



# CHEESE REPORTER

Vol. 148, No. 14 • September 15, 2023 • Madison, Wisconsin



## Hearing Testimony Looks At How Much To Raise Make Allowances

### Proposals From NMPF, IDFA/WCMA Draw Both Support And Opposition From Witnesses

Carmel, IN—Testimony at USDA’s federal milk marketing order (FMMO) hearing continued here last Friday and all this week on three proposals to increase make allowances in all FMMOs.

Earlier last week, Peter Vitaliano, vice president, economic policy and market research, at the National Milk Producers Federation (NMPF), testified in support of Proposal 7, submitted by NMPF, which would increase make allowances as follows: butterfat, from 17.15 to 21.0 cents per pound of butter; nonfat solids, from 16.78 to 21.0 cents per pound of nonfat dry milk; protein, from 20.03 to 24.0 cents per pound of Cheddar cheese; and other solids, from 19.91 to 23.0 cents per pound of dry whey.

Monty Schilter, senior vice president of Northwest Dairy Association (NDA, also known as Darigold), testified that NDA/Darigold supports NMPF’s proposal “as they are directionally correct with increased cost to

operation of our manufacturing and balancing plants.

“We support the call to immediate action and also support the need for a formal, mandatory and audited regular update to the make allowances to stay in line with industry trends,” Schilter stated. “However, we do not support a significant change in year one as it would have devastating impacts to our producers.”

Mike John, executive vice president of milk marketing and ingredient sales for Maryland and Virginia Milk Producers Cooperative (MDVA), said MDVA “fully supports” the increases in the make allowances for butter and nonfat dry milk as outlined in Proposal 7. And MDVA supports NMPF’s phased implementation for make allowance increases.

Also, MDVA “fully supports” NMPF’s proposal that USDA be given the authority to conduct mandatory cost studies giving the industry more timely and accurate cost conversion information.

Cricket Jacquier, a third-generation dairy farmer and chair of the board for Agri-Mark, supports NMPF’s proposal to increase make allowances.

“As a cooperative owner, and board chair, I know all too well that inaccurate make allowances are significantly and negatively impacting the cooperative business that I and my fellow farmer-owners have worked hard building for over a century,” Jacquier said.

Today’s “inadequate make allowances have created a reality in which some farmers are already receiving reduced pay prices compared to their neighbors,” Jacquier continued. It is “imperative that we address make allowances and address them now.”

Catherine de Ronde, vice president of economics and legislative affairs for Agri-Mark, testified in support of NMPF’s proposal to increase make allowances.

“Increased costs of manufacturing must be addressed through FMMO make allowances now and often in the future to correct

• See **Make Allowances**, p. 10

## Dairy CPI Fell 0.3% In August; Retail Cheddar, Whole Milk Prices Declined

Washington—The Consumer Price Index (CPI) for dairy and related products was 268.3 in August (1982-84=100), down 0.3 percent from July but up 0.3 percent from August 2022, the US Bureau of Labor Statistics (BLS) reported Wednesday.

That’s the lowest level for the dairy CPI since August 2022, when it was 267.5. The dairy CPI was above 270 every month from November 2022 through April 2023.

August’s CPI for all items was 307.0, up 0.4 percent from July and 3.7 percent higher than in August 2022.

In August, the CPI for food was 324.1, up 0.2 percent from July and 4.3 percent higher than in August 2022; the CPI for food at home was 303.7, up 0.1 percent from July and 3.0 percent higher than in August 2022; and the CPI for food away from home was 356.1, up 0.3 percent from July and 6.5 percent higher than in August 2022.

August’s CPI for cheese and related products was 266.2, down 0.6 percent from July and down 1.7 percent from August 2022. That’s the lowest level for the cheese CPI since June 2022, when it was 263.5. The cheese CPI had been above 270 every month from August 2022 through May 2023,

• See **Retail Prices Fall**, p. 8

## USDA Lowers Milk Production Forecasts For 2023, 2024; Raises Most Price Forecasts

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released Tuesday, lowered its milk production forecasts for both 2023 and 2024 while increasing most of its dairy product and milk price forecasts.

For 2023, USDA reduced its milk production forecast by 200 million pounds from last month, to 227.5 billion pounds. That would be an increase of 1.0 billion pounds from 2022’s record output. For 2024, USDA reduced its milk production forecast by 100 million pounds, to 230.4 bil-

• See **Dairy Forecasts**, p. 3

## Senators Want FDA To Crack Down On Cell-Based ‘Dairy’ Products

Washington—A bipartisan group of US senators on Tuesday voiced their “strong concerns” to Robert M. Califf, commissioner of the US Food and Drug Administration (FDA), over the agency’s lack of enforcement of dairy standards of identity and brought to his attention the emergence of cell-based “imitation products” on the market.

For decades, FDA has allowed non-dairy products to illegally use dairy terms to label their imitation products, most of which are nutritionally inferior to the real dairy foods they purport to emulate, eight senators noted in a letter to Califf.

Senators signing the letter included Tammy Baldwin (D-WI), James Risch (R-ID), Angus King, Jr. (I-ME), Kirsten Gillibrand (D-NY), Tina Smith

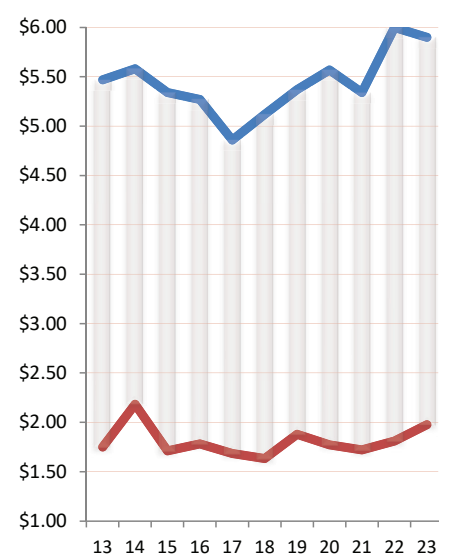
(D-MN), Susan Collins (R-ME), Roger Marshall (R-KS) and Mike Crapo (R-ID).

“After decades of FDA allowing this blatant mislabeling, demonstrated confusion over the nutritional content of dairy imitators has medical and health professionals documenting the real harm and public health concerns of FDA continuing to fail to enforce,” the letter stated. “FDA’s lack of enforcement is failing the American public.

“Public health is now facing a new, additional perpetrator — Cell-based dairy imitation products,” the letter mentioned. “These are synthetically created options posing as natural foods, many of which are nutritionally inferior to the dairy products they

• See **Cell-Based ‘Dairy’**, p. 9

**Average Cheddar Price**  
Retail vs. CME 40-pound Block;  
August 2013–2023; Price per lb







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### Record Years And Months Skew Statistical Comparisons

It's been another mighty interesting statistical year in the dairy industry, and one of the many interesting aspects of this dairy year is the percent or absolute changes in various price and trade statistics. That's what happens in the year or years after numerous records are set.

For example, in the price arena, there have been some astonishing declines in Class III and Class IV prices this year, compared to last year. That's due, of course, to the fact that so many milk price records were set last year.

In May, for instance, the Class III price was \$16.11 per hundredweight, down an eye-opening \$9.11 per hundred from May 2022. But it may be recalled that the Class III price in May 2022, \$25.21 per hundred, was the highest Class III price ever, for May or any other month.

Indeed, last year featured Class III prices above \$24.00 per hundred for three straight months (April, May and June), including May's record high, and those high prices all resulted in huge drops when comparing them to this year's Class III prices. That's especially true for June, with the 2023 Class III price down \$9.42 from June 2022.

This point is noteworthy simply because Class III prices above \$24.00 just don't occur very frequently, and when they do, they're generally followed by eye-opening drops a year later.

This is, of course, a very limited set of statistics, since the Class III price has only been above \$24.00 per hundred six times: in April and September of 2014; in July of 2020; and in April, May and June of 2022. The smallest drop a year later was in April of this year, when the Class III price of \$18.52 was down **just** \$5.90 from April of last year. The other declines from Class III prices above \$24.00 per hundred all exceeded \$8.00.

Dairy trade statistics are another area in which record years can skew comparisons the following year. In July, for example, as reported on our front page last week, the value of US dairy exports was down an eye-opening 21 percent from July 2022.

In June, dairy exports had been down 24 percent from a year earlier, and in May, exports had been down 19 percent from May 2022.

But it's worth remembering that dairy exports in 2022 were at astonishingly high, and in some cases record, levels. May exports were valued at a record \$912.4 million, up an eye-opening 33 percent from May 2021 and a new (and still standing) single-month dairy export record.

In that context, the 19-percent drop in May dairy export value this year doesn't look all that bad. In fact, the May export value of \$732.4 million is the second-highest May export value ever, trailing only last year's \$912.4 million.

Here's a different way of looking at May's dairy export value: it's just the second time ever that May dairy exports topped \$700 million in value. The previous time, of course, was in 2022. And prior to that, the highest value for May dairy exports was \$679.6 million, set in 2014.

Meanwhile, back in June, US cheese exports on a volume basis totaled 78.6 million pounds, down an eye-opening 19 percent from June 2022. But, as noted in the front-page story in our Aug. 11th issue, cheese exports in June 2022 had set a new single-month record of 97.0 million pounds.

If nothing else, the month of June has seen more than its share of "eye-opening" ups and down over the past decade when it comes to cheese exports. Back in June of 2014, cheese exports totaled 74.4 million pounds, up

the 19-percent drop in May dairy export value this year doesn't look all that bad. In fact, the May export value of \$732.4 million is the second-highest May export value ever, trailing only last year's \$912.4 million.

32.2 percent from June 2013. Cheese exports in June 2015, at 57.4 million pounds, were down 22.8 percent from June 2014.

The last four years have seen some wild swings in June cheese exports. In 2020, US cheese exports during June totaled 84.7 million pounds, up 29.2 percent from June 2019 and a new monthly record (breaking the previous record of 75.4 million pounds, set in 2018).

Cheese exports then dropped 12.8 percent in June 2021 before jumping 31.4 percent in June 2022 to a new record high. So while cheese exports in June 2023 dropped 19 percent from June 2022, they were still the third-highest ever, trailing only June 2022 and June 2020.

On the cheese import side, we reported last week that July cheese imports, at 33.6 million pounds, were up 10 percent from July 2022. That might not be an eye-opening increase, but it seems pretty significant nonetheless.

But as it turns out, the July cheese import figure isn't necessarily all that impressive. Over the past decade (2014-2023), July cheese imports were higher than this year four times, and lower five times.

A more eye-opening comparison could be made by going back to, say, 2002, when cheese imports set a July record of 48.9 million pounds. That's up an eye-opening 45.3 percent from July 2023.

Finally, it was interesting to report average retail whole milk prices last year and compare them to a year earlier. Prices were generally half a dollar higher per gallon in 2022 compared to 2021. But at least in some cases, prices were less than 20 cents higher than they were back in 2008.

Comparisons of dairy statistics in many categories can be eye-opening, and also pretty misleading, at times.



## Dairy Forecasts

(Continued from p. 1)

lion pounds.

The cow inventory is reduced, reflecting the average July 2023 cow number reported in the most recent *Milk Production* report. The reduction in cow numbers is expected to continue through 2023 and into the first half of 2024 as producer returns remain under pressure, USDA said.

For 2023, output per cow is forecast to increase at a lower rate than previously expected on recent data and the expected impact of high temperatures during the summer. However, the forecast of milk per cow for 2024 is unchanged.

Fat basis import forecasts for 2023 and 2024 are lowered, largely driven by recent trade data and lower expected cheese and butter imports throughout the forecast period. Skim-solids basis imports are unchanged for 2023 and 2024.

Fat basis dairy export forecasts are unchanged for 2023, while skim-solids basis export forecasts are lowered on weaker whey exports. For 2024, exports on a fat basis are lowered on expectations of fewer shipments of butter and fat containing products and cheese, while exports on a skim-solids basis are reduced, reflecting lower cheese and whey shipments.

For 2023, forecasts for cheese, butter and dry whey prices are raised from last month on current price strength, but nonfat dry milk is lowered. USDA's new 2023 product price forecasts, with comparisons to last month's forecasts, are: cheese, \$1.8100 per pound, up 3.5 cents; butter, \$2.5400 per pound, up 4.5 cents; nonfat dry milk, \$1.1600 per pound, down 1.5 cents; and dry whey, 34.50 cents per pound, up 2.0 cents.

Both Class III and Class IV price forecasts for 2024 are raised, to \$17.35 per hundredweight and \$18.60 per hundred, respectively.

For 2024, forecasts for cheese, butter and dry whey are raised on lowered milk production and firm demand. The 2024 NDM price forecast is lowered. USDA's 2024 product price forecasts, with comparisons to last month's forecasts, are: cheese, \$1.8450 per pound, up 9.0 cents; butter, \$2.5500 per pound, up 12.0 cents; nonfat dry milk, \$1.0900 per pound, down 3.5 cents; and dry whey, 31.5 cents per pound, up 1.0 cent.

The 2024 Class III price is raised, to \$17.55 per hundredweight, on higher cheese and dry whey prices, while Class IV is raised, to \$18.00 per hundred, as the higher butter price more than offsets the lower NDM price.

The 2023 all milk price forecast is raised to \$20.40 per hundred and the 2024 all milk price is raised to \$20.30 per hundred.

## US Packaging Machinery Shipments Reached \$10.2 Billion In Value In 2022

Las Vegas—Shipments of packaging machinery last year posted a growth rate of an estimated 12.4 percent over 2021 to reach a value of \$10.2 billion, a *State of the Industry* report released by PMMI, The Association for Packaging and Processing Technologies reports.

The report was released during Pack Expo Las Vegas, which took place Sept. 11-13. PMMI produces the event.

The shape of PMMI's packaging machinery shipments forecast is impacted by the performance of the market during 2020, it explained. Overall, 2020 is looked upon as a growth year for many packaging builders. While the first half of 2020 was slow, demand picked up substantially in the second half of that year, which led to a spike in order backlogs amidst a strained supply chain.

The growth in shipments from increased demand in 2020 is reflected in 2021's growth of 15.8 percent.

Backlogs for machine builders had been "exceptionally strong" since 2020, the report said. High demand coupled with production-delaying supply chain constraints pushed backlogs to record levels during 2021 and 2022. Backlogs continued to fuel growth in the first quarter of 2023; however, they are expected to decrease during the back half of the year.

Economic uncertainty and a high interest rate environment has led to conservative spending behavior by many end-users. While projects have not largely been canceled, they are being delayed while the market is in a "wait and see" mentality. This is

slowing the growth of packaging machinery shipments in 2023 to a lower, yet healthy, 3.4 percent for the year.

PMMI's report also touched on several additional themes:

- Light at the end of the tunnel for supply chain constraints. By the end of 2023's first quarter, lead times had begun to "reduce drastically" for many components, which led to declines in machine lead times.

- Labor challenges plague machine builders. Many suppliers are having to re-think strategies regarding hiring and retaining labor, and many suppliers are leaning on technology like predictive maintenance to help bridge the skill gap.

- Higher interest rate environment affects end-user demand disproportionately. Amidst high inflation, the Federal Reserve has moved the federal funds rate to its highest point in two decades. This has impacted demand by end-users disproportionately, leading many smaller customers who are more reliant on borrowed funds to delay planned investments. This higher cost of borrowing, however, has not impacted large, cash-heavy end-users to the same degree.

- Price hikes have largely halted in 2023. A high inflationary environment coupled with widespread supply shortages led to price increases by the majority of packaging machine builders during 2021 and 2022.

But large price hikes have stopped in 2023 as raw material prices and component costs have begun to fall.

- Multi-client e-commerce facilities offer huge opportunity. E-commerce continues to proliferate. Within the e-commerce landscape, there is a trend toward multi-client fulfillment centers. This landscape will represent a large growth opportunity for packaging machine builders. Within multi-client order fulfillment, often the first investment in automation goes toward automating the packaging of orders.

- End-of-line machinery growing above market average. The fastest growing machine types in the packaging machinery market are located at the end-of-line. Greater penetration of automation within warehousing and logistics operations, in addition to challenges surrounding hiring and retaining labor for manual tasks, has fueled growth for end-of-line machinery.

- Sustainable packaging continues to drive machine design. The sustainability trend continues with ongoing emphasis by large consumer packaged goods (CPG) companies to increase the sustainability of the packaging used for their products. This can mean using more environmentally friendly material, or less material altogether. For the machine builder, this increases the complexity of machine design.

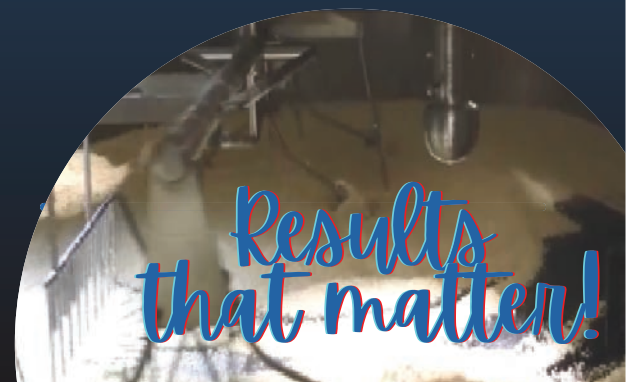
- Robots continue to grow in use. Another trend that has been encroaching for some time is the growth in the use of robotics. Robotic systems are growing particularly strong in end-of-line applications. Robotic palletizers, for example, are being used in place of manual labor for lower throughput operations.

For more information about the report, or about Pack Expo, visit [www.pmmi.org](http://www.pmmi.org); or [www.pack-expo.com](http://www.pack-expo.com).

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## Prioritizing Worker Safety Will Never Become Antiquated

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A lot has changed in the world of cheesemaking since the early stages of the dairy industry in the 1800s when copper kettles heated over an open fire were the norm. While these early cheese plants likely produced excellent cheese, the work environment was certainly not the safest.

Enter the modern cheesemaking era: zero open fires — dozens of safety regulations.

### Focus on safety at every stage – from production to packaging

The regulations in place are intended to keep workers in the United States safe as they turn out over 14 billion pounds of cheese annually. But, as shown in a report in the *Journal of Safety Research* food processing in general is still considered a high-risk industry.

The report showed that workers were at risk of injuries at multiple stages of the food processing supply chain, including in the packaging and distribution space. The researchers theorized that product movement, not only production, can be a source of occupational injuries. The report went on to explain that food processors “often use palletizers to aggregate individually packaged food products into a unit load before they can be transported using a pallet jack, forklift, or other powered industrial truck (PIT).”

No copper kettles, but plenty of opportunities for workers to

encounter potentially dangerous environments as they process, package, and move food through the supply chain.

### Key risks for dairy processors

According to Michael Pate, associate risk manager at M3 Insurance, there are key areas dairy processors can focus on to enhance worker safety in the dairy processing space and in food movement in general.

**1. Equipment Safety:** OSHA is paying special attention to equipment safety via the Local Emphasis Program established in 2022 focusing on the food industry. Inspectors, during unannounced visits, are paying special attention to machine guarding hazards and hazardous energy control programs associated with servicing, maintenance, setup, and sanitation of equipment, including thermal injuries from contact with hot or cold equipment.

Implementing regular equipment maintenance schedules, safety checks, and providing comprehensive training on proper equipment operation can significantly reduce risks, as well as potential fines from OSHA. Dairy processors should pay special attention to:

- Ensuring all food processing equipment is adequately guarded in accordance with 1910 Subpart O – Machinery and Machine Guarding.

- Evaluating your hazardous

energy control program to ensure all components are in compliance with 1910.147 – The control of hazardous energy (lockout/tagout).

**2. Ergonomic Hazards:** Tasks such as lifting heavy items, repetitive movements, or working in uncomfortable positions are common in food processing and can lead to musculoskeletal disorders. Ergonomically designed workstations, mechanical lifting aids, regular job rotation which should be done at four-hour intervals for strenuous or repetitive tasks, and worker training on proper body mechanics can help mitigate these ergonomic hazards.

Does your plant run multiple shifts? Establishing training protocols that reach every shift are also critical for plants and warehousing facilities that run round the clock. As a best practice, consider developing a stretching and warm up routine for all shifts. This is a great way to prepare our bodies for athletic endeavors, but the correlation to physical tasks at work is often a missed control opportunity.

**3. Slips and Falls:** Dairy plants are known to be wet environments, which can lead to slippery floors. While non-slip footwear is one of the first remedies, don't overlook the need for adequate lighting.

Additionally, studies have shown time and again that changing levels, whether a stair step, or a raised crack in the floor, is a major risk factor for slips and falls. Try to mitigate level changes wherever possible and ensure they are clearly marked and well lit.

**4. Noise Exposure:** Constant exposure to noise from machinery can lead to noise-induced hearing loss. Why does this happen? The human ear contains about 16,000 hair cells within the cochlea. These hair cells allow your brain to detect sounds. If these hair cells become damaged or destroyed, you'll notice hearing loss. Up to 30 to 50 percent of these hair cells can be damaged or destroyed before changes in hearing can even be measured.

After leaving a concert or standing next to loud equipment you may notice you aren't hearing as well as before. This is an indication that your cochlea hair cells have been damaged and become bent. Oftentimes, these hair cells will recover and straighten, but over time and with continued exposure you will continually lose these hair cells. Once they are dead, they cannot be recovered.

Regular noise assessments (checking that noise has not reached 85 dBA (OSHA action level)) over an eight-hour time weighted average should be completed. If 85 dBA is reached or

• See **Pino-Gallagher**, p. 10

## FROM OUR ARCHIVES

### 50 YEARS AGO

**Sept. 14, 1973: Chicago**—Harold Meister, deputy director of USDA's Agricultural Marketing Service, has been named chair of the US committee to the joint FAO/WHO group of government experts on the Code of Principles Concerning Milk and Milk Products.

**Washington**—The USDA has proposed new restrictions on milk and milk products imported from countries infected with rinderpest or foot-and-mouth disease – two livestock diseases. The proposal was triggered by a change in the system regulating imports of nonfat dried milk.

### 25 YEARS AGO

**Sept. 11, 1998: Logan, UT**—The most important parameter controlling meltability of Mozzarella is the status of the protein matrix, Utah State food science Prof. Don McMahon said this week. As proteins become more hydrated, the meltability of the cheese increases.

**Washington**—Dairy farms in non-traditional milk-producing states are, on average, larger, more in debt, wealthier, and more likely to outperform farms in traditional milk-producing states, USDA reported. The financial position of dairy farms also hinge on many factors in addition to the price of milk – a factor no dairy producer can control.

### 10 YEARS AGO

**Sept. 13, 2013: Rosemont, IL**—The Innovation Center for US Dairy released voluntary best practices for enhanced dairy traceability. Five dairy processors have already signed up for the program, including Glanbia Foods, Hilmar Cheese Company, Leprino Foods, Darigold and the Michigan Milk Producers Association.

**Brooten, MN**—A Minnesota cheese maker has launched a Kickstarter campaign to raise funds for creamery construction with the goal of bringing artisan Cheddar to area consumers. Redhead Creamery, located here, aims to raise \$35,000 for construction of the creamery. Owner Alise Sjostrom said it will be housed at family-owned Jer-Lindy Farms.

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## Senate Ag Panel Leaders Urge Vilsack To Invest In Trade Promotion, Global Food Aid

Washington—Senate Agriculture Committee leaders are urging the US Department of Agriculture (USDA) to use its authorities under the Commodity Credit Corporation (CCC) Charter Act to support opportunities for US farmers.

In a letter to US Secretary of Agriculture Tom Vilsack, US Sens. Debbie Stabenow (D-MI), chairwoman of the Senate Ag Committee, and John Boozman (R-AR), the panel’s ranking member (top Republican), highlighted the need to invest in trade promotion and in-kind international food assistance, both of which support US farmers and producers.

As Congress works toward reauthorizing critical farm bill programs, “we continue to hear from organizations representing the vast majority of US agriculture about the need to strengthen trade opportunities, increase revenue streams, and help producers grow and thrive in a global economy,” Stabenow and Boozman commented in their letter to Vilsack.

“Farm Bill trade promotion programs help address these needs and build new markets,” the letter continued. “We believe that resources available under the CCC can support similar efforts to open access to markets and promote American-grown products abroad.”

There is also bipartisan support for critical USDA international food assistance programs, the letter noted.

“Russia’s ongoing war in Ukraine continues to disrupt supply chains and perpetuate humanitarian crises in the region and around the world,” the letter stated. “Commodity producers are supportive of such USDA food assistance.

“We urge you to explore using CCC resources to advance food assistance initiatives, which will both address humanitarian needs abroad and support American farmers,” the letter added.

Stabenow and Boozman said they are “diligently working to produce a strong Farm Bill that can earn majority support in both chambers of Congress. We urge you to consider these requests, and stand ready to support USDA in its effort to address these needs.”

Most provisions of the current farm bill, which was passed in 2018, expire at the end of September.

## IDFA, Food And Ag-ISAC Partner To Boost Dairy Industry Cyber Defenses

Washington—The International Dairy Foods Association (IDFA) and the Food and Agriculture-Information Sharing Analysis Center (Food and Ag-ISAC) on Tuesday announced a new strategic partnership to bolster the dairy industry’s defenses against cyber criminals who are increasingly targeting food and beverage manufacturers.

Cyber crimes against food companies have risen significantly in recent years as criminals develop more advanced methods of infiltrating information systems and manufacturing software, IDFA noted.

At least three high-profile cyber attacks have inflicted significant costs and disruptions on dairy businesses in recent years while at the same time risking personnel safety and food safety.

According to the World Economic Forum, the cost of cyber attacks averages more than \$1 million, including \$1.4 million for malware attacks, \$1.4 million for web-based cyber attacks, \$1.2 million for malicious insiders attacks, and \$1.1 million for Denial-of-Service attacks.

Taking into account production delays, reputational damages, loss of customers, and stock hits, longer-term damage can increase these costs for dairy businesses, IDFA said.

To deal with these threats, IDFA has put a focus on cybersecurity programming. The organization formed the Dairy Technology and Innovation Network (DTIN) in 2021 to convene technology and information leads from dairy businesses to share best practices, elevate the industry’s technologi-

cal development, and spur innovation.

IDFA partnered with Ever.Ag to host DairyTech conferences with cybersecurity focuses in 2022 and 2023. And IDFA continues to host webinars and virtual programming to heighten the industry’s awareness of threats and share best practices for improving cyber security across dairy organizations.

The new IDFA and Food and Ag-ISAC partnership is intended to expand on this work to provide IDFA members with regular briefings and resources to understand new threats and harden their defenses.

Food and Ag-ISAC launched in May 2023 after serving as a Special Interest Group within the IT-ISAC (Information Technology-Information Sharing and Analysis Center) for the previous 10 years. This new ISAC serves companies in the food and agriculture sector, one of the federal government’s 16 critical infrastructure sectors, by providing vendor-neutral threat analysis, facilitating peer-to-peer intelligence sharing, and driving informed risk management.

“IDFA is pleased to partner with the industry leader in cyber threat analysis and sharing to bring more resources to our members as they seek the most up-to-date information on cyber threats,” said Michael Dykes, IDFA’s president and CEO.

“It is clear that cyber criminals have a spotlight on dairy companies. We need to look to always stay two steps ahead of these actors, and we can do that if we work together, share informa-

tion, and share best practices for thwarting efforts to disrupt our businesses,” Dykes continued. “IDFA urges dairy companies of all sizes to act with vigilance and take advantage of the resources provided by IDFA’s new partnership with Food and Ag-ISAC.”

“Given the interconnected nature of the food and agriculture industry, maintaining a safe, secure, and resilient farm-to-table supply chain depends on individual decisions of countless companies,” commented Scott Algeier, executive director of the Food and Ag-ISAC.

“We are excited about this partnership with IDFA, as they will help us share critical threat intelligence and effective mitigation strategies with the dairy industry to help it manage the array of threats it faces,” Algeier added.

Through the IDFA and Food and Agriculture-Information Sharing Analysis Center partnership, IDFA members and the DTIN community will receive regular briefings on cyber threats and best practices, and new resources will be made available to IDFA members to harden their cyber defenses.

IDFA and Food and Ag-ISAC on Tuesday released Food and Ag Cybersecurity: A Guide for Small & Medium Enterprises to provide small- and medium-sized dairy businesses with best security practices for reducing cyber risks. IDFA members can access this guide in the IDFA Knowledge Center.

IDFA and Food and Ag-ISAC will host an introductory webinar about the partnership and resources for IDFA members at 1:00 p.m. Eastern time on Wednesday, Sept. 27.

For more information, visit [www.idfa.org](http://www.idfa.org).

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## Arethusa, Vermont Creamery Win Consecutive Best, Reserve At Big E

Springfield, MA—It was déjà vu here at the 13th annual Big E Gold Medal Cheese Competition, with Arethusa Farm Dairy of Bantam, CT, and Vermont Creamery, Websterville, VT, earning Best in Show and Reserve Best, respectively, for the second straight year.

As in 2022, Arethusa Farm's Europa entry, based on classic Gouda-style cheese, won Best of Show again this year.

In 2022, Vermont Creamery landed Reserve Best with its Cremona entry. This year's win went to Vermont Creamery's Bijou – a hand-shaped button of cheese with a dense center and wrinkled rind, aged 30 days.

Medal winners in the contest were as follows:

### Cheddar – Aged Up To 1 Year

**Silver medal:** Nubian Nibbles, Hildene Cheese

**Silver medal:** Cabot Extra Sharp Cheddar, Cabot Creamery

**Silver medal:** Cabot Creamery

**Bronze medal:** Pineland Farms

**Bronze medal:** Haymaker, Balfour Farm

**Bronze medal:** Cabot White Oak Cheddar, Cabot Creamery

**Bronze:** Cabot Creamery

### Cheddar – Aged Over 12 Months

**Gold medal:** Cabot Creamery

**Silver medal:** Tapping Reeve, Arethusa Farm Dairy

**Silver medal:** Cabot Creamery

**Silver medal:** Cabot Creamery

**Silver medal:** Cabot Farmhouse Cheddar, Cabot Creamery

**Bronze medal:** Aged Bold Cheddar, Pineland Farms Dairy

**Bronze medal:** Crowley Cheese

**Bronze medal:** Cabot White Oak Cheddar II, Cabot Creamery

### Colby, Monterey Jack, Brick, Muenster

**Bronze medal:** Colby Jack, Pineland Farms Dairy

**Bronze medal:** Cabot Monterey Jack, Cabot Creamery

### Swiss Style Cheese

**Bronze medal:** Crybaby, Arethusa Farm Dairy

### Italian Style Cheese

**Gold:** Burrata, Maplebrook Farm

**Gold:** Ricotta Alta, Maplebrook

**Gold:** Mascarpone, Vermont Creamery

**Bronze:** Sheep Milk Ricotta, Fairy Tale Farm

**Bronze medal:** The Duke, Clover Luck Dairy

**Bronze medal:** Ricotta, Fromagerie Madeline

### Blue Veined Cheese

**Bronze medal:** High Lawn Blue, High Lawn Farm

### Flavored Soft Spreads

**Gold:** Dill, Clover Luck Dairy

**Gold:** Fromagerie Madeline

**Gold medal:** Cannoli Dip, Fromagerie Madeline

**Gold medal:** Everything Bagel, Fromagerie Madeline

**Gold medal:** Hildene Maple Chèvre, Hildene Cheese

**Bronze:** Waddicor's Winterplace

**Bronze medal:** Smith's Farmstead Onion & Chive Gouda Spread, Smith's Country Cheese

**Bronze medal:** Clover Luck Dairy

**Bronze medal:** Clover Luck Dairy

**Bronze:** Fromagerie Madeline

**Bronze medal:** Sriracha Hot Pepper Fromagerie Madeline

**Bronze:** Chocolate Chip Cannoli Dip, Fromagerie Madeline

### Flavored Soft Cheese

**Silver medal:** Vanilla Crème Fraîche, Vermont Creamery

**Bronze medal:** Thomas Farm Horseradish Goat Cheese, Thomas Farm & Dairy

### Flavored Semi Soft Cheese

**Silver:** Vermont Creamery

**Silver:** Vermont Creamery

**Silver medal:** Chocolate & Cherry Chèvre, Vermont Creamery

**Silver medal:** Old Farm Lane Fresh Cheese- Green Chile, University of Connecticut Creamery

**Silver:** University of Connecticut Creamery

**Bronze medal:** New Gloucester Cotswold, Pineland Farms Dairy

**Bronze:** Pineland Farms Dairy Co.

**Bronze medal:** Curds, Pineland Farms Dairy

**Bronze:** Blueberry, Lemon & Thyme, Vermont Creamery

**Bronze:** Cranberry, Orange & Cinnamon, Vermont Creamery

**Bronze medal:** Strawberry Spritz Chèvre, Vermont Creamery

**Bronze medal:** Everything Chèvre, Vermont Creamery

**Bronze medal:** Honey Truffle Chèvre, Vermont Creamery

**Bronze medal:** Dairy Duet Roll, Green Peppercorn & Nutmeg, York Hill Farm

**Bronze medal:** Cabot Pepper Jack, Cabot Creamery Cooperative

### Flavored Hard Cheese

**Silver medal:** Southwest Cheddar, Pineland Farms Dairy

**Bronze:** Cotswold, Balfour Farm

**Bronze medal:** Smokey Ghost Cheddar, Balfour Farm

**Bronze medal:** Muffaletta, Crowley Cheese

**Bronze:** Hot Pepper, Crowley

### Flavored Hard Cheese

**Bronze medal:** Smorbier, High Lawn Farm

### Soft Cheese

**Gold medal:** Signature Fresh Chèvre, Hildene Cheese

**Silver medal:** Crème Fraîche, Vermont Creamery

**Silver medal:** Arethusa Camembert, Arethusa Farm Dairy

**Silver medal:** Dairy Duet, Plain, York Hill Farm

**Bronze:** Ricotta, Olympia Farm

**Bronze medal:** Basket Ricotta, Olympia Farm

**Bronze:** Clover Luck Dairy

**Bronze medal:** Plain Goat Cheese, Thomas Farm & Dairy

### Soft Spreads

**Silver medal:** Hildene Fresh Chèvre, Hildene Cheese

**Bronze:** Bevre, Balfour Farm

### Smoked Cheese

**Gold medal:** Smoked Mozzarella, Maplebrook Farm

**Gold medal:** Smoked Gouda, Pineland Farms Dairy

**Gold medal:** Smoked Gouda, Smith's Country Cheese

**Silver medal:** Smoked Garlic, Crowley Cheese

### Feta

**Silver medal:** Brined Feta, Balfour Farm

**Bronze medal:** Whole Milk Feta, Maplebrook Farm

### Alpine Style

**Silver medal:** Wilde Field, High Lawn Farm

**Silver medal:** Alpine Cheddar I, Cabot Creamery Cooperative

**Silver medal:** Alpine Cheddar II, Cabot Creamery Cooperative

**Bronze medal:** Torrin Tomme, Balfour Farm

**Bronze medal:** Town Hill Tomme, Silvery Moon Creamery

### Mold Ripened Cheese

**Gold:** Bijou, Vermont Creamery

**Bronze:** Coupole, Vermont Creamery

**Bronze medal:** St. Albans, Vermont Creamery

**Bronze medal:** High Lawn Queen, High Lawn Farm

### Open Class - All Other Cheese

**Gold:** Chèvre, Vermont Creamery

**Gold medal:** Crumbled Chèvre, Vermont Creamery

**Gold medal:** Europa, Arethusa Farm Dairy

**Gold medal:** Sunbeam Sizzler, Hildene Cheese

**Silver medal:** Ranch Curd, Pineland Farms Dairy

**Silver medal:** Gouda, Pineland Farms Dairy

**Silver medal:** Farmstead Aged Gouda, Smith's Country Cheese

**Silver medal:** St. James, Fromagerie Madeline

**Silver medal:** Pomeroy Dairy

**Bronze medal:** Farmhouse Cider Washed Gouda, Balfour Farm

**Bronze:** Nuberu, Fairy Tale Farm

**Bronze medal:** Old Farm Lane Fresh Cheese, University of Connecticut Creamery

**Bronze medal:** Delaney, Silvery Moon Creamery

**Bronze medal:** Tomme, Clover Luck Dairy

**Bronze medal:** Italian Cheese Bites, Fromagerie Madeline

**Bronze:** Goat Cheese Cheddar Bites, Thomas Farm & Dairy

### Yogurt

**Gold medal:** Whole Milk Yogurt, Creamline, Arethusa Farm Dairy

**Gold medal:** Maple Yogurt, Arethusa Farm Dairy

**Gold medal:** Cabot 10% Plain Greek Yogurt, Cabot Creamery

**Silver medal:** Cabot Triple Cream Vanilla Bean Greek Yogurt, Cabot Creamery

**Bronze medal:** Arethusa Whole Milk Yogurt, Creamline Vanilla, Arethusa Farm Dairy

### Butter

**Gold medal:** Pineland Farms

**Bronze medal:** Sea Salt, Vermont Creamery

**Bronze medal:** Unsalted Cultured, Vermont Creamery

**Bronze medal:** Sea Salt, Arethusa Farm Dairy



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## Possible Dairy ‘Whiplash’ Effect Seen: Rising Demand, Falling Production

Utrecht, Netherlands—A possible “whiplash” effect in the global dairy market is growing in probability, with a demand resurgence possibly emerging months before global milk production can recover, according to a new report from Rabobank.

In recent months, lower milk prices in most key global dairy regions have reduced supplies, Rabobank noted in its *Global Dairy Quarterly Q3 2023* report. In the Northern Hemisphere, supply is contracting, driven by a declining herd and weaker yield in the US and by variable weather and tight margins in the European Union (EU).

All eyes are on New Zealand in the coming weeks as production ramps up quickly to the October peak, the report continued. Initial expectations called for a more robust production season, especially against the prior season’s weakness. Recent stark milk price cuts are compelling dairy farmers to lower production costs. These measures, coupled with El Nino, mean a lower peak might emerge in the country for another year.

Attention remains “laser-focused” on both supply and demand in China, the report said. Initially considered as paramount to the global dairy market recovery, myriad factors converged that push the longed-for Chinese demand recovery even further into the future. The severity of the economic headwinds and the duration of the lull in economic growth are shrouded in uncertainty, reducing the likelihood of a strong demand recovery that would provide a solid bullish footing for global dairy markets and

limit expectations for an import surge this year.

“In turn, the delicate balance of supply and demand persists,” the report noted. “Slowing global milk production will eventually match the tepid demand growth noted in most regions, preventing further price declines.”

However, a ray of optimism remains into the remainder of the year, according to the report: the US Class III milk price and the Global Dairy Trade (GDT)-weighted average price both fell to COVID-level lows in recent weeks, allowing buyers to replenish stocks at bargain prices.

Demand from Mexico, the second-largest dairy importer, has been robust, supported by a stronger peso. And, even though the GDT index has weakened, demand has not evaporated. China has historically accounted for around 50 percent of the sales, but since 2023’s second quarter, has ranged from roughly 30 percent to 40 percent.

In the second quarter of this year, Rabobank declared that “it’s always darkest before the dawn.” Clouds remain in the third quarter, “but the storm will not last forever. If buyer confidence increases and consumers flock back to procure products en masse, the world may be short on milk, providing a firmly bullish runway into 2024.

“There is reason for optimism in the coming months, but only after dairy farmers manage through the current financial pain,” the report added.

Rabobank’s report lists several dairy market factors to watch in the months ahead, including, among others:

- On a year-to-date basis (January-July), China’s whole milk powder (WMP) imports are down 40 percent versus the prior year, and 47 percent lower than 2021’s strong demand. China’s skim milk powder, whey, and cheese imports have increased by 21 percent, 25 percent and 18 percent, respectively, but account for much lower volume than WMP. Signs of increased buying will be monitored closely, especially due to weaker forecasted milk production growth in dairy export regions.

- New Zealand milk production into the peak of the season will be watched closely as global buyers estimate product availability into 2024. Any signs of significant weakness could send buyers back to the market, pushing prices higher.

- El Nino could upend milk production in key parts of the world. Meaningful departure from normal weather patterns, especially in seasonally significant regions like Oceania, could shift production expectations.

- India is experiencing dryness and has limited exports of certain products, like sugar, wheat and rice. Disease has shrunk cow numbers, and milk prices are climbing quickly. Any dairy import needs from the world’s largest dairy producing and consuming country could startle dairy markets, providing an unexpected demand boost from the world’s most populated country.

- Oil prices have climbed slightly in recent months, reaching a level in August not seen since April. Production cuts in Saudi Arabia have tightened supply availability. However, further substantial price increases are unlikely, driven by concerns about China’s economy.

## Kraft Heinz To Offer Lunchables Grilled Cheesies For Microwave

Pittsburgh, PA, and Chicago, IL—Kraft Heinz this week unveiled 360CRISP™, which the company describes as a new disruptive platform for the microwave that creates crisply, crunchy products like you get on the stove.

360CRISP makes its debut with the launch of Lunchables Grilled Cheesies, with the goal to introduce five products across four brands by the end of next year.

As the brand’s first expansion into the frozen food category, Lunchables Grilled Cheesies features technology that delivers a pan-like crisp in seconds. Specifically, according to Kraft Heinz, 360CRISP delivers a golden brown, pan-like crisp outside and melty cheese inside in 60 seconds.

Grilled Cheesies boasts two offerings: Original and Pepperoni Pizza. Both are made with pasteurized process American cheese with added calcium.

“The launch of 360CRISP is a clear proof point in our mission to reinvent the frozen category by providing high-quality, delicious, and convenient solutions for snack-time and beyond,” said Alan Kleinerman, VP head of disruption at Kraft Heinz.

“At Kraft Heinz, we’re sitting at the intersection of food and technology, building consumer-first innovations that revolutionize the meal table and importantly, drive real value for families around the world,” Kleinerman continued. “360CRISP is just the beginning.”

For more information, visit [www.lunchables.com](http://www.lunchables.com).

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## Retail Prices Fall

(Continued from p. 1)

including a record high of 272.9 in December 2022.

In August, the average retail price for a pound of natural Cheddar cheese was \$5.90, down more than one cent from July and down almost 10 cents from August 2022.

The average retail Cheddar price hasn't been under \$5.50 per pound since March 2022, when it was \$5.49.

Average retail Cheddar cheese prices in the four major regions, with comparisons to a month earlier and a year earlier, were:

**Northeast:** \$6.24 per pound, down more than 16 cents from July and down almost two cents from August 2022.

**Midwest:** \$5.52 per pound, up more than eight cents from July and up more than four cents from August 2022.

**South:** \$5.95 per pound, up almost three cents from July and up almost two cents from August 2022.

**West:** \$5.90 per pounds, down more than five cents from July and down more than 41 cents from August 2022.

In August, the average retail price for a pound of American processed cheese was \$4.73, down almost five cents from July but up almost 13 cents from August 2022.

### Retail Whole Milk Prices Decline

CPI for whole milk was 247.1, down 0.1 from July and down 5.1 percent from August 2022.

August's CPI for "milk" was 173.1 (December 1997=100), down slightly from July and down 3.5 percent from August 2022. August's CPI for milk other than whole was 180.8, down slightly from July and down 2.5 percent from August 2022.

The average retail price for a gallon of whole milk was \$3.93, down more than four cents from July and down almost 27 cents from August 2022. That's the third straight month in which the average retail whole milk price was under \$4.00 per gallon.

Average retail whole milk prices in the regions, with comparisons to a month earlier and a year earlier, were:

**Northeast:** \$4.24 per gallon, down almost six cents from July and down more than 31 cents from August 2022.

**South:** \$4.04 per gallon, down more than three cents from July and down more than five cents from August 2022.

**West:** \$3.94 per gallon, down more than one cent from July and down more than 43 cents from August 2022.

### CPI For Butter Declines

CPI for butter was 300.0, down 1.2 percent from July and 4.8 percent lower than in August 2022.

The butter CPI has now been 300 or higher in 13 of the last 15 months; the exceptions were in April 2023, when it was 299.9, and in June 2023, when it was 298.1.

CPI for ice cream and related products was 272.8, up 0.1 percent from July and up 4.3 percent from August 2022. The CPI for ice cream and related products has now been above 270 in nine of the last 10 months; the exception was May 2023, when it was 269.0.

The average retail price for a half-gallon of regular ice cream was \$5.90, up almost six cents from July and up almost 27 cents from August 2022.

August's CPI for other dairy and related products was 190.6 (December 1997=100), down 0.5 percent from July but up 4.0 percent from August 2022.

## PERSONNEL

**Sargento Foods, Inc.** announced Tuesday the appointment of three members to its senior leadership team. The company has named ERIN PRICE, senior vice president of marketing; MOHAMED ATTIA, vice president of strategic sourcing; and BRENT MANN, vice president of food safety and quality. Price is the new senior vice president of marketing for Sargento Consumer Products. Since joining the company as marketing manager in 2007, Price has held several leadership roles, most recently serving as president of Food Service and Ingredients. Sargento has tapped Attia for the role of vice president, strategic sourcing. Attia brings over 20 years of experience in packaging, procurement and fast-moving consumer goods (FMCG). Attia served at PepsiCo in various strategic roles from 2009 to present, and has worked at Nestlé in several countries. Mann has been appointed vice president, food safety and quality. With 15-plus years of experience in the food industry, Mann most recently worked as director of quality and food safety at Ardent Mills.

KAREN GEVERT has been named director of government affairs for **Edge Dairy Farmer Cooperative**, and TRAVIS SENN will serve as director of public affairs. Gefvert joined Edge in late 2022 in a public affairs role. Before that, she spent 11 years with the Wisconsin Farm Bureau Federation, first as executive director of government relations and then as innovation and engagement strategist. Senn joined Edge Dairy's communications team in 2021, most recently serving as director of communications. Before that, he led marketing and communications efforts for a Florida-based milk marketing cooperative. In his new role, Senn will direct external communications related to Edge's government affairs work, along with that of the Dairy Business Association.

EYANG GARRISON has been selected as the new majority staff director for the **Senate Agriculture Committee**. Garrison succeeds ERICA CHABOT, who will transition off Capitol Hill later this month. Garrison has served on the Committee as deputy staff director since March. She previously held several positions at the US Department of Agriculture (USDA) and in Congress, most recently working as chief of staff to former deputy secretary of agriculture JEWEL BRONAUGH, and deputy chief of staff and legislative director to

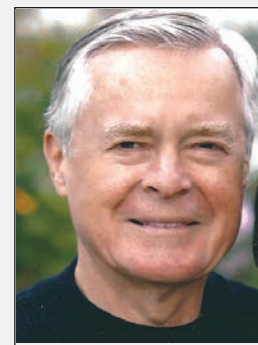
then-Rep. MARCIA FUDGE (D-OH). The Committee is also slated to make an announcement about senior staff support in the coming days.

**Papa John's International, Inc.** announced Wednesday updates to its executive leadership team. AMANDA CLARK will transition from her role as chief international and development officer to become chief operating officer, international, focusing on the operations and development of the Papa John's presence in international markets. Chief restaurant officer JOE SIEVE will assume North American development responsibilities. He will also continue to oversee corporate and franchise restaurant operations in North America. New appointments for Clark and Sieve are effective Sep. 18, 2023.

DANIELLE ENDVICK, communications director with the **Wisconsin Farmers Union (WFU)**, has stepped down to begin a new role in communications at Chippewa Valley Electric Co-op. Endvick is succeeded by incoming WFU communications director TOMMY ENRIGHT.

## OBITUARIES

**Bill Drew**, 83, passed away Sunday, Aug. 20, 2023 at the University of Wisconsin-Madison Hospital & Clinics. An Iowa native, Drew earned a bachelor of science degree at Grinnell College and a master's degree



Bill Drew

in business administration at Emory University. Drew began his dairy and food industry career with the Nestlé Chocolate

Marketing Division, serving northeastern Wisconsin and Michigan's Upper Peninsula before moving to Nestlé national headquarters in Pine Plains, NY. Drew and his family returned to the Midwest where he landed a job marketing Swiss Miss products for the Sanna Division of Beatrice Foods. When Beatrice relocated Drew's division to Nashville, TN, he opted to remain in Madison, and continue his career with Saco Foods, Graber and the Wisconsin Milk Marketing Board, now known as Dairy Farmers of Wisconsin (DFW), where he served 18 years as vice president, marketing services.

# AUCTION

**Date: Tuesday, October 3**  
**Time: 5:00 p.m.**

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A portion of the auction proceeds will be donated to multiple scholarship funds. These scholarships will be awarded to students pursuing careers in the dairy industry. A donation will also be made to the National Collegiate Dairy Product Judging Contest and the Madison College (MATC) Culinary School.

### On the Auction Block...

Award-winning cheese, butter, ice cream, yogurt, dips and other dairy product entries from the World Dairy Expo Championship Dairy Product Contest.





## Cell-Based 'Dairy'

(Continued from p. 1)

imitate," the letter said. "Their use of dairy terms is another clear violation of FDA's standards of identity, which requires the food product be made from milk from an animal.

"It is critical that FDA intervene to prevent this new violation committed by cell-based foods from compounding the harm Americans are already experiencing from FDA's decades of inaction on plant-based mislabeling," the letter added.

"New developments in food science should advance new and innovative products, not cause deeper injury to public health," the letter continued. "It is FDA's job to ensure a stable and transparent marketplace to support safe innovation while protecting Americans, and Congress has ensured FDA has the resources to do so."

The National Milk Producers Federation (NMPF) thanked the senators for imploring FDA to enforce its standards of identity.

"After decades of FDA failing to enforce, the misinformation and confusion around the nutrient content of dairy imitators is harming public health, as health and medical organizations have told FDA," commented Jim Mulhern, NMPF's president and CEO.

"Americans need FDA to do its job to ensure consumers have food labeling that helps them make informed choices about they feed themselves and their families," Mulhern said.

"Americans need marketplace transparency, integrity, and protection now more than ever, as new products and processes are transforming what consumers find on the grocery shelves at an increasingly rapid rate," Mulhern continued.

In late June, Mulhern had pointed out, in a letter to FDA Commissioner Califf, that labeling problems synthetic, cell-based foods raise are "already present," and said it's "imperative that FDA take action now, before this situation spins out of control.

"Like the plant-based labeling fiasco that's bedeviled regulators for more than four decades, we are beginning to see the presence of mislabeled synthetic food products in the marketplace masquerading as natural foods," Mulhern's letter to Califf stated.

"FDA has a legal obligation to ensure that food labels are accurate, truthful and not misleading," the letter continued. "Products are now coming into the marketplace that do not meet FDA Standards of Identity; the agency's past failures to uniformly enforce these standards must not be repeated."

## Dairy Nutrition Touted At Meeting Of Dietary Guidelines Advisory Panel

Washington—Three dairy industry representatives touted the nutritional benefits of dairy products during a meeting this week of the 2025 Dietary Guidelines Advisory Committee (DGAC).

They made their remarks during the third meeting of the DGAC, which provides independent, science-based advice and recommendations to be considered by the US Departments of Agriculture (USDA) and Health and Human Services (HHS) in the development of the Dietary Guidelines for Americans, 2025-2030. The meeting took place on Tuesday and Wednesday.

Nutrient-rich dairy products, including full-fat, lactose-free and flavored products, provide up to 13 essential nutrients, including three of the four under-consumed nutrients of public health concern identified in the 2020 Dietary Guidelines for Americans (DGA): calcium, vitamin D and potassium, noted Roberta Wagner, senior vice president, regulatory and scientific affairs, International Dairy Foods Association (IDFA).

"Focusing on nutrient-rich foods such as dairy should remain a foundational tenet of the DGAs," Wagner said.

"An overwhelming body of scientific evidence demonstrates that dairy should be part of healthy eating patterns for all Americans, at all life stages and with various dietary needs," Wagner said. "The DGAs have long recognized the inherent benefits of dairy products, including milk, yogurt and cheese, as important sources of nutrients and associated with bet-

ter health outcomes."

Recent studies show that for both adults and children, dairy milk and yogurt consumption, including full-fat and 2 percent milk and flavored and unflavored milk, is not associated with increased adiposity or risk of obesity, Wagner continued.

While the Dietary Guidelines for Americans currently emphasize the consumption of low-fat and fat-free options, "IDFA eagerly anticipates a review of the expanding scientific evidence demonstrating that consumption of dairy products, including full-fat products, is not tied to an increased risk of cardiovascular disease," Wagner said.

IDFA urged the DGAC to release the protocol for the systematic review of food sources with saturated fat so appropriate scientific studies can be shared to inform the DGAC's recommendations.

Also at this week's DGAC meeting, National Milk Producers Federation's (NMPF) regulatory affairs director, along with an Olympic athlete (and dairy farmer), told the panel how dairy is a critical component of diet that should be considered in light of its full range of benefits.

"Nearly 90 percent of Americans don't consume the recommended servings of dairy," said NMPF's Miquela Hanselman. "Dairy products have always been an integral part of the dietary guidelines."

Hanselman's comments focused heavily on how dairy at all fat levels benefits diverse communities and how current

guidelines work against including varieties of milk that Americans consume the most.

"With the scientific question focused on sources of saturated fats, this committee has the opportunity to remedy a previous oversight and include the newer science on dairy fats and the dairy matrix," Hanselman commented.

"Dairy foods, regardless of fat level, appear to have either neutral or beneficial effects on chronic disease risks including cardiovascular disease, type 2 diabetes, obesity, and stroke," she continued. "This committee shouldn't default to the overly broad recommendation to avoid saturated fats regardless of food source."

Elle St. Pierre, a farmer-member of Dairy Farmers of America (DFA), and a world medalist track athlete, spoke out against the proliferation of plant-based imitation beverages that offer inconsistent nutritional value, cautioning against any consideration of them as potential dairy replacements.

Plant-based beverages "are so nutritionally different from real milk that whether one views them positively or negatively, their impact on health cannot be assumed to be the same as, or even similar to, that of milk," St. Pierre said. "I strongly caution against and oppose any inference that health impacts associated with milk consumption would apply to plant-based milk alternatives."

The DGAC is reviewing evidence from early 2023 until late 2024.

The DGAC's work culminates in a comprehensive scientific report on the current state of nutrition science and provides independent recommendations to HHS and USDA.

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## Make Allowances

(Continued from p. 1)

for cost discrepancies and maintain orderly markets,” de Ronde testified. Agri-Mark also supports NMPF’s legislative efforts to provide USDA with the authority to conduct mandatory and auditable costs of processing surveys every two years.

“Agri-Mark acknowledges, as does NMPF, that from a pure manufacturing perspective, the proposed make allowances are not adequate and will not cover the full increase in costs of processing Agri-Mark and many other Class III and Class IV manufacturers have incurred since 2008,” de Ronde said. “Agri-Mark views Proposal 7 as the first step in the right direction, providing some financial relief to manufacturers, while ensuring a reasonable producer impact.”

Paul Bauer, CEO and general manager of the Ellsworth Cooperative Creamery (ECC), noted that Ellsworth has the “unique position” of supplying information to USDA’s National Dairy Products Sales Report (NDPSR) on two products, barrel cheese and sweet whey powder.

In December 2022, only 10 barrel plants and 14 dry whey plants reported information to NDPSR, so “the cost to convert and make products are very relevant to Ellsworth and the entire classified milk pricing system,” Bauer said.

Ellsworth’s costs in its plant to make barrel cheese have gone up 6.4 cents per pound in 16 years, so the co-op can support NMPF’s proposal to increase the cheese make allowance to 24.0 cents per pound “as it is a starting point to collect better cost data for future increase in the make allowance,” Bauer said. And the cost to produce dried sweet whey has gone up 5.4 cents in 16 years, so Ellsworth can support NMPF’s proposal to increase the make allowance to 23.0 cents per pound.

Travis Campsey, treasurer and chief financial officer of Lone

Star Milk Producers, also testified in support of Proposal 7. Lone Star’s butter and nonfat dry milk plant, located in Canyon, TX, is a “relatively new plant,” opened in 2017. The plant’s official name is Lone Star Dairy Products LLC (LSDP).

“Lone Star, through its milk products manufacturing plant, experiences on a daily basis what it costs to operate a hard product manufacturing facility, and as such sees how inadequate the current federal order make allowance values really are, because our operations costs at LSDP exceed the current federal order make allowances,” Campsey said.

Lone Star “fully supports” the make allowance increase provided in Proposal 7 as a prelude to “consistent, auditable, mandatory processing cost reporting which will bring confidence in the process, and support the orderly marketing and pricing of milk,” Campsey said.

**“Increased costs of manufacturing must be addressed through FMMO make allowances now and often in the future to correct for cost discrepancies and maintain orderly markets.”**

—Catherine de Ronde,  
Agri-Mark

Jeff Lyon, general manager of FarmFirst Dairy Cooperative, testified in support of Proposal 7. FarmFirst does not own or operate a processing facility to convert milk into a finished product, but it has an intake/reload facility that allows it to store milk for short periods of time to balance the milk going to processors, keeping milk fresh until delivery.

Since FarmFirst doesn’t operate a processing facility, Lyon’s testimony addressed the effect that current make allowances have had on the co-op’s members

and why FarmFirst supports the NMPF proposal to increase make allowances.

“Over the last few years, FarmFirst has experienced a significant decrease in the premiums we have received for our milk due in large part to outdated make allowances,” Lyon said. “Current make allowances have compressed margins at processing plants, which in turn have been passed on to producers in the form of lower premiums so processing plants can manage their margins. Make allowances need to be updated in the long-term interest of processor reinvestment in their plants.”

The dairy industry “did not get into the make allowance situation overnight and USDA should not expect to get out of this situation entirely on the backs of producers,” Lyon said. “The modest increases to make allowances included within the NMPF proposal is a good first step to balance the interests of both producers and processors.

“More importantly, when USDA is given the authorization and funding to conduct mandatory cost surveys as NMPF is also proposing, this will ensure necessary make allowance modifications will be made in the future. This will also ensure such make allowance changes are conducted on a regular basis,” Lyon added.

Ed Gallagher testified on behalf of Dairy Farmers of America (DFA). He is the president of DFA Risk Management, a business unit of DFA. His testimony covered the existence of significant farm input price inflation, high milk cost of production and thin dairy profit margins that could lead to a disorderly marketing condition of a substantial loss of raw milk production if a structural change to federal order class prices leads to a significant reduction in farm milk prices.

DFA believes that implementation of the NMPF proposed make allowance increases are the “appropriate adjustments to make, all things considered,” Gallagher said. These suggested changes will lower farm milk prices by about 50 cents per hundredweight, “which we believe to be an acceptable balance between the milk price impact and manufacturer cost recovery.”

### Costs Of Processing

Mark Stephenson, Ph.D., who retired from the University of Wisconsin-Madison last November after serving as director of dairy policy analysis and of the Center for Dairy Profitability, offered a summary of recent research projects in which he collected data on and summarized the costs of processing in cheese, whey, butter and nonfat dry milk plants.

•See **Make Allowances**, p. 11

## Pino-Gallagher

Continued from p. 4

exceeded, a hearing conservation program must be implemented. The use of noise reduction technology such as vibration dampening, sound absorbing materials, and use of high efficiency engines can help reduce noise exposure.

**The researchers theorized that product movement, not only production, can be a source of occupational injuries.**

If hearing protection is required, select hearing protection with a NRR (Noise Reduction Rating) that adequately protects workers from the exposure. Utilizing layout design of the work area can also minimize noise exposure and can help to control this risk.

**5. Chemical Exposure:** Whether your equipment is cleaned in place (CIP), cleaned out of place (COP), or manually cleaned, the one commonality is potential worker exposure to sanitizing chemicals. It is critical that workers know the hazards associated with the chemicals they are using. According to OSHA, proper training must include (but is not limited to):

- Warning workers not to mix cleaning products that contain bleach and ammonia
- Making sure that workers know which cleaning chemicals must be diluted and how to correctly dilute the cleaners they are using
- Ensuring that all containers of cleaning products and chemicals are labeled to identify their contents and hazards

•Operating ventilation systems as needed during cleaning tasks to allow sufficient air flow and prevent buildup of hazardous vapors

**6. Psychosocial Hazards:** The demanding nature of the dairy industry can lead to stress, fatigue, and other mental health issues. It’s becoming more common for safety professionals to partner with their human resources teams to create a supportive workplace culture, provide access to mental health resources, and promote a healthy work-life balance to help mitigate these hazards.

While open copper kettles slung over wood burning fires are now ancient history in today’s dairy plants, the need for worker safety, training and a culture of safety will never become antiquated. Prioritizing worker safety is not just a regulatory requirement; it’s a strategic investment that can result in increased productivity, reduced downtime, and overall business success. **JPG**

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## Make Allowances

Continued from p. 10

Stephenson noted that he wasn't at the hearing to advocate for or against any particular policy action, but rather to offer his insights into the current cost environment for dairy processors.

For his study, plants were asked to supply one year's worth of data. The "great majority" of plants supplied data for the 2022 calendar year, Stephenson said.

In this 2023 study, 18 Cheddar cheese plants participated, versus 10 plants who were in his 2021 study; 13 butter plants participated, versus 12 plants in the 2021 study; 15 nonfat dry milk plants participated, versus 27 in the 2021 study; and nine dry whey plants participated, compared to eight plants in the 2021 project.

Plant costs for processing in 2022 were as follows, according to Stephenson's study: Cheddar, 26.43 cents per pound; butter, 31.76 cents per pound; dry whey, 33.61 cents per pound; and nonfat dry milk, 27.50 cents per pound.

"An increase in the make allowances reflecting contemporary costs would do much to return product price formulas to the functionality they had in 2008 when they were last updated," Stephenson said.

**The FMMO system relies on these make allowances to set minimum pricing and distribute pool revenues, while the industry uses these prices to make investment decisions, set the pricing of milk, and are heavily used in CME and USDA risk management tools.**

—James DeJong,  
Glanbia Nutritionals

Bill Schiek, Ph.D., executive director of Dairy Institute of California, testified that, given the availability of annual manufacturing cost data from the California Department of Food and Agriculture (CDFA through 2016, it is possible to use regression analysis to estimate dairy manufacturing costs. Regression analysis is a statistical method used to explore and quantify the relationship between a dependent variable, in this case dairy manufacturing costs, and one or more independent variables, such as energy and labor prices.

The purpose of Schiek's analysis was to estimate current California manufacturing costs from historical data of CDFA annual manufacturing costs, other input prices, and productivity data.

The model-predicted manufacturing costs for 2022 are 30.06 cents per pound for cheese, 23.64 cents per pound for butter, and 26.53 cents per pound for nonfat dry milk, with an imputed dry whey manufacturing cost (nonfat dry milk cost plus three cents per pound) of 29.53 cents per pound, Schiek said. These estimates represent a "substantial increase" from the current make allowances.

### IDFA, WCMA Proposals Backed

James DeJong, senior director of dairy economics, risk management, and sales planning for Glanbia Nutritionals (GN), testified in support of the make allowance proposals from the Wisconsin Cheese Makers Association (WCMA) and International Dairy Foods Association.

WCMA's Proposal 8 and IDFA's Proposal 9 would update the allowances with a four-year phase-in schedule. In Year 1, make allowances would be increased to 24.22 cents per pound for cheese, 25.82 cents per pound for dry whey, 21.98 cents per pound for nonfat dry milk and 22.51 cents per pound for butter.

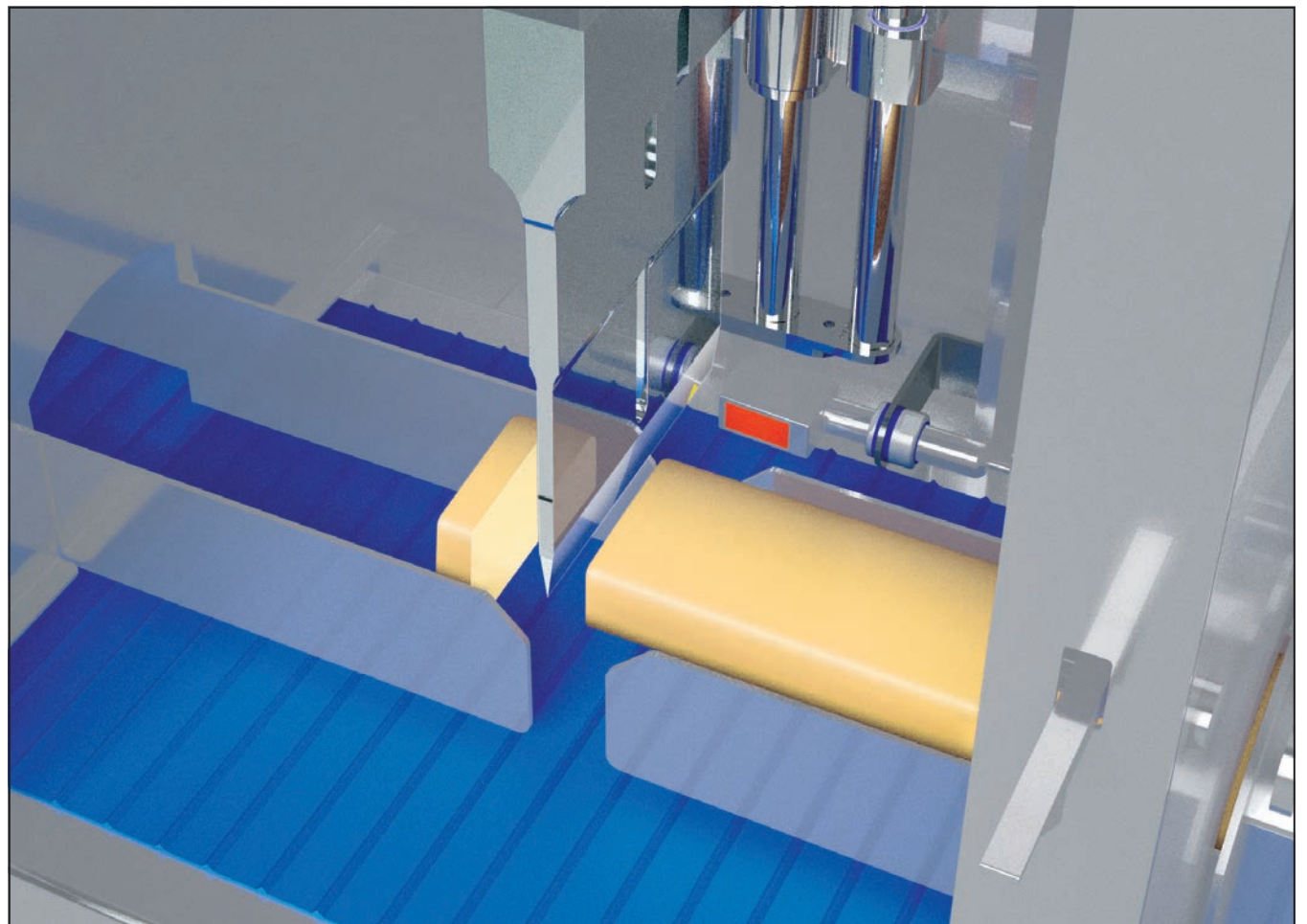
"GN believes FMMO make allowances must be maintained to reflect reality," DeJong said. "The FMMO system relies on these make allowances to set minimum pricing and distribute pool revenues, while the industry uses these prices to make investment decisions, set the pricing of milk, and are heavily used in CME and USDA risk management tools.

"However, when these make allowances are not maintained,

as they haven't been in 15 years, we can expect to see market distortions and further real-world variances versus the USDA announced class prices," he added.

Wes Eveland, director of procurement for Hilmar, said Hilmar supports Proposals 8 and 9, and opposes NMPF's Proposal 7. He noted that there has been "significant inflation" that the dairy industry has experienced that requires "quick action" to address on the part of USDA.

Alison Krebs, director of dairy and trade policy for Leprino Foods Company, said Leprino "strongly supports" Proposal 8 and IDFA Proposal 9 to update make allowances. Leprino also "strongly opposes" NMPF's Proposal 7; it is "unsubstantiated and insufficient," Krebs added.

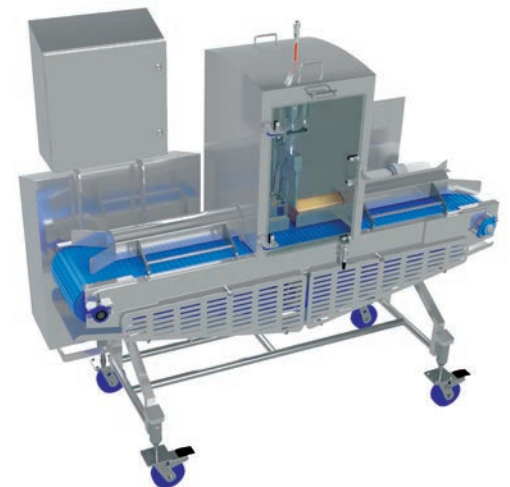


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## Ninth Sustainable Agriculture Summit Planned For Dec. 6-7 In Charlotte, NC

Charlotte, NC—Leading entities in the food and dairy industry, including the Innovation Center for US Dairy, will host the ninth annual Sustainable Agriculture Summit here Dec. 6-7, 2023 at the Charlotte Convention Center.

The theme of this year's event is *Scaling Collective Impact*. Speakers will discuss how connectedness within US agriculture can help achieve sustainable outcomes faster, more economically, and more efficiently.

Wednesday's agenda kicks off with a discussion on the impact of research on a sustainable agricultural system.

Speakers will explore the role research plays in creating a more sustainable, resilient, and safe food system, along with innovations and emerging technologies that are shaping the future.

A session on global reporting schemes, protocols, and standards requiring environmental-related reporting will highlight how the ag

industry currently addresses these reporting needs, and what impact will they have in the future, organizers reported.

The afternoon agenda will include a talk on "sustainability through collaboration."

Speakers will examine a case study from the beef value chain, sharing specific examples of how each player contributes to the sustainability space.

Panelists will share steps that can be applied across all sectors of agriculture.

Another discussion on collaborating to mitigate the environmental impact of feed will highlight initiatives between ag sectors to eliminate barriers between supply chains, and look ahead at ways to unlock environmental benefits.

Farmers from across commodity sectors will share examples of how they address sustainability within their operations, and discuss how industry-wide collabo-

## SWCMA 2023 Annual Meeting Planned For Oct. 5 At Turner Hall In Monroe, WI

Monroe, WI—Members of the Southwest Wisconsin Cheese Makers Association (SWCMA) will gather here Thursday, Oct. 5 at Turner Hall for the organization's annual meeting.

Registration begins at 3 p.m., followed by a business meeting and social hour.

Dinner is sponsored by Cryovac's Mike Farmer; Gary Pieper, Chr. Hansen; Mike Rindy, Nelson-Jameson; Dave Potter, Dairy Connection; Bill Peter, Hydrite Chemical; and Ancor's Zach Lee.

Those looking to attend should sign up by Sept. 22 to SWCMA's Linda Lee via email: [llee@prairiefarms.com](mailto:llee@prairiefarms.com).

Participants should articulate whether they are attending the meeting only, or attending meeting and dinner. An accurate dinner count is vital, Linda Lee stressed.

The meeting will introduce current Southwest Wisconsin Cheese Makers Association officers, including president, Melissa Meinke, Dairy Connection; vice president, Sierra Stettler, Deca-



ration could help scale similar efforts across the country.

Day two will cover financial innovations to advance sustainability in US agriculture. This session will look at a variety of finance mechanisms that have been utilized to address financial barriers often found in sustainability efforts.

Standard registration rates are available through Oct. 31 at \$750 per person.

Discounts for students, farmers and government employees are also available, and attendees have the option of registering for one day.

For more details, visit [www.sustainableagsummit.org](http://www.sustainableagsummit.org).

tur Dairy, Inc.; secretary Ruedi Bucher, ALPMA USA, Inc.; and treasurer, Jake Huffman, Zimmerman Cheese.

Directors serving on the SWCMA board include Luke Buholzer, Hector Larraga, and Jake Niffenegger.

The SWCMA will also provide more information on its annual golf outing planned for Thursday, Aug. 15, 2024 at the Edelweiss Chalet Country Club in New Glarus, WI.

Membership fees are likewise due at this time.

For questions and payment methods, contact SWCMA's Linda Lee at [llee@prairiefarms.com](mailto:llee@prairiefarms.com).

### PLANNING GUIDE

**ADPI Dairy Ingredients Seminar:** Sept. 25-27, Santa Barbara, CA. Registration now open at [www.adpi.org/events](http://www.adpi.org/events).

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

**IDF World Dairy Summit:** Oct. 16-19, Chicago, IL. Visit [www.idfwds2023.com](http://www.idfwds2023.com) to register online.

**Process Expo:** Oct. 23-25, McCormick Place, Chicago. Online registration is available at [www.fpsa.org/process-expo](http://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](http://www.nmpf.org).

**ADPI Dairy Purchasing & Management Risk Seminar:** Nov. 1-2, Convene Willis Tower, Chicago. For more information, visit [www.adpi.org](http://www.adpi.org).

### PLANNING GUIDE: 2024

**Winter Fancy Food Show:** Jan. 21-23, 2024, Las Vegas Convention Center, Las Vegas, NV. Check [www.specialtyfood.com](http://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](http://www.idfa.org/dairy-forum).

**World Championship Cheese Contest:** March 5-7, Monona Terrace Convention Center, Madison. Visit [www.worldchampioncheese.org](http://www.worldchampioncheese.org) for updates.

**ADPI Global Ingredients Summit:** March 11-13, 2024, Peppermill Resort, Reno, NV. Visit [www.adpi.org](http://www.adpi.org) for more information.

**Cheese Expo:** April 16-18, 2024, Baird Center, Milwaukee, WI. Registration now available online at [www.cheeseexpo.org](http://www.cheeseexpo.org).

**Idaho Milk Processors Association:** August 8 - 9, 2024, Sun Valley Resort, Sun Valley, ID. Visit [www.impa.us](http://www.impa.us) for more information closer to event date.



#### For More Information:

- Conference Fees
- Register
- Presentations & Speakers
- Hotel accommodations

[www.northcentralcheese.org](http://www.northcentralcheese.org)

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## North Central Cheese Industries Association Annual Conference

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### Midwest Dairy Research Forum & Pre-Meeting Workshop

Tuesday, October 10, 5:00 pm

- Cheese: What's New: **Maureen Windish**, *Midwest Dairy Association*

Wednesday, October 11, 8:00 am

- Sustainability Panel: "What's Happening Today and in the Future"

### NCCIA Annual Conference

Wednesday, October 11, Noon: Lunch and Registration

- Keynote Speaker: **ESG Defined**
- Dairy Sustainability Framework: **Brian Lindsay**
- US Dairy Stewardship Commitment - Innovation Center for US Dairy: **Eric Hassel**
- Perspective: Consumer Point of View: **Land O'Lakes**
- Perspective: International Customer B2B: **Brian Zook**, **Bel Brands**

Thursday, October 12, 9:00

- Farm Update with Sustainability Emphasis: **Riverview Farms**
- Packaging Supplier Presentations on Sustainability
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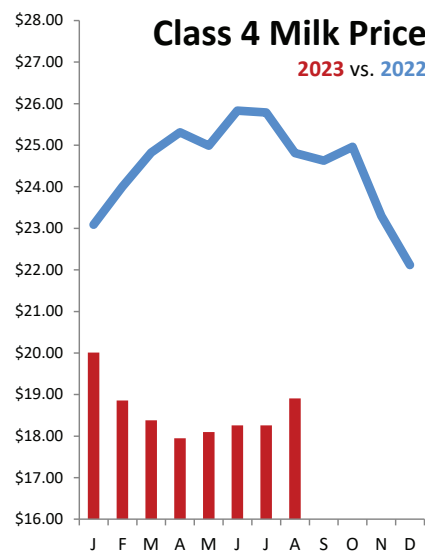
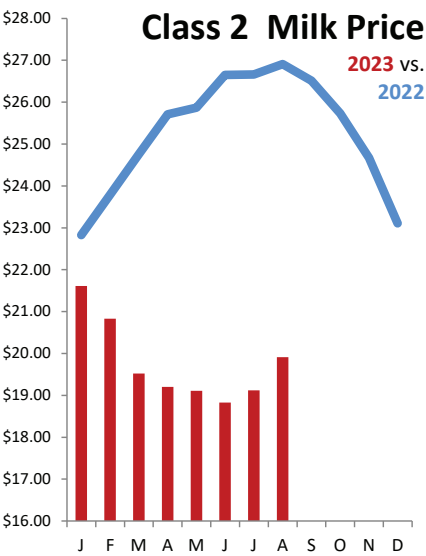
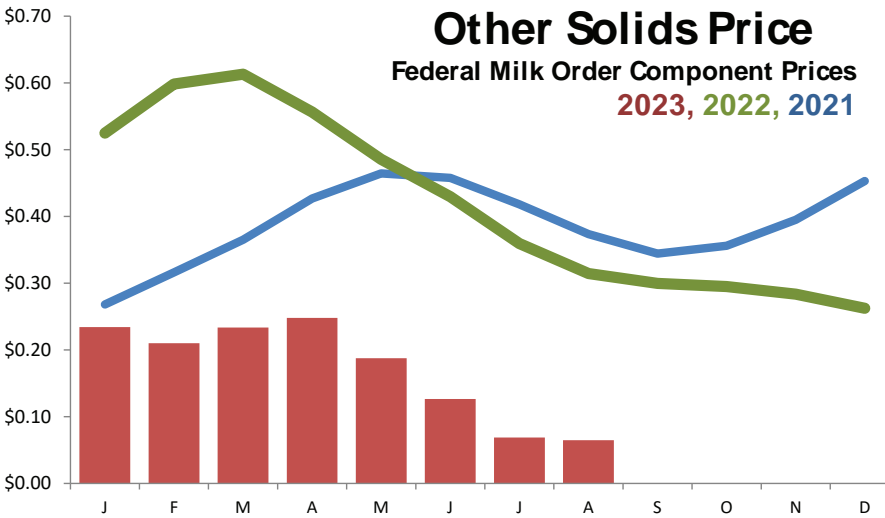
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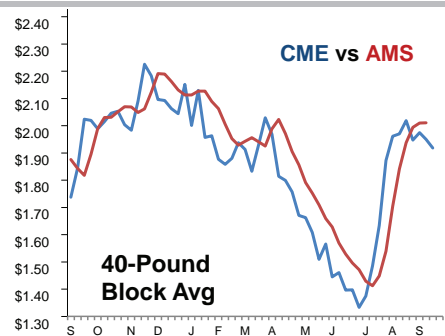


**HISTORICAL MILK PRICES - CLASS IV**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'14	22.29	23.46	23.66	23.34	22.65	23.13	23.78	23.89	22.58	21.35	18.21	16.70
'15	13.23	13.82	13.80	13.51	13.91	13.90	13.15	12.90	15.08	16.43	16.89	15.52
'16	13.31	13.49	12.74	12.68	13.09	13.77	14.84	14.65	14.25	13.66	13.76	14.97
'17	16.19	15.59	14.32	14.01	14.49	15.89	16.60	16.61	15.86	14.85	13.99	13.51
'18	13.13	12.87	13.04	13.48	14.57	14.91	14.14	14.63	14.81	15.01	15.06	15.09
'19	15.48	15.86	15.71	15.72	16.29	16.83	16.90	16.74	16.35	16.39	16.60	16.70
'20	16.65	16.20	14.87	13.87	10.67	12.90	13.76	12.53	12.75	13.47	13.30	13.36
'21	13.75	13.19	14.18	15.42	16.16	16.35	16.00	15.92	16.36	17.04	18.79	19.88
'22	23.09	24.00	24.82	25.31	24.99	25.83	25.79	24.81	24.63	24.96	23.30	22.12
'23	20.01	18.86	18.38	17.95	18.10	18.26	18.26	18.91				

**DAIRY PRODUCT SALES**

Sept. 13, 2023—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDN.



Week Ending	Sept. 9	Sept. 2	Aug. 26	Aug. 19
<b>40-Pound Block Cheddar Cheese Prices and Sales</b>				
<b>Weighted Price</b>		<b>Dollars/Pound</b>		
US	2.0108	2.0094	1.9937	1.9374
<b>Sales Volume</b>		<b>Pounds</b>		
US	10,857,567	9,711,180	10,809,681	10,984,808
<b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Content</b>				
<b>Weighted Price</b>		<b>Dollars/Pound</b>		
US	1.9763	1.9492	1.9361	1.9124
<b>Adjusted to 38% Moisture</b>				
US	1.8815	1.8534	1.8503	1.8214
<b>Sales Volume</b>		<b>Pounds</b>		
US	12,422,366	12,218,130	10,817,013	11,200,488
<b>Weighted Moisture Content</b>		<b>Percent</b>		
US	34.88	34.80	35.12	34.90
<b>AA Butter</b>				
<b>Weighted Price</b>		<b>Dollars/Pound</b>		
US	2.6675	2.6765	2.6941	2.6862
<b>Sales Volume</b>		<b>Pounds</b>		
US	5,065,739	3,687,024	5,460,136	4,649,891
<b>Extra Grade Dry Whey Prices</b>				
<b>Weighted Price</b>		<b>Dollars/Pound</b>		
US	0.2844	0.2761	0.2663	0.2697
<b>Sales Volume</b>		<b>Pounds</b>		
US	4,109,270	4,881,398	7,461,848	6,213,770
<b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>				
<b>Average Price</b>		<b>Dollars/Pound</b>		
US	1.1354	1.1068	1.1367	1.1394
<b>Sales Volume</b>		<b>Pounds</b>		
US	13,023,098	17,030,872	13,993,544	16,821,938

**DAIRY FUTURES PRICES**

SETTLING PRICE							*Cash Settled	
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
9-8	Sept 23	18.48	18.74	29.000	110.075	1.980	1.9520	267.000
9-11	Sept 23	18.39	18.61	28.200	110.125	1.975	1.9480	265.025
9-12	Sept 23	18.29	18.61	28.200	110.150	1.972	1.9400	268.000
9-13	Sept 23	18.35	18.66	28.000	110.150	1.972	1.9460	268.975
9-14	Sept 23	18.40	18.48	28.100	110.400	1.973	1.9420	268.975
9-8	Oct 23	19.01	18.93	32.025	111.250	1.992	1.9820	271.675
9-11	Oct 23	18.50	18.78	60.500	111.250	1.956	1.9500	267.250
9-12	Oct 23	18.04	18.94	30.025	111.750	1.892	1.8960	271.800
9-13	Oct 23	18.21	18.95	30.100	111.750	1.900	1.9160	273.500
9-14	Oct 23	18.25	18.38	30.000	111.975	1.944	1.9200	275.500
9-8	Nov 23	18.87	18.95	35.000	112.250	1.986	1.9570	269.850
9-11	Nov 23	18.50	18.81	33.850	112.250	1.955	1.9300	266.225
9-12	Nov 23	18.24	19.16	32.750	114.025	1.932	1.9050	270.250
9-13	Nov 23	18.35	19.20	32.750	111.775	1.920	1.9200	273.000
9-14	Nov 23	18.33	18.35	32.750	114.400	1.911	1.9160	273.000
9-8	Dec 23	18.63	18.91	35.500	113.650	1.960	1.9260	265.450
9-11	Dec 23	18.38	18.83	34.250	113.975	1.948	1.9100	261.500
9-12	Dec 23	18.25	19.20	34.250	115.475	1.925	1.8970	263.500
9-13	Dec 23	18.37	19.20	34.250	113.475	1.925	1.9100	269.000
9-14	Dec 23	18.40	18.13	32.675	116.000	1.925	1.9170	268.650
9-8	Jan 24	18.48	18.66	37.500	116.000	1.926	1.9000	256.000
9-11	Jan 24	18.32	18.64	37.500	116.000	1.920	1.8900	254.000
9-12	Jan 24	18.32	19.00	37.475	118.200	1.914	1.8870	247.325
9-13	Jan 24	18.21	19.00	37.475	114.675	1.914	1.8900	260.000
9-14	Jan 24	18.23	18.16	35.600	118.600	1.914	1.8900	260.000
9-8	Feb 24	18.50	18.82	38.000	117.925	1.926	1.9020	256.500
9-11	Feb 24	18.34	18.80	38.000	118.125	1.919	1.8950	253.000
9-12	Feb 24	18.35	19.05	38.000	120.250	1.918	1.8940	247.025
9-13	Feb 24	18.20	19.05	38.000	116.500	1.918	1.8940	258.000
9-14	Feb 24	18.29	18.25	38.000	120.625	1.918	1.8900	258.000
9-8	Mar 24	18.55	19.08	38.000	115.250	1.928	1.9040	257.000
9-11	Mar 24	18.44	19.08	38.000	119.750	1.922	1.8900	253.000
9-12	Mar 24	18.39	19.18	38.000	123.000	1.922	1.8890	249.500
9-13	Mar 24	18.35	19.28	38.000	117.750	1.922	1.8810	257.000
9-14	Mar 24	18.35	18.54	38.000	123.800	1.922	1.9020	258.050
9-8	April 24	18.50	19.06	38.000	119.750	1.923	1.9100	255.025
9-11	April 24	18.40	19.00	38.000	120.900	1.919	1.8890	255.025
9-12	April 24	18.45	19.09	38.000	124.000	1.919	1.8950	245.000
9-13	April 24	18.43	19.37	38.000	119.275	1.919	1.8900	257.500
9-14	April 24	18.38	18.52	39.000	124.850	1.919	1.8900	258.750
9-8	May 24	18.59	19.10	39.000	120.900	1.933	1.9100	253.150
9-11	May 24	18.44	19.05	39.000	121.975	1.922	1.8950	250.250
9-12	May 24	18.33	19.16	39.000	126.500	1.922	1.9000	241.775
9-13	May 24	18.52	19.43	39.000	126.500	1.922	1.9050	256.000
9-14	May 24	18.52	18.55	39.000	126.500	1.922	1.8900	256.000
9-8	June 24	18.45	19.14	39.000	121.750	1.934	1.9180	254.025
9-11	June 24	18.52	19.10	39.000	123.375	1.924	1.9000	251.000
9-12	June 24	18.33	19.16	38.000	127.950	1.924	1.9200	251.525
9-13	June 24	18.50	19.42	39.000	127.950	1.924	1.9050	256.000
9-14	June 24	18.53	18.84	38.000	127.950	1.934	1.9050	256.000
9-8	July 24	18.70	19.00	39.000	125.375	1.955	1.9360	247.000
9-11	July 24	18.70	19.00	39.000	124.525	1.955	1.9180	247.000
9-12	July 24	18.70	19.00	39.000	129.250	1.955	1.9200	247.000
9-13	July 24	18.66	19.28	39.000	129.250	1.955	1.9200	253.500
9-14	July 24	18.66	18.84	39.000	129.250	1.955	1.9200	255.000
<b>Sept. 14</b>		<b>17,825</b>	<b>5,601</b>	<b>1,955</b>	<b>8,700</b>	<b>2,819</b>	<b>17,538</b>	<b>8,904</b>

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**TYPE OF BUSINESS:**

\_\_\_\_ Cheese Manufacturer

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\_\_\_\_ Cheese Packager

\_\_\_\_ Cheese Marketer (broker, distributor, retailer)

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\_\_\_\_ Food processing/Foodservice

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\_\_\_\_ Sales/Marketing



# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NORTHEAST - SEPT. 13:** Contacts share that Class I bottling orders continue to draw upon milk volumes previously available for Class III processing. Additionally, a late summer heat wave blanketed the Northeast in highly humid conditions, affecting both cow comfort and milk volumes. Contacts share that milk volumes are expected to pick up in the near term as temperatures drop. Some cheese plant managers note that reduced milk volumes have not affected processing much, as labor issues also persist. Cheese plant managers continue to suggest that cheddar production is strong. Mozzarella and process American demands remain strong. Both foodservice and retail demands are steady.

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

Cheddar 40-lb block:	\$2.4150 - \$2.7025	Process 5-lb sliced:	\$1.9575 - \$2.4375
Muenster:	\$2.4025 - \$2.7525	Swiss Cuts 10-14 lbs:	\$3.1275 - \$5.4500

**MIDWEST AREA - SEPT. 13:** Midwestern cheese makers say milk is still somewhat snug, but near-term expectations are that weekly availability of spot milk loads will grow with improved cow comfort weather. Currently, spot milk prices are still above Class III, but received prices have edged lower than last week's. Cheese production varies from plant to plant. Some processors say they are offering more downtime, for scheduled updating, while others are running full schedules. Cheese orders are somewhat steady. Again, this varies from plant to plant, as some contacts remain concerned about fulfilling incoming orders, while others say tighter milk has brought on some balance in their cheese inventories. Cheese market tones are abating some after a bullish push. Block prices have settled closer to barrel prices, which was expected by contacts.

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

Blue 5# Loaf :	\$2.4575 - \$3.6675	Mozzarella 5-6#:	\$1.9875 - \$3.0750
Brick 5# Loaf:	\$2.1875 - \$2.7550	Muenster 5#:	\$2.1875 - \$2.7550
Cheddar 40# Block:	\$1.9100 - \$2.4525	Process 5# Loaf:	\$1.8350 - \$2.3025
Monterey Jack 10#:	\$2.1625 - \$2.5100	Swiss 6-9# Cuts:	\$2.6425 - \$2.7450

**WEST - SEPT. 13:** Retail and foodservice demand for varietal cheeses is steady in the West. Cash call prices on the CME had bearish movement this week. Demand from international purchasers is moderate. Stakeholders have relayed more consistency has come from Latin American purchases over the first three quarters of 2023. Some stakeholders note sentiments that a lack of heavy export demand has brought more availability of cheese barrels on the CME. Handlers are reporting Class III milk demand from cheese manufacturers to be strong. Cheese makers relay milk supplies are in comfortable balance with processing capacities. Most plant managers are running steady production schedules with current seasonal farm level milk output levels.

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

Cheddar 10# Cuts :	\$2.2900 - \$2.4900	Monterey Jack 10#:	\$2.2775 - \$2.5525
Cheddar 40# Block:	\$2.0425 - \$2.5325	Process 5# Loaf:	\$1.9600 - \$2.1150
		Swiss 6-9# Cuts:	\$1.9350 - \$3.3650

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

Variety	Date: 9/13	9/6	Variety	Date: 9/13	9/6
Cheddar Curd	\$1.79	\$1.82	Mild Cheddar	\$1.82	\$1.84
Young Gouda	\$1.67	\$1.67	Mozzarella	\$1.62	\$1.64

**FOREIGN -TYPE CHEESE - SEPT. 13:** Milk output is declining in some European countries, while in others industry sources report steady milk production. Cheese makers are utilizing milk to run busy schedules as they try to keep up with demand. Contacts report strong demand for cheese and note retail advertisements are driving strong demand from grocery store customers. Food service sales are mixed, some stakeholders relay a decline in demand from restaurants while others say sales are meeting expectations for this time of year. Exports of cheese are steady, though some contacts say international purchasers are hesitant to purchase loads at higher prices than in previous weeks. Cheese inventories are tight and some processors say they are unable to fulfill demand coming from spot purchasers seeking additional loads.

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

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.2725- 3.7600
Gorgonzola:	\$3.6900 - 5.7400	\$2.7800- 3.4975
Parmesan:	0	\$2.6625 - 4.7750
Romano :	0	\$3.4625 - 5.6175
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg:	\$2.9500 - 6.4500	0
Swiss:	0	\$3.1625 -3.4875
Swiss Cuts Finnish:	\$2.6700- 2.9300	

## DRY PRODUCTS - SEPTEMBER 14

**LACTOSE CENTRAL/WEST:** Contacts report offering some loads of lactose at prices near the bottom of the range to purchasers in international markets. Lactose makers are locking in contracts for loads of lactose to deliver in Q4 of 2023, and some note increased interest from quarterly contract purchasers compared to Q3. Some stakeholders say inventories of lactose which meet rigorous end user specifications are tightening. Some plant managers say reduced warehouse inventories and higher prices have encouraged them to ramp up lactose production in recent weeks.

**WPC CENTRAL/WEST:** Demand for WPC 34% is steady to higher, as contacts report purchasers seem content with prices and are purchasing additional loads. Some spot purchasers, looking for interchangeable loads of WPC 34%, are hesi-

tant to pay above the low 80s for loads. Meanwhile, contacts note preferred brands of WPC 34% are steadily moving at prices near the top of the range. Spot inventories for these preferred brands are somewhat tight, though overall WPC 34% inventories are available to meet current market demands. Higher whey protein concentrate markets have been bullish in recent weeks, and some plant managers say this is contributing to lighter WPC 34% production.

**NORTHEAST DRY WHEY:** Strong Class I demand from school bottling orders continues to limit the amount of milk going into cheese manufacturing in the Northeast. Additionally, some labor issues persist at regional cheese plants, limiting the amount of milk processors are able to take on. As a result, liquid whey volumes are limited, and drying schedules have been affected.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional cheese ad numbers decreased by 16 percent. Shredded cheese in 6- to 8-ounce packages was the most advertised conventional cheese item, with a weighted average advertised price of \$2.54, up 5 cents from last week. Sliced cheese in 6- to 8-ounce packages was the most advertised organic cheese product with an average advertised price of \$4.94, down 23 cents. Organic cheese ads decreased by 51 percent from last week.

Total conventional dairy ads decreased by 2 percent, while total organic dairy ads decreased by 27 percent. Conventional ice cream in 48- to 64-ounce containers was the most advertised dairy product, with an average price of \$3.58, down. Ad numbers for conventional butter in 1-pound packages increased 22 percent with a price of \$3.68, down 14 cents. Half-gallons of conventional milk had an average advertised price of \$1.75, down 69 cents. Half-gallons of organic milk had a weighted average advertised price of \$4.55.

## RETAIL PRICES - CONVENTIONAL DAIRY - SEPTEMBER 15

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	3.44	3.19	NA	NA	NA	NA	3.99
Butter 1#	3.68	3.97	3.94	3.20	2.58	3.55	4.06
Cheese 6-8 oz block	2.67	2.95	2.67	2.42	2.46	2.67	1.79
Cheese 6-8 oz shred	2.54	2.25	2.67	2.60	2.80	2.63	2.00
Cheese 6-8 oz sliced	2.92	2.81	3.07	2.79	3.17	2.68	2.83
Cheese 1# block	5.49	5.66	4.29	NA	NA	NA	NA
Cheese 1# shred	4.81	NA	4.86	NA	4.59	NA	NA
Cheese 1# sliced	NA	NA	NA	NA	NA	NA	NA
Cheese 2# block	6.72	NA	7.31	NA	5.99	6.23	6.99
Cheese 2# shred	6.76	9.07	6.27	6.83	5.99	5.82	5.99
Cottage Cheese 16 oz	2.97	3.13	NA	2.17	2.49	2.99	2.99
Cottage Cheese 24 oz	3.71	4.49	3.50	NA	2.99	2.49	NA
Cream Cheese 8 oz	2.44	2.76	3.17	1.56	2.99	2.99	NA
Ice Cream 14-16 oz	3.60	3.71	3.36	3.58	3.37	3.73	3.75
Ice Cream 48-64 oz	3.58	3.72	3.10	3.49	4.18	3.60	3.24
Milk 1/2 gallon	1.75	2.99	1.29	1.56	1.10	2.59	1.42
Milk gallon	3.37	3.72	NA	2.74	3.78	3.46	NA
Flavored Milk 1/2 gal	1.41	NA	1.29	1.29	2.99	NA	1.29
Flavored Milk gallon	4.65	NA	NA	4.49	NA	NA	NA
Sour Cream 16 oz	2.27	2.24	2.35	2.06	2.33	2.34	2.49
Sour Cream 24 oz	2.86	3.79	3.79	2.49	2.99	2.66	2.79
Yogurt (Greek) 4-6 oz	1.11	1.13	1.15	1.17	1.07	1.07	1.07
Yogurt (Greek) 32 oz	5.97	5.97	3.79	NA	NA	2.99	NA
Yogurt 4-6 oz	0.56	0.54	0.59	0.57	0.66	0.66	0.57
Yogurt 32 oz	3.01	2.99	2.50	2.49	NA	NA	3.41

## ORGANIC DAIRY - RETAIL OVERVIEW

**National Weighted Retail Avg Price:**

Sour Cream 16 oz:	\$4.31	Yogurt 4-6 oz:	NA
Butter 1 lb:	NA	Yogurt 32 oz:	\$6.92
Cheese 2 lb block:	NA	Yogurt Greek 4 - 6 oz	NA
Cheese 2 lb shred:	NA	Yogurt Greek 32 oz	NA
Cottage Cheese 16 oz:	\$4.97	Milk 1/2 gallon:	\$4.55
Cheese shreds 6-8 oz:	\$2.79	Milk gallon:	\$5.87
Cheese 6-8 oz block:	NA	Ice Cream 14-16 oz	NA
Cheese 6-8 oz sliced:	\$4.94	Ice Cream 48-64 oz	\$8.15

## WHOLESALE BUTTER MARKETS - SEPTEMBER 13

**CENTRAL:** Butter makers say cream availability has tightened this week. A number of contacts expected this after a tick up in availability through the Labor Day weekend and following week. Cream multiples have begun to edge nearer to 1.30 for butter processors. Churning is somewhat active with the recent growth in cream stores. Contacts are less certain about cream availability for the near-term, as milk output in the Upper Midwest is expected to grow with cooler temperatures and milder weather in recent weeks. Butter availability is steady. Producers say customer interests remain steadfast, as orders are meeting seasonal expectations. Butter market tones are firm.

**NORTHEAST:** Cream supplies are tight in the Northeast. Butter plant managers share they are starting to see seasonal butter demand increase, and demand for cream is far outpacing supply. Spot loads are inconsistent, and processors are largely reliant on contracted loads to keep churns active. Some contacts share that persist labor issues have interrupted

their normal operating schedules. Retail and foodservice demands for butter are steady to stronger. As seasonal baking interests increase, unsalted butter is in higher demand than it was throughout the summer months.

**WEST:** Cream is tight. Volumes available for spot load purchasers are limited, with much of the cream going to contracted obligations. Stakeholders anticipate near-term tightness will remain. However, contacts report slightly lower cream multiples at the top of the range this week, bringing more spot load buyers off the sidelines. Butter production is mixed. Some butter manufacturers are running steady production schedules, while others relay butter production is less than anticipated due to current cream volumes. A few butter manufacturers note inactive churns and scheduled maintenance ahead of anticipated heavier running times in fall. Some butter makers report light bulk butter production and heavier retail butter production, making unsalted bulk butter spot loads tighter.

## WEEKLY COLD STORAGE HOLDINGS

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

DATE	BUTTER	CHEESE
09/11/23	38,468	86,891
09/01/23	48,927	85,254
Change	-10,459	1,637
Percent Change	-21	2



**CME CASH PRICES - SEPTEMBER 11- 15, 2023**

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

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
<b>MONDAY</b> September 11	\$1.8275 (NC)	\$1.9250 (NC)	\$2.6800 (NC)	\$1.1000 (NC)	\$0.2950 (-¼)
<b>TUESDAY</b> September 12	\$1.8050 (-2½)	\$1.8700 (-5½)	\$2.7225 (+4¼)	\$1.1000 (NC)	\$0.3000 (+½)
<b>WEDNESDAY</b> September 13	\$1.8200 (+1½)	\$1.9100 (+4)	\$2.7725 (+5)	\$1.1100 (+1)	\$0.3000 (NC)
<b>THURSDAY</b> September 14	\$1.8200 (NC)	\$1.9200 (+1)	\$2.7425 (-3)	\$1.1150 (+½)	\$0.2925 (-¾)
<b>FRIDAY</b> September 15	\$1.8100 (-1)	\$1.8800 (-4)	\$2.7175 (-2½)	\$1.1125 (-¼)	\$0.3000 (+¾)
<b>Week's AVG</b> <b>\$ Change</b>	\$1.8165 (-0.0410)	\$1.9010 (-0.0490)	\$2.7270 (+0.0170)	\$1.1075 (+0.0206)	\$0.2975 (-0.0156)
<b>Last Week's</b> <b>AVG</b>	\$1.8575	\$1.9500	\$2.7100	\$1.0869	\$0.3131
<b>2022 AVG</b> <b>Same Week</b>	\$2.0510	\$2.0265	\$3.1845	\$1.5725	\$0.4760

**MARKET OPINION - CHEESE REPORTER**

**Cheese Comment:** Monday's block market activity was limited to an uncovered offer of 1 car at \$1.9250, which left the price unchanged at that level. One car of blocks was sold Tuesday at \$1.8700, which set the price. Five cars of blocks were sold Wednesday, the last at \$1.9100, which set the price. Four cars of blocks were sold Thursday, the last at \$1.9200, which set the price. Five cars of blocks were sold Friday, the last at \$1.8800, which set the price. The barrel price declined Tuesday on a sale at \$1.8050, increased Wednesday on a sale at \$1.8200, then fell Friday on an uncovered offer at \$1.8100.

**Butter Comment:** The price increased Tuesday on an unfilled bid at \$2.7225, rose Wednesday on a sale at \$2.7725, declined Thursday on a sale at \$2.7425, and fell Friday on a sale at \$2.7175.

**Nonfat Dry Milk Comment:** The price increased Wednesday on a sale at \$1.1100, rose Thursday on an unfilled bid at \$1.1150, then declined Friday on a sale at \$1.1125. A total of 12 carloads of NDM were traded this week on the CME.

**Dry Whey Comment:** The price declined Monday on a sale at 29.50 cents, increased Tuesday on a sale at 30.0 cents, fell Thursday on a sale at 29.25 cents, then rose Friday on a sale at 30.0 cents.

**WHEY MARKETS - SEPTEMBER 11- 15, 2023**

RELEASE DATE -SEPTEMBER 14, 2023

<b>Animal Feed Whey—Central: Milk Replacer:</b>	.2200 (+2) – .2500 (+3)	
<b>Buttermilk Powder:</b>		
Central & East:	.8500 (NC) – 1.0000 (NC)	West: .8200 (NC) – .9500 (NC)
Mostly:	.8500 (NC) – .9300 (+1)	
<b>Casein: Rennet:</b>	3.9000 (-20) – 4.4000 (-20)	Acid: 3.7500 (NC) – 4.1500 (NC)
<b>Dry Whey—Central (Edible):</b>		
Nonhygroscopic:	.2700 (+2) – .3400 (NC)	Mostly: .2800 (+2) – .3000 (NC)
<b>Dry Whey—West (Edible):</b>		
Nonhygroscopic:	.2800 (+½) – .3600 (-1)	Mostly: .3000 (NC) – .3500 (-1)
<b>Dry Whey—NE:</b>	.2550 (+1) – .3275 (+1)	
<b>Lactose—Central and West:</b>		
Edible:	.1200 (NC) – .4375 (+4¼)	Mostly: .1800 (NC) – .3100 (+3)
<b>Nonfat Dry Milk—Central &amp; East:</b>		
Low/Medium Heat:	1.0500 (NC) – 1.1300 (NC)	Mostly: 1.0800 (NC) – 1.1200 (+1)
High Heat:	1.1950 (NC) – 1.3500 (NC)	
<b>Nonfat Dry Milk—Western:</b>		
Low/Med Heat:	1.0300 (-1) – 1.1400 (NC)	Mostly: 1.0500 (NC) – 1.1200 (NC)
High Heat:	1.1800 (NC) – 1.3700 (-1)	
<b>Whey Protein Concentrate—34% Protein:</b>		
Central & West:	.6700 (+2) – .9800 (NC)	Mostly: .7400 (+3) – .9100 (NC)
<b>Whole Milk:</b>	1.8500 (+5) – 2.0500 (+5)	

**HISTORICAL MONTHLY AVG BARREL PRICES**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'08	1.8774	1.9560	1.7980	1.8010	2.0708	2.0562	1.8890	1.6983	1.8517	1.8025	1.6975	1.5295
'09	1.0832	1.1993	1.2738	1.1506	1.0763	1.0884	1.1349	1.3271	1.3035	1.4499	1.4825	1.4520
'10	1.4684	1.4182	1.2782	1.3854	1.4195	1.3647	1.5161	1.6006	1.7114	1.7120	1.4520	1.3751
'11	1.4876	1.8680	1.8049	1.5756	1.6902	2.0483	2.1124	1.9571	1.7010	1.7192	1.8963	1.5839
'12	1.5358	1.4823	1.5152	1.4524	1.4701	1.5871	1.6826	1.7889	1.8780	2.0240	1.8388	1.6634
'13	1.6388	1.5880	1.5920	1.7124	1.7251	1.7184	1.6919	1.7425	1.7688	1.7714	1.7833	1.8651
'14	2.1727	2.1757	2.2790	2.1842	1.9985	1.9856	1.9970	2.1961	2.3663	2.0782	1.9326	1.5305
'15	1.4995	1.4849	1.5290	1.6135	1.6250	1.6690	1.6313	1.6689	1.5840	1.6072	1.5305	1.4628
'16	1.4842	1.4573	1.4530	1.4231	1.3529	1.5301	1.7363	1.8110	1.5415	1.5295	1.7424	1.6132
'17	1.5573	1.6230	1.4072	1.4307	1.4806	1.3972	1.4396	1.5993	1.5691	1.6970	1.6656	1.5426
'18	1.3345	1.4096	1.5071	1.4721	1.5870	1.4145	1.3707	1.5835	1.4503	1.3152	1.3100	1.2829
'19	1.2379	1.3867	1.4910	1.5925	1.6278	1.6258	1.7343	1.7081	1.7463	2.0224	2.2554	1.8410
'20	1.5721	1.5470	1.4399	1.0690	1.5980	2.3376	2.4080	1.4937	1.6401	2.2213	1.8437	1.4609
'21	1.5141	1.4442	1.4811	1.7119	1.6923	1.5639	1.4774	1.4158	1.5319	1.8008	1.5375	1.6548
'22	1.8204	1.9038	2.0774	2.3489	2.3567	2.2077	2.0581	1.8741	2.0690	2.1285	1.9454	1.8395
'23	1.6803	1.5761	1.8175	1.5921	1.5073	1.5037	1.5404	1.8190				

**USDA Seeks Barrels, Fluid Milk For Nov.-Dec. Delivery; Buys Fluid Milk**

Washington—USDA's Agricultural Marketing Service (AMS) on Thursday invited offers to sell a total of 979,200 pounds of natural American cheese in 500-pound barrels for delivery between Nov. 1 and Dec. 31, 2023.

The barrels are being acquired for use in domestic food distribution programs. Bids are due by 1:00 p.m. Central time on Thursday, Sept. 21.

Meanwhile, AMS is also seeking to purchase a total of 684,000 containers of fluid milk, also for delivery between Nov. 1 and Dec. 31, 2023. The milk is being purchased for use in domestic food distribution programs.

AMS is specifically seeking to purchase 169,200 gallons and 429,300 half-gallons of 1 percent milk; and 28,800 gallons and 56,700 half-gallons of skim milk.

Bids are due by 1:00 p.m. Central time on Tuesday, Sept. 26. Offers must be submitted electronically via the Web-Based Supply Chain Management System (WBSCM). Offerors are cautioned to bid only quantities they can reasonably expect to produce and deliver.

Last week, AMS announced the awarding of contracts to seven companies for a total of 323,100 containers of fluid milk

for delivery in October. That purchase included 50,400 gallons and 186,300 half-gallons of 1 percent milk, as well as 54,000 gallons and 32,400 half-gallons of skim milk, at a total price of \$821,825.73.

A total of 8,100 pounds of 1 percent fluid milk wasn't purchased due to no bids received, AMS noted.

Purchase awards were as follows:

**DFA Dairy Brands Fluid LLC:** 40,500 half-gallons of milk, at a total price of \$60,836.40.

**Foster Dairy Farms:** 3,600 gallons of milk, at a total price of \$10,692.00.

**Hiland Dairy Foods Company:** 126,900 containers of milk, at a total price of \$440,658.00.

**Hollandia Dairy:** 8,100 half-gallons of milk, at a total price of \$14,976.09.

**Prairie Farms Dairy:** 99,900 containers of milk, at a total price of \$205,659.00.

**United Dairy Inc.:** 36,000 containers of milk, at a total price of \$75,960.00.

**Upstate Niagara Cooperative:** 8,100 half-gallons of milk, at a total price of \$13,044.24.

For more information on selling dairy and other food products to USDA, visit [www.ams.usda.gov/selling-food](http://www.ams.usda.gov/selling-food).



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