibly innovative independent retailers in Alabama," said Alicia Powers, HSI's managing director.

## Indiana's Risin' Creek Creamery's Mild Cheddar Tops ADGA Cheese Contest

Syracuse, NY—Risin' Creek Creamery of Martinsville, IN, took home Best in Show honors here at the 2022 American Dairy Goat Association (ADGA) Cheese Competition with a Mild Cheddar entry.

The title of Reserve Best in Show went to Pennyroyal Farm, Boonville, CA, for its Pepper Moldunes entry. Similar to Pennyroyal's Bollie's Mollies, Pepper Moldunes' compact texture is enhanced by the spicy exterior of Piment d'Ville – a finely ground, locally made espelette pepper.

Established in 2015, Risin' Creek Creamery is owned by Tim and Sheena Vanzant.

The farmstead dairy currently produces between 12,000 to 15,000 pounds of annually.

"We're a small, family-owned and operated, start-to-finish goat dairy and creamery," Tim Vanzant said.

"We contribute much of our success to the quality of our animals, which correlates with the standards set forth by ADGA through their linear appraisal programs and sanctioning of shows," he continued.

The judging team included Kerry Kaylegian, associate research professor at Penn State University's department of food science, and Hudson, NY-based cheese professional Brian Schlatter.

First, second and third place winners in each of the nine ADGA Commercial classes are as follows:

### Unflavored Soft Cheese

**First place:** Risin' Creek Creamery, Martinsville, IN, Plain Chevre  
**Second place:** Blue Ledge Farm, Salisbury, VT, Plain Chevre  
**Third place:** Catapano Farm, Peconic, NY, Fresh Chevre

### Unflavored Molded Cheese

**First place:** Friends Of Hildene, Manchester, VT, Molded Fresh Chevre  
**Second place winner:** Winter Winds Farm, Litchfield, CT, Molded Chevre

### Flavored Sweet Cheese

**First place:** Friends of Hildene Maple Chevre  
**Second place:** Blue Ledge Farm, Maple Chevre  
**Third place:** Nettle Meadows Farm, Lake Luzerne, NY, Adirondack Maple Chevre

### Flavored Savory Cheese

**First place:** Autumn Ridge Goat Farm, Turin, NY, Marinated Roasted Garlic & Herbs  
**Second place:** Pennyroyal Farm, Chive Flowers  
**Third place:** Risin' Creek, Cajun Chevre

### Flavored Molded Or Formed: Sweet

**First place:** Jones Family Farm, Sweet Fig  
**Second place winner:** Jones Family Farm, Honey Rosemary & Sea Salt

### Flavored Molded Or Formed: Savory

**First place & Reserve Best In Show:** Pennyroyal Farm, Moldunes  
**Second place:** Winter Winds Farm, Litchfield, CT, Smoked Chevre  
**Third place:** Winter Winds Farm, Litchfield, CT, Herbed Chevre

### Penicillium Candidum Mold Ripened

**First place:** Nettle Meadow Farm, Crane Mountain Goat Block  
**Second place:** Pennyroyal, Velvet Sister  
**Third place:** Blue Ledge Farm, Crottina

### Penicillium Candidum Mold Ripened: Flavored

**First place:** Blue Ledge Farm, Lake's Edge  
**Second place:** Nettle Meadow, Triple Creme

### All Other Mold Ripened

**First place:** Straw Pocket Farm, Lansing, NY, Aged Valencay Style  
**Second place:** No Award  
**Third place:** Winter Winds Farm, Charbon

### Flavored Feta

**First place winner:** Jones Family Farm, Garlic Marinated Feta in Brine  
**Second place:** Split Creek Farm, Anderson, SC, Marinated Feta with Sun Dried Tomatoes

### Unflavored Feta

**First place:** Jones Family Farm, Feta in Brine  
**Second place:** Winter Winds Feta  
**Third place:** Risin' Creek Feta

### Semi Soft Cheese Flavored

**First place:** No Award Given  
**Second place:** No Award Given  
**Third place:** Pennyroyal Farm, Fratty Corners Aged in Pinot Noir

### Unflavored Hard Cheese

**First place & Best in Show:** Risin' Creek Mild Cheddar  
**Second place:** Pennyroyal Farm, Boont's Corners Reserve  
**Third place:** Pennyroyal Farm, Boont's Corners Vintage

### Flavored Hard Cheese

**First place:** Nettle Meadows Pasco's Ration Goat Loaf

### Unflavored Yogurt

**First place:** No Award Given  
**Second place:** Nellie's Knoll Creamery, Berkshire, NY, Unflavored Yogurt

### Unflavored Fermented Milk Product Other Than Yogurt

**First place:** Nellie's Knoll Creamery, Unflavored Kefir

### Confections

**First place:** ChiGoBe Farm, Pownal, ME, Caramels  
**Second place:** Risin' Creek Farm, Cajeta Vanilla Bean  
**Third place:** Nellie's Knoll Creamery, Goat's Milk Fudge

### Gift Baskets

**First place:** Pennyroyal Farm Gift Basket.

Cheese maker Scott Jenkins earned Best in Show in the ADGA Amateur Competition with an Aged Feta in Brine entry. Richard Grossman won Reserve Best in Show with his Plain Feta in Brine entry.

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# COMING EVENTS

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

## Online Entry For 2023 US Championship Cheese Contest Open; Due January 16

Green Bay, WI—The entry window is now open for the 21st biennial United States Championship Cheese Contest, with a special rate on all submissions of cheese, butter, yogurt, and dry dairy products now through Dec. 1.

Any cheese maker, butter maker, or manufacturer of real cheese, butter, yogurt or dried dairy ingredients in the US may enter the contest.

“With evaluations grounded in rigorous standards and a competitive field of respected cheese makers from across the country, this competition is unique in its technicality and prestige,” said Kirsten Strohmenger, events manager for the Wisconsin Cheese Makers Association (WCMA), contest host.

In 2019, the last time the event was held, a record-setting 2,555 entries from 35 states were evaluated by a team of 60 expert judges.

In 2023, entries across a total of 118 classes will be judged on characteristics such as flavor, body, texture, salt, color, finish, and packaging. The contest will include 72 cow’s milk cheese classes, eight goat’s milk cheese classes, five sheep’s milk cheese classes, three mixed milk cheese classes, three butter classes, seven yogurt classes, 10 “Demonstration” classes, and 10 dry dairy ingredient classes.

Gold, Silver and Bronze medals are awarded to the three highest-scoring entries in each class.

The judging panel will then evaluate the eligible gold medal cheeses a second time to determine the 20 finalist cheeses that will move on to the final round of judging. During the final round, scores from all judges are averaged and the cheese which earns the highest average score is named the United States Champion.

The next two highest scores are awarded First and Second Runner-Up.

Competitors will have real-time access to their scores and evaluations through MyEntries, a secure online entry system.



### Entry, Shipping Deadlines

The contest entry window will be open through Jan. 18 at [USChampionCheese.org](http://USChampionCheese.org). New this year is a \$10 savings on entry fees for all early entries submitted by Dec. 1.

The early entry rate is \$75 from Oct. 19-Dec. 1. The regular entry rate is \$85 from Dec. 2 to Jan. 18. Contest entries need to arrive by Feb. 8. Fresh products are due by Feb. 15.

Entries should be sent to WOW Logistics Warehouse in Little Chute, WI. Shipment details and instructions will be sent to entrants once entry closes.

Entries will be evaluated Feb. 21-23 at Resch Expo in Green Bay, WI, culminating in a live-streamed announcement of the 2023 US Champion.

## ADPI Cancels Technical Symposium In November; Releases 2023 Calendar

Madison—The American Dairy Products Association Institute (ADPI) has canceled its Technical Symposium scheduled for Nov. 9-10 at the Concourse Hotel here.

“Due to mitigating circumstances, this year’s Technical Symposium has been cancelled,” ADPI reported.

Events for 2023 include:

March 13-15: **Dairy Ingredient Technical Symposium**, Santa Barbara, CA. Sponsorship opportunities available starting Nov. 1, and registration launches Dec. 1, 2022.

April 23-25: **ADPI/ABI Annual Conference**, Sheraton Grand Hotel, Chicago, IL. Spon-

sorship opportunities available starting November 1, and registration kicks off December 1, 2022, organizers announced.

June 13-16: **Membrane Technology Forum**, Marriott City Center, Minneapolis, MN. Registration date has yet to be determined, the ADPI announced.

Sept. 25-27: **Dairy Ingredients Seminar**, Santa Barbara, CA. Sponsorship opportunities will open up Nov. 1, and registration kicks off May 15.

Oct. 11-13: **Dairy Purchasing & Risk Management Seminar**,



Chicago, IL. Co-hosted by the CME Group and ADPI, sponsorship opportunities start November 1. The registration for the event will open July 15.

Oct. 31-Nov. 2: **Global Cheese Technology Forum**, Reno, NV. Registration kicks off July 1, and sponsorship begins November 1, 2022.

Attendees and members are encouraged to visit ADPI’s updates event calendar, which includes several technical meetings and symposiums for the coming year, event organizers reported.

Online registration and more details on each event will be available online in the coming months at [www.adpi.org/events](http://www.adpi.org/events).

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### PLANNING GUIDE

**Pack Expo International:** Oct. 23-26, McCormick Place, Chicago, IL. Visit [www.packexpointernational.com](http://www.packexpointernational.com) for registration.

**NMPF, DMI, UDIA Joint Annual Meeting:** Oct. 24-26, Aurora, CO. Check [www.nmpf.org](http://www.nmpf.org) for updates and registration information.

**PLMA 2022 Private Label Trade Show:** Nov. 13-15, McCormick Center, Chicago. Check [www.plma.com/events](http://www.plma.com/events) for information.

**Winter Fancy Food Show:** Jan. 15-17, 2023, Las Vegas Convention Center, Las Vegas, NV. Visit [www.specialtyfood.com](http://www.specialtyfood.com).

**Dairy Forum:** Jan. 22-25, J.W. Marriott Grande Lakes, Orlando, FL. Visit [www.dairyforum.com](http://www.dairyforum.com).

**US Championship Cheese Contest:** Feb. 21-23, 2023, Green Bay, WI. Details available soon at [www.uschampioncheese.org](http://www.uschampioncheese.org).

**NCIMS Conference:** April 3-7, 2023, J.W. Marriott, Indianapolis, IN. Details available in the coming months at [www.ncims.org](http://www.ncims.org).

**CheeseCon 23:** April 5-6, Alliant Energy Center, Madison, WI. Official event website now live at [www.CheeseCon.org](http://www.CheeseCon.org).

**ADPI/ABI Joint Annual Conference:** April 23-25, Sheraton Grand Chicago. Visit [www.adpi.org](http://www.adpi.org) for future updates.

**IDDBA 2023:** June 4-6, Anaheim Convention Center, Anaheim, CA. Check [www.iddba.org](http://www.iddba.org) for details in the coming months.

**IFT Expo:** July 16-19, McCormick Place, Chicago. Visit [www.iftevent.org](http://www.iftevent.org) for future updates.

**ACS Conference:** July 18-21, Des Moines, IA. Online registration and updates available in coming months at [www.cheesesociety.org](http://www.cheesesociety.org).

**IMPA Conference:** Aug. 10-11, Sun Valley Resort, Sun Valley, ID. Visit [www.impa.us](http://www.impa.us) for more information closer to event date.



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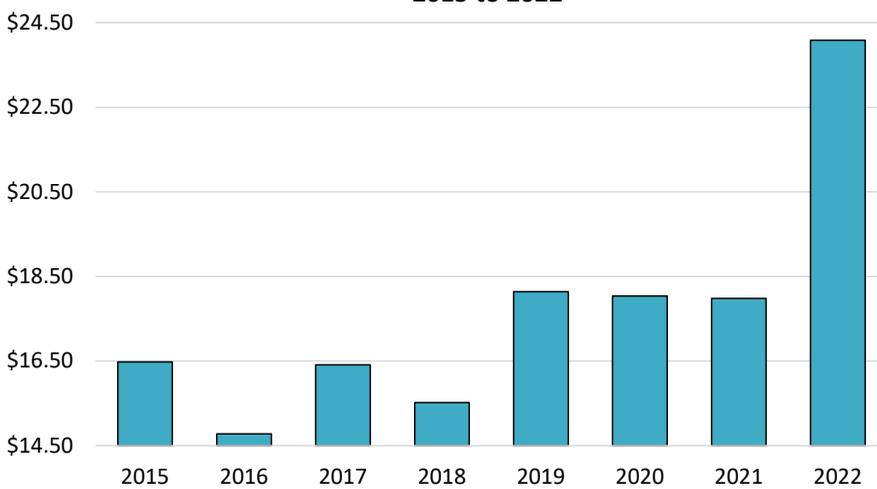
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## Federal Order Class 1 Minimum Prices & Other Advanced Prices - November 2022

Class I Base Price (3.5%)	\$24.09 (cwt)
Base Skim Milk Price for Class I	\$11.63 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$9.17 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$12.61 (cwt)
Advanced Butterfat Pricing Factor	\$3.6774 (lb.)
Class II Skim Milk Price	\$13.34 (cwt)
Class II Nonfat Solids Price	\$1.4789 (lb.)
<b>Two-week Product Price Averages:</b>	
Butter	\$3.2082 lb.
Nonfat Dry Milk	\$1.5829 lb.
Cheese	\$2.1451 lb.
Cheese, US 40-pound blocks	\$2.0303 lb.
Cheese, US 500-pound barrels	\$2.2170 lb.
Dry Whey	\$0.4869 lb.

### November Base Class I Prices: Federal Order Minimum 2015 to 2022

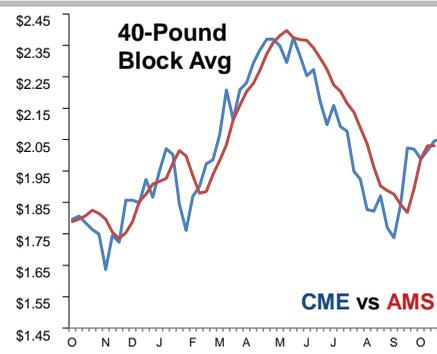


### AVG MONTHLY ANIMAL FEED PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	.3785	.4002	.4055	.3900	.3888	.3936	.3878	.3448	.3055	.2590	.2305	.2008
'18	.1980	.1888	.1836	.1907	.1915	.2326	.2346	.2767	.3042	.3384	.3263	.3275
'19	.3655	.3376	.3105	.2852	.2718	.2725	.2657	.2598	.2550	.2509	.2446	.2924
'20	.2900	.2997	.2973	.2968	.3098	.2914	.2680	.2540	.2767	.2895	.3142	.3416
'21	.3784	.3913	.4752	.5469	.5613	.5255	.4719	.4168	.4024	.4643	.4853	.5100
'22	.5638	.6624	.6586	.5525	.5138	.4873	.4435	.3863	.3664			

### DAIRY PRODUCT SALES

**October 20, 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 NDFM.  
\*Revised



Week Ending	Oct. 15	Oct. 8	Oct. 1	Sept. 24
<b>40-Pound Block Cheddar Cheese Prices and Sales</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	2.0360	2.0301	1.9897	1.8951
<b>Sales Volume</b>	<b>Pounds</b>			
US	11,798,673	12,292,865*	11,568,911	12,808,991
<b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Contest</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	2.3499	2.3020	2.2222	2.1136
<b>Adjusted to 38% Moisture</b>	<b>Dollars/Pound</b>			
US	1.2414	2.1922	2.1136	2.0111
<b>Sales Volume</b>	<b>Pounds</b>			
US	13,699,058	13,446,133	13,134,110	12,964,008
<b>Weighted Moisture Content</b>	<b>Percent</b>			
US	35.00	34.90	34.82	34.84
<b>AA Butter</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	3.2298	3.1896*	3.1374*	3.1726
<b>Sales Volume</b>	<b>Pounds</b>			
US	31,159,968	3,675,010*	4,981,978*	3,580,317
<b>Extra Grade Dry Whey Prices</b>				
<b>Weighted Price</b>	<b>Dollars/Pound</b>			
US	0.4846	0.4895*	0.4892*	4.4891
<b>Sales Volume</b>	<b>Pounds</b>			
US	4,834,703	4,330,141*	3,902,355*	4,813,501
<b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
US	1.5862	1.5801*	1.5671	1.5657
<b>Sales Volume</b>	<b>Pounds</b>			
US	14,492,713	17,385,763*	24,404,806	25,420,982*

## DAIRY FUTURES PRICES

SETTLING PRICE

\*Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
10-14	Oct 22	22.77	24.77	46.750	156.400	2.045	2.1610	319.075
10-17	Oct 22	21.76	24.77	46.775	156.500	2.045	2.1620	319.350
10-18	Oct 22	21.74	24.80	46.775	156.075	2.045	2.1600	322.800
10-19	Oct 22	21.75	24.85	46.775	156.075	2.045	2.1570	322.000
10-20	Oct 22	21.83	24.88	46.875	156.800	2.045	2.1620	322.000
10-14	Nov 22	20.41	23.41	46.150	152.850	2.000	2.0450	297.000
10-17	Nov 22	20.56	23.55	46.150	154.600	2.000	2.0440	297.575
10-18	Nov 22	20.70	23.62	46.150	150.775	2.000	2.0650	302.975
10-19	Nov 22	21.30	23.62	46.150	151.750	2.000	2.1140	301.650
10-20	Nov 22	21.29	23.72	47.725	151.775	2.025	2.1180	305.075
10-14	Dec 22	19.70	21.69	45.975	147.750	2.016	1.9900	264.000
10-17	Dec 22	19.85	21.69	45.200	154.100	1.965	1.9920	263.500
10-18	Dec 22	19.71	21.41	45.000	145.000	1.965	1.9790	264.000
10-19	Dec 22	20.01	21.41	45.000	144.750	1.965	2.0050	269.750
10-20	Dec 22	19.85	21.50	45.000	144.500	1.965	1.9890	266.500
10-14	Jan 23	19.66	21.11	46.500	147.750	1.985	1.9950	252.000
10-17	Jan 23	19.80	21.10	46.500	154.500	1.985	1.9920	252.000
10-17	Jan 23	19.60	21.08	45.500	144.625	1.981	1.9810	253.725
10-19	Jan 23	19.73	20.96	45.500	143.550	1.981	1.9850	253.725
10-20	Jan 23	19.75	20.98	45.500	142.125	1.981	1.9830	253.725
10-14	Feb 23	19.79	21.00	46.975	148.000	2.025	2.0000	248.000
10-17	Feb 23	19.96	21.06	46.975	155.000	2.010	2.0150	250.000
10-18	Feb 23	19.75	20.73	46.950	144.525	2.000	2.0000	250.000
10-19	Feb 23	19.83	20.73	46.950	144.000	2.000	2.0010	250.000
10-20	Feb 23	19.82	20.65	46.950	142.125	1.998	1.9920	250.000
10-14	Mar 23	19.96	21.00	47.000	149.000	2.040	2.0330	250.000
10-17	Mar 23	20.02	21.08	47.000	155.000	2.037	2.0290	250.000
10-18	Mar 23	19.90	20.85	47.000	145.500	2.020	2.0140	250.000
10-19	Mar 23	19.92	20.84	47.500	144.000	2.020	2.0180	250.000
10-20	Mar 23	19.98	20.73	47.500	142.750	2.020	2.0160	252.500
10-14	Apr 23	20.01	21.06	48.000	149.500	2.040	2.0200	248.500
10-17	Apr 23	20.08	21.08	48.000	155.025	2.040	2.0230	249.500
10-18	Apr 23	19.98	20.84	48.000	146.000	2.040	2.0130	249.750
10-19	Apr 23	19.97	20.84	48.000	145.000	2.037	2.0130	249.000
10-20	Apr 23	19.95	20.70	48.000	142.750	2.027	2.0130	251.500
10-14	May 23	20.17	21.17	47.500	149.775	2.050	2.0400	247.000
10-17	May 23	20.17	21.07	47.500	155.025	2.050	2.0370	247.025
10-18	May 23	19.89	20.95	47.500	147.250	2.050	2.0140	248.150
10-19	May 23	19.82	20.80	47.500	145.525	2.050	2.0210	247.000
10-20	May 23	19.95	20.68	47.500	145.525	2.034	2.0200	248.525
10-14	June 23	20.30	21.19	47.000	150.000	2.054	2.0400	246.750
10-17	June 23	20.16	21.06	47.500	155.025	2.054	2.0410	246.750
10-18	June 22	19.98	20.85	47.500	148.000	2.053	2.0160	246.750
10-19	June 23	19.98	20.85	47.500	156.500	2.041	2.0220	246.750
10-20	June 23	20.13	20.80	47.500	145.025	2.039	2.0220	246.750
10-14	July 23	20.20	21.17	47.000	150.000	2.045	2.0350	245.500
10-17	July 23	20.76	21.00	47.000	156.750	2.050	2.0400	245.500
10-18	July 23	20.05	21.00	47.000	148.500	2.050	2.0200	245.500
10-19	July 23	20.00	20.95	47.000	147.100	2.050	2.0300	245.500
10-20	July 23	20.10	20.80	47.000	146.000	2.050	2.0290	245.500
10-14	Aug 23	20.20	21.19	47.700	155.500	2.060	2.0600	242.025
10-17	Aug 23	20.68	21.19	47.700	150.000	2.060	2.0570	242.025
10-18	Aug 23	20.09	21.00	47.700	149.975	2.060	2.0470	242.025
10-19	Aug 23	20.07	21.00	47.700	148.000	2.060	2.0440	242.025
10-20	Aug 23	20.08	20.89	47.700	148.000	2.060	2.0390	243.000
<b>Oct. 20</b>		<b>26,283</b>	<b>13,064</b>	<b>2,919</b>	<b>9,352</b>	<b>701</b>	<b>17,757</b>	<b>8,896</b>

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# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - OCT. 15:** Milk volumes are available for cheesemaking in the Northeast and West. In the Midwest, contacts reported some discounts, but most spot milk sales were at or above Class III prices. Cheese makers are running busy production schedules across all regions, though some plant managers in the Northeast and West say labor shortages and supply chain delays are preventing them from running full schedules. Retail demand is softening in the Northeast and West, but contacts say foodservice demand is steady.

**NORTHEAST - OCT 19:** Milk is available for cheese production. Cheese makers say they are running steady production schedules, though some plant managers report down time due to scheduled maintenance this week. Some production facilities are operating below capacity due to staffing shortages and supply chain delays. Spot loads of cheese are available for purchasing. Demand for cheese is steady in foodservice markets but is softening at retail. Some shoppers are, reportedly, buying smaller cheese packages due to inflationary pressures. Foodservice demand is steady. International purchasing is strong, though some stakeholders say they are concerned that a recent drop in cheese prices on some, international cheese exchange platforms may contribute to a decline in export sales.

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

Cheddar 40-lb block:	\$2.5075 - \$2.7950	Process 5-lb sliced:	\$2.2775 - \$2.7575
Muenster:	\$2.4950 - \$2.8450	Swiss Cuts 10-14 lbs:	\$3.9900 - \$6.3125

**MIDWEST AREA - OCT 19:** More cheese maker contacts are viewing the barrel-over-block price framework on the CME as a market inhibitor. Since April, monthly averages of CME barrel prices have hovered over those of blocks'. Barrel inventories, though, continue to remain snug. Cheese demand, for all varieties is strong. Midwestern cheese makers are running schedules as actively as they can. Still, scheduled downtimes for some plants in the upper Midwest were reported, but they were relatively short-lived compared to maintenance/ updating earlier in the fall or during the late summer. For consecutive report weeks, cheese makers say they are just keeping up with orders, or even behind on orders. Milk availability has tightened up, despite growing milk production in the region. Bottling and holiday-based demand have pulled milk supplies from cheese makers, but milk handlers are starting to say cheese plant managers are calling them as opposed to waiting for calls for milk.

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

Blue 5# Loaf :	\$2.5500 - \$3.7600	Mozzarella 5-6#:	\$2.0800 - \$3.1675
Brick 5# Loaf:	\$2.2800 - \$2.8475	Muenster 5#:	\$2.2800 - \$2.8475
Cheddar 40# Block:	\$2.0025 - \$2.5450	Process 5# Loaf:	\$2.1550 - \$2.6225
Monterey Jack 10#:	\$2.2550 - \$2.6025	Swiss 6-9# Cuts:	\$3.5050 - \$3.6075

**WEST - OCT 19:** Cheese sales are steady to foodservice markets, though contacts note lighter demand from retail purchasers. Some retail customers are, reportedly, buying smaller cheese packages or switching to private label brands. Export demand for cheese remains strong as some purchasers say they are receiving plenty of interest from purchasers in Asian markets who are looking to secure loads for delivery in 2023. Cheese blocks are available for purchasing on the spot market, but cheese barrel inventories remain tighter. Cheese makers say they are utilizing available milk supplies to run busy production schedules.

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

Cheddar 10# Cuts:	\$2.3825 - \$2.5825	Monterey Jack 10#:	\$2.3700 - \$2.6450
Cheddar 40# Block:	\$2.1350 - \$2.6250	Process 5# Loaf:	\$2.2800 - \$2.4350
		Swiss 6-9# Cuts:	\$2.7975 - \$4.2275

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

Variety	Date:	10/19	10/12	Variety	Date:	10/19	10/12
Cheddar Curd		\$2.43	\$2.46	Mild Cheddar		\$2.43	\$2.46
Young Gouda		\$2.22	\$2.25	Mozzarella		\$2.19	\$2.20

**FOREIGN -TYPE CHEESE - OCT 19:** In the US, retail demand for foreign type cheese is steady. The strong US dollar has made purchasing some goods from international suppliers more attractive. Industry sources expect buyer interest to continue into the winter holidays. European cheese production has picked up over the last few weeks as milk availability has increased, but some challenges persist within production channels. The availability of truck drivers and workers across Europe has been impacted by the conflict in Ukraine. Cheese inventories are stable and adequate to fill near term needs.

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

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.3650 - 3.8525
Gorgonzola:	\$3.6900 - 5.7400	\$2.8725 - 3.5900
Parmesan (Italy):	0	\$3.7525 - 5.8425
Romano (Cows Milk):	0	\$3.5550 - 5.7100
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 - OCTOBER 20

**NDM - CENTRAL:** Prices of low/medium heat NDM have shifted lower. For weeks, some contacts have said that Q4 supplies were expected to outgrow demand. This week's markets are indicative of these expectations coming to fruition. Mexican demand has waned. Some reports suggest Mexican processors are more actively producing their own NDM/SMP. Some broker contacts say Mexican importers remain interested in US production, but they are angling for prices that begin in the \$1.40s FOB.

**NDM - WEST:** Market prices for low/medium heat NDM have declined by 8.5 cents, on the CME, since last Wednesday. Prices for high heat NDM are also declining, as pricing is often based on low/medium heat. The decline in high heat NDM pricing

contrasts with the strong demand present. Some stakeholders say high energy prices are causing them to focus their schedules on more energy efficient products, limiting high heat NDM production. Spot inventories of high heat NDM are tight.

**NDM - EAST:** Low/medium heat NDM trading was quietly steady. There were some trades reported in the East edging closer to the lower end of the range. Still, trading remains at least a nickel higher than CME prices, at least currently. End users are not actively seeking, or in need of, low/medium heat NDM loads. Some say end usage operations are moving fine, and they are well stocked for now. Condensed skim prices are steady, as demand from processors is somewhat steady to slower.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads declined by 15 percent, but organic dairy ads increased by 28 percent. Ads for conventional ice cream in 48- to 64-ounce containers increased by 41 percent and maintained its position as the most advertised dairy item. The weighted average advertised price of \$3.43 is two cents higher than last week's price.

Conventional butter in 1-pound packages had a weighted average advertised price of \$4.42, down 8 cents. Conventional egg nog in quart containers appeared in this week's survey with an average price of \$3.28. While organic milk ads increased by 20 percent, conventional milk ads decreased by 46 percent. For both conventional and organic milk, half-gallon containers were the most advertised milk items.

Total conventional cheese ads increased by 8 percent, with no organic cheese ads. Conventional 8-ounce shred cheese was the most advertised cheese item. Conventional 8-ounce shred cheese has a weighted average advertised price of \$2.66, 10 cents higher this week. The conventional 8-ounce block cheese price increased 13 cents to \$2.65.

## RETAIL PRICES - CONVENTIONAL DAIRY - OCTOBER 21

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	4.42	4.12	3.55	4.39	4.57	4.61	5.20
Cheese 8 oz block	2.65	2.60	2.62	2.40	2.59	2.74	2.99
Cheese 1# block	3.96	4.23	4.22	3.00	4.13	4.08	3.40
Cheese 2# block	7.72	7.99	NA	6.99	6.49	8.53	7.41
Cheese 8 oz shred	2.66	2.63	2.81	2.28	2.19	2.78	3.03
Cheese 1# shred	4.14	4.24	4.64	3.62	3.67	3.85	3.40
Cottage Cheese	2.48	2.97	2.50	2.00	NA	2.11	NA
Cream Cheese	2.09	2.04	3.50	2.30	NA	1.68	2.00
Egg Nog quart	3.28	3.37	NA	NA	2.99	NA	3.37
Egg Nog 1/2 gallon	NA						
Ice Cream 48-64 oz	3.41	3.73	3.69	3.37	2.84	3.30	3.44
Milk 1/2 gallon	1.48	1.63	1.29	1.60	1.17	1.55	1.47
Milk gallon	2.80	2.72	NA	3.14	2.23	2.99	2.72
Sour Cream 16 oz	2.06	2.23	2.23	1.73	1.73	1.85	1.64
Yogurt (Greek) 4-6 oz	1.06	1.04	1.14	1.16	1.14	.91	.97
Yogurt (Greek) 32 oz	3.94	3.72	4.00	NA	5.29	3.54	3.30
Yogurt 4-6 oz	.55	.62	.60	NA	.41	.53	.49
Yogurt 32 oz	2.64	2.58	3.00	NA	3.00	2.62	2.36

**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:	\$6.99	Greek Yogurt 4-6 oz: NA
Cheese 8 oz shred:	NA	Greek Yogurt 32 oz: \$4.05
Cheese 8 oz block:	NA	UHT Milk 8 oz: NA
Cottage Cheese 16 oz:	NA	Milk 1/2 gallon: \$4.26
Yogurt 4-6 oz:	\$1.00	Milk gallon: \$5.98
Yogurt 32 oz:	\$4.00	Sour Cream 16 oz: \$2.49
		Ice Cream 48-64 oz: \$6.00

## WHOLESALE BUTTER MARKETS - OCTOBER 19

**CENTRAL:** Butter demand is exactly where contacts expected it to be in mid- to late October: vigorous. Plant managers say they are churning and/or micro-fixing to their full ability to keep up with demand. Some market bears say there is an expiration date as butter prices hover around their all-time high, but when the pressure comes is the question. Some expectations are that once retailers' holiday demands ebb, market bullishness will ease. Cream availability has continued its growth into week 42. Butter makers in the region say they are taking on extra cream at multiples in the low/mid 1.20s regularly. There are still some pulls from Class IV into Classes II and III, but contacts do not foresee a tight cream market in the near-term, particularly as the holidays, which bring plant downtime, approach.

**WEST:** Cooler temperatures in the West is contributing to an increase in milk production and cream availability. Cream is moving steadily into Class II production, while some butter makers are increasing their cream purchases. Some plant managers say they are acquiring additional loads of cream to maximize production and meet current market demands. Some plant managers say their plant schedules are limited due to labor short-

ages or regularly scheduled maintenance. Contacts report some retail customers are fervently looking for additional loads of butter, as they underestimated their fourth quarter needs. Bulk butter sales are strong as purchasers are concerned with tight inventories. Spot purchasers say loads of butter are tight but loads of unsalted butter are more difficult to obtain than salted. Bulk butter overages range from 7.0 to 20.0 cents above the market value on the CME.

**NORTHEAST:** Churning remains sporadic. Some butter producers are busily running churns with the somewhat recent growth in cream availability. They say churning is active throughout most of the week. Others say churns are still down, and they are selling cream off to other end users with no change in immediate plans. Contract negotiations, for cream, are underway for next year. Right now, pricing is similar to slightly higher compared to 2022 pricing simply based on increases in freight costs. Butter demand remains hearty from retailers. Inventories of butter are available, but the potential for upcoming shortages during peak holiday buying season remain a concern among contacts. Butter market tones are holding firm.

## WEEKLY COLD STORAGE HOLDINGS

**SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT**

DATE	BUTTER	CHEESE
10/17/22	44,669	80,264
10/01/22	43,035	77,418
Change	1,634	2,846
Percent Change	4	4

## CME CASH PRICES - OCTOBER 17 - 21, 2022

Visit [www.cheesereporter.com](http://www.cheesereporter.com) for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
<b>MONDAY</b> October 17	\$2.1800 (+5½)	\$2.0500 (NC)	\$3.1675 (-¾)	\$1.4875 (-¼)	\$0.4425 (NC)
<b>TUESDAY</b> October 18	\$2.1900 (+1)	\$2.0500 (NC)	\$3.2000 (+¾)	\$1.4675 (-2)	\$0.4375 (-½)
<b>WEDNESDAY</b> October 19	\$2.2050 (+1½)	\$2.0500 (NC)	\$3.2000 (NC)	\$1.4400 (-2¾)	\$0.4350 (-¼)
<b>THURSDAY</b> October 20	\$2.1450 (-6)	\$2.0575 (+¾)	\$3.2000 (NC)	\$1.4250 (-1½)	\$0.4400 (+½)
<b>FRIDAY</b> October 21	\$2.0900 (-5½)	\$2.0575 (NC)	\$3.2000 (NC)	\$1.4200 (-½)	\$0.4400 (NC)
<b>Week's AVG \$ Change</b>	<b>\$2.1620</b> <b>(-0.0210)</b>	<b>\$2.0530</b> <b>(+0.0075)</b>	<b>\$3.1935</b> <b>(+0.0015)</b>	<b>\$1.4480</b> <b>(-0.0670)</b>	<b>\$0.4390</b> <b>(+0.0150)</b>
<b>Last Week's AVG</b>	<b>\$2.1830</b>	<b>\$2.0455</b>	<b>\$3.1920</b>	<b>\$1.5150</b>	<b>\$0.4240</b>
<b>2021 AVG Same Week</b>	<b>\$1.8240</b>	<b>\$1.7640</b>	<b>\$1.8105</b>	<b>\$1.5310</b>	<b>\$0.6060</b>

## MARKET OPINION - CHEESE REPORTER

**Cheese Comment:** Monday's block market activity was limited to an uncovered offer of 1 car at \$2.1000, which left the price unchanged at \$2.0500. Tuesday's block market activity was a repeat of Monday's activity. On Wednesday, block market activity was limited to an uncovered offer of 1 car at \$2.0700, which again left the price unchanged. One car of blocks was sold Thursday at \$2.0575, which raised the price. There was no block market activity at all on Friday. The barrel price increased Monday on a sale at \$2.1800, rose Tuesday on a sale at \$2.1900, climbed Wednesday on an unfilled bid at \$2.2050, dropped Thursday on an unfilled bid at \$2.1450, and fell Friday on a sale at \$2.0900.

**Butter Comment:** The price fell Monday on an uncovered offer at \$3.1675, then increased Tuesday on an unfilled bid at \$3.2000.

**NDM Comment:** The price declined Monday on a sale at \$1.4875, fell Tuesday on an uncovered offer at \$1.4675, dropped Wednesday on a sale at \$1.4400, declined Thursday on an uncovered offer at \$1.4250, and fell Friday on a sale at \$1.4200.

**Dry Whey Comment:** The price declined Tuesday on an uncovered offer at 43.75 cents, fell Wednesday on an uncovered offer at 43.50 cents, and dropped Thursday on an uncovered offer at 44.0 cents.

## WHEY MARKETS - OCTOBER 17 - 21, 2022

RELEASE DATE - OCTOBER 20, 2022

<b>Animal Feed Whey—Central:</b> Milk Replacer:	.3000 (-2) – .3500 (NC)
<b>Buttermilk Powder:</b>	
Central & East:	1.5000 (-12) – 1.7950 (-6¼) West: 1.4600 (-1) – 1.8400 (-2)
Mostly:	1.6600 (-4) – 1.7800 (-2)
<b>Casein:</b> Rennet:	5.7400 (-16) – 6.5200 (NC) Acid: 6.5000 (-20) – 6.9000 (NC)
<b>Dry Whey—Central (Edible):</b>	
Nonhygroscopic:	.4025 (NC) – .4600 (NC) Mostly: .4300 (NC) – .4500 (NC)
<b>Dry Whey—West (Edible):</b>	
Nonhygroscopic:	.3750 (NC) – .5500 (NC) Mostly: .4700 (+1) – .5400 (NC)
<b>Dry Whey—NorthEast:</b>	.4150 (+2½) – .5200 (-2)
<b>Lactose—Central and West:</b>	
Edible:	.4100 (+3) – .6000 (NC) Mostly: .4500 (+4) – .5200 (NC)
<b>Nonfat Dry Milk —Central &amp; East:</b>	
Low/Medium Heat:	1.4900(-3¾) – 1.5700 (-2) Mostly: 1.5000 (-4) – 1.5400 (-3)
High Heat:	1.6225 (NC) – 1.7000 (NC)
<b>Nonfat Dry Milk —Western:</b>	
Low/Medium Heat:	1.4650 (-2½) – 1.6100 (-1¾) Mostly: 1.4800 (-4) – 1.5600 (-4½)
High Heat:	1.6050 (-2½) – 1.7275 (-5)
<b>Whey Protein Concentrate—34% Protein:</b>	
Central & West:	1.5000 (NC) – 2.0000 (NC) Mostly: 1.7500 (NC) – 1.8700 (+½)
<b>Whole Milk—National:</b>	2.3400 (NC) – 2.5500 (NC)

## HISTORICAL MONTHLY AVG BUTTER PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.1096	1.1097	1.1770	1.2050	1.2526	1.2235	1.2349	1.2000	1.2199	1.2830	1.5008	1.3968
'10	1.3950	1.3560	1.4641	1.5460	1.5896	1.6380	1.7787	1.9900	2.2262	2.1895	1.9295	1.6327
'11	2.0345	2.0622	2.0863	1.9970	2.0724	2.1077	2.0443	2.0882	1.8724	1.8295	1.7356	1.6119
'12	1.5077	1.4273	1.4895	1.4136	1.3531	1.4774	1.5831	1.7687	1.8803	1.9086	1.7910	1.4848
'13	1.4933	1.5713	1.6241	1.7197	1.5997	1.5105	1.4751	1.4013	1.5233	1.5267	1.6126	1.5963
'14	1.7756	1.8047	1.9145	1.9357	2.1713	2.2630	2.4624	2.5913	2.9740	2.3184	1.9968	1.7633
'15	1.5714	1.7293	1.7166	1.7937	1.9309	1.9065	1.9056	2.1542	2.6690	2.4757	2.8779	2.3318
'16	2.1214	2.0840	1.9605	2.0563	2.0554	2.2640	2.2731	2.1776	1.9950	1.8239	1.9899	2.1763
'17	2.2393	2.1534	2.1392	2.0992	2.2684	2.5688	2.6195	2.6473	2.4370	2.3293	2.2244	2.2078
'18	2.1587	2.1211	2.2011	2.3145	2.3751	2.3270	2.2361	2.3009	2.2545	2.2600	2.2480	2.2071
'19	2.2481	2.2659	2.2773	2.2635	2.3366	2.3884	2.3897	2.2942	2.1690	2.1071	2.0495	1.9736
'20	1.8813	1.7913	1.7235	1.1999	1.4710	1.8291	1.6925	1.5038	1.5163	1.4550	1.3941	1.4806
'21	1.3496	1.3859	1.7153	1.8267	1.8124	1.7758	1.6912	1.6815	1.7756	1.8002	1.9714	2.1536
'22	<b>2.7203</b>	<b>2.6196</b>	<b>2.7346</b>	<b>2.7169</b>	<b>2.7514</b>	<b>2.9546</b>	<b>2.9506</b>	<b>3.0073</b>	<b>3.1483</b>			

## FDA Issues Guidance On Refusal Of Inspection By Foreign Food Company

**Silver Spring, MD—**The US Food and Drug Administration (FDA) this week issued guidance that describes the actions, behaviors, and statements by a foreign food establishment or foreign government that the agency considers to be a refusal of an FDA inspection.

The Food Safety Modernization Act (FSMA) gives FDA authority to refuse the entry of food offered for importation into the US if the foreign food establishment or foreign government has refused to permit FDA to inspect the foreign establishment that produced the food.

The guidance issued this week provides examples of situations that FDA may consider as constituting refusal.

FDA considers an owner, operator, or agent in charge of a foreign food establishment to have refused an inspection when they prevent or delay FDA from scheduling the inspection.

For example, FDA considers an owner, operator, or agent in charge of a foreign food establishment to have refused an inspection if they do not respond to FDA during the 24-hour period after the agency has submitted a written inspection request.

FDA does not consider a request to delay or reschedule an inspection to constitute a refusal of inspection when the delay or rescheduling is based on an unforeseen event or situation, such as a severe weather event that prevents the establishment from operating on the dates FDA proposed or scheduled.

FDA also considers an owner, operator, or agent in charge of a foreign establishment to have refused an inspection when they prevent the FDA investigator from entering the establishment.

An example of this would be when the owner, operator, or agent in charge sends staff home for the day, without a reasonable explanation, and tells the investigator that the establishment isn't producing any product.

The Food and Drug Administration considers an owner, operator, or agent in charge of a foreign food establishment to have refused an inspection when they prevent the FDA investigator from fully conducting an inspection of the establishment, by establishing unreasonable preconditions to allowing the inspection or by preventing or interfering with completion of some aspect of the inspection.



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