



CHEESE REPORTER

Vol. 148, No. 16 • September 29, 2023 • Madison, Wisconsin



Base Class I Skim Milk Price Mover Is Main Hearing Focus

Umhoefer Presents WCMA's Make Allowance Proposal; Schiek Details Dairy Institute's Positions

Carmel, IN—Testimony at USDA's federal milk marketing order (FMMO) hearing this week focused mostly on proposals to amend the base Class I skim milk price in all federal orders.

Also, Bill Schiek, executive director of the Dairy Institute of California, detailed Dairy Institute's position on numerous hearing proposals; and John Umhoefer, executive director of the Wisconsin Cheese Makers Association (WCMA), testified in support of the association's proposal to update current make allowances with a four-year phase-in implementation schedule, and also testified in opposition to Proposal 4 and Proposal 6.

Peter Vitaliano, vice president, economic policy and market research, National Milk Producers Federation (NMPF), last week testified in support of Proposal 13, submitted by the NMPF, which would amend the base Class I skim milk price by replacing the simple average of the Class III and

Class IV advanced skim milk pricing factors with the "higher of" the two factors and remove the additional 74 cents per hundredweight.

Craig Alexander of Upstate Niagara Cooperative, an NMPF member cooperative, testified in support of Proposal 13.

USDA, in its 1999 federal order reform final decision, determined that the Class I mover should be the "higher of" the Class III or IV prices, Alexander explained. Section 1403 of the 2018 farm bill, which was implemented in a 2019 final rule, changed the Class I mover to the current language, which uses the "Average of Mover" of the advanced Class III skim factor and the advanced Class IV skim factor price plus a fixed differential of 74 cents per hundredweight.

Reverting back to the "higher of" mover will restore more orderly marketing and producer confidence in the FMMOs, Alexander said, by: eliminating

the asymmetric risk to producer prices and income that was devastating to milk producers under the "average of" mover; enhancing market signals to producers; reducing incentives to engage in depooling practices; and restoring the historical concepts of price movement and relationship of Class I prices to other class prices, which have long been supported by producers and USDA.

Chris Hoeger of Prairie Farms Dairy also testified in support of NMPF's Proposal 13.

With the change to the "average of" price mover, dairy producers have made sacrifices by taking on additional risk themselves and giving up a higher Class I price under the assumption dairy processors would develop their own risk management tools for Class I, "but processors have not done so," Hoeger said.

Prairie Farms has not seen an increase in customers requesting Class I fixed priced agreements after changing to the "average of" Class I formula, Hoeger said. Adoption of NMPF's Proposal 13

• See **Class I Mover**, p. 10

After Members Of Congress Voice Concerns, USDA Releases 2020 Dairy Promotion Report

Washington—Less than a week after several members of Congress expressed "deep concern" regarding the US Department of Agriculture's (USDA) "ongoing failure" to publish annual reports to Congress on the National Dairy Promotion and Research Program and the National Fluid Milk Processor Promotion Program for 2020, 2021 and 2022, USDA released the 2020 report.

The enabling legislation of the dairy producer, dairy importer, and fluid milk processor promotion programs requires USDA to submit an annual report to the House and Senate Agriculture Committees. The report includes summaries of the activities for the dairy and fluid milk programs, including an accounting of funds collected and spent, USDA activities, and an independent analysis of the programs' effectiveness.

But USDA "has not submitted such reports since 2019," seven members of Congress noted in a Sept. 22 letter to Vilsack. The letter was signed by US Sens. Cory Booker (D-NJ), Mike Lee (R-UT) and Elizabeth Warren (D-MA); and US Reps. Nancy Mace (R-SC), Dina Titus (D-NV) Thomas Massie (R-KY), J. Luis Correa (D-CA), Greg Casar (D-TX) and Earl Blumenauer (D-OR).

• See **Report To Congress**, p. 6

FDA Updates Food Traceability FAQ With Info On Inspections, Product Tracing

Rockville, MD—The US Food and Drug Administration (FDA) this week updated its "Food Traceability FAQ" to provide additional information about the agency's Product Tracing System and explain how the agency intends to conduct initial inspections beginning in 2027.

The Food Traceability Final Rule, which was published in November 2022, establishes traceability recordkeeping requirements, beyond those in previously existing regulations, for persons who manufacture, process, pack, or hold foods included on the

• See **Traceability FAQ**, p. 11

Dairy Groups Criticize FDA Guidance On Dietary Guidance Statements

Rockville, MD—Several dairy industry organizations have criticized various aspects of draft guidance on Dietary Guidance Statements that was released earlier this year by the US Food and Drug Administration (FDA).

For the purposes of the draft guidance, Dietary Guidance Statements are written or graphic material, based on key or principal recommendations from a consensus report, in food labeling that represent or suggest that a food or a food group may contribute to or help maintain a nutritious dietary pattern.

That draft guidance recommends that foods with Dietary Guidance Statements contain a meaningful amount of the food or category of foods that is the subject of the statement and that they also not exceed certain

amounts of saturated fat, sodium and added sugars.

FDA released the draft guidance in late March 2023, and accepted comments through Monday, Sept. 25.

More than 1,200 comments were submitted.

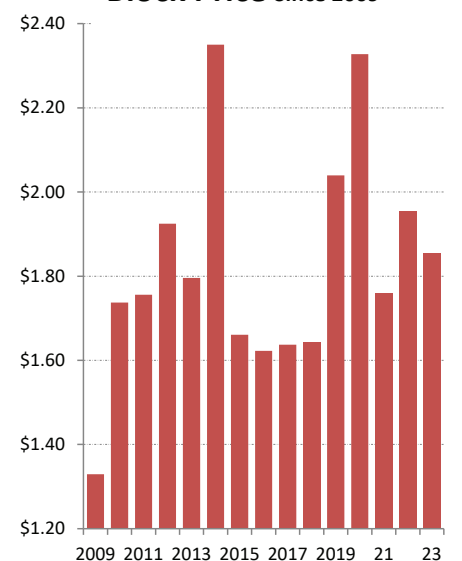
The International Dairy Foods Association (IDFA) requested that FDA refrain from finalizing the guidance until the agency issues its final rule updating the criteria for the nutrient content claim "healthy."

The healthy rule and the draft guidance are premised on food group equivalents (FGEs) and criteria for nutrients to limit (NTL), which include saturated fat, sodium and added sugars.

Given the "substantive com-

• See **Dietary Guidance**, p. 4

September Average Block Price Since 2009



2009 2011 2013 2015 2017 2019 21 23



Past Issues Read this week's issue or past issues of Cheese Reporter on your mobile phone or tablet by scanning this QR code.

Cheese Reporter Publishing Co. Inc. © 2023

2810 Crossroads Drive, Suite 3000
Madison, WI 53718-7972
(608) 246-8430 • Fax (608) 246-8431
<http://www.cheesereporter.com>

DICK GROVES
Publisher/Editor

e-mail: dgroves@cheesereporter.com
608-316-3791

MOIRA CROWLEY
Specialty Cheese Editor
e-mail: mcrowley@cheesereporter.com
608-316-3793

KEVIN THOME
Advertising & Marketing Director
e-mail: kthome@cheesereporter.com
608-316-3792

BETTY MERKES
Classifieds/Circulation Manager
e-mail: info@cheesereporter.com
608-316-3790

REGULAR CONTRIBUTORS:
Jen PinoGallagher, Bob Cropp, Brandis Wasvick,
Ty Rohloff, Dan Strongin, John Umhoefer
You can e-mail our contributors at:
contributors@cheesereporter.com

Cheese Reporter is the official publication of the following associations:

California Cheese & Butter Association
Lisa Waters,
1011 Pebble Beach Dr, Clayton, CA 94517

Central Wisconsin Cheesemakers' and Buttermakers' Association
Peggy Noeldner
pnoeldner@nasonvilledairy.com

Cheese Importers Association of America
204 E St. NE, Washington, DC 20002

Eastern Wisconsin Cheesemakers' and Buttermakers' Association
Barb Henning, Henning's Cheese
21812 Ucker Road, Kiel, WI 53042

International Dairy-Deli-Bakery Association
8317 Elderberry Road, Madison, WI 53717

Missouri Butter & Cheese Institute
Terry S. Long, 19107 Factory Creek Road,
Jamestown, MO 65046

Nebraska Cheese Association
Ed Price, Fremont, NE 68025

New York State Cheese Manufacturer's Assn
Kathryn Boor, 11 Stocking Hall,
Cornell University, Ithaca, NY 14853

North Central Cheese Industries Assn
Prafulla Salunke, SDSU, Box 2104,
Brookings, SD 57007

North Dakota Cheese Makers' Assn
Chuck Knetter, Medina, ND 58467

Ohio Swiss Cheese Association
Lois Miller, P.O. Box 445,
Sugar Creek, OH 44681

South Dakota State Dairy Association
Howard Bonnemann, SDSU, Box 2104,
Brookings, SD 57007

Southwestern Wisconsin Cheese Makers' Association
Melissa Meinke, Dairy Connection,
2312 Vondron Road, Madison, WI 53718

Wisconsin Association for Food Protection
Bob Wills
PO Box 620705, Middleton WI 53562

Wisconsin Cheese Makers' Association
John Umhoefer, 5117 W. Terrace Dr.,
Suite 402, Madison, WI 53718

Wisconsin Dairy Products Association
Amy Winters, 8383 Greenway Blvd.,
Middleton, WI 53562

EDITORIAL COMMENT



DICK GROVES

Publisher / Editor
Cheese Reporter
e: dgroves@cheesereporter.com

how much was collected under these programs in 2021 and 2022?

USDA's Dairy Promotion Program Report Is A Bit Tardy

USDA's Agricultural Marketing Service has released its annual report to Congress on the Dairy Promotion and Research Program and the Fluid Milk Processor Promotion Program, and this "new" report prompts a question: Why is USDA so tardy with this report?

How late is USDA with this report? The report actually covers 2020 activities, so it's roughly two and a half years late. And we know it was just released, because the cover of the digital report is dated September 2023.

We've noted the late release of this report in the past, but it's worth noting again: as this report itself points out, the enabling legislation of the dairy producer, dairy importer, and fluid milk processor promotion programs requires USDA submit this annual report to the House and Senate Ag Committees.

Back in the early days of the National Dairy Promotion and Research Board (the second half of the 1980s), this annual report was actually published...annually. And in a timely manner.

So, for example, the report covering the Board's fiscal period beginning May 1, 1987, and ending April 30, 1988, was released with a date on the cover listed as July 1, 1988, and it arrived at our office before the end of that month (this was back in the era when the annual report was only available in a printed version).

A year later, the report dated July 1, 1989, and covering the fiscal period ending April 30, 1989, arrived in our office before the end of August 1989.

In other words, back when the report was printed and mailed, it arrived in a far more timely manner than it does today, when it's published digitally.

Why does this matter? Well, there are a couple of reasons that come to mind.

First, these programs collect and spend a lot of money every

year. According to the just-released 2020 report, mandatory assessments collected under the Dairy Production Stabilization Act of 1983 (which created the National Dairy Promotion and Research Board) totaled \$346.8 million in 2020, while mandatory assessments collected under the Fluid Milk Promotion Act (which created the Fluid Milk Processor Promotion Board) totaled \$85.7 million in 2020.

This information begs the question: how much was collected under these programs in 2021 and 2022? This more recent information seems more relevant, or at least more timely, here in September of 2023.

The annual report to Congress includes summaries of the activities for the dairy and fluid milk programs, including an accounting of funds collected and spent, USDA activities, and an independent analysis of the effectiveness of the programs.

Regarding that latter point, Chapter 3 of the new report describes the results of the independent econometric analysis, conducted by Texas A&M University, on the effectiveness of the programs implemented by the Dairy Board and the Fluid Milk Board.

So if you want to know how effective these programs were back in 2020, check out this newly released report. As far as how effective these programs were in 2021 and 2022, well, you'll have to wait, probably a year or two, to find out.

The second reason why the tardiness of this report should matter is because USDA is required, under law, to submit an annual report to the House and Senate Ag Committees. This requirement is specifically mentioned every year in the annual report itself.

And technically, USDA is following the law. It is issuing an **annual** report to the House

and Senate Ag Committees, although recent history shows it's not actually submitting these reports on an **annual** basis.

In fact, there has been a lag time for these reports for a number of years now. For example, back in September 2017, USDA released a report to Congress on the dairy promotion programs that covered the 2013 and 2014 program activities, and at the same time released a report that covered 2015 program activities.

These lag times haven't gone unnoticed. Back in June, two organizations — Farm Action and the National Dairy Producers Organization — asked US Ag Secretary Tom Vilsack to immediately release the annual dairy checkoff reports.

And just last Friday (as reported on our front page) a bipartisan group of House and Senate members also wrote to Vilsack expressing their "deep concern" regarding USDA's "ongoing failure" to publish the annual reports to Congress on the promotion programs.

That letter, in turn, prompted a quick response from USDA to the June letter from Farm Action and the NDPO, in which Jenny Lester Moffitt, under secretary, marketing and regulatory programs, told Angela Huffman, Farm Action's president, that the 2020 report to Congress is currently going through USDA review and would be published on the AMS website when available.

It was, in fact, available Monday, Sept. 25, on that website.

AMS is currently reviewing the 2021 econometric analysis and will begin work on the 2022 report when the 2021 analysis is completed, Lester Moffitt noted.

Meanwhile, as of this week, USDA is still two years behind on publishing these reports. Dairy farmers, importers and milk processors deserve more timely reports.

USDA Seeks Cheddar, Process Cheese; Buys Cheddar, Fluid Milk

Washington—USDA's Agricultural Marketing Service (AMS) on Wednesday issued a solicitation for 70,341,600 pounds of IDIQ (indefinite delivery, indefinite quantity) Cheddar cheese.

Bids under this solicitation are due by 1:00 p.m. Central time on Wednesday, Oct. 11. Questions regarding this cheese procurement should be directed to Michael Eichorst, at Michael.Eichorst@usda.gov.

Under this solicitation, USDA is specifically seeking to purchase the following quantities of Cheddar cheese:

- Natural American cheese in 500-pound barrels: 60,261,600 pounds.

- Generic 40-pound Cheddar blocks: 2,284,800 pounds.

- Reduced fat yellow shredded Cheddar, 6/5-pound bags: 3,686,400 pounds.

- Shredded generic Cheddar, 6/5-pound bags: 4,108,800 pounds.

Last Friday, AMS issued a solicitation for a total of 39,006,000 pounds of process cheese. Bids are due Oct. 10.

Questions regarding this solicitation should be directed to Andre Kinney, at andre.kinney@usda.gov.

Under this solicitation, USDA is specifically seeking to purchase the following quantities of process cheese:

- Blended American skim, 12/2-pound loaves: 20,790,000 pounds.

- Generic sliced process cheese, 6/5-pound loaves: 7,603,200 pounds.

- Regular process cheese, 6/5-pound loaves: 1,663,200 pounds.

- Blended American skim yellow regular sliced 6/5-pound loaves: 633,600 pounds.

- Blended American skim sliced 6/5-pound generic loaves: 7,603,200 pounds.

- Process 6/5-pound loaves: 712,800 pounds.

Offers must be submitted electronically via the Web-Based Supply Chain Management System (WBSCM). Offerors are cautioned to bid only quantities they can expect to produce and deliver.

In other dairy product procurement news, AMS on Wednesday announced the awarding of contracts to two companies for a total of 979,200 pounds of natural American cheese in 500-pound barrels. The price range for the barrels is \$2.0800 to \$2.1427 per pound. The total price of the purchase is \$2,055,377.52.

The barrels are being purchased in support of child nutrition and other related domestic food distribution programs. Deliveries are to be made during November 2023.

Contracts were awarded as follows:

Associated Milk Producers, Inc.: 775,200 pounds of barrels, at a total price of \$1,631,057.52.

Dairyland Trading Co. LLC: 204,000 pounds of barrels, at a total price of \$424,320.00.

On Thursday, AMS announced the awarding contracts for a total of 659,700 containers of fluid milk for delivery from Nov. 1 through Dec. 31, 2023. The fluid milk is being purchased in support of child nutrition and other related domestic food distribution programs.

AMS is specifically purchasing 169,200 gallons and 405,000 half gallons of 1 percent milk; and 28,800 gallons and 56,700 half gal-

lons of skim milk. The total cost of the fluid milk purchases is \$1,764,883.97.

A total of three trucks, 24,300 pounds, of 1 percent half gallons were not purchased due to no bids received.

Contracts were awarded to:
Anderson Erickson Dairy: 23,400 containers of milk, at a total price of \$55,165.13.

DFA Dairy Brands Fluid LLC: 205,200 containers of milk, at a total price of \$654,252.84.

Foster Dairy Farms: 8,100 half gallons of 1 percent milk, at a total price of \$16,200.00.

GH Dairy, Chino, CA: 16,200 containers of milk, at a total price of \$31,428.00.

Hiland Dairy Foods Company: 123,300 containers of milk, at a total price of \$381,204.00.

Prairie Farms Dairy: 187,200 containers of milk, at a total price of \$412,848.00.

United Dairy Inc.: 96,300 containers of milk, at a total price of \$213,786.00.

AMS purchases a variety of domestically produced and processed commodity food products, including cheese, fluid milk, butter, yogurt, UHT milk and evaporated milk, through a competitive process among approved vendors.

These products, collectively called USDA Foods, are delivered to schools, food banks, and households in communities across the country and are a vital component of the nation's food safety net. AMS issues solicitations and makes purchases for over 200 different USDA Foods on an ongoing basis.



EMPOWER YOUR POTENTIAL

Discover great opportunities and secure tomorrow's food processing success.

WE ARE THE EXPERTS IN PROCESSED CHEESE

Natec Network leads the world with expertise and versatile processed cheese processing solutions. Complete fully automated lines designed for your needs and turn-key manufacturing solutions enabling highest quality and a most efficient process.

Together we turn opportunities into results.

Natec USA LLC was founded in 2015 with the aim to be close to our customers within the US and Canada. Today we are proud, that we can offer sales, service, spare parts and a brand-new R&D lab which is called Natec Network Innovation Space, right at your doorstep.






Natec USA LLC
N24 W23750 Watertown Road
Waukesha, Wisconsin 53188
USA
+1 262 457 4071
contact.natec.us@natec-network.com

» www.natec-network.com/usa

For more information, visit www.natec-network.com/usa

Dietary Guidance

(Continued from p. 1)

ments FDA received on its proposed healthy rule, IDFA is recommending that the agency wait until that rulemaking is completed before finalizing the draft guidance.

IDFA said it is “not supportive” of FDA’s proposal to use disqualifying NTL if the food meets the proposed FGE requirements; IDFA believes this is “overly restrictive” and would inhibit the use of Dietary Guidance Statements (DGS) on certain otherwise nutrient dense foods.

FDA’s proposed FGE approach excludes dairy products that are recommended by the Dietary Guidelines for Americans (DGA) and that could otherwise meet the recommended NTL criteria, IDFA noted.

For example, natural cheeses, among others, are excluded simply because of the misalignment between the defined reference amount customarily consumed (RACC) and FDA’s proposed FGE for dairy, regardless of their nutrient content or even reformulation efforts to reduce saturated fat or sodium.

While Dietary Guidance Statements can be helpful by informing consumers about healthy dietary patterns in a manner that is broader than the focus on individual nutrients that characterizes most nutrient content claims, some aspects of FDA’s draft guidance “could be seen as facilitating false and misleading advertising by plant-based milk imitators,” the National Milk Producers Federation (NMPF) stated.

Since the large majority of Americans consume fewer than

the recommended number of servings, encouraging more dairy consumption as part of a healthy eating pattern should be a priority, NMPF said. From this standpoint, it is “disappointing” that the example of a Dietary Guidance Statement put forward by FDA is: “Choose fat-free or low-fat dairy products instead of full-fat dairy options.”

This “implies that the most important message to consumers is to change the type of dairy foods they currently consume, rather than increasing consumption to recommended amounts,” NMPF said.

NMPF “strongly objects” to FDA’s discussion of plant-based milk and yogurt alternatives.

“If not changed in the final guidance document, the agency’s statements will encourage false and misleading advertising,” NMPF said. “Despite the agency’s instructions to use consensus statements from authoritative bodies in developing guidance statements, FDA appears to violate its own principle by describing a means by which plant-based alternatives other than fortified soy could make dietary guidance statements based on consensus statements about the dairy group.”

Per FDA’s draft guidance, a plant-based milk or yogurt alternative can bear the same Dietary Guidance Statements as a dairy food if it contains similar amounts of nine nutrients found in dairy milk; however, dairy milk’s unique nutrient profile is inclusive of 13 essential nutrients, National Dairy Council (NDC) pointed out.

Also, dairy foods contain high quality proteins. Most plant proteins, except for soy, are lower

quality protein due to deficiencies in specific essential amino acids and/or lower digestibility and bioavailability, National Dairy Council stated.

Dairy Council of California emphasized the importance of considering the “dairy matrix” when providing guidance for Dietary Guidance Statements. Due to the variable nutrient content of plant-based dairy alternatives and the benefits of milk and dairy foods’ unique nutrient package, matrix and important contribution to food-based dietary guidance, labeling initiatives to improve public health should not treat plant-based dairy alternatives as interchangeable with milk and dairy foods without consensus research to support this change.

While Danone North America supports and encourages evidence-based, truthful, and non-misleading health and nutrition messaging in the marketplace, the company said FDA’s draft guidance “may discourage factual, non-misleading nutrition and well-being messaging, potentially causing more consumer confusion.”

“Beyond the problems raised on the use of FGEs and nutrients to limit, the draft guidance is not the appropriate means to promote clear and useful nutrition messaging,” Danone North America said. The guidance “is not needed and should not be finalized.”

The FDA should finalize updates to the “healthy” nutrient content claim criteria before finalizing guidance on Dietary Guidance Statements to resolve outstanding questions on food groups and food group equivalents, Nestle USA commented.

FROM OUR ARCHIVES

50 YEARS AGO

Sept. 28, 1973: Washington—Approval of \$97.2 million for the Special Milk Program by the Senate-House Ag Appropriations marks an important achievement in the effort to maintain and advance child nutrition, said NMPF secretary Patrick Healy here this week.

Washington—Inspectors with FDA detained more than 106,000 pounds of foreign cheese destined for US retail sale, with 12 shipments found to be in violation of US standards. The product featured inconspicuous labeling, omission of mandatory labeling, and the presence of an unsafe food additive – benzene hexachloride.

25 YEARS AGO

Sept. 25, 1998: Lancaster, WI—Kurt Heitman of Alto Dairy, Black Creek, WI, topped cheese judging here at the recent Grant County Fair with an Aged Cheddar scoring 99.25. Other top finishers are; Randy Krahenbuhl, Prima Kase, Baby Swiss; Gary Grossen, Prairie Hill Cheese, Flavored Cheese; Dan Meister, Meister Cheese, Brick; Ken Heiman, Nasonville Dairy, Feta; and Steve Isly, Prairie Hill Cheese, Brick.

Berlin, VT—Vermont Gov. Howard Dean said if he’s reelected in November, he would ask the state legislature next January to appropriate \$30,000 more on top of \$20,000 already committed to work for reauthorization of the controversial Northeast Interstate Dairy Compact.

10 YEARS AGO

Sept. 27, 2013: Waukesha, WI—Robert “Bob” Sellars, 85, well-known expert in dairy cultures, probiotics, cheese manufacturing, and dairy and food microbiology, passed away. Sellars spent 32 years with Chr. Hansen, retiring in 1993 as senior vice president of technology.

Cass City, MI and York, NY—Dairy Farmers of America broke ground on a new \$40 million ingredient processing facility in Cass City, MI. At completion next fall, the 33,000 square-foot plant will process up to 3.0 million pounds of milk per day.

FROMMAGEX

IMPROVING QUALITY AND EFFICIENCY
WITH THE RIGHT SOLUTIONS



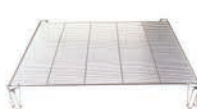
Cultures



Equipment



Moulds



Aging room



Packaging



WEST

Maureen Cunnie
maureen@fromagex.com
707.853.6355

MIDWEST

Dennis Dewane-Florentino
dennis@fromagex.com
707.791.4751

EAST

Brian Schlatter
brian@fromagex.com
518.751.0508

HEAD OFFICE

1 866.437.6624
info@fromagex.com
fromagex.com

For more information, visit www.fromagex.com

NOW IN
WISCONSIN!
New distribution center
near Milwaukee

Hannaford Joins Northeast Organic Partnership; Will Promote Four Organic Brands

Concord, NH—Hannaford Supermarkets has become what it says is the first supermarket to join the Northeast Organic Family Farm Partnership, which was created to encourage all stakeholders in the food system to support and safeguard the Northeast region's organic family farmers.

For the coming year, Hannaford is committing to promote four brands that are part of the Northeast Organic Family Farm Partnership. The Hannaford "Local Matters" campaign will highlight local organic dairy and make it easier for customers to find organic dairy offerings in-store. The focus of the partnership is translating consumer support for local farms into more decisions to buy local organic products.

Hannaford customers will see four organic dairy partners highlighted at Hannaford:

Organic Valley receives milk from more than 250 farms in New England and New York.

Stonyfield Organic receives all of its raw milk from farms in New England and the Northeast; 80 percent of its milk from Organic Valley and an additional 36 New England farms direct supply.

The Milkhouse supplies yogurt made with organic milk from its 380-acre farm in Monmouth, ME.

Butterworks, said to be the oldest certified organic dairy in Vermont, makes 100 percent grass-fed yogurt, kefir, and buttermilk with milk from its 400-acre farm in Westfield, VT.

"We know our customers value the local family farms that make organic dairy possible," said Sue Till, healthy living and sustainability marketing manager for Hannaford Supermarkets. "Our goal with this partnership is to emphasize the many benefits — preserving rural agriculture, availability of unique local products, and more — that local organic dairy farms make possible.

"We are pleased to join the Northeast Organic Family Farm Partnership in helping to create a strong foundation for organic dairy in our region," Till continued.

Gary Hirshberg, co-founder and chief organic optimist at Stonyfield Organic in Londonderry, NH, announced the founding of Northeast Organic Family Farm Partnership in January 2021. He noted that retail partnerships like the one with Hannaford open the way for consumers to support local organic dairy through their decisions.

Bill Would Codify USDA's Organic Market Development Grant Program

Washington—Legislation introduced in both the Senate and House Wednesday would codify and increase support for the US Department of Agriculture's (USDA) recently announced Organic Market Development Grant program, which aims to solve supply chain gaps for the organic market through grants to farmers and businesses.

The Organic Market Development Act was introduced in the Senate by US Sens. Tammy Baldwin (D-WI) and Angus King (I-ME) and in the House by US Reps. Chellie Pingree (D-ME) and Annie Kuster (D-NH).

In May of 2023, USDA announced a \$75 million investment in the Organic Market Development Grant through its Commodity Credit Corporation (CCC). The program aims to support the development of new and expanded organic markets by building and expanding capacity for certified organic production, aggregation, processing, manufacturing, storing, transporting, wholesaling, distribution, and development of consumer markets.

Businesses can purchase new equipment, study new product formulations, and expand and upgrade their facilities to accommodate new products.

The Organic Market Development Act will codify the Organic Market Development Grant program, building on the initial \$75 million annual authorization by maintaining the base CCC investing and authorizing an additional \$25 million in appropriations for 2024 and each fiscal year thereafter. The development program will:

- Increase the capacity of the domestic organic product supply chain for producers, handlers, suppliers, and processors of certified organic products;

- Modernize manufacturing, tracking, storage, and information technology systems;

- Improve the capacity of eligible entities to comply with applicable regulatory requirements or quality standards required to access markets;

- Expand capacity for processing, aggregation, and distribution of certified organic products to create more and better markets for producers of certified organic products; facilitate market development for domestically produced certified organic products;

- Conduct feasibility studies and market viability assessments to inform organic transition strategies and opportunities;

- Address barriers to entry to organic product certification for historically underserved entities; and

- Support market and promotional activities that help build commercial markets for certified organic products in the US.

Eligible grant applicants, including business entities that produce or handle organic foods, non-profit organizations, including trade associations, tribal, state, territory, and local government entities, may apply for two different types of grants. The grants are structured as the Simplified Equipment-Only pathway with funding between \$10,000 and \$100,000, and three-year Market Development and Processing Capacity Expansion pathway with funding ranging between \$100,000 and \$3 million.

The Organic Market Development Act is endorsed by, among others, Organic Trade Association, Organic Valley, Stonyfield, Organic Farmers Association, Whole Foods Market, General Mills, Danone, Western Organic Dairy Producers Alliance, and Natural Resources Defense Council.

"The Organic Market Development Act will enable businesses and farmers to solve persistent supply chain gaps and move more value-added organic commodities to market," said Adam Warthesen, senior director of government and industry affairs for Organic Valley. "This organic infrastructure bill is aimed at creating the right-sized processing and market strategies that bring organic goods to more consumers who can decide to make that organic food choice."

"Consumer demand for organic continues to grow, but too much of this demand is being met by imported organic food and fiber. The Organic Market Development Act ensures that we will have the infrastructure in place here in the US to process organic products, so that more American farmers can benefit from this market opportunity," commented Britt Lundgren, Senior director of sustainability at Stonyfield Organic.

"With the strategic investments offered in the OMD Act, the organic community can unlock the potential of the organic marketplace and continue the growth trend and capitalize on the recent investments made by USDA in organic farming," said Tom Chapman, CEO of the Organic Trade Association. "Passage of this legislation is key to ensuring transition and growth of organic at the farm level is carried through to the marketplace."

IVARSON

IVARSONINC.COM

THE IVARSON 640 BCS



The IVARSON 640 BLOCK CUTTING SYSTEM is a proven workhorse in the cheese conversion & packaging industry. Designed specifically for feeding today's highest output chunk and slice lines, the 640 BCS is engineered with simplicity and sanitation in mind. IVARSON's reputation for quality assures you that the equipment is constructed with quality materials that stand up to the harshest environment, and the equipment is back by the best service and guarantee in the business.

The IVARSON 640 BCS will deliver loaves and bars to your slice and chunk lines with consistent dimensions and NO TRIM! This means higher efficiency, better yield and increased throughput for your downstream lines.

- ★ Process a 640 pound block in less than 4 minutes, controlled for minimum giveaway
- ★ Fully automated block reduction
- ★ Capable of cutting slabs from 1.4 to 7 inches, accurate to 1/32"
- ★ Quick changes cutting harps allow for multiple formats on the same production run
- ★ Additional downstream cutting technology available



WISCONSIN PROUD. QUESTIONS OR INQUIRIES... GIVE US A CALL! 414-351-0700

Report To Congress

(Continued from p. 1)

Their letter noted a letter sent to Vilsack back in June by Farm Action and the National Dairy Producers Organization.

In that letter, the two organizations expressed their “disappointment in the failure” of USDA to publish annual reports to Congress on the National Dairy Promotion and Research Program and the National Fluid Milk Processor Promotion Program for the years 2020, 2021, and 2022, and requested their “immediate release.”

“We are highly troubled that dairy farmers have been denied access to federally mandated reports detailing the efficacy of programs they must fund,” the lawmakers noted last Friday in their letter to Vilsack. “USDA is obligated to provide this information to ensure transparency in how dairy producer’s dollars are spent; by neglecting to fulfill this obligation, USDA risks further eroding farmer’s confidence in important agriculture programs.”

Further, this isn’t the first time that USDA under Vilsack’s leadership has failed to submit these reports to Congress, the lawmakers continued. In Vilsack’s first term as secretary of agriculture,

the reports went unpublished for five years.

“Only in 2017, when Secretary Sonny Perdue responded to pressure from farm groups and the media, were dairy farmers finally able to see how their mandatory fees were spent from 2012-2016,” the lawmakers’ letter added.

“USDA is obligated to provide this information to ensure transparency in how dairy producer’s dollars are spent; by neglecting to fulfill this obligation, USDA risks further eroding farmer’s confidence in important agriculture programs.”

—Representatives of Congress

The lawmakers asked the “immediate release” of these reports, and stated that, if USDA has failed to complete the reports, “we request written justification by September 29, 2023.”

Also last Friday, in a letter to Angela Huffman, president of Farm Action, Jenny Lester Mofitt, USDA under secretary, marketing and regulatory programs, noted that the 2020 report to Congress on the dairy promotion

programs was currently going through USDA review and would be published on the website of USDA’s Agricultural Marketing Service (AMS) “when available.”

The report was posted on the AMS website by Sept. 25, and it’s cover is dated September 2023.

AMS is reviewing the 2021 econometric analysis and will begin work on the 2022 report when the 2021 analysis is done.

Effectiveness Of Promo Activities

The enabling legislation for the dairy and milk promotion programs require an annual independent analysis of the advertising and promotion programs that operate to increase consumer awareness and sales of fluid milk and dairy products. Texas A&M University researchers were awarded a competitive contract to conduct this study.

The primary objective of the analysis is to answer two key questions regarding the national programs (the Dairy Research and Promotion Program, funded by dairy farmers and dairy importers, and the Fluid Milk Processor Promotion Program, funded by fluid milk processors: What have been the effects of dairy promotion programs on the domestic consumption of fluid milk, dairy products, and exports? and What have been the returns to dairy promotion programs?

The evaluation found a “statistically significant positive association” between dairy promotion program expenditures and dairy product demand. This association holds for all dairy products in the aggregate as well as for fluid milk, cheese, and butter.

What is the impact of the assessment on dairy product imports?

Given that cheese occupies a notable share of imported dairy products, the report focuses attention on the incremental amount of imports of cheese attributed to the importer assessment.

Over the period 2012 to 2020 (the import assessment began in August 2011), cheese consumption amounted to 110.6 billion pounds. Because of the assessment from importers, total domestic cheese consumption was higher by roughly 55 million pounds.

The report also provides a benefit-cost analysis of the national programs. As calculated, the producer profit benefit-cost ratio (BCR) is the additional profit to the dairy industry (additional cash receipts net of additional production costs and promotion assessments) earned by producers because of the promotion expenditures. The fluid milk processor BCR is calculated similarly to the producer BCR in which the cost of milk is used as a proxy for the cost of production.

Over the period 1995 to 2020, the gains in profit at the producer level were larger than the expenditures on demand-enhancement programs. The BCRs for producers for fluid milk were calculated to be \$1.91 for every dollar invested in dairy demand promotion, for cheese \$3.27 for every dollar invested, and for butter \$24.11 for every dollar invested.

For other non-specific dairy promotion activities, the BCR was calculated to be \$6.93 for every dollar invested. Dairy export promotion expenditures increased foreign demand for US dairy products by \$7.43 for every dollar invested. For the aggregate of all dairy products, the net profit BCR is \$4.30 for every dollar invested.

BRIDGING DISTANCES BOOSTING EFFICIENCY



Elevate your product handling requirements, regardless of shape or size!

- ✔ Quality Materials
- ✔ Built to Last
- ✔ Custom Applications
- ✔ Automate with Ease

Why Choose Us

A team driven company delivering high-quality custom solutions using an innovative approach.

LOOS
MACHINE & AUTOMATION



For more information, visit www.loosmachine.com



Reduce the Risk of Slip Injuries

with certified slip resistant footwear



TINGLEY
est. 1896



Use your phone's camera to scan & shop now

1-800-826-8302 • nelsonjameson.com • sales@nelsonjameson.com

For more information, visit www.nelsonjameson.com

Danone Launches 'Partner For Growth' Program, Signs Joint Plan With Chr. Hansen

Paris, France—Danone launched a "Partner for Growth" program that identifies and develops partnerships to seize consumer trends to unlock growth opportunities for both Danone and its partners.

The program starts with three partnerships, and a joint business development plan signed with Chr. Hansen. This plan will enable Danone to push boundaries of innovation in the dairy and plant-based categories by using Chr. Hansen's bio-solutions capabilities and both companies' extensive culture collections.

Partner for Growth is focused on four interconnected strategic pillars that will unlock growth for Danone and its chosen partners:

Emerging science and technology: exploring and discovering breakthroughs across ingredients, agriculture, processes and packaging that will shape the future of food to meet consumer needs.

Precision capacity creation: making its assets more flexible and smarter, combining the technologies, supply security and partners to better predict and respond to customer needs.

Cost competitiveness: using digital technology and collective understanding of Danone's end-to-end value chain to drive efficiencies, reduce waste and optimize logistics.

Sustainability: driving performance and purpose that increase the health benefits of Danone's brands, decarbonize operations across the entire value chain, or help Danone operate more responsibly with employees, communities and partners.

"Anticipating and seizing opportunities is at the heart of the Renew Danone strategy, and is what Partner for Growth is all about. A structured, holistic and mutually-beneficial approach to transform the way we work with partners, to take advantage of short-term opportunities and prepare our brands and categories for sustainable growth in the long-term. It will help us leverage more from our supplier and partner ecosystem to drive shared business growth rather than using a traditional linear approach," said Vikram Agarwal, Danone's chief operating officer.

"At Chr. Hansen, we innovate by unleashing the power of good bacteria. However, only in partnership can we truly transform the food system enabling healthier living around the globe," said Mauricio Graber, CEO at Chr. Hansen.

FDA Amends Chobani's Temporary Marketing Permit For Yogurt

College Park, MD—The US Food and Drug Administration (FDA), in a notice published in Monday's *Federal Register*, stated that it is amending Chobani, LLC's temporary permit to market test lower-fat yogurt products.

Chobani's temporary permit is amended to allow the use of the test product as an ingredient in other nonstandardized food applications, including drinkable beverages, dips, and sauces, FDA explained.

This amendment will allow Chobani to continue to test market the test product, as ingredients, in whole or in part, in other nonstandardized foods and collect data on consumer acceptance of the test product.

In the *Federal Register* of Mar. 28, 2023, FDA issued a notice

announcing that it had issued a temporary permit that would allow Chobani to manufacture yogurts using ultrafiltered nonfat milk as a basic dairy ingredient through the addition of water and non-nutritive sweeteners.

In issuing the temporary permit, FDA noted that consumers can distinguish the deviation in manufacturing from yogurts meeting the standard of identity for yogurt using the list of ingredients, wherein the "ultrafiltered nonfat milk" ingredient would be declared as such according to its common or usual name followed by a means to indicate to the consumer that the ingredient is not found in regular yogurt.

Each ingredient used in the food must be declared on the labels, FDA noted.

The temporary marketing permit issued by FDA earlier this year allowed for the test product to be manufactured at Chobani's plants in New Berlin, NY, and Twin Falls, ID.

FDA issued the permit to facilitate market testing of products that deviate from the requirements for the basic dairy ingredient provision of the yogurt standard of identity.

The temporary permit issued in March is effective for 15 months, beginning on the date Chobani introduces or causes introduction of the test products into interstate commerce, but not later than June 26, 2023.

The temporary permit provides the temporary marketing of a maximum of 150,000,000 pounds of the test products.

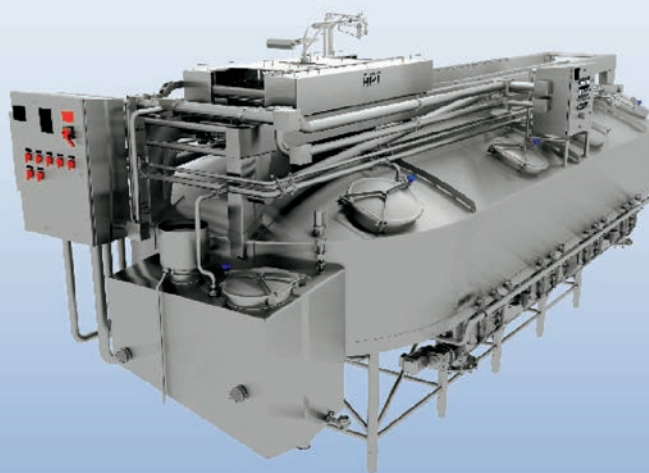
Chobani will produce, market test, and distribute the test the lower-fat products throughout the United States.

**BETTER EQUIPMENT.
BETTER RESULTS.**

APT'S ADVANCED CHEESEMAKING EQUIPMENT

Leverage the flexibility of a multi-use finishing table to produce most varieties of cheeses. Our enclosed finishing vat features include agitation, traverse, salting, and unloading as well as a Controls & Automation package so you can optimize performance and reduce labor costs.

Advanced Finishing Vat (AFV)



- Enclosed from atmosphere
- Multiple recipes for most cheese type
- Curd wash and dwell for high moisture cheeses
- Heating jacket for lower moisture cheeses
- Automatic and semi-automatic salt applications
- Automatic transfer to cheese packaging



Results that matter!

APT
ADVANCED PROCESS TECHNOLOGIES, INC.

877-230-5060

apt-inc.com

For more information, visit www.apt-inc.com

PA Center For Dairy Excellence Taking Value-Added Dairy Grant Applications

Harrisburg, PA—The Center for Dairy Excellence has opened two competitive grant programs for Pennsylvania dairy value-added operations and Pennsylvania dairy producers who are looking to advance their businesses.

Leveraging funds provided through the state of Pennsylvania and the Northeast Dairy Business Innovation Center (NE-DBIC), the programs include Marketing, Branding and Labeling Consultant Grants and Dairy Excellence Grants.

The Marketing, Branding and Labeling Consultant Grant program is designed for value-added dairy businesses looking to build their brand, develop effective labels, create marketing plans, and identify appropriate strategies to increase product sales and consumer access.

If accepted into the program, grant recipients will have access to a consultant who has experience in the dairy value-added space.

Dairy value-added businesses in Pennsylvania, Maryland, Delaware, and New Jersey are eligible to apply.

Up to 11 grants will be awarded, and if all 11 grants are utilized, each grant will be for \$5,000. Recipients will receive up to \$3,750 to work with a consultant and up to \$1,250 for direct implementation of the consultant's recommendations.

Grant applications will be accepted from Sept. 15 through Oct. 31, 2023.

The Marketing, Branding and Labeling Consultant grants provide financial assistance to help value-added dairy businesses access the private consulting resources they need to build their brand and to help cultivate our regional food economy, strengthen regional dairy food processing capacity, and create and improve economic opportunities for individual dairy producers and food businesses.



CENTER FOR Dairy EXCELLENCE

Biotech Company Launches Plant Based Casein

New York—Purement (formerly Armored Fresh Technologies), a biotechnology company, recently announced the launch of its plant-based casein.

Purement said it has successfully recreated casein using yeast-based, fully plant-based materials that offer comparable functionality to milk. The company also claims the plant-based casein has a better taste and nutrition panel, and sustainable and lower-priced ingredients.

With no taste, smell, or color, Purement's plant-based casein is designed to be used as a protein to make cheeses and other alternative dairy products such as yogurt and milk.

Due to its proprietary technology, and method of production, Purement said it can price its casein at a lower cost than the market average. The company said it plans to collaborate with major dairy companies to co-brand its plant-based casein and partner with global ingredients vendors to expand its usage.

"At Purement, we're laser focused on developing materials and technologies for essential food changes that will provide us with a richer and long-lasting food culture," said Rudy Yoo, founder and CEO of Purement. "With this new innovation, we're thrilled to introduce a product that ensures the joy of dairy flavor and texture remains, while delivering a cleaner label and contributing to a more sustainable future."

For more information, visit www.purement.io.

"When I was thinking about buying this business and figuring out if it was even an option for me, a few people recommended I talk to certain consultants. They were great, but I didn't have that kind of money. It was a huge relief when I learned about this grant and the opportunity for Maryland farmers," said Ariel Herrod of Clear Spring Creamery, Clear Spring, MD, a previous grant recipient. "Thanks to the grant, I could work with the consultants, and they helped me make decisions. I've had a better balance in my bank account."

The Dairy Excellence Grant program is described as ideal for Pennsylvania dairy producers who want to improve cow comfort, milk production per cow, or overall efficiency on their dairy farm.

This is a competitive dairy grant program that offers up to a 50 percent, or up to a maximum matching level of \$5,000, to dairy farms approved into the dairy grant program.

Grant applications will be accepted from Sept. 15 to Oct. 16, 2023.

Improvement projects can include anything related to improving milk production per cow and/or enhancing overall farm profitability and efficiency. Examples of applicable projects include fans, sprinklers or misters in free stall or tie stall barns; curtains or other ventilation improvements; mattresses or construction to move to deep bedded sand stalls; variable speed pulsation; cowbrush or foot bath installation; and enhanced feed systems for approved projects.

For more information about these grant programs, visit www.centerfordairyexcellence.org.



QUALITRU
SAMPLING SYSTEMS

IF YOU CANNOT MEASURE CONTAMINATION ACCURATELY, YOU CANNOT CONTROL IT!

QualiTru's **TruDraw Sterile Single Sampler** is a reliable solution for collecting small aseptic samples. It significantly reduces the risks of inaccurate and unreliable test results and meets regulatory requirements for aseptic sample collection. With QualiTru's TruDraw Sterile, you can confidently collect small, aseptic samples, helping ensure the highest level of quality control in your processes.



Scan for more information



TRUDRAW
STERILE

Call Today to Learn More or Visit Our Website at QualiTru.com!

Sales@QualiTru.com | 651-501-2337 | QualiTru.com

For more information, visit www.QualiTru.com

Superior Solutions ENCLOSURES



CONTROL CABINETS, JUNCTION BOXES, ELECTRICAL ENCLOSURES

- Standard size junction boxes or custom enclosures
- Fabricated to NEMA Standard
 - Constructed from 12, 14 or 16 gauge
 - .125 aluminum, stainless or mild steel sub panels
- Holes and cutouts per customer specs
- Optional sloped-top provides increased sanitation
- Piano-hinged or Tear-drop hinged doors



AWI MANUFACTURING

E: sales@awimfg.com
www.awimfg.com
 Tel: 888.272.2600
 Winsted, MN 55395

For more information, visit www.awimfg.com

Bipartisan, Bicameral Bill Aims To Boost Food Recovery, Cut Waste

Washington—Bipartisan legislation recently introduced in both the House and Senate aims to prevent and reduce food loss and waste, and increase food security, foster productivity, promote resource and energy conservation, and address climate change.

The New Opportunities for Technological Innovation, Mitigation, and Education To Overcome Waste Act, or NO TIME TO Waste Act, was introduced in the House by US Reps. Chellie Pingree (D-ME) and Mike Lawler (R-NY) and in the Senate by US Sens. Chris Coons (D-DE) and Jerry Moran (R-KS).

The NO TIME TO Waste Act would:

- Strengthen federal agency coordination by authorizing the existence of the US Department of Agriculture (USDA), Environmental Protection Agency (EPA) and Food and Drug Administration (FDA) Collaboration to reduce food loss and waste (FLW) by 50 percent by 2030.

- Establish an Office of Food Loss and Waste at USDA to support the role of the Food Loss and Waste Liaison, to strengthen research on FLW and new technologies, and to quantify the impact of current FLW policies on greenhouse gas emissions.

- Foster a FLW prevention and reduction environment by supporting public-private partnerships that commit to reducing FLW, strengthening current USDA programs to include FLW as part of their priorities, and providing support to states to assist local food recovery infrastructure and coordination efforts.

- Start a public awareness and education campaign at USDA focused on how much food goes to waste in households, impacts of FLW, methods for preserving and storing foods, tips to identifying whether food is still safe and edible, and developing educational materials.

The legislation is endorsed by, among others, the Upcycled Food Association, Global Cold Chain Alliance, National Sustainable Agriculture Coalition, and Zero Food Waste Coalition (Natural Resources Defense Council, Harvard Food Law and Policy Clinic, World Wildlife Fund and ReFED).

“The NO TIME TO Waste Act recognizes the need for responsible food loss and waste policy in order to respond to the climate and hunger crises in the United States,” the Zero Food Waste Coalition stated. “This bill takes meaningful steps toward a future with a sustainable and resilient food system by supporting better coordination amongst government agencies, infrastructure to

reduce food waste and boost food recovery, and consumer education and awareness campaigns.”

“The NO TIME TO Waste Act acknowledges the critical role that food loss and waste prevention efforts can play in addressing both the climate crisis and food insecurity,” said Emily Broad Leib, faculty director, Harvard Law School Food Law and Policy Clinic. “Better coordination amongst government agencies, support for infrastructure and organizational policies to support food waste reduction and food recovery efforts, and consumer education and awareness campaigns are meaningful steps toward a future with a more sustainable food

system.”

“The National Sustainable Agriculture Coalition is excited to see a concrete, bipartisan plan for greenhouse gas reductions from food waste that invests in community and regional coordination around efficient food recovery efforts to distribute healthy and safe upcycled food products,” said Hannah Quigley, local and regional food policy specialist, and Cathy Day, climate policy coordinator. “These provisions provide an effective, easily adoptable set of pathways for municipalities nationwide to move towards substantial emissions reductions, especially from methane.”

“Food waste is a systemwide problem that requires systemwide action to solve,” commented Dana Gunders, executive director, ReFED. “Government policy

plays a critical role in driving that action forward, through coordination and collaboration, research and education, funding, and more.

“The NO TIME TO Waste Act will provide important resources to support the food system’s efforts to reduce food waste and will help make sure that food goes to its highest and best use of feeding people,” Gunders added.

“It is estimated that nearly 40 percent of our food supply in the United States is going to waste. Along with this waste comes the squandering of the underlying land, water, and energy resources associated with food production and significant greenhouse gas emissions when food decomposes in landfills,” said Pete Pearson, senior director, food waste, World Wildlife Fund.



CUSTOMIZED FINANCING SOLUTIONS TO MEET DIVERSE AGRIBUSINESS NEEDS.

A true partner is defined by those they support. That’s why at Compeer Financial we’re defined by you – your hopes for the future as well as what you need today. Our Food & Agribusiness team leverages **industry expertise** to provide innovative financial solutions that support our clients’ growth. And we’re equipped with the **funding capacity** to position your business for success every step of the way. As agriculture continues to evolve, so will we, together.

DEFINE YOUR SUCCESS AT [COMPEER.COM/FOODAGRIBUSINESS](https://www.compeer.com/foodagribusiness)

Seasonal/Operating Loans | Term Loans | Revolving Loans | Leasing Services | And More



Connect with Ty Rohloff today!
Sr. Food & Agribusiness Lending Specialist
(608) 757-9747 | Ty.Rohloff@compeer.com

Compeer Financial can provide assistance with finances based on historical data and industry expertise. Compeer does not provide legal, tax or investment advice. Compeer Financial, ACA is an Equal Credit Opportunity Lender and Equal Opportunity Provider and Employer. © 2023 All rights reserved. NMLS #619731



For more information, visit www.compeer.com/ag-financing/food-agribusiness-financing

Class I Mover

(Continued from p. 1)

“will promote orderly marketing of milk and ensure an adequate supply of milk for Class I operators to serve their markets.

Calvin Covington testified on behalf of Southeast Milk, Inc., a longtime member of NMPF, in support of Proposal 13.

The “average of” has lowered revenue to dairy farmers compared to using the “higher of” to calculate the Class I mover skim milk value, Covington said. The revenue loss occurs when the difference between the advanced Class III skim and Class IV skim milk prices exceeds \$1.48 per hundredweight.

From May 2019 through June 2023, the “average of” reduced revenue to the three southeastern FMMO producer pools by more than \$192 million, he continued.

The Appalachian, Florida and Southeast FMMOs do not have an adequate supply of milk year-round to meet consumer fluid milk demand, Covington explained. Supplemental milk is purchased outside of the three orders to meet demand. The “average of” calculation, resulting in lower blend prices, makes attracting supplemental milk more challenging,

and also creates challenges for all Class I handlers in all FMMOs.

Returning to the “higher of” in calculating the Class I mover “is needed to promote the orderly marketing of milk, and help ensure consumers have an adequate supply of fluid milk, Covington said.

Chris Herlache, commodity risk strategies manager for Schreiber Foods, testified in support of Proposals 14 and 15 to amend the base Class I skim milk price to be equal to the average³ of the advanced Class III and Class IV skim milk price plus a rolling adjustment. He also testified in opposition to Proposal 13, Proposal 17, and Proposal 18.

Kimberly Greenbaum, senior procurement specialist for the dairy category at Nestle USA, testified in support of Proposal 14, which she said will strengthen the position of the entire dairy industry, from dairy farmers to processors to consumers.

Dairy Institute Of CA's Positions

Dairy Institute of California's Bill Schiek presented the Institute's positions on the proposals under consideration at this hearing, which were adopted by Dairy Institute's board of directors.

Dairy Institute opposes both Proposal 1 and Proposal 2, which pertain to milk composition.

Dairy Institute also opposes Proposals 3, 4, 5 and 6, which pertain to surveyed commodity products. Proposal 3, eliminating barrel Cheddar from the cheese price calculation in the Class III formula, will put barrel Cheddar manufacturers' margins under increased pressure when block prices exceed barrel prices as Class III milk prices, based solely on blocks, would be higher than they are now, Schiek said.

Proposal 4, which would add 640-pound Cheddar blocks to the cheese price calculation in the Class III formula, would add “relatively little” in the way of new pricing information to the extent that 640s are priced based on the 40-pound block price, Schiek said.

Dairy Institute opposes Proposal 7, NMPF's proposal to increase make allowances to 24.0 cents per pound for Cheddar cheese, 23.0 cents per pound for dry whey, and 21 cents per pound for butter and nonfat dry milk.

“There is no transparency as to how the consensus make allowance levels in the proposal were determined,” Schiek said. “It is extremely difficult to evaluate how these consensus levels relate to actual plant costs of NMPF members or how representative they are of current dairy manufacturing generally.”

Dairy Institute supports Proposals 8 and 9, identical make allowance proposals submitted by the WCMA and the International Dairy Foods Association (IDFA), respectively. Under those proposals, 50 percent of the change from current costs would be implemented in year one, with the remaining 50 percent being added in equal increments over the following three years until the full 2022 costs are attained, or until dairy manufacturing costs from a new USDA audited survey are available.

IDFA and WCMA's approach of using average cost data from two different data approaches is reasonable given USDA's history of employing manufacturing cost data compiled by Dr. Mark Stephenson and the California Department of Food and Agriculture (CDFA), Schiek said.

Dairy Institute opposes Proposal 10, 11 and 12, all submitted by Select Milk Producers and pertaining to Class III and Class IV formula factors, including the butterfat recovery factor, yield factors and the nonfat solids factor.

Regarding the Class I mover, Dairy Institute opposes Proposal 13, from NMPF, and supports Proposal 14, from the IDFA, and Proposal 15, from the Milk Innovation Group (MIG). Dairy Institute also opposes Proposal 17, Proposal 18, Proposal 19, and Proposal 20, and is neutral on Proposal 20.

WCMA's Positions

The WCMA's Umhoefer testified in support of Proposal 8, submitted by the WCMA, which seeks to update current make allowances with a four-year phase-in implementation schedule.

While Proposal 8 was developed in conjunction with IDFA, which has submitted the identical proposal as its own Proposal 9, Proposal 8 was subject to WCMA's independent review and approval processes, Umhoefer noted.

It is “critical” that make allowances reflect the accurate, current cost of making Class III and Class IV products, Umhoefer said, but the current make allowances were set in 2007 and 2008 based upon 2005 and 2006 cost data. Actual manufacturing and other costs considered in make allowances have “risen dramatically” during the past 16 years, since make allowances were last revised.

“FMMO provisions have effectively stopped manufacturers from covering these higher costs through make allowances,” he said.

Because make allowances have not been regularly updated during the last 16 years, Proposal 8 seeks to adopt these new make allowances using a phase-in period to spread the impact of these make allowance changes across a reasonable amount of time, rather than installing these proposed up-to-date cost of production allowances immediately in a final hearing decision, Umhoefer said.

Some parties are proposing a one year, or even longer, delay before any of the proposed federal order amendments are implemented. WCMA “strongly opposes any such delay, given that current make allowances are already so far out of date,” Umhoefer said.

The WCMA opposes Proposal 4, adding 640-pound blocks to the protein price formula. Feedback from WCMA members included the concern that 640s do not have a unique price discovery mechanism, and thus add no new price information, Umhoefer noted. The industry uses the 40-pound block price to price 640s, and that price is already used in the protein formula.

The WCMA also opposes Proposal 6, which would add Mozzarella to the protein price formula. Feedback from WCMA members included the concern that Mozzarella is produced in dozens, if not hundreds, of shapes, sizes, weights, moistures, fats, flavor profiles and functional profiles, Umhoefer said.

WCMA members uniformly noted that there is no standard Mozzarella cheese that could be surveyed by USDA or created as a cash market for price discovery, he added.



KELLEY TEAM ADVANTAGE

PROGRAM SOLUTIONS



- Inventory Management
- Account Support
- Delivery
- Purchasing/Pricing Incentives
- Quality Management
- Service
- Vendor Support
- Custom Solutions

to learn more, where we can help, click on any items below*

or call 800-782-8573

*ELECTRONIC VERSION ONLY



For more information, visit www.kelleysupply.com

Traceability FAQ

(Continued from p. 1)

Food Traceability List (FTL). The FTL includes numerous cheeses, other than hard cheeses.

FDA has established Jan. 20, 2026, as the compliance date for the Food Traceability Final Rule to give those subject to the rule time to come into compliance.

Routine inspections under the Food Traceability Rule will not begin until 2027, to give covered entities additional time to work together and ensure that traceability information is being maintained and shared within supply chains per the requirements of the rule. FDA said it also wants to support widespread compliance by making sure that covered entities have the information needed for the successful implementation of this rule.

As has been done with other FSMA rules, FDA plans to take an “educate before and while we regulate” posture as it begins implementing the food traceability requirements. This may include providing fact sheets and an opportunity for firms to ask questions about the Food Traceability Rule during routine inspections under other FDA regulations.

FDA generally noted that, while it isn’t initiating routine inspections until 2027, it may do inspections for compliance with the Food Traceability Rule on a for-cause basis, such as during an outbreak investigation, once the compliance date of Jan. 20, 2026, is reached.

FDA is currently developing an internal Product Tracing System (PTS) to receive and analyze industry’s food traceability data and more effectively and rapidly trace food within the US. The PTS will enhance existing foodborne outbreak response processes, especially those by the FDA Coordinated Outbreak Response and Evaluation (CORE) Network.

Upon FDA request, industry stakeholders will have the option to upload electronic sortable spreadsheets or other traceability records into FDA’s Safety Reporting Portal (SRP), which is a secure web-based portal that will be updated to include a traceability-specific landing page. Alternatively, industry stakeholders could send their electronic sortable spreadsheets or other traceability records to FDA via email and have FDA upload their data directly into the PTS.

Once the data are uploaded, the PTS will automatically process the information into a supply chain visibility data standard called EPCIS (Electronic Product Code Information Services). This data standard is intended to promote data interoperability within FDA’s PTS.

While this openly accessible data standard is one option available for use to promote interoperability across their supply chains, it is not a requirement to comply with the Food Traceability Rule and it is not a requirement to send FDA food traceability data in EPCIS format, the agency noted.

Preventive Controls Guidance

In other developments related to the Food Safety Modernization Act (FSMA), FDA this week announced the availability of two new chapters to the “Draft Guidance for Industry: Hazard Analysis and Risk-Based Preventive Controls for Human Food,” designed to help food facilities comply with the preventive controls for human food rule mandated by the FSMA.

Chapter 11, Food Allergen Program, and Chapter 16, Acidified Foods, are among the chapters that have been added since the draft guidance was issued in 2016.

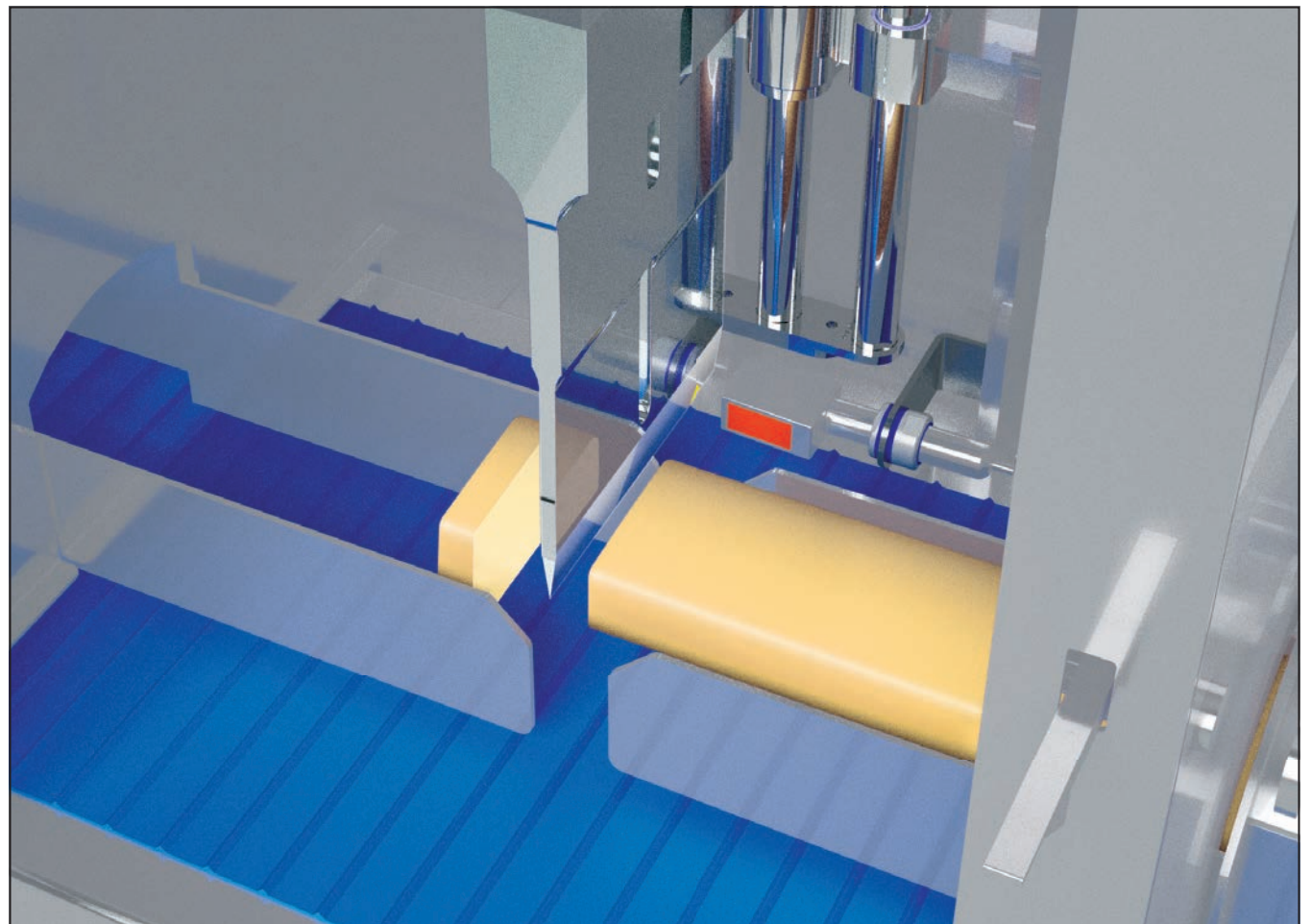
Chapter 11 explains how to establish and implement a food allergen program that ensures protection of food from major food allergen cross-contact and that the finished food is properly labeled with respect to the major food allergens. It provides many examples of ways to significantly minimize or prevent allergen cross-contact and undeclared allergens using current good manufacturing practices (CGMPs) and preventive controls.

The chapter also discusses circumstances in which, despite adherence to appropriate CGMPs and preventive controls, allergen

presence due to cross-contact cannot be completely avoided and options the firm can consider, including the voluntary use of allergen advisory statements when appropriate.

The chapter complements FDA’s Draft Compliance Policy Guide on Major Food Allergen Labeling and Cross-Contact, reflecting the risk-based and science-based approach for the evaluation of allergen violations.

Chapter 16 applies to manufacturers of acidified foods. It explains how these manufacturers can use procedures, practices, and processes that they have established to meet requirements in the acidified foods regulations and to meet requirements under the preventive controls for human foods rule.

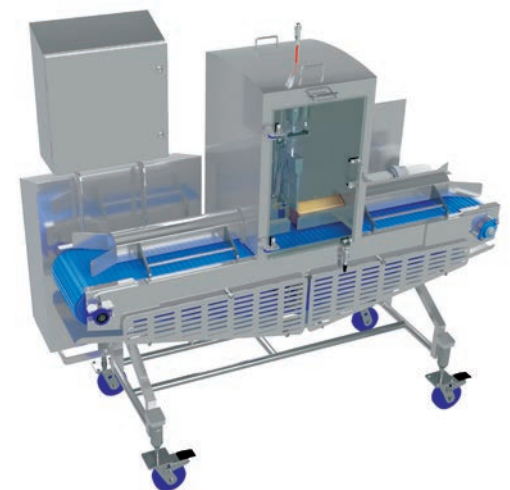


Leading the Way with Innovation

Ultrasonic Portion Cutter delivers clean and consistent results.

Cutting extremely soft, sticky or firm foods is now much easier; vibrating ultra-hygienic, ultrasonic stainless steel blades cleanly cut soft and fragile foods such as cheesecake, mozzarella and more, before feeding to a dicer or centrifugal shredder. Equipped with an HMI screen for recipe settings, our hygienic Portion Cutter can simply be integrated into a production line or used as a standalone machine for product preparation.

Designing innovative solutions that respond to today’s issues and solve tomorrow’s challenges.



DEVILLE
TECHNOLOGIES
Industrial Food Cutting Solutions
1.866.404.4545 | www.devilletechnologies.com

For more information, visit www.devilletechnologies.com

COMING EVENTS

www.cheesereporter.com/events.htm

Oregon State Cheesemaking Course Set For Oct. 11-12 At TMK Creamery

Canby, OR—A hands-on cheese-making workshop presented by the Oregon State University Food Innovation Center and OSU Arbuthnot Dairy Center will be held here Oct. 11-12 at TMK Creamery + TMK Distillery.

Instructors include OSU's Joy Waite-Cusic, Stephani Brown, Zeynep Atamer and Sarah Masoni; Marc Bates, Bates Consulting; Gil Tansman, DSM; and Luc Mertz, University of Hohenheim, Germany.

The first day will focus on basic cheesemaking components like milk composition and quality, and basic steps in cheesemaking.

Students will work in the OSU plant for hands-on instruction in the making of Cheddar and Camembert for both large- and small-scale production.

Instructors will cover fermentation, coagulation and acidity, along with GMPs, food safety and measures to prevent outbreaks.

Day two begins with a lesson on salting and brining, followed by the making of Halloumi cheese, organizers reported.

Students will learn about cultures, coagulants and dairy enzymes before returning to the vat for a hands-on lesson in Ricotta cheesemaking.

Sign-Up Open For Basic, Advanced Cheesemaking Courses At Cornell

Ithaca, NY—Cornell University is accepting registrations for its basic- and advanced-level Science of Cheese short courses Oct. 17 and Oct. 18-19, respectively.

Both courses are instructed by industry experts and members of Cornell Dairy Foods Extension.

The virtual basic course is designed for manufacturers or others interested in the basic fundamentals of cheesemaking. An lecture on key areas related to cheese culture basics, raw milk quality, cheese defects, cleaning

and sanitizing, and affinage. The course also includes a session which will include food safety, cheesemaking techniques, a cheese make, and sensory evaluation.

Cost to attend the Science of Cheese – Basic Level is \$725 for New York State residents and \$880 for out-of-state students.

Cornell's Advanced Science of Cheese workshop is designed for those with advanced concepts of cheesemaking.

Participants should ideally have previous cheesemaking experi-



FIBERGLASS SOLUTIONS LLC

995 Waube Lane Green Bay, WI 54304
920.468.6261

Ben@fiberglassolutions.us
www.fiberglassolutions.us

Innovative Fiberglass Solutions for the Cheese Industry

- Brine Systems & Design
- Brine Tank Ladders & Covers
- Fiberglass Tanks
- Refurbish & Repairs
- Sanitary Walls & Ceiling Systems
- Solutions through Fiberglass
- Spray Systems

Instructors will lead an open discussion on trouble-shooting and problem-solving the cheesemaking process, followed by a session on manufacturing defects, sensory analysis and tasting.

Both days of the course also include milking opportunities.

Tickets are now available online at www.eventbrite.com/e/hands-on-cheese-workshop-tickets-664971847697.

For questions and details visit www.fic.oregonstate.edu or contact OSU's Food Innovation Center directly at (503) 872-6680.

EWCBBA Will Hold 30th Annual Meeting Nov. 1 At Waverly Beach In Menasha

Menasha, WI—Members of the Eastern Wisconsin Cheesemakers and Buttermakers Association (EWCBBA) will return here Nov. 1 at the Waverly Beach Bar & Grille to celebrate the Association's 30th annual convention.

Convention registration opens at 2:30 p.m., followed by the business program. A networking hour is followed by a banquet.

This year's speaker will be Gina Mode with the Center for Dairy Research (CDR), who will lead a presentation on how to maximize cream quality for buttermaking.

The Association will also honor Dean Sommer of the Center for Dairy Research (CDR) with the 2023 Lifetime Member Award.

A Ladies Program runs concurrently with the Association's business meeting.

The registration deadline is Oct. 19, and cost to attend is \$50. For questions, contact EWCBBA's Barb Henning at (920) 286-2566 or via email: kbhenning@tm.net.

ence. The curriculum is ideally suited for artisan and commercial cheese makers, affineurs, and those responsible for QA/QC.

Instructors will cover the chemistry of cheesemaking, advanced culture microbiology, affinage, cheese composition, defects, critical issues in processing, and advanced techniques.

Cost to attend the Science of Cheese – Advanced Level is \$960 for New York State residents and \$1,150 for out-of-state students.

Online registration is available at www.cals.cornell.edu/dairy-extension, along with more details on each class.



KUSEL
STAINLESS PRODUCTS

TRUSTED SOLUTIONS

Whether you're conducting R&D for a pilot plant or releasing a limited batch of gorgonzola for your artisanal cheese operation, Kusel's 4MX Vat will meet your exacting standards. With a complete line of cheese-making equipment for large and small operations, count on Kusel to always have a trusted solution that gets the job done right.



920.261.4112
Sales@KuselEquipment.com

KuselEquipment.com

MANUFACTURED IN WISCONSIN

For more information, visit www.KuselEquipment.com

AUCTION

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

World Dairy Expo
Alliant Energy Center
Monona/Wingra Rooms

MARK YOUR CALENDAR
Please RSVP to:
info@wdpa.net
by Tuesday, September 26

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.





MARKET PLACE

CLASSIFIED ADVERTISING
 phone: (608) 246-8430 fax: (608) 246-8431
 e-mail: classifieds@cheesereporter.com

The "Industry's" Market Place for Products, Services, Equipment and Supplies, Real Estate and Employee Recruitment



Classified Advertisements should be placed by Thursday for the Friday issue. Classified ads charged at \$0.75 per word. Display Classified advertisements charged at per column inch rate. For more information, call 608-316-3792 or email kthome@cheesereporter.com

Equipment for Sale

FOR SALE: (2) 600 GALLON DCI PASTEURIZERS: Used like new! Capacity 600 gal. Stainless steel material, \$17,500 each or best offer. **(1) SHARP VALVE:** 2" inlet, Max 145 psi, 180°F, Model SPN II085. \$600. **(4) TRICLOVER VALVES:** 2.5" inlet, in working condition. \$700 each **(1) ALFA LAVAL GATE VALVE:** 2" inlet, With Pressure Regulator, in working condition, \$250. Call or text Zach for more info 909-520-5998.

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

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

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

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

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

Equipment for Sale

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

Equipment Wanted

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

Hard-To-Find Parts

Walls & Ceiling

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



Replacement Parts

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

Testing

Gasket Material for the Dairy Industry



A New Product that is officially accepted* for use in Dairy Plants inspected by the USDA under the Dairy Plant Survey Program.

TC Strainer Gasket

*USDA Project Number 13377

G-M-I, INC.
 440-953-8811
gmiinc@msn.com
www.gmigaskets.com

Real Estate

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



Interleave Paper, Wrapping

SPECIALTY PAPER MANUFACTURER specializing in cheese interleave paper, butter wrap, box liners, and other custom coated and wax paper products.

Made in USA. Call Melissa at **BPM Inc.**, 715-582-5253. www.bmpaper.com.

Cheese Moulds, Hoops

CHEESE FORMS, LARGEST SELECTION EVER: Includes perforated forms! **Rectangular sizes:** 11" x 4' x 6.5" • 10.5" x 4" 6.5" • 10" x 4" x 4" **Round sis:** 4.75" x 18" • 7.25" x 5" • 7.25" x 6.75". Many new plastic forms and 20# and 40# Wilsons. Contact **INTERNATIONAL MACHINERY EXCHANGE (IME)** for your cheese forms and used equipment needs at 608-764-5481 or by emailing sales@imexchange.com for info.

Cheese & Dairy Products

KEYS MANUFACTURING: Dehydrators of scrap cheese for the animal feed industry. Contact us for your scrap at (217) 465-4001 or e-mail: keysmtfg@aol.com

Positions Wanted

Promotion & Placement

PROMOTE YOURSELF - By contacting **Tom Sloan & Associates**. Job enhancement thru results oriented professionals. We place cheese makers, production, technical, maintenance, engineering and sales management people. Contact Dairy Specialist David Sloan, Tom Sloan or Terri Sherman. **TOM SLOAN & ASSOCIATES, INC.**, PO Box 50, Watertown, WI 53094. Phone: (920) 261-8890 or FAX: (920) 261-6357; or by email: tsloan@tsloan.com.

Warehousing & Storage

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

Positions Wanted

Have You recently lost your job and need the ability to stay in touch with the latest job offerings? Apply for a free 3-month subscription to Cheese Reporter. Email info@cheesereporter.com for details.

Events



Built to last.



MODEL 1820 HORIZONTAL CUTTER

- Cuts cheese blocks or other wire-cuttable products into uniform portions for retail purposes or further processing, such as dicing, shredding, melting, or blending
- Accurately portions a block size 14" side, 11" side, or 7" side using a grid harp pattern.
- Easy to remove harp for cleaning & wire change
- Comes with an adjustable speed control
- All stainless steel frame & manufactured parts

GENMAC, A DIVISION OF 5 POINT FABRICATION, LLC 1680 CORNELL ROAD | GREEN BAY, WI 54313



GENMAC.COM | sales@genmac.com

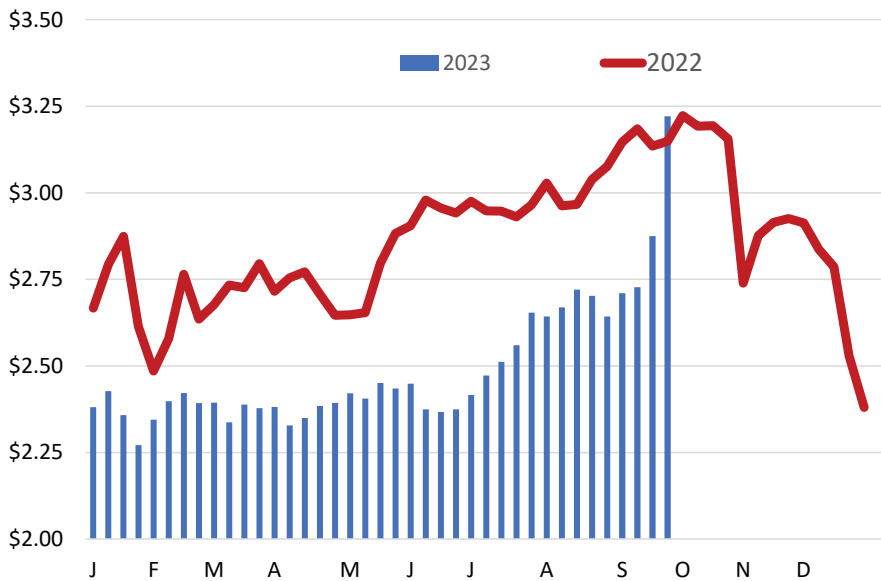
(920) 458-2189

Dairy Product Stocks in Cold Storage

TOTAL STOCKS AS REPORTED BY USDA (in 1000s of pounds unless indicated)

	Stocks in All Warehouses			August 31, 2023 as a % of		Public Warehouse Stocks
	Aug 31 2022	July 31 2023	Aug 31 2023	Aug 31 2022	July 31 2023	Aug 31 2023
Butter	278,298	329,353	289,096	104	88	276,325
Cheese						
American	841,513	841,822	849,353	101	101	
Swiss	21,140	22,771	22,351	106	98	
Other	618,815	628,239	617,653	100	98	
Total	1,481,468	1,492,832	1,489,357	101	100	1,153,715

CME Butter Tracker- Weekly Averages:



DAIRY FUTURES PRICES

SETTLING PRICE							*Cash Settled	
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
9-22	Sept 23	18.41	18.84	29.000	111.950	1.978	1.9420	271.650
9-25	Sept 23	18.42	18.84	29.150	111.950	1.980	1.9420	271.650
9-26	Sept 23	18.38	18.84	29.150	111.950	1.980	1.9390	268.975
9-27	Sept 23	18.38	18.84	29.150	111.950	1.980	1.9380	273.000
9-28	Sept 23	18.38	18.84	29.250	111.500	1.980	1.9380	271.750
9-22	Oct 23	17.16	20.20	31.000	113.025	1.818	1.7950	294.750
9-25	Oct 23	17.29	20.20	31.500	113.050	1.818	1.8000	300.000
9-26	Oct 23	16.98	20.45	31.500	114.700	1.796	1.7660	276.400
9-27	Oct 23	16.80	21.01	30.500	115.000	1.792	1.7980	315.400
9-28	Oct 23	16.71	20.80	30.500	114.000	1.767	1.7360	309.000
9-22	Nov 23	17.34	20.19	32.750	116.750	1.830	1.8060	289.500
9-25	Nov 23	17.40	20.08	32.750	116.600	1.819	1.8050	289.600
9-26	Nov 23	17.11	20.50	33.000	116.600	1.800	1.7740	273.000
9-27	Nov 23	16.95	20.80	32.000	116.750	1.792	1.8020	305.000
9-28	Nov 23	16.90	20.65	32.250	116.075	1.760	1.7550	295.000
9-22	Dec 23	17.85	19.62	33.500	118.750	1.878	1.8610	273.000
9-25	Dec 23	17.73	19.48	34.250	118.750	1.878	1.8400	272.000
9-26	Dec 23	17.51	19.64	34.250	119.750	1.825	1.8130	265.000
9-27	Dec 23	17.40	19.80	33.825	119.500	1.825	1.8100	278.000
9-28	Dec 23	17.32	19.80	34.750	119.500	1.825	1.8000	272.500
9-22	Jan 24	18.15	19.40	35.600	121.650	1.893	1.8740	265.000
9-25	Jan 24	18.11	19.40	35.750	121.600	1.893	1.8690	264.000
9-26	Jan 24	17.95	19.34	35.700	122.350	1.878	1.8540	263.000
9-27	Jan 24	17.99	19.34	36.000	122.000	1.878	1.8700	264.250
9-28	Jan 24	17.90	19.25	37.675	121.800	1.878	1.8550	260.000
9-22	Feb 24	18.29	19.46	38.000	123.550	1.906	1.8770	261.000
9-25	Feb 24	18.15	19.32	38.250	123.000	1.900	1.8760	261.000
9-26	Feb 24	18.04	19.35	38.000	124.250	1.891	1.8670	259.000
9-27	Feb 24	18.12	19.35	38.500	124.100	1.890	1.8820	259.000
9-28	Feb 24	18.10	19.30	39.000	124.000	1.890	1.8630	258.975
9-22	Mar 24	18.33	19.45	39.500	125.025	1.911	1.8850	260.000
9-25	Mar 24	18.30	19.45	39.500	125.025	1.909	1.8850	258.000
9-26	Mar 24	18.30	19.45	38.750	126.500	1.907	1.8800	258.000
9-27	Mar 24	18.29	19.50	39.000	125.900	1.904	1.8760	258.000
9-28	Mar 24	18.15	19.40	39.000	126.000	1.904	1.8800	257.975
9-22	April 24	18.40	19.53	40.000	127.000	1.914	1.8900	257.500
9-25	April 24	18.32	19.45	40.000	126.400	1.914	1.8900	257.500
9-26	April 24	18.32	19.45	39.500	127.450	1.914	1.8900	257.500
9-27	April 24	18.35	19.46	39.500	128.000	1.914	1.8770	255.000
9-28	April 24	18.25	19.40	39.500	128.000	1.914	1.8920	255.000
9-22	May 24	18.36	19.51	40.000	128.750	1.922	1.9050	255.000
9-25	May 24	18.36	19.50	40.000	128.475	1.922	1.9030	255.000
9-26	May 24	18.39	19.52	40.000	130.500	1.922	1.9020	252.000
9-27	May 24	18.44	19.52	40.000	130.500	1.922	1.9020	252.500
9-28	May 24	18.40	19.50	40.000	130.750	1.922	1.9040	252.500
9-22	June 24	18.50	19.65	40.000	130.900	1.925	1.9030	257.000
9-25	June 24	18.50	19.60	40.000	130.500	1.925	1.9030	257.000
9-26	June 24	18.60	19.75	40.000	132.025	1.925	1.9060	254.000
9-27	June 24	18.54	19.75	40.000	131.500	1.925	1.9030	252.500
9-28	June 24	18.45	19.60	40.000	132.500	1.925	1.9030	252.500
9-22	July 24	18.57	19.55	40.000	131.450	1.955	1.9150	254.000
9-25	July 24	18.51	19.55	40.000	131.500	1.955	1.9150	254.000
9-26	July 24	18.51	19.55	40.000	132.700	1.955	1.9150	254.000
9-27	July 24	18.59	19.55	40.000	132.375	1.955	1.9150	254.000
9-28	July 24	18.59	19.55	40.000	133.500	1.955	1.9140	254.000
Sept. 28	22,087	7,893	2,628	9,555	2,842	18,963	9,705	

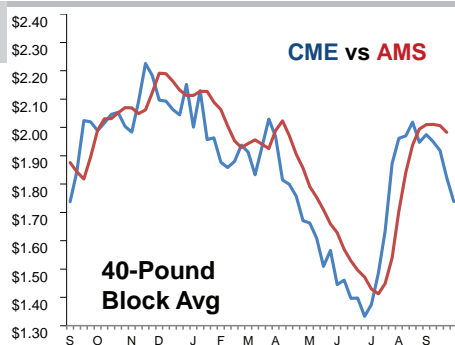
AVG MONTHLY LACTOSE MOSTLY PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'15	.3210	.2870	.2472	.2370	.2354	.2170	.1995	.1912	.1893	.1850	.1851	.1914
'16	.2061	.2166	.2280	.2408	.2551	.2616	.2769	.2948	.3208	.3416	.3525	.3633
'17	.3718	.3750	.3826	.4038	.4100	.3998	.3745	.3435	.2958	.2633	.2417	.2208
'18	.2146	.2159	.2200	.2333	.2573	.2796	.3099	.3254	.3363	.3475	.3510	.3580
'19	.3700	.3639	.3650	.3525	.3339	.3150	.3085	.2973	.2919	.2809	.2884	.2900
'20	.2979	.3043	.3107	.3467	.4018	.4618	.5170	.5136	.5056	.5002	.4751	.4333
'21	.4089	.4145	.4309	.4495	.4500	.4518	.4584	.4534	.4414	.4245	.4129	.4050
'22	.4050	.4050	.4111	.4317	.4363	.4435	.4550	.4550	.4568	.4760	.4850	.4782
'23	.4631	.4103	.3536	.2875	.2570	.2229	.1964	.2078				

DAIRY PRODUCT SALES

Sept. 27, 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.

•Revised



Week Ending	Sept. 23	Sept. 16	Sept. 9	Sept. 2
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		Dollars/Pound		
US	1.9823	2.0065	2.0108	2.0094
Sales Volume		Pounds		
US	10,570,127	11,295,057	10,857,567	9,711,180
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price		Dollars/Pound		
US	1.9763	1.9886	1.9763	1.9492
Adjusted to 38% Moisture				
US	1.8830	1.8959	1.8815	1.8534
Sales Volume		Pounds		
US	13,210,504	12,518,654	12,422,366	12,218,130
Weighted Moisture Content		Percent		
US	34.93	34.97	34.88	34.80
AA Butter				
Weighted Price		Dollars/Pound		
US	2.7499	2.7069	2.6704	2.6765
Sales Volume		Pounds		
US	4,098,306	4,922,488	5,065,739	3,687,024
Extra Grade Dry Whey Prices				
Weighted Price		Dollars/Pound		
US	0.3014	0.2968	0.2852	0.2790
Sales Volume		Pounds		
US	5,157,070	4,968,827	4,234,749	5,092,158
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		Dollars/Pound		
US	1.1276	1.1211	1.1354	1.1068
Sales Volume		Pounds		
US	14,489,502	18,318,351	13,023,098	17,072,759

CHEESE REPORTER SUBSCRIBER SERVICE CARD

If changing subscription, please include your old and new address

New Subscriber Info

Name _____

Title _____

Company _____

Address _____

City/St/Zip _____

E-Mail Phone _____

Old Subscriber Info

Name _____

Title _____

Company _____

Address _____

City/St/Zip _____

E-Mail Phone _____

TYPE OF BUSINESS:

Cheese Manufacturer

Cheese Processor

Cheese Packager

Cheese Marketer (broker, distributor, retailer)

Other processor (butter, cultured products)

Whey processor

Food processing/Foodservice

Supplier to dairy processor

JOB FUNCTION:

Company Management

Plant Management

Plant Personnel

Laboratory (QC, R&D, Tech)

Packaging

Purchasing

Warehouse/Distribution

Sales/Marketing

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NORTHEAST - SEPT. 27: School bottling orders continue to draw upon milk volumes available for cheese processing. Unseasonably warm weather has affected some states in the Northeast, and contacts say that this has stalled seasonal increases in milk production. Cheese production is steady, though some contacts say that cheese demand and orders from customers are down in contrast to the healthy demand over the summer months. Cheddar and Mozzarella continue to be the most in-demand American and Italian-type cheeses, respectively.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$2.2850 - \$2.5725	Process 5-lb sliced:	\$1.7325 - \$2.2125
Muenster:	\$2.2725 - \$2.6225	Swiss Cuts 10-14 lbs:	\$3.1275 - \$5.4500

MIDWEST AREA - SEPT. 27: The recent bearishness on the CME daily cash call has some customers stepping back, but cheese makers in the region are still relaying mostly similar notes to previous weeks regarding demand and their respective inventories. Food-service demand remains intact, while retail demand expectations are somewhat firm, as well. Cheese makers expect buyers to continue to hold off until prices settle, and then they expect some larger-scale orders to come. Barrel processors, despite facing stronger bears than their block processing counterparts, say inventories are not a near-term concern. Milk availability has something to do with this, as a number of processors say they are not running at full capacity for the first time this year.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$2.3275 - \$3.5375	Mozzarella 5-6#:	\$1.8575 - \$2.9450
Brick 5# Loaf:	\$2.0575 - \$2.6250	Muenster 5#:	\$2.0575 - \$2.6250
Cheddar 40# Block:	\$1.7800 - \$2.3225	Process 5# Loaf:	\$1.6100 - \$2.0775
Monterey Jack 10#:	\$2.0325 - \$2.3800	Swiss 6-9# Cuts:	\$2.6425 - \$2.7450

WEST - SEPT. 27: In the West, retail demand for varietal cheeses is strong to steady, while foodservice demand is steady. Industry sources indicate declines have taken place in restaurant traffic this month, making the restaurant destination for varietal cheeses lighter compared to last month. Export demand is moderate to light. Stakeholders indicate less consistent demand from Asian purchasers and more consistent demand from Latin American purchasers thus far this year. Steady cheese making schedules are reported by production managers. Handlers report strong Class III milk demand from cheese makers. Some manufacturers relay extra spot loads of milk are limited, causing some lighter than desired production schedules. A few stakeholders suggest that lighter export demand has shifted some cheese production toward barrel cheese production, which has made its way to CME cash calls, contributing to bearish barrel cheese price movements on the CME recently.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts :	\$2.1600 - \$2.3600	Monterey Jack 10#:	\$2.1475 - \$2.4225
Cheddar 40# Block:	\$1.9125 - \$2.4025	Process 5# Loaf:	\$1.7350 - \$1.8900
		Swiss 6-9# Cuts:	\$1.9350 - \$3.3650

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

Variety	Date: 9/27	9/20	Variety	Date: 9/27	9/20
Cheddar Curd	\$1.76	\$1.77	Mild Cheddar	\$1.79	\$1.79
Young Gouda	\$1.71	\$1.70	Mozzarella	\$1.66	\$1.65

FOREIGN -TYPE CHEESE - SEPT. 27: Weekly spot prices for milk are rising in Europe, as industry sources report milk production is declining throughout much of the region. Some cheese makers report tighter milk volumes are negatively impacting production, though processors in Europe continue to operate busy schedules to keep up with demand. Contacts report demand for cheese is outpacing current supply and some sellers are unable to fulfill orders from purchasers looking for additional loads. European cheese inventories are tight. Retail demand for cheese is strong, while foodservice sales are steady in Europe. Contacts note orders in southern Europe are softening, following seasonal trends. Export demand for cheese is mixed. Cheese prices are steady to higher in Europe.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.1425- 3.6300
Gorgonzola:	\$3.6900 - 5.7400	\$2.6500 - 3.3675
Parmesan:	0	\$2.5325 - 4.6450
Romano :	0	\$3.3325 - 5.4875
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 28

LACTOSE CENTRAL/WEST: Some stakeholders say spot purchasers have been ordering additional loads of lactose in recent weeks, but were becoming more hesitant of loads priced in the upper 20s to low 30s. Due to this, some sellers are, reportedly, offering loads at lower prices than in previous weeks to reduce warehouse inventories. Export demand for lactose is lackluster, and some contacts are offering loads priced in the mid to high teens to entice potential purchasers. Loads of lactose are available for spot purchasing.

WPC CENTRAL/WEST: Contacts report interest in WPC 34% has been building in recent weeks as some spot purchasers are comfortable with securing extra loads of WPC 34% at current prices. Increased demand for WPC 34% in recent weeks has reduced some strain on warehouse inventories. Stakeholders say loads of WPC 34% remain available, though

inventories of some preferred brands are tightening. Contacts report WPC 34% production is steady, but somewhat limited. Some plant managers say bullish markets for higher whey protein concentrates have caused them to focus their production on these commodities, reducing their production of WPC 34%.

NORTHEAST DRY WHEY: Due to the strength of Class I orders, cheese contacts report that milk volumes are still tight and that spot loads are being offered at above Class prices. Cheese production is trending lower, and volumes of liquid whey available for drying have decreased as a result. Drying of new whey inventory is limited, but inventories are comfortable for the time being. Lower protein dry whey continues to command prices in the upper 20-cent range. Much like whey pricing trends in the Central and West, East dry whey will begin to inch up next calendar year.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads decreased by 22 percent, and organic dairy ads decreased by 7 percent. Conventional cheese was the most advertised dairy category. Shredded cheese in 6- to 8-ounce packages had an average price of \$2.42, down 4 cents. Block cheese in 6- to 8-ounce packages had an average advertised price of \$2.31, up 6 cents. Sliced cheese in 6-8 ounce packages had an average advertised price of \$2.79, down 7 cents. The organic counterparts had average advertised prices of \$4.22, \$5.28, and \$2.99, respectively.

Ice cream was the second-most heavily advertised dairy commodity. Conventional ice cream in 48- to 64-ounce containers had an average price of \$4.12, up 57 cents. Conventional ice cream in 14- to 16-ounce containers had an average price of \$3.70, down 2 cents. Organic ice cream only appeared in the 48- to 64-ounce container size with an average price of \$8.15. The price for conventional milk in half-gallon containers went up 34 cents.

RETAIL PRICES - CONVENTIONAL DAIRY - SEPTEMBER 29

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz							
Butter 1#	4.36	4.42	4.27	3.93	5.18	4.02	4.59
Cheese 6-8 oz block	4.04	2.31	2.55	2.27	1.68	2.47	1.69
Cheese 6-8 oz shred	2.50	2.42	2.41	2.38	2.60	2.66	1.75
Cheese 6-8 oz sliced	2.14	2.79	2.50	3.03	3.20	3.32	1.75
Cheese 1# block	2.50				2.99	3.34	
Cheese 1# shred	3.55	3.99	3.87	3.37	3.26	3.57	
Cheese 1# sliced	3.58	3.00	3.80	3.85			
Cheese 2# block						5.99	7.14
Cheese 2# shred	6.60					5.99	
Cottage Cheese 16 oz	5.99				2.49	1.67	
Cottage Cheese 24 oz	2.14	3.00					3.98
Cream Cheese 8 oz	3.54		3.49	3.52	2.49	3.49	2.49
Ice Cream 14-16 oz	3.05	3.27	3.13	3.00	3.99	3.71	3.91
Ice Cream 48-64 oz	3.70	4.22	3.42	3.55	4.78	3.99	4.24
Milk 1/2 gallon	4.12	3.65	4.42	3.54	2.99	2.34	2.03
Milk gallon	2.64	2.99				3.60	
Flavored Milk 1/2 gal	3.60	3.56				3.49	
Flavored Milk gallon	3.17	3.03		3.33			
Sour Cream 16 oz	2.19			2.50	2.00	1.49	1.98
Sour Cream 24 oz	3.49	2.24	2.45	3.49			
Yogurt (Greek) 4-6 oz	1.02	1.18	1.02	0.99	1.04	0.99	0.92
Yogurt (Greek) 32 oz	4.53	5.05	4.64	3.99		4.99	
Yogurt 4-6 oz	0.59	0.64	0.94	0.50	0.53	0.43	0.49
Yogurt 32 oz	2.93	2.79				2.69	3.98

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:

Sour Cream 16 oz:	\$4.31	Yogurt 4-6 oz:	\$1.43
Butter 1 lb:		Yogurt 32 oz:	\$3.99
Flavored Milk 1/2 gallon:	\$5.50	Yogurt Greek 32 oz	\$6.92
Cheese 2 lb shred:		Cream Cheese 8 oz:	\$2.68
Cheese shreds 6-8 oz:	\$4.22	Milk 1/2 gallon:	\$4.38
Cheese shreds 1 lb:	\$3.00	Milk gallon:	
Cheese 6-8 oz block:	\$5.28	Flavored Milk 1/2 gallon:	\$5.50
Cheese 6-8 oz sliced:	\$2.99	Ice Cream 48-64 oz	\$8.15

WHOLESALE BUTTER MARKETS - SEPTEMBER 27

CENTRAL: Clearly, butter markets are in the midst of a notably bullish wave. Producers say daily operations are somewhat in line with where they have been in previous weeks, despite marked price gains on the CME. Demand has yet to change, but some are concerned that \$3+/lb market prices are going to slow buyers into a necessity-purchasing mode. That said, inventories are not abundant, regionally, as there are loads available here and there, if customers are willing to pay the increasing rates. Cream is a significant factor and supplies remain tight, but as butter prices trend higher, plant contacts say they are budging on paying higher multiples, up to and around the 1.30 mark, which is where cream multiples have been reported in recent weeks for Class IV production. Even at those rates, spot cream loads are not widely available in the region.

NORTHEAST: Cream supplies are tight. Plant managers note that contracted loads of cream are keeping churns up and running. Contacts say that they have seen some retail sales falter as customers are

dissuaded by high price points. Foodservice demands remain steady. Current butter inventories are slim, as cream demand continues to outweigh available supply.

WEST: Although cream for spot load purchasing is slightly looser in parts of the region, overall, cream is tight. Much of the cream is committed to contract obligations. Stakeholders anticipate further near-term tightness. Some butter makers are limiting additional cream purchases due to comfortable plant volumes given current prices. Butter production is mixed. Some manufacturers anticipate resuming butter production schedules by late October. Among manufacturers with currently active churns, some note steady production, while others note stronger production. Bulk butter production is reportedly under planned volumes for a few manufacturers, making spot load availability tighter. A few butter manufacturers anticipate being at full capacity with both retail and bulk production schedules soon. Unsalted bulk butter demand is strong.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
09/25/23	32,951	81,769
09/01/23	48,927	85,254
Change	-15,976	-3,485
Percent Change	-33	-4

CME CASH PRICES - SEPTEMBER 25- 29, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
MONDAY September 25	\$1.5825 (-1¼)	\$1.7800 (NC)	\$3.0400 (+4)	\$1.1550 (-1½)	\$0.3250 (+2¼)
TUESDAY September 26	\$1.5400 (-4¼)	\$1.7575 (-2¼)	\$3.1800 (+14)	\$1.1775 (+2¼)	\$0.2900 (-3½)
WEDNESDAY September 27	\$1.5200 (-2)	\$1.7550 (-¼)	\$3.3000 (+12)	\$1.1775 (NC)	\$0.2850 (-½)
THURSDAY September 28	\$1.4700 (-5)	\$1.7200 (-3½)	\$3.3350 (+3½)	\$1.1825 (+½)	\$0.2950 (+1)
FRIDAY September 29	\$1.4800 (+1)	\$1.7200 (NC)	\$3.3000 (-3½)	\$1.1850 (+¼)	\$0.2900 (-½)
Week's AVG \$ Change	\$1.5185 (-0.1125)	\$1.7465 (-0.0755)	\$3.2310 (+0.3560)	\$1.1755 (+0.0375)	\$0.2970 (+0.0070)
Last Week's AVG	\$1.6310	\$1.8220	\$2.8750	\$1.1380	\$0.2900
2022 AVG Same Week	\$2.1980	\$1.9885	\$3.1485	\$1.5650	\$0.4445

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Monday's block market activity was limited to an unfilled bid for 1 car at \$1.7000, which left the price unchanged at \$1.7800. There were no blocks sold Tuesday; the price declined on an uncovered offer of 2 cars at \$1.7575. Two cars of blocks were sold Wednesday, 1 each at \$1.7600 and \$1.7575; an uncovered offer of 1 car at \$1.7550 then set the price. No blocks were sold Thursday; the price fell on an uncovered offer of 2 cars at \$1.7200. No blocks were sold Friday, and the price was unchanged. The barrel price declined Monday on an uncovered offer at \$1.5825, fell Tuesday on a sale at \$1.5400, dropped Wednesday on a sale at \$1.5200, declined Thursday on a sale at \$1.4700, then rose Friday on a sale at \$1.4800.

Butter Comment: The price increased Monday on an unfilled bid at \$3.0400, jumped Tuesday on an unfilled bid at \$3.1800, jumped Wednesday to a record-high \$3.3000 on a sale at that price, rose to a record \$3.3350 Thursday on a sale at that price, then fell Friday on an uncovered offer at \$3.3000.

NDM: The price fell Monday on a sale at \$1.1550, rose Tuesday on a sale at \$1.1775, increased Thursday on an unfilled bid at \$1.1825, and rose Friday on a sale at \$1.1850.

Dry Whey Comment: The price rose Monday on an unfilled bid at 32.50 cents, fell Tuesday on a sale at 29.0 cents, declined Wednesday on a sale at 28.50 cents, rose Thursday on a sale at 29.50 cents, then fell Friday on a sale at 29.0 cents.

WHEY MARKETS - SEPTEMBER 25- 29, 2023

RELEASE DATE -SEPTEMBER 28, 2023

Animal Feed Whey—Central: Milk Replacer:	.2200 (NC) – .2500 (NC)
Buttermilk Powder:	
Central & East:	.8500 (NC) – 1.0000 (NC) West: .8500 (NC) – 1.0000 (NC)
Mostly:	.8700 (NC) – .9600 (+1)
Casein: Rennet:	3.7000 (-20) – 4.2000 (-20) Acid: 3.6500 (NC) – 3.9500 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.2750 (+1½) – .3400 (NC) Mostly: .2900 (+1) – .3200 (+2)
Dry Whey—West (Edible):	
Nonhygroscopic:	.2900 (+1) – .3700 (+1) Mostly: .3100 (+1) – .3600 (+1)
Dry Whey—NE:	.2650 (NC) – .3375 (NC)
Lactose—Central and West:	
Edible:	.1300 (-1) – .3850 (-1½) Mostly: .1700 (-1) – .2800 (-3)
Nonfat Dry Milk—Central & East:	
Low/Medium Heat:	1.0800 (+2) – 1.1400 (+1) Mostly: 1.1000 (NC) – 1.1300 (+1)
High Heat:	1.1950 (NC) – 1.3500 (NC)
Nonfat Dry Milk—Western:	
Low/Med Heat:	1.0800 (+3) – 1.2000 (+4) Mostly: 1.1000 (+3) – 1.1700 (+4)
High Heat:	1.2200 (+3) – 1.3900 (+2)
Whey Protein Concentrate—34% Protein:	
Central & West:	.7200 (+2) – .9700 (-1) Mostly: .7800 (+2) – .9050 (+1½)
Whole Milk:	1.8500 (NC) – 2.0500 (NC)

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	1.7065			

Restaurant Performance Index Fell 0.8% In August; Sales Softened

Washington—The National Restaurant Association's Restaurant Performance Index (RPI) stood at 100.5 in August, down 0.8 percent from July, the association reported today.

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

The RPI consists of two components: the Current Situation Index and the Expectations Index. The Current Situation Index, which measures current trends in four industry indicators (same-store sales, traffic, labor and capital expenditures), stood at 99.5 in August, down 1.6 percent from July.

Restaurant operators reported softer same-store sales and customer traffic readings in August, the NRA reported.

Some 45 percent of operators said their same-store sales rose between August 2022 and August 2023, down from 59 percent of operators who reported higher sales in July. And 47 percent of operators said their sales were lower in August, up from 35 per-

cent in July and the highest negative reading since July 2022.

Restaurant operators also reported a net decline in customer traffic in August for the fifth straight month. Some 29 percent of operators said their customer traffic rose between August 2022 and August 2023, while 53 percent reported a traffic decline.

The Expectations Index, which measures restaurant operators' six-month outlook for four industry indicators (same-store sales, employees, capital expenditures and business conditions), stood at 101.5 in August, down slightly from July.

Restaurant operators are generally optimistic about positive sales in the coming months. Some 49 percent of operators expect their sales volume in six months to be higher than it was during the same period in the previous year, while 30 percent of operators think their sales in six months will be lower than a year earlier.

Restaurant operators are much less optimistic about the direction of the overall economy, the association reported.

Some 26 percent of operators said they expect economic conditions to improve in six months; 32 percent think conditions will worsen.

Creating cheese excellence.

Everything you need to produce consistently great cheese, all the way from ingredients to the final product. With one partner end-to-end, production becomes easier.

Discover the secret to great cheese.

Learn more

Tetra Pak®
PROTECTS WHAT'S GOOD