



CHEESE REPORTER

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US Specialty Food Sales Rose 9.3% In 2022 To \$194 Billion

Cheese Ranked Third In Retail Sales Last Year; Creamers Among Fastest-Growing Categories

New York—Sales of specialty foods and beverages across all retail and foodservice channels neared \$194 billion in 2022, up 9.3 percent from 2021, and are expected to reach \$207 billion this year, according to the Specialty Food Association's (SFA) annual *State of the Specialty Food Industry Report*.

The specialty market is composed of 63 food and beverage categories which combined account for nearly 22 percent of retail food and beverage sales, SFA explained. Chips, pretzels, snacks was the highest-selling specialty food category at retail in 2022, moving up from third place in 2021 and becoming the first specialty category ever to exceed \$6 billion in annual sales.

Ranking second in 2022 in retail sales was meat, poultry and seafood (frozen, refrigerated), followed by cheese and plant-based cheese in third place, bread and baked goods in fourth and coffee and hot cocoa (non-RTD) in fifth.

Rounding out the top 10 in 2022 retail sales were: entrees (refrigerated); chocolate and other confectionery; water; desserts (frozen); and entrees, lunch, dinner (frozen).

In 2022, specialty retail (brick and mortar) sales rose to a record high of \$96.5 billion. With \$83.6 billion in specialty sales in 2022, and 15 percent growth during 2020-2022, the conventional retail channel accounted for 87 percent of all specialty retail sales, while natural and specialty stores generated \$12.9 billion and accounted for 13 percent of sales in 2022.

In 2022, seven of the top 10 and 45 out of 63 categories had unit declines, with almost half of them above 5 percent, the report noted. Pre-pandemic, the specialty retail market units grew 1.3 percent year over year. In 2022, dollar sales were up 8 percent while units were down almost 3 percent.

The specialty food market's 63 food and beverage categories are spread across the three primary

"departments": center-store grocery, with 60 percent of all sales; refrigerated, with 24 percent of the retail market; and frozen, comprising 16 percent of sales. All three departments were down, unit-wise, in 2022, with the total retail market being down 2.8 percent.

Energy and sports drinks topped the Top 10 fastest-growing specialty food and beverage categories in 2022, followed by tea and coffee, RTD (refrigerated), entrees (refrigerated), breakfast foods (frozen) and cream and creamers (refrigerated, shelf stable).

The majority of sales growth in specialty plant-based is conventional channels. Plant-based milk (refrigerated) makes up 37 percent of all plant-based specialty retail sales. No other category has a 10 percent share of total plant-based retail sales, though cream and creamers (refrigerated, shelf stable) was on the cusp (9.5 percent) in 2022. Plant-based desserts (frozen) were down 10 percent over the 2020-2022 cycle.

For more information, visit www.specialtyfood.com.

US Milk Production Rose 0.8% In May; Is Third Straight Increase Under 1%

Washington—US milk production in the 24 reporting states during May totaled 19.0 billion pounds, up 0.8 percent from May 2022, USDA's National Agricultural Statistics Service (NASS) reported Wednesday.

April's milk production estimate for the 24 reporting states was revised up by 23 million pounds, so output was up 0.6 percent from April 2022, rather than up 0.5 percent as initially estimated.

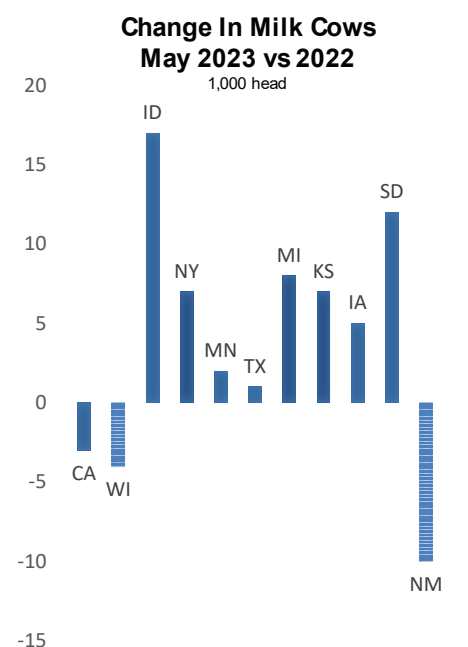
March milk production in the 24 reporting states had been up 0.7 percent from March 2022, meaning that milk production has increased by less than 1.0 percent for three straight months. By contrast, January milk output was up 1.5 percent, and February milk production was up 1.2 percent.

Production per cow in the 24 reporting states averaged 2,126 pounds for May, 11 pounds above May 2022.

The number of milk cows on farms in the 24 reporting states in May was 8.95 million head, 24,000 head more than May 2022, but unchanged from April 2023.

May milk production for the entire US totaled 19.9 billion pounds, up 0.6 percent from May 2022. Production per cow averaged 2,108 pounds for May, 10 pounds above May 2022. The number of milk cows on farms in

• See **Milk Output Rises**, p. 6



Agri-Mark Finishes Expansion, Modernization Of NY Cheese Plant

Chateaugay, NY—New York Governor Kathy Hochul last Friday announced the completion of Agri-Mark's nearly \$30 million expansion and modernization project at its cheese manufacturing facility in Chateaugay, NY.

The expansion, which was a multi-phase project, is retaining more than 100 full-time jobs, supporting more than 500 agricultural jobs in the region, and helping to boost the state's dairy industry in Northern New York.

Agri-Mark's Chateaugay facility produces award-winning Cabot and McCadam cheese products.

Last Friday's ribbon-cutting

• See **Chateaugay Plant**, p. 7

Winners Picked In WI State Fair Dairy Products Contest; Auction Is Aug. 10

West Allis, WI—First, second and third place finishers in the 2023 Wisconsin State Fair Dairy Products Contest were announced today.

Dairy companies from around the state submitted over 400 cheese, butter and other dairy product entries.

Contest judging took place here Thursday.

The 2023 Grand Master Cheese Maker, Grand Champion Butter, Grand Champion Yogurt, Grand Champion Sour Cream and Grand Champion Milk will be announced at the Blue Ribbon Dairy Products Auction on Thursday, Aug. 10 at Wisconsin State Fair Park.

This year's contest featured a total of 51 classes including 32 cheese classes. The top three entries in each class include:

Mild Cheddar

First place: Team Sartori, Sartori Company, Plymouth, Old World Cheddar, 99.825

Second place: Henning's Cheese for The Artisan Cheese Exchange, Artisan Cheese Exchange, Sheboygan, Deer Creek The Fawn, 99.450

Third place: Shawn Sadler, Associated Milk Producers, Inc., Jim Falls, Mild Cheddar, 99.275

Aged Cheddar

First place: Henning's Cheese for The Artisan Cheese Exchange, Deer Creek The Imperial Buck 98.750

Second place: Charles Henn, Agropur, Weyauwega, 98.650

Third place: Lancaster Team, Foremost Farms, Lancaster, Aged Cheddar, 98.400

• See **WI State Fair**, p. 8



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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 Pino-Gallagher, Bob Cropp, Brandis Wasvick,
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**
Ben Workman, Edelweiss Creamery LLC,
W6117 Cty Hwy C, Monticello, WI 53566

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
Brad Legreid, 8383 Greenway Blvd.,
Middleton, WI 53562

EDITORIAL COMMENT



DICK GROVES

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

Will Congress regularly approve adequate funding to carry out the mandatory surveys and plant cost studies being advocated by various entities?

Congress Has Key Role To Play In Updating Federal Orders

Based on the proposals it has received to update federal milk marketing orders, USDA's Agricultural Marketing Service will have its hands full over the next year or so. But AMS won't be the only federal entity that's going to be heavily involved.

That's because, for better or worse, Congress is also going to have to be involved in this process, probably via the 2023 farm bill. That legislation can't be overlooked when it comes to not only updating federal orders, but making the updates more predictable in the future.

This expectation of congressional involvement in updating federal orders dates back to the two original proposals AMS received back in late March to update make allowances. Both the International Dairy Foods Association and the Wisconsin Cheese Makers Association stated that they are "aware and supportive" of USDA and industry efforts for USDA itself to have the authority and funding to conduct regular, audited dairy product cost studies.

A long-term solution would be to have such studies "efficiently update" make allowances on a regular basis, but this requires congressional action both to authorize and fund the audits, IDFA and WCMA noted. It will likely take at least another year or two, if not longer, before legislation authorizes the initiation of such audited cost studies.

Several weeks after IDFA and WCMA submitted their make allowance proposals, the National Milk Producers Federation submitted its plan for modernizing federal orders to AMS, and that plan included five separate proposals, one of which would also increase make allowances.

In its proposal, NMPF said there is "clearly a need to establish a more regular and systematic method for updating the

make allowances," as well as the yield factors, in federal order component price formulas.

This will require providing USDA with the authority to conduct periodic manufacturing cost surveys that can supply this necessary information, and NMPF said it is "engaged with the Congress to accomplish this."

Under such authority, manufacturers of the commodity dairy products referenced in these price formulas would be mandated to provide auditable cost and product yield data. NMPF said it will be seeking the enactment of such authority in the upcoming farm bill.

Speaking of the farm bill, NMPF's board of directors earlier this month approved a suite of farm bill policy priorities, including the aforementioned requirement for USDA to conduct mandatory plant cost studies every two years to provide better data to inform future make allowance reviews.

Also, the NMPF board voted to pursue restoring the previous "higher of" Class I mover in the most expeditious manner possible, either administratively via the federal order process or legislatively through the farm bill.

NMPF isn't the only entity seeking a change in how the Class I mover is calculated, and it's not the only entity supporting using the farm bill as the vehicle to do so. For example, the American Dairy Coalition, like NMPF, supports a return to the "higher of" method for the Class I mover.

"We believe the farm bill should be used as the vehicle to expeditiously return the Class I mover to the 'higher of' method," Laurie Fischer, ADC CEO, said earlier this year (before any federal order proposals had been submitted to USDA).

In its proposal submitted to USDA last week, the American

Farm Bureau Federation said it also supports a return of the Class I mover to the "higher of" Class III or Class IV formula.

Earlier this year, in testimony before the House Agriculture Committee, Zippy Duvall, AFBF's president, said switching back to the "higher of" Class I formula "in the most expedient manner possible" is necessary to provide dairy farmers with more price certainty.

Speaking of Farm Bureau, one of that organization's proposals submitted to AMS last week is to adjust yields (along with make allowances) based on the same mandatory and audited survey. In both that proposal and in its support of NMPF's proposal to adjust make allowances, Farm Bureau notes that, while the funding challenges of conducting and auditing a mandatory survey may be an "appropriate administrative concern" for USDA, the fundamental legal authority to conduct such a survey exists, and so consideration should be allowed within the scope of a proposed federal order hearing.

And therein lies another function of Congress in this entire process (and outside of the next farm bill): funding. Will Congress regularly approve adequate funding to carry out the mandatory surveys and plant cost studies being advocated by various entities?

Finally, while it wasn't part of its proposal submitted last week, Farm Bureau's 2023 dairy-related farm bill policy priorities include a couple of federal order-related provisions: modified bloc voting flexibility within cooperatives; and eliminating provisions on a "no" vote on a referendum causing elimination of the entire federal order.

It appears that both USDA and Congress will have their hands full with federal order modernization.

Global Dairy Trade Price Index Unchanged; Butter, AMF Prices Rise

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

In this week's auction, which featured 153 participating bidders and 103 winning bidders, prices were higher for butter and anhydrous milkfat; lower for Cheddar cheese and skim milk powder; and unchanged for whole milk powder.

An average price wasn't available for lactose or buttermilk powder, and sweet whey powder wasn't offered.

Results from this week's GDT auction, with comparisons to the auction held two weeks ago, were as follows:

Cheddar cheese: The average winning price was \$4,533 per metric ton (\$2.06 per pound), down 3.3 percent. Average winning prices were: Contract 1 (July), \$4,836 per ton, down 15.0 percent; Contract 3 (September), \$4,530 per ton, down 1.5 percent; Contract 4 (October), \$4,493 per ton, down 2.4 percent; Contract 5 (November), \$4,534 per ton, down 1.3 percent; and Contract 6 (December), \$4,480 per ton, down 1.7 percent.

Skim milk powder: The average winning price was \$2,667 per ton (\$1.21 per pound), down 2.3 percent. Average winning prices were: Contract 2 (August), \$2,605 per ton, down 3.2 percent; Contract 3, \$2,731 per ton, down 2.4 percent; Contract 4, \$2,693 per ton, down 1.7 percent; and Contract 5, \$2,715 per ton, down 1.2 percent.

Whole milk powder: The average winning price for WMP was \$3,172 per ton (\$1.44 per pound), unchanged. Average winning prices were: Contract 1, \$3,142 per ton, down 0.3 percent; Contract 2, \$3,172 per ton, down 0.2 percent; Contract 3, \$3,195 per ton, up 0.1 percent; Contract 4, \$3,206 per ton, down 0.6 percent; and Contract 5, \$3,189 per ton, up 1.6 percent.

Butter: The average winning price was \$5,379 per ton (\$2.44 per pound), up 5.5 percent. Average winning prices were: Contract 1, \$5,415 per ton, up 1.3 percent; Contract 2, \$5,605 per ton, up 6.7 percent; Contract 3, \$5,594 per ton, up 10.6 percent; Contract 4, \$5,275 per ton, up 7.2 percent; Contract 5, \$5,058 per ton, up 3.4 percent; and Contract 6, \$4,979 per ton, up 1.8 percent.

Anhydrous milkfat: The average winning price for anhydrous milkfat was \$4,758 per ton (\$2.16 per pound), up 0.5 percent. Average winning prices were: Contract

1, \$4,624 per ton, down 2.1 percent; Contract 2, \$4,679 per ton, down 1.1 percent; Contract 3, \$4,794 per ton, unchanged; Contract 4, \$4,873 per ton, up 3.1 percent; Contract 5, \$4,870 per ton, up 3.9 percent; and Contract 6, \$4,915 per ton, up 3.0 percent.

ASB Bank, in its "Commodities Weekly" report, noted that the flat Global Dairy Trade price index "belies some chunkier movements" for individual product streams and, more specifically, individual contracts. After their recent "whopper gains," Cheddar prices eased 3.3 percent lower in aggregate in this week's auction, but that's largely been driven by the 15.0 percent correction in the nearest contract rather than any substantial weakening in underlying demand.

Butter prices surged 5.5 percent this week, with the gains mainly on contracts two to four and much of the purchasing coming from the Middle East; that might suggest one or two large buyers in that region have been caught

short and are paying a premium to secure product, ASB Bank reported.

Shifts in whole milk powder and skim milk powder were a bit more uniform, with the former largely flat across the curve and the latter easing across most contracts, ASB noted. Coming auctions are "likely to remain a bit noisy," with Fonterra offering less whole milk powder and skim milk powder at this week's auction but increasing volumes for July and August.

ASB Bank is still "pretty conservative" on the outlook for this season's farmgate milk price. Chinese demand is still largely absent from the market.

The North Asia region bought just 23 percent of the whole milk powder on offer this week, a lower proportion than it was generally purchasing around this time last year during the midst of rolling zero-COVID lockdowns.

For the time being, resilient demand from Southeast Asia is helping keep prices from falling further, according to ASB.

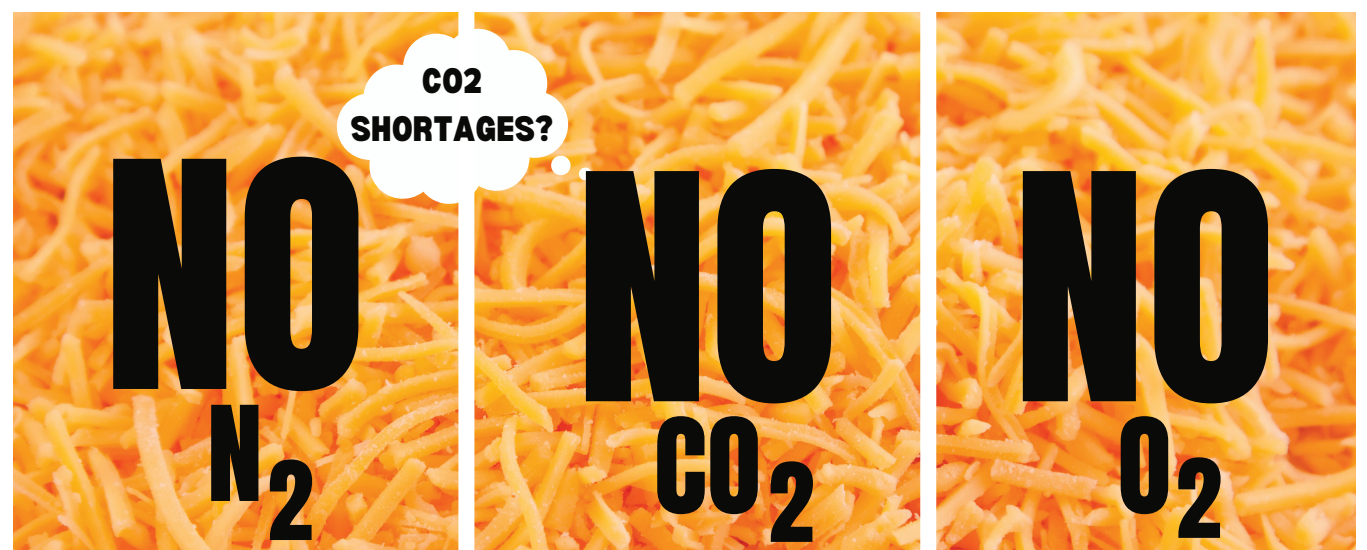
The occasional short-term boost from a handful of Middle Eastern buyers seeking a particu-

lar product stream is helping as well. But with growth set to slow in Southeast Asia over the course of 2023/24 and purchase volumes already at a historically high baseline at this point last season, ASB sees a limit on how far this region can support prices.

For a farmgate milk price in the upper end of Fonterra's forecast range of \$7.25 to \$8.75 per kilogram of milk solids, "we'll need China to return to the party," ASB said. "Given weaker economic data and comparatively strong Chinese dairy production, that doesn't look imminent in our view."

ASB retains its \$7.25 per kilogram of milk solids farmgate milk price forecast for the 2023/24 dairy season. It will be worth keeping an eye on local production data, with weather indicators for the season looking a bit mixed, though ASB still expects both global and local dairy production are past recent lows.

The softer outlook for global dairy demand is the "key thing" and ASB thinks farmers should prepare for the risk that the season's milk price is lower than the last couple.



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Milk Prices Will Recover; How Much Is Uncertain

Dairy Situation & Outlook - June 21

DR. BOB CROPP,
Professor Emeritus
University of Wisconsin

Milk prices continue to fall and to levels not anticipated earlier in the year. Class III was \$18.52 in April, fell to \$16.11 in May and could be below \$16.00 in June. June a year ago it was \$24.33. The last time we saw Class III this low was in 2018 and 2020. In 2018 Class III was in the \$13's for two months and the \$14's for six months. In 2020 Class III was \$13.07 for one month and \$12.14 for one month.

Declining cheese and dry whey prices have driven Class III down. Early January 40-pound Cheddar blocks were \$2.1975 per pound and Cheddar barrels \$1.8250 per pound. Early May 40-pound blocks were \$1.6825 per pound, fell to \$1.47 mid-May, recovered to \$1.6525 but quickly fell and are now \$1.40. Cheddar barrels have held better falling to \$1.4475 per pound mid-May, recovering to \$1.6525 in early June and are now \$1.510. Dry whey was \$0.415 per pound in early January and has declined to \$0.2675.

These lower prices are driven by both the level of milk production and demand. There is plenty of milk. May milk production for the US is estimated to be 0.8 percent higher than a year ago. Milk cow numbers were unchanged from April but were still 20,000 higher than a year ago or 0.3 percent higher. Milk per cow continues to be suppressed being just 0.5 percent higher. This level of milk production has stretched milk plant capacity in the Midwest as some plants lack employees to

operate at full capacity. Some producers in Minnesota and Wisconsin as a result have been asked to dump milk.

Cow numbers and milk per cow in the five top dairy states was California 3,000 fewer cows and milk down 0.7 percent, Wisconsin 4,000 fewer cows and milk up 1.3 percent, Idaho 15,000 more cows and milk up 3.1 percent, Texas 1,000 more cows and 0.8 percent more milk and New York 7,000 more cows and milk up 2.1.

Michigan had 8,000 more cows and 2.1 percent more milk. Iowa had 5,000 more cows and 2.6 percent more milk. South Dakota continues to lead in production being up 6.2 percent with 12,000 more cows. Florida had the biggest decline in milk production down 6.7 percent with 7,000 fewer cows.

There is plenty of cheese to fulfill demand. Production of American cheese in April was 2.3 percent higher than a year ago with Cheddar production 5.8 percent higher. However, total production of all cheese types was down slightly, 0.2 percent. While April 30th stocks of American cheese were unchanged from a year ago, year ago stocks were at a high level.

Fluid (beverage) milk continues to run below year ago levels and will drop lower during the summer when schools are out. Butter and cheese sales have been somewhat higher than a year ago, but cheese sales are not at a level to hold up prices.

Dairy exports set a record in

2022 with strong cheese exports. But according to the US Dairy Export Council global dairy demand has weakened at the same time competition has increased from Europe and New Zealand. Inflation and the economic slowdown have dampened consumer demand. The volume of dairy exports on a milk solids equivalent basis in April was 13 percent below a year ago resulting in year-to-date exports down 0.3 percent from a year ago. Compared to April year ago nonfat dry milk/skim milk powder exports were down 9 percent, dry whey products exports down 13 percent, cheese exports down 12 percent and butterfat exports down 65 percent.

Milk prices will recover but how much is uncertain. Milk production will be held in check with low milk prices and still rather high feed prices resulting in unfavorable operating margins. Dairy producers who are enrolled in the Margin Protection Program, the Revenue Protection Program or had earlier protected Class III prices with Class III futures will get some relief from low milk prices.

Slaughter cow prices are favorable so culling of dairy cows is likely to increase. Year-to-date dairy cow slaughter was 4.9 percent higher than a year ago. Drought is a concern in a large part of the country which could affect the supply of forages, grain and soybeans which would keep feed prices relatively high this fall and winter.

Lower milk prices should give some relief to retail dairy product prices but probably not to the extent of low milk prices. Schools will start to open late summer increasing fluid milk sales. Sales of butter and cheese may show modest growth. Milk production will decline seasonally from June through September. Later this fall buyers of butter and cheese will start to build inventories for the strong sales period of Thanksgiving through Christmas. All of this will push milk prices higher.

Dairy exports will end the year lower than a year ago. US dairy prices of cheese, nonfat dry milk and dry whey are competitive on the world market, which are positive for exports and could improve exports later this year.

Current dairy futures show a slow recovery in Class III prices with August reaching \$16, \$17 for September, and October \$18 to December. USDA forecast is less optimistic with Class III averaging just \$15.50 July to September, \$16.30 October to December and averaging \$16.70 for the year compared to 21.96 in 2022. Based on the level of expected milk production, dairy product sales and dairy exports USDA's forecast could well be on the low side. **BC**

FROM OUR ARCHIVES

50 YEARS AGO

June 22, 1973: Washington—Some Mozzarella packagers this week received a strongly worded regulatory letter from FDA under a new policy informing law violators prior to product seizure or court action. Cheese packagers have been labeling low-moisture, part-skim Mozzarella as "Mozzarella," in violation of appropriate names for the four varieties of this type of cheese.

Washington—The Supreme Court has refused to hear a challenge to the validity of a California statute prohibiting the labeling of imitation dairy products as "coffee creamer" or "whipped topping."

25 YEARS AGO

June 19, 1998: Elkhart Lake, WI—Roger Krohn of Krohn Dairy Products, Luxemburg, will succeed Eric Liebetrau of Park Cheese as president of the Wisconsin Cheese Makers Association. Other officers are first vice president, Mike Moran, Wisconsin Dairy State Cheese; second vice president, Steve Stettler, Decatur Dairy; secretary, Larry Lemmenes, Alto Dairy; and treasurer, Tom Jenny, Swiss Valley.

Arden Hills, MN—As Land O'Lakes and Dairymen's Cooperative Creamery prepare to merge on July 1, the two cooperatives this week announced plans to equip and operate a large-scale cheese and whey fractions facility in Tulare, CA.

10 YEARS AGO

June 21, 2013: Washington and Brussels, Belgium—President Obama, EC president Jose Manuel Barroso and European Council president Herman Van Rompuy announced that the US and EU will be launching negotiations on a Transatlantic Trade & Investment Partnership agreement.

Brattleboro, VT—Commonwealth Dairy and Vermont Gov. Peter Shumlin announced that the company has completed a \$12 million expansion project that started last November. As of May, the company was producing more than 125,000 cases of packaged yogurt per week.

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Bipartisan House Bill Would Boost Amount Of Milk Covered Under DMC

Washington—Bipartisan legislation introduced in the House last week would require that the milk production level that dairy farmers can cover under the Dairy Margin Coverage (DMC) Program be updated every five years to ensure dairy farmers are adequately insured for their milk production.

The Dairy Farm Resiliency Act was introduced by US Reps. Marc Molinaro (R-NY), Elissa Slotkin (D-MI), Derrick Van Orden (R-WI) and Abigail Spanberger (D-VA).

The DMC program is a voluntary program that provides dairy operations with risk management coverage that will pay producers when the difference (the margin) between the national price of milk and the average cost of feed falls below a certain level selected by the program participants.

All dairy operations eligible to participate in the DMC program must, among other things, have a production history determined by USDA's Farm Service Agency (FSA). For most operations, production history is based on the highest milk production in 2011, 2012, and 2013, which poses a serious risk for dairy farmers who have grown since then and now outproduce what their DMC plan covers, according to the bill's sponsors.

If included in the 2023 farm bill, the Dairy Farm Resiliency Act would update the production history to that of the highest production year of 2020, 2021, and 2022, according to FarmFirst Dairy Cooperative, which supports the measure. The bill also increases the Tier 1 threshold from 5 million pounds to 6 million pounds.

"The provisions in the Dairy Farm Resiliency Act are necessary for the DMC program to work efficiently and effectively for dairy producers in the Upper Midwest," said Jeff Lyon, FarmFirst's general manager.

"Ensuring that the production history calculation is updated on a consistent basis and increasing the Tier 1 threshold to more accurately reflect how the average herd size has grown since the 2018 farm bill will improve the DMC program and how it benefits dairy farmers," Lyon added.

"The Dairy Farm Resiliency Act will increase the amount of milk that would be covered during periods of milk price instability, providing a stronger safety net for our farmers in tough times," commented David Fisher, president of the New York Farm Bureau.

Pennsylvania Milk Marketing Board Keeps Over-Order Premium At \$1.00

Harrisburg, PA—The Pennsylvania Milk Marketing Board (PMMB) this week decided to keep the state's over-order premium at \$1.00 per hundredweight for six more months, from July 1 through Dec. 31, 2023.

Pennsylvania's over-order premium applies only to Class I milk that's produced, processed and sold in the state.

At a hearing held earlier this month, Matt Espenshade, president of Pennsylvania State Grange, testified in support of fixing the over-order premium at \$1.00 per hundredweight for the next six months.

Espenshade testified about several challenges dairy farmers are facing. First, a heat wave and lack of rain last year negatively impacted his feed inventory. Second, milk prices declined sharply in the spring.

Espenshade is a member of Mount Joy Farmers Co-op, which is affiliated with Dairy Farmers of America (DFA), and he said Mount Joy and other cooperatives are challenged finding markets for milk. Mount Joy members continue to be assessed a market adjustment fee, which is currently 72 cents per hundred. The market adjustment fee is in addition to the overproduction assessment which began in April 2020.

Finally, supply chain issues, record inflation rates, and price increases that have impacted Americans' daily life have hit Pennsylvania's dairy sector very hard, Espenshade said.

John Painter testified on behalf of the Pennsylvania Farm Bureau, and said Farm Bureau agreed with Grange's recommendation that the over-order premium be set at \$1.00 per hundred for six months.

Painter testified that he's experienced comparable issues that Espenshade described and has observed similar sentiments from farmers in his area of Pennsylvania. Milk prices have dropped steeply over the past couple of months and drought-like conditions have reduced the quality of on-farm crops, forcing some farmers to supplement their feed by buying more feed inputs.

Chrissie Dewey testified on behalf of Harrisburg Dairies and the Pennsylvania Association of Milk Dealers (PAMD) in support of setting the over-order premium at \$1.00 per hundred for at least six months. Dewey testified that the over-order premium is very important to Harrisburg Dairies and other PAMD members.

Harrisburg Dairies has been in business for over 92 years; Dewey and her brother are the fourth generation of their family to own the company. She testified that

the vast majority of its milk comes from independent farmers.

Dewey attributed Harrisburg Dairies' success for so many years to the over-order premium and Pennsylvania's minimum price structure. Harrisburg Dairies sells 25 to 29 percent of its milk in Pennsylvania each month, generating over \$229,000 in over-order premiums over the past 12 months, which was paid directly to 24 independent producers.

She testified that, with the over-order premium being part of the minimum price structure, Harrisburg Dairies can focus on the quality of its products and the service level to both in-state and out-of-state customers. This has allowed Harrisburg Dairies to set itself apart from non-Pennsylvania competitors when purchasing decisions can be determined by fractions of pennies.

Minimum prices are, in effect, maximum prices and the over-order premium helps Harrisburg Dairies pay a premium to its producers, Dewey testified.

Fluid milk plants that supply fresh local milk and provide an outlet for independent farmers are becoming a dying breed outside Pennsylvania, Dewey testified. The over-order premium should be the highest it can be for her producers, she said, but reason-

able enough that Harrisburg Dairies can compete with it built into minimum wholesale prices.

Dewey did not detect a competitive threat from setting the over-order premium at \$1.00 per hundredweight.

Russell Redding, secretary of the Pennsylvania Department of Agriculture, testified that the department supported setting the over-order premium at \$1.00 per hundred.

State Rep. John Lawrence testified to issues with the over-order premium and concluded that if the PMMB chooses to set the over-order premium effective July 1, it should give great thought to the dollar amount and duration.

Lawrence identified several issues with the over-order premium, including, among others: premium dollars go to out-of-state producers; premium dollars are diverted by cooperatives away from Pennsylvania dairy farmers to pay for unrelated expenses; Pennsylvania dairy farmers face rising costs while some premium dollars are not paid to those dairy farmers; the premium creates incentives for movement of milk across state lines; and the premium does not directly benefit every Pennsylvania dairy farmer.

In finding the over-order premium should be set at \$1.00 per hundredweight, the PMMB said it relied on the credible and persuasive testimony of Espenshade, Painter, Dewey, and Redding.

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Milk Output Rises

(Continued from p. 1)

the US in May was 9.43 million head, 13,000 head more than May 2022, but unchanged from April 2023.

California's May milk production totaled 3.64 billion pounds, down 0.7 percent from May 2022, due to 3,000 fewer milk cows and 10 less pounds of milk per cow. California's April milk output was revised down by 2 million pounds, so production was down 2.0 percent from April 2022, rather than down 1.9 percent as originally estimated.

Wisconsin's milk production totaled 2.79 billion pounds, up 1.3 percent from May 2022, due to 4,000 fewer milk cows but 35 more pounds of milk per cow. Wisconsin's April milk production was revised up by 12 million pounds, so output was up 0.6 percent from April 2022, rather than up 0.1 percent as initially estimated.

Idaho's May milk production totaled 1.48 billion pounds, up 3.1 percent from May 2022, due to 17,000 more milk cows and 10 more pounds of milk per cow. Idaho's April milk output was revised down by 7 million pounds, so production was up 2.2 percent from April 2022, rather than up 2.7 percent as originally estimated.

May milk production in Texas totaled 1.45 billion pounds, up 0.8 percent from May 2022, due to 1,000 more milk cows and 15 more pounds of milk per cow. Texas's April milk production had been up 1.3 percent from April 2022.

New York's May milk production totaled 1.39 billion pounds, up 2.1 percent from May 2022, due to 7,000 more milk cows and 20 more pounds of milk per cow.

New York's April milk output was revised up by 6 million pounds, so production was up 2.8 percent from April 2022, rather than up 2.4 percent as initially estimated.

Michigan's May milk production totaled 1.04 billion pounds, up 2.1 percent from May 2022, due to 8,000 more milk cows and five more pounds of milk per cow. Michigan's April milk production had been up 2.6 percent from April 2022.

Minnesota's May milk production totaled 917 million pounds, up 2.5 percent from May 2022, due to 2,000 more milk cows and 40 more pounds of milk per cow. Minnesota's April milk production was revised up by 9 million pounds, so output was up 2.6 percent from April 2022, rather than up 1.5 percent as initially estimated.

Milk production in Pennsylvania totaled 878 million pounds, down 0.6 percent from May 2022, due to 1,000 fewer milk cows and five less pounds of milk per cow. Pennsylvania's April milk output had been unchanged from April 2022.

New Mexico's milk production totaled 608 million pounds, down 3.8 percent from May 2022, due to 10,000 fewer milk cows and 10 less pounds of milk per cow. New Mexico's April milk production had been down 3.1 percent from April 2022.

Washington's milk production totaled 543 million pounds, up 0.6 percent from May 2022, due to 1,000 fewer milk cows but 20 more pounds of milk per cow. Washington's April milk output was revised up by 1 million pounds, so production was up 1.0 percent from April 2022, rather than up 0.8 percent as originally estimated.

Milk Production by State

STATE	May 2022 millions of lbs	May 2023 millions of lbs	% output change	Change Cows
California	3668	3644	-0.7	-3000
Wisconsin	2750	2785	1.3	-4000
Idaho	1437	1481	3.1	17000
Texas	1433	1445	0.8	1000
New York	1364	1392	2.1	7000
Michigan	1016	1037	2.1	8000
Minnesota	895	917	2.5	2000
Pennsylvania	883	878	-0.6	-1000
New Mexico	632	608	-3.8	-10000
Washington	540	543	0.6	-1000
Iowa	497	510	2.6	5000
Ohio	482	490	1.7	1000
Colorado	460	458	-0.4	-1000
Arizona	433	427	-1.4	-3000
Indiana	385	391	1.6	2000
South Dakota	353	375	6.2	12000
Kansas	360	373	3.6	7000
Oregon	233	228	-2.1	-3000
Vermont	222	223	0.5	NC
Utah	191	189	-1.0	-1000
Georgia	177	178	0.6	NC
Florida	180	168	-6.7	-7000
Illinois	153	153	-	-1000
Virginia	127	124	-2.4	-3000

All told for the 24 reporting states in May, compared to May 2022, milk production was higher in 14 states, with those increases ranging from 0.5 percent in Vermont to 6.2 percent in South Dakota; lower in nine states, with those decreases ranging from 0.4 percent in Colorado to 6.7 percent in Florida; and unchanged in Illinois.

KeHE Distributors To Acquire DPI Specialty Foods

Naperville, IL—KeHE Distributors, a distributor of fresh, organic and specialty products, recently announced it has entered into an agreement to acquire DPI Specialty Foods, a distributor across the western US, from private equity firm Arbor Investments.

From modest beginnings decades ago, DPI today supplies over 40,000 SKUs comprised of perishable and non-perishable food items from five continents.

The transaction advances KeHE's partner success and growth objectives through two primary strategic initiatives, according to the announcement:

- Enhanced capabilities in the fresh market. KeHE's fresh food portfolio will grow, which will allow retailers to respond more quickly to customer demand.

- Broadened, complementary customer base. Backed by data-driven insights, business intelligence tools, and additional warehouse space to help drive scalable growth, KeHE will add over 1,000 DPI customers across all channels delivering products in a one-truck solution.

"KeHE is dedicated to being a source for good, and this expansion provides an opportunity to deliver enhanced experiences for customers, suppliers, and ultimately, consumers," said Deb Conklin, KeHE president and CEO.

"This year we're celebrating seven decades of serving and feeding America, and this acquisition continues to position KeHE as the preferred supply chain partner in North America," Conklin added.

"Both DPI and KeHE have built impressive networks, deep industry and category expertise, and value-added services over decades of operation," said Russ Blake, chief executive officer at DPI Specialty Foods. "Combining our complementary strategies allows us to further capitalize on those strengths to offer superior value for the US food industry."

The transaction is subject to customary closing conditions and government regulatory approvals. KeHE and DPI will continue to operate independently until the transaction is closed.

KeHE Distributors, LLC is a distributor of fresh, natural and organic, and specialty products to more than 30,000 natural food stores, chain and independent grocery stores, e-commerce retailers, and other specialty products retailers throughout North America.

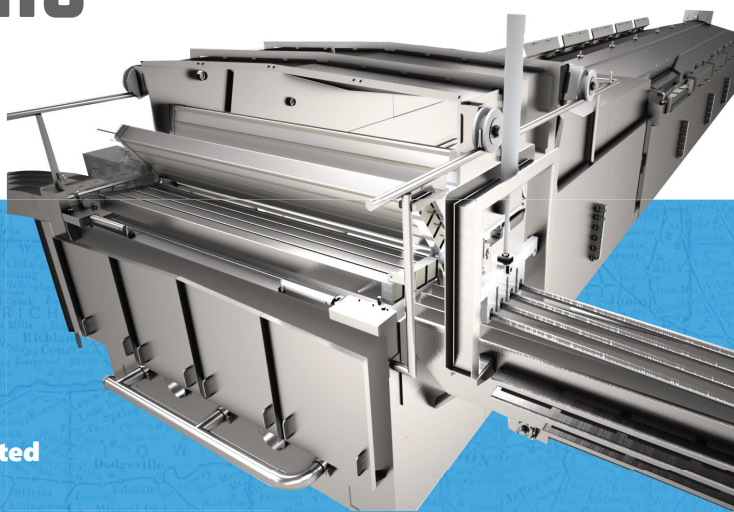
For more information, visit www.kehe.com; and www.dpispecialtyfoods.com.

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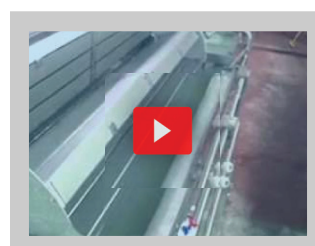
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Ferraro Foods Acquires Italian Food Distributor, Importer GDS Foods

Piscataway, NJ—Ferraro Foods, a specialty distributor of food and foodservice supplies to pizzerias and Italian restaurants, has acquired Sussex, NJ-based GDS Foods Inc., an importer and distributor of Italian food products to pizzerias throughout New York, New Jersey and Pennsylvania.

Ferraro Foods' partnership with GDS Foods, with nearly \$50 million in annual sales revenue, expands Ferraro's growing network of distribution hubs in a crucial market for pizzerias, adds hundreds of customers to its roster and helps broaden the company's offering of specialty imported Italian food products, the company said.

"We are excited to partner with GDS, a terrific family-run business with strong roots in the area going back 35 years. We love the business, we love the people, and they have a loyal customer base that aligns perfectly with Ferraro's," said Dan Hill, CEO, Ferraro Foods.

The GDS partnership is the latest in a robust acquisition pipeline under development by Ferraro, aimed at increasing its market share in critical Northeast pizza markets — home of the largest US concentration of independent pizzerias, the company said.

"Just as important, GDS is pizza to the core, so they are a perfect fit for the Ferraro culture," Hill added.

The acquisition of GDS Foods comes on the heels of Ferraro's announcement last month of its addition of a 230,000-square-foot warehouse and distribution center in Long Island.

"Ferraro Foods is pizza," Hill said. "That message is reverberating throughout the industry as we continue to increase our customer base as the premier provider in the specialty Italian foods space."

With a concentration in the critical pizza markets of the Northeast and customers spanning 26 states, Ferraro Foods now boasts annual sales revenue of nearly \$1.3 billion.

For more information on Ferraro Foods, visit www.ferrarofoods.com.

Chateaugay Plant

(Continued from p. 1)

the completion of a 9,600-square-foot expansion at the facility. The most recent addition was a state-of-the-art cheese production room, which has improved the plant's efficiency.

The expansion project also included the rebuilding of the 110,000-square-foot manufacturing center, reconfiguring the layout of the facility, and purchasing new equipment and machinery.

"This is a special day for Agri-Mark, our plant and its employees, and especially for our 174 dairy farm families in the North Country," said David Lynn, Agri-Mark CEO. "This modernization project solidifies our long-term presence in Chateaugay. It ensures that we'll have a sustainable facility that can process the milk our farmers produce, provide a safe, modern workplace for our employees, and continue to produce the award-winning cheeses our customers and consumers have to come to expect from our McCadam and Cabot brands.

"We appreciate the support from Governor Hochul and the team at Empire State Development plus the many community leaders that have championed this project to make it a reality," Lynn added.

Empire State Development is supporting the cheese plant's expansion with \$6 million in funding, including \$4 million in Economic Transformation Program funds.

"Supporting the expansion of one of Agri-Mark's most established facilities into an even greater presence in the North Country marks our resolve to pro-

duce innovative businesses that cherish their deep New York State roots," said Hope Knight, Empire State Development president.

"A project such as this increases the access to quality made-in-NY cheese," said Nathan Pistner, president, and Alex Solla, secretary, New York State Cheese Manufacturers' Association. "New facilities mean several things: safer food, workforce stability, sustainable manufacturing, and the opportunity to improve the market for the farmers involved in the business."

"It is a great day for New York dairy and agriculture as a whole with the expansion of the Agri-Mark plant in Chateaugay. It demonstrates what is possible when the company, local and state officials, and the farming community all work together to capitalize on what we do so well here in New York," said David Fisher, New York Farm Bureau president.

"By increasing production and targeting the needs of our customers, we can supply fresh dairy products throughout the Northeast, the country, and the world while also supporting local jobs and our economy right here in the North Country," Fisher added.

"Expanding processing capacity provides opportunity for family dairy farm businesses and supports hundreds of local jobs in their community," said Keith Kimball, chair of the Northeast Dairy Producers Association. "Strengthening our rural communities is critical to positioning New York's dairy industry as a continued leader in dairy production and sustainability for the future.

"We congratulate Agri-Mark and their dairy farms on their modernization project to help sustain markets and continue to

produce delicious, wholesome dairy products under the award-winning Cabot and McCadam brands," Kimball added.

"This modernization project solidifies our long-term presence in Chateaugay. It ensures that we'll have a sustainable facility that can process the milk our farmers produce, provide a safe, modern workplace for our employees, and continue to produce the award-winning cheeses."

—David Lynn, Agri-Mark

"The completion of this modernization and expansion project is great news for Agri-Mark and for the hundreds of New York dairy farmers Agri-Mark sources their milk from to make their award-winning cheeses," said Richard A. Ball, commissioner of the New York State Department of Agriculture and Markets.

"During Dairy Month, and all year long, it's important to recognize the contributions our dairy industry makes to the New York economy, and with more than 100 direct jobs and 500 agricultural jobs impacted, Agri-Mark's modernization efforts are providing a boost to the North Country communities it serves," Ball said.

"Agri-Mark is a critical part of the North Country's economy, and we're excited to see its expansion come to fruition after a lot of hard work by so many," James McKenna, North Country Regional Economic Development Center co-chair, said.

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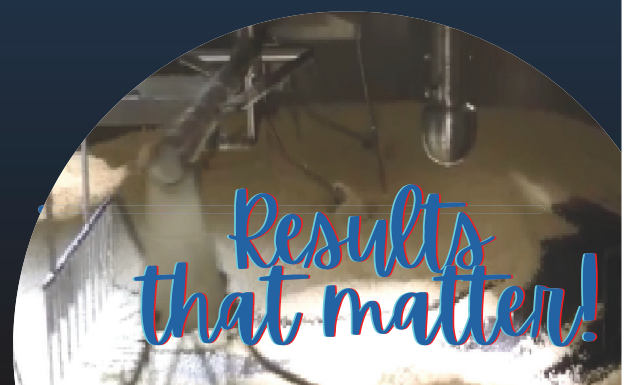
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WI State Fair

(Continued from p. 1)

Colby, Monterey Jack

First place: Shawn Sadler, AMPI, Jim Falls, Monterey Jack, 99.500

Second place: Arena Cheese, Arena, Traditional Colby Jack Deli, 99.125

Third place: Arena Cheese, Traditional Colby Deli, 98.900

Swiss Style

First place: Mark Grossen, Prairie Farms, Shullsburg, Baby Swiss Wheel, 99.250

Second place: Chalet Cheese Cooperative, Monroe, 22# Swiss Wheel, 97.900

Third place: Team White Hill Cheese, CROPP Cooperative/Organic Valley, LaFarge, Organic Baby Swiss Cheese, 97.250

Brick, Muenster

First place: Ty Saglam, Klondike Cheese Co., Monroe, Buholzer Brothers Brick, 99.675

Second place: Decatur Dairy, Brodhead, 99.650

Third place: Chalet Cheese, Muenster, 99.500

Mozzarella

First place: Jeremy Robinson, Agropur, Weyauwega, 99.550

Second place: George Crave, Crave Brothers Farmstead

Cheese, Waterloo, Fresh Mozzarella Hearts, 99.500

Third place: George Crave, Crave Brothers Farmstead Cheese, Fresh Mozzarella Medallions, 98.950

String Cheese

First place: Ben Shibler, Ron's Wisconsin Cheese, Luxemburg, Mozzarella Cheese Whips, 99.575

Second place: Brian Entringer, Sargento Foods, Plymouth, Mozzarella String Cheese, 99.475

Third place: Shawn Brown, Sargento, Mozzarella String Cheese, 99.450

Blue Veined Cheese

First place: Roelli Cheese, Shullsburg, Annatto-colored Cheddar with sporadic blue veins, 98.550

Second place: Emmi Roth, Fitchburg, Roth Gorgonzola Wheel, 98.425

Third place: Carr Valley Cheese for The Artisan Cheese Exchange, Deer Creek Indigo Bunting, 97.700

Flavored Pepper Cheese

First place: Matt Erdley, Klondike Cheese, Odyssey Sweet Heat Feta, 99.875

Second place: Arena Cheese, Fuego Jack, 99.675

Third place: Henning's Cheese for The Artisan Cheese Exchange, Deer Creek The Rattlesnake, 99.375



A team of judges gathered Thursday for the Wisconsin State Fair Dairy Products Contest. The 2023 Grand Master Cheese Maker, Grand Champion Butter, Grand Champion Sour Cream and Grand Champion Milk will be announced at the Blue Ribbon Dairy Products Auction on Aug. 10 at Wisconsin State Fair Park.

Flavored Soft Cheese

First place: Brian Crave, Crave Brothers Farmstead Cheese, Chocolate Mascarpone, 99.375

Second place: Luke Buholzer, Klondike Cheese, Odyssey Peppercorn Feta, 98.975

Third place: Amanda Gutzmer, Klondike Cheese, Odyssey Mediterranean Feta, 98.950

Flavored Semi Soft Cheese

First place: Lake Country Dairy/Schuman Cheese, Turtle Lake, Artisan Smoky Pepper Hand Rubbed Fontal, 99.750

Second place: Widmer's Cheese Cellars, Theresa, Butterkase with Chives, 99.050

Third place: Lake Country Dairy/Schuman Cheese, Artisan Hand Rubbed Dijon Fontal, 98.800

Feta

First place: Nathan Forseth, Agropur, Feta, 99.675

Second place: Mike DeMuth, Agropur, Feta, 99.650

Third place: Drew Simonson, Agropur, Feta, 99.625

Smoked Cheese

First place: Marieke Gouda Team, Holland's Family Cheese, Thorp, Smoked Gouda, 99.500

Second place: Micah Klug, Foremost Farms, Middleton, Smoked Provolone, 98.775

Third place: Foremost, Clayton, Smoked Provolone, 98.500

Flavored Hard Cheese

First place: Sartori Company, Plymouth, Garlic and Herb BellaVitano, 99.525

Second place: Sartori Company, Merlot BellaVitano, 99.475

Third place: Sartori Company, Espresso BellaVitano, 99.000

Smear Ripened Cheese

First: Uplands Cheese, Dodgeville, Pleasant Ridge Reserve, 99.650

Second place: Orphee Paillotin, Paula Heimerl, Alpinage Cheese, Oak Creek, Mount Raclette, 99.325

Third place: Roelli Cheese, Raw Milk Washed Rind Alpine Cheese, 99.200

Cold Pack Cheese, Cheese Food

First place: Pine River Prepack, Newton, Spicy Beer Cold Pack Cheese Spread, 99.300

Second place: Widmer's Cheese Cellars Team & Pine River Prepack, Green Olive Brick Spread, 99.200

Third place: Widmer's Cheese Cellars Team & Pine River Prepack, Aged Brick Spread, 99.000

Pasteurized Process Cheese, Cheese Food, Cheese Spread

First place: Team Revela Foods, CROPP Cooperative/Organic Valley, LaFarge, Organic White American Cheese, 99.150

Second place: AMPI's Dinner Bell Creamery, Portage, Pasteurized Processed Cheese, 99.025

Third place: AMPI's Dinner Bell Creamery, Pasteurized Processed Cheese Slices, 99.000

Reduced Fat, Lite Cheese

First place: Steve Webster, Klondike Cheese, Odyssey Reduced Fat Feta, 99.800

Second place: Charles Henn, Agropur, Reduced Fat Feta, 99.225

Third place: Ron Buholzer, Klondike Cheese, Odyssey Reduced Fat Mediterranean Feta, 98.525

Open: Soft & Spreadable

First place: Lake Country Dairy/Schuman Cheese, Traditional Cello Mascarpone, 99.150

Second place: George Crave, Crave Brothers Farmstead Cheese, Mascarpone, 98.900

Third: Lake Country Dairy/Schuman, Mascarpone, 98.850

Havarti

First place: Matt Henze, Decatur Dairy, 99.725

Second place: Emmi Roth, Creamy Havarti, 99.625

Third place: Steve Stettler, Decatur Dairy, 99.425

• See WI State Fair, p. 9



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WI State Fair

(Continued from p. 8)

Flavored Havarti

First place: Steve Stettler, Decatur Dairy, Havarti, 100.000

Second place: Tom Schultz, Klondike Cheese, Buholzer Brothers Dill Havarti, 99.950

Third place: Luke Buholzer, Klondike Cheese, Buholzer Brothers Dill Havarti, 99.850

Open: Semi Soft Cheese

First place: Marieke Gouda Team, Holland's Family Cheese, Golden American Original, 99.225

Second place: Lake Country Dairy/Schuman Cheese, Cello Fontal, 99.200

Third place: Jeremy Robinson, Agropur, Salami Provolone, 99.150

Open: Hard Cheese

First place: Lake Country Dairy/Schuman Cheese, Cello Organic Copper Kettle Parmesan, 99.325

Second place: Lake Country Dairy/Schuman Cheese, Cello Asiago, 99.125

Third place: Robert Garves, Mosaic Meadows, Kaukauna, Saxon Creamery Saxony, 99.050

Flavored Goat Milk Cheese

First place: Robert Garves, Mosaic Meadows, Pumpkin Goat Cheese, 98.375

Second place: Robert Garves, Mosaic Meadows, Mediterranean Goat Cheese, 98.100

Third place: Montchevre Team, Saputo Cheese, Wauwatosa, Montchevre Jalapeno Honey, 97.900

Natural Goat Milk Cheese

First place: Robert Garves, Mosaic Meadows, LaClare Creamery Original Goat Cheese, 98.300

Second place: Robert Garves, Mosaic Meadows, LaClare Creamery Evalon, 98.150

Third place: Kingston Cheese Cooperative, Cambria, Goat Blue Targeted, 98.075

Latin American Cheese

First place: George Crave, Crave Brothers Cheese, Oaxaca, 99.750

Second place: Justin Blazeski, V&V Supremo Foods, Brown-town, Oaxaca Cheese Ball, 99.475

Third place: Mark Boelk, V&V Supremo Foods, Oaxaca, 99.300

Sheep & Mixed Milk Cheese

First place: Kingston Cheese Cooperative, Breezy Blue Targeted, 99.675

Second place: Robert Garves, Mosaic Meadows, La Clare Creamery Chandoka, 98.650

Gouda & Edam

First place: Emmi Roth, Roth Aged Gouda, 99.700

Second place: Marieke Gouda Team, Holland's Family Cheese, Reserve Gouda, 99.650

Third place: Marieke Gouda Team, Holland's Family Cheese, Premium Gouda, 99.575

Unflavored Cheese Curds

First place: Steve Stettler, Decatur Dairy, 99.500

Second place: Matt Henze, Decatur Dairy, 99.300

Third place: Decatur Cheesemakers, Decatur Dairy, Cheddar Cheese Curd, 99.050

Flavored Cheese Curds

First place: Steve Stettler, Decatur Dairy, Tomato Bacon Ranch Curd, 98.850

Second place: Decatur Cheesemakers, Decatur Dairy, Ranch Style Cheese Curd, 98.700

Third place: Nasonville Dairy, Inc., Marshfield, Everything Bagel Cheese Curds, 98.500

Shredded Cheese

First place: Great Lakes Cheese, Plymouth, Shredded Parmesan, 99.850

Second place: Master's Gallery Foods, Plymouth, Shredded Gourmet Cheddar Blend, 99.700

Third place: Gabrielle Anderson, Agropur, Shredded Low Moisture Mozzarella, 99.600

Crumbled Cheese

First place: Rachel Pantzlaff, Agropur, Crumbled Feta, 99.900

Second place: Robert Garves, Mosaic Meadows, Original Crumbled Goat Cheese, 99.850

Third place: Robert Garves, Mosaic Meadows, Honey Crumbled Goat Cheese, 99.800

Salted Butter

First place: Royal Guernsey Creamery, Columbus, 99.750

Second place: CROPP Cooperative/Organic Valley, La Farge, 99.100

Unsalted Butter

First place: CROPP Cooperative/Organic Valley, 99.900

Second place: No Award Given

Third place: No Award Given

Flavored High Protein Yogurt

First place: Klondike Cheese, Odyssey Peach Greek Yogurt, 99.550

Second place: Klondike Cheese, Odyssey Vanilla Greek Yogurt, 99.000

Unflavored High Protein Yogurt

First place: Klondike Cheese, Odyssey Greek Yogurt, 99.750

Second place: Klondike Cheese, Odyssey Labne, 99.650

Open: Flavored Yogurt

First place: Yodelay Yogurt, Madison, Pineapple Swiss, 99.700

Second place: Yodelay Yogurt, Tart Cherry, 99.650

Third place: Yodelay Yogurt, Rhubarb Swiss, 99.550

Open: Unflavored Yogurt

First place: Klondike Cheese Odyssey Whole Fat Yogurt, 99.050

Drinkable Cultured Products

First place: Weber's Farm Store, Marshfield, Low Fat Mango Kefir, 99.850

Second place: Weber's Farm Store, Low Fat Plain Kefir, 99.750

Third place: Weber's Farm Store, Low Fat Strawberry Kefir, 99.600

Open: Flavored Sour Cream

First place: Westby Co-op Creamery, Westby, French Onion Dip, 99.350

Second place: Westby Co-op, Organic French Onion Dip, 99.275

Third place: Sigma Darlington, Darlington, Chipotle Flavored Acidified Sour Cream, 99.150

Open: Unflavored Sour Cream

First place: Klondike Cheese, 99.850

Second place: Sigma Darlington, Fud Acidified Sour Cream, 99.350

Third place: Sigma Darlington, Fud Crema Salvadorena, 99.250

Low Fat Sour Cream

First place: Klondike Cheese, Odyssey Reduced Fat, Greek French Onion Dip, 99.900

Second place: Klondike Cheese, Odyssey Reduced Fat, Greek Tzatziki, 99.450

Third place: Klondike Cheese, Francisco De La Cruz, 99.100

2% Fluid Milk - White

First place: Lamer's Dairy, Appleton, 2% Fluid White Milk, 99.900

Second place: Two Guernsey Girls Creamery, Freedom, A2 Whole White Milk, 99.800

Third place: Lamer's Dairy, 2% Fluid White Milk, 99.750

1% Fluid Milk - Chocolate

First place: Two Guernsey Girls Creamery, A2 Whole Chocolate Milk, 99.800

Second place: Weber's Farm Store, Low Fat Chocolate Milk, 99.650

Third place: Lamer's Dairy, Appleton, 1% Lowfat Chocolate Milk, 99.500

Flavored Custard

First place: Creamy Pig, Grafton, Banana Cream, 99.900

Second place: Creamy Pig, Grafton, Rocky Road, 99.850

Third place: Dairyland Old Fashioned Hamburgers, Milwaukee, Chocolate Frozen Custard, 99.800

Unflavored Custard

First place: Dairyland Old Fashioned Hamburgers, Sweet Cream Frozen Custard, 99.950

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Bipartisan House Working Group To Tackle Ag Workforce Challenges

Washington—US Reps. Glenn “GT” Thompson (R-PA), chairman of the House Agriculture Committee, and David Scott (D-GA), the panel’s top Democrat, on Wednesday announced the formation of the bipartisan Agricultural Labor Working Group, focusing on the workforce issues faced by US agricultural producers.

Members of the working group have been selected from current House Ag Committee members and aim to represent every sector and geographic region of US agriculture. US Reps. Rick Crawford (R-AR) and Don Davis (D-NC) will co-chair the working group.

The working group will:

- Seek input from stakeholders, employers, and workers, particularly emphasizing the H-2A visa program for nonimmigrant agricultural workers.

- Produce an interim report detailing the program’s shortcomings and the impacts on food security.

- File a final report with recommendations to address the flaws within the program.

The final report of the working group is expected to provide a comprehensive suite of potential solutions that can inform and be utilized in subsequent legislative efforts.

“The Committee on Agriculture has heard loud and clear from producers across the nation that one of the biggest challenges confronting the agriculture industry is a lack of reliable labor,” Thompson and Scott said in a joint statement.

“Though not directly in our committee’s jurisdiction, we have a responsibility to be a voice in Congress on the issues and policies

impacting farmers and ranchers,” the joint statement continued. “This is a complex problem that deserves the focused attention of the members who hear from producers every day rather than the partisan grandstanding that has plagued these efforts in the past.”

“Labor is one of the biggest limiting factors facing agriculture, and farmers need a system that provides long-term stability,” commented Zippy Duvall, president of the American Farm Bureau Federation.

“We are committed to engaging with the newly formed working group to address meaningful H-2A reform and a reasonable wage rate that enables farmers and their employees to continue meeting the needs of America’s families,” Duvall continued.

“A robust agriculture industry starts with a strong and healthy workforce. However, due to a labor shortage, American farmers are increasingly turning to overseas workers to fill positions on the farm,” Crawford said.

“Unfortunately, this is not an easy process because our visa policies and regulations have become convoluted and burdensome,” Crawford continued.

“I look forward to working with my colleagues on both sides of the aisle to find commonsense solutions that help our farmers and producers better staff the farm to help feed and clothe the world,” Crawford added.

Davis said he’s looking forward to working with Crawford, and the other members of the new Agriculture Labor Working Group, “to come together and craft bipartisan solutions to the labor issues that farmers and producers face.”

PERSONNEL

Vermont Creamery announced the addition of two key roles to its leadership team this week. DAVID STEARLE has been named the new president of Vermont Creamery, and HARRISON (HARRY) KAHN joins as general manager. Stearle has over 18 years of experience in the Dairy Foods division of Land O’Lakes, where he will continue to serve as vice president of sales. Kahn brings a diverse skill set and extensive knowledge of the food and beverage industry to Vermont Creamery, having worked for several Vermont-based businesses, including Barr Hill Gin, Green Mountain Coffee, and Magic Hat Brewing Company. In his new role, Kahn will oversee the daily operations of Vermont Creamery, working closely with its team members.

Baldor Specialty Foods announced the upcoming retirement of president MICHAEL MUZYK at the end of 2023. Muzyk joined Baldor in 1996 as a sales representative, eventually taking on the role of vice president, and then president following the death of founder and CEO Kevin Murphy in 2013. Since then, Muzyk has helped the company move forward and assist Murphy’s son, TJ Murphy. Between now and end of year, Muzyk will work closely with Murphy to ensure a smooth transition, and participate in the hiring process for new leaders.

Madison Chemical has promoted BRADLEY SIMS to director of its Food Division, responsible for identifying opportunities and developing new products to meet the cleaning and sanitation needs of food and beverage processors. Sims joined Madison Chemical in 2014, most recently serving as Food Division Team lead.

VIPUL SONI has been tapped as the new chief financial officer for PSSI Food Safety Solutions, leading the company in the areas of accounting, financial planning and analysis, procurement, tax, information technology, and investor relations. Prior to joining PSSI, Soni served as the CFO of ServiceMaster Brands.

BRANDON HALL has joined Optima Machinery Corporation in Green Bay, WI, as consumer director. Hall brings more than 30 years of experience in manufacturing, engineering, product design, and business development to Optima.

LAUREN COLLIER will serve as the new marketing administrator for the Daphne Zepos Teach-

ing Endowment (DZTE). Collier has over 10 years of retail and culinary experience, including as a host of online tasting events and shared educational cheese classes under the name @yourcheeseconcierge on Instagram and YouTube. She was also a 2023 @thecheeseletes “Back In The Vat” recipient and attended a recent Cheese Camp @jasperhillfarm. “We’re excited to have her share her social media and marketing acumen to help us promote our cheese education non-profit to its fullest potential,” DZTE noted.

SCHOLARSHIPS

Applications For EWCSA Roland Behle Scholarship Due September 1

Manitowoc, WI—The Eastern Wisconsin Cheesemakers & Buttermakers Association (EWCSA) will be accepting applications for its Roland Behle Scholarship through Sept. 1.

The annual scholarship is available for two semesters—\$500 per semester. Applicants must be dependents of an EWCSA member or a dependent of an employee of that member’s business, and have a sincere interest in pursuing a degree in an ag-oriented field.

Students must also be a graduate of a Wisconsin high school intent upon enrollment by the fall term at an accredited Wisconsin university, college or vocational institute for an ag-related program or short course.

Applications must include high school transcript or current post secondary education transcript, two letters of recommendation from non-relations, and a one page essay on “What I Will Contribute to the Dairy Industry After Graduation.”

Applications can be mailed to: Shari Riesterer, EWCSA, 10115 English Lake Rd., Manitowoc, WI 54220. For questions, contact Riesterer via email: shari@pineriverdairy.com.

RECOGNITION

WILA A/S, a Denmark-based provider of innovative solutions for the manufacturing industry, has recently earned ASME certification, a universally-acknowledged set of safety standards developed by the American Society of Mechanical Engineers (ASME). To get ASME certified, a company has to go through a six-month process to ensure every operation is compliant with the code and performed to the highest standards.

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FDA Releases Findings From Sampling Assignment Of RTE Dips, Spreads

Silver Spring, MD—The US Food and Drug Administration (FDA) late last week released findings from a sampling assignment that collected and tested refrigerated, multi-commodity ready-to-eat (RTE) dips and spreads.

The survey sought to estimate the presence of *Listeria monocytogenes* and *Salmonella* spp. in these products as part of FDA's ongoing effort to proactively ensure food safety and remove adulterated product from the market.

FDA's sampling assignment started in early March 2021 and sample collection and analysis was completed in January 2022.

Refrigerated dips and spreads is a broad and growing category of food that encompasses a diverse range of products including pimento cheese, cheese- and yogurt-based products, hummus, and tahini, FDA explained. A "dip" is thinner in consistency and another piece of food (e.g., chip, vegetable) is submerged into it, such as salsa. A "spread" is food that is spreadable, usually with a knife, onto other foods (e.g., bread, crackers), such as pimento cheese.

Many consumers purchase refrigerated RTE dips and spreads for quick snacks, FDA noted. In 2020, 191.1 million consumers used dips as snacks.

RTE foods can become contaminated through environmental pathogens (i.e., harborage and cross-contamination within the food manufacturing environment/process) or contaminated ingredients (i.e., during or after processing), FDA stated. Dips and spreads may have pH and water

activity that make it easy for bacteria to survive and grow, if present.

Consumers typically eat these dips and spreads without a "kill step," such as cooking, to reduce or eliminate any pathogenic bacteria that may be present. As such, dips and spreads contaminated with *L. monocytogenes* or *Salmonella* can present a significant public health risk and have been associated with multiple recalls over the past few years, according to FDA.

This FDA assignment was established due to the five recalls of hummus products and six recalls of multi-commodity dips due to contamination with *L. monocytogenes* or *Salmonella* from fiscal year 2017 through fiscal year 2020.

FDA planned to collect and test 750 domestic samples of multi-commodity, refrigerated RTE dips and spreads that contain ingredients such as cheese, sesame, vegetables, and seafood for this assignment. The agency ended up collecting and testing 747 samples for *L. monocytogenes* and *Salmonella*. Samples were collected nationwide from manufacturers/processors (9.9 percent), distributors/warehouses (16.5 percent) and retail operations (73.6 percent).

Out of the 747 samples tested for this assignment, four were detected to have a human pathogen. FDA detected *Listeria monocytogenes* in three dips and spreads samples — two cheese samples, one cheese and pepper sample — collected from a retail establishment in Colorado Springs, CO. All three of the samples contaminated with

L. monocytogenes were produced by the same manufacturer.

FDA detected *Salmonella* spp. in one hummus sample, collected from a retail establishment in Kingsburg, CA.

Once FDA identified *L. monocytogenes* in three samples from a retail establishment in Colorado, the agency notified the firm where the positive samples were sampled. Upon notification of the contaminated samples, the firm recalled and destroyed the products associated with the positive findings, FDA said.

FDA conducted a follow-up inspection at the manufacturer of the three contaminated products. The follow-up inspection sought to evaluate the firm's manufacturing operations and collect environmental samples to determine potential sources and routes of contamination.

The agency found *L. monocytogenes* in 23 swabs collected within the production environment, including samples collected from food contact surfaces.

FDA's follow-up inspection determined the firm's employees were not trained on safety or hygiene and found multiple instances of deficient sanitation practices related to equipment, utensils and employees.

At the end of June 2021, the firm went out of business and no longer produces any products, FDA noted.

FDA cautioned against making inferences more broadly about the contamination or potential for contamination of RTE dips and spreads based solely on this assignment's findings. However, the presence of contamination in the samples suggests the risk of contamination still exists, the agency pointed out.

Eurofins Announces New Validated Method To Detect rBST In Liquid Milk

Minneapolis, MN—Eurofins recently announced that it is offering a new service as part of its dairy testing portfolio: the Eurofins team has developed and validated a method to detect recombinant bovine somatotropin (rBST, also known as bovine growth hormone, or BGH) in liquid milk products.

The method developed and validated by Eurofins detects a peptide of the recombinant protein, the company explained. The peptide is detected utilizing liquid chromatography tandem mass spectrometer (LC-MS/MS).

This state-of-the-art technology allows for sensitive and accurate detection of rBST at concentrations lower than 0.001 percent, according to Eurofins.


By utilizing rBST testing, brands can add a layer of security to product label claims, the company said. Dairy processors can confirm that their milk products are genuinely rBST-free.

"Our company strives to meet the needs of the industries we serve. We're proud to offer a sensitive, rugged, and validated method for rBST in milk, a very challenging analyte," said John Reuther, president of Eurofins Central Analytical Laboratories.

The Eurofins US Center of Excellence for Dairy analysis, Eurofins DQCI, can provide guidance on testing and how to apply this novel approach in your quality control.

For more information, visit www.eurofinsus.com.

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COMING EVENTS

www.cheesereporter.com/events.htm

NCCIA Membrane Filtration Short Course Set For July 11 In Brookings

Brookings, SD—The North Central Cheese Industries Association (NCCIA) will sponsor a membrane filtration short course here Tuesday, July 11 at the Alfred Dairy Science Hall on the South Dakota State University (SDSU) campus.

The course runs from 9 a.m. to 5 p.m., and space is limited. It begins with lectures on dairy chemistry and membrane filtration, followed



by hands-on exercises in membrane construction and basic operating principles in membrane filtration.

After lunch, instructors will cover CIP and sanitation issues in membrane systems, along with dairy products from membrane systems.

Students will be given a plant tour and demonstration on nomenclature, followed by an

FSMA Preventive Controls For Human Food Course Set For Aug. 8-10 Online

Ithaca, NY—Cornell will host its Preventive Controls for Human Food FSMA Qualified Individual Training course Aug. 8-10, live via video conference.

Participants will receive a certificate issued by the Association of Food and Drug Officials certifying their training as a Preventive Controls Qualified Individual. The course will be led by staff from Cornell Dairy Foods Extension and the Cornell Institute for Food Safety.

Instructors will cover topics like food safety plans, good manufacturing practices (GMPs), and biological food safety hazards, along with chemical, physical and economically-motivated hazards. Students will develop a food safety plan and hazard analysis determination.

Time will also be devoted to process preventive controls, food allergen preventive controls determination, sanitation controls, environmental moni-

Penn State Course On Dairy Quality, Safety To Be Aug. 28

University Park, PA—Penn State College of Agricultural Sciences will host a one-day workshop on the fundamentals of dairy quality and safety here Monday, Aug. 28 at the Rodney A. Erickson Food Science Building on campus.

The workshop will look at the principles of producing high-quality and safe dairy foods. Participants learn the importance of milk properties and factors critical to making quality dairy products.

Curriculum is designed for small-scale dairy food processors and other industry members that need training in basic dairy food handling and safety principles.

Instructors will highlight GMPs and the principles of cleaning and

sanitizing to manufacture safe food, along with how to properly document procedures and record keeping.

There's also an optional practical session where participants can work on their own documents, while getting feedback and having questions answered by the instructor.

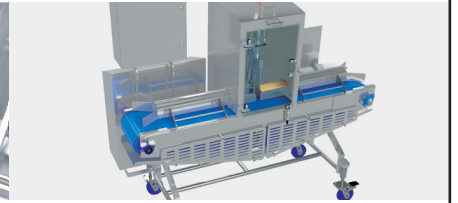
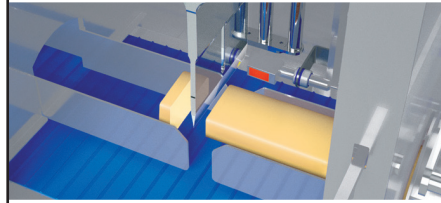
Organizers stressed that the early registration deadline for the short course is July 28, and pre-registration required.

More extensive training is available the following day, Aug. 30.

This workshop – which is not a certification course – reviews the Food Safety Modernization Act (FSMA) requirements from the perspective of small-scale dairy food processors.

For more details and to register online, visit www.foodscience.psu.edu/workshops.

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PLANNING GUIDE

Summer Fancy Food Show: June 25-27, Javits Center, New York, NY. For information, visit www.specialtyfood.com.

ADSA Annual Meeting: June 25-28, Ottawa, Ontario. Registration is online at www.adsa.org.

WDPA Dairy Symposium: July 10-11, Landmark Resort, Door County, WI. Visit www.wdpa.net for updates and registration.

IAFP 2023: July 16-19, Toronto, Ontario. Visit www.foodprotection.org for more information.

IFT Expo: July 16-19, McCormick Place, Chicago. Visit www.iftevent.org for future updates.

ACS Conference: July 18-21, Des Moines, IA. Updates and online registration available at www.cheesesociety.org.

IMPA Conference: Aug. 10-11, Sun Valley Resort, Sun Valley, ID. Visit www.impa.us for more information closer to event date.

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

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

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

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

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

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

exercise on piping and instrumentation diagrams.

The course will include a dialogue on troubleshooting, and open question/answer session.

Registration is limited to 24 students. Cost to attend is \$150 for NCCIA members and \$200 for non-members, and includes lunch. Registration will close on June 30.

To register, visit www.northcentralcheese.org. For questions, contact NCCIA's Susan Eschbach at (612) 968-1080 or email: seschbach.nccia@gmail.com.

toring and supplier preventive controls.

The last day will wrap up with verification and validation procedures, record-keeping procedures and establishing a recall plan. A final wrap-up will be followed by the exam.

The early registration deadline is July 11. Cost to attend prior to the deadline is \$725 for in-state registrants and \$880 for out-of-state registrants. After July 11, registration fees are \$880 and \$1,100, respectively.

To register online, visit www.dairyextension.foodscience.cornell.edu.

EWCBAs Will Cheer On Timber Rattlers Aug. 25 At Annual Summer Tailgate

Grand Chute, WI—The Eastern Wisconsin Cheesemakers & Buttermakers Association (EWCBAs) will return to Timber Rattlers Stadium here Friday, Aug. 25.

The Timber Rattlers' tailgate party will kick off at 4 p.m. on the Club Level of the stadium, followed by dinner and game at 7:00. Cost to attend is \$50 for adults and \$35 for children under 11.

The deadline to register is Aug. 10. Checks can be made payable to EWCBAs and sent to: Barb Henning, N1841 Maple Heights Beach, Chilton, WI 53014.

For questions, contact Barb Henning at (920) 286-2566 or via email: kbhenning@tm.net.



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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

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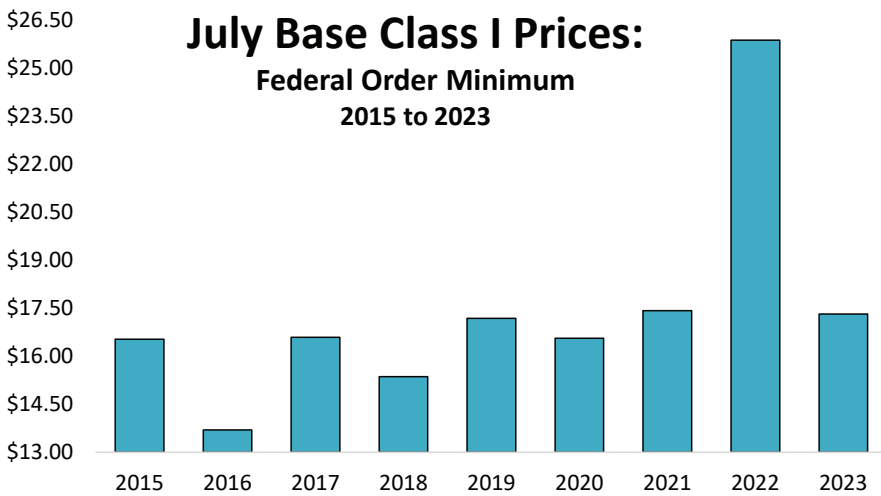
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Federal Order Class 1 Minimum Prices & Other Advanced Prices - July 2023

Class I Base Price (3.5%)	\$17.32 (cwt)
Base Skim Milk Price for Class I	\$7.88 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$5.33 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$8.94 (cwt)
Advanced Butterfat Pricing Factor	\$2.7757 (lb.)
Class II Skim Milk Price	\$9.64 (cwt)
Class II Nonfat Solids Price	\$1.0711 (lb.)
Two-week Product Price Averages:	
Butter	\$2.4636 lb.
Nonfat Dry Milk	\$1.1712 lb.
Cheese	\$1.5677 lb.
Cheese, US 40-pound blocks	\$1.5498 lb.
Cheese, US 500-pound barrels	\$1.5537 lb.
Dry Whey	\$0.3199 lb.



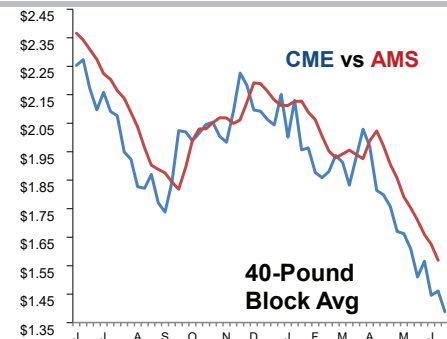
HISTORICAL MILK PRICES - CLASS I

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'15	18.58	16.24	15.56	15.50	15.83	16.14	16.53	16.25	16.34	15.84	16.48	16.71
'16	16.04	13.64	13.78	13.74	13.70	13.14	13.70	15.07	16.56	16.60	14.78	16.88
'17	17.45	16.73	16.90	16.05	15.20	15.31	16.59	16.72	16.71	16.44	16.41	16.88
'18	15.44	14.25	13.36	14.10	14.44	15.25	15.36	14.15	14.85	16.33	15.52	15.05
'19	15.12	15.30	15.98	15.76	16.42	17.07	17.18	17.89	17.85	17.84	18.14	19.33
'20	19.01	17.55	17.46	16.64	12.95	11.42	16.56	19.78	18.44	15.20	18.04	19.87
'21	15.14	15.54	15.20	15.51	17.10	18.29	17.42	16.90	16.59	17.08	17.98	19.17
'22	19.71	21.64	22.88	24.38	25.45	25.87	25.87	25.13	23.62	22.71	24.09	22.58
'23	22.41	20.78	18.99	18.85	19.57	18.01	17.32					

DAIRY PRODUCT SALES

June 21, 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 NFDM.

•Revised



	Week Ending June 17	June 10	June 3	May 27
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	1.5291	1.5689	1.6284	1.6595
Sales Volume	Pounds			
US	12,209,961	13,278,246	11,936,140	12,593,203
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	1.6587	1.6030	1.6064	1.6022
Adjusted to 38% Moisture				
US	1.5792	1.5274	1.5315	1.5284
Sales Volume	Pounds			
US	14,553,426	14,130,138	13,785,656	14,173,982
Weighted Moisture Content	Percent			
US	34.88	34.93	34.97	35.01
AA Butter				
Weighted Price	Dollars/Pound			
US	2.4340	2.4966	2.4835	2.4891
Sales Volume	Pounds			
US	2,933,028	2,633,013	2,210,471	3,122,149
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.3184	0.3215	0.3354	0.3418
Sales Volume	Pounds			
US	7,847,669	6,946,549	5,796,669	6,896,610
Extra Grade or USPH Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.1728	1.1697	1.1554	1.1495
Sales Volume	Pounds			
US	17,815,118	18,715,150	21,692,809	20,840,774

DAIRY FUTURES PRICES

SETTLING PRICE *Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
6-16	June 23	14.94	18.11	32.250	116.700	1.550	1.5730	244.400
6-19	June 23	—	—	—	—	—	—	—
6-20	June 22	14.94	18.11	33.225	116.500	1.550	1.5750	244.000
6-21	June 23	14.95	18.11	32.400	116.500	1.550	1.5760	243.850
6-22	June 23	14.89	18.12	32.000	116.275	1.550	1.5720	243.850
6-16	July 23	15.31	17.85	30.500	116.975	1.586	1.6280	238.475
6-19	July 23	—	—	—	—	—	—	—
6-20	July 23	15.37	17.85	31.250	116.500	1.586	1.6370	238.025
6-21	July 23	15.78	17.87	30.000	116.500	1.586	1.6790	238.000
6-22	July 23	15.29	17.87	29.450	116.000	1.566	1.6310	239.550
6-16	Aug 23	16.16	17.81	29.350	116.000	1.735	1.7270	237.025
6-19	Aug 23	—	—	—	—	—	—	—
6-20	Aug 23	16.29	17.80	30.000	114.750	1.735	1.7440	237.850
6-21	Aug 23	16.63	17.85	28.000	114.850	1.735	1.7640	238.500
6-22	Aug 23	16.18	17.85	29.200	114.025	1.735	1.7220	240.375
6-16	Sept 23	17.24	18.16	30.700	118.150	1.860	1.8300	240.850
6-19	Sept 23	—	—	—	—	—	—	—
6-20	Sept 23	17.40	18.16	31.000	116.750	1.860	1.8500	240.850
6-21	Sept 23	17.65	18.15	30.500	116.550	1.860	1.8630	241.500
6-22	Sept 23	17.28	18.15	30.500	116.650	1.860	1.8330	242.000
6-16	Oct 23	18.03	18.53	32.975	120.975	1.918	1.8950	244.500
6-19	Oct 23	—	—	—	—	—	—	—
6-20	Oct 23	18.05	18.52	33.000	119.400	1.918	1.8990	245.500
6-21	Oct 23	18.20	18.52	32.500	119.350	1.900	1.9090	245.250
6-22	Oct 23	18.02	18.52	32.500	118.900	1.900	1.9000	245.000
6-16	Nov 23	18.38	18.72	33.500	122.400	1.937	1.9300	245.450
6-19	Nov 23	—	—	—	—	—	—	—
6-20	Nov 23	18.40	18.66	33.500	121.600	1.937	1.9300	246.025
6-21	Nov 23	18.46	18.70	32.675	122.000	1.937	1.9380	247.500
6-22	Nov 23	18.38	18.70	33.000	121.750	1.937	1.9320	247.500
6-16	Dec 23	18.13	18.72	34.100	124.050	1.920	1.9050	242.000
6-19	Dec 23	—	—	—	—	—	—	—
6-20	Dec 23	18.18	18.72	34.100	123.100	1.920	1.9050	243.500
6-21	Dec 23	18.28	18.72	34.100	123.800	1.920	1.9100	244.000
6-22	Dec 23	18.19	18.72	34.100	123.500	1.920	1.9100	244.000
6-16	Jan 24	17.98	18.64	36.500	127.000	1.915	1.8900	235.500
6-19	Jan 24	—	—	—	—	—	—	—
6-20	Jan 24	18.00	18.55	36.500	125.000	1.915	1.8900	235.500
6-21	Jan 24	18.06	18.55	36.500	125.000	1.915	1.8950	235.500
6-22	Jan 24	18.05	18.55	36.500	124.500	1.915	1.8900	235.500
6-16	Feb 24	17.95	18.64	39.250	127.000	1.917	1.8900	234.475
6-19	Feb 24	—	—	—	—	—	—	—
6-20	Feb 24	18.00	18.55	39.250	127.000	1.917	1.8900	234.475
6-21	Feb 24	18.05	18.55	39.250	127.000	1.917	1.8940	234.475
6-22	Feb 24	18.00	18.55	39.250	126.500	1.917	1.8940	235.000
6-16	Mar 24	17.97	18.75	40.000	129.500	1.924	1.8900	233.000
6-19	Mar 24	—	—	—	—	—	—	—
6-20	Mar 24	18.00	18.74	40.000	129.500	1.924	1.8800	233.000
6-21	Mar 24	18.00	18.74	40.000	129.500	1.924	1.8780	233.000
6-22	Mar 24	18.00	18.74	40.000	129.000	1.924	1.8800	234.025
6-16	April 24	18.00	18.59	38.875	129.750	1.917	1.8900	232.000
6-19	April 24	—	—	—	—	—	—	—
6-20	April 24	18.00	18.55	38.875	129.750	1.917	1.8800	232.000
6-21	April 24	18.00	18.55	38.875	129.750	1.917	1.8930	232.000
6-22	April 24	18.05	18.55	38.875	129.750	1.917	1.8930	232.000
June 22		29,973	6,357	3,223	8,823	1,306	25,671	9,602

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NORTHEAST - JUNE 21: Milk volumes have held steady in the Northeast. Strong milk volumes continue to clear into Class III manufacturing. Some plant managers have shared that cheese production is seasonally steady. Demand is mixed, though year-to-date weekly average lows on industry cash exchanges have piqued some buyer interest. Retail demand is steady and food service demand is unchanged. Market participants relayed that their cheese inventories are steady.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$1.8600 - \$2.1475	Process 5-lb sliced:	\$1.6425 - \$2.1225
Muenster:	\$1.8475 - \$2.1975	Swiss 10-14 lb cuts:	\$3.4925 - \$5.8150

MIDWEST AREA - JUNE 21: Cheese makers in the upper Midwest are collectively reporting boosts in demand. Italian style cheese makers relay that slower orders in the first half of the year have begun to improve. Barrel and Cheddar producers say cheese loads are steadily moving. Customers are notably less hesitant to hold some inventories at market prices at or below \$1.50/lb. Milk remains available for Class III production. Some suppliers are selling into cheese plants to avoid milk disposal and are essentially looking for processors to cover freight costs. That being said, there is a clear shift in tone regarding the recently voluminous offerings. Some cheese makers say that recent weeks were much busier with calls from milk handlers. In fact, some said this is the first week of the year that there were no extra spot milk loads being offered.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$1.9025 - \$3.1125	Mozzarella 5-6#:	\$1.4325 - \$2.5200
Brick 5# Loaf:	\$1.6325 - \$2.2000	Muenster 5#:	\$1.6325 - \$2.2000
Cheddar 40# Block:	\$1.3550 - \$1.8975	Process 5# Loaf:	\$1.5200 - \$1.9875
Monterey Jack 10#:	\$1.6075 - \$1.9550	Swiss 6-9# Cuts:	\$3.0075 - \$3.1100

WEST - JUNE 21: Demand is steady from foodservice avenues for varietal cheeses. Although some stakeholders have noted downticks in interest, retail demand is relatively steady overall. Contract sales exerting less pull on inventories recently is relayed from a few manufacturers. Spot market activity is steady to moderate. Barrel cheese inventories are noted as slightly tighter by a few cheese makers, but loads are available to accommodate current barrel and block cheese demand. Export demand is mixed. Industry sources indicate steady demand from Mexican purchasers, and moderate to flatter demand from Asian purchasers. Plenty of Class III milk volumes are available and cheese manufacturers are running strong to steady production schedules. Block and barrel prices on the CME are relatively unchanged since last Wednesday. Some stakeholders relay sentiments that current prices are not translating to greater competitiveness amongst international markets.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts :	\$1.7350 - \$1.9350	Monterey Jack 10#:	\$1.7225 - \$1.9975
Cheddar 40# Block:	\$1.4875 - \$1.9775	Process 5# Loaf:	\$1.6450 - \$1.8000
		Swiss 6-9# Cuts:	\$2.3000 - \$3.7300

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

Variety	Date: 6/21	6/14	Variety	Date: 6/21	6/14
Cheddar Curd	\$1.96	\$1.98	Mild Cheddar	\$2.01	\$2.00
Young Gouda	\$1.76	\$1.76	Mozzarella	\$1.72	\$1.73

FOREIGN -TYPE CHEESE - JUNE 21: In Europe, milk output is declining following seasonal trends. This is contributing to lighter overall cheese production in the region. Retail demand for foreign type cheese is steady compared to recent weeks. Meanwhile, warmer temperatures are contributing to increased foodservice demand. Cheese deliveries are increasing to summer vacation destinations, as industry sources indicate purchasers are preparing for increased sales in the coming weeks. Demand for cheese is outpacing current production, and cheese makers report being unable to fill additional spot orders for near term delivery. Contacts suggest strong demand is contributing to higher cheese prices in European markets, and some anticipate prices will continue to trend upwards.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$1.7175 - 3.2050
Gorgonzola:	\$3.6900 - 5.7400	\$2.2250 - 2.9425
Parmesan (Italy):	0	\$2.1050 - 4.1950
Romano (Cows Milk):	0	\$2.9075 - 5.0625
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.5275 - 3.8525
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

DRY PRODUCTS - JUNE 22

LACTOSE CENTRAL/WEST: Prices for lactose were unchanged across the range and the mostly price series, despite continued reports of lackluster spot demand. Spot purchasers are hesitant to secure loads in large quantities and are primarily purchasing lactose to meet their near-term needs. Lactose production is steady to lighter. Ample inventories, light demand, and current market prices for lactose have caused some manufacturers to pare back lactose production.

WPC CENTRAL/WEST: Interest in WPC 34% that's interchangeable with other proteins is limited, though contacts say some demand persists for specific brands. Spot loads of WPC 34% are plentiful, but stakeholders report inventories of preferred brands are less ample. Nonfat dry milk markets have stabilized, and contacts report an uptick in demand and prices for WPC 80%. Some stakeholders suggest

these factors could have a positive impact on WPC 34% markets. Some manufacturers report lighter WPC 34% production schedules and say this could aid in reducing warehouse inventories.

CASEIN: Reports out of Europe are that seasonal milk drawdowns are beginning to take hold due to the warming temperatures. Acid and rennet casein production in Argentina is seasonally slow during the winter months. Marketers suggest prices have fallen into a more viable realm for customers. Despite price steadiness this week, market tones remain dubitable.

NDM EAST: Spot prices were generally steady, excepting the low end of the mostly series, which moved lower. Condensed skim is still widely available, but contacts foresee a drawdown on availability as milk output, in general, begins to wane seasonally. Market tones are quiet to steady.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional cheese ad numbers increased 4 percent. Sliced cheese in 6- to 8-ounce packages was the most advertised conventional cheese item, increasing by 207 percent over last week, with an average price of \$2.47, down 3 cents. Organic sliced cheese in 6- to 8-ounce packages was the most advertised organic cheese, appearing in 144 percent more ads with an average price of \$3.83, down 77 cents.

Total conventional dairy ads increased by 4 percent, and total organic dairy ads increased by 48 percent. Conventional butter in 1-pound packages appeared in 15 percent fewer ads, with an average price of \$4.29, up 44 cents from last week.

Half-gallons of milk were the most advertised organic dairy product, appearing in 124 percent more ads, with an average price of \$4.23, down 10 cents from last week.

RETAIL PRICES - CONVENTIONAL DAIRY - JUNE 23

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	2.24	2.50	1.99	NA	NA	NA	NA
Butter 1#	4.29	4.12	4.76	3.83	3.92	4.37	4.79
Cheese 6-8 oz block	2.38	2.40	2.70	2.21	2.38	1.83	2.79
Cheese 6-8 oz shred	2.67	2.13	3.04	2.29	2.45	3.37	2.55
Cheese 6-8 oz sliced	2.47	2.36	2.72	2.30	3.67	2.26	2.78
Cheese 1# block	3.80	NA	3.88	NA	3.67	3.99	3.49
Cheese 1# shred	3.89	NA	3.74	4.99	3.67	3.99	3.49
Cheese 1# sliced	NA	NA	NA	4.99	NA	NA	NA
Cheese 2# block	5.86	NA	NA	NA	6.99	6.02	5.69
Cheese 2# shred	7.27	NA	NA	NA	7.47	6.99	NA
Cottage Cheese 16 oz	2.14	2.80	1.93	1.53	2.01	2.58	1.49
Cottage Cheese 24 oz	3.65	3.99	3.99	NA	3.42	2.50	NA
Cream Cheese 8 oz	2.39	2.54	NA	3.29	2.32	2.49	2.14
Ice Cream 14-16 oz	3.53	3.88	3.62	3.06	3.53	3.28	3.55
Ice Cream 48-64 oz	3.91	3.88	3.88	3.78	4.14	3.92	3.70
Milk 1/2 gallon	1.92	2.84	1.72	1.51	1.78	1.95	1.78
Milk gallon	4.21	3.59	NA	NA	5.71	3.36	NA
Flavored Milk 1/2 gal	3.23	3.34	NA	3.00	2.99	NA	NA
Flavored Milk gallon	4.37	NA	NA	NA	4.37	NA	NA
Sour Cream 16 oz	2.05	2.18	1.91	1.97	1.97	2.28	1.74
Sour Cream 24 oz	3.42	NA	3.99	NA	2.49	2.50	NA
Yogurt (Greek) 4-6 oz	1.10	1.13	1.11	1.12	1.10	1.06	0.99
Yogurt 4-6 oz	0.63	0.65	0.66	0.65	0.67	0.56	0.47
Yogurt (Greek) 32 oz	5.58	4.84	5.10	5.99	5.99	5.99	5.99
Yogurt 32 oz	3.79	2.49	3.13	5.99	NA	3.79	NA

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:

Cream Cheese 8 oz:	NA	Yogurt 4-6 oz:	\$0.89
Butter 8 oz:	NA	Yogurt 32 oz:	\$3.99
Butter 1 lb:	\$7.38	Yogurt Greek 32 oz:	\$6.08
Cottage Cheese 16 oz:	\$4.85	Flavored Milk 1/2 gallon:	NA
Cheese 6-8 oz sliced:	\$3.83	Milk 1/2 gallon:	\$4.23
Cheese 6-8 oz shreds:	\$3.00	Milk gallon:	\$5.94
Cheese 6-8 oz block:	\$3.00	Sour cream 16 oz:	NA
Cheese 2 lb block:	NA	Ice Cream 48-64 oz:	NA

WHOLESALE BUTTER MARKETS - JUNE 21

NATIONAL: Plenty of cream is available for processing. Although ice cream makers are drawing on more cream volumes, supplies remain ample for butter producers. Churns are busy, with reports of plant managers keeping seven-day manufacturing schedules. Foodservice and retail demand is strong to steady. Loads are available to accommodate demand, and some stakeholders indicate inventories are slightly heavy. Comparatively tighter unsalted bulk butter supplies are noted as well.

WEST: Cream multiples moved higher. Although a few stakeholders relay expected slight near-term tightness in cream, plenty is available. Downtime from churn maintenance is minimal this week, as major equipment projects are noted as completed. Butter manufacturing is strong to steady, with marginal decreases to processing capacity. Foodservice and retail demand are steady, while demand from commercial bulk buyers is more moderate. Loads are available to accommodate current demand for salted and unsalted butter. A few stake-

holders relay slightly heavy inventories and tighter unsalted bulk butter supplies. Export activity is moderate.

CENTRAL: Butter makers are relaying similar notes week to week. Demand is steadily, seasonally and slowly ticking higher. Inventories are available, but for consecutive weeks, contacts say higher butterfat/unsalted loads are being sought by domestic end users. Despite reported cream multiples holding generally steady, butter plant managers say offers have quieted noticeably over the weekend and into this week. They expect some more selling off of cream in the near-term.

NORTHEAST: Cream supplies are steady in the East. Contacts have relayed that while ice cream production is seasonally strong, it is not as active as in previous years, leaving healthy cream supplies available for churning. Plant managers have shared that they are operating robust production schedules, with some locations running churns seven days a week.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
06/19/23	74,436	73,080
06/01/23	70,156	73,403
Change	4,280	-323
Percent Change	6	0

CME CASH PRICES - JUNE 19 - JUNE 23, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDN	DRY WHEY
MONDAY June 19	No Trading	No Trading	No Trading	No Trading	No Trading
TUESDAY June 20	\$1.5100 (-1/4)	\$1.3775 (+1/4)	\$2.3500 (-1/4)	\$1.1550 (-1/4)	\$0.2700 (-1/4)
WEDNESDAY June 21	\$1.5100 (NC)	\$1.4000 (+2/4)	\$2.3475 (-1/4)	\$1.1500 (-1/4)	\$0.2675 (-1/4)
THURSDAY June 22	\$1.5075 (-1/4)	\$1.4100 (+1)	\$2.3800 (+3/4)	\$1.1425 (-1/4)	\$0.2650 (-1/4)
FRIDAY June 23	\$1.5000 (-3/4)	\$1.4050 (-1/4)	\$2.4200 (+4)	\$1.1325 (-1)	\$0.2650 (NC)
Week's AVG \$ Change	\$1.5069 (-0.0331)	\$1.3981 (+0.0016)	\$2.3744 (+0.0074)	\$1.1450 (-0.0140)	\$0.2669 (-0.0091)
Last Week's AVG	\$1.5400	\$1.3965	\$2.3670	\$1.1590	\$0.2760
2022 AVG Same Week	\$2.16438	\$2.0975	\$2.94125	\$1.80125	\$0.4875

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Three cars of blocks were sold Tuesday, 2 at \$1.3650 and 1 at \$1.3700; an unfilled bid for 1 car at \$1.3775 then set the price. Four cars of blocks were sold Wednesday at prices between \$1.3750 and \$1.3925; an unfilled bid for 1 car at \$1.4000 then set the price. Four cars of blocks were sold Thursday, the last at \$1.4100, which set the price. Two cars of blocks were sold Friday, the last at \$1.4050, which set the price. The barrel price fell Tuesday on a sale at \$1.5100, declined Thursday on a sale at \$1.5075, and fell Friday on an uncovered offer at \$1.5000.

Butter Comment: The price declined Tuesday on a sale at \$2.3500, fell Wednesday on a sale at \$2.3475, increased Thursday on a sale at \$2.3800, and rose Friday on an unfilled bid at \$2.4200.

Nonfat Dry Milk Comment: The price fell Tuesday on an uncovered offer at \$1.1550 declined Wednesday on a sale at \$1.1500, dropped Thursday on an uncovered offer at \$1.1425, and fell Friday on a sale at \$1.1325.

Dry Whey Comment: The price declined Tuesday on a sale at 27.0 cents, fell Wednesday on a sale at 26.75 cents, and declined Thursday on a sale at 26.50 cents.

WHEY MARKETS - JUNE 19 - JUNE 23, 2023

RELEASE DATE - JUNE 22, 2023

Animal Feed Whey—Central: Milk Replacer:	.1900 (-1) – .2400 (-1)
Buttermilk Powder:	
Central & East:	.9200 (NC) – 1.0300 (NC) West: .8800 (NC) – .9900 (-1)
Mostly:	.9000 (NC) – .9700 (-1)
Casein: Rennet:	4.2500 (NC) – 4.7500 (NC) Acid: 4.5000 (NC) – 5.0000 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.2400 (+4) – .3200 (-4) Mostly: .2750 (NC) – .3000 (-2 1/2)
Dry Whey—West (Edible):	
Nonhygroscopic:	.2750 (+1/4) – .3950 (-3/4) Mostly: .2950 (+1/2) – .3750 (-1/2)
Dry Whey—NE:	.3200 (-1/2) – .3925 (-1/2)
Lactose—Central and West:	
Edible:	.1350 (NC) – .4800 (NC) Mostly: .1500 (NC) – .3000 (NC)
Nonfat Dry Milk—Central & East:	
Low/Medium Heat:	1.1400 (NC) – 1.2000 (NC) Mostly: 1.1500 (-1) – 1.1800 (NC)
High Heat:	1.1900 (-1) – 1.3400 (NC)
Nonfat Dry Milk—Western:	
Low/Med Heat:	1.1100 (-1) – 1.2000 (NC) Mostly: 1.1200 (-1) – 1.1900 (NC)
High Heat:	1.2500 (-1/4) – 1.4000 (NC)
Whey Protein Concentrate—34% Protein:	
Central & West:	.7000 (NC) – 1.1750 (NC) Mostly: .7500 (NC) – 1.1250 (-1/2)
Whole Milk:	1.9000 (NC) – 2.0500 (NC)

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HISTORICAL MILK PRICES - CLASS III

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	10.78	9.31	10.44	10.78	9.84	9.97	9.97	11.20	12.11	12.82	14.08	14.98
'10	14.50	14.28	12.78	12.92	13.38	13.62	13.74	15.18	16.26	16.94	15.44	13.83
'11	13.48	17.00	19.40	16.87	16.52	19.11	21.39	21.67	19.07	18.03	19.07	18.77
'12	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
'13	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
'14	<u>21.15</u>	<u>23.35</u>	<u>23.33</u>	24.31	22.57	21.36	21.60	<u>22.25</u>	<u>24.60</u>	<u>23.82</u>	21.94	17.82
'15	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
'16	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
'17	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
'18	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
'19	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	<u>19.37</u>
'20	17.05	17.00	16.25	13.07	12.14	21.04	<u>24.54</u>	19.77	16.43	21.61	<u>23.34</u>	15.72
'21	16.04	15.75	16.15	17.67	18.96	17.21	16.49	15.95	16.53	17.83	18.03	18.36
'22	20.38	20.91	22.45	<u>24.42</u>	<u>25.21</u>	<u>24.33</u>	22.52	20.10	19.82	21.81	21.01	20.50
'23	19.43	17.78	18.10	18.52	16.11							

USDA Buys 38.3 Million Pounds Of Cheese For October - June Delivery

Washington—USDA's Agricultural Marketing Service (AMS) on Thursday announced the awarding of contracts to six companies for a total of 38,317,800 pounds of cheese for delivery from Oct. 1, 2023, through June 30, 2024.

The cheese, along with a number of other commodities, are being purchased in support of CCC-TEFAP domestic food distribution programs.

AMS in late May had issued a solicitation for the procurement of multiple protein commodities, including cheese.

The agency was specifically seeking to purchase roughly 47.7 million pounds of cheese. AMS won't consider any additional or further offers under this solicitation.

Cheese purchase contracts were awarded as follow:

Saputo Cheese USA: 7,056,000 pounds of Mozzarella, 6/2-pound packages, at a total price of \$15,170,400.00.

Masters Gallery Foods: 6,804,000 pounds of Cheddar cheese, 12/1-pound packages, at a total price of \$20,684,160.00.

Great Lakes Cheese: 3,969,000 pounds of Cheddar cheese, 12/1-pound packages, at a total price of \$13,573,980.00.

Dairy Farmers of America: 3,192,000 pounds of shredded Cheddar cheese, 6/2-pound packages, at a total price of \$8,674,260.00.

Associated Milk Producers, Inc.: 10,248,000 pounds of shredded Cheddar cheese, 6/2-pound packages, at a total price of \$26,029,920.00.

Bongards Creameries: 7,048,800 pounds of blended American cheese loaves, at a total price of \$21,886,524.00.

Meanwhile, USDA on Thursday invited offers to sell 715,500 containers of fluid milk for delivery during August.

The agency is specifically seeking 57,600 gallons and 283,500 half-gallons of 1 percent milk; 158,400 gallons and 170,100 half-gallons of 2 percent milk; and 21,600 gallons and 24,300 half-gallons of skim milk.

Bids are due by 1:00 p.m. Central time on Monday, July 10. This is a firm fixed price solicitation. Offers must be submitted electronically via the Web-Based Supply Chain Management System (WBSCM)

For more information on selling dairy or other food products to USDA, visit www.ams.usda.gov/selling-food.

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