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US Beverage Milk Sales Declined By 1.07 Billion Pounds In 2022

Sales Of Whole Milk, Flavored Milk Other Than Whole Increased; Fluid Milk Plant Numbers Fell

Washington—US sales of fluid (beverage) milk last year totaled 43.45 billion pounds, down 2.4 percent, or 1.07 billion pounds, from 2021, according to statistics released Thursday by USDA's Economic Research Service (ERS).

That was the 13th consecutive decline in fluid milk sales, which had reached a record high of 55.433 billion pounds in 2009. Sales have dropped by almost 12.0 billion pounds since then.

Last year was the second straight year in which fluid milk sales fell by more than 1.0 billion pounds. Fluid milk sales in 2021 had been down 1.85 billion pounds from 2020.

Fluid milk sales have now been under 50 billion pounds for eight straight years. Prior to dropping below that level in 2015, fluid milk sales had been above 50 billion pounds every year from 1964 through 2014.

Whole milk sales were a bright spot for fluid milk sales last year; at 16.02 billion pounds, they

were up 1.3 percent, or 207 million pounds, from 2021. In 2021, whole milk sales had dropped to their lowest level since 2017.

Whole milk sales have now been under 17 billion pounds for 18 consecutive years. As recently as 1975, whole milk sales topped 36 billion pounds, but they haven't been above 30 billion pounds since 1981 and haven't been above 20 billion pounds since 1993.

Sales of reduced fat (2 percent) milk last year totaled 13.85 billion pounds, down 5.2 percent, or 756 million pounds, from 2021. That's the lowest level for reduced fat milk sales since 1982's 13.5 billion pounds.

Reduced fat milk sales reached a record high of 19.85 billion pounds in 1992, but haven't been above 19.0 billion pounds since 2010. They have now been below 16.0 billion pounds for five straight years.

Lowfat (1 percent) milk sales in 2022 totaled 5.02 billion pounds,

down 8.0 percent, or 436 million pounds, from 2021. Sales of low-fat milk have now declined for seven straight years.

Between 2009 and 2016, low-fat milk sales topped 7.0 billion pounds every year, including a record high of 7.76 billion pounds in 2012. But 2022's sales of 5.02 billion pounds were the lowest since 1990's 4.94 billion pounds.

Skim (fat-free) milk sales in 2022 totaled 2.46 billion pounds, down 8.6 percent, or 231 million pounds, from 2021.

That's the lowest level of skim milk sales since 1982's 2.45 billion pounds.

Skim milk sales have now declined for 12 consecutive years, after reaching a 21st-century high of 8.39 billion pounds in 2010. Last year was the second straight year in which skim milk sales were under 3.0 billion pounds.

Skim milk sales had reached a record high of 9.2 billion pounds in 1998, but haven't been above 5.0 billion pounds since 2016.

The sales of flavored whole milk last year totaled 765 million

• See **Milk Sales Drop**, p. 8

FMMO Hearing Testimony Addresses Milk Composition, Surveyed Products

Carmel, IN—Testimony continued last Friday afternoon and this week at USDA's federal milk marketing order (FMMO) hearing on uniform pricing formulas applicable to all federal orders, with testimony focusing on milk composition and surveyed commodity products.

Testifying last Friday afternoon on behalf of Edge Dairy Farmer Cooperative was Marin Bozic, Ph.D., president of Bozic LLC and an advisor to Edge's board of directors. With modifications, Edge supports Proposal 1, submitted by National Milk Producers Federation (NMPF), and Proposal 2, submitted by National All-Jersey (NAJ), related to milk composition, Bozic testified.

Edge believes the NMPF proposal can be improved by two design changes, Bozic said. First, Edge believes the methodology used to update the standard protein and other solids test should also be used to set the standard butterfat test. While updating the standard butterfat test would not affect pool obligations, it would ensure that producers can effectively use Class III and Class IV futures and other risk management tools based on class prices to manage their price risk.

• See **Hearing Continues**, p. 18

Whey-Based Dairy Ingredients Used In Human Foods Rose 6.9% In 2022: ADPI

Elmhurst, IL—The whey-based dairy ingredients reported as being utilized domestically in human foods last year totaled 1.65 billion pounds, up 6.9 percent from 2021, according to the American Dairy Products Institute's (ADPI) annual *Dairy Products Utilization & Production Trends* report for 2022, which the association released earlier this week.

The annual report highlights dry dairy ingredients' utilization and production trends, encompassing production statistics, export volumes and industry metrics.

This year, ADPI collaborated with member organization Vesper,

• See **Dairy Ingredients**, p. 6

Winners In Each WDE Dairy Product Contest Category Announced

Madison—After last week's big reveal of Grand Champion winners in this year's World Dairy Expo (WDE) Championship Dairy Product Contest, the top three finishers in each contest category were made public this week by Wisconsin Dairy Products Association, contest sponsor.

First, second and third place winners in each category are:

Cheddar

First: AMPI, Jim Falls WI, 99.40

Second place: Land O'Lakes, Kiel, 99.25

Third place: Southeastern Grocers, Jacksonville, FL, Red Hoop Cheddar Chunk, 98.80

Sharp Cheddar

First place: AMPI, Blair WI, 99.45

Second place: Widmer's Cheese Cellars, Theresa, WI, 99.10

Third place: Saputo Cheese USA, Wauwatosa, WI, Black Creek Cheddar, 99.075

Aged Cheddar

First place winner: Foremost Farms USA, Marshfield, WI, 99.10

Second place: Cabot Creamery Cooperative, Waitsfield, VT, 99.075

Third place: AMPI, Blair, WI, 98.80

Colby, Monterey Jack

First place: Joseph Gallo Farms, Atwater, CA, Monterey Jack, 99.10

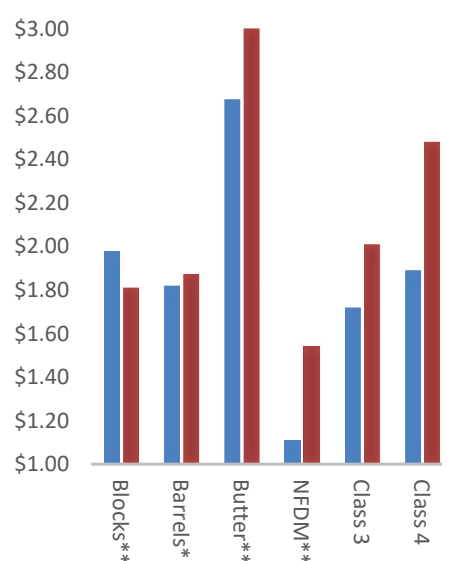
Second place: Pennland Pure, Hancock, MD, Monterey Jack 98.10

Third place: AMPI, Jim Falls, WI, Monterey Jack, 97.85

• See **WDE Winners**, p. 9

August Avg Prices - 2023 vs 2022

Average CME Prices**
Class 3 and Class 4 Milk Price x 10





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EDITORIAL COMMENT



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Is There A Better Way To Modernize Federal Orders?

The much-anticipated national federal milk marketing order hearing got underway last Wednesday in Carmel, IN, and the hearing is expected to continue for several more weeks. As anybody who's attended this (or any previous) hearing, or listened in remotely for any length of time, can attest, these hearings aren't necessarily the most captivating, enthralling endeavor.

Put bluntly, they're kind of tedious and boring.

This got us wondering if perhaps there's a better way to modernize federal orders. Does the industry really need to spend several weeks presenting testimony, cross-examination, etc., in order to satisfactorily reform federal orders?

Who knows? These far-reaching national hearings occur so infrequently that there's really no way of knowing how some sort of alternate approach might work here in the 21st century.

But there is an approach that took place at the end of the 20th century that offers an example of an alternate approach for reforming federal orders. It's not necessarily a superior approach, but it's one worth reviewing while the hearing process continues in Carmel, IN.

These two processes were obviously very different, starting with their origins. The late-1990s order reform process was mandated by the 1996 farm bill, which required that the current federal orders be consolidated into between 10 to 14 orders by Apr. 4, 1999 (that deadline was later extended).

That farm bill also provided that USDA could address related federal order issues such as the utilization rates and multiple basing points for the pricing of fluid milk and the use of uniform multiple component pricing when developing one or more basic prices for manufacturing milk.

By comparison, the current round of federal order reforms got underway on Mar. 28, when both the International Dairy Foods Association and the Wisconsin Cheese Makers Association petitioned USDA to hold a hearing to update all make allowances in federal order pricing formulas.

But it could be said that the current process of modernizing federal orders started long before IDFA and WCMA submitted their petitions to USDA. Just to cite one example: as Peter Vitaliano of National Milk Producers Federation noted in his hearing testimony last week, NMPF engaged in an almost two-year-long comprehensive study of needed updates to federal order pricing formula provisions.

So it's safe to say that the origins of the current reform process date back to early 2021, if not earlier.

Based on timetables being discussed at the hearing and elsewhere, it will be late 2024 or thereabouts before federal orders are amended under the current process. That means roughly four years have been devoted to this current process.

It's interesting to go back and read through a bit of USDA's final order reform decision, which was published in the *Federal Register* of Apr. 2, 1999.

Early in that final decision, USDA noted that the 1996 farm bill specified that the agency use informal rulemaking to implement federal order reforms. The authorization of informal rulemaking to achieve the mandated reforms of the farm bill "has resulted in a rulemaking process that is substantially different from the formal rulemaking process required to promulgate or amend Federal orders," the agency explained.

The plan of action to reform federal orders consisted of three

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phases, USDA explained. The first phase was the developmental phase, which allowed USDA to interact freely with the public to develop viable proposals that accomplished the farm bill mandates, as well as related reforms.

During that phase, USDA met with interested parties to discuss the reform process, assisted in developing ideas or provided data and analysis on various possibilities, issued program announcements, and requested public input on all aspects of the federal order program. The developmental phase began on Apr. 4, 1996, and concluded with the issuance of a proposed rule on Jan. 21, 1998.

The second phase of that reform process was the rulemaking phase, which began when the proposed rule was issued and ended when the final rule was issued. And the third and final phase of the reform process began after the final decision was published.

So was this process superior to the current formal rulemaking process? Timewise, the current process might be a little quicker, especially if you just limit the "current" process to the submission of petitions back in late March. But considering how long federal order reforms have been discussed prior to petitions being submitted, it's hard to say the current process is going to end up being much quicker.

As far as comprehensiveness is concerned, it's probably safe to say the order reform process was superior. The current process is limited, as evidenced by USDA's denial of almost as many proposals as it accepted for the hearing, and the hearing's focus on pricing formulas.

It's too late now, but had Congress mandated order reforms in the 2018 farm bill, the process would have been more comprehensive and, perhaps more important, finished by now.

Rabobank's Global Dairy Top 20: Lactalis Stays On Top, DFA Second

Utrecht, Netherlands—Rabobank's annual Global Dairy Top 20 report, which highlights revenue performance of the world's leading dairy businesses, shows that only five companies kept the same position as last year.

Lactalis managed to hold its top spot, while Dairy Farmers of America (DFA) moved up to second place, pushing long-time leader Nestle into third.

The combined turnover of the Top 20 companies jumped 8.4 percent in US dollar terms, following the prior year's gain of 9.3 percent, Rabobank reported. Merger and acquisition activity for these 20 market leaders was nearly on par with the prior year.

For non-US-based dairy companies, turnover gains in local currencies were partly or largely offset by the stronger US dollar, giving rise to position changes along the entire list and contributing to the entrance of Ireland-based Glanbia. The majority of Glanbia's revenues are derived from sales in the US and the company recently announced that it will switch to reporting in US dollars instead of in euros in the near future, Rabobank reported.

The Canadian dollar strengthened against many currencies, including the euro. For the Canada-based companies, it helped Saputo (ranked 10th) to solidify its position in the sub-top, while Agropur (ranked 15th) moved up by one spot from last year. Both companies have considerable sales volumes in the US, giving them a competitive advantage over the 11 companies on the Top 20 list.

Exchange rate developments in 2022 were particularly unfavorable for dairy companies reporting in New Zealand dollars, renminbi, and yen, contributing to Fonterra dropping three spots to 9th place, Yili and Mengniu losing turnover gains in US dollar terms, and Japan-based Meiji.

A jump of 4.6 billion euros, up 20.5 percent from 2021, pushed Lactalis to 27.2 billion euros in 2022 dairy turnover, after first passing the 20-billion-euro mark in 2020, Rabobank said. The company's strong growth is underpinned by several large recent acquisitions, organic growth, and inflated dairy commodity prices. In US dollar terms, turnover increased by \$1.9 billion, up 7.3 percent, to \$28.6 billion.

With Lactalis out of reach at the top of the ranking, Dairy Farmers of America (DFA) secured the runner-up position on the back of the largest turnover gain by some margin, in both euro and dollar terms, surpassing both Nestle (3rd) and Danone (4th) after los-

ing the third position to Danone last year.

DFA's turnover soared by \$5.2 billion, up 26.9 percent from 2021, to \$24.5 billion. This was primarily due to elevated dairy product prices and organic growth, as no significant acquisitions closed in 2022 or the first half of 2023.

Ranking third, Nestle's estimated dairy-related turnover rose to \$23.3 billion, while number four Danone's estimated dairy turnover rose to \$21.2 billion. Ranking fifth was China's Yili, with estimated 2022 dairy-related turnover of \$18.3 billion.

Ranking sixth was Arla Foods, with dairy turnover of \$14.5 billion in 2022, followed by FrieslandCampina, with 2022 dairy turnover of \$14.4 billion. Arla moved up from ninth last year, while FrieslandCampina moved up from eighth.

Rounding out the top 10: China's Mengniu in eighth place, with 2022 dairy turnover of \$14.4 billion; New Zealand's Fonterra, with dairy turnover of \$14.2 bil-

lion; and Canada's Saputo, with dairy turnover of \$13.7 billion.

The first half of the ranking is divided by almost \$15 billion in turnover between the first and 10th positions, Rabobank noted.

Unilever remains in 11th position, with its newly formed ice cream division reporting a 2.3 percent increase in sales, raising total sales to \$8.3 billion. The pending acquisition of US-based Yasso Holdings is expected to add over \$200 million in annual revenue.

Behind Unilever, India's Gujarat Cooperative Milk Marketing Federation (Amul) (12th) and France-based Savencia (13th) swapped positions, with revenues of \$7.0 billion and \$6.9 billion, respectively.

Three companies — Germany's Muller, Canada's Agropur, and Schreiber Foods of the US — are closely grouped, with revenues near \$6.5 billion. Privately owned Muller jumped three positions this year, to 14th, as estimated turnover increased by 13.7 percent, supported by the acquisition of FrieslandCampina's German processing facilities and fresh brands. Agropur moved up one position, to 15th, on the back

of a solid gain in turnover. And privately held Schreiber Foods improved its ranking by three positions, to 16th, due to a combination of higher dairy prices, the stronger US dollar, and likely underestimated revenues in last year's ranking.

France's Sodiaal, dropped three places, to 17th, despite revenues increasing to \$5.8 billion. The cooperative reaffirmed its focus on higher-margin products after acquiring the remaining 51 percent of Yoplait SAS.

The largest German dairy co-op, DMK, remains in 18th position after losing six spots last year. DMK's estimated turnover increased to \$5.5 billion, as it benefited from inflated dairy commodity and German retail prices.

UK-based ice cream company Froneri moved up one position, to 19th, with 2022 turnover of \$5.3 billion.

And Glanbia made its Top 20 debut, at 20th, with estimated 2022 dairy revenue of \$5.1 billion. The company benefited from increasing sales in US dollars, while cheese and nutritional products are the main segments for the company, Rabobank noted.



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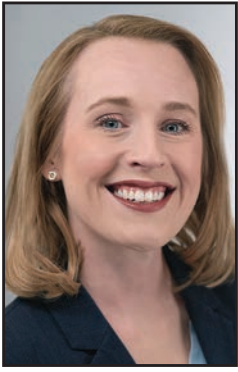


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As OSHA Continues Focus on Food Processors, Dairy Can Demonstrate Its People-First Culture

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Just over a year ago, the Occupational Safety and Health Administration (OSHA) announced a new focus, a Local Emphasis Program (LEP) for food processors in Wisconsin, following a troubling uptick in serious injuries in manufacturing plants.

Now, OSHA officials are calling their efforts “fruitful.” Between July 2022 and July 2023, OSHA inspections of 48 Wisconsin food processing facilities, including dairy processors of varying sizes, resulted in 190 citations and penalties of \$2 million.

Based on early outcomes in Wisconsin, OSHA expanded the LEP in January to include food processors across Region 5, and inspections – and citations – are now happening in Illinois and Ohio. Could a national expansion be next?

It’s a fair question – and a fair concern for any food processor.

Inspections lead to fines and, beyond the immediate hit to a bottom line, they can tarnish the reputation of a business, or even an industry, limiting the potential for growth. Harder still, though, are actual workplace injuries. While the human toll can reach far beyond numbers, it is estimated that US employers pay almost \$1 billion per week for direct workers’ compensation costs alone.

OSHA’s online estimator tool, found at www.osha.gov/safetypays,

reveals the average direct and indirect costs for the most common employee injuries. Direct costs include workers’ compensation payments, medical expenses, and legal services, while indirect costs may stem from accident investigations, lost productivity, equipment repairs, and the training of replacement employees. It all adds up. A simple laceration, for example, will cost an employer an average of \$48,000. A fracture will mean expenses of \$115,000 and an amputation tops more than \$200,000.

Moreover, “OSHA’s goal is not penalties, but hazard elimination,” says OSHA Assistant Area Director David Schott, who hails from the Appleton, Wisconsin office where the LEP originated. “We just want people to be safe at work.”

On that point, dairy processors fully agree – and focusing on that area of shared value, they can view this program as an opportunity to demonstrate their people-first culture, proactively assessing safety protocols and equipment, and taking action to adjust as needed.

We have direction on where food processors can improve. Schott notes that in OSHA’s first year of program enforcement, the most frequently cited violations related to machine guarding, lockout/tagout, fall prevention,

confined spaces, and hazard communication. Thanks to a Wisconsin Cheese Makers Association (WCMA) member that experienced an early LEP inspection, we know that OSHA is also keenly focused on recordkeeping, safety training that covers proper equipment handling, chemical usage, and emergency protocols, and personal protective equipment, including hard hats where necessary, safety footwear, safety glasses, and hearing protection.

OSHA regulations in each of these areas are well-defined, and dairy processing plant managers should take time with their safety leads to regularly review each of these areas – on paper and in practice.

But outside viewpoints can be valuable, and resources are available. Consider scheduling a no-cost, confidential meeting via OSHA’s on-site consultation program, which employs state agency or university staff, working separately from OSHA enforcement, to identify workplace hazards, provide advice for compliance with OSHA standards, and assist in establishing and improving safety and health programs. On-site consultants will not issue citations or propose penalties, or report possible violations of regulations to OSHA enforcement personnel. Complete information is available at www.osha.gov/consultation.

Dairy processors may also consider their supplier partners’ expertise: a good vendor can help to solve common safety challenges. From specialized signage to cutting-edge equipment and improved PPE, tailored solutions are available for every workplace.

Finally, consider engaging with trade associations offering platforms for industry peers to connect for practical conversations about employee safety practices. Members of WCMA’s Health & Safety Group, meeting quarterly, have created a “safe” space for learning from one another and from experts in much the same way as our industry has long shared information on food safety, to the benefit of all.

Taking steps now to assess and enhance safety practices may save dairy manufacturers from tens of thousands of dollars in fines, as OSHA continues – or further expands – its focus on food processing. Beyond compliance, a robust safety culture also will prevent costly accidents and injuries, and protect the well-being and trust of any dairy processor’s most valuable asset: its workforce. **RS**

FROM OUR ARCHIVES

50 YEARS AGO

Aug. 31, 1973: Green Bay, WI—The L.D. Schreiber Cheese Co. announced plans to build a new \$6 million processing plant on land that will be annexed to the city of Green Bay. Schreiber president R.K. Deutsch said the new 225,000 square-foot facility will replace the plant it currently leases.

Washington—President Nixon ordered a temporary lifting of import quotas on nonfat dry milk for the third time this year to increase the nation’s supplies for use in the making of candy and ice cream.

25 YEARS AGO

Aug. 28, 1998: Lancaster, WI—Kurt Heiman of Alto Dairy, Black Creek, WI, won Best of Show in the Grant County Fair Cheese Contest with an Aged Cheddar entry scoring 99.25. Ken Heiman of Nasonville Dairy topped the Feta category, and Randy Krahenbuhl, Prima Kase, won best Swiss.

Madison—The Wisconsin Department of Agriculture has adopted an emergency rule that eliminates provisions requiring mechanical openings in Colby and Monterey Jack cheeses from the grade standards for those products. Currently, Colby and Monterey Jack must have numerous mechanical openings to be labeled or sold as Wisconsin certified premium grade A.

10 YEARS AGO

Aug. 30, 2013: Sonoma, CA—David Cerruti, 67, passed away this week. A California native, Cerruti began a Seattle-area brokerage that introduced Dean & Deluca cheese imports to the Pacific Northwest. Cerruti returned to California, working for Sonoma Cheese, California Gold Dairy Products and Organic Valley.

Madison—Cheese stores “should not be confused with jewelry stores” that can intimidate potential customers, a panel of international cheese mongers here this week for the ACS conference agreed. “If everything is completely conceptualized from A to Z, it’s not welcoming,” said Laurent Mons, owner of France’s Mons Fromager-Affineur.

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Restaurant Performance Index Rose 1.2% In July

Washington—The National Restaurant Association's Restaurant Performance Index (RPI) stood at 101.4 in July, up 1.2 percent from June, the association reported Thursday.

July was the second straight monthly increase and represented the highest RPI reading since March.

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 101.2 in July, up 1.5 percent from June.

For the first time in three months, a majority of restaurant operators reported positive same-store sales in July. Some 59 percent of operators said their same-store sales rose between July 2022 and July 2023. That was up from roughly half of operators who reported higher sales in May and June.

In contrast to the positive sales results, customer traffic readings remained dampened. Some 35 percent of operators said their customer traffic rose between July 2022 and July 2023, while 41 percent reported a traffic decline. That was the fourth straight month in which operators reported a net decline in customer traffic.

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 July, up 1.0 percent from June and the strongest reading in five months.

Restaurant operators are increasingly optimistic about sales growth in the coming months. Some 52 percent of operators expect their sales volume in six months to be higher than it was during the same period in the previous year, up from 39 percent who reported similarly in June.

In contrast to the positive sales outlook, restaurant operators are less bullish about the direction of the overall economy. Only 12 percent of operators said they expect economic conditions to improve in six months, while 29 percent think conditions will worsen.

FDA Issues Warning Letters To Three Infant Formula Manufacturers

Silver Spring, MD—The US Food and Drug Administration (FDA) on Wednesday issued warning letters to three infant formula manufacturers as part of the agency's ongoing commitment to enhance regulatory oversight to help ensure that the industry is producing infant formula under the safest conditions possible.

These warning letters for violations of the Federal Food, Drug, and Cosmetic Act (FD&C Act) and FDA's infant formula regulations were issued to ByHeart Inc., Mead Johnson Nutrition (Reckitt), and Perrigo Wisconsin, LLC. The warning letters reflect findings from FDA inspections of these facilities over the last several months.

At the time of each inspection, FDA issued inspectional observations and exercised oversight of each firm as they initiated recalls (in December 2022, February 2023 and March 2023) to remove product potentially contaminated with *Cronobacter sakazakii* from the marketplace.

The US Food and Drug Administration does not advise parents and caregivers to discard or avoid purchasing any particular infant formula at this time. The agency is not aware of any distributed product where contamination was confirmed and believes that the recalls were effective in removing the potentially contaminated batches of product from the market.

Also, these warning letters are not associated with any current recalls and therefore FDA said it doesn't anticipate any impact to the availability of infant formula on the market.

The US Food and Drug Administration said it is issuing these letters now as part of its normal regulatory process and to reinforce to these firms the importance of instituting and maintaining appropriate corrective actions when they detect pathogens to ensure compliance with the agency's laws and regulations.

As part of this, the firms must, among other things, thoroughly conduct root cause investigations and perform subsequent cleaning and sanitation activities, FDA wrote.

Notably, firms also need to properly evaluate their cleaning and sanitation practices, schedules, and procedures before releasing product, FDA added.

Each company will have 15 working days to respond to FDA to explain what corrective actions they are taking.

The US Food and Drug Administration will assess the adequacy of the companies' corrective actions in the agency's review of the responses and during the agency's next inspection of each facility.

During these inspections, FDA will verify proper implementation of appropriate corrective actions taken by each company.

"Infant formula manufacturers are responsible for ensuring they make safe products, and the agency has remained in ongoing discussions with the infant formula industry to address the agency's concerns. The FDA is committed to identifying and acting on issues early to prevent any firms from reaching the level of concern that prompted last year's large-scale recall and contributed

to the infant formula shortage," commented Donald Prater, acting director of FDA's Center for Food Safety and Applied Nutrition (CFSAN).

"Over the last year the FDA has continued to increase our oversight of powdered infant formula facilities. These letters are a reflection of this enhanced oversight and are intended to help the industry continuously improve the safety of their manufacturing practices, so that parents and caregivers can be confident that the formula they feed their children is safe and nutritious," Prater added.

This week's actions are the latest in FDA's ongoing effort to strengthen the safety and resiliency of the infant formula supply in the US.

Last November, the agency released an outline of a prevention strategy to prevent *Cronobacter sakazakii* illnesses associated with consumption of powdered infant formula.

As part of that strategy, FDA has been working with Congress to strengthen its regulatory tools and increase funding to oversee the infant formula industry and has worked closely with the US Centers for Disease Control and Prevention (CDC) to support the Council of State and Territorial Epidemiologists' decision to add invasive *Cronobacter* infections among infants under one year of age to the Nationally Notifiable Conditions List.

The US Food and Drug Administration said it has already started to hire staff as part of the agency's work to establish a dedicated cadre of infant formula investigators and an Office of Critical Foods, both of which will strengthen the regulatory oversight of infant formula.



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Dairy Ingredients

(Continued from p. 1)

a commodity intelligence platform, to collect, curate, and organize market data from its member organizations on how milk and whey-based ingredients are utilized and presented in the report.

Total USDA reported production of whey-based dairy ingredients for 2022 was 4.27 billion pounds (including 1.02 billion pounds of whey permeate), an increase of 9.3 percent (364.4 million pounds) from 2021.

Dry whey production (human and animal) in 2022 totaled 915.2 million pounds, up 2.6 percent from 2021. Domestic dry whey utilization totaled 404.0 million pounds, down 4.9 percent from 2021. Exports totaled 498.2 million pounds, up 1.5 percent.

The dairy industry remained the primary dry whey use in 2022, utilizing 211.6 million pounds, up 31.8 percent from 2021. Other major users, with changes from 2021, were: prepared dry mixes and dry blends, 40.4 million pounds, down 26.6 percent; hot cocoa mixes, 12.3 million pounds, up 78.7 percent; confectionery industry, 11.4 million pounds, down 63.8 percent; and baking industry, 11.1 million pounds, down 51.9 percent.

Whey protein concentrate production in 2022 totaled 451.1 million pounds, down 2.7 percent from 2021. Domestic WPC utilization totaled 108.6 million pounds, down 56.3 percent from 2021. Exports totaled 376.9 million pounds, up 26.0 percent.

Sports powders remained the primary WPC use last year, utilizing 42.6 million pounds, down 37.4 percent from 2021. Other major WPC uses in 2022, with compari-

sons to 2021, were: dairy industry, 17.4 million pounds, down 63.6 percent; infant formulas, 13.8 million pounds, down 44.9 percent; and sports beverages, 12.9 million pounds, up 174.8 percent.

Production of WPC, 25.0 to 49.9 percent protein, totaled 154.7 million pounds in 2022, down 4.7 percent from 2021.

Domestic utilization totaled 37.3 million pounds, down 57.6 percent from 2021. Infant formulas was the primary use, at 17.2 million pounds, down 28.8 percent from 2021, followed by the dairy industry, at 14.4 million pounds, also down 28.8 percent from 2021.

Production of WPC, 50.0 to 89.9 percent protein, in 2022 totaled 296.4 million pounds, down 1.6 percent from 2021. Domestic utilization totaled 175.3 million pounds, up 9.0 percent from 2021.

Major uses of WPC, 50.0 to 89.9 percent, with changes from 2021, were: sports powders, 82.2 million pounds, up 12.9 percent; sports beverages, 25.2 million pounds, up 404.5 percent; the dairy industry, 19.7 million pounds, down 9.8 percent; and sports bars, 12.3 million pounds, up 43.4 percent.

Lactose production totaled 1.11 billion pounds, down 0.9 percent from 2021. Domestic lactose utilization totaled 111.4 million pounds, down 56.0 percent from 2021. Exports totaled 1.0 billion pounds, up 15.8 percent.

The dairy industry was the primary lactose use last year, at 59.3 million pounds, up 141.1 percent from 2021, followed by the confectionery industry, 21.8 million pounds, down 75.5 percent, and infant formulas, 19.7 million pounds, down 72.5 percent.

Production of whey protein isolate in 2022 totaled 130.6 million

pounds, up 0.3 percent from 2021. Domestic WPI utilization totaled 96.2 million pounds, up 67.0 percent from 2021.

Major WPI uses in 2022, with comparisons to 2021, were: sports beverages, 35.9 million pounds, up 925 percent; sports powders, 34.4 percent, up 310 percent; and mainstream nutrition, 23.6 million pounds, up 776 percent.

Whey permeate production is estimated at 1.02 billion pounds, up 3.4 percent from 2021. Domestic utilization totaled 555.1 million pounds, up 40.6 percent from 2021. Animal feed was the primary use, at 466.6 million pounds, up 106 percent from 2021, followed by the dairy industry, at 82.3 million pounds, up 2.7 percent.

Production of concentrated whey solids in 2022 totaled 120.4 million pounds, down 2.6 percent from 2021. Domestic utilization totaled 120.4 million pounds, down 3.2 percent. The dairy industry remained the primary use, at 77.4 million pounds, down 15.1 percent, followed by prepared dry mixes and dry blends, at 27.3 million pounds, up 370 percent.

In 2022, production of reduced lactose and reduced minerals whey totaled 66.6 million pounds, up 13.9 percent from 2021. Domestic utilization totaled 29.6 million pounds, up 7.5 percent. The confectionery industry remained the primary use, at 20.1 million pounds, up 904 percent.

NDM, SMP, MPC Utilization

Total production of milk-based ingredients last year was 3.74 billion pounds, down 3.4 percent from 2021.

Nonfat dry milk production in 2022 totaled 1.97 billion pounds, down 3.8 percent from 2021, while skim milk powder output totaled

657.9 million pounds, down 5.7 percent. Domestic utilization of NDM and SMP totaled 797.2 million, down 4.0 percent from 2021.

In 2022, the dairy industry remained the primary use of NDM/SMP, at 391.0 million pounds, down 20.3 percent from 2021. Within the dairy industry, frozen desserts was the primary use, at 75.9 million pounds, up 40.3 percent from 2021, followed by hard cheese, 58.8 million pounds, down 61.9 percent; processed cheese, 44.6 million pounds, up 92.3 percent; and dry dairy blends, 10.4 million pounds, up 54.5 percent.

Other major uses of NDM/SMP last year, with comparisons to 2021, were: confectionery industry, 222.1 million pounds, up 108 percent; the baking industry, 45.4 million pounds, down 18.3 percent; infant formulas, 41.3 million pounds, up 42.3 percent; and institutional use, 37.8 million pounds, up 6,201 percent.

Production of dry whole milk and whole milk powder in 2022 totaled 136.9 million pounds, down 7.7 percent from 2021. Domestic dry whole milk utilization totaled 85.7 million pounds, up 8.1 percent.

The confectionery industry remained the primary dry whole milk use, at 51.8 million pounds, down 5.6 percent from 2021, followed by the dairy industry, 20.6 million pounds, up 227 percent.

Milk protein concentrate production was 221.3 million pounds, up 12.6 percent from 2021. Domestic MPC use totaled 193.2 million pounds, down 2.5 percent.

Sports beverages was the primary MPC use in 2022, at 83.6 million pounds, up 140 percent from 2021, followed by the dairy industry, 65.0 million pounds, up 96 percent; and infant formulas, 22.8 percent, up from zero in 2021.

Production of dry buttermilk and buttermilk powder last year totaled 138.2 million pounds, up 5.0 percent from 2021. Domestic utilization totaled 138.2 million pounds, up 5.7 percent.

The baking industry became the primary use of dry buttermilk/BMP last year, at 71 million pounds, up 328 percent from 2021; followed by the dairy industry, 42.5 million pounds, down 40.2 percent.

Production of condensed milk solids last year totaled 446.6 million pounds, down 7 percent from 2021. Total domestic sales, reflecting condensed skim milk, whole milk and buttermilk, were 397.2 million pounds, down 21.5 percent. The principal markets within the dairy industry were: hard cheese, 127.9 million pounds; frozen desserts and ice cream mixes, 74.9 million pounds; and cultured products, 36.7 million pounds.

For more information about this report, visit www.adpi.org.

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USDA's Dairy Import License Fee To Remain At \$350 For 2024 TRQ Year

Washington—USDA's Foreign Agricultural Service this week announced a fee of \$350 will be charged for the 2024 tariff-rate quota (TRQ) year for each license issued to a person or firm by USDA authorizing the importation of certain dairy articles, which are subject to TRQs set forth in the Harmonized Tariff Schedule (HTS) of the US.

The Dairy Tariff-Rate Quota Import Licensing Regulation promulgated by USDA provides for the issuance of licenses to import certain dairy articles that are subject to TRQs set forth in the HTS. Those dairy articles may only be entered into the US at the in-quota TRQ tariff-rates by or for the account of a person or firm to whom such licenses have been issued and only in accordance with the terms and conditions of the regulation.

Licenses are issued on a calendar year basis, and each license

authorizes the license holder to import a specified quantity and type of dairy article from a specified country of origin. The use of such licenses is monitored by the Import Program within FAS and US Customs and Border Protection, US Department of Homeland Security.

The regulation provides that a fee will be charged for each license issued to a person or firm by the licensing authority to defray USDA's costs of administering the licensing system under the regulation. The regulation also provides that the licensing authority will announce the annual fee for each license and that such fee will be set out in a notice to be published in the *Federal Register*.

The total cost to USDA of administering the licensing system

for 2024 has been estimated to be \$936,025.00, and the estimated number of licenses expected to be issued is 2,674. Of the total cost, \$503,619.00 represents staff and supervisory costs directly related to administering the licensing system, and \$432,406.00 represents other miscellaneous costs, including travel, publications, forms, and Automatic Data Processing (ADP) system support.

Accordingly, the fee for each license issued to a person or firm for the 2024 calendar year will be \$350 per license, according to a notice published in Thursday's *Federal Register*.

In a separate notice published in Thursday's *Federal Register*, FAS announced the transfer of amounts for certain dairy articles from the historical license category (Appendix 1) to the lottery (nonhistorical) license category (Appendix 2) pursuant to the Dairy Tariff-Rate Quota Import

Licensing regulations for the 2023 quota year.

The Dairy Tariff-Rate Import Quota Licensing Regulation states that whenever a historical license (Appendix 1) is permanently surrendered, revoked by the licensing authority, or not issued to an applicant pursuant to the regulations, then the amount of such license will be transferred to Appendix 2.

Accordingly, the notice published Thursday sets forth the revised appendices in a table. Although there are no changes to the quantities for designated licenses (Appendix 3 and Appendix 4), those numbers are also included in the table for completeness.

For more information about these notices, contact Elizabeth Riley, dairy import licensing program, FAS, USDA, at (202) 720-6868; email Elizabeth.riley@usda.gov.

HP Hood To Expand ESL Beverage Production Capacity At New York Plant

Batavia, NY—HP Hood will grow its operations in the Genesee Valley Agri-Business Park, Empire State Development (ESD) announced Thursday.

The project will include the addition of new processing systems, along with other upgrades which will allow the company to increase capacity for the production of additional extended-shelf-life (ESL) beverages at the Batavia facility. As a result, the company has committed to up to 48 new jobs at the facility.

To date, the company has created more than 400 jobs at the site and currently employs close to 1,200 statewide, ESD noted. Hood purchased the on-site, 363,000-square-foot Batavia plant in 2018 from Dairy Farmers of America for \$60 million and soon after expanded the facility by another 100,000 square feet.

Headquartered in Lynnfield, MA, HP Hood has five New York state production facilities in Batavia, Vernon, Oneida, Arkport and Lafargeville.

"Our investment in the Batavia facility is being driven by the continued growth of ESL dairy and non-dairy beverage categories," said Gary Kaneb, president and CEO of HP Hood LLC. "We are grateful for the support of Empire State Development as Batavia continues to be a strategic site for the expansion of our ESL manufacturing capabilities."

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Milk Sales Drop

(Continued from p. 1)

pounds, down 5.6 percent, or 45 million pounds, from 2021. Flavored whole milk sales in 2021 had reached their highest level since 2004.

Flavored whole milk sales have now been under 800 million pounds in 16 of the last 17 years; 2021 was the lone exception during that period. Flavored whole milk sales last topped 1.0 billion pounds in 1980.

been above 1.0 billion pounds since 1988.

Buttermilk sales had reached a record high of 1.24 billion pounds in 1955.

Eggnog sales in 2022 totaled 127 million pounds, down 9.9 percent, or 14 million pounds, from 2021. Eggnog sales haven't been above 150 million pounds since 2006, when they totaled a record 151 million pounds.

In 2022, sales of miscellaneous fluid milk products totaled 1.29 billion pounds, up 8.9 percent, or 105 million pounds, from 2021.

ing disposition from a plant store, vendor, or vending machine) of a fluid milk product in consumer-type packages or dispenser units."

While the AMS data account for most of the fluid beverage milk sold in the US, there are substantial areas of the country that are not covered by the AMS data because they are not subject to FMMO regulations, ERS pointed out. ERS does receive fluid milk sales data from other state entities, including the New York State Department of Agriculture and Markets, Virginia Department of Agriculture and Consumer Services, Montana Department of Livestock, and Maine Milk Commission.

There are some areas of the country for which no fluid milk sales data are currently available.

Number Of Milk Plants Declines

In 2022, there were 463 fluid milk plants in the US, three fewer than in 2021, according to separate statistics released Thursday by ERS. For this report, ERS uses the US Food and Drug Administration's Interstate Milk Shippers (IMS) List from July of each year.

Since 2008, the number of fluid milk plants in the US has ranged from a high of 466 in 2021 to a low of 388 in 2011.

The average product volume per fluid milk in the US last year was 93.8 million pounds, down from 95.5 million pounds in 2021. That's the second straight year in which average product volume per fluid milk plant was under 100 million pounds.

Since reaching a recent peak of 141.4 million pounds in 2009, the average product volume per fluid milk plant has declined almost every year.

Dutch Firm Closes Seed Funding Round, Aims To Make Animal-Free Dairy Proteins

Delft, Netherlands—Vivici B.V. said recently that it has successfully closed its seed funding round and pursues its mission to meet the world's growing need for sustainable, nutritious, and great-tasting proteins.

With strategic support from founding investors dsm-firmenich Venturing and Fonterra, Vivici said it has strong and credible foundations to bring animal-free dairy proteins made with precision fermentation to market.

Vivici said it leverages decades of experience in developing and scaling bioprocesses and holds knowledge in the isolation and application of dairy proteins. Fermentation-produced dairy proteins can provide functional benefits in a wide array of applications.

"Vivici is an exciting opportunity to combine dsm-firmenich's world-leading precision fermentation expertise with Fonterra's world-leading dairy science and technology," said Momal Mistry-Mehta, Fonterra chief innovation and brand officer.

Based in the Netherlands, Vivici has its headquarters at the Biotech Campus Delft and a dairy protein application lab in the Food Valley at NIZO food research.

"We are thrilled to be a founding investor in Vivici BV's Series Seed capital raise," said Pieter Wolters, managing director of dsm-firmenich Venturing.

"This partnership aligns well with the co-op's strategy to be a leader in dairy innovation and science," Fonterra's Mistry-Mehta continued.

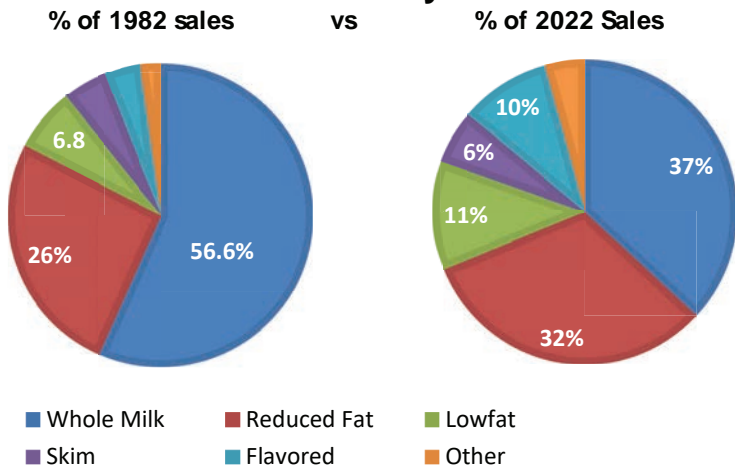
"I'm thrilled to work with such an experienced team, that knows what it takes to not only develop, but manufacture, register and commercialize great ingredients," commented Stephan van Sint Fiet, Vivici's CEO. "Together, we will build Vivici into a precision fermentation leader that contributes to a future-proof food system."

"Vivici has the foundation for success, and builds on multiple years of joint technology and application development, and is now well-positioned as an agile startup company," Wolters of dsm-firmenich continued.

Vivici is a Dutch B2B ingredients company, supplying food and beverage brands with animal-free dairy proteins, made with precision fermentation.

For more information about Vivici, visit www.vivici.com.

Fluid Milk Sales By Product



Sales of flavored milk other than whole totaled 3.47 billion pounds last year, up 3.1 percent, or 105 million pounds, from 2021. Sales of flavored milk other than whole have now topped 3.0 billion pounds in 20 of the last 21 years; the exception was in 2020, when sales totaled 2.88 billion pounds.

Sales of flavored milk other than whole had reached a record high of 3.98 billion pounds in 2010.

Buttermilk sales last year totaled 450 million pounds, down 0.9 percent, or 4.0 million pounds, from 2021. Buttermilk sales have now been below 500 million pounds for five straight years, and haven't

In 2000, the first year in which USDA reported sales of miscellaneous fluid milk products, sales totaled 88 million pounds.

For its fluid milk sales statistics, ERS uses numerous sources.

The USDA's Agricultural Marketing Service (AMS) provides ERS with data for milk sales quantities by product within federal milk marketing order (FMMO) areas.

Milk sales data are based on route disposition, which is defined in the US Code of Federal Regulations (CFR) as "delivery to a retail or wholesale outlet (except a plant), either directly or through any distribution facility (includ-

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WDE Winners

(Continued from p. 1)

Swiss Styles

First place: Prairie Farms, Luana, IA, 99.75

Second place: Prairie Farms Dairy/White Hill Cheese, Shullsburg, WI, 99.40

Third place: Southeastern Grocers, Jacksonville, FL, 99.00

Brick, Muenster, Havarti, Gouda

First place: Pleasant Lane Farms, Latrobe, PA, 1976 Reserve Gouda, 99.90

Second place: Southwest Cheese, Clovis, NM, A3 Euro Style Gouda, 99.60

Third: Southeastern Grocers, Jacksonville, FL, Muenster, 99.40

Mozzarella

First place: Lactalis American Group, Buffalo, NY, 99.75

Second place: Joseph Gallo Farms, 99.625

Third place: Lactalis American Group, Buffalo, NY, 99.375

Fresh Mozzarella

First place: Crave Bros. Farmstead Cheese, Waterloo WI, 99.625

Second place: Lactalis American Group, Nampa, ID, Galbani Cilingine, 99.10

Third place: Lactalis American Group, Nampa, ID, Galbani Sliced Log, 98.50

String Cheese

First place: Lactalis American Group, Nampa, 99.35

Second place: Crave Bros. Farmstead Cheese, 99.05

Third place: Crave Bros. Farmstead Cheese, 98.95

Provolone

First place: Foremost Farms USA, Clayton Team, 99.45

Second place winner: Foremost Farms USA, Clayton Team, 99.425

Third place: Lactalis American Group, Buffalo, 98.95

Italian Hard Cheese

First place and Grand Champion: Lake Country Dairy-Schuman Cheese, Turtle Lake, WI, Cello Artisan Parmesan Wheel, 99.70

Second place: Sartori Company, Plymouth, WI, SarVecchio Parmesan, 99.40

Third: Lake County Dairy Schuman Cheese, Turtle Lake, WI, Cello Artisan Copper Kettle Parmesan Wheel, 99.15

Blue Veined Cheese

First place: Prairie Farms, Mindoro, WI, 99.05

Second place: Kingston Cheese Cooperative, Cambria, WI, Organic Blue Cheese, 98.15

Third place winner: Kingston Cheese Cooperative, Gorgonzola, 95.80

Smoked Natural Cheese

First place winner: Global Foods International, Schiller Park, IL, 6 Naturally Oven-Smoked Gouda, 99.00

Second place: Global Foods International, Sliced Naturally Oven-Smoked Cheddar, 98.90

Third place: Global Foods International, Double-Smoked Natural Gouda, 98.75

Pepper Flavored Cheese

First place: Southwest Cheese, Monterey Jack w/ Red & Green Jalapeno Peppers, 99.525

Second: AMPI, Jim Falls, Habanero Jack, 99.55

Third: Schnuck Markets, Inc., St. Louis, MO, Carolina Reaper Shredded Cheese, 99.30

Flavored Natural Cheese

First place: Lake Country Dairy - Schuman Cheese, Creamy Dill Hand Rubbed Fontal, 99.775

Second place: Cabot Creamery Cooperative, Waitsfield, VT, Everything Bagel Rubbed Cheddar 99.75

Third place: Cabot Creamery, Waitsfield, VT, Tuscan Spice Rubbed Cheddar 99.50

Cold Pack Cheese, Cheese Food, Cheese Spread

First place: Pine River Pre-Pack, Inc., Newton, WI, Mango Habanero Cold Pack Cheese Food, 99.55

Second place: Pine River Pre-Pack, Swiss & Almond Cold Pack Cheese Food, 99.40

Third place: Pine River PrePack, Cranberry Cheddar Cold Pack Cheese Spread, 99.35

Reduced Fat

First place: Foremost Farms USA, Appleton, WI, Reduced Fat Non-Smoked Provolone 99.50

Second place: Foremost Farms USA, Appleton, WI, Reduced Fat Low Moisture Part Skim Mozzarella, 99.10

Third place: Foremost Farms USA, Richland Center, WI, 99.05

Feta

First place: Central Valley Cheese, Inc., Turlock CA, 99.50

Second place: Nasonville Dairy, Marshfield, WI, 99.15

Ricotta

First place: Lactalis American Group, Whole Milk, Buffalo, NY, 99.45

Second place: Lactalis American Group, Whole Milk, Buffalo, 99.275

Third place: Lactalis American Group, Whole Milk, Buffalo, 98.775

Open Class Soft Cheese

First place: Crave Brothers Farmstead Cheese, Chocolate Mascarpone, 99.775

• See **WDE Winners**, p. 10

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WDE Winners

(Continued from p. 9)

Second place: Dilly Artisan Foods, Lancaster, PA, Cowz Leap Fresh Pimento with Jalapeno Cheese, 99.25

Third place: Hoards Dairyman Farm Creamery, Fort Atkinson, WI, Camembert, 98.50

Open Class Semi Soft Cheese

First place: Hoards Dairyman Farm Creamery, Fort Atkinson, WI, Port Salut, 99.65

Second place: Pleasant Lane Farms, Quark, 99.55

Third place winner: Hoards Dairyman Farm Creamery, Butterkase, 99.50

Open Class Hard Cheese

First place winner: Sartori Company, Garlic & Herb BellaVitano, 99.175

Second: Lake Country Dairy-Schuman Cheese, Cello Artisan Asiago Wheel with Roasted Black Pepper, 99.125

Third place: Espresso BellaVitano Sartori Company, 99.075

Flavored Pasteurized Process Cheese

First place: Global Foods International, Naturally Oven-Smoked Processed Gouda, 99.175

Second place winner: Global Foods International, Inc., Naturally Oven-Smoked Processed Swiss, 98.95

Third place: Land O' Lakes, Spencer, WI, White Extra Melt w/ Jalapenos, 98.80

Latin American Cheese

First place: Crave Brothers Cheese, Oaxaca, 99.35

Second place: V&V Supremo Foods, Chicago, IL, Cotija, 99.30

Third place: Mexican Cheese Producers, Darlington, WI, Fresco Wheel, 99.175

Mixed Milk Cheese

First place winner: Saputo Cheese USA, Montchevre Bucheron, 98.80

Second place: Saputo Cheese USA, Montchevre Bruschetta Goat Cheese, 98.625

Third place: Kingston Cheese Cooperative, Breezy Blue, 98.55

Mascarpone

First place: Lake Country Dairy, Schuman Cheese, 99.65

Second place: Lake Country Dairy, Schuman Cheese, 99.20

Third place: Lactalis American Group -Nampa, 98.65

Plain Cream Cheese

First place: Southeastern Grocers, Jacksonville, FL, 99.45

Second place: Kraft Heinz, Lowville, NY, 99.30

Third place: Kraft Heinz, Lowville, NY, 99.25

Flavored Cream Cheese

First place: Prairie Farms Dairy, Battle Creek, MI, Sea Salt Caramel, 99.85

Second place: Schreiber Foods, Green Bay, WI, Brown Sugar Cinnamon Cream Cheese Spread, 99.625

Third place: Kraft Heinz, Lowville, NY, Blueberry Cream Cheese Spread, 99.475

Plain Cheese Curds

First place: WW Homestead Dairy, Waukon, IA, 99.625

Second place: Pleasant Lane Farms, Latrobe, PA, 99.45

Third: Nasonville Dairy, Inc., Marshfield, WI, 99.125

Flavored Cheese Curds

First place: WW Homestead Dairy, Garlic & Dill White Cheddar Cheese Curds, 99.30

Second place: Nasonville Dairy, Garlic and Herb Cheese Curds, 99.05



Expert judges, Ian Bodkin (left) of dsm.firmenich and Matt Zimbric, Foremost Farms USA, take a closer look at a Cheddar entry in this year's World Dairy Expo contest.

Third place: Pleasant Lane Farm, Buffalo Ranch Cheese Curds, 98.75

Natural Cheese Snack

First place: Global Foods International, Naturally Oven-Smoked Gouda Cubes, 98.85

Second place: Ron's Wisconsin Cheese, Artisanal Hand Cut LMPS Mozzarella 98.10

Third place: Global Foods International, Naturally Oven-Smoked Mozzarella Cubes, 98.05

Processed Cheese Snack

First place: Lactalis American Group, Merrill, WI, President Wee Brie Spreadable Cheese Wedges, 99.725

Second place: Lactalis American Group, Merrill, WI, President Creamy Brie Gourmet Spreadable Cheese, 99.45

Third: Global Foods International, Naturally Oven-Smoked Processed Cheddar Cubes, 99.225

Open Class

First place: Lactalis American Group, Nampa, Whole Milk Premium Shred 99.50

Second place: Masters Gallery Foods, Italian Cheese Blend, 99.40

Third: Masters Gallery Foods, Pepper Jack, Jalapeno/Habanero Jack and Chipotle, 99.25

Salted Butter

First place: Continental Dairy Facilities Southwest, Littlefield, TX, 99.50

Second place winner: CROPP Cooperative, La Farge, WI, 99.275

Third place: Foremost Farms, Team 1st Shift, Reedsburg, WI, 99.15

Unsalted Butter

First place: DFA, Winnsboro TX, 99.375

Second place: Grassland Dairy Products, Greenwood, WI, 99.275

Third place: Challenge Dairy Products, Dublin, CA, 99.125

Flavored Butter

First place: Nordic Creamery, Westby, WI, Cinnamon Sugar Butter, 99.075

Second place: Pine River Dairy, Manitowoc, WI, Blueberry Butter 98.80

Third place: Nordic Creamery, Westby, WI, Garlic & Basil Butter, 98.70

Open Class Butter

First place: DFA, Winnsboro, TX, Salted Whipped Butter, 98.775

Second place: Grassland Dairy Products, Wuthrich Clarified Butter, 98.675

Third place: DFA, Winnsboro, TX, 82% Salted Plugra, 98.55

White Milk

First place and Grand Champion: Hiland Dairy Farms, Norman, OK, 99.90

Second place: Prairie Farms Dairy, Holland, IN, 99.80

Third place: Hiland Dairy, Dallas, TX, 99.70

Whole Chocolate Milk

First place: Sassy Cow Creamery, Columbus, WI, 99.75

Second place: Sassy Cow Creamery, Columbus, WI, 99.60

Third place: Prairie Farms Dairy, Dubuque, IA, 99.50

• See **WDE Winners**, p. 11

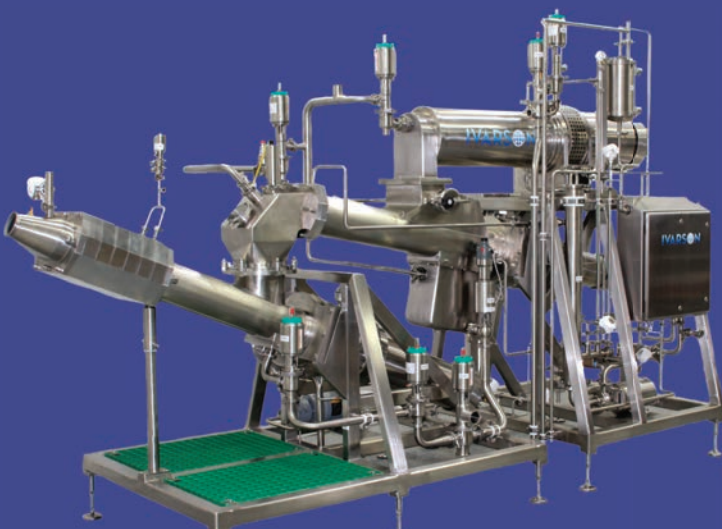
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WDE Winners

(Continued from p. 10)

Lowfat Chocolate Milk 1%

First place: Prairie Farms Dairy, Rockford, IL, 99.90
Second place: Sassy Cow Creamery, 99.80
Third place: Crescent Ridge Dairy, Sharon, MA, 99.65

Lowfat Chocolate Milk 2%

First place: Umpqua Dairy Products, Roseburg OR, 99.99
Second place: Hiland Dairy Foods, Kansas City, MO, 99.95
Third place: Cass Clay Creamery, Fargo ND, 99.925

Fat Free Chocolate Milk

First place: Lochmead Dairy, 99.60
Second place: Hiland Dairy, Kansas City, MO, 99.15
Third place: Prairie Farms Dairy, Dubuque, IA, 99.10

Strawberry Milk

First place: Prairie Farms, Anderson, IN, 99.55
Second place: Kwik Trip, La Crosse, WI, 99.30
Third place: Stewarts Shops, Saratoga Springs, NY, 99.15

Cultured Milk

First place: Hiland Dairy, Springfield, MO, 1% Buttermilk, 99.90
Second place: Hiland Dairy, Chandler, OK, Lowfat Buttermilk, 99.85
Third place: Marburger Farm Dairy, Evans City, PA, Gourmet Buttermilk, 99.80

UHT Milk & Aseptic Milk

First place: Prairie Farms Dairy, Battle Creek, MI, 99.985
Second place: Prairie Farms Dairy, Battle Creek, MI, 99.95
Third place: Aurora Organic Dairy, Platteville, CO, 99.90

Flavored UHT Milk & Aseptic Milk

First place winner: Prairie Farms Dairy, Battle Creek, MI, Chocolate, 99.85
Second place: Prairie Farms Dairy, Battle Creek, MI, Salted Caramel, 99.65
Third place: Prairie Farms Dairy, Battle Creek, MI, Chocolate Peanut Butter, 99.45

Open Class Pasteurized Milk

First place: Prairie Farms Dairy, Battle Creek, MI, , 99.99
Second place: Stewart's, Saratoga Springs, NY, 99.97
Third place: Marburger Farm, Evans City, PA, 99.955

Open Class Flavored Milk

First place: Stewart's Shops, Egg-nog, 99.80
Second place: Crescent Ridge Dairy, Sharon, MA, Coffee Milk, 99.75
Third place: Stewart's Shops, Vanilla Dairy Shake, 99.70

Half & Half

First place: Sassy Cow, Columbus, WI, 99.90

Second place: Hiland Dairy, Conroe, TX, 99.80
Third place: Prairie Farms Dairy, Battle Creek, MI, 99.70

Open Dairy Based Creamers

First place: CROPP Cooperative, Organic Lactose Free Sweet Cream, 99.55
Second place: Prairie Farms Dairy, Granite City, IL, Fat Free Half & Half, 99.40
Third place: CROPP Cooperative, Organic French Vanilla Lactose Free Sweet Cream, 99.30

Whipping Cream & Heavy Whip

First place: Hiland Dairy, Wichita, KS, 99.90
Second place: Kemp's, Cedarburg, WI, 99.875
Third place: Hiland Dairy, Kansas City, MO, 99.85

Plain Greek Yogurt

First place: Old Home Foods, Bloomington, MN, 99.25
Second place: Central Valley Cheese, Turlock, CA, Labne Kefir, 98.75
Third place: Southeastern Grocers, Jacksonville, FL, 98.70

Flavored Greek Yogurt, Nonfat

First place: Southeastern Grocers, Jacksonville, FL, Blueberry, 98.50
Second place: Upstate Niagara Cooperative, Lancaster, NY, Vanilla, 97.75
Third: Schnuck Markets, Inc., Organic Whole Milk Vanilla, 96.70

Flavored Greek Yogurt

First place: Cabot Cooperative Creamery, Waitsfield, VT, Triple Cream Vanilla Bean, 97.60

Second place: Country View Dairy, Hawkeye, IA, Aronia Blackberry Yogurt, 96.90
Third place: Southeastern Grocers, Whole Milk Vanilla, 95.75

Vanilla Yogurt

First place: Old Home Foods, 99.35
Second place: Belfonte Ice Cream & Dairy Foods, Kansas City, MO, 99.25
Third place: Country View Dairy, Hawkeye, IA, 99.15

Strawberry Yogurt

First place: Deerland Dairy, Freeport, IL, 96.40
Second place: Prairie Farms, Quincy, IL, 96.10
Third place: Belfonte Ice Cream & Dairy Foods, 95.35

• See **WDE Winners**, p. 12

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WDE Winners

(Continued from p. 11)

Blueberry Yogurt

First place: Southeastern Grocers, 99.60

Second place: Belfonte Ice Cream & Dairy Foods, 98.95

Third place: Prairie Farms, Quincy, IL, 98.90

Open Class Yogurt

First place: Old Home Foods, Plain Whole Milk Yogurt, 99.40

Second place: Belfonte, Lemon Yogurt, 99.35

Third place: Deerland Dairy, 99.30

Tropical Drinkable Yogurt

First place winner: Hiland Dairy, Chandler, OK, Mango Drinkable Yogurt, 99.625

Second place: Hiland Dairy, Chandler, OK, Pina Colada Drinkable Yogurt, 99.55

Third place: Tropical Cheese, Perth Amboy, NJ, Guanabana Lowfat Drinkable, 99.325

Open Class Drinkable Milk

First place: Hiland Dairy, Chandler, OK, Peach, 99.65

Second place: Weber Farm Store, Marshfield, WI, Lowfat Plain Kefir, 99.55

Third place: Tropical Cheese, Strawberry, 99.45

Regular Cottage Cheese

First place: Prairie Farms, Quincy, IL, 99.75

Second place: Prairie Farms, Quincy, IL, 99.725

Third place: Umpqua, 99.70

Low Fat/No Fat Cottage Cheese

First place: Prairie Farms, Quincy, IL, 99.80

Second place: Umpqua, 99.70

Third place: Prairie Farms, Carbondale, IL, 99.50

Open Class Cottage Cheese

First place: Kemps, Farmington, MN, Mixed Berry Fruit on the Bottom, 99.35

Second place: Kemps, Farmington, MN, Pineapple Fruit on the Bottom, 99.30

Third place: Kemps, Farmington, MN, Bacon Cheddar Fruit on the Bottom, 99.25

Sour Cream

First place: Upstate Niagara, Lancaster, NY, 99.35

Second place: Lactalis Heritage Dairy, 99.325

Third place: Central Valley Cheese, 99.15

Low Fat Sour Cream

First place: Hiland Dairy, Omaha, NE, 98.825

Second place: Saputo USA, Tulare, CA, 98.70

Third place: Cabot Creamery, 98.075

Sour Cream Based Dips - Onion

First place: Prairie Farms, Fort Wayne, IN, 99.90

Second place: Hiland Dairy, Norman, OK, 99.80

Third place: Hiland Dairy, Omaha, NE, 99.75

Sour Cream Based Dips - SW

First place: Prairie Farms, Fort Wayne, IN, 99.90

Second place: Hiland Dairy, Norman, OK, 99.34

Third place: Hiland Dairy, Omaha, NE, 99.15

Hispanic Plain Sour Cream

First place winner: Mexican Cheese Producers, Monroe, WI, 99.725

Second place: Hiland Dairy, Norman, OK, 99.50

Third place: Hiland Dairy, Norman, OK, 99.175

Open: Sour Cream Based Dips

First place: Mexican Cheese Producers, Sour Cream Chipotle, 99.90

Second place: Prairie Farms Dairy, Fort Wayne, IN, Bacon Cheddar Dip, 99.75

Third place: Mexican Cheese Producers, Sour Cream Jalapeno, 99.55

Regular Vanilla Ice Cream

First place: Belfonte, Kansas City, MO, 99.75

Second place: Sassy Cow, 99.60

Third place: Lochmead Dairy, 98.85

• See **WDE Winners**, p. 13



Expert judges for Grade A portion of the contest included (in alphabetical order) Doug Allen, Ian Bodkin, Trevor Bone, Phil Brown, Julie Chapman, Michael Cigich, Dawn Gadicke, Blair Hoch, Derek Janssen, Hoss Langhoff, Justin Larsen, Charlie Mack, Greg Nielsen, Dave Potter, Allison Reynolds, Daryl Spors, Eric Steer, Doug Vargo, Herb Wyckoff, Kevin Young and Jane Zeien.

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WDE Winners

(Continued from p. 12)

French Vanilla Ice Cream

First place: Prairie Farms, Rockford, IL, 99.50
Second place: Schnuck Markets, St. Louis, MO, 99.35
Third place: Cedar Crest, Manitowoc, WI, 99.325

Philly Vanilla Ice Cream

First place: Chocolate Shoppe Ice Cream, Madison, WI, 99.65
Second place: Umpqua, 99.60
Third place: Hudsonville Ice Cream, Holland, MI, 99.25

Regular Chocolate Ice Cream

First: Chocolate Shoppe, 99.75
Second place: Hiland Dairy, Springfield, MO, 99.65
Third place: Southeastern Grocers, 99.60

Dark Chocolate Ice Cream

First place: Cedar Crest, Big Muddy, 99.90
Second place: Chocolate Shoppe, Zanzibar Chocolate, 99.70
Third place: Lochmead, 99.575

Cookie/Cookie Dough Ice Cream

First place: Belfonte, 99.80
Second place: Hiland Dairy, Tyler, TX, Cold Brew Cookies, 99.70
Third place: Prairie Farms, Rockford, IL, 99.475

Mint Ice Cream

First: Chocolate Shoppe, 97.85
Second place: Prairie Farms, Rockford, IL, 97.55
Third place: Prairie Farms, Rockford, IL, 97.45

Strawberry Ice Cream

First place: Prairie Farms, Rockford, IL, 99.60
Second place: Southeastern Grocers, 99.35
Third place: Belfonte, 99.30

Open Class With Fruit

First place: Chocolate Shoppe, Blackberry Lemon Bar, 99.85
Second place: Umpqua, Classic Lemon Bar, 99.70
Third: Kelley Country Creamery, Fond du Lac, WI, Rassicle, 99.65

Open Class With Nuts

First place: Stewarts Shops, Death By Chocolate, 99.75
Second place: Crescent Ridge Dairy, Mississippi Mud, 99.60
Third place: Chocolate Shoppe, Butter Pecan, 99.30

Open Class With Peanut Butter

First place: Hudsonville Ice Cream, Triple Peanut Butter Cup, 99.90
Second place: Southeastern Grocers, 99.70
Third place: Belfonte, Chocolate Peanut Butter, 99.35

Open Class With Caramel

First place: Hudsonville, Seaside Caramel, 96.75
Second place: Cedar Crest, Caramel Collision, 93.45

Third place: King Cone, Plover, WI, Caramel Apple Sucker, 93.40

Open Class Ice Cream

First place: Chocolate Shoppe, S'more to Love, 99.00
Second place: Chocolate Shoppe, This #&@! Just Got Serious, 99.75
Third place: Hudsonville, Malted Milk Ball Ice Cream, 99.70

Open Class Novelties

First place: Ruby Jewel, Beaverton, OR, Lemon Lavender Ice Cream Sandwich, 99.75
Second: Ruby Jewel, Chocolate Mint Ice Cream Sandwich, 99.70
Third place: Hudsonville, Salted Caramel Ice Cream Bars, 99.65

Open Class Sherbet

First place: Stewarts, Mango Dragon Fruit, 99.80
Second place: Prairie Farms, Rockford, IL, PF Orange, 99.75
Third place: Penn State Berkey Creamery, University Park, PA, Raspberry Sherbet, 99.50

Frozen Yogurt

First place and Grand Champion: County View Dairy, Raspberry Cheesecake, 96.70
Second place: Penn State Creamery, Black Raspberry, 95.15
Third place: Southeastern Grocers, Peach, 94.85

Gelato

First place: Gelatissimo USA, Friendswood, TX, Pistachio, 99.90
Second place: Gelatissimo USA, Chocolate Mint, 99.70
Third place: Gelatissimo USA, Espresso, 99.65

Whey

First: AMPI, Jim Falls, WI, 99.65
Second: AMPI Jim Falls, WI, 99.45
Third place: Prairie Farms, Luana, IA, 99.10



Stopping in to show support for the WDE Championship Dairy Product Contest was Randy Romanski (center), secretary of the Wisconsin Department of Agriculture, Trade and Consumer Protection. With Romanski are Amy Winters, executive director of the Wisconsin Dairy Products Association, the contest's sponsor; and Dr. Bob Bradley, the contest's chief judge.

Whey Permeate

First place: Agri-Mark, Waitsfield, VT, 99.65
Second place: Proliant Dairy Ingredients, Melrose, MN, 99.50
Third place: Lactalis American Group, Nampa, ID, 99.40

WPC 34%

First place: Foremost Farms, Sparta, WI, 99.90
Second place: First District Association, Litchfield, MN, 99.55
Third place: First District Association, 99.15

WPC 80%

First place: Milk Specialties Global, Eden Prairie, MN, 99.75
Second place: Lactalis American Group, Nampa, ID, 99.65
Third place: Gallo Global Nutrition, Atwater, CA, 99.05

Whey Protein Isolates

First place: Lactalis American Group, Nampa, ID, 99.90
Second place: Gallo Global Nutrition, Atwater, CA, 99.40

Third place: Gallo Global Nutrition, Atwater, CA, 99.15

Whey Based Sports/Energy Drink

First place: Shamrock Farms, Phoenix, AZ, Rockin' Protein Chocolate Recovery Shake, 99.25
Second place: Milk Specialties Global, Supercharges Green Tea Lemonade, 98.50
Third place: Shamrock Farms, Phoenix, AZ, Rockin' Protein Vanilla Recovery Shake, 98.00

Nonfat Dried Milk

First place: Foremost Farms, Sparta, WI, 99.90
Second place: DFA, Portales, NM, 99.85
Third place: DFA, Portales, NM, 99.75

Innovative

First place: King Cone, Mango, 97.00
Second place: Dairyland Old Fashioned Hamburgers, Milwaukee, WI, Buttermilk Ranch Dressing, 93.66



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Three Winners Of First Northeastern Dairy Innovation Competition Named

Ithaca, NY—Three companies have been named winners of the inaugural Northeastern Dairy Product Innovation Competition, following a pitch competition last month in Stocking Hall on the Cornell University campus.

The three winning dairy innovators are lu.lu Ice Cream, Oakfield Corners Cheese LLC, and Terra Firma Farm.

Oakfield Corners Cheese produces Mexican-style cheese, addressing a market need for the Hispanic community. Terra Firma Farm's ready-to-use, premium ice cream base, "Your Turn to Churn," allows consumers to make their own ice cream in minutes, while lu.lu Ice Cream offers gelato made with goat milk.

Funded by a \$1 million grant from the Northeast Dairy Business Innovation Center (NE-DBIC and administered by Cornell's Center for Regional Economic Advancement (CREA) and Northeast Dairy Foods Research Center (NDFRC), the competition supports food innovators in launching value-added dairy products made from ingredients produced in the Northeast.

Each of the three winners will receive \$55,000 to further develop their product and bring it to market, in addition to ongoing business mentorship and a presence at the Dairy Innovation Showcase at the 2023 Grow-NY Summit on Nov. 14-15, 2023, in Binghamton, NY.

In its first year, the program attracted over 50 applicants, including those making products on small and organic farms, from across the US.

Ten finalists were selected from the pool by a committee of dairy experts, each being provided with \$20,000, along with early-stage incubation assistance from Cornell's food processing and business experts, access to the university's food processing facilities, industry mentorship, and training on product prototyping.

From May until early August, finalists received industry mentorship and entrepreneurship coaching that included support with pitch development, technical training, and identifying industry networking and resource opportunities.

The following industry experts participated as mentors, playing an integral role in helping finalists maximize their experience and impact on the Northeast dairy industry: Brian Bailey, founding co-owner and creator of Yancey's Fancy, Inc. Cheeses; Marla Buerk, and Judy Keenan, Dairy Management Inc.; Tim Cooley, dairy product consultant; Steve Funk, Nelson-Jameson Inc.; Sheila Marshman, SUNY Morrisville, School of Agriculture, Business & Technology; Pulari Nair, Rich Products Corporation; Gil Tansman, DSM; Jeff Warner, Pennsylvania Department of Agriculture; Esperanza Wingard, HP Hood LLC; and Tristan Zuber-Hrobuchak, Chr. Hansen.

"Our growth from this program has been enormous, purely from the fact that we had the ability to learn how to make our product fully lactose free," said Laura Mack, founder and owner of lu.lu Ice Cream. "As opposed to just having good digestibility, we now

can express to the consumer that it's lactose free. That would not have happened if we weren't in this program."

John Chrisman, CEO of the American Dairy Association North East; Sue Miller, award-winning cheese maker and co-founder of the Birchrun Hills Farm; and Anson Tebbetts, secretary of the Vermont Agency of Agriculture, Food and Markets, served as the competition's judges and used the following set of criteria to determine the three winners:

- Dairy product concept and execution
- Dairy product innovation or improvement
- Viability of commercialization and business model
- Use of dairy ingredients
- Consumer value

"Congratulations to all of our dairy innovators that made the inaugural Northeastern Dairy Product Innovation Competition such a success," said Laura Ginsburg, director of the NE-DBIC. "This competition highlights the creativity and energy that dairy entrepreneurs bring to their work, showcasing new ideas and products which build on the strong tradition of dairy that is foundational to the region."

"Today's Dairy Innovation Competition showcased how dairy innovators can harness entrepreneurial skills to create and scale value-added products that address today's consumer preferences while increasing the utilization of dairy ingredients produced in the Northeast," said Jenn Smith, CREA's director of food and ag startup programs. "Congratulations to this year's entire cohort, who are all helping to strengthen our rural economy and make our regional food system stronger."

New York Cheese Manufacturers Opt For Fund-Raiser Instead Of Auction

Ithaca, NY—The New York State Cheese Manufacturers Association (NYSCMA) has kicked off its new fund-raising event this week, opting for a selling-strategy rather than a cheese auction, which the Association held for the first time last year.



Funds help support educational opportunities for local cheese manufacturers, promote New York State cheese products, and provide up to two scholarships for undergraduate students in dairy science or food science.

Thanks to the dairy industry's generosity, NYSCMA has established a new graduate-level scholarship for students conducting research in food science or animal science, NYSCMA executive administrator Alexander Solla commented.

The Association is selling 40-pound blocks of award-winning New York State Cheddar made exclusively with local milk.

Cheese will be delivered as 20 2-pound blocks with a custom New York State Cheese Manufacturers Association label.

The purchasing deadline is Friday, Sept. 22.

There's no buying limit, and shipping will be coordinated between the Thanksgiving and Christmas holidays, organizers stated.

Also new this year, shipping is available anywhere in the contiguous United States, according to organizers.

Purchases can be made online at www.nyscheesemakers.com.

The New York State Cheese Makers Association was established in 1864 for the purposes of upgrading cheese making and promoting the welfare of dairymen, according to the association website.

For questions, contact NYSCMA's Alexander Solla at (607) 255-3459 or via email: ahs24@cornell.edu.

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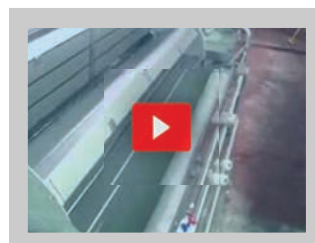
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Four Fat Fowl Creamery Tops New York State Fair Dairy Product Contest

Syracuse, NY—Four Fat Fowl Creamery of Stephentown, NY, won Grand Champion bragging rights in the New York State Fair Dairy Products Competition for its St. Stephen's entry.

The winning cheese is Four Fat Fowl's flagship, triple cream variety made from Jersey milk.

"As a family business who's mission is to craft cheeses that we would want to eat ourselves, we're thrilled that St. Stephen has been recognized as the Grand Champion, and CamemBertha as the silver winner in the artisan cheese category," said Four Fat Fowl operations and finance director Josie Madison.

This year's competition drew 197 entries across 26 categories, including a new Ice Cream class. The top three winners in each category are:

Current Cheddar

Gold medal: Great Lakes Cheese, 98.00

Silver medal: Great Lakes Cheese, 97.50

Award of Excellence: Agri-Mark, Inc., 97.00

Aged Cheddar

Gold medal: Great Lakes Cheese, 98.50

Silver medal: World's Best Cheese, 98.00

Award of Excellence: Agri-Mark, Inc., 97.50

Super Aged Cheddar

Gold medal: Great Lakes Cheese, 98.50

Silver medal: Agri-Mark, Inc., 97.00

Award of Excellence: Agri-Mark, Inc., 96.50

Full Fat Cottage Cheese

Gold medal: H.P. Hood, Lafargeville, 99.00

Silver medal: H.P. Hood, Arkport, 97.00

Award of Excellence: H.P. Hood, Vernon, 96.50

Lowfat Cottage Cheese

Gold medal: H.P. Hood, Lafargeville, 96.50

Silver medal: H.P. Hood, Arkport, 95.50

Award of Excellence: H.P. Hood, Lafargeville, 95.00

Nonfat Cottage Cheese

Gold medal: H.P. Hood, Lafargeville, 98.50

Silver medal: H.P. Hood, Lafargeville, 94.00

Cream Cheese/Neufchatel

Gold medal: Kraft Heinz, Regular Cream Cheese, 99.50

Silver medal: Kraft Heinz, Whipped Cream Cheese, 99.00

Award of Excellence: Kraft Heinz, Jalapeno Cream Cheese, 98.00

Low Moisture Mozzarella

Gold medal: Great Lakes Cheese, 96.00

Silver medal: Great Lakes Cheese, 95.50

Award of Excellence: Lactalis American Group, 95.00

Mozzarella, Non-Pizza

Gold medal: Lactalis American Group, 98.50

Silver medal: Lactalis American Group, 98.00

Award of Excellence: Upstate Niagara Co-op, 97.50

Ricotta

Gold medal: Lactalis American Group, 98.00

Silver medal: Lactalis American Group, 97.00

Award of Excellence: BelGioioso Cheese, Inc., 95.50

Provolone

Gold medal: Lactalis American Group, 98.50

Silver: Great Lakes Cheese, 96.50

Award of Excellence: Great Lakes Cheese, 96.00

Cold Pack/Process Cheese

Gold medal: Yancey's Fancy, Maple Bacon Cheddar, 99.00

Silver medal: Agri-Mark, Inc., Horseradish Cheddar, 98.50

Award of Excellence: Yancey's Fancy, Steakhouse Onion, 98.00

Flavored Natural Cheese

Gold: BelGioioso Cheese, Smoked Fresh Mozzarella Ball, 99.00

Silver medal: Old Chatham Creamery, Fresh Goat Cheese with Cranberries, 98.50

Award of Excellence: BelGioioso Cheese, Pesto Sliced Fresh Mozzarella Log, 98.00

Open Class Cheese

Gold medal: Old Chatham Creamery, Nancy's Hudson Valley Camembert, 99.50

Silver medal: BelGioioso Cheese, Fresh Mozzarella Log, 99.00

Award of Excellence: Yancey's Fancy, Bergenost, 98.50

Goat/Sheep Soft Cheese

Gold medal: Old Chatham Creamery, Fresh Goat Cheese with Garlic & Herbs, 99.50

Silver medal: Nettle Meadow, Simply Sheep, 99.00

Award of Excellence: Cotton Hill Creamery, Fresh Goat Cheese, 98.50

Farmstead/Artisan Cow's Milk

Gold medal: Four Fat Fowl Creamery, St. Stephen, 99.00

Silver medal: Four Fat Fowl Creamery, CamemBertha, 98.00

Award of Excellence: Churchtown Dairy, Coperthwaite, 97.00

Farmstead/Artisan Cow's Milk

Hard Cheese

Gold medal: East Hill Creamery, Silver Lake, 99.00

Silver medal: Eden Valley Creamery, Alpine Style with Caraway, 98.50

Award of Excellence: Jake's Cheese, Gouda, 95.50

Sour Cream

Gold medal: H.P. Hood, Arkport, 97.50

Silver medal: Upstate Niagara Dairy, 96.00

Award of Excellence: H.P. Hood, Arkport, 95.50

Buttermilk

Gold medal: H.P. Hood, Arkport, 98.00

Silver medal: Upstate Niagara Dairy, 97.50

Award of Excellence: Argyle Cheese Factory, 97.00

Dairy Dips

Gold medal: H.P. Hood, Lafargeville, Heluva Good French Onion Dip, 98.50

Silver medal: H.P. Hood, Arkport, Heluva Good French Onion Dip, 96.50

Award of Excellence: Upstate Niagara Dairy, French Onion Dip, 96.00

Plain Yogurt

Gold medal: H.P. Hood, Vernon, 96.50

Silver medal: Stoltzfus Family Dairy, 95.50

Award of Excellence: Argyle Cheese Factory, 95.00

Flavored Yogurt

Gold medal winner: Argyle Cheese Factory, Maple Greek Yogurt, 99.00

Silver medal winner: Stoltzfus Family Dairy, Raspberry Yogurt, 97.00

Award of Excellence: Old Chatham Creamery, Ginger Sheep Milk Yogurt, 96.50

Fluid Milk - Overall

Gold medal winner: Stewart's Processing

Silver medal: Upstate Farms, Buffalo

Fluid Milk - Small Processor

Gold medal: Weissmann Farms, Fluid Milk

Gold medal: Dygert Farms Creamery, Chocolate Milk

Gold medal: Stewart's Processing, Flavored Milk

Ice Cream

Gold medal winner: Mikey Dubb's Frozen Custard, Vanilla Ice Cream

Gold medal: Stewart's Processing, Chocolate Ice Cream

Gold medal: Stewart's Processing, Mint Cookie Crumble.

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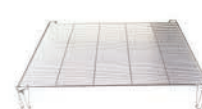
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PERSONNEL

Amy Winters Joins WDPAs As New Executive Director

Middleton, WI—Amy Winters recently joined the Wisconsin Dairy Products Association (WDPA) as the organization's new executive director.

Winters' background is in association management and government relations. She has worked and lobbied for the Wisconsin Farm Bureau and Wisconsin Agribusiness Council, and worked for former State Rep. Ben Brancel when he was on the Joint Finance Committee.

Over the past 20 years, Winters ran her own contract lobbying firm, Capitol Strategies.

As the WDPA's new executive director, Winters succeeds Brad Legreid, who served in that post for 33 years.

WOW Logistics recently hired DAVE JOHNSON as director of operations – a role that requires the implementation of best practices, leadership development, and continuous improvement initiatives for the company's four distribution centers, including facilities in Tukwila, Jerome, Savage, and Grand Chute. Before joining WOW, Johnson served in various executive-level positions with GEODIS and, most recently, vice president of distribution operations with NDC, Inc. WOW Logistics has promoted JORDAN CLEVELAND to director of transportation services, responsible for overseeing carrier retention and

recruitment, employee training, performance management, compliance, and new business development. Cleveland has been with WOW since 2014, most recently serving as the company's carrier relationship manager. WOW also recently hired JENNIFER SCHROEDER as real estate inside sales coordinator, responsible for assisting with lease negotiations, lease renewals, general market research, and customer support. Additionally, Schroeder will spearhead external communication for marketing initiatives. Schroeder brings nearly 20 years of experience in customer service, commercial loan operations, documentation compliance, mortgage loan processing, and third-party loans to her new role.

Lipari Foods has tapped ZACHARY GORDON as the company's new chief financial officer, succeeding DAVE LITTLESON, who announced his retirement earlier this year. Gordon brings extensive experience in operational finance, financial intelligence, accounting, and corporate development to his new role, most recently serving as executive vice president/chief financial officer at Joyson Safety Systems (JSS). Gordon also held executive finance roles with Aptiv PLC and SPX Corporation.

Tosca has hired JEFF POEHLS as the company's US director of protein sales. Poehls joins Tosca with over 33 years of food industry leadership experience, most recently working for global protein supplier JBS. Poehls also held executive positions at Smithfield Foods for over two decades, such as director of engineering, plant

manager, and senior director of business development.

STEVE TIENVIERI has joined Hydrate as senior lead microbiologist, responsible for managing microbiological troubleshooting and overall food safety and sanitation technical training, program development, and adjacent technology. Tienvieri, a certified Preventive Controls Qualified Individual (PCQI) trainer, joins Hydrate with over 26 years of experience in food microbiology and food manufacturing. His background includes SQF, audits, regulatory, environmental monitoring and investigations, HACCP, preventive controls (PC), and employee training.

Edge Dairy Farmer Cooperative has hired LAURA HENSLEY to lead the company's communication team, in charge of developing multiple channels of communications to members, lawmakers and other stakeholders. Hensley joins Edge Dairy with years of marketing and public relations experience, including leadership roles with C.O.next, GreenStone Farm Credit Services, FLM+ (now Curious Plot) and the Michigan Milk Producers Association (MMPA). Hensley also owned a Michigan-based communications and consulting firm, serving a wide range of ag and commodity organizations.

BW Packaging has hired JEFF JOURNEY as vice president of aftermarket. In his new role, he will work with BW Packaging's digital innovation teams to drive plans that leverage technology, tools and business process optimization to create new value for cus-

tomers. Journey also will review BW Packaging's existing portfolio of products and services, including the rapid delivery of spare and replacement parts, customer and field service programs, and operator training.

Kelley Supply, Inc. has named Devin Burdge as the company's new automation project manager. Burdge received an Associate Degree in Electronic Engineering Technologies in 1999 from ITT Tech in Norwood, OH. He has worked in a diverse and varying fields including microelectronic engineering, installation and repair of security systems, manufacturing and testing of inverter power sources. Most recently, however, Burdge held positions within the cheese manufacturing industry. He has held leadership roles in multiple fields, with the most recent being maintenance department manager.

RECOGNITION

EMMA KUBALL, a 19 year-old native of Waterville, MN, and college student at the University of Wisconsin-River Falls, was recently crowned the **70th Princess Kay of the Milky Way** during a special ceremony at the Minnesota State Fairgrounds. Kuball will serve as official goodwill ambassador for 1,850 Minnesota dairy farm families. Ten county dairy princesses from throughout Minnesota competed for the title. MAKENZIE ALBERTS of Pine Island and MEGAN RATKA, Cold Spring, were selected as runners-up. Alberts, Kuball and Ratka were also named scholarship winners.

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Dairy Checkoff Initiated Smoothie Program Expands

Rosemont, IL—Results of a check-off-initiated smoothie program pilot have shown increased milk and yogurt consumption and will be offered to more schools this fall, according to Dairy Management, Inc. (DMI).

DMI pitched the smoothie program concept last year to Chartwells K12, a food management company that serves more than 2 million meals in 4,500 schools representing 665 districts across the US every day. General Mills joined the effort by providing culinary support and training materials for the school nutrition staff and Hubert, a foodservice equipment manufacturer, offered blenders and other materials at a discounted rate.

The pilot took place in 130 Chartwells K12 schools in 15 states and, while the specific results are proprietary, they were encouraging enough for the company to make the smoothie program available to its entire suite of schools this year, DMI reported.

“Chartwells is always looking for innovative ways to make sure students leave the cafeteria happier and healthier than they came in,” said Lindsey Palmer, vice president of nutrition and industry relations for Chartwells K12. “We took insights heard directly from students when we launched the smoothie pilot, offering a popular, delicious, on-the-go meal to help kids power through their day.

“Smoothies also have the unique benefit of providing multiple meal components and a great opportunity for kids to consume more milk, yogurt and fruits,” Palmer added.

Chefs from Chartwells and General Mills collaborated to produce 30 recipes (15 each for breakfast and lunch) that contain at least one of the daily recommended servings of dairy and fruit. The smoothies are part of the reimbursable school breakfast and lunch meals and meet USDA’s nutrition guidelines, DMI said. Students in the pilot were offered options including dragon fruit banana, mango chili lime, avocado kale mango and others.

“The goal was to give students something they’re seeking outside of schools and is trendy,” said Lisa Hatch, vice president of school channel sales and business development for DMI. “This smoothie program strengthens the check-off’s mission of nourishing youth through innovative ways that drives dairy demand in schools.”

A post-pilot survey showed a very positive response from students, school foodservice staff and administrators, DMI said.

USDA, USTR Appoint New Advisors To Seven Agricultural Trade Committees

Washington—US Secretary of Agriculture Tom Vilsack and US Trade Representative (USTR) Katherine Tai late last week announced the appointment of 130 new private-sector representatives to serve on seven agricultural trade advisory committees.

The new group of advisors will join the 70 existing committee members whose terms have not expired.

The seven committees include the Agricultural Policy Advisory Committee (APAC), as well as Agricultural Technical Advisory Committees (ATACs) for trade in animals and animal products; trade in processed foods; trade in grains, feed, oilseeds and planting seeds; trade in sweeteners and sweetener products; and trade in fruits and vegetables.

APAC members include, among others: Michael Dykes, International Dairy Foods Association (IDFA); Jim Mulhern, National Milk Producers Federation (NMPF); David Salmons, American Farm Bureau Federation; and Thomas Chapman, Organic Trade Association.

The APAC’s objectives and the scope of its activity are as follows:

- Advise, consult with, and make recommendations to the secretary of agriculture and the USTR concerning the trade policy of the US and the matters arising in the administration;

- Provide information and advice regarding the following: negotiating objectives and bargaining positions of the US before the US enters into trade agreements, the operation of any trade agreement once entered into, and matters arising in connection with the administration of the trade policy of the US; and keep abreast of the ongoing work of the technical-level committees (ATACs). It will furnish such other advisory opinions and reports as the secretary of agriculture and the USTR deem necessary.

Members of the ATAC for Trade in Animals and Animal Products include, among others: Jaime Castaneda, NMPF; Cassandra Kuball, Edge Dairy Farmer Cooperative; Michael Lichte, Dairy Farmers of America; Ken Meyers, MCT Dairies; Patti Smith, DairyAmerica; Chad Vincent, Dairy Farmers of Wisconsin; and Colleen Coyne, Food Export USA-Northeast.

The Committee’s objectives and the scope of its activity are as follows: advise, consult with, and make recommendations to the secretary of agriculture and the USTR on matters that are of concern to the US and to its consumers, producers, processors, and traders of animals and animal

products in connection with the trade policy activities undertaken by the US; and provide advice and information regarding trade issues that affect production and trade concerning animals and animal products.

Members of the ATAC for Trade in Processed Foods include, among others: Shawna Morris, US Dairy Export Council; Becky Rasdall, IDFA; Ralph Hoffman, Arthur Schuman, Inc.; Jason Grove, Abbott; Marsha Echols, World Food Law Institute, Howard University; Elizabeth Johnson, SNAC International; Ron Tanner, Specialty Food Association; Brooke Markley, Western US Agricultural Trade Association; Brendan Wilson, Food Export Association of the Midwest USA and Food Export USA-Northeast; and Bernadette Wiltz, Southern United States Trade Association.

The Committee’s objectives and the scope of its activity are as follows: advise, consult with, and make recommendations to the secretary of agriculture and the USTR on matters that are of concern to the US and to its consumers, producers, processors,

and traders of processed foods in connection with the trade policy activities undertaken by the US; and provide advice and information regarding trade issues that affect both domestic and foreign production and trade concerning processed foods.

The committee members will serve until August 2027 and the committees will be supplemented by additional appointments over the next four years.

Individuals are encouraged to apply for committee membership at any time and applications will be reviewed periodically.

Each committee has a chairperson, who is elected from the membership of that committee.

Throughout the year, members are requested to review sensitive trade policy information and provide comments regarding trade negotiations.

In addition to their other advisory responsibilities, at the conclusion of negotiations of any trade agreement, all committees are required to provide a report on each agreement to the President, Congress, USTR and USDA.

More information about the committees and the application process is available at www.fas.usda.gov/topics/trade-advisory-committees.



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Hearing Continues

(Continued from p. 1)

Second, Edge believes the implementation delay should be longer than proposed by NMPF, to support utilization of more CME Group open interest of Dairy Revenue Protection used by dairy producers.

Also testifying last Friday afternoon was Chris Hoeger of Prairie Farms Dairy. He spoke in support of Proposal 1, NMPF's proposal to update the milk component factors in the skim milk price formulas.

Testifying Monday morning was Anne Krema, director of agricultural research and product development for CME Group. While the CME group doesn't have a stance on the proposals submitted to USDA, it does wish to ensure stakeholders are aware that, depending on the timeframe for implementation, some of the changes proposed "could have an impact on risk management solutions for the dairy industry."

Market participants have entered into Class III and IV positions, as well as spread positions across dairy products, based on the current FMMO formulas for Class III and IV milk and the current collection methods for the National Dairy Products Sales Report (NDPSR) product surveys, Krema noted. Making a change that would have an impact on settlement values on contracts with significant open interest could result in both physical hedgers and liquidity providers losing confidence in CME Group dairy markets and reducing or eliminating participation, which would put strain on the industry's ability to manage risk overall.

There are other risk management tools utilized in the dairy industry that could be impacted if liquidity in CME dairy futures and options markets suffers, Krema continued. For example, producer insurance programs such as Dairy Revenue Protection are related to CME dairy markets as they

rely on CME Group markets to inform the expected prices quoted to producers when they purchase policies.

The American Farm Bureau Federation (AFBF) supports updating the component values in the Class III and IV skim price formulas, based on the same logic presented by NMPF, noted Roger Cryan of AFBF. Adjusting these values will more accurately define the market value of skim milk used in the skim/butterfat markets and in Class I in all markets.

Ed Gallagher testified on behalf of Dairy Farmers of America (DFA) and NMPF in support of Proposal 1. Gallagher is president of DFA Risk Management, a business unit of DFA.

Gallagher's testimony focused on the need to delay the implementation of updated component factors by 12 months.

Changing the skim component factors will have two impacts on risk management transactions that were executed prior to the knowledge and the certainty of the regulatory change, Gallagher explained in his written testimony. The first is an impact on the settlements of dairy farmers' Class III and/or Class IV hedging transactions, either through brokerage transactions, forward contracts with handlers and cooperatives or with the Federal Crop Insurance dairy programs.

The second, Gallagher continued, is the impact on transactions that use nonfat dry milk to hedge Class IV skim milk values, or that use cheese and whey to hedge Class III skim milk values.

Harry Kaiser, professor of applied economics at Cornell University, testified as an expert witness on behalf of NMPF concerning the expected impacts on milk product demand accompanying regulated price changes.

"The price elasticity of demand for milk is inelastic, which means that consumers are not very sensitive to adjusting their purchases in response to price changes," Kaiser noted in his written testi-

mony. "The overwhelming majority of empirical studies that have measured the price elasticity of demand for milk have found it to be inelastic."

IDFA, MIG Oppose Proposals 1 & 2

The International Dairy Foods Association (IDFA) opposes Proposals 1 and 2, according to Mike Brown, IDFA's chief economist.

In the guise of a supposedly simple "update" of the milk component factors in the Class III and Class IV skim milk price formulas to reflect what is claimed to be current average nonfat component levels, Proposals 1 and 2 would require handlers to pay for components that: often do not actually exist in the milk they receive; and have no value even when they do exist, Brown noted in his written testimony.

**Including barrel prices
"is doing the very opposite
of what was intended
by creating disorderly
marketing in FMMOs by
artificially pulling down
prices that do not correlate
to the actual market,
resulting in a reduced Class
III price for dairy farmers."**

—Paul Bauer, Ellsworth
Cooperative Creamery

Specifically, Proposals 1 and 2 would increase by between 37 and 72 cents per hundredweight the minimum milk prices that Class II, III and IV handlers must pay in the four federal orders that don't use multiple component pricing (MCP), Brown continued. And IDFA's analysis shows that had Proposals 1 and 2 been in place over the past five years, the minimum milk prices for Class I handlers in all 11 federal orders would have increased by roughly 52 cents per hundred, based on the current Class I formula.

Wendy Landry is the food safety and quality, director of supply chain quality for HP Hood, a member of the Milk Innovation Group (MIG).

Proposals 1 and 2 raise the component levels on the basis that there is additional value in milk with higher components, but "there is no way in the manufacturing process for Class I processors, like Hood, to 'capture' the value of the higher components," Landry noted in her written testimony.

Jed Ellis, director of procurement for Shehadey Family Foods, also testified in opposition to Proposals 1 and 2. Shehadey Family Foods, another MIG member, has four manufacturing plants in three states: Producers Dairy in Fresno and Fairfield, CA; Model

Dairy in Reno, NV; and Umpqua Dairy in Roseburg, OR.

"As a Class I handler, having an increased level of nonfat solids, protein and other solids is of no value to us or our customers as it does not increase the amount of volume of product we can bottle," Ellis noted in his written testimony. "Retailers do not pay Class I manufacturers based on component tests, but only on which item they are purchasing at a fixed price.

"I can tell you that Shehadey Family Foods would not be able to pass along to the market this increased cost from Proposals 1 and 2," Ellis continued. "Class I processors like us can't standardize these components, so there is no way to capture them and use them another way or get more final product from the raw milk."

Sally Keefe, owner and principal of skFigures, a company that provides dairy consulting services to all verticals in the dairy industry, testified as a MIG representative in opposition to Proposals 1 and 2.

Those proposals presume that Class I fluid milk is similar to Class III and IV when it comes to component valuation, but this is "simply not true," Keefe noted in her written testimony.

Steve Galbraith, vice president of procurement and commodity risk management at Saputo Cheese USA, also testified in opposition to proposals 1 and 2.

Surveyed Commodity Products

Lynne McBride, executive director of the California Dairy Campaign (CDC), testified in support of Proposal 6, submitted by the CDC, which seeks to add Mozzarella to the protein price formula.

"Adding Mozzarella to the protein price would make Class III pricing more reflective of the cheese prices paid and yields achieved today," McBride noted in her written testimony. "The volume of Mozzarella has now significantly exceeded that of Cheddar, and the Class III price should be modified to reflect these market conditions."

Peter Vitaliano, vice president, economic policy and market research for NMPF, testified in support of hearing Proposal 3, submitted by NMPF, which would remove the US average survey price for 500-pound barrel Cheddar cheese from the computation of the protein component price.

Eliminating the barrel price series from the Class III price calculation "will result in federal order pool values that more accurately reflect the value of milk used to produce cheese," Vitaliano noted in his written testimony. "It will reduce financial uncertainty for producers and processors by

• See **Hearing Continues**, p. 19

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Hearing Continues

(Continued from p. 1)

ensuring that the cheese price in the protein component formula represents the single basic commodity Cheddar cheese product that prices almost all other cheese, rather than what have effectively become two different products.”

Darin Hanson, senior vice president of supply chain and risk management at Foremost Farms USA, also testified in support of Proposal 3.

“Adding Mozzarella to the protein price would make Class III pricing more reflective of the cheese prices paid and yields achieved today.”

—Lynne McBride,
California Dairy Campaign

“The increasingly volatile relationship between 40-pound block Cheddar cheese prices and 500-pound barrel cheese prices over the past five years has negatively impacted both dairy producers and cheese processors,” Darin Hanson stated in his written testimony.

Including barrel cheese prices in the Class III formula reduces revenue for dairy producers because barrels overrepresent the volume of total US cheese production that uses the 500-pound barrel Cheddar cheese price series as a price index, Hanson of Foremost Farms said.

Eliminating the barrel price series from the Class III price calculation will reduce financial uncertainty for processors, including cooperatives, where cheese prices are not reflective of actual market conditions and could result in a shift to where both block and barrel processors use the block market as a pricing index, Hanson continued.

Paul Bauer, CEO and general manager of Ellsworth Cooperative Creamery, also testified in support of removing barrels from the protein price calculation. Including barrel prices “is doing the very opposite of what was intended by creating disorderly marketing in FMMOs by artificially pulling down prices that do not correlate to the actual market, resulting in a reduced Class III price for dairy farmers,” Bauer said in his written testimony.

The protein component price in federal orders is the only value to use two different product price series, blocks and barrels, to establish its value, Bauer said. The long-term fix to this issue is to have protein priced off the same single block market.

SDBII Accepting Applications For Specialty Equipment, Planning Grants

Knoxville, TN—The Southeast Dairy Business Innovation Initiative (SDBII) is now accepting applications for its Specialty Processing Equipment Grant and its Dairy Business Planning Grant.

The SDBII program is based at the University of Tennessee Institute of Agriculture’s Animal Science Department. SDBII’s mission is to spur growth for dairy producers and processors in the Southeast by helping them modernize and diversify their businesses.

The Specialty Processing Equipment Grant provides reimbursement funds to dairy businesses located in the Southeast. Eligible states include Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia, as well as Puerto Rico.

Applications may be submitted by permitted dairy businesses that operate or endeavor to operate a value-added dairy enterprise. Proposed projects must have the potential to diversify dairy product markets to reduce risk and develop higher value uses for the milk supply in the Southeast.

Applicants to the Specialty Processing Equipment Grant may apply for funding to undertake projects that result in increased efficiency, capacity, or new processing capabilities in an existing or proposed processing facility.

Established dairy processors or dairy businesses that have conducted in-depth planning on entering the value-added dairy industry are invited to apply for funds to purchase specialty processing equipment.

Applicants may also apply for funding for consultant services (for marketing, etc.), installation costs, and supplies that support the project. However, the focus of the project must be the purchase of processing equipment that will support new processes and facilitate diversification or increased efficiency in the production of finished dairy products.

A total of \$1.92 million is available in awards under this grant program. The maximum award is \$300,000. At least six grants will be awarded. Applicants must provide a cash match of at least 25 percent of the requested grant funds.

The Dairy Business Planning Grant provides reimbursement funds to permitted dairy farm businesses located in the Southeast that are seeking the help of experts to plan for the future. Applications may be submitted by current dairy businesses only.

For the purposes of evaluating eligibility, dairy businesses are considered to include companies that are engaged in the production and/or processing of milk for commercial consumption and are permitted to do so by state and federal authorities.

A total of \$250,000 is available under this grant program; \$30,000 is the maximum award.

The purpose of grants made through this program will be to support dairy businesses of all kinds in undertaking planning and learning facilitated by outside content area experts.

Requests for funds under this Request for Proposals (RFP)

should involve one or more of the following:

- A dairy farm conducts a feasibility study exploring the viability of starting an on-farm creamery with the help of a qualified and experienced consultant.

- A producer-processor dairy business hires a lawyer to draft a new set of company bylaws.

- A dairy farm hires a certified crop advisor to plan a transition to feeding a high forage diet.

- A dairy business hires an agricultural business consultant to assist in drafting a business plan.

- A group of cheese makers pay to attend a short course to improve their cheesemaking skills.

- A milk processor pays a food scientist to develop/update a food safety plan.

The deadline for applying for both of these grants is Monday, Oct. 16, 2023, at 3:00 p.m. Eastern time. Questions related to these grants can be directed to Shep Stearns, at sstearn1@utk.edu; phone (865) 974-0991.


For more information about these grant programs or the SDBII, visit www.sdbii.tennessee.edu.

The Southeast Dairy Business Innovation Initiative provides dairy businesses in the Southeast with a variety of free and low-cost instructional resources.

These include an annual value-added dairy conference, a variety of workshops on key industry topics, and decision-making tools that help dairy professionals make informed decisions as they plan for growth.


In addition to the technical assistance and educational resources provided through SDBII, 50 percent of the program’s funding is awarded in grants made directly to dairy businesses to assist them in becoming more profitable.

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COMING EVENTS

www.cheesereporter.com/events.htm

Registration Open For Cal Poly Frozen Dessert Innovation Class Sept. 26-27

San Luis Obispo, CA— Cal Poly and the California Dairy Innovation Center has kicked off online registration for the Frozen Desserts Innovation short course here Sept. 26-27 at the Dairy Products Technology Center (DPTC).

The course is open to students and industry members of various skill levels, with no pre-requisites required. Students will learn the science, technique and product development fundamentals for innovation in the frozen dessert category.

Tuesday's lecture lineup will cover milk and dairy ingredients for use in frozen desserts; base milk formulators to achieve compositional and marketing targets; best practices in equipment selection; packaging, hardening and troubleshooting; and making "boozy" ice cream with alcohol.

A session on the latest trends in frozen desserts will look at high-protein, no sugar-added, lactose-free, "keto" formulations, and the use of probiotics and Cottage cheese in frozen novelties.

Students will also get a tour of the pilot plant and creamery operations, and participate in mix freezing, demonstrations and tastings.

Day two will focus on the science of coloring and selecting flavors for frozen desserts, including chocolate and Hispanic-style flavors.

Instructors will cover more of the latest trends such as kefir ice cream, hydration frozen desserts and frozen treats for pets, as well as South Asian formulations and trends.

Another session will focus on gelato and sorbetto, followed by a group exercise in the pilot plant on gelato freezing with syrups.

The cost to attend is \$650 per person, and \$525 if registering for two or more people from the same company. Members of academia and Cal Poly students have a reduced rate of \$175 per person.

To sign up online and for more information, visit www.calpoly.irisregistration.com/Site/CP-Dairy-Short-Courses.

WI Lab Association Fall Conference To Be Held Sept. 26-27 In Elkhart Lake

Elkhart Lake, WI— Members of the Wisconsin Lab Association (WLA) will gather here Sept. 26-27 at the Osthoff Resort for their annual fall conference.

The two-day meeting begins Wednesday morning with an official welcome from WLA president Adam Brock with Dairy Farmers of Wisconsin (DFW), followed by a discussion on green lab and recycling practices led by Brent DuBois, Logistics Recycling.

Certified Group's Ben Howard will talk about technology and the future of food testing labs.

The morning will also include session on the US Food and Drug Administration's (FDA) traceability and record-keeping rules with Caitlin Monahan and Christopher Waldrop, FDA's Office of Analytics and Outreach.

BrightFarms' Jessica Dyszel will cover food safety, challenges

and opportunities in controlled-environment agriculture.

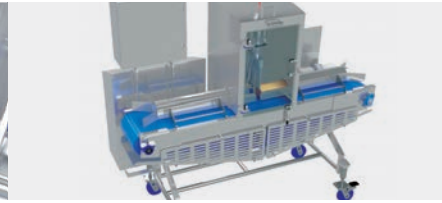
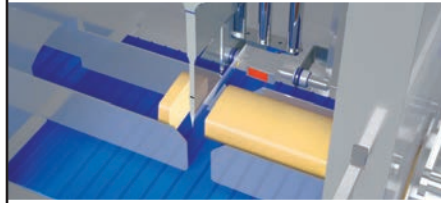
After lunch, Laura Traas with the Wisconsin Department of Agriculture, Trade and Consumer Protection will give an update on the National Conference on Interstate Milk Shipments (NCIMS) and specifically what labs need to know.

Corynn Feldmann with Prevea Therapy Institute will cover lab and office ergonomic risk factors, followed by Kristen Shill, UW-Madison Food Research Institute (FRI), on the use of hydrogen peroxide in cheese brine.

Wednesday will wrap with a presentation by US-River Falls food science professor emeritus P.C. Vasavada entitled "Are Rapid Methods Really Dead?"

Evening activities include pontoon boat rides along Elkhart Lake, dinner, Laboratorian of the Year Award presentation, and beach bonfire.

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WCMA Hybrid Health & Safety Meeting Is Sept. 27

Madison—The Wisconsin Cheese Makers Association (WCMA) will host the next hybrid meeting of its Health & Safety Group on Wednesday, Sept. 27.

Speakers will cover workplace emergency preparedness for dairy processors, product solutions and the most common employee safety challenges.

Attendees will also hear the latest updates on OSHA's Local Emphasis Program for Food Processors, active across Wisconsin, Ohio, and Illinois.

The meeting will take place from 11 a.m. to 3 p.m. CST. Participants have the option of attending in person or online.

To sign up online, visit www.wischeesemakers.org. For questions, contact WCMA senior director of programs and policy Rebekah Sweeney via email: rsweeney@wischeesemakers.org.

PLANNING GUIDE

Pack Expo Las Vegas: Sept. 11-13, Las Vegas Convention Center, Las Vegas, NV. Registration open at www.packexpolasvegas.com.

ADPI Dairy Ingredients Seminar: Sept. 25-27, Santa Barbara, CA. Registration now open at www.adpi.org/events.

NCCIA Annual Conference: Oct. 10-12, Best Western/Ramkota, Sioux Falls, SD. Visit www.northcentralcheese.org for more information as well as registration updates.

IDF World Dairy Summit: Oct. 16-19, Chicago, IL. Visit www.idfwds2023.com to register online.

Process Expo: Oct. 23-25, McCormick Place, Chicago. Online registration is available at www.fpsa.org/process-expo.

NDB, NMPF, UDIA Joint Annual Meeting: Oct. 23-26, Orlando, FL. Agenda will soon be available online at www.nmpf.org.

ADPI Dairy Purchasing & Management Risk Seminar: Nov. 1-2, Convene Willis Tower, Chicago. For more information, visit www.adpi.org.

Winter Fancy Food Show: Jan. 21-23, 2024, Las Vegas Convention Center, Las Vegas, NV. Check www.specialtyfood.com for updates.

Dairy Forum 2024: Jan. 21-24, J.W. Marriott Phoenix Desert Ridge, Phoenix, AZ. Details posted soon at www.idfa.org/dairy-forum.

World Championship Cheese Contest: March 5-7, Monona Terrace Convention Center, Madison. Visit www.worldchampioncheese.org for updates.

ADPI Global Ingredients Summit: March 11-13, 2024, Peppermill Resort, Reno, NV. Visit www.adpi.org for more information.

Cheese Expo: April 16-18, 2024, Baird Center, Milwaukee, WI. Registration now available online at www.cheeseexpo.org.

Thursday's agenda begins with registration and a session on servant leadership/professional development by Thomas Thibodeau, Viterbo University.

Neogen's Ben Axell will cover the best practices, facts and fallacies of ATP, followed with Grande's Ben Murphy on air quality monitoring best practices.

After lunch, Shawn Stevens with Milwaukee's Food Industry Counsel will highlight the top 10 food safety mistakes that get food companies in trouble.

Kara Mikkelsen of Chemstation will also lead a presentation on tools for dry sanitation, and Meredith Bowers, AgSource, will cover validation for assay technology compatibility. The conference will adjourn shortly after 3 p.m.

Cost to attend the conference is \$425 for members and \$450 for non-members. Membership is also available online at \$20 per person.

For more information and to register online, visit www.wisconsinlabassociation.org.



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Equipment for Sale

CHEESEMAKING EQUIPMENT FOR SALE: 3- 2002 30,000# Win-canton Vats • 3- 2016 Relco 3,500# Finishing Tables • 2016 Relco Curd take out system-Auger, Blower, Cyclone Scale / Prepress system • 20,000# Stoelting Horizontal Vat • 2018 3,000# Subana Prepress finishing table • MSA 90 Separator • 3, 4, and 5 tank CIP Systems. The above is the main equipment that is for sale but there are numerous items left like 40# block forms, carts, tables, racks and etc. No packaging equipment left. If you are interested in any of the items or if you are looking for something we may have, Please email paulr@wischeese.com

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

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

WESTFALIA SEPARATORS: New arrivals! Great condition. CONTACT: Dave Lambert at **Great Lakes Separators**, (920) 863-3306 or e-mail drlambert@dialez.net for more information.

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

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

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WANTED TO BUY: Westfalia or Alfa-Laval separators. Large or small. Old or new. Top dollar paid. CONTACT: Dave Lambert at **Great Lakes Separators**, (920) 863-3306 or e-mail Dave at drlambert@dialez.net.

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



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

Real Estate (New Listings)

FOR SALE OR RENT: Cold Storage, Dry Storage, and Cutting Facility. Located in Green County, WI. Please call 608-293-0055 for additional information.

FOR SALE: CHEESE OR DAIRY PLANT with 200+ dairy cow farm on 27 acres located in Rushford (South-east), MN. Versatile property perfect for agri-tourism, cheese, dairy, meat, and more. Features include dairy manufacturing facility, retail space, a 162 free sand bed stall barn, storage units and more. Property also includes 3600+ sq foot home. Incredible opportunity awaits! Visit: <https://matrix.common-dataplatform.com/matrix/shared/xQkN3zg1bq/25909CountyRoad102> or call Jennifer Busch at 507-923-7657.

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

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COLD STORAGE SPACE AVAILABLE: Sugar River Cold Storage in Monticello, WI. has space available in it's refrigerated buildings. Temperature's are 36, 35 and 33 degrees. Sugar River Cold Storage is SQF Certified and works within your schedule. Contact Kody at 608-938-1377. or, for information including new services, visit Sugar River's website at www.sugarrivercoldstorage.com.



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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NORTHEAST - AUG. 30: Bottling orders have drawn upon milk volumes previously available for cheese production. Some cheese plant managers say that labor issues persist, and that there is some scheduled downtime for Labor Day weekend. Outside of holiday weekend plant downtime, contacts share that production of Cheddar, Colby Jack, and Mozzarella is strong. Additionally, contacts say that demand for process American and Mozzarella is strong while Cheddar demand is steady. Demand for cheese is strong on both retail and foodservice fronts.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$2.4125 - \$2.7000	Process 5-lb sliced:	\$1.9050 - \$2.3850
Muenster:	\$2.4000 - \$2.7500	Swiss Cuts 10-14 lbs:	\$3.2650 - \$5.5875

MIDWEST AREA - AUG. 30: Midwestern cheese makers say milk offers have remained somewhat muted despite the upcoming holiday weekend. Last week's high temperatures and elevated humidity in the Upper Midwest have kept milk availability expectations restrained. Current reported spot milk prices are exclusively over Class III. Cheese demand is strong for Central processors. There are some growing concerns that order fulfillment, particularly of Mozzarella and pizza cheese orders, may come up short in upcoming weeks; schools reopening, football season kicking off, and tightening milk supplies are all pulling on the supply versus demand equation. Market tones are firm.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$2.4550 - \$3.6650	Mozzarella 5-6#:	\$1.9850 - \$3.0725
Brick 5# Loaf:	\$2.1850 - \$2.7525	Muenster 5#:	\$2.1850 - \$2.7525
Cheddar 40# Block:	\$1.9075 - \$2.4500	Process 5# Loaf:	\$1.7825 - \$2.2500
Monterey Jack 10#:	\$2.1600 - \$2.5075	Swiss 6-9# Cuts:	\$2.7800 - \$2.8825

WEST - AUG. 30: Strong to steady retail and foodservice demand for varietal cheeses is reported for the West. Cash call prices on the CME had bullish movement this week. Cheese blocks finished today nearly hitting the \$2.0000 mark again. Export demand is moderate. Stakeholders indicate less hesitation from Latin American purchasers compared to elsewhere. Some industry sources note overall less active export demand is sending more barrel cheese to the CME. Cheese makers are showing strong Class III milk demand. Despite tighter milk and cream volumes throughout the West, manufacturers are running steady production schedules and note processing capacities are in good balance with milk supplies. Although stakeholders relay inventories to be meeting current contractual obligations and spot market demand, some note overall inventory levels contributed to bullish price movement.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts :	\$2.2875 - \$2.4875	Monterey Jack 10#:	\$2.2750 - \$2.5500
Cheddar 40# Block:	\$2.0400 - \$2.5300	Process 5# Loaf:	\$1.9075 - \$2.0625
		Swiss 6-9# Cuts:	\$2.0725 - \$3.5025

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

Variety	Date: 8/30	8/23	Variety	Date: 8/30	8/23
Cheddar Curd	\$1.84	\$1.87	Mild Cheddar	\$1.88	\$1.90
Young Gouda	\$1.68	\$1.69	Mozzarella	\$1.65	\$1.65

FOREIGN -TYPE CHEESE - AUG. 30: Milk production is declining in Europe, though industry sources indicate volumes are sufficient for cheese makers to operate steady production schedules. Foodservice cheese demand is mixed. Inflation and weather are having a negative impact on foodservice cheese sales, while demand remains strong from purchasers in southern European vacation destinations. Retail demand for cheese is strong. Contacts report cheese makers are keeping up with current demand, but strong demand is keeping warehouse inventories tight. Stakeholders say they are unable to offer spot loads of cheese to purchasers looking for additional loads.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.2700 - 3.7575
Gorgonzola:	\$3.6900 - 5.7400	\$2.7775 - 3.4950
Parmesan:	0	\$2.6600 - 4.7475
Romano :	0	\$3.4600 - 5.6150
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg:	\$2.9500 - 6.4500	0
Swiss:	0	\$3.3000 - 3.6250
Swiss Cuts Finnish:	\$2.6700 - 2.9300	

DRY PRODUCTS - AUGUST 31

LACTOSE CENTRAL/WEST: Domestic demand for lactose has strengthened in recent weeks, though some sellers say they are offering loads of lactose at the bottom of the range to reduce warehouse inventories. Contacts report soft export demand for lactose. Lactose makers are booking some Q4 contracts, and some note an increase in interest for quarterly contracts compared to Q3. Lactose inventories are available to meet spot market demands, though some purchasers say preferred brands or loads which meet rigorous end user specifications are somewhat tight.

WPC CENTRAL/WEST: Demand for WPC 34% is mixed. Some contacts report persistent soft demand is contributing to lower prices near the top of the range. Meanwhile, others say steady sales of WPC 34% priced near the lower end of the range in recent weeks have reduced strain on warehouse inventories and contributed to some sellers offering loads at higher prices. Loads of WPC 34% remain available

for spot purchasing. Plant managers report light WPC 34% production as schedules are focused on higher WPC.

NORTHEAST DRY WHEY: School bottling orders have drawn upon milk volumes previously available for cheese processing. Cheese manufacturing has also been limited by plant downtime ahead of the holiday. As a result of decreased cheese production, smaller volumes of liquid whey are available for drying. Production of new dry whey stocks is slower than in recent weeks, reflected by limited spot availability from brand-preferred manufacturers. Demand is steady outside of contracted loads.

NATIONAL DRY WHOLE MILK: Demand is steady, though spot trading is limited. Contractual agreements are fulfilling the needs of most DWM purchasers. Contacts report having tight spot DWM inventories. Production of DWM is light, as plant managers say they are focusing schedules on nonfat dry milk and skim milk.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

This week saw a 25 percent increase in total conventional dairy ads, but ad totals for organic dairy items declined 7 percent. Relative to the upcoming Labor Day holiday, cheese posted the highest number of ads for total conventional dairy commodities, followed by ice cream. In the organic sector, cheese and yogurt were tied with the highest percentage of ads for total dairy commodities.

Total conventional cheese ads increased by 44 percent, but total organic cheese ads declined by 14 percent. In the conventional cheese category, 6- to 8-ounce sliced cheese was the most advertised item, increasing 47 percent. The weighted average advertised price is \$2.27, compared to \$2.19 last week. As well, organic 6- to 8-ounce sliced cheese posted the largest increase in ads for organic cheese items, up 9 percent from last week. The average price of \$4.80 declined, compared to the previous week's \$5.24 price.

RETAIL PRICES - CONVENTIONAL DAIRY - SEPTEMBER 1

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	3.01	2.81	NA	NA	3.99	NA	NA
Butter 1#	3.34	3.76	3.87	2.71	2.89	3.88	2.32
Cheese 6-8 oz block	2.36	2.29	2.60	2.00	2.27	2.78	2.16
Cheese 6-8 oz shred	2.30	2.36	2.32	2.10	2.23	2.55	2.24
Cheese 6-8 oz sliced	2.27	2.31	2.37	1.92	2.45	2.45	2.15
Cheese 1# block	3.68	NA	NA	3.50	NA	3.99	NA
Cheese 1# shred	3.99	3.99	NA	NA	NA	3.99	NA
Cheese 1# sliced	NA	NA	NA	NA	NA	NA	NA
Cheese 2# block	7.59	NA	NA	NA	NA	10.16	5.32
Cheese 2# shred	6.68	NA	7.99	7.67	6.88	7.68	4.97
Cottage Cheese 16 oz	2.16	2.68	1.98	2.07	1.67	2.13	NA
Cottage Cheese 24 oz	2.72	NA	2.99	2.65	NA	NA	NA
Cream Cheese 8 oz	2.62	2.71	2.72	2.99	1.91	2.55	3.26
Ice Cream 14-16 oz	3.45	3.50	3.90	3.21	2.86	3.40	3.26
Ice Cream 48-64 oz	3.94	3.73	4.20	3.96	4.33	3.73	3.28
Milk 1/2 gallon	2.26	NA	NA	2.99	2.50	2.39	1.49
Milk gallon	3.52	3.65	NA	NA	NA	3.38	NA
Flavored Milk 1/2 gal	2.84	NA	NA	NA	NA	NA	NA
Flavored Milk gallon	NA	NA	NA	NA	NA	NA	NA
Sour Cream 16 oz	2.05	2.16	2.03	2.07	2.08	1.86	2.09
Sour Cream 24 oz	2.87	NA	3.18	2.62	NA	2.99	2.98
Yogurt (Greek) 4-6 oz	1.06	1.08	1.04	1.00	1.14	1.07	0.99
Yogurt (Greek) 32 oz	5.50	5.62	NA	5.00	5.99	5.99	4.49
Yogurt 4-6 oz	0.60	0.59	NA	0.60	0.99	0.49	0.60
Yogurt 32 oz	2.65	2.53	NA	NA	NA	2.69	NA

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:

Sour Cream 16 oz:	\$4.28	Yogurt 4-6 oz:	NA
Butter 1 lb:	NA	Yogurt 32 oz:	\$4.63
Cheese 2 lb block:	NA	Yogurt Greek 4 - 6 oz	NA
Cheese 2 lb shred:	NA	Yogurt Greek 32 oz	\$5.17
Cottage Cheese 16 oz:	\$3.99	Milk 1/2 gallon:	\$4.22
Cheese shreds 6-8 oz:	\$4.36	Milk gallon:	NA
Cheese 6-8 oz block:	\$3.50	Ice Cream 14-16 oz	\$5.19
Cheese 6-8 oz sliced:	\$4.80	Ice Cream 48-64 oz	NA

WHOLESALE BUTTER MARKETS - AUGUST 30

CENTRAL: Butter churning has picked up steam in recent weeks. In fact, some butter plant managers report churning has been somewhat steady throughout the summer months but that's dependent on their locations. Cream availability due to more cream being spun off of stronger bottling activity, as schools reopen, has grown. Spot cream multiples are in the Class IV "comfort zone" of low to mid 1.20s. Labor Day plant downtime is also adding to the more available cream supplies. Market tones are yet to be affected by recent increases in churning. Butter demand is steady to hearty.

NORTHEAST: Plant managers say there's scheduled downtime ahead of the holiday weekend. As Hurricane Idalia touches down in the Southeast, cream volumes are being redirected away from southern states. As a result, cream is more readily available than it has been in recent weeks and cream multiples have dropped slightly. Both spot and contracted loads are keeping churns active. Retail and foodservice demands are steady to stronger.

WEST: Cream is on the tight end in the West, but stakeholders relay some plant shutdowns for the upcoming holiday may loosen up some of the tightness. A few butter makers relay contracted loads are slightly pushed out. Limited spot load volumes are available and commanding higher multiples. A few plant managers are scheduling maintenance time for churns ahead of the anticipated heavier running times as fall arrives. The current, tight non contracted cream availability and higher spot cream prices are deflecting the interest of some buyers. Butter production is mixed. Butter manufacturers with active churns report steady to reduced production schedules. With tighter cream supplies, some butter makers note greater retail production compared to bulk production, making unsalted bulk butter available for spot purchasing tighter. Retail demand, food service demand, and unsalted bulk butter demand are strong to steady. Export demand compared to domestic demand is on the more bearish track. Domestic prices remaining uncompetitive.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
08/28/23	48,975	85,924
08/01/23	65,210	85,881
Change	-16,235	43
Percent Change	-25	0

CME CASH PRICES - AUGUST 28 - SEPTEMBER 1, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFD	DRY WHEY
MONDAY August 28	\$1.8000 (NC)	\$1.9450 (NC)	\$2.6700 (NC)	\$1.1050 (NC)	\$0.2850 (+½)
TUESDAY August 29	\$1.8600 (+6)	\$1.9925 (+4¼)	\$2.6200 (-5)	\$1.1025 (-¼)	\$0.2850 (NC)
WEDNESDAY August 30	\$1.8600 (NC)	\$1.9925 (NC)	\$2.6200 (NC)	\$1.0925 (-1)	\$0.2850 (NC)
THURSDAY August 31	\$1.8600 (NC)	\$1.9925 (NC)	\$2.6450 (+2½)	\$1.0725 (-2)	\$0.3050 (+2)
FRIDAY September 1	\$1.8700 (+1)	\$1.9500 (-4¼)	\$2.6600 (+1½)	\$1.0750 (+¼)	\$0.3050 (NC)
Week's AVG \$ Change	\$1.8500 (+0.0455)	\$1.9745 (+0.0275)	\$2.6430 (-0.0590)	\$1.0895 (-0.0105)	\$0.2930 (+0.0300)
Last Week's AVG	\$1.8045	\$1.9470	\$2.7020	\$1.1000	\$0.2630
2022 AVG Same Week	\$1.8535	\$1.7380	\$3.0760	\$1.5450	\$0.4750

MARKET OPINION - CHEESE REPORTER

Cheese Comment: There was no block market activity at all on Monday; there were no sales, no unfilled bids and no uncovered offers. Two cars of blocks were sold Tuesday at \$1.9925, which set the price. There was no block market activity at all on Wednesday or Thursday. One car of blocks was sold Friday at \$1.9500, which set the price. The barrel price jumped Tuesday on an unfilled bid at \$1.8600, then increased Friday on a sale at \$1.8700.

Butter Comment: The price dropped Tuesday on a sale at \$2.6200 (18 cars of butter were sold Tuesday), increased Thursday on a sale at \$2.6450 (14 cars of butter were sold Thursday), and rose Friday on a sale at \$2.6600 (12 cars of butter were sold Friday).

Nonfat Dry Milk Comment: The price declined Tuesday on an uncovered offer at \$1.1025, fell Wednesday on an uncovered offer at \$1.0925, dropped Thursday on a sale at \$1.0725, then increased Friday on a sale at \$1.0750.

Dry Whey Comment: The price increased Monday on a sale at 28.50 cents, and rose Thursday on an unfilled bid at 30.50 cents.

The Chicago Mercantile Exchange will not be trading on September 4. Trading will resume Tuesday, September 5.

WHEY MARKETS - AUGUST 28 - SEPTEMBER 1, 2023

RELEASE DATE - AUGUST 31, 2023

Animal Feed Whey—Central: Milk Replacer:	.1900 (NC) – .2200 (NC)
Buttermilk Powder:	
Central & East:	.8500 (NC) – .9950 (NC) West: .8200 (+5) – .9500 (+6)
Mostly:	.8500 (+5) – .9200 (+4)
Casein: Rennet:	4.1000 (-15) – 4.6000 (-15) Acid: 3.7500 (-10) – 4.2500 (-25)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.2450 (+2½) – .3200 (+4) Mostly: .2600 (+1½) – .2800 (+2)
Dry Whey—West (Edible):	
Nonhygroscopic:	.2700 (NC) – .3800 (+2) Mostly: .3100 (+1½) – .3700 (+2½)
Dry Whey—NE:	.2275 (NC) – .3000 (NC)
Lactose—Central and West:	
Edible:	.1400 (-½) – .3700 (NC) Mostly: .1700 (+1) – .2800 (+2)
Nonfat Dry Milk—Central & East:	
Low/Medium Heat:	1.0700 (NC) – 1.1600 (+1) Mostly: 1.0900 (NC) – 1.1200 (-1)
High Heat:	1.1950 (NC) – 1.3500 (NC)
Nonfat Dry Milk—Western:	
Low/Med Heat:	1.0300 (NC) – 1.1500 (-1) Mostly: 1.0400 (-2) – 1.1100 (-2)
High Heat:	1.1900 (NC) – 1.3900 (NC)
Whey Protein Concentrate—34% Protein:	
Central & West:	.6000 (NC) – .9900 (-1) Mostly: .6800 (+3) – .9400 (-4)
Whole Milk:	1.8000 (+6) – 2.0000 (NC)

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	2.6466	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	1.7408	1.8930
'22	1.9065	1.9379	2.1699	2.3399	2.3293	2.1902	2.0143	1.8104	1.9548	2.0260	2.1186	2.0860
'23	2.0024	1.8895	1.9372	1.7574	1.5719	1.4039	1.6209	1.9752				

USDA Lowers Dairy Export Forecasts, Boosts Dairy Import Forecasts

Washington—The US Department of Agriculture (USDA), in its quarterly *Outlook for US Agricultural Trade* report released Thursday, lowered its dairy export forecasts for both fiscal years 2023 and 2024, and raised its dairy import forecasts for both years.

USDA's fiscal year 2023 dairy export forecast is lowered from its May forecast by \$300 million, to \$8.6 billion, on lower shipments of whey and cheese to key markets in Southeast Asia.

During the first nine months of fiscal year 2023 (October 2022-June 2023), US dairy exports were valued at \$6.6 billion, down 0.4 percent, or \$25 million, from the first nine months of fiscal 2022. For all of fiscal 2022, dairy exports were valued at \$9.09 billion.

For fiscal 2024, dairy product exports are forecast to decline \$1.2 billion from fiscal 2023, to \$7.4 billion, reflecting lower global prices for skim milk powder, whey, cheese and butter.

USDA is raising its fiscal 2023 dairy import forecast by \$100 million from May, to \$5.2 billion, on stronger shipments of infant formula and butterfat products from the European Union (EU).

During the first nine months of fiscal 2023, dairy imports were valued at just under \$4.0 billion,

up 19.7 percent, or \$655 million, from the first nine months of fiscal 2022. During all of fiscal 2022, dairy imports were valued at \$4.599 billion.

For fiscal 2024, dairy imports are forecast to increase \$100 million, to \$5.3 billion, on higher imports of whey, cheese, and milk proteins.

USDA lowered its cheese import forecast for fiscal 2023 by \$100 million, to \$1.7 billion, and is forecasting cheese imports to rebound to \$1.8 billion in fiscal 2024. During the first nine months of fiscal 2023, cheese imports were valued at \$1.225 billion, up 8.1 percent, or \$92 million, from the first nine months of fiscal 2022. For all of fiscal 2022, cheese imports were valued at \$1.532 billion.

Overall US agricultural exports in fiscal 2024 are projected at \$172.0 billion, down \$5.5 billion from the revised forecast for fiscal 2023. This reduction is largely driven by lower exports of soybeans, soybean meal, and dairy products, USDA said. For fiscal 2023, the export forecast is at \$177.5 billion, down \$3.5 billion from the May forecast.

US agricultural imports in fiscal 2024 are forecast at \$199.5 billion, \$3.0 billion higher than the revised fiscal 2023 estimate.



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