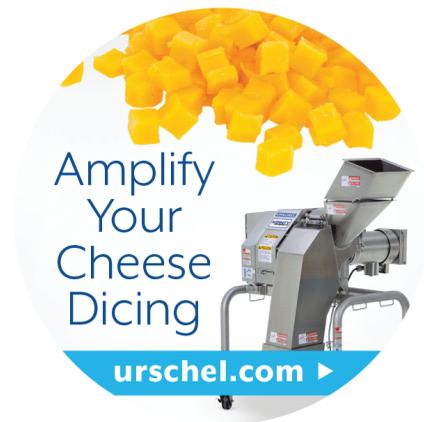




# CHEESE REPORTER

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## US Dairy Groups Detail Barriers Hampering US Dairy Exports

### Trade Policies Of Canada, EU, China, Other Markets Criticized By IDFA, NMPF, USDEC

Washington—Foreign trade barriers to US dairy exports were detailed in comments submitted to the Office of the US Trade Representative (USTR) this week by three US dairy organizations.

In mid-September, the USTR had invited comments to assist it and the Trade Policy Staff Committee in identifying significant barriers to US exports of foods and services for inclusion in the annual National Trade Estimate Report on Foreign Trade Barriers (NTE Report). The deadline for submitting comments was Tuesday, Oct. 26, 2021.

The US Dairy Export Council (USDEC) and National Milk Producers Federation (NMPF) submitted joint comments, while the International Dairy Foods Association (IDFA) submitted comments separately.

“Canada has a long history of sustained efforts to undermine access to its market and impair the value of trade concessions granted prior dairy agreements,” USDEC

and NMPF noted. Provisions of the US-Mexico-Canada Agreement (USMCA) are intended to make headway into this “tightly restricted market.”

Even after implementing changes to its tariff-rate quota (TRQ) administration in order to be ready for USMCA entry into force, Canada “has maintained restrictive conditions for TRQ allocation that are inconsistent with the conditions outlined in USMCA, and which limit certain US dairy exports,” IDFA said. Canada’s eligibility and allocation calculation conditions limit access to the “Cheese of All Types” TRQ to just 15 percent for distributors and allocating 85 percent to processors, conditions which are not included in USMCA commitments and which contradict additional USMCA commitments that require parties not to “limit access to an allocation to processors” unless otherwise agreed.

IDFA said its members are reporting that these Canadian

policies are resulting in low TRQ fill rates, even by the category of TRQ applicants that would have been most likely to have reason to import dairy from the US from a business perspective. Canadian TRQ data reports fill rates as low as 0 percent of the quantity allegedly offered and on average, US exporters were only able to fill 51 percent of quotas for the first year of USMCA TRQs.

NMPF and USDEC “strongly welcomed USTR’s initiation of a dispute settlement panel in May to address Canada’s failure to implement dairy TRQ allocations that meet its USMCA obligations,” the organizations said. “Canada’s TRQ administration procedures must be reformed to fully comply with their USMCA commitments.”

Also, NMPF and USDEC are concerned that Canada “has chosen not to levy penalties for insufficient filling of the dairy TRQs.”

NMPF and USDEC also urged USTR to work with inter-agency partners to closely monitor Canada’s implementation of other

• See **Trade Barriers**, p. 6

## USDA Asked About Support For Dairy Farmers Who Have Experienced PFAS Contamination

Washington—US Sen. Susan Collins (R-ME) this week asked US Secretary of Agriculture Tom Vilsack for an update about the actions that the US Department of Agriculture (USDA) intends to take to support farmers who have experienced PFAS contamination.

Last week, the Biden administration announced accelerated efforts to protect consumers from per- and polyfluoralkyl substances (PFAS), and as part of this government-wide approach, the US Environmental Protection Agency (EPA) launched its PFAS Roadmap. However, EPA’s Roadmap does not incorporate coordination with USDA or assistance to farmers who have been affected by PFAS contamination, Collins noted in a letter to Vilsack.

In 2016, a dairy farmer in Arundel, ME, discovered that the milk produced by his cows was tainted by PFAS contamination, Collins explained in her letter. The milk from this farm “contained some of the highest levels ever reported for a PFAS contaminant, and PFAS were also found at raised levels in both the drinking water on the farm and in a nearby public water supply well.”

This problem is being discovered at additional dairy farms across Maine, Collins said. Last

• See **PFAS Support**, p. 8

## Italy’s Granarolo Acquires US-Based Calabro Cheese

Bologna, Italy—Granarolo S.p.A. this week announced the acquisition of 100 percent of Calabro Cheese Corp., East Haven, CT, which produces and markets fresh cheeses, in particular Ricotta, Mozzarella and Burrata, as well as other cheese products.

Last year, Calabro Cheese Corp.’s consolidated turnover amounted to approximately \$25 million, a result in line with previous years, despite the effects of the COVID-19 pandemic, Granarolo reported.

Calabro Cheese was founded in 1953 as a distributor of Italian dairy products by Joseph Calabro and his father, Salvatore. It boasts a modern production facility of about 54,000 square feet and a dis-

• See **Calabro Acquired**, p. 11

## Bipartisan, Bicameral Bill Calls For National Food, Nutrition Conference

Washington—Bipartisan legislation introduced in both the Senate and House this week would convene a national White House conference on food, nutrition, hunger, and health.

The first such conference occurred more than 50 years ago, culminating in the creation and expansion of programs such as the Supplemental Nutrition Assistance Program (SNAP), the Special Supplemental Nutrition Program for Women, Infants and Children (WIC), and the national school breakfast and lunch programs, the legislation’s sponsors noted.

The bill noted that, among other things, more than 38 million people live in households that face hunger insecurity; “hyper-consolidation” in the food industry has led to a “dramatic

decline” in the farmer’s share of the food dollar, fewer choices for consumers, and economic insecurity for rural communities; and that better food and nutrition can save the US billions of dollars in healthcare costs.

According to the legislation, the purposes of the White House conference would include, among other things: to identify the impacts of the coronavirus pandemic on the state of food and nutrition insecurity; to identify areas of weakness within the US food system; to explore the impact of racial, urban, rural, and geographic disparities on hunger and food and nutrition insecurity; to identify viable solutions for ending hunger in the US by 2030, reducing by half the level of

• See **Food Conference**, p. 7

**Average Oct Barrel Price CME since 2011**





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### Dietary Advice On Lowfat Dairy Becoming Increasingly Outdated

It's been less than a year since the federal government released the *Dietary Guidelines for Americans, 2020-2025*, but already some of the advice on dairy intake — specifically, intake of saturated fat should be limited to less than 10 percent of calories per day, and strategies to lower saturated fat intake should include choosing lower-fat forms of dairy products, such as lower-fat cheese — is feeling outdated.

In fact, the federal government's wrong-headed advice on saturated fat predates the federal government's Dietary Guidelines for Americans. Back in 1977, after years of discussion, scientific review, and debate, the US Senate Select Committee on Nutrition and Human Needs released *Dietary Goals for the United States*, which recommended, among other things, to reduce saturated fat consumption to account for about 10 percent of total energy intake.

Three years later, the US Departments of Agriculture and Health and Human Services (when it was still the Department of Health, Education and Welfare) released the first edition of the *Dietary Guidelines for Americans*, and sure enough, the advice continued to be to avoid too much saturated fat, as well as total fat and dietary cholesterol.

Granted, there has been some progress since that 1980 advice. Specifically, the latest guidance advises that consumers limit intake of foods and beverages higher in added sugars, saturated fat and sodium, but doesn't specifically single out dietary cholesterol as a villain.

Still, there is a long way to go before the Dietary Guidelines actually reflect the latest research on saturated fat in general and milkfat in particular. Some recent research helps illustrate how out-of-touch the federal government still is on this topic.

For example, as we reported just last week, a new study from Australia's Edith Cowan University

found that whole-fat milk is just as good for children as low-fat milk. The research suggests that current public health advice recommending children over the age of two consume low-fat dairy products may need to be revised.

This week's edition includes a story about a series in the journal *Nutrients*, entitled "Towards Better Dietary Guidelines: New Approaches Based on Recent Science." One of the papers published in this series is a review of saturated fats.

The headline of the *Nutrients* paper is as follows: "Dietary Saturated Fats and Health: Are the US Guidelines Evidence-Based?"

And the paper's conclusion is that multiple reviews of the evidence have demonstrated that a recommendation to limit consumption of saturated fats to no more than 10 percent of total calories "is not supported by rigorous scientific studies," and that neither this guideline, nor that for replacing saturated fats with polyunsaturated fats, "considers the central issue of the health effects of differing food sources of these fats."

The paper criticizes, among other things, the process of developing the 2020 DGA. It noted that, for the 2020 DGA process, USDA excluded from consideration all systematic reviews conducted outside the agency. Thus, the approximately 20 review papers on saturated fats mentioned in the *Nutrients* paper which were published during the last decade by "external" scientists were excluded from consideration.

Outside experts attempted to introduce this evidence via written comments to USDA, pointing out the "dramatic shift in thinking" on saturated fats in the scientific community, a shift that implied the science on this topic can no longer be considered "settled." The 2020 Dietary Guidelines Advisory Committee briefly discussed these comments in one public meeting, but "did not acknowledge the sig-

The Dietary Guidelines for Americans provides advice on what to eat and drink to meet nutrient needs, promote health, and prevent disease. It's basically advice that consumers are free to follow or ignore, and it's safe to say a significant percentage of them do the latter.

nificant scientific disagreements on this topic in its final report," the paper pointed out.

One frustrating aspect of this paper's conclusion is that, since the Dietary Guidelines for Americans are issued every five years, it could be another four years or so before this issue is addressed again by the federal government.

Why does this matter for the dairy industry? The Dietary Guidelines for Americans provides advice on what to eat and drink to meet nutrient needs, promote health, and prevent disease. It's basically advice that consumers are free to follow or ignore, and it's safe to say a significant percentage of them do the latter.

But, as the federal government itself points out, people who work in federal agencies, public health, healthcare, education, and business all rely on the Dietary Guidelines when providing information on diet and health to the general public. The Dietary Guidelines are used by these professionals to, among other things: form the basis of federal nutrition policy and programs; support nutrition education efforts; and guide local, state, and national health promotion and disease prevention initiatives.

So while many if not most consumers ignore the Dietary Guidelines' recommendations, tens of millions of consumers still are impacted by those recommendations in various ways.

On a positive note, it's safe to say that, between now and when the next edition of the Dietary Guidelines is released, we'll see additional studies concluding that saturated fats, including milkfat, aren't the dietary villain they have been portrayed as. And these studies will certainly be positive news for the dairy industry.

But until the folks who write the Dietary Guidelines for Americans take notice and update their advice accordingly, all this pro-milkfat evidence will represent nothing more than a hollow victory.

## USDA Seeks String Cheese, Butter; Issues New Master Solicitation

Washington—The USDA is inviting offers to sell a total of 1,058,400 pounds of low moisture part skim Mozzarella String cheese for delivery during the first three months of 2022.

The String cheese acquired under this solicitation will be used in the National School Lunch Program, The Emergency Food Assistance Program (TEFAP) and other federal food and nutrition assistance programs.

Bids are due by 1:00 p.m. Central time on Friday, Nov. 5, 2021. Offers must be submitted electronically via the Web-Based Supply Chain Management System (WBSCM).

USDA is also inviting offers to sell a total of 123,120 pounds of salted print butter, 36/1-pound cartons, for delivery from Jan. 1 to Mar. 15, 2022. Offers are due at 9:00 a.m. Central time on Nov. 17.

Offers under this solicitation must also be submitted electronically via the WBSCM.

In other USDA commodity procurement developments, USDA's Agricultural Marketing Service (AMS) released a revised "Master Solicitation for Commodity Procurement – Domestic Programs (MSCP-D)," for domestic food distribution program purchases.

The Master Solicitation is used by Agricultural Marketing Ser-

vice to provide contract clauses and solicitation provisions applicable to the solicitation of bids and award of contracts for various commodities, including dairy products, for use in domestic food distribution programs, such as the National School Lunch Program, Commodity Supplemental Food Program, Food Distribution Program on Indian Reservations, and The Emergency Food Assistance Program.

The Master Solicitation also provides general guidance to potential bidders and/or offerors.

USDA will periodically issue solicitations under the Master Solicitation to purchase agricul-

tural commodities and the products thereof (USDA Foods) for distribution through domestic food distribution programs. Specifications and program requirements are further defined in the appropriate commodity specification and/or supplement.

The Master Solicitation is updated as necessary to incorporate changes in the Federal Acquisition Regulation (FAR), Agricultural Acquisition Regulations (AGAR), and AMS policies and procedures. Bidders should not assume that a copy of the Master Solicitation, once downloaded for a particular invitation for bids (IFB), will be applicable for subsequent IFBs.

Awards will be made following the principles in the FAR and Agricultural Acquisition Regu-

lations. The IFB will specify the commodity; delivery periods; destinations; quantities; the closing time for receipt of bids; acceptance date; and any solicitation provisions and contract clauses applicable to the proposed procurement which are in addition to, or different from, those contained in the Master Solicitation.

Offerors are advised to carefully read the Master Solicitation, and applicable invitation for bids, and the applicable commodity specification/requirements and/or supplement.

To submit bids, a company must be approved by the contracting officer as meeting vendor qualification requirements.

For more information about selling food to USDA, visit [www.ams.usda.gov/selling-food](http://www.ams.usda.gov/selling-food).

## New Organization Aims To Educate Ag Leaders, Workers On Value Of Ag Trade

Washington—Leaders from several food and agriculture associations this week announced the formation of the Agriculture Trade Education Council (ATEC), a non-profit that aims to be a resource for education on the value of agricultural trade policies, practices, and structures.

ATEC's board of directors includes individuals with decades of experience educating farmers, policymakers and businesses about how the international trading system works. The ATEC will facilitate education on trade policy on a variety of topics in an effort to grow support for and engagement in a rules-based trading system.

"As US agricultural stakeholders continue to rely increasingly on trade, it is important to understand how trade works, how the policies established impact US agriculture, and how to engage in trade," said Becky Rasdall, an ATEC board member and vice president of trade policy and international affairs at the International Dairy Foods Association (ATEC).

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## The Do's and Don'ts of Dairy Industry Cybersecurity

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What do milk and cybersecurity have in common? They are both essential to a dairy operation.

Being that we are just wrapping up Cybersecurity Awareness Month, and in light of the constant reports of ransomware attacks hitting businesses, cybersecurity has been on my mind. Curiosity drove me to revisit the most recent edition of the PMO – Pasteurized Milk Ordinance. I was curious to see if the PMO, in any way, addresses cybersecurity.

One of the few references to computer systems that I found in the document is this statement, “for public health controls, the public health computer program shall and can be made error free”.

The authors of the PMO, originally written in 1924, could never have contemplated the modern-day dependency that dairy plants would have on computer systems, information technology, and operational technology. They also couldn't have anticipated the potential risk to a dairy plant should a malicious attack occur against the dairy plant's computer programs.

Earlier this month, the Wisconsin Cheese Makers Association – recognizing the importance of cyber security to a dairy's ability to operate – selected cybersecurity as the topic for their October educational webinar.

My colleague Emily Selck and I were invited to share tips on the cyber risk landscape for dairy processors and tools dairy processors can access to mitigate the impact of a cyberattack.

A few key points that are applicable to dairy operations of all sizes are:

**Don't Assume You're Not a Target**  
Every dairy processor is at risk. The threat has become so prevalent that, in early September, the FBI issued a Private Industry Notification focused on the food and

agribusiness sectors regarding cyber threats and ransomware.

The notice stated: “Ransomware may impact businesses across the sector, from small farms to large producers, processors and manufacturers, and markets and restaurants. Cyber criminal threat actors exploit network vulnerabilities to exfiltrate data and encrypt systems in a sector that is increasingly reliant on smart technologies, industrial control systems, and internet-based automation systems.”

### Do: Create a Cyber Incident Response Plan

If your plant receives a third-party audit and certification, then creating a Crisis Management Plan should be nothing new. In fact, it is often a requirement to receive certification. Consider utilizing a cyber breach as the crisis you are managing against during your next annual audit. If you need help creating a cyber incident response plan, multiple resources exist including your insurance broker/agent, government cybersecurity offices, or the national Institute of Standards and Technology (NIST).

### Do Make Cybersecurity Everyone's Job

According to the FBI's Internet Cyber Crimes report, Business Email Compromise (BEC) and phishing scams were some of the costliest and most reported crimes in the past year. Phishing is a type of scam where criminals impersonate legitimate organizations via email or text message.

According to the FBI, “[BEC...] is frequently carried out when a subject compromises legitimate business email accounts through social engineering or computer intrusion techniques to conduct unauthorized transfers of funds.”

Employees are often the weakest link in any cybersecurity program, and email is one of the most vulnerable access points for an orga-

nization. To minimize the risk to your operation, help employees spot malicious emails by creating a robust training program for every single employee who uses email.

Some basic advice from the FBI that can be reinforced through an employee training program include:

- Carefully examine the email address, URL, and spelling used in any correspondence. Scammers use slight differences to trick your eye and gain your trust.

- Be careful what you download. Never open an email attachment from someone you don't know and be wary of email attachments forwarded to you.

Your training program should also include tips on developing strong passwords that are complex and not duplicates of passwords used elsewhere.

### Do Install Multifactor Authentication

According to a Microsoft study, installing multifactor authentication can block over 99.9 percent of account compromise attacks. Multifactor Authentication (MFA) is a means of providing access with two pieces of evidence to confirm your identity. This can come in a few different forms – something you know, something you have, or something you are. Presenting a debit card and PIN at the ATM is one example. This security measure goes beyond strong passwords and affords those who are logging in additional protection of their data or financial assets.

### Why is MFA important?

If passwords become compromised, criminals are able to access these systems using automated cyber attempts. Simply put, business email compromise has become easier than ever.

### How will this Prevent Cyber Intrusions?

Executives consider cyber risk one of their greatest concerns, as the idea of access to critical information could cause a crisis of massive proportion as seen in the agricultural cooperatives that were recently breached. Business email compromise can create a host of issues when there is access to email systems belonging to finance or executives. A simple addition of MFA can prevent attacks stemming from stolen passwords and is easy to implement across an organization.

When you make a list of the processes that are essential to your business, does cybersecurity make the top 5? It should.

Dairy processors are being targeted by cybercriminals at a growing rate. Dairy leaders - use the tips above to take the first steps toward locking down your systems and protecting your organization from cybercrime. **JPG**

## FROM OUR ARCHIVES

### 50 YEARS AGO

**Oct. 29, 1971: Madison—** There has been buzz about “organic” foods for years, but some say the marketing potential for these products has never been higher. While some retailers still consider “organic” foods as a passing fancy, there's little doubt that there's a considerable amount of this type of food being purchased by consumers.

**Green Bay, WI—**Officers of the Northeastern Wisconsin Cheesemakers & Buttermakers Association were elected here this week at the organization's 44th annual meeting. They include Leo Krohn, Luxemburg, president; Harry Laack, DePere, vice president; W.B. Schroeder, Seymour, secretary; and Harvey Ullmer, Seymour, treasurer.

### 25 YEARS AGO

**Nov. 1, 1996: Oak Brook, IL—**Four new members have joined the Dairy Council of Wisconsin. They include Myron McKinley, representing USDA's federal milk marketing order program; Donnie Engel and Connie Seefelt, representing the Wisconsin Milk Marketing Board; and John Shakal, representing AMPI North Central region.

**Pleasant Prairie, WI—**The first books of the Wisconsin Master Cheese Maker Library were delivered to participating cheese makers this week, said program coordinator and CDR cheese research specialist Jim Path. Tetra Pak Cheese Systems here donated over \$4,000 worth of books to the program.

### 10 YEARS AGO

**Oct. 28, 2011: Brookings, SD—**A great sense of pride and accomplishment set the tone for the dedication of South Dakota State University's newly renovated Alfred Dairy Science Hall and the new Davis Dairy Plant here. Standing in front of the monument that many said couldn't be built, Jon Davis of Davigo Foods, whose company spearheaded fund-raising for the building, said “Told you so.”

**Methuen, MA—**Richard Stammer has been named the new CEO of Agri-Mark, effective Nov. 1. He succeeds Paul Johnston, who has been with Agri-Mark for 47 years, the last 35 serving as CEO.

## Schreiber Foods Impacted By Cyber Event

**Green Bay, WI—**Schreiber Foods began being impacted by a cyber event on Saturday, Oct. 23, which meant that its plants and distribution centers couldn't use those systems, which they need to run, according to Andrew Tobisch, the company's communications director.

Schreiber Foods started the process of bringing its plants back up late Monday, Oct. 25.

Most of its plants and distribution centers are back online now, and Schreiber Foods expects to have everybody running within the next 24 hours, Tobisch said Thursday.

## Wisconsin Assembly Approves Bill Aimed At Boosting Dairy, Agricultural Exports

**Madison**—The Wisconsin Assembly on Tuesday unanimously approved a bill that would establish a program to promote exports of Wisconsin dairy and other agricultural products.

The bill requires the Wisconsin Economic Development Corporation (WEDC) to expend \$5 million under the export program. Of that amount, WEDC must ensure that \$2.5 million is devoted to increasing the value of Wisconsin's dairy product exports.

Under the legislation, the WEDC and the Center for International Agribusiness Marketing within the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) must cooperate to achieve several specified export objectives by June 30, 2026, including increasing the value of Wisconsin's milk and dairy product exports by at least 25 percent over the value as of Dec. 31, 2021.

No later than Dec. 31, 2021, WEDC and DATCP must jointly submit a plan to the state legislature describing how the agencies will achieve the bill's export objectives.

The plan must include a plan to grant at least 15 percent of the funds to be expended under the program by no later than Dec. 31, 2022.

"This targeted investment will provide dairy processors with the support they need to navigate the logistics of export endeavors and grow their global customer base, building a stronger, more stable dairy industry," said John Umhoefer, executive director of the Wisconsin Cheese Makers Association (WCMA).

Umhoefer urged the Wisconsin Senate to "take swift action" to approve the legislation.

"This new collaborative approach to agricultural exports is forward-thinking and creates opportunities," commented Amy Penterman, president of the Dairy Business Association (DBA). "It is an investment not only in our dairy farmers and processors but our rural communities as well."

Also under the legislation, no later than June 30, 2024, WEDC and DATCP must jointly submit a report to the state legislature that describes in detail all progress made in achieving the export goals the bill establishes for the exports program.

And the bill requires the Legislative Audit Bureau to conduct a program evaluation audit of the exports program and complete its audit report no later than Dec. 31, 2026.

## Recommendation To Limited Saturated Fat Intake Based On Flawed Evidence

**Basil, Switzerland**—Multiple reviews of the evidence have demonstrated that a recommendation to limit consumption of saturated fats to no more than 10 percent of total calories "is not supported by rigorous scientific studies," according to a paper published in a special issue of the journal *Nutrients*.

Since the introduction of the US Dietary Guidelines for Americans (DGA) in 1980, nutrition policy has consistently advised limiting saturated fat consumption as a central strategy for reducing risk for cardiovascular disease (CVD), the paper noted. They are found in all foods but are especially concentrated in dairy, red meat, and the so-called tropical oils.

The DGA in 1990 added a specific cap limiting saturated fats to 10 percent of calories, and that cap has remained in place ever since, including the most recent DGA edition, released last December.

The hypothesis that saturated fats cause CVD emerged when scientists observed that these fats tend to raise the concentration of total serum cholesterol, which in turn was considered a potent risk factor for heart disease, the paper explained. The evidence supporting this advice consisted primarily of one observational study which compared the level of saturated fat intake with heart-disease outcomes in seven countries and involving 12,763 men.

The study claimed an association between saturated fat consumption and heart disease, but because the Seven Countries Study (SCS) was not a clinical trial, it could not demonstrate cause-and-

effect, the paper noted. Still, the study was "enormously influential" in the field of nutrition, even though numerous methodological shortcomings were later identified.

Recognizing the need for more rigorous, clinical-trial data, governments around the world undertook large, randomized, controlled clinical trials (RCTs) in the 1960s and 1970s. These trials typically tested levels of saturated fatty acids (SFA) considered to be standard at the time (between 12 and 18.3 percent of calories) versus lower amounts (7.7-11.2 percent), replacement of SFA by polyunsaturated fatty acids (PUFA) from vegetable oils.

"Remarkably, the diet-heart hypothesis gained widespread acceptance in the 1970s and 1980s, yet the results from the totality of these trials did not provide support for the hypothesis, as many critics at the time pointed out."

According to a narrative review of the relevant literature, there have to date been at least 10 reviews of the RCTs addressing the effects of dietary saturated fat on CVD, with varying conclusions.

An updated systematic review by the Cochrane group in 2020 on saturated fats reported that reducing dietary saturated fats reduced CVD events, but had no effect on the remaining seven CVD endpoints, including total mortality, CVD mortality, coronary heart disease (CHD) mortality, fatal heart attacks, non-fatal heart attacks, and CHD events.

Overall, "there are serious concerns regarding the application of the RCT data for supporting the

recommendation of a specific cap on dietary saturated fat intake."

Additional evidence used to support the continued recommendation for limiting saturated fat consumption comes from the well-demonstrated ability of SFAs to raise LDL-cholesterol concentration, the paper said. But due to the complex and multiple effects of saturated fats on blood lipids, the reliance on LDL-cholesterol alone as an indicator of SFA-mediated CVD risk is "overly simplistic."

The 2020 Dietary Guidelines Advisory Committee concluded that there is "strong" evidence for continuing caps on saturated fat intake, and for replacing SFAs with PUFAs in particular. But the "preponderance of evidence" doesn't support this recommendation, according to the paper.

Saturated fats are increasingly being viewed as part of the food matrix and dietary patterns in which they appear naturally, rather than as an isolated nutrient, the paper noted. Cheese and yogurt, for example, contain not only saturated fats but also other fatty acids, proteins, the milkfat globule membrane, potassium, and a number of essential nutrients, including calcium, phosphorus, vitamins A, D, and B12, riboflavin, niacin and pantothenic acid. These nutrients interact with each other, and one can play a role in the effective absorption of another.

In addition to the food matrix, the overall dietary pattern, particularly the level of carbohydrate, has an important impact on the way saturated fat is metabolized, the paper pointed out. For example, if lowering saturated fat intake is achieved by consuming more carbohydrate, there is likely to be an adverse effect on CVD risk.

## Handcrafted Better Feta

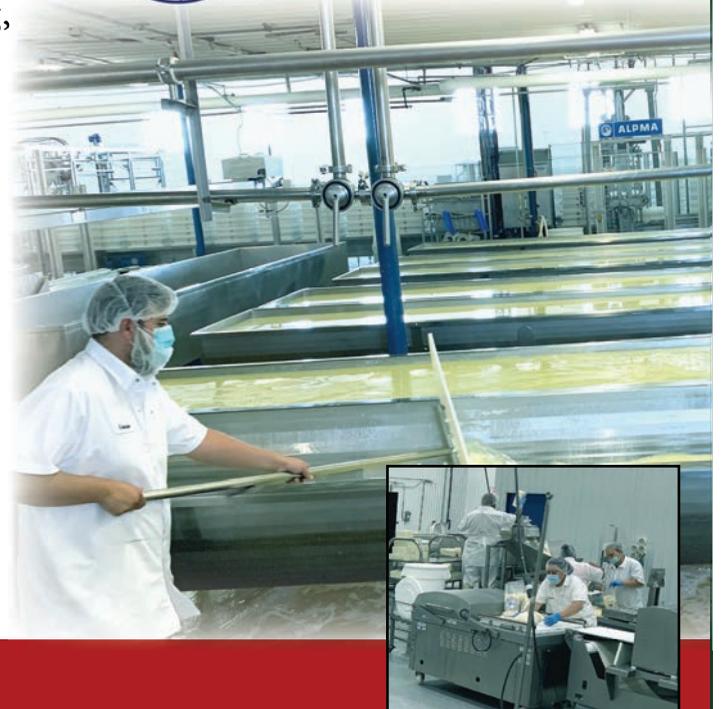
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## Trade Barriers

(Continued from p. 1)

dairy-related USMCA provisions, such as those eliminating Canada's "discriminatory" Class 7 dairy pricing policy and requiring export surcharges on dairy protein exports like skim milk powder, milk protein concentrates, and infant formula.

The latter is a "particular cause for concern," NMPF and USDEC said. Canadian exports of milk protein isolates and certain skim milk powder blends manufactured under the new Class 4a "have been increasing in a manner that seems designed to evade USMCA disciplines." USTR should "move quickly" to address this concern and to ensure that Canada's other policies fully align with the changes called for under the USMCA.

"Clearly, Canada has demonstrated its intention to avoid both current and impending compliance with both USMCA and WTO commitments, and to continue to adopt policies that promote import displacement and export subsidization," IDFA said. IDFA urged the Biden administration to press Canada towards compliance on its TRQ commitments under USMCA as well as to initiate a review of Canada's subsidy commitments under the WTO with respect to Canadian milk classes.

### EU's GI Policies Criticized

US dairy exports to the European Union (EU) "are limited by a wide range of measures and practices that make sales in the EU market unduly complicated, costly, or even illegal," NMPF and USDEC noted. IDFA "understands and supports USTR's efforts to obtain a more balanced trade relationship" with the EU, particularly for the US dairy sector.

The EU's geographical indication (GI) policies embrace the concept that product names that have long been commonly used in the US and around the world, and have as such become generic, should be limited for use by producers of those products in specified regions, IDFA explained. These policies "disproportionately prohibit the sale of non-European produced cheeses" based solely on the EU's perceived right to produce and name specified cheese varieties only when they have been produced in certain regions in Europe.

IDFA views the EU's GI policies as a clear effort by the EU to limit competition in the EU and reserve a significant portion of the EU market for domestic producers, while European cheese producers are fully able to compete in the US and abroad. The EU also limits competition in foreign markets by forcing trading partners to adopt its GI policies in trade agreement negotiations, creating barriers to trade for US cheese exporters in those markets.

At a time when the dairy trade balance with the EU "significantly skews in the EU's favor," the EU's attempts to limit the use of cheese names that have been considered generic for decades "is a direct attack on the US companies that have in fact helped build a market for these same products," IDFA said.

NMPF and USDEC "reject the European Union's continued efforts to monopolize the use of common names and its failure to provide the proper restraint on applications that would run afoul of existing trade commitments. We also note the European Union's continued refusal to take even minimal systemic steps to provide clarity regarding the scope

of protection for compound GIs or regarding translations and transliterations through its application process."

**"Clearly, Canada has demonstrated its intention to avoid both current and impending compliance with both USMCA and WTO commitments..."**

—IDFA

NMPF and USDEC view the EU's efforts as "bullying its trading partners into violating their WTO commitments" and, where those countries have free trade agreements (FTAs) with the US, their commitments under those agreements as well.

The EU's approach has resulted in the impairment of the value of concessions obtained by the US in those negotiations and has led to unjustified technical barriers to trade in many cases.

### Ongoing Issues With China

The US dairy export relationship with China has been "tumultuous" since 2014 due to China's implementation of facility registration measures in 2014, IDFA said. Before the measure was implemented, US dairy exports to China reached \$706 million in 2013.

IDFA believes that with equitable tariff access and reduced regulatory barriers, given the consumer demand for dairy products in China, US dairy exports to China have the potential to consistently reach 2013 levels and higher.

But IDFA is concerned that, as in 2014, China will continue to

use its facility registration regime to control imports from countries with which China has political disagreements.

Despite tariff exemptions for select products, retaliatory duties still place US dairy exports to China at a disadvantage when compared to its major trade competitors, USDEC and NMPF noted. The US dairy industry is committed to the Chinese market, "but as market access we've been building for years continues to slip away to competitors, it becomes increasingly more difficult to recover."

Another key factor of interest for the US dairy industry in China is GIs, NMPF and USDEC continued. US exporters lack the certainty they need to develop the Chinese cheese market "with assurance that the demand they work to build will not later result in a windfall for their competitors should the EU prevail in seizing commonly used cheese terms. Clear safeguards establishing the rights of US suppliers to use common terms are needed in order to provide that market certainty."

### Barriers In Other Countries

India requires imported products to be accompanied by a sanitary import permit, but the attestations required in the certificate, which must be furnished in order to obtain an import permit, are based on religious requirements and not science- or risk-based, IDFA noted. India is "inconsistent with international standards, guidelines, and recommendations for dairy certification, and do not appear to be based on science nor on the risk of the products being imported."

Although India's dairy tariffs "are a hindrance to trade, India's refusal to work in good faith to negotiate a viable health certificate for dairy products remains the largest hindrance to US exporters seeking to meet the growing dairy demands in this market," USDEC and NMPF said.

Mexico is currently the top export market for US dairy products, but in recent months, "Mexico has become increasingly unstable for US dairy products due to lack of transparency regarding implementation of certain measures and inconsistent implementation of those measures," IDFA said.

The US "should pursue discussions with Mexico regarding the importance of restoring predictable trading conditions, treating the surge in regulatory and customs enforcement issues as a collective concern, not simply as one-off issues," NMPF and USDEC said.

Egypt represents "promising growth capacity" for US exporters, but new halal requirements introduced this year "are anticipated to impose a nontariff barrier that could seriously limit or altogether halt many exports to that market," USDEC and NMPF said.

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## Citing Firm Demand, Slowing Milk Production Growth, Fonterra Hikes Milk Price Forecast

**Auckland, New Zealand**—Fonterra on Tuesday increased and narrowed its forecast farmgate milk price range to NZ\$7.90 to \$8.90 per kilogram of milk solids, from \$7.25 to \$8.75 per kilogram of milk solids.

The midpoint of the range, which farmers are paid off, has increased to \$8.40 per kilogram of milk solids, from \$8.00.

Miles Hurrell, Fonterra CEO, said the lift in the 2021/22 forecast farmgate milk price range is a result of continued demand for New Zealand dairy relative to supply.

“At a \$8.40 midpoint, this would equal the highest farmgate milk price paid by the co-op,” Hurrell said. “We have seen demand from China ease over the past couple of months, while other regions have stepped in to keep demand firm.”

“On the supply side, overall global milk supply growth is forecast to track below average levels, driven by a slowdown in US production due to the increased cost of feed,” Hurrell continued. “These supply and demand dynamics are supporting the current pricing levels, and a higher contract rate has given us the ability to narrow the forecast range.”

It’s still early in the season, a lot can change, and there can be increased volatility when prices are high, Hurrell pointed out.

“This is why we’re maintaining a plus or minus 50 cents forecast range, reflecting the continued uncertainties at this point in the season,” Hurrell explained. “There are a number of factors we are keeping a close eye on that could impact demand. This includes the continued impact on global markets from COVID-19, growing inflation pressures, volatility in exchange rates, New Zealand weather conditions, and the potential impact of any geopolitical issues.”

In its October “Global Dairy Update” report, Fonterra noted that New Zealand milk production decreased 4.3 percent on a liters basis (down 4.0 percent on a milk solids basis) in September compared to September 2020.

A colder and wetter start to spring this season compared to last September is impacting production volumes, Fonterra said.

New Zealand milk production for the 12 months to September was 1.3 percent higher on a liters basis and milk solids basis than a year earlier, Fonterra noted.

Australia milk production declined 3.7 percent in August

## Dairy Groups Among Initial Sustainable Productivity Growth Coalition Backers

**Washington**—US Secretary of Agriculture Tom Vilsack on Tuesday announced that more than 50 organizations and countries have officially declared their support for the Coalition on Sustainable Productivity Growth for Food Security and Resource Conservation (SPG) Coalition.

The US launched the SPG Coalition last month at the United Nations Food Systems Summit in recognition of the importance of sustainable productivity growth for meeting food security and nutrition needs of current and future populations, while at the same time conserving resources and combating climate change.

The SPG Coalition aims to accelerate the transition to more sustainable food systems through agricultural productivity growth that optimizes agricultural sustainability across social, economic, and environmental dimensions.

The SPG Coalition is open to all sectors of agriculture. It is intended to motivate within each sector, and across sectors, the acceleration of sustainable productivity growth that considers impacts and tradeoffs among multiple objectives, including, but not limited to, food security, food safety, food affordability, diet quality, farmer income, farm worker income and wellbeing, food loss

and waste, resource conservation, biodiversity, and climate change mitigation.

In addition to the US, countries supporting the SPG Coalition include Australia, Brazil, Dominican Republic, Ghana, Honduras, Liberia, Philippines, and the Republic of North Macedonia. The UN Food and Agriculture Organization (FAO) also supports the SPG Coalition.

Private sector supporters of the SPG Coalition include, among others, the International Dairy Foods Association, National Milk Producers Federation, US Dairy Export Council, Land O’Lakes, National Council of Farmer Cooperatives, US Council for International Business, and National Dairy Producers Union (Soyuzmoloko) Russia.

## Food Conference

(Continued from p. 1)

nutrition insecurity by 2025, and reducing by half the level of diet-related illnesses by 2030; to review the structure, scope, and effectiveness of existing laws, regulations, or programs across all federal departments and agencies that carry out activities related to food and nutrition, and at the federal, state, and local levels that provide for the needs of food-insecure people who live in a state; to identify opportunities for effective partnerships between the government, private industry, farmers and others to fight hunger; and to identify ways to provide for farmers to meet the nutritional needs of individual.

The legislation was introduced by US Sens. Cory Booker (D-NJ) and Mike Braun (R-IN) and US Reps. James P. McGovern (D-MA) and Jackie Walorski (R-IN).

Supporters of the legislation include, among others: Danone North America, Northeast Organic Dairy Producers Alliance, National Farmers Union, National Sustainable Agriculture Coalition, Academy of Nutrition and Dietetics, American Grassfed Association, Center for Food Safety, Feeding America, Oldways, and National WIC Association.

“The time is ripe for a White House conference to develop a national strategy to fix food. Our country faces a nutrition crisis, harming our health, economy, equity, military readiness, and natural resources,” said Dr. Dariush Mozaffarian, dean of the Friedman School of Nutrition Science and Policy at Tufts University.

“Current federal policies, research, and investments in food and nutrition are fragmented across 21 agencies,” Mozaffarian noted. “A conference will be critical to

re-imagine and re-design our food system toward one that improves health, ends hunger, reduces healthcare spending, advances science and innovation, and boosts our economy for all Americans.”

“Ending hunger in America isn’t just some dream or slogan, it’s something that we can and will make into a reality, and that starts with convening this White House conference,” said Top Chef judge and food activist Tom Colicchio.

“This conference would be a much-needed step to address hunger and nutrition insecurity in the United States,” said Kevin L. Sauer, president of the Academy of Nutrition and Dietetics.

In a related development, Booker and Braun, chair and ranking member of the Senate Agriculture subcommittee on food and nutrition, respectively, announced that the panel will hold a hearing on Nov. 2.



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## PFAS Support

(Continued from p. 1)

year, a dairy farm in Fairfield, ME, found PFAS levels that were 153 times higher than Maine's standard for determining whether milk is fit for sale.

The PFAS contamination on both of these farms came from wastewater sludge spread as fertilizer and has prevented these farms from selling products, Collins stated. The discovery of PFAS contamination "has caused financial hardship for these Maine farms and concern amongst the broader dairy and agricultural community."

### Dairy Indemnity Program

Some press reports indicate that USDA is considering changes to the Dairy Indemnity Payment Program (DIPP) to make it easier for farms to recover following the discovery of PFAS, but "there has been no action taken thus far," Collins noted.

The purpose of the DIPP, which was reauthorized under the 2018 farm bill, is to indemnify dairy farmers and dairy product manufacturers who, through no fault of their own, suffer income losses with respect to milk or milk products that were removed from commercial markets because such milk or milk products contained certain harmful pesticide residues, chemicals, or toxic substances, or were contaminated by nuclear radiation or fallout.

A final rule published by USDA in June 2019 added a specific timeframe that limits the period of time that a dairy claimant under DIPP is eligible to receive indemnification.

Previous DIPP rules indemnified losses until such time as the dairy was reinstated to the commercial market by a state regulatory agency. The large majority of claims for

indemnification to affected farmers under Dairy Indemnity Payment Program typically range from two to 10 days for which their milk has been removed from the commercial market before such milk has been reinstated by a state regulatory agency.

However, some claims submitted for indemnification could span the course of several months, USDA noted in that 2019 final rule. In these circumstances, USDA's Farm Service Agency (FSA) will limit indemnification for the same loss to a period not to exceed 18 months.

The previous DIPP regulation did not have a limit on the time period for which an eligible dairy could receive DIPP payments for the same contaminating event.

Accordingly, discretionary changes were made to Dairy Indemnity Payment Program to limit indemnification to not extend past the time period that the impacted dairy cows in the dairy herd are no longer lactating or impacted dairy cows in gestation have delivered a calf and are no longer lactating from its most immediately preceding birth after the contaminating event, not to exceed 18 months.

Claims for milk from the affected farmer not reinstated to the commercial markets after the impacted dairy cows in the herd are dry and no longer producing milk from their most immediately preceding birth after the contaminating event, or have exceeded the 18-month period will not be eligible for indemnification for their milk any further, in order to prevent continued indemnification to an affected farmer for the removal of milk based upon the same contaminating event, however long that contaminating event or activity lasts.

## OBITUARIES

### Idaho Dairy Leader, Mike Aardema, Dies Suddenly

Michael Aardema, 51, life-long Idaho dairy industry leader and owner of Oak Valley Agriculture, Burley, ID, died unexpectedly Oct. 24 in Nashville, TN. Having spent 35 years in the dairy industry, Aardema was owner of Oak Valley Dairy, Oak Valley Organics, and Oak Valley Trucking. He was also involved in a number of dairy-related organizations, including the United Dairymen of Idaho and The Dairy Club.

Troy Landwehr, 45, world-renowned cheese carver, died Oct. 24, 2021 in Freedom, WI, following a short infection. After earning a degree at the Milwaukee School of Art & Design, Landwehr carved out a name for himself as talented cheese sculptor. He was featured on many national morning television shows and late night TV, and holds several world records. Landwehr was hired by major companies for commissioned carvings, and showcased his talent at many local events and gatherings. Landwehr also owned the Kerrigan Brothers Winery in Freedom, WI.

## PERSONNEL

LUIS JIMENEZ-MAROTO has been named assistant coordinator, cheese industry and applications for the **Center for Dairy Research (CDR)**, responsible for cheese trials and troubleshooting, lecturing at short courses and other outreach efforts. With more than a decade of experience, Jiménez-Maroto has a range of expertise in research, data analysis, sensory, judging, and education. Most recently, he served as CDR sensory coordinator, and worked with the University of Wisconsin-Madison department of food science to lead research related to organoleptic properties of cheese and other dairy products. He is completing a Ph.D. in food science under CDR's John Lucey on the effects of high-pressure processing and low temperature storage on the long-term performance and shelf life of various cheeses. JIM CROPP has been tapped as CDR's new instrumentation technologist and assistant pilot plant manager. In his new role, Cropp will provide technical assistance to clients as they develop their concepts/products in the CDR facility, as well as on-site support with troubleshooting and scale-up assis-

tance. Cropp is an experienced food industry professional, with significant technical expertise across plant management, production management, and quality management. His technical background in the dairy industry includes cultured dairy, wet processing, dry blending, spray drying, extrusion, cheese spreads and sauces, and aseptic processing and packaging.

## ASSOCIATION NEWS

DOTTY VANDERMOLEN has been elected board chair for 2021-22 by members of the **International Dairy Deli Bakery Association (IDDBA)**. She succeeds GAETANO AURICCHIO, executive vice president of BelGioioso Cheese, Inc. Auricchio led IDDBA during the most challenging period in its 50-year history. VanderMolen, Midwest director for Fresh Advantage Solutions, has been a long-time supporter of IDDBA's mission to expand its leadership role in promoting the growth and development of dairy, deli, and bakery sales in the food industry.

EMILY SLATTER is the new program coordinator for the **Dairy Business Innovation Alliance (DBIA)**, a partnership between the Center for Dairy Research (CDR) and the Wisconsin Cheese Makers Association (WCMA) that administers programs providing technical assistance and grants to dairy operations in Illinois, Iowa, Minnesota, South Dakota and Wisconsin. Slatter has over six years of experience in program management, previously working for the National Academies of Science, Engineering and Medicine Fellowships Office, and has international experience working as an educator in China, France and South Korea.

The **International Foodservice Manufacturers Association (IFMA)** has tapped PHIL KAFARAKIS as its new CEO, effective Nov. 1. Kafarakis will succeed LARRY OBERKFELL, who served 12 years as head of IFMA and plans to return to the industry. Kafarakis began his career in leadership roles with Kraft, Jones Dairy Farm, McCormick & Co., and Cargill. He most recently served as president of the Specialty Food Association (SFA). He was also chief innovation and member advancement officer with the National Restaurant Association. In his new role, Kafarakis will be responsible for overseeing IFMA's daily operations and direct activities in support of the Association's policies and objectives.

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## Lactoferrin's Antiviral Properties Could Aid In COVID Recovery, Other Respiratory Illnesses

**Huddersfield, England**—The antiviral properties of lactoferrin make it a great natural supplement that could also be used as an adjunct for COVID-19 and for various other respiratory tract infections (RTIs), according to a team of researchers led by the University of Huddersfield.

Lactoferrin is a protein naturally found in breast milk, such as in cow milk and human milk, and is also found in fluids in the eye, nose, respiratory tract and elsewhere. The benefits are well-documented; however, it wasn't known if taking lactoferrin as a supplement would have the same beneficial value.

The study, headed by the University of Huddersfield's Dr. Hamid Merchant, is one of the first meta-analyses carried out on multiple independent lactoferrin clinical trials that is now published in an official publication of the European Society for Clinical Nutrition and Metabolism.

The study has made evident that the administration of lactoferrin shows promising efficacy in reducing the risk of RTIs. It is the antiviral property of lactoferrin that makes it a great supplement for use as an adjunct for COVID-19 and other respiratory infections, but Merchant believes these are still preliminary findings and warrant further evidence from a large, well-designed randomized controlled trial (RCT).

"Given the high clinical importance of respiratory tract infections amid the COVID-19 pandemic, we aimed to systematically examine the interventional randomized clinical trials on the efficacy of bovine lactoferrin in preventing the occurrence of RTIs," said Dr. Syed Hasan, another of the University of Huddersfield's researchers involved in the study.

"The administration of lactoferrin showed promising efficacy in reducing the risk of RTIs and may also have a beneficial role in managing symptoms and recovery of patients suffering from RTIs," Hasan continued.

"Current evidence also favors lactoferrin fortification in infant formula; it won't be long until parents should be able to find lactoferrin fortified infant formulas readily available on the shelves," Merchant said. "This is a very promising molecule which can be adopted as an adjunct therapy for COVID-19 and could be part of a daily routine for people to take, along with vitamin C, D, and zinc supplements to keep our immune system healthy."

## FDA Has Taken 'Significant Steps' To Address Inspection, Recall Issues: OIG

**Washington**—The Food and Drug Administration has taken "significant steps" to address safety concerns in the food system, according to a report released this week by the US Department of Health and Human Services' (HHS) Office of Inspector General (OIG).

In a report released in 2017, OIG noted that FDA was on track to meet the domestic food facility inspection timeframes for the initial cycles mandated by the Food Safety Modernization Act (FSMA); however, challenges remained as FSMA requires FDA to conduct future inspections in timeframes that are two years shorter than timeframes for the initial cycles. Also, inaccuracies in FDA's domestic food facility data resulted in FDA attempting to inspect facilities that were either out of business or otherwise not operating at the time of the visit.

Although FDA was on track to meet the FSMA inspection mandates during the initial cycles, the overall number of food facilities that FDA inspected since the passage of the FSMA declined from a high of about 19,000 facilities in 2011 to 16,000 facilities in 2015, that 2017 OIG report noted.

Further, FDA did not always take action when it uncovered significant inspection violations — those found during inspections classified as "Official Action Indicated" (OAI), the 2017 report continued. When it did take action, it commonly relied on facilities to voluntarily correct the violations. Also, FDA rarely took advantage of the new administrative tools provided by FSMA.

Moreover, FDA's actions were not always timely nor did they always result in the correction of these violations, the 2017 report added. FDA consistently failed to conduct timely followup inspections to ensure that facilities corrected significant inspection violations.

In that 2017 report, OIG recommended that FDA: improve how it handles attempted inspections to ensure better use of resources; take appropriate action against all facilities with significant inspection violations; improve the timeliness of its actions so that facilities do not continue to operate under harmful conditions; and conduct timely followup inspections to ensure that significant inspection violations are corrected.

In a separate report issued in December 2017, the OIG stated that FDA did not always have an efficient and effective food-recall process that ensured the safety of the US food supply. The OIG identified deficiencies in FDA's oversight of recall initiation, monitoring of recalls, and the recall information captured and maintained in FDA's electronic recall system, the Recall Enterprise System (RES).

Specifically, OIG noted in that 2017 report that FDA could not always ensure that firms initiated recalls promptly and that FDA did not always: evaluate health hazards in a timely manner; issue audit check assignments at the appropriate level; complete audit checks in accordance with its procedures; collect timely and complete status reports from firms that had issued

recalls; track key recall data in the RES; and maintain accurate recall data in the RES.

The annual report released this week by the OIG focuses on the top 25 unimplemented recommendations from OIG audits and evaluations issued through Dec. 31, 2020.

Regarding food facility inspections and food recalls, the OIG report noted that, during the past two years, FDA updated IT systems and created internal dashboards to better track and improve inspections of domestic food facilities and food recalls. The agency conducted more timely followup inspections to ensure that significant violations are corrected and improved how it handles attempted inspections to ensure better use of resources.

FDA used tracking systems and updated audit plans to ensure that food recalls are conducted in a timely manner and procedures are followed throughout the process, the OIG report continued. Also, FDA launched its New Era of Smarter Food Safety initiative with goals such as enhanced traceability, improved predictive analytics, more rapid responses to outbreaks, reduced food contamination, and more.

OIG still has some unimplemented recommendations for FDA related to food safety. OIG still recommends that FDA consider seeking statutory authority to impose civil penalties through administrative proceedings against facilities that do not voluntarily comply with statutory and regulatory requirements.

OIG is also waiting for results from new FDA systems for tracking food recalls and FDA compliance actions to ensure that they are having their intended effects.

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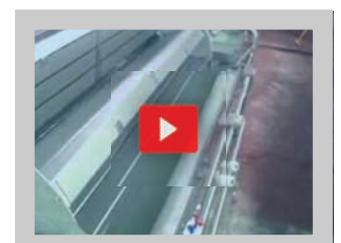
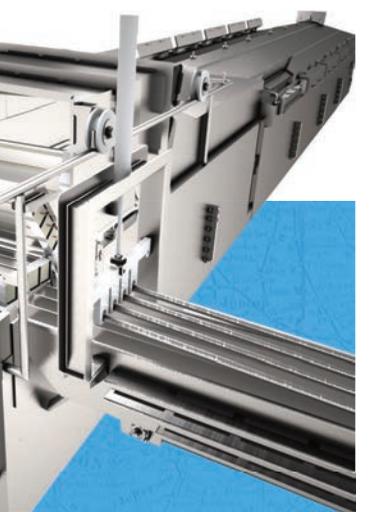
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## NCCIA Cheese Contest Auction Raises \$20,225; Breaks 2019 Record

Brookings, SD—A record total of \$20,225 was raised here earlier this month at the North Central Cheese Industries (NCCIA) 2021 Cheese Contest Auction, held during the association's annual conference.

The previous record was set in 2019 with a total of \$16,445.

Prairie Farms of Faribault, MN, earned top honors with its St. Pete's Select Blue Cheese with a score of 99.233 in the Miscellaneous Cheese category.

Winners and cheese auction buyers were as followed:

### Miscellaneous Cheese

**First place and Grand Champion:** Prairie Farms, Faribault, MN, St. Pete's Select. The eight-pound wheel was cut into two pieces for auction.

**Buyers:** Prairie Farms and Anderson Chemical each purchased one piece at \$800.

**Second place:** Justin Larson, Bon-gards' Creameries, Cheddar/Parmesan. The 40-pound cheese was cut into eight pieces.

**Buyers:** Milk Specialties purchased two pieces for \$825; Advanced Process Technologies (APT), Valley Queen Cheese and Loos Machine and Automation

each purchased one piece at \$825; and Hydrite, Chr. Hansen and Anderson Chemical each bought one piece at \$650.

**Third place:** Prairie Farms, Faribault, Amagorg Gorgonzola. The eight-pound wheel was cut into two pieces.

**Buyers:** Prairie Farms and Loos Machine and Automation each purchased one piece at \$425.

### 40-Pound Cheddar Block

**First place:** Josh Vanderbeek, Bon-gards' Creameries, Perham, MN. The 40-pound block was cut into eight pieces.

**Buyers:** Chr. Hansen, Nelson-Jameson, Valley Queen, Milk Specialties, Prairie Farms and Bon-gards' Creameries each purchased pieces at \$525. Vivolac Cultures and Membrane System Specialties purchased pieces at \$500.

**Second place:** Steve Schell, Land O'Lakes, Kiel, WI. The 40-pound block was cut into eight pieces.

**Buyers:** The following companies purchased one piece each at \$325: DSM Food Specialties, Nelson-Jameson, Vivolac Cultures, Milk Specialties, Advanced Process Technologies (APT), Valley Queen, Prairie Farms and Land O'Lakes.



The 2021 installment of the North Central Cheese Industries Association (NCCIA) Cheese Contest Auction drew a record total of \$20,225. The auction took place earlier this month at the NCCIA annual meeting in Brookings, SD. Center in the photo and representing this year's winner of the NCCIA cheese contest is Troy Gascoigne of Prairie Farms of Faribault, MN. Buyers of the winning Prairie Farms cheese were Tom Otto (left) of Prairie Farms and Steve Brennecke (right) of Anderson Chemical.

**Third place:** Justin Larson, Bon-gards' Creameries, Perham, MN. The 40-pound block was cut into eight pieces.

**Buyers:** The following companies purchased one piece each at \$325: Hydrite, Chr. Hansen, Loos Machine and Automation, Nelson-Jameson, Vivolac Cultures, Advanced Process Technologies (APT), Valley Queen, and Prairie Farms.

A Legacy Cheese, a first place Cheddar Block made by Trent Sterry of Associated Milk Producers, Inc. (AMPI), Blair, WI, in 2019, was donated by DSM's Kent Vogel. Vogel and DSM repurchased the Legacy Cheese for \$450 and redonated the cheese for the 2022 auction.

This year's NCCIA Online Cheese Auction garnered a total of

\$985.00. Buyers include RELCO, A Koch Separations Solutions Company, Chr. Hansen and SUEZ for \$100.00; Milk Specialties and Dahmes Stainless for \$150.00; and Land O'Lakes, \$385.00.

The NCCIA Cheese & Wine Baskets Silent Auction drew another \$1,900.00. Buyers include: Prairie Farms, \$800.00; Arrow Process Systems, \$700.00; *Cheese Reporter*, \$175.00; and the Wisconsin Cheese Makers Association (WCMA), \$225.000.

The NCCIA held its first auction 17 years ago. During that time, it has collected \$121,981 to help support student scholarships funds, which have gone to students at the University of Minnesota, South Dakota State University, and the University of Wisconsin-River Falls.

## Entry Open For American Cheese Society's Annual Judging, Competition

Minneapolis, MN—The American Cheese Society (ACS) this week opened online entry for its 2022 American Cheese Society Judging & Competition.

The contest will take place here May 19-20 at Huntington Bank Stadium on the University of Minnesota-Minneapolis campus.

Winners in each category, including Best of Show honorees, will be revealed at a special awards ceremony during the 39th ACS Annual Conference in Portland, OR, July 20-23, 2022.

The 2022 event is expected to receive 1,500 entries in 120 categories.

The regular entry deadline is Nov. 14. Cost is \$75 per entry. The late entry deadline Jan. 16, with a \$100 fee. No entries will be accepted after January 16, 2022.

Only submissions from ACS members are eligible to compete.

This includes cheese makers and cultured dairy producers; affineurs that operate within a licensed facility and procure cheese from a cheese maker or cultured dairy producer; second level producers and cheese processors; co-packers, designers and private labelers, organizers announced.

Cheeses entered in the competition will be received May 17-18, with judging May 19-20.

### Cheese Entry Requirements

Cheeses entered into the competition must be for sale to the general public at least six months prior to the start of contest.

Sale to the general public includes all retail shop sales, web sales, and farmers' markets. Cheeses that are sold exclusively to restaurants, or only at venues where an admission fee is charged do not qualify.

Contestants will also be required to provide the production date for each product entered, contest organizers said.

For more details and to register online, visit [www.cheesesociety.org/acs-competition-2022](http://www.cheesesociety.org/acs-competition-2022).

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## USDA To Resume Trade Missions; First Mission Will Be To UAB

Washington—The US Department of Agriculture (USDA) on Monday announced that in-person trade missions will resume early next year.

The last USDA-sponsored trade mission was held in November 2019, prior to COVID-related travel restrictions.

The first trade mission next year will be to Dubai, United Arab Emirates (UAE), Feb. 16-21, 2022.

“As international travel and activities resume, we are excited to bring back in-person trade missions and to bring them back better than before,” said Daniel Whitley, FAS administrator. “While the COVID-19 pandemic revealed some vulnerabilities in our food system, it also proved just how critical trade is to the global supply chain and to the future of American agriculture.

“As a result, we are focused on delivering more export opportunities to US farmers, ranchers, and exporters, so they have access to more markets and more consumers, which will lead to greater profitability,” Whitley added.

The USDA-sponsored trade mission to Dubai will focus on just that: providing more export opportunities while continuing to grow US agricultural sales to the UAE, where US agriculture and food exports averaged \$1.2 billion annually for the last five years.

US dairy exports to the UAE in recent years have ranged in value from \$31 million in 2012 to \$59.8 million in 2019; last year, they were valued at \$47.4 million.

Primary US dairy exports to the UAE, on a value basis, are cheese (\$21.1 million in 2020), ice cream (\$11.0 million in 2020) and nonfat dry milk (\$5 million in 2020).

The UAE boasts a growing consumer market (the country’s current population is almost 10 million) and offers strong potential for US exporters of dairy products, beef and beef products, snack foods, confectionary and baked goods, food preparations and other products, FAS noted.

The deadline to apply for the UAE trade mission is Nov. 8, 2021.

For more information about the mission, visit [www.fas.usda.gov/topics/trade-missions](http://www.fas.usda.gov/topics/trade-missions); or email [trademissions@usda.gov](mailto:trademissions@usda.gov).

## Calabro Acquired

(Continued from p. 1)

tribution platform serving the areas of New York, New England, and New Jersey, as well as the southern and western areas of the US.

“Rita Calabro and I are pleased to announce that after 68 years of our family producing and selling a quality line of fresh cheeses to place Calabro Cheese in the arms of Granarolo, a well-respected Italian company with a long and storied tradition in the dairy industry both in and outside of Europe. We are convinced that with our two teams working together we can increase the business in the United States,” said Frank Angeloni, chairman of Calabro Cheese Corp.

The acquisition of Calabro Cheese will enable Granarolo to build a strategic platform to distribute a wide range of typical and protected designation of origin (PDO) products from Italy and, therefore, also to enhance an Italian raw material, at a time when there is a significant stagnation of the domestic market, Granarolo noted.

For Granarolo, foreign sales in 2020 accounted for 33 percent of total sales, a percentage that is rising year by year. The US has been a target country for quite some time, but the pandemic slowed the scouting operations and the finalization of an acquisition that was essential to managing such vast territories. Granarolo’s 2021-2025 strategic plan includes other acquisitions with a focus on dairy producers in strategic markets.

“The consolidation of Granarolo in the USA is an important step in

the group’s foreign growth policy,” said Gianpiero Calzolari, chairman of Granarolo S.p.A. “The goal is to replicate the positive performance achieved in other markets, such as the French market, where we have grown significantly, reaching a volume share of 18.5 percent of the total Italian dairy segment.

“The United States will be the target country of 2022,” Calzolari continued. “We have found a fantastic company, with operations focused on quality, high standard levels and excellent management skills. We will aim to strengthen our productions, by adding the hard cheeses to a well-established distribution platform and to boost the knowledge of our superior products on the US market.”

### Gorgonzola Producer Acquired

Meanwhile, Granarolo S.p.A. last week announced the acquisition of Mario Costa S.p.A., a producer of PDO Gorgonzola cheese.

Mario Costa S.p.A. has a turnover of around 15 million euros (\$17.4 million) and processes about 20,000 tons of milk per year in the area defined by the PDO in Lombardy according to Granarolo. Turnover is mainly developed on the Italian market; exports represent 31 percent of turnover and the main countries in which it operates are Europe (e.g., Great Britain) and overseas (e.g., Japan and the US).

“We are particularly pleased with the acquisition of Mario Costa S.p.A.,” Calzolari said. “It represents the first acquisition of the group since the beginning of the pandemic and the implementation of the important strategic 2021-2025 plan which will mainly

focus on the enhancement of Italian excellence both in our own country and abroad.

“The acquisition allows Granarolo to process more Italian milk, enter the Gorgonzola market with an epic brand, a high-quality product and a state-of-the-art factory plant,” Calzolari continued. “Gorgonzola is a primary entry the catalogs of the world’s leading retailers and we are sure that we can contribute to strengthening the presence of the Mario Costa brand in the countries it which it already operates, and also expand the range of action to those countries where Granarolo has been operating for longer or have been identified as target countries. The Fileppo Zop siblings and the 32 historic employees of the dairy factory will continue to operate alongside us.”

“We believe that this agreement with Granarolo can generate the conditions to achieve premium positioning of our Gorgonzola products. A production chain company, close to the territories, which focuses strongly on quality and internationalization such as Granarolo, will on the one hand have the expertise to safeguard the tradition and excellence of our PDO product and, on the other, identify new enthusiasts both in Italy and abroad,” commented Federica and Davide Fileppo Zop, former owners of Mario Costa S.p.A.

The Granarolo Group comprises two distinct yet complementary areas: the agricultural consortium of milk producers, Granlatte, which collects the milk, and the joint stock company, Granarolo S.p.A, which processes and sells the finished product.

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# COMING EVENTS

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

## UVM To Launch New Artisan Cheese, Sensory Fundamentals Online Program

**Burlington, VT**—The University of Vermont has created a new foundational, four-week online program for cheese mongers, food systems professionals, and aspiring cheese makers.

The university's new non-credit Artisan Cheese & Sensory Fundamentals Professional Certificate program is designed to support the educational needs of cheese mongers, novice cheese makers, restaurant staff, and food systems professionals.

It will be led by Tom Perry, national cheese sales manager for Shelburne Farms since 2017, organizers stated.

It's especially targeted to those new to the cheese industry or who

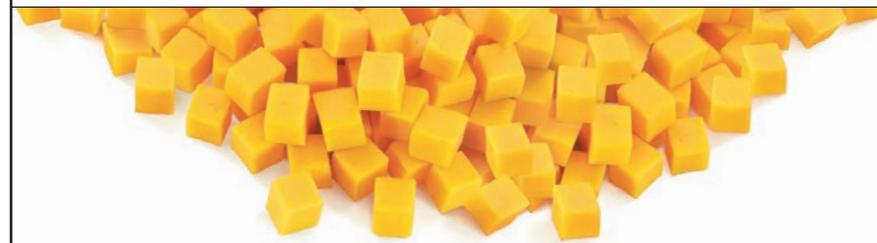
have some basic knowledge, but want a more holistic foundation.

Content is geared towards aspiring cheese makers who desire to grow and professionalize, and chefs who want to expand their knowledge of artisan cheese.

Cheese mongers will learn more about cheese and sensory evaluation, and food system professionals will receive information and advice on successful cheese sales and marketing strategies.

Specifically, it will teach students about different categories of cheese, rind development and aging; help beginning cheese makers, cheese mongers, and other people working within the food system build knowledge around

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### PLANNING GUIDE

**Jan. 16-18, 2022:** Winter Fancy Food Show, Moscone Center, San Francisco, CA. Visit [www.specialtyfood.com](http://www.specialtyfood.com) for more information.

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- I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including multiple damages and civil penalties).

## Early Registration Open For Yogurt & Cultured Products, Ice Cream Events

**Bonita Springs, FL**—Early registration is open for two popular, concurrent conferences hosted by the International Dairy Foods Association (IDFA) – the Ice Cream Technology Conference and the Yogurt & Cultured Innovation Conference.

Both events will be co-located at the Hyatt Regency Coconut Point Resort here March 29-30.

IDFA's Yogurt & Cultured Innovation Conference is designed for professionals in the yogurt and cultured dairy products field, including executives, marketers, plant operations, research and development, and quality assurance staff.

Attendees will learn what's new in cultures, ingredients, processing technology and packaging. They will be introduced to new ingredi-

ents and products showcased in the Innovative Product Contest.

Other topics of discussion include consumer trends, retail sales and product marketing data; quality and nutrition enhancement of cultured dairy products; use of pre- and probiotics to deliver added value to consumers; original responses to government standards of identity; novel ingredients, cultures, flavoring and sweeteners for the dairy industry; and efficiency, cost-saving ideas and sustainability improvements for processing, packaging and distribution.

**Ice Cream Technology Conference** Registration is also open for IDFA's Ice Cream Technology Conference, which focuses on innovations in frozen dessert research, technology and new market trends.

ing the benefits, expectations and resources available through internship programs.

The webinar will also include Jill Swanson, resources talent partner for Grande Cheese. Swanson will lead a question/answer session during the second half of the program.

The event is free and open exclusively to WCMA members. For questions or to sign up, contact WCMA senior director of programs and policy Rebekah Sweeney: [rsweeney@wischeesemakers.org](mailto:rsweeney@wischeesemakers.org).

types of cheeses and the foundations of cheese; and introduce students to various career pathways in the cheese industry.

It will also equip students with the ability to conduct sensory evaluations for different types of cheese.

The registration deadline and start date for the course is Jan. 19, 2022. The four-week program requires between eight and 10 hours of study each week, and cost is \$750 per student. There is also a 20 percent discount for UVM affiliates.

To register online, visit [www.learn.uvm.edu/program/certificate-in-artisan-cheese](http://www.learn.uvm.edu/program/certificate-in-artisan-cheese).

Participants will learn about food safety, labeling and regulations that affect the industry, along with technical and practical processing issues in the ice cream and frozen dessert sectors.

It also features networking opportunities, hands-on sessions and product tasting, including the annual Innovative Ice Cream Flavor Competition.

Personnel involved in ice cream and frozen dessert technology – plant managers, research and development professionals, regulatory compliance personnel, and quality assurance staff are encouraged to attend.

Speakers will highlight trends, retail sales and product marketing data; food safety and third party auditing for frozen desserts; innovations in processing, freezing, and packaging equipment for ice cream and novelties; and government standards and regulations.

Critical topics such as novel ingredients, flavoring, and sweeteners for the ice cream industry; and efficiency, cost saving ideas and sustainability improvements for processing, packaging, sanitation and distribution will also be discussed.

Early registration for both conferences ends Dec. 17. Cost to attend before the deadline is \$1,100 per IDFA member and \$1,375 for non-members. After Dec. 17, cost is \$1,200 for members and \$1,475 for non-members. A reduced price of \$395 is available for students and government personnel.

To sign up for either event online, visit [www.idfa.org/events](http://www.idfa.org/events).

## WCMA Webinar Looks At Successful Internship Programs

**Madison**—Members of the Wisconsin Cheese Makers Association (WCMA) are invited to a free webinar on how to create and maintain a successful internship program, and how such programs benefit parent companies.

The webinar will be held Nov. 16. It begins with Tim Strait, coordinator of the Wisconsin Internship Initiative, outlin-



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 \*All positions and job offers are pending physical capabilities testing, background checks, and drug/alcohol screening.

### Dairy Product Stocks in Cold Storage

TOTAL STOCKS AS REPORTED BY USDA (in thousands of pounds unless indicated)

|               | Stocks in All Warehouses |                  |                  | September 30, 2021 as a % of |             | Public Warehouse Stocks |
|---------------|--------------------------|------------------|------------------|------------------------------|-------------|-------------------------|
|               | Sept 30 2020             | Aug 31 2021      | Sept 30 2021     | Sept 30 2020                 | Aug 31 2021 | Sept 30 2021            |
| <b>Butter</b> | 343,948                  | 362,708          | 330,103          | 96                           | 91          | 310,724                 |
| <b>Cheese</b> |                          |                  |                  |                              |             |                         |
| American      | 772,552                  | 827,099          | 844,135          | 109                          | 102         |                         |
| Swiss         | 20,762                   | 22,475           | 22,270           | 107                          | 99          |                         |
| Other         | 560,676                  | 583,560          | 592,182          | 106                          | 101         |                         |
| <b>Total</b>  | <b>1,353,990</b>         | <b>1,433,134</b> | <b>1,458,587</b> | <b>108</b>                   | <b>102</b>  | <b>1,149,800</b>        |

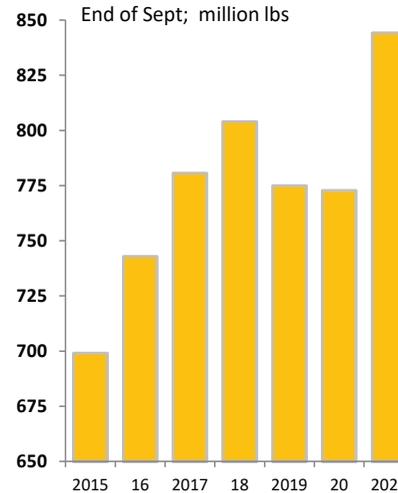
### DAIRY FUTURES PRICES

SETTLING PRICE

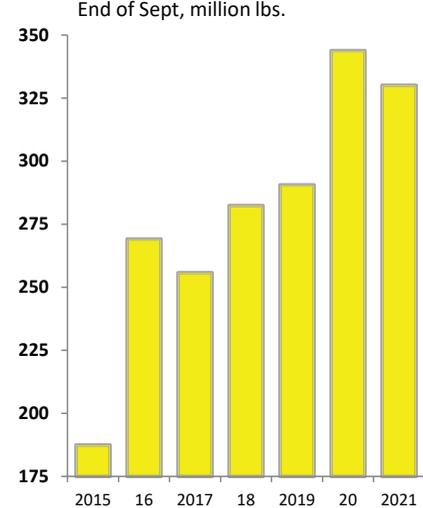
\*Cash Settled

| Date                      | Month    | Class III     | Class IV     | Dry Whey     | NDM          | Block Cheese | Cheese*       | Butter*      |
|---------------------------|----------|---------------|--------------|--------------|--------------|--------------|---------------|--------------|
| 10-22                     | Oct 21   | 17.87         | 17.05        | 54.725       | 136.000      | 1.805        | 1.7710        | 177.500      |
| 10-25                     | Oct 21   | 17.86         | 17.05        | 54.725       | 136.000      | 1.805        | 1.7710        | 178.000      |
| 10-26                     | Oct 21   | 17.86         | 17.05        | 54.725       | 136.000      | 1.805        | 1.7710        | 178.000      |
| 10-27                     | Oct 21   | 17.87         | 17.05        | 54.725       | 135.975      | 1.805        | 1.7710        | 176.525      |
| 10-28                     | Oct 21   | 17.85         | 17.05        | 54.725       | 135.975      | 1.805        | 1.7710        | 177.000      |
| 10-22                     | Nov 21   | 19.61         | 18.29        | 59.950       | 146.750      | 1.885        | 1.9200        | 185.350      |
| 10-25                     | Nov 21   | 19.37         | 18.29        | 58.800       | 146.750      | 1.875        | 1.8990        | 186.250      |
| 10-26                     | Nov 21   | 18.74         | 18.29        | 58.250       | 145.750      | 1.810        | 1.8350        | 189.000      |
| 10-27                     | Nov 21   | 18.84         | 18.29        | 58.000       | 145.300      | 1.810        | 1.8510        | 189.000      |
| 10-28                     | Nov 21   | 18.55         | 18.37        | 57.550       | 145.625      | 1.786        | 1.8210        | 191.000      |
| 10-22                     | Dec 21   | 19.43         | 18.65        | 61.525       | 151.500      | 1.859        | 1.8900        | 183.200      |
| 10-25                     | Dec 21   | 19.14         | 18.62        | 61.525       | 150.975      | 1.859        | 1.8630        | 186.250      |
| 10-26                     | Dec 21   | 18.60         | 18.61        | 60.750       | 149.475      | 1.820        | 1.8070        | 188.025      |
| 10-27                     | Dec 21   | 18.71         | 18.70        | 60.750       | 148.925      | 1.816        | 1.8130        | 190.000      |
| 10-28                     | Dec 21   | 18.51         | 18.80        | 60.825       | 150.000      | 1.780        | 1.7990        | 189.075      |
| 10-22                     | Jan 22   | 18.77         | 18.58        | 61.875       | 151.900      | 1.819        | 1.8210        | 182.550      |
| 10-25                     | Jan 22   | 18.60         | 18.52        | 61.875       | 150.975      | 1.819        | 1.8110        | 184.400      |
| 10-26                     | Jan 22   | 18.41         | 18.58        | 61.500       | 148.975      | 1.790        | 1.7920        | 187.500      |
| 10-27                     | Jan 22   | 18.50         | 18.51        | 61.500       | 148.525      | 1.790        | 1.7930        | 187.050      |
| 10-28                     | Jan 22   | 18.46         | 18.72        | 61.150       | 150.500      | 1.790        | 1.7900        | 187.775      |
| 10-22                     | Feb 22   | 18.48         | 18.39        | 61.750       | 150.000      | 1.813        | 1.7940        | 182.250      |
| 10-25                     | Feb 22   | 18.35         | 18.39        | 61.750       | 150.250      | 1.813        | 1.7940        | 183.220      |
| 10-26                     | Feb 22   | 18.33         | 18.48        | 61.725       | 147.650      | 1.813        | 1.7800        | 188.750      |
| 10-27                     | Feb 22   | 18.37         | 18.48        | 61.650       | 148.350      | 1.813        | 1.7810        | 188.675      |
| 10-28                     | Feb 22   | 18.33         | 18.70        | 61.000       | 150.025      | 1.813        | 1.7810        | 188.3925     |
| 10-22                     | Mar 21   | 18.41         | 18.48        | 61.500       | 149.000      | 1.811        | 1.7900        | 186.000      |
| 10-25                     | Mar 21   | 18.29         | 18.48        | 61.475       | 149.000      | 1.811        | 1.7850        | 187.525      |
| 10-26                     | Mar 21   | 18.38         | 18.55        | 61.250       | 146.900      | 1.811        | 1.7730        | 192.975      |
| 10-27                     | Mar 21   | 18.37         | 18.59        | 61.825       | 146.775      | 1.811        | 1.7800        | 192.025      |
| 10-28                     | Mar 21   | 18.35         | 18.65        | 61.350       | 147.900      | 1.811        | 1.7810        | 192.550      |
| 10-22                     | April 21 | 18.34         | 18.35        | 60.000       | 146.750      | 1.831        | 1.7900        | 188.250      |
| 10-25                     | April 21 | 18.32         | 18.35        | 60.000       | 148.200      | 1.831        | 1.7850        | 189.950      |
| 10-26                     | April 21 | 18.26         | 18.42        | 60.500       | 144.400      | 1.831        | 1.7800        | 193.000      |
| 10-27                     | April 21 | 18.35         | 18.49        | 60.500       | 144.925      | 1.831        | 1.7860        | 193.750      |
| 10-28                     | April 21 | 18.35         | 18.50        | 60.500       | 145.150      | 1.831        | 1.7860        | 193.250      |
| 10-22                     | May 22   | 18.36         | 18.25        | 60.100       | 145.450      | 1.840        | 1.7950        | 189.000      |
| 10-25                     | May 22   | 18.33         | 18.32        | 60.100       | 145.725      | 1.840        | 1.7920        | 190.475      |
| 10-26                     | May 22   | 18.63         | 18.42        | 60.325       | 143.750      | 1.840        | 1.7850        | 195.450      |
| 10-27                     | May 22   | 18.39         | 18.46        | 60.325       | 144.000      | 1.840        | 1.7930        | 195.750      |
| 10-28                     | May 22   | 18.38         | 18.47        | 60.325       | 144.500      | 1.840        | 1.7900        | 196.000      |
| 10-22                     | June 22  | 18.38         | 18.30        | 58.750       | 144.500      | 1.837        | 1.8010        | 189.750      |
| 10-25                     | June 22  | 18.34         | 18.31        | 58.500       | 145.000      | 1.837        | 1.7980        | 191.025      |
| 10-26                     | June 22  | 18.34         | 18.40        | 59.000       | 143.975      | 1.837        | 1.7920        | 195.975      |
| 10-27                     | June 22  | 18.43         | 18.46        | 59.000       | 144.000      | 1.837        | 1.7990        | 196.000      |
| 10-28                     | June 22  | 18.38         | 18.48        | 59.000       | 144.250      | 1.837        | 1.7990        | 195.025      |
| 10-22                     | July 22  | 18.44         | 18.28        | 58.000       | 144.875      | 1.811        | 1.8080        | 189.000      |
| 10-25                     | July 22  | 18.44         | 18.28        | 58.000       | 145.375      | 1.811        | 1.8080        | 191.275      |
| 10-26                     | July 22  | 18.41         | 18.35        | 58.500       | 144.575      | 1.811        | 1.8110        | 196.950      |
| 10-27                     | July 22  | 18.46         | 18.45        | 58.000       | 144.275      | 1.811        | 1.8110        | 197.000      |
| 10-28                     | July 22  | 18.40         | 18.53        | 58.000       | 144.350      | 1.811        | 1.8110        | 196.000      |
| 10-22                     | Aug 22   | 18.43         | 18.28        | 57.750       | 144.800      | 1.816        | 1.8150        | 189.025      |
| 10-25                     | Aug 22   | 18.43         | 18.31        | 57.750       | 145.350      | 1.816        | 1.8140        | 191.775      |
| 10-26                     | Aug 22   | 18.41         | 18.30        | 58.250       | 144.500      | 1.816        | 1.8100        | 194.825      |
| 10-27                     | Aug 22   | 18.48         | 18.38        | 58.250       | 143.800      | 1.816        | 1.8150        | 196.500      |
| 10-28                     | Aug 22   | 18.45         | 18.50        | 58.250       | 144.000      | 1.816        | 1.8130        | 197.000      |
| <b>Interest - Oct. 28</b> |          | <b>25,441</b> | <b>7,337</b> | <b>3,318</b> | <b>8,469</b> | <b>3,234</b> | <b>19,720</b> | <b>8,095</b> |

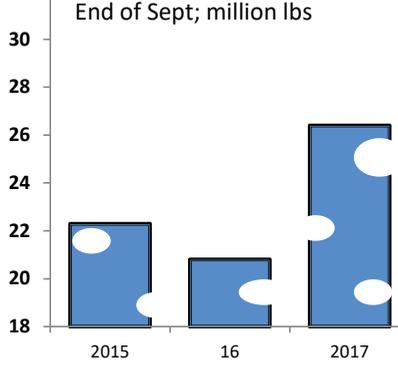
#### American-Type Cheese Stocks



#### Butter Stocks

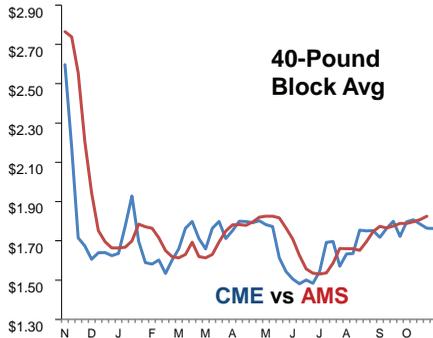


#### Swiss Cheese Stocks



### DAIRY PRODUCT SALES

**October 27, 2021—AMS' National Dairy Products Sales Report.** Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM. \*Revised



| Week Ending   | Oct. 23               | Oct. 16     | Oct. 9      | Oct. 2      |
|---|-----------------------|-------------|-------------|-------------|
| <b>40-Pound Block Cheddar Cheese Prices and Sales</b>                       |                       |             |             |             |
| <b>Weighted Price</b>   | <b>Dollars/Pound</b>  |             |             |             |
| US  | 1.8251                | 1.8077      | 1.7973      | 1.7887      |
| <b>Sales Volume</b>   |                       |             |             |             |
| US  | 12,373,004            | 14,044,218  | 12,682,875  | 12,165,280  |
| <b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Content</b> |                       |             |             |             |
| <b>Weighted Price</b>   | <b>Dollars/Pound</b>  |             |             |             |
| US  | 1.8661                | 1.8041*     | 1.7162*     | 1.6409      |
| <b>Adjusted to 38% Moisture</b>   |                       |             |             |             |
| US  | 1.7848                | 1.7228*     | 1.6368*     | 1.5642      |
| <b>Sales Volume</b>   | <b>Pounds</b>         |             |             |             |
| US  | 12,768,571            | 12,587,370  | 13,437,153* | 12,226,042  |
| <b>Weighted Moisture Content</b>  | <b>Percent</b>        |             |             |             |
| US  | 35.18                 | 35.07       | 34.99       | 34.96       |
| <b>AA Butter</b>  |                       |             |             |             |
| <b>Weighted Price</b>   | <b>Dollars/Pound</b>  |             |             |             |
| US  | 1.7825                | 1.7212*     | 1.7583      | 1.7654*     |
| <b>Sales Volume</b>   | <b>Pounds</b>         |             |             |             |
| US  | 3,098,611             | 2,722,142*  | 3,190,516   | 2,826,543*  |
| <b>Extra Grade Dry Whey Prices</b>  |                       |             |             |             |
| <b>Weighted Price</b>   | <b>Dollars/Pounds</b> |             |             |             |
| US  | 0.5559                | 0.5413*     | 0.5361*     | 0.5299      |
| <b>Sales Volume</b>   |                       |             |             |             |
| US  | 5,283,144             | 5,875,860*  | 5,352,064*  | 4,820,188   |
| <b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>                         |                       |             |             |             |
| <b>Average Price</b>  | <b>Dollars/Pound</b>  |             |             |             |
| US  | 1.3845                | 1.3538*     | 1.3438*     | 1.3144*     |
| <b>Sales Volume</b>   | <b>Pounds</b>         |             |             |             |
| US  | 19,625,098            | 18,009,487* | 14,799,429* | 21,209,400* |

### CHEESE REPORTER SUBSCRIBER SERVICE CARD

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**TYPE OF BUSINESS:**

Cheese Manufacturer

Cheese Processor

Cheese Packager

Cheese Marketer(broker, distributor, retailer)

Other processor (butter, cultured products)

Whey processor

Food processing/Foodservice

Supplier to dairy processor

**JOB FUNCTION:**

Company Management

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# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - OCT. 22:** Cheese makers reported spot milk prices from \$1.00 under Class to \$.25 over Class in the Midwest. Spot milk trading was fairly quiet in general, and northeastern cheese producers say there are pockets of tightness regarding milk availability. Cheese production generally has been somewhat busy, despite reports of employee shortages and other logistical snags growing in regularity in recent months. Demand notes ring true across the regions. Retail demand has strengthened seasonally, across the board. CME prices have thrown a curveball a market participants. Cheese contacts in the western region relay block inventories are more available than barrels.

**NORTHEAST - OCT. 27:** Northeast cheese makers are working through strong production schedules. Available milk volumes are clearing to Class III and keeping plants mostly full. Cheese markets are firm on mixed undertones. Supply chain challenges continue to impact the dairy industry. Educational institutions' meal options are limited in numerous areas, as some manufacturers are not able to deliver orders or fulfill immediate needs. Cheese demands are stable in the retail and restaurant sectors. Manufacturers' customers are ordering a firm amount of cheese supplies. The block and barrel cheese price relationship on CME Group trading is currently inverted, with the barrel price above that of the block price.

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

Cheddar 40-lb blocks: \$2.2175 - \$2.5050 Process 5-lb sliced: \$1.9300 - \$2.4100  
Muenster: \$2.2050 - \$2.5550 Swiss Cuts 10-14 lbs: \$3.3050 - \$5.6275

**MIDWEST AREA - OCT. 27:** Cheese makers are busy. Plant managers report existing employees working overtime to fulfill needs is the strategy, and even then there are shifts not being staffed. Cheese customers have been very busy. Demand notes from across the cheese varietal spectrum have been strong. Curd producers say they are falling behind. Barrel producers relay loads are less available, but they still have an occasional spot for offer. Spot milk prices, at the midway point of the week, are from Class to \$1 over Class III. Even with plant outages in the region and growing milk output, milk usage has kept offers quieter this week. Cheese market tones are unsteady, as barrel prices push well above those of block prices.

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

Blue 5# Loaf : \$2.4025 - \$3.4700 Mozzarella 5-6#: \$1.9325 - \$2.8775  
Brick 5# Loaf: \$2.1325 - \$2.5575 Muenster 5# Loaf: \$2.1325 - \$2.5575  
Cheddar 40# Block: \$1.8550 - \$2.2550 Process 5# Loaf: \$1.9150 - \$2.2750  
Monterey Jack 10# \$2.1075 - \$2.3125 Grade A Swiss 6-9#: \$2.8200 - \$2.9375

**WEST - OCT. 27:** Foodservice cheese demand remains steady, and retail sales are even year over year. Export interest is healthy, but ports are still congested and shipping is not without difficulties. Production at some plants is limited by staffing shortages, but other facilities are able to operate at capacity and work through ample milk supplies. Inventories are plentiful and growing, although block availability is said to be looser than barrels. As of reporting, the inversion of the block and barrel spread has grown to 9 cents on the CME, and some contacts believe tighter barrel supplies may be a contributing factor. However, some older barrels are reportedly available at a discount.

**Wholesale prices delivered, dollars per/lb:** Monterey Jack 10#: \$2.0800 - \$2.3550  
Cheddar 10# Cuts: \$2.0925 - \$2.2925 Process 5# Loaf: \$1.9325 - \$2.1875  
Cheddar 40# Block: \$1.8450 - \$2.3350 Swiss 6-9# Cuts: \$3.1125 - \$3.5425

**FOREIGN -TYPE CHEESE - OCT. 27:** Demand for European cheese is strong. Manufacturing output continues to be supplemented by aging stocks to meet current buying interest. There is more cheese production capacity than is being used, but milk inputs constrain schedule expansion. Food service cheese orders are higher. Export demand for cheese is stable, notwithstanding high freight and container costs. This has resulted in an inability to accept new orders through October. Cheese production is likely to be reduced in coming weeks as milk inputs decline. There will soon be a greater reluctance to dip into aging stocks to fill current orders. As a result, November price increases for hard cheese are anticipated.

| Selling prices, delivered, dollars per/lb: | Imported          | Domestic          |
|--|-------------------|-------------------|
| Blue:                                      | \$2.6400 - 5.2300 | \$2.2250 - 3.7125 |
| Gorgonzola:                                | \$3.6900 - 5.7400 | \$2.7325 - 3.4500 |
| Parmesan (Italy):                          | 0                 | \$3.6125 - 5.7025 |
| Romano (Cows Milk):                        | 0                 | \$3.4150 - 5.5700 |
| Sardo Romano (Argentine):                  | \$2.8500 - 4.7800 | 0                 |
| Reggianito (Argentine):                    | \$3.2900 - 4.7800 | 0                 |
| Jarlsberg (Brand):                         | 0                 | 0                 |
| Swiss Cuts Switzerland:                    | 0                 | \$3.3400 - 3.6650 |
| Swiss Cuts Finnish:                        | \$2.6700- 2.9300  | 0                 |

## WHOLESALE BUTTER MARKETS - OCTOBER 27

**WEST:** Stakeholders are trying to find a home for cream after a large dairy manufacturer unexpectedly and temporarily went offline, leaving the company unable to receive and process loads. Foodservice demand for butter is holding steady; contacts report that retail demand has softened. Fresh inventories of butter are tight, though older inventories of butter are available to meet current market demands. Labor shortages are causing producers to run shortened schedules. Butter producers are running busy schedules, when able, to fulfill purchase requests. Tighter fresh butter availability and limited production are contributing to higher prices.

**CENTRAL:** Butter producers say cream remains tight. Production schedules are reportedly stunted, due primarily to plant employee and driver shortages. There have been improvements in hiring, but the time frame for a more normal (comfortable) pro-

duction situation is unpredictable, according to plant managers. As manufacturing geared for holiday retail orders surges, bulk butter availability has declined and prices have done the opposite. Butter market tones are notably bullish, with varying expectations moving ahead. Some suggest this shift could be short-lived, while others are viewing 2022 through a different lens.

**NORTHEAST:** Spot milk is not as available as in prior weeks and spot cream prices are higher than what most butter makers are willing to pay, in a tight East cream market. Butter makers are running moderate to fairly light production schedules due to the limited milk/cream receipts. Wholesale spot butter prices continue to gain ground, drawing support from rising demand for new product and rousing interest from end-users. Foodservice and retail orders are maintaining last week's activity levels with good demand.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads decreased 2 percent from last week. Organic dairy ads decreased 47 percent. Ads for conventional ice cream in 48- to 64-ounce containers, the most advertised conventional item this week, are up 31 percent. The national average price for conventional ice cream in 48- to-64-ounce containers is \$3.13, up \$0.11 from last week.

The national average price for butter in a 1-pound package is \$3.36, up 15 cents from last week. There are no ads for organic butter. Conventional cheese ads increased 8 percent from last week. The most advertised cheese item this week is conventional 8-ounce shred cheese, featured in 17 percent fewer ads than last week. The average price for conventional 8-ounce shred cheese is \$2.47, up 8 cents. There are no ads for organic cheese this week.

Conventional yogurt ad numbers are down 39 percent, while organic yogurt ads dropped 41 percent. Conventional Greek yogurt in 4- to 6-ounce containers, the most advertised conventional yogurt item, has a weighted average advertised price of \$0.99, down \$0.03 from last week. There are no ads for 4- to 6-ounce organic yogurt.

## RETAIL PRICES - CONVENTIONAL DAIRY - OCTOBER 29

| Commodity             | US   | NE   | SE   | MID  | SC   | SW   | NW   |
|-----------------------|------|------|------|------|------|------|------|
| Butter 1#             | 3.36 | 3.52 | 3.00 | 3.71 | 3.25 | 2.87 | 3.54 |
| Cheese 8 oz block     | 2.58 | 2.30 | 2.70 | 2.58 | 2.40 | 2.33 | 2.50 |
| Cheese 1# block       | 3.42 | 3.99 | 4.77 | 2.47 | 4.78 | 3.40 | 2.47 |
| Cheese 2# block       | 6.15 | NA   | NA   | 5.71 | NA   | 7.07 | 5.33 |
| Cheese 8 oz shred     | 2.47 | 2.54 | 2.37 | 2.59 | 2.21 | 2.41 | 2.85 |
| Cheese 1# shred       | 3.25 | 4.99 | NA   | 2.73 | 2.76 | 3.26 | 2.47 |
| Cottage Cheese        | 2.07 | 2.34 | 1.99 | 2.00 | 1.80 | NA   | 1.67 |
| Cream Cheese          | 1.61 | 1.41 | 1.75 | 1.73 | 1.57 | 1.78 | 1.69 |
| Egg Nog quart         | 3.01 | 3.23 | NA   | 3.77 | 1.99 | NA   | NA   |
| Egg Nog 1/2 gallon    | 4.49 | 4.49 | NA   | 4.49 | NA   | NA   | NA   |
| Ice Cream 48-64 oz    | 3.13 | 3.13 | 3.34 | 3.01 | 3.38 | 2.79 | 3.07 |
| Milk 1/2 gallon       | 2.59 | 2.59 | NA   | .88  | NA   | NA   | NA   |
| Milk gallon           | 3.46 | 4.29 | NA   | NA   | 3.37 | NA   | 2.50 |
| Sour Cream 16 oz      | 1.75 | 1.95 | 1.62 | 1.86 | 1.84 | 1.82 | 1.36 |
| Yogurt (Greek) 4-6 oz | .99  | 1.02 | 1.00 | .98  | .98  | .93  | 1.00 |
| Yogurt (Greek) 32 oz  | 4.37 | 4.37 | 5.00 | 5.00 | 4.26 | 3.49 | 4.02 |
| Yogurt 4-6 oz         | .50  | .54  | .50  | .50  | .51  | .60  | .48  |
| Yogurt 32 oz          | 3.01 | 3.15 | NA   | NA   | 1.88 | .NA  | 1.79 |

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

## ORGANIC DAIRY - RETAIL OVERVIEW

| National Weighted Retail Avg Price: | Yogurt 32 oz:        | \$3.80 |
|-------------------------------------|----------------------|--------|
| Butter 1 lb:                        | Greek Yogurt 4-6 oz: | NA     |
| Cheese 8 oz shred:                  | Greek Yogurt 32 oz:  | \$3.56 |
| Cheese 8 oz block:                  | Milk 1/2 gallon:     | \$4.13 |
| Cream Cheese 8 oz:                  | Milk gallon:         | NA     |
| Cottage Cheese 16 oz:               | Sour Cream 16 oz:    | NA     |
| Yogurt 4-6 oz:                      | Ice Cream 48-64 oz:  | NA     |

## NDM PRODUCTS - OCTOBER 28

**NDM - CENTRAL:** NDM production and freight have been hindered by staffing shortages in recent months. Dairy balancing plants have been squeezed across the board. Condensed skim availability has been steady, but production is less than steady. Production of high heat NDM is limited in general, but even shorter due to the same limitations mentioned regarding low/medium heat NDM. Market tones are bullish in the near term.

**NDM - WEST:** Demand for low/medium heat NDM is steady. Stakeholders say that some traders are limiting their purchasing, due to the current high prices. International demand is strong; purchasers in Mexico continue to purchase export loads of low/medium heat NDM. Port congestion and a shortage of truck drivers are causing delays to loads. Inventories of low/medium heat NDM are available to meet near term needs, though some contacts report decreasing spot availability. Milk supplies are available for production. Despite this, drying operations are running below capacity due to a shortage of labor. Plant managers are focusing their schedules on low/medium heat NDM and skim

milk powder, limiting production of high heat NDM. High heat NDM inventories continue to be tight. Demand is limited.

**NDM - EAST:** Eastern low/medium heat NDM trading activity picked up this week. Prices are moving in a somewhat tighter pocket, and most trades are taking place in the low \$1.50s. High heat NDM trading picked up in the East, as well. Prices for high heat NDM moved quite a bit higher on the range this week. Low/medium heat and high heat NDM availability has become more limited in recent weeks. High heat demand, along with prices customers were willing to pay, moved up this week. End users in need of some near term loads became less hesitant to pay up.

**LACTOSE:** Production is steady, and demand outside of contracts is lackluster. Industry contacts say lactose inventories continue to grow. While much of the stockpile is committed and waiting to ship, warehouses are getting filled. Manufacturers are eager to move any lactose that will ship. In some cases, buyers are picking up lactose at lower prices for immediate shipment.

## WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

| DATE           | BUTTER | CHEESE |
|----------------|--------|--------|
| 10/25/21       | 49,435 | 83,708 |
| 10/01/21       | 57,019 | 82,685 |
| Change         | -7,584 | 1,023  |
| Percent Change | -13    | 1      |

## CME CASH PRICES - OCTOBER 25 - 29, 2021

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

|                                 | 500-LB<br>CHEDDAR             | 40-LB<br>CHEDDAR              | AA<br>BUTTER                  | GRADE A<br>NDFM               | DRY<br>WHEY                   |
|---------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| <b>MONDAY</b><br>October 25     | \$1.8600<br>(-¼)              | \$1.8200<br>(+1)              | \$1.8650<br>(+3)              | \$1.5375<br>(NC)              | \$0.6250<br>(+¾)              |
| <b>TUESDAY</b><br>October 26    | \$1.8300<br>(-3)              | \$1.7725<br>(-4¾)             | \$1.9300<br>(+6½)             | \$1.5450<br>(+¾)              | \$0.6200<br>(-½)              |
| <b>WEDNESDAY</b><br>October 27  | \$1.8475<br>(+1¾)             | \$1.7575<br>(-1½)             | \$1.9400<br>(+1)              | \$1.5275<br>(-1¾)             | \$0.6225<br>(+¼)              |
| <b>THURSDAY</b><br>October 28   | \$1.8275<br>(-2)              | \$1.7225<br>(-3½)             | \$1.9400<br>(NC)              | \$1.5525<br>(+2½)             | \$0.6125<br>(-½)              |
| <b>FRIDAY</b><br>October 29     | \$1.8200<br>(-¾)              | \$1.6750<br>(-4¾)             | \$1.9400<br>(NC)              | \$1.5575<br>(+½)              | \$0.6300<br>(+1¼)             |
| <b>Week's AVG \$<br/>Change</b> | <b>\$1.8370<br/>(+0.0130)</b> | <b>\$1.7495<br/>(-0.0145)</b> | <b>\$1.9230<br/>(+0.1125)</b> | <b>\$1.5440<br/>(+0.0130)</b> | <b>\$0.6230<br/>(+0.0170)</b> |
| <b>Last Week's<br/>AVG</b>      | <b>\$1.8240</b>               | <b>\$1.7640</b>               | <b>\$1.8105</b>               | <b>\$1.5310</b>               | <b>\$0.6060</b>               |
| <b>2020 AVG<br/>Same Week</b>   | <b>\$2.4755</b>               | <b>\$2.7745</b>               | <b>\$1.4100</b>               | <b>\$1.0910</b>               | <b>\$0.3960</b>               |

## MARKET OPINION - CHEESE REPORTER

**Cheese Comment:** No blocks were sold Monday; the price increased on an unfilled bid for 1 car at \$1.8200. No blocks were sold Tuesday; the price fell on an uncovered offer of 1 car at \$1.7725. On Wednesday, block market activity was limited to an uncovered offer of 1 car at \$1.7575, which lowered the price. One car of blocks was sold Thursday at \$1.7225, which lowered the price. Three cars of blocks were sold Friday, the last at \$1.6750, which reduced the price. The barrel price fell Monday on an uncovered offer at \$1.8600, declined Tuesday on an uncovered offer at \$1.8300, rose Wednesday on a sale at \$1.8475, fell Thursday on an uncovered offer at \$1.8275, and declined Friday on a sale at \$1.8200.

**Butter Comment:** The price increased Monday on an unfilled bid at \$1.8650, jumped Tuesday on a sale at \$1.9300, and rose Wednesday on a sale at \$1.9400.

**Nonfat Dry Milk Comment:** The price rose Tuesday on a sale at \$1.5450, fell Wednesday on a sale at \$1.5275, increased Thursday on a sale at \$1.5525, and rose Friday on an unfilled bid at \$1.5575.

**Dry Whey Comment:** The price rose Monday on a sale at 62.50 cents, fell Tuesday on an uncovered offer at 62.0 cents, increased Wednesday on a sale at 62.25 cents, declined Thursday on a sale at 61.75 cents, then rose Friday on a sale at 63.0 cents.

## WHEY MARKETS - OCTOBER 25 - 29, 2021

RELEASE DATE - OCTOBER 28, 2021

**Animal Feed Whey—Central:** Milk Replacer: .4600 (NC) – .5000 (+1)

**Buttermilk Powder:**

Central & East: 1.2800 (NC) – 1.3500 (+1) West: 1.2800 (+1) – 1.3500 (NC)  
Mostly: 1.3000 (+1) – 1.3300 (+1½)

**Casein:** Rennet: 4.7000 (NC) – 4.9000 (NC) Acid: 4.8000 (NC) – 5.2175 (NC)

**Dry Whey—Central (Edible):**

Nonhygroscopic: .4500 (NC) – .6200 (+1) Mostly: .5700 (+2) – .6100 (+1)

**Dry Whey—West (Edible):**

Nonhygroscopic: .5400 (+½) – .6075 (+½) Mostly: .5450 (+½) – .6000 (+½)

**Dry Whey—NorthEast:** .5500 (+5) – .6100 (+1)

**Lactose—Central and West:**

Edible: .3300 (NC) – .5500 (NC) Mostly: .3600 (-1) – .4700 (NC)

**Nonfat Dry Milk —Central & East:**

Low/Medium Heat: 1.4800 (+3) – 1.5800 (-3) Mostly: 1.5000 (+2) – 1.5200 (NC)  
High Heat: 1.6400 (+8½) – 1.7500 (+16½)

**Nonfat Dry Milk —Western:**

Low/Medium Heat: 1.4800 (+3¾) – 1.5850 (+1) Mostly: 1.5100 (+3) – 1.5600 (+3)  
High Heat: 1.6025 (+2) – 1.7075 (+4)

**Whey Protein Concentrate—Central and West:**

Edible 34% Protein: 1.1000 (+3) – 1.3325 (NC) Mostly: 1.1100 (NC) – 1.2100 (+½)

**Whole Milk—National:** 1.8000 (-5) – 1.9400 (-4)

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

## HISTORICAL CME AVG BLOCK CHEESE PRICES

|     | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul           | Aug    | Sep    | Oct    | Nov    | Dec    |
|-----|--------|--------|--------|--------|--------|--------|---------------|--------|--------|--------|--------|--------|
| '09 | 1.0883 | 1.2171 | 1.2455 | 1.2045 | 1.1394 | 1.1353 | 1.1516        | 1.3471 | 1.3294 | 1.4709 | 1.5788 | 1.6503 |
| '10 | 1.4536 | 1.4526 | 1.2976 | 1.4182 | 1.4420 | 1.3961 | 1.5549        | 1.6367 | 1.7374 | 1.7246 | 1.4619 | 1.3807 |
| '11 | 1.5140 | 1.9064 | 1.8125 | 1.6036 | 1.6858 | 2.0995 | 2.1150        | 1.9725 | 1.7561 | 1.7231 | 1.8716 | 1.6170 |
| '12 | 1.5546 | 1.4793 | 1.5193 | 1.5039 | 1.5234 | 1.6313 | 1.6855        | 1.8262 | 1.9245 | 2.0757 | 1.9073 | 1.6619 |
| '13 | 1.6965 | 1.6420 | 1.6240 | 1.8225 | 1.8052 | 1.7140 | 1.7074        | 1.7492 | 1.7956 | 1.8236 | 1.8478 | 1.9431 |
| '14 | 2.2227 | 2.1945 | 2.3554 | 2.2439 | 2.0155 | 2.0237 | 1.9870        | 2.1820 | 2.3499 | 2.1932 | 1.9513 | 1.5938 |
| '15 | 1.5218 | 1.5382 | 1.5549 | 1.5890 | 1.6308 | 1.7052 | 1.6659        | 1.7111 | 1.6605 | 1.6674 | 1.6175 | 1.4616 |
| '16 | 1.4757 | 1.4744 | 1.4877 | 1.4194 | 1.3174 | 1.5005 | 1.6613        | 1.7826 | 1.6224 | 1.6035 | 1.8775 | 1.7335 |
| '17 | 1.6866 | 1.6199 | 1.4342 | 1.4970 | 1.6264 | 1.6022 | 1.6586        | 1.6852 | 1.6370 | 1.7305 | 1.6590 | 1.4900 |
| '18 | 1.4928 | 1.5157 | 1.5614 | 1.6062 | 1.6397 | 1.5617 | 1.5364        | 1.6341 | 1.6438 | 1.5874 | 1.3951 | 1.3764 |
| '19 | 1.4087 | 1.5589 | 1.5908 | 1.6619 | 1.6799 | 1.7906 | 1.8180        | 1.8791 | 2.0395 | 2.0703 | 1.9664 | 1.8764 |
| '20 | 1.9142 | 1.8343 | 1.7550 | 1.1019 | 1.6704 | 2.5620 | <b>2.6466</b> | 1.7730 | 2.3277 | 2.7103 | 2.0521 | 1.6249 |
| '21 | 1.7470 | 1.5821 | 1.7362 | 1.7945 | 1.6778 | 1.4978 | 1.6370        | 1.7217 | 1.7601 | 1.7798 |        |        |

## Restaurant Performance Index Fell 1.2% In Sept.; Outlook Deteriorates

Washington—The National Restaurant Association's Restaurant Performance Index (RPI), a monthly composite index that tracks the health of the US restaurant industry, stood at 102.9 in September, down 1.2 percent from August, the association reported today.

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

The RPI consists of two components: the Current Situation Index and the Expectations Index. The Current Situation Index, which measures current trends in four industry indicators (same-store sales, traffic, labor and capital expenditures), stood at 104.2 in September, down 0.5 percent from August.

A solid majority of restaurant operators continued to report positive same-store sales in September compared to their early-pandemic levels. Some 76 percent of operators said their same-store sales rose between September 2020 and September 2021, while 11 percent reported a sales decline.

Two-year comparisons remained mixed, the association reported, with 51 percent of operators saying their September 2021 sales were up from September 2019 levels. Limited-service operators were more likely than fullservice operators to report an increase in same-store sales between September 2019 and September 2021.

Restaurant operators also continued to report positive traffic readings in September. Some 70 percent of operators said their customer traffic in September 2021 was higher than it was in September 2020, while 15 percent said their traffic declined.

The Expectations Index, which measures restaurant operators' six-month outlook for four industry indicators (same-store sales, employees, capital expenditures and business conditions), stood at 101.6 in September, the third straight monthly decline and the lowest level in 10 months.

Restaurant operators' outlook for business conditions deteriorated somewhat in recent months, the association noted. Some 47 percent of operators expect their sales volume in six months to be higher than it was during the same period in the previous year.

That was down from nearly eight in 10 who reported similarly in April and May.

Some 17 percent of operators expect their sales volume in six months to be lower than it was during the same period in the previous year, while 36 percent think their sales will remain about the same.

Restaurant operators are pessimistic about the direction of the overall economy. Only 25 percent of operators said they expect economic conditions to improve in six months, which is the lowest reading since March 2020. Some 31 percent of operators think economic conditions will worsen in the next six months, while 44 percent expect the economy will remain about the same.

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