



CHEESE REPORTER

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USDA Dairy Product Purchases Fell In Value, Volume In Fiscal '23

Cheese Purchases Increased In Both Volume And Value In Fiscal 2023; Fluid Milk Purchases Dropped

Washington—Dairy product purchases made by USDA's Agricultural Marketing Service (AMS) during fiscal year 2023 were lower in both volume and value than fiscal 2022 purchases, according to figures recently released by AMS.

In fiscal 2023 (which ran from Oct. 1, 2022, through Sept. 30, 2023), AMS purchased 299.02 million pounds of dairy products — including cheese, butter, fluid milk, evaporated milk, UHT milk, instant nonfat dry milk, and high protein yogurt — down 45.5 million pounds from fiscal 2022 and the lowest total since fiscal 2017's 265.7 million pounds.

On a value basis, AMS in fiscal 2023 purchased \$519.2 million worth of dairy products, down \$40.9 million from fiscal 2022 and the lowest value of dairy product purchases since fiscal 2021's \$489.2 million.

In fiscal 2023, AMS purchased a total of 204.8 million pounds of cheese, up 8.3 million pounds from fiscal 2022 and up 54.7 mil-

lion pounds from fiscal 2021, but down 1.5 million pounds from fiscal 2020.

The value of fiscal 2023's cheese purchases was \$458.0 million, up from \$444.0 million in fiscal 2022, \$279.2 million in fiscal 2021 and \$442 million in fiscal 2020.

AMS in fiscal 2023 paid an average of \$2.24 per pound for the cheese it purchased, down from an average of \$2.26 per pound in fiscal 2022 but up from an average of \$1.86 per pound in fiscal 2021 and \$2.14 per pound in fiscal 2020.

In fiscal 2023, AMS cheese purchases by product category, on both a volume and a value basis, with comparisons to fiscal 2022, were as follows:

Mozzarella: 73.8 million pounds, at a value of \$153.1 million. In fiscal 2022, AMS purchased 77.5 million pounds of Mozzarella at a value of \$165.9 million.

Natural American cheese (this category also includes Pepper Jack cheese): 87.5 million pounds, at a

value of \$207.2 million. In fiscal 2022, AMS purchased 80.7 million pounds of natural American cheese (including Pepper Jack and Swiss cheese), at a value of \$191.8 million.

Processed cheese: 43.4 million pounds, at a value of \$97.0 million. In fiscal 2022, AMS purchased 38.3 million pounds of processed cheese, at a value of \$86.4 million.

Also in fiscal 2023, AMS purchased a total of 287,280 pounds of butter, unchanged from fiscal 2022 but down from 43.0 million pounds in fiscal 2021 and 20.4 million pounds in fiscal 2020.

The value of fiscal 2023's butter purchases was \$824,220, or \$2.87 per pound, down from \$851,798, or \$2.97 per pound, in fiscal 2022.

AMS purchased a total of 38.2 million pounds of fresh fluid milk in fiscal 2023, down 58.4 million pounds from fiscal 2022, down 119.2 million pounds from fiscal 2021 and down 78.4 million pounds from fiscal 2020. That's the lowest level of fresh fluid milk

• See **USDA Dairy Buys**, p. 4

Milk Production Declined Slightly In Sept.; Third-Quarter Output Fell 0.7%

Washington—US milk production in the 24 reporting states during September totaled 17.5 billion pounds, down slightly (by 0.03 percent) from September 2022, USDA's National Agricultural Statistics Service (NASS) reported Thursday.

August's milk production estimate was revised down by 73 million pounds, so output was down 0.7 percent from August 2022, rather than down 0.3 percent as originally estimated.

Production per cow in the 24 reporting states averaged 1,960 pounds in September, three pounds above September 2022.

The number of milk cows on farms in the 24 reporting states in September was 8.91 million head, 16,000 head less than September 2022, and 2,000 head less than August 2023.

For the US as a whole, milk production during the July-September quarter totaled 56.1 billion pounds, down 0.7 percent from the same quarter last year. By contrast, milk production during the January-March quarter had been up 1.0 percent from a year earlier, while April-June production was up 0.3 percent from a year earlier.

The average number of milk cows in the US during the third quarter was 9.38 million head, 43,000 head less than the April-

• See **Milk Output Falls**, p. 6

IDFA Adds Three New Initiatives To Diversity, Inclusion Workplace Efforts

Chicago—The International Dairy Foods Association (IDFA) unveiled three new initiatives to further strengthen diversity and inclusion across the US dairy industry.

The new efforts were announced here Thursday at the International Dairy Federation's (IDF) World Dairy Summit.

Specifically, IDFA has added three new elements to its People Strategy, first launched in 2019 to help support both the dairy sector and the people who work to maintain its level of excellence.

Signature programs include the NextGen Leadership Program and IDFA Leadership

• See **IDFA People Strategy**, p. 10

International Dairy Federation Marks 120 Years At World Dairy Summit

Chicago—The International Dairy Federation (IDF) this week held its first World Dairy Summit in the US in 30 years, with more than 1,240 industry leaders from 55 countries gathering here to celebrate IDF's 120th anniversary.

Founded in 1903, IDF has been a leading source of scientific and technical expertise for all stakeholders in the dairy supply chain.

With over 1,200 dairy experts in 39 member countries around the world, IDF represents 74 percent of global milk production and provides a permanent source of scientific and technical information relevant to the dairy sector.

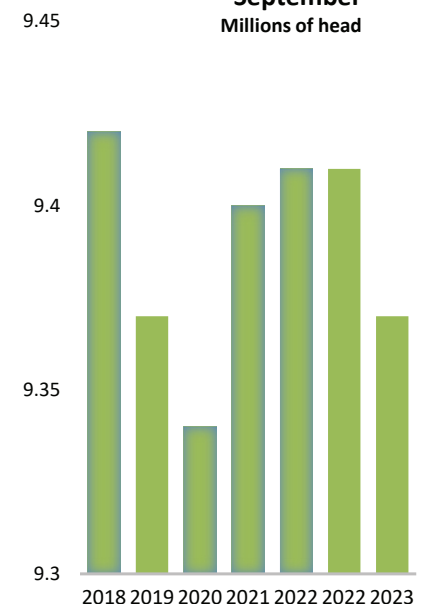
As part of its 120th anniversary, IDF's General Assembly,

representing a broad swath of dairy-producing countries from around the world, issued a statement aiming to "reinforce the importance of working together and empowering the next generation of leaders within the global dairy sector to maximize dairy's Boundless commitment and Endless ambition to sustainably nourish people and communities and to make a positive difference in the world."

In the context of the World Dairy Summit, IDF signed Memorandums of Understanding (MOU) with other key stakeholders, including the International Committee for Animal Recording (ICAR) and the Inter-American Institute for Cooperation on Agriculture (IICA).

• See **World Dairy Summit**, p. 7

Total US Milk Cows
September
Millions of head





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Globally, US Dairy Industry Has Changed A Lot Since 1993

The International Dairy Federation held its annual World Dairy Summit in the US this week, specifically in Chicago. IDF noted that this was the first time the World Dairy Summit has been held in the US in 30 years.

That got us thinking about where the US dairy industry stood, globally, back in 1993, compared to where it stands today. It's safe to say things are a bit different now than they were three decades ago.

For starters, one only has to look at some of the key sponsors of this year's World Dairy Summit to see how much has changed for the US dairy industry over the past 30 years. The "Diamond" sponsor is Dairy Management, Inc. (DMI), which didn't exist back in 1993.

DMI was actually established in 1995, when National Dairy Board and United Dairy Industry Association board members created DMI as the organization responsible for boosting demand for US-produced dairy products on behalf of US dairy farmers.

DMI today isn't just funded by dairy farmers; in 2011, dairy importers started being assessed the equivalent of 7.5 cents per hundredweight of milk on imported dairy products. So today, DMI's mission is to drive increased sales of and demand for dairy products and ingredients on behalf of dairy producers and dairy importers.

One of the "Gold" World Dairy Summit sponsors is the US Dairy Export Council, which also didn't exist back in 1993. USDEC was formed by DMI in 1995 to leverage investments of processors, exporters, farmers and industry suppliers to enhance the US dairy industry's ability to serve international markets.

Today, USDEC also receives funding from USDA's Foreign Agricultural Service, under both the Market Access Program and

the Foreign Market Development Program.

Another "Gold" World Dairy Summit sponsor is the Consortium for Common Food Names. CCFN is a relatively young organization, having been formed in 2012. CCFN didn't really have to exist until then, because the European Union hadn't been nearly as aggressive in trying to protect its cheese and other common food names in trade agreements with various countries around the world.

And that situation has only gotten worse since CCFN was established, both because the EU has continued to sign trade deals that protect common food names and because the list of protected cheese names continues to expand to include cheeses that have long been considered generic.

Just to cite one example: the European Commission in 2019 agreed to register the name "Havarti" as a protected geographical indication for Denmark, despite the facts that, among other things, Havarti is produced in large volumes outside that country, and has had a Codex standard since 1966.

How significant a role did the US play in the global dairy market back in 1993, and how has that role changed since then? Well, in 1993, US dairy exports were valued at \$877.3 million, while dairy imports were valued at \$955.7 million, for a dairy trade deficit of \$78.4 million.

The following year, the value of dairy exports dropped to \$736.7 million, while the value of dairy imports actually topped \$1.0 billion for the first time, at \$1.066 billion.

The US cheese trade balance also helps illustrate the US dairy industry's position on the global stage 30 years ago. In 1993, the US exported 38.2 million pounds of cheese, and imported 320.6 million pounds of cheese,

CCFN didn't really have to exist until then, because the European Union hadn't been nearly as aggressive in trying to protect its cheese and other common food names in trade agreements with various countries around the world.

for a cheese trade deficit of 282.4 million pounds.

Suffice it to say that the US ran a significant dairy and cheese trade deficit 30 years ago. Oh, and it's worth remembering that a fair amount of US dairy exports were subsidized back then, under USDA's Dairy Export Incentive Program.

Today, of course, the US runs a significant dairy trade surplus. In 2022, US dairy exports were valued at \$9.5 billion, while dairy imports were valued at \$4.7, for a dairy trade surplus of \$4.8 billion. Also in 2022, cheese exports totaled 992 million pounds, while cheese imports totaled 414 million pounds, for a cheese trade surplus of 578 million pounds.

One additional area worth highlighting here is the evolution of the US cheese industry over the past 30 years. Specifically, the US has greatly diversified its cheese production; while overall cheese production hasn't declined since 1991, and that growth has been driven primarily by Mozzarella and Cheddar, the US has also greatly expanded its specialty cheese production.

The US doesn't specifically track specialty cheese production, but the state of Wisconsin does, and those statistics coincidentally date back to 1993, when Wisconsin's specialty cheese output totaled 83.1 million pounds. By last year, the state's specialty cheese production had grown to 928 million pounds.

This diversification can also be seen at the national level, with states from coast to coast producing award-winning specialty cheeses made not only from cow's milk but also from goat, sheep and other milks.

No doubt about it, the US dairy industry has changed considerably since the World Dairy Summit was held here in 1993. Kind of makes us wonder what it will look like in 2053.

Global Dairy Trade Price Index Rises 4.3%; Prices Increase For All Products

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction increased 4.3 percent from the previous auction, held two weeks ago.

That was the fourth consecutive increase in the GDT price index.

In this week's auction, which featured 167 participating bidders and 117 winning bidders, prices were higher for Cheddar cheese, skim milk powder, whole milk powder, butter, anhydrous milkfat and lactose.

Buttermilk powder wasn't offered in this week's auction, GDT reported.

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 \$3,858 per metric ton (\$1.75 per pound), up 0.2 percent. Average winning prices were: Contract 1 (November), \$3,796 per ton, down 4.2 percent; Contract 2 (December), \$3,603 per ton, down 5.6 percent; Contract 3 (January 2024), \$3,791 per ton, down 0.5 percent; Contract 4 (February), \$4,018 per ton, up 5.6 percent; Contract 5 (March),

\$4,056 per ton, up 1.2 percent; and Contract 6 (April), \$4,280 per ton, up 8.6 percent.

Skim milk powder: The average winning price was \$2,659 per ton (\$1.21 per pound), up 4.3 percent. Average winning prices were: Contract 1, \$2,626 per ton, up 4.9 percent; Contract 2, \$2,665 per ton, up 4.7 percent; Contract 3, \$2,644 per ton, up 3.7 percent; Contract 4, \$2,665 per ton, up 3.7 percent; and Contract 5, \$2,738 per ton, up 5.0 percent.

Whole milk powder: The average winning price was \$3,059 per ton (\$1.39 per pound), up 4.2 percent. Average winning prices were: Contract 1, \$3,046 per ton, up 3.7 percent; Contract 2, \$3,053 per ton, up 4.6 percent; Contract 3, \$3,055 per ton, up 3.7 percent; Contract 4, \$3,133 per ton, up 4.6 percent; and Contract 5, \$3,157 per ton, up 4.1 percent.

Butter: The average winning price was \$4,940 per ton (\$2.24 per pound), up 2.9 percent. Average winning prices were: Contract 2, \$4,950 per ton, up 3.3 percent; Contract 3, \$4,905 per ton, up 2.3 percent; Contract 4, \$4,930 per ton, up 2.6 percent; Contract 5, \$4,960 per ton, up 2.8 percent; and Contract 6, \$5,000 per ton, up 3.7 percent.

Anhydrous milkfat: The average winning price was \$5,310 per ton (\$2.41 per pound), up 7.1 percent. Average winning prices were: Contract 2, \$5,408 per ton, up 8.9 percent; Contract 3, \$5,379 per ton, up 8.9 percent; Contract 4, \$5,250 per ton, up 6.3 percent; Contract 5, \$5,164 per ton, up 3.1 percent; and Contract 6, \$5,171 per ton, up 2.0 percent.

Lactose: The average winning price was \$599 per ton (27.2 cents per pound), up 0.2 percent. That was for Contract 2.

ASB Bank, in its "Commodities Weekly" report, noted that prices have managed "reasonable lifts" for four consecutive Global Dairy Trade auctions, with August's lows looking increasingly like a near-term floor.

All of the whole milk powder contracts (stretching well into the season) have lifted, and the curve has been consistently flattish-to-slightly-upward tilting.

That's a sign that underlying demand is indeed firmer and it isn't only a near-term shortage or some other squeeze skewing the overall figure.

ASB still sees downside risk to the outlook that is keeping it more cautious than both other forecasters and futures market expectations.

Still, near-term risks to the dairy price outlook are clearly looking more balanced.

ASB Bank has lifted its milk price forecast for the 2023/24 season, with its new estimate sitting at \$7.35 per kilogram of milk solids.

In other GDT developments, to entice new sellers, GDT this week announced that it is expanding its sales and marketing resources while concurrently exploring strategies to reduce entry barriers and strengthen its value proposition.

Global Dairy Trade is proposing to make several changes to the GDT Trading Event rules.

These changes are aimed at ensuring that its rules and incentives are tailored to accommodate the diverse range of new sellers expected to join GDT in the coming years.

The first main proposal is to remove the 5,000-metric-ton minimum volume requirement and substitute in a more qualitative criterion for accepting a new seller to GDT.

The second main proposal is to establish a new "Inactive Participant" category with reduced benefits available to an inactive seller (or bidder) compared to an active seller (or bidder).

Global Dairy Trade is inviting feedback on the proposed changes via email at help@globaldairytrade.info.

The deadline to submit comments is Nov. 15, 2023



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USDA Dairy Buys

(Continued from p. 1)

purchased by AMS since the agency started buying fresh milk in fiscal 2018 (purchases that fiscal year totaled 63.0 million pounds).

The value of fiscal 2023's fluid milk purchases was \$16.2 million, down from \$40.7 million in fiscal 2022, \$54.9 million in fiscal 2021 and \$43.7 million in fiscal 2020.

AMS purchased 2,128,314 pounds of high protein yogurt in fiscal 2023, down 28,290 pounds from fiscal 2022 but up 341,262 pounds from fiscal 2021. The value of fiscal 2023 yogurt purchases was \$3.6 million, up from \$3.2 million in fiscal 2022 and up from \$2.1 million in fiscal 2021.

Also in fiscal 2023, AMS purchased 45.8 million pounds of UHT milk, up 10.4 million pounds from fiscal 2022 but down 864,796 pounds from fiscal 2021. Fiscal 2023's UHT milk purchases were valued at \$20.1 million, up from \$18.9 million in fiscal 2022 but down from \$23.9 million in fiscal 2021.

AMS purchased 3.9 million pounds of instant nonfat dry milk in fiscal 2023, down 9.4 million pounds from fiscal 2022. The value of those fiscal 2023 purchases was \$14.2 million, down \$37.8 million from fiscal 2022's purchases.

Finally in fiscal 2023, AMS purchased 483,327 pounds of evaporated milk, at a cost of \$477,661. That compares to fiscal 2022 evaporated milk purchases of 294,432 pounds, at a cost of \$331,135.

Mozzarella Purchase Awards

In other AMS dairy commodity purchase developments, AMS on Monday announced the awarding of contracts to five companies for a total of 75,317,200 pounds of Mozzarella for delivery during calendar year 2024.

The Mozzarella is being purchased in support of child nutrition and other related domestic food distribution programs. Contracts were awarded as follows:

Agropur: 5,551,875 pounds of low moisture part skim unfrozen processor pack.

Dairy Farmers of America: 4,194,750 pounds of low moisture part skim unfrozen processor pack.

Leprino Foods: 26,895,750 pounds of low moisture part skim unfrozen processor pack.

Miceli Dairy Products Co.: 2,983,680 pounds of low moisture part skim shredded frozen 30-pound boxes; 282,240 pounds of Lite Mozzarella, shredded frozen 30-pound boxes; and 16,038,750 pounds of LMPS unfrozen processor pack.

Saputo Cheese USA: 2,741,760 pounds of low moisture part skim shredded frozen 30-pound boxes; 1,048,320 pounds of Lite Mozzarella, shredded frozen 30-pound boxes; 4,435,200 pounds of low moisture part skim frozen 8/6-pound loaves; and 11,144,875 pounds of low moisture part skim unfrozen processor pack.

USDA Plans To Buy Cheese, Milk

Last week, USDA announced plans to purchase dairy, livestock and poultry products for distribution to various food nutrition assistance programs. Purchases will be made under the authority of Section 5 of the Commodity Credit Corporation Charter Act.

The announcement stated that potential dairy product purchases may include blended American skim loaves; yellow Cheddar chunks; yellow shredded Cheddar; process white sliced cheese loaves; and gallons and half-gallons of 1 and 2 percent milk.

Solicitations will be issued in the near future and will be available electronically through

the Web-Based Supply Chain Management (WBSCM) system, USDA noted. Public WBSCM information is available without an account on the WBSCM Public Procurement Page.

All future information regarding this acquisition, including solicitation amendments and award notices, will be published through WBSCM and on the Agricultural Marketing Service's website at www.ams.usda.gov/selling-food. Interested parties will be responsible for ensuring they have the most up-to-date information about this acquisition.

The contract type is anticipated to be firm-fixed-price. Deliveries are expected to be to various locations in the US.

Commodities and the products of agricultural commodities acquired under this contract must be a product of the US and will be considered such a product if it is growth, processed and otherwise prepared for sale or distribution exclusively in the US.

To be eligible to submit offers, potential contractors must meet the AMS vendor qualification requirements. The AMS point of contact for new vendors is Andrea Lang, who can be reached by phone at (202) 720-4237, or by email at NewVendor@usda.gov.

Several days after USDA made that announcement, AMS issued an inviting offers to sell 3,960,000 pounds of process white sliced 6/5-pound loaves to the agency. Bids are due by 1:00 p.m. Central time on Wednesday, Nov. 1, 2023.

Under this solicitation, offerors have to submit a unit price in WBSCM, for delivery to each state, inclusive of all costs associated through final delivery. State pricing entered should be the same for all delivery points within each state and be inclusive of all delivery charges, including multi-stop loads.

FROM OUR ARCHIVES

50 YEARS AGO

Oct. 19, 1973: Chicago—The National Cheese Institute reported US cheese imports increased during the first seven months of 1973, although less than permitted under President Nixon's April 25 authorization of a temporary 50 percent increase in cheese import quotas for the period ending July 31. The amount of the authorized increase was roughly 63.7 million pounds.

Chicago—Consumer information programs for grocery products can be harmful to the very segments of the population they're supposed to help — the poor, under-educated and the elderly, the Consumer Research Institute reported. There's a point where consumers become overloaded with information, the Institute said.

25 YEARS AGO

Oct. 23, 1998: Waupun, WI—George Gould, 78, general manager of Alto Dairy Co-op for 32 years, from 1953 to 1985, passed away at his home this week. Gould began his career with Dairyland Cooperative Association in Juneau, WI.

10 YEARS AGO

Oct. 18, 2013: Sugarcreek, OH—The annual cheese auction celebrating Ohio's Grand Champion Swiss Cheese Maker has raised \$19,803.70. Guggisberg Cheese of Millersburg, OH, was named Grand Champion and Broad Run Dairy, Dover, OH, earned Reserve Champion honors.

Hiram, OH—Great Lakes Cheese announced that it will open its first Southeast packaging facility in Manchester, TN. Great Lakes Cheese will invest \$100 million in its new 330,000 square-foot packaging plant in Manchester, and eventually create over 200 new jobs. This will be the fourth super plant that Great Lakes Cheese operates and its ninth facility nationwide.

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USDA Extends Application Deadline For New Milk Loss Program To October 30

Washington—The US Department of Agriculture (USDA) is extending the application deadline for the new Milk Loss Program (MLP) to Monday, Oct. 30, 2023, to allow more time for eligible dairy farmers to apply for weather-related disaster recovery assistance.

The Milk Loss Program, administered by USDA's Farm Service Agency (FSA), compensates dairy producers who, because of qualifying weather events, dumped or removed milk without compensation from the commercial milk market in calendar years 2020, 2021 and 2022. Qualifying disaster events include droughts, wildfires, hurricanes, floods, derechos, excessive heat, winter storms, freeze (including a polar vortex) and smoke exposure.

Eligible causes of loss also include consequences of these weather events, such as power outages, impassable roads and infrastructure losses.

FSA opened MLP enrollment on Sept. 11, 2023; the original application deadline was Oct. 16, 2023. To apply for the Milk Loss Program, dairy producers must submit:

- FSA-376, Milk Loss Program Application
- Milk marketing statement from the: month prior to the month milk was removed or dumped; and affected month.
- Detailed written statement of milk removal circumstances, including the weather event type and geographic scope, what transportation limitations occurred and any information on what was done with the removed milk.
- Any other information required by the regulation.

Also, if not previously filed with FSA, applicants must also submit several other items within 60 days of the MLP application deadline.

"We recognize that MLP benefits are critical to the financial recovery of dairy operations significantly impacted by weather-related disasters that inhibited their ability to deliver or store their milk in one, or even multiple years," said FSA Administrator Zach Ducheneaux. "We also understand that dairy farming is a 24/7, 365-day commitment. We hope the application deadline extension ensures that all dairy farmers in need of assistance will now have adequate time to apply."

For more information, visit www.fsa.usda.gov.

Senate Bill Aims To Boost Federal Support For Organic Dairy Industry

Washington—US Sen. Peter Welch (D-VT) on Thursday introduced legislation aimed at expanding federal support for organic dairy farmers and extending emergency assistance to farmers facing losses due to factors like feed shortages and increased costs.

The Organic Dairy Assistance, Investment, and Reporting Yields Act (ODairy) of 2023 also increases investments in the organic dairy industry to ensure resiliency and longevity, and works to improve data collection for organic milk production to enhance price accuracy and transparency.

The legislation is co-sponsored by US Sens. Tammy Baldwin (D-WI), Bernie Sanders (I-VT), and Kirsten Gillibrand (D-NY).

Supporters of the legislation include the Organic Farmers Association, Organic Valley, Northeast Organic Farmers Association-Vermont, Northeast Organic Farmers Association-New York, the Maine Organic Farmers and Gardeners Association, Western Organic Dairy Producers Alliance, Straus Family Creamery, the Northeast Organic Dairy Producers' Association, the National Organic Coalition, and the Center for Food Safety.

According to the Organic Farmers Association, the O Dairy Act:

- Extends USDA's Emergency Assistance for Livestock, Honeybees and Farm-Raised Fish Program to organic dairy farmers facing losses due to factors like organic feed shortages and increased input costs that result in a net income decrease of more than 10 percent in a given year.
- Requires USDA to streamline the payment process under this

program and mandates improved data collection for organic dairy, including cost-of-production data for organic milk, feedstuff prices, and other production-related costs.

- Establishes the "Organic All Milk Price Survey" to collect and report data about organic milk prices.

- Requires USDA to publish periodic reports for organic milk, equivalent to data reported for conventionally produced milk.

- Directs USDA to develop a proposal and submit a report to Congress with recommendations for implementing an organic dairy safety net program.

- Establishes programs and positions to boost infrastructure investments, research, and innovation, including authorizing funding for on-farm processing infrastructure.

"Organic dairy farmers in Vermont and around the country are facing an ongoing economic crisis fueled by supply chain volatility, increased input costs, and pay prices below their cost of production," said Grace Oedel, executive director of the Northeast Organic Farming Association of Vermont.

"These farms combat climate change, produce nourishing food, and keep our rural communities healthy. We're grateful for Senator Welch's leadership in bringing this bill forward to provide much needed support," Oedel said.

"Family run organic dairy farms provide healthy food and environmental stewardship to rural communities across the country. The O DAIRY Act can provide much needed investments to alleviate the economic crisis these

farmers are facing and provide valuable data collection to inform future support for the industry," said OFA executive director Kate Mendenhall.

"It is very encouraging to see the introduction of the O DAIRY Act. The organic dairy industry has faced several unique challenges over the last five years that have resulted in several farms across the country closing their doors," said Zach Cahill, board president of the Western Organic Dairy Producers Alliance.

"While acknowledging that there is still more work to be done, organic dairies like mine see this as a huge step towards providing stability to organic milk sheds across the country," Cahill continued. "The organic dairy community applauds the numerous folks who have stepped up to fight for the rural communities that this Act will help support."

"A thanks to Senator Peter Welch for putting this legislation forward. He and other co-sponsors are right to call for improved data collection as it relates to organic dairy and especially organic feed costs," said LeAnna Compagna, Organic Valley dairy farmer-member from Whiting, VT.

"We just do not have good regional or even consistent nationally aggregated information on those input costs which can really impact dairy farm planning and profitability. This will be a good improvement to secure in a farm bill," Compagna added.

"Vermont's organic dairy farms are an important part of our state's culture and local economies. They produce world-class dairy, but recent economic challenges have taken their toll on many of these generational family businesses," Welch said.

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Milk Output Falls

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June quarter, and 33,000 head less than the third quarter in 2022.

California's September milk production totaled 3.2 billion pounds, down 1.8 percent from September 2022, due to 9,000 fewer milk cows and 25 less pounds of milk per cow. California's third-quarter milk production totaled 9.85 billion pounds, down 4.0 percent from 2022's third quarter. The state's April-June output had been down 1.3 percent from a year earlier.

Wisconsin's September milk production totaled 2.65 billion pounds, up 1.1 percent from September 2022, due to 1,000 fewer milk cows but 25 more pounds of milk per cow.

Wisconsin's July-September milk production totaled 8.15 billion pounds, up 0.8 percent from the same period last year. The state's second-quarter output had been up 0.8 percent from 2022's second quarter.

September milk production in Idaho totaled 1.38 billion pounds, down 0.6 percent from September 2022, due to 5,000 more milk cows but 30 less pounds of milk per cow. During the third quarter, Idaho's milk production totaled

4.29 billion pounds, down 0.2 percent from 2022's third quarter. The state's April-June milk output had been up 2.5 percent from the same period in 2022.

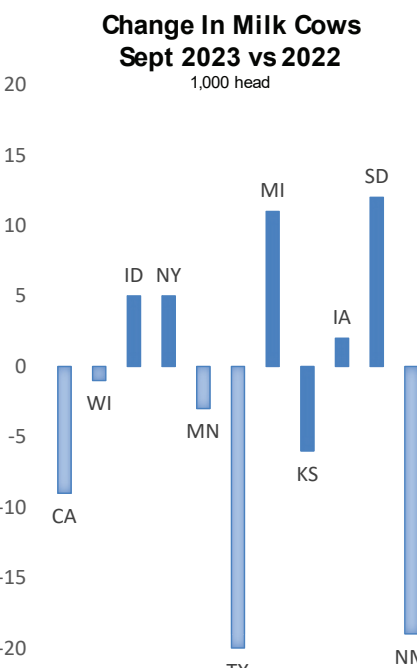
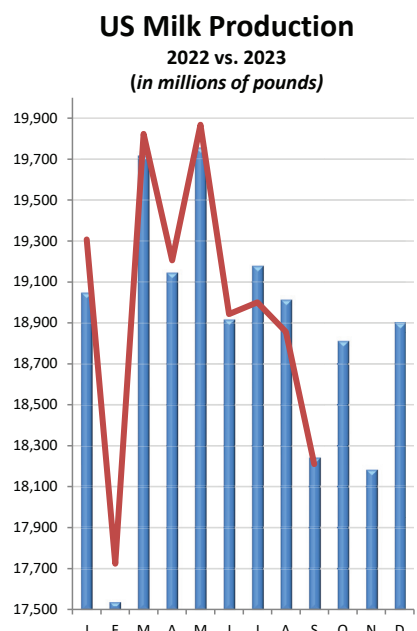
Milk production in Texas during September totaled 1.33 billion pounds, down 1.0 percent from September 2022, due to 20,000 fewer milk cows but 45 more pounds of milk per cow.

Texas's July-September milk production totaled 4.01 billion pounds, down 2.4 percent from the same period last year. The state's second-quarter output had been down 0.9 percent from 2022's second quarter.

New York's September milk production totaled 1.31 billion pounds, up 2.0 percent from September 2022, due to 5,000 more milk cows and 25 more pounds of milk per cow.

New York's third-quarter milk production totaled 4.1 billion pounds, up 3.3 percent from 2022's third quarter. The state's April-June output had been up 3.0 percent from a year earlier.

Michigan's September milk production totaled 983 million pounds, up 2.7 percent from September 2022, due to 11,000 more milk cows and five more pounds of milk per cow. Michigan's July-September milk production



Milk Production by State

STATE	Sept 2022 (millions of lbs)	Sept 2023 (millions of lbs)	% output change	Change Cows
California	3274	3214	-1.8	-9000
Wisconsin	2618	2648	1.1	-1000
Idaho	1389	1380	-0.6	5000
Texas	1343	1330	-1.0	-20000
New York	1284	1310	2.0	5000
Michigan	957	983	2.7	11000
Minnesota	858	853	-0.6	-3000
Pennsylvania	786	785	-0.1	-2000
New Mexico	559	519	-7.2	-19000
Washington	517	511	-1.2	NC
Iowa	476	480	0.8	2000
Ohio	443	458	3.4	5000
Colorado	439	422	-3.9	-8000
South Dakota	355	376	5.9	12000
Indiana	353	365	3.4	5000
Arizona	349	362	3.7	6000
Kansas	342	329	-3.8	-6000
Oregon	220	213	-3.2	-4000
Vermont	207	203	-1.9	-1000
Utah	175	175	NC	NC
Georgia	156	164	5.1	2000
Florida	133	149	12.0	7000
Illinois	132	131	-0.8	-1000
Virginia	111	113	1.8	-1000

totalled 3.04 billion pounds, up 3.3 percent from a year earlier. The state's second-quarter output had been up 2.9 percent from 2022's second quarter.

September milk production in Minnesota totaled 853 million pounds, down 0.6 percent from September 2022, due to 3,000 fewer milk cows and unchanged milk per cow.

Minnesota's third-quarter output totaled 2.64 billion pounds, down 0.8 percent from 2022's third quarter. The state's April-June milk production had been up 2.1 percent from the same period in 2022.

Pennsylvania's September milk production totaled 785 million pounds, down 0.1 percent from September 2022, due to 2,000 fewer milk cows but five more pounds of milk per cow.

Pennsylvania's July-September milk production totaled 2.44 billion pounds, down 0.2 percent from the same period last year. The state's second-quarter output had been down 0.5 percent from 2022's second quarter.

New Mexico's September milk production totaled 519 million pounds, down 7.2 percent from September 2022, due to 19,000 fewer milk cows and 10 less pounds of milk per cow. New Mexico's third-quarter milk production totaled 1.6 billion pounds, down 8.1 percent from

2022's third quarter. The state's April-June milk output had been down 4.8 percent from the same period last year.

Washington's September milk production totaled 511 million pounds, down 1.2 percent from September 2022, due to unchanged milk cow numbers but 20 less pounds of milk per cow. Washington's July-September milk production totaled 1.57 billion pounds, down 0.2 percent from the same period last year.

The state of Washington's second-quarter output had been up 0.1 percent from 2022's second quarter.

All told for the 24 reporting states in September, compared to September 2022, milk production was higher in 11 states, with those increases ranging from 0.8 percent in Iowa to 12.0 percent in Florida; lower in 12 states, with those declines ranging from 0.1 percent in Pennsylvania to 7.2 percent in New Mexico; and unchanged in Utah.

For the 48 contiguous states during the third quarter, compared to the third quarter of 2022, milk production was higher in 14 states, with those increases ranging from 0.5 percent in Wyoming to 6.7 percent in Florida; and lower in 34 states, with those declines ranging from 0.2 percent in both Idaho and Pennsylvania to 22.2 percent in Arkansas.



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Citing Decline In Newborns In China, Nestle Plans To Close Infant Formula Plant In Ireland

Askeaton, Ireland—Nestle this week announced a proposal to cease operations in its Wyeth Nutrition infant formula factory in Askeaton, Ireland, by the first quarter of 2026.

Nestle is also proposing to close the co-located R&D center by the first quarter of 2025.

The facilities were part of Nestle's acquisition of Pfizer Nutrition in 2012. Operating as Wyeth Nutritionals Ireland Ltd (WNIL), the factory manufactures infant formula products exclusively for export to markets in Greater China and Asia.

External trends have significantly impacted demand for infant nutrition products in the Greater China region, Nestle explained. The number of newborn babies in China has declined sharply from some 18 million per year in 2016 to fewer than 9 million projected in 2023.

The market, which had previously been reliant on imported infant formula products, is also seeing rapid growth in locally produced products, Nestle noted.

To adapt to those changes, Nestle is proposing to transfer the production from Askeaton to two existing factories: Suzhou, Mainland China, and Konolfingen, Switzerland.

Konolfingen is also home to Wyeth and Nestle Nutrition's global R&D center of excellence for infant and maternal products. It is proposed that R&D work at Askeaton would be absorbed into Konolfingen, where 365 colleagues work on research and product development across several disciplines, and a satellite R&D center in Shanghai would be strengthened.

To date, Nestle said it has not been able to find a buyer. Therefore, the company will commence a consultation process with its employees on a proposed closure. During this consultation, Nestle said it remains open to approaches from a credible buyer.

Nestle noted that, in 2008, a melamine crisis impacting local infant formula manufacturers in Mainland China resulted in eroded consumer confidence in locally produced products; local product sales declined significantly and demand for imported infant formula products expanded rapidly. In recent years, the Chinese authorities have enhanced and implemented significant improvements in infant formula regulatory controls.

World Dairy Summit

(Continued from p. 1)

At the summit, Piercristiano Brazzale, IDF president, and Caroline Emond, IDF director general, along with US-IDF co-chairs Nick Gardner and Shawna Morris, emphasized the importance of bringing the global dairy sector together.

"As it has been since the first World Dairy Congress held in 1903 in Brussels, the IDF WDS has been an unmatched opportunity to collaborate on the most promising opportunities and most important challenges in the dairy sector," Brazzale said. "The hard work and dedication of everyone in the dairy sector produces delicious, nutritious, and simply irreplaceable food that feeds more than six billion consumers and sustains one billion livelihoods globally."

"US dairy is honored to have hosted this momentous IDF WDS 2023, bringing dairy's premier annual gathering to the United States for the first time in three decades," said Gardner, who also serves as the chair of the US Committee to IDF and as US Dairy

Export Council (USDEC) senior vice president for sustainability and multilateral affairs. "Hearing from world-renowned speakers, forging relationships with peers, and even visiting some of the United States' leading dairy regions – IDF WDS 2023 participants have seen US dairy's contributions first-hand and further strengthened our collective ability to champion dairy's critical role in nutrition, food security, environmental stewardship, and more."

A cornerstone of IDF's legacy has been the establishment and advancement of international standards for the dairy sector. Through close collaboration with key stakeholders, IDF has strived to uphold safe, sustainable, and fair-trade practices.

World Dairy Situation Report

During the Summit, IDF released its World Dairy Situation report, which provides all dairy industry stakeholders with data and analysis on the global production, processing, trade, prices and consumption of milk and dairy products from 50 important dairy countries.

The IDF World Dairy Situation Report is the result of collabora-

tion between the French Centre National Interprofessionnel de l'Economie Laitière and Dutch Dairy Inter-branch organisation ZuivelNL.

In addition to the written chapters and over 30 statistical data tables, this year's report has been enriched with contributions from both the UN Food and Agriculture Organization (FAO) and Organization for Economic Cooperation and Development (OECD).

They provide an analysis of the dairy market and a long-term perspective on the demand for dairy products.

"IDF's primary goal when curating this extensive reservoir of information is to provide indispensable data to dairy farmers, processors, traders, analysts, journalists, and stakeholders globally, empowering them in their pursuits of analysis, understanding, exploration, and strategic decision-making," Emond and Kirsten Holm Svendsen, chair of the IDF standing committee on dairy policies and economics, noted in the report's Foreword.

The report can be purchased by visiting www.fil-idf.org.



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RECOGNITION

IDF Celebrates Dairy Innovation Award Recipients

Chicago—The International Dairy Federation (IDF) honored recipients of its second annual IDF Dairy Innovation Awards here Tuesday at the IDF World Dairy Summit.

The awards program, launched last year in partnership with Zenith Global and sponsored by Tetra Pak, was designed to celebrate and encourage innovative practices across the global dairy sector.

With a focus on sustainability, both in terms of environmental care and positive social impact, the awards champion innovative practices that improve farming and processing of milk and dairy foods.

Winners for 2023 include:

Innovation in Sustainable Farming Practices – Environment: Bioret Agri, Aqualim Thermodynamic; Dairy Australia, Environmental Tracker

Innovation in Sustainable Farming Practices – Animal Care: FaunaTech

Innovation in Sustainable Farming Practices – Socio-Economic: Danone, Transforming the Food System by Empowering Algerian Smallholder Farmers

Innovation in Sustainable Processing: Hochschule Hanover, Development of a RO-NF-UF membrane cascade to concentrate skim milk to a dry matter of greater than 48 percent

Innovation in Marketing & Communication – Initiative Building Dairy Category: Dairy Farmers of Canada – We're In

Innovation in New Product Development With Focus on Food Safety & Consumer Nutrition: Unison Process Solutions, Heist System; Yili Group Ltd, Ambient Cheese Lollipop

Innovation in Sustainable Packaging: Yili Group, Declaring Your Love to the Earth with Actions – SATINE Environmentally Sustainable Packaging with No Ink or Printing

Innovation in Women Empowerment in the Dairy Sector: Shreeja Milk

Innovation in Climate Action: Lactanet and Semex, Canada

PERSONNEL

Seven members have joined the **Daphne Zepos Teaching Endowment (DZTE)**. They include ADITYA RAHAVAN of Fleur Jaune Cheese; ALEX BROWN of Gourmet Imports, Alhambra, CA; FELICE THORPE, Felice Foods, San Francisco Bay Area; JOE SALONIA of Gourmino, Pompton Lakes, NJ; JOSH WINDSOR of Murray's and TYLER HAWES, Forever Cheese, New York; and LAURA DOWNEY of Fairfield & Greenwich Cheese Company.

Food and nutrition marketing communications firm **Quiet Light Communications, Inc. (QLC)** has hired BONNY McCOLL to serve as business development director. McColl will work to find opportunities where the company's expertise can benefit a growing number of clients.

NCCIA Honors SDSU's Vikram Mistry, Valley Queen's Kirk Baldwin



Dr. Vikram Mistry of the South Dakota State University and Kirk Baldwin of Valley Queen Cheese were both awarded honorary membership in the North Central Cheese Industries Association (NCCIA), last week during the Association's annual meeting.

Sioux Falls, SD—The North Central Cheese Industries Association (NCCIA), in recognition of their service to the dairy industry, named Kirk Baldwin of Valley Queen Cheese, and Dr. Vikram Mistry, from South Dakota State University, honorary members at the association's annual meeting here last week.

Baldwin has over 40-plus years in the dairy industry, starting as an instructor at SDSU before moving on to Valley Queen in 1997, Lane Lindquist, cheese plant manager at Valley Queen, told the NCCIA crowd.

"During his 25 years at Valley Queen, he has held numerous leadership positions," Lindquist said in introducing Baldwin. "Before settling in the role of food scientist."

Baldwin's dedication to the industry goes outside the region with his involvement in Future Farmers of America and US and World Championship Cheese Contests, Lindquist noted.

"I've enjoyed 40 years of work, but what I enjoyed more was 40 years of people and friendship. It's been a great 40 years," Baldwin said.

Dr. Lloyd Metzger of Valley Queen Cheese introduced Dr. Vikram Mistry.

Mistry retired in June after nearly 37 years at SDSU.

"Normally at these things you talk about one thing the honoree has done well," Metzger said. "But there are multiple things that Dr. Mistry did well."

Mistry was responsible for figuring out how to concentrate milk prior to the cheese manufacture, Metzger noted.

"Is there a plant in our region today that doesn't UF milk prior to the cheese vat," Metzger asked.

"Dr. Mistry was the one who started doing that long before Wisconsin thought of it."

Mistry was also the first person who produced an MPC in the United States, Metzger said.

"We've had the pleasure of that kind of research at little-old SDSU and here throughout our region. It's rare," Metzger said.

Mistry served as a faculty member for 16 years before becoming department head. He last served as Dean.

"And you wouldn't think he'd excel even more at that, but the influence that he had developing the scholarship program" was even more impressive.

According to Metzger, from the time Mistry became a faculty member to the time he retired:

- Grew the dairy science scholarship program amount at SDSU 275 percent;

- Student numbers in dairy science increased 140 percent

"He knew how to recruit students and he knew how to get them into dairy science," Metzger said.

- Helped renovate a dairy plant, known now as the Davis Dairy Plant, working with industry to raise \$9.5 million.

"I want to thank this organization for this honor, it means a great deal to me. But I am the beneficiary," Mistry said

Mistry attended his first NCCIA in 1987.

"What this meeting did for me was it helped me understand what was going on in the industry," Mistry said during his acceptance. "It helped me meet the stalwarts of the industry, and it helped me understand the needs of the industry. It was a feedback mechanism. These are gifts of information the association provided me."

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CSPI Wants More Progress On Sodium Reduction, Front-Of-Package Labels

Washington—The Biden administration has made considerable progress toward the nearly 200 federal commitments it made to reduce hunger and diet-related disease as part of a national strategy on those topics it released in late September 2022, but much more progress needs to be made to get the strategy's most important initiatives across the finish line, according to the Center for Science in the Public Interest (CSPI).

Of 82 key federal agency commitments assessed by CSPI and not requiring action on the part of Congress, the administration has completed 21, CSPI found. For example, the US Department of Agriculture has proposed updates to the nutrition standards for programs like the school meals program and the Special Supplemental Nutrition Program for WIC.

Half, or 42, of the administration's key commitment not requiring congressional action are at least in progress, CSPI noted. While work is underway at the US Food and Drug Administration (FDA) on research to develop front-of-package nutrition labeling for packaged foods, for example, the agency has yet to issue draft regulations.

But CSPI could not identify any public progress on a quarter of the key items the administration committed to, and that it could do on its own. For example, FDA has made no public progress toward proposing, let alone finalizing, longer-term voluntary sodium reduction targets for the food industry.

Only two of the administration's 24 commitments that require congressional action have been completed: increasing funding for FDA's food work; and making permanent and expanding the Summer-Electronic Benefit Transfer program, which gives kids additional food assistance in the summer months.

"If the Biden-Harris administration could make good on its commitment to deliver mandatory front-of-package nutrition labeling, that would be the greatest advance in food labeling since the passage of the Nutrition Labeling and Education Act of 1990," said CSPI president Dr. Peter G. Lurie. "And if the administration could spur efforts on the part of the food industry to lower sodium and added sugars in the food supply, it would help Americans avoid diabetes, heart disease, and other diet-related health problems."

New FDA Deputy Commissioner For Human Foods Outlines His Vision

Silver Spring, MD—Jim Jones, the new deputy commissioner for human foods at the US Food and Drug Administration (FDA), said he is "thrilled" to have joined the agency last month to help make the vision of FDA Commissioner Robert M. Califf to transform FDA's human foods enterprise a reality.

Califf's proposal outlined a framework for a unified Human Foods Program (HFP) and a new model for FDA's Office of Regulatory Affairs (ORA), Jones noted.

"I am committed to upholding and executing this framework guided by the principle of protecting and promoting the health and wellness of all US consumers," Jones said.

"We'll start driving towards this goal by focusing our efforts on three priority areas: preventing foodborne illness, decreasing diet-related chronic disease through improved nutrition, and safeguarding the food supply through the safe use of chemicals and dietary supplements," he continued.

Regarding the prevention of foodborne illness, Jones said he's committed to expanding FDA's collaboration with stakeholders, including federal partners, state, local, tribal and territorial regulatory entities, agriculture departments and international regulatory counterparts, to further reduce the potential for food contamination.

FDA is proposing to stand up an Office of Critical Foods as part of the unified HFP to manage the regulation of infant formula and medical foods, Jones said.

"I'm dedicated to continuing the agency's work in helping to ensure the safety and availability of infant formula," Jones commented. "As part of this work, the FDA is working to incentivize redundancy and resiliency of the infant formula supply chain infrastructure over the long term and work with manufacturers to help ensure they are taking all appropriate steps to manufacture product safely to avoid the need for recalls and shutdowns."

Congress enacted the Food Safety Modernization Act (FSMA) in response to dramatic changes in the global food system providing FDA with new authorities and mandate to shift to a prevention-driven framework to ensure the safety of the US food supply, Jones pointed out.

"As scientific advances deepen our understanding of foodborne illness, the HFP is committed to preventing foodborne illnesses that cause a significant public health problem and are a threat to the economic well-being of

the food system," he said. "Our team's efforts to foster the health and wellness of all US consumers through the work of a unified HFP, aligned with the agency's actions laid out in the New Era of Smarter Food Safety blueprint, is essential to furthering the agency's progress meeting FSMA's charge."

In the area of reducing diet-related chronic disease through improved nutrition, Jones said he'll be working with his team to leverage tools at the agency's disposal to help people live healthier lives through improved nutrition.

"Our goal is to ensure people in the US have greater access to healthier foods and nutrition information we can all use to identify healthier foods more easily," Jones stated.

"The FDA's nutrition priorities include reducing sodium across the food supply, updating and making labels more accessible to help consumers make healthy choices, promoting healthy habits early, and supporting innovation," Jones continued.

"We have already made significant progress. For example, we are conducting research to explore the development of a standardized, science-based front-of-package labeling scheme to help consum-

ers, particularly those with lower nutrition knowledge, quickly and easily identify foods that are part of a healthy eating pattern," Jones said.

Also, to elevate and strengthen FDA's nutrition portfolio, the proposed HFP includes creating a Nutrition Center of Excellence, which will allow the agency to focus even more strategically on nutrition policies and initiatives.

In the area of safeguarding the food supply, Jones noted that FDA supports innovation in food ingredients and food packaging, advances in safety testing and assessment methodologies, and new information sources on food composition and consumption, while maintaining as its first priority the safety of the foods available to US consumers.

As a former US Environmental Protection Agency pesticide and chemical regulator, Jones said he brings "a wealth of experience and background in chemical safety. I'm confident that we can move the needle forward in preventing and reducing people's exposure to contaminants, or other harmful chemicals, through foods to the greatest extent possible."

Helping people live healthier lives through the food they eat remains the cornerstone of our vision for the new HFP, Jones continued.



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IDFA People Strategy

(Continued from p. 1)

Symposium, created to support emerging leaders; the Women in Dairy network; Human Resource Leaders in Dairy; and the Dairy Diversity Coalition.

As part of the expanded initiative, IDFA will present a new Workplace of the Year Award in January at Dairy Forum 2024.

The award will recognize an outstanding IDFA member company that has created policies to promote a positive workplace experience for employees.

Eligible candidates must be an IDFA member company, including dairy processor, gold business partner, or business partner. Specifically, the winning IDFA member company will offer a positive workplace for employees, including efforts to support women and minorities, cultures of inclusiveness and respect, support professional development, paid parental leave and flexible work hours, gender pay equality, and others.

Nomination forms are available online at www.idfa.org/about-idfa/awards-recognition/idfa-workplace-of-the-year.

IDFA is also fielding its first annual State of Women in Dairy Survey, which will be used to improve retention, recruiting, and gender equality across the US dairy sector.

The annual survey builds on research done by IDFA among member companies in spring 2023, which found that 61 percent of respondents feel gender has played a role in their missing out on a raise, promotion, key assignment, or chance to get ahead.

Results of the survey will be released at Dairy Forum 2024.

“The future of the dairy industry and our ability to remain globally competitive depends on developing the workforce of the future, cultivating the next generation of leaders, and empowering and supporting diversity in leadership roles,” said IDFA president and CEO Michael Dykes. “IDFA and its members are dedicated to creating an industry that is supportive and inclusive of anyone with the interest and skills needed to help us bring sustainable dairy nutrition to more people around the world.

“If there’s a shared priority in our industry, it’s people – recruiting a skilled workforce, providing the policies and incentives to support people, providing for their health and safety, and creating workplace environments that are equitable and inclusive of all people,” he continued.

IDFA To Launch Women’s Summit

Scheduled for March 18-20, 2024 in Washington, DC, IDFA will host its first annual IDFA Women’s Summit designed to celebrate and empower women in the dairy industry.

Attendees will participate in sessions focused on practical strategies for better support women at all levels of dairy organizations, leadership development, mentorship, alliances, and advocacy.

They will also spend a day on Capitol Hill meeting with policy makers, educating them about the impacts and importance of federal policies and programs. Registration for the event is now available online at www.idfa.org/events/idfa-womens-summit.

NMPF’s Mulhern Honored By Vilsack For Exceptional Industry Leadership



In the photo above, US Secretary of Agriculture Tom Vilsack (left) presents an award to Jim Mulhern, president and CEO of the National Milk Producers Federation, in recognition of Mulhern’s exceptional leadership of the dairy industry.

Photo courtesy of International Dairy Federation.

Chicago—Jim Mulhern, president and CEO of the National Milk Producers Federation (NMPF), was honored here Monday by US Secretary of Agriculture Tom Vilsack for his tireless work on behalf of the dairy industry.

Mulhern, who was honored during the International Dairy Federation’s World Dairy Summit, is retiring from NMPF at the end of the year.

Mulhern came from a working-class family and, “by virtue of that experience, he understood at a very early age the importance of hard work, of putting in the time and doing it with passion and energy,” Vilsack said. “And he’s certainly, in terms of his work with National Milk, has given his all.”

Also, as the middle child in a family of nine, Mulhern “learned the value of listening. He is an extraordinary listener,” Vilsack continued. “He listens carefully to sides of an argument; he understands and appreciates by listening that you oftentimes can find that elusive way to get to yes and get to a successful conclusion of whatever the issue is.”

As part of being a member of a large family, Vilsack also suspects Mulhern understood and learned at a very early age the art of compromise, and that when there’s an opportunity, you should cease it.

“And that has stood him in good stead in this work of politics and policy-making for the dairy industry,” Vilsack said. “It is important when working with policy-makers that you understand and work with them to create compromise, and to figure out when the time is right to seize the opportunity to close the deal.”

It is “often said” in Washington that dairy as an industry punches “way above its weight,” Vilsack said. What that means is that dairy, despite the fact that it’s a relatively small number of producers relative to the rest of American agriculture, is able to advance the cause of dairy producers most effectively when it comes to agricultural policy.

“It punches above its weight when it develops a Dairy Margin Coverage program, which is really designed to ensure that producers of all sizes, when faced with steep cost increases, are able to stay in business,” Vilsack said. “The architect of that, the individual who understood the significance of having that put in policy, was Jim Mulhern.

“And when, in real practice, it didn’t work just as well as it could, because of that background of never giving up in a family of nine, he came back and said there are adjustments that need to be made, and he made the case to the policy-makers, and indeed adjustments have been made,” Vilsack added.

“I don’t know of anybody else in Washington, DC, who is in a position of representing an organization or entity, that has more credibility, that is more respected, that is more respected for his passion, his energy, and his creativity, than Jim Mulhern,” Vilsack said. “He is a rare and exceptional leader for dairy farmers, for the dairy industry, and frankly for all of American agriculture.”

Mulhern’s 45-year career in agricultural and dairy policy began in 1979 with Madison, WI-based Farmers Union Milk Marketing Cooperative. He has served as NMPF’s president and CEO since January 2014.



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Selling Specialty Cheese At Deli: IDDBA Offers The BelGioioso Way

Middleton, WI—Retail deli departments offer significant sales opportunities for specialty cheese when customers are offered

The International Dairy Deli Bakery Association (IDDBA) recently hosted Sofia Krans, fifth-generation cheese maker and daughter of storied cheese maker Errico Aurricchio.

Aurricchio immigrated from Italy to the US in 1971, and eight years later founded BelGioioso Cheese, Inc. in Denmark, WI.

Deli cheese sales are immediately dependent on consistent, high-quality products.

“In order to make great cheese, you’ve got to know good cheese.”

—Sofia Krans,
BelGioioso Cheese

Wisconsin’s fresh milk supply is the foundation of everything we do, Krans said. From that, we craft 30 varieties of specialty cheeses, using generational, artisan recipes that we brought with us from Italy, along with our memory of good cheese.

“In order to make great cheese, you’ve got to know good cheese,” Krans said. “And it’s award-winning. This is important because of the care we take during each step. In the end, temperature, time and humidity – very, very simple ingredients – help us make 30 varieties of cheeses.”

BelGioioso picks up fresh milk daily from its partner farmers, and those local farmers help build the foundation for what we do – make wonderful cheese, she said.

We also have Master Cheesemakers who love their craft and continue to bring that great cheese and delicate flavors over and over, Krans continued.

Family-owned recipes are reverently passed down, using artisanal processes like natural salt brining, taking the time to let that cheese develop in flavor, texture and aroma.

First-class service is likewise important, Krans said. Retailers and deli staff need to take time to do it right, and do it right each and every time.

“The same cheese we send for our awards is the same cheese that you find in your grocery store.”

End-Of-Year Holidays = Big Sales

From January through October, there’s a pretty constant demand for specialty cheese. We really see a big lift in sales during the end-of-year holidays, Krans said.

“That’s the time to focus on specialty cheese – give it a little

extra attention,” she said.

Using KISS solutions (keep it simple, stupid) is a straightforward way to maximize the specialty cheese experience, Krans said.

Cross-merchandising in the dairy and deli departments allow customers to make their own cheese boards with nearby drinks, crackers, jams, nuts, pickles, olives and fruits.

If you’ve got a consumer wanting just one solution, Krans suggests putting together a bundle with high-end chocolate, fruit spreads, cheese, and other items.

Retail and deli displays should also be eye-catching and follow the seasons. Marketing specialty cheese should be a multi-sensory experience: colors, textures, sounds, flavors and aroma, Krans said. All these elements draw your consumers in and get them excited about what’s going on in your grocery stores.

Summer and the start of football season coincides with BelGioioso’s Mozza Palooza campaign, which brings attention to Mozzarella and Burrata cheeses.

Pizza-based strategies feature toppings like pepperoni, vegetables, fresh herbs and specialty cheese varieties all in one area.

Other customers might need easy meal solutions, so you could also have a refrigerated, prepared pizza ready to go, Krans said.

“At BelGioioso, we have wonderful recipe cards, shelf-talkers, and pairing guides for in-store displays, and digital,” she said.

“Grocery stores have the option of showcasing one cheese in three different ways and three different places, Krans continued. “That helps drive sales, and educate customers.”

“Don’t hit ‘em once; hit ‘em three times with the same information so you can drive it all the way home,” she said.

Seasonality Of Specialty Cheese

Creative, seasonal marketing is a year-round sales opportunity in the deli section.

The months of January and February are the time to think “refresh,” according to Krans. Customers are kicking off the new year with healthy habits, New Year’s resolutions, and maybe a bit of comfort food.

“This is a great time for shreds,” she said. “Promote the shreds; get excited about those.”

Springtime brings a moment of indulgence – wonderful dips and Easter dishes made with Mascarpone and Burrata, Krans said.

Snack cheese isn’t exclusively marketed as a healthy option for kids, and doesn’t always have to fit a kid-friendly flavor profile. BelGioioso elevates its snacking

line with specialty varieties like Fontina and American Grana.

“All of these are snacking cheeses – taking the ordinary and making it extraordinary,” Krans said. “It’s premium snacking – not just run-of-the-mill. Maybe mom might need a special snack in her lunch, or so does dad.”

Fall is also a great time for the earthy, bold flavors of Blue cheese, followed by ‘tis the season,’ which is a time about joy and sharing.

“That’s the time we promote our wedges. Sold together, it’s a great way to showcase our entire line across the entire spectrum,” Krans said.

A Good Cheese Board Feeds The Body & The Soul

Putting together a successful cheese board gives retailers a chance to go beyond which cheese pairs well with what wine – it can narrate a story and offer memorable encounter.

The board is a time of indulgence; it’s an experience, Krans said. We don’t want to just feed them; it’s really food for the soul.

“Maybe you can tell the story after your deli manager told you more about the cheeses,” she said. “It’s about putting all the pieces together to make an experience.”

“When I do a cheese board, I often cut the labels out and put them right on the board. That helps remind people what they’re eating,” Krans said.

BelGioioso’s afternoon “aperitivo,” or “happy hour,” course includes Fontina aged 60 days.

The second cheese is a new flavor in BelGioioso’s Artigiano line – Blood Orange soaked in a citrus marinade with a crystalline texture.

“The whole point is to eat the rind. It’s where all the flavor

comes from,” Krans continued. “Our cheese is enrobed on three sides; that way, every bite has that orange flavor.”

Next is CreamyGorg, which is the “gateway Gorgonzola,” Krans said. Blue cheese is known for its pungent flavor that kind of punches you in the mouth.

“Our CreamyGorg takes you out for a date.

It’s soft, smooth, buttery. The beautiful part is how it spreads,” Krans said. “It’s also great for sauces. If you have some in the deli that’s getting towards the end, bring it in, add heavy whipping cream and now you’ve got a beautiful sauce to add value if you’re making a tenderloin or any other meats.”

American Grana is the third cheese. It’s a premium cheese similar to Parmesan, which is usually aged nine months, Krans said. Our American Grana is aged 18 months and aged in a 70-pound wheel.

And who said cheese boards are just an afternoon delight?

People often think of cheese as an afternoon snack, but why not maximize and find cheeses that work for morning applications, Krans said. The ones we seem to gravitate towards are Mascarpone, Ricotta con Latte, Burrata, and Crescenza Stracchino.

Mascarpone has half the calories of butter, and is very spreadable and light – ideal for pancakes with maple syrup and Mascarpone. Whipped Ricotta is also a great topping for waffles, she said.

Regardless of time or featured cheeses, a successful cheese board is one where all the flavors come together to tell a story, Krans said.



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Registration Now Open For 2024 International Whey Conference

Dublin, Ireland—Sign-up for the 11th International Whey Conference here Sept. 15-18, 2024 at the Royal Dublin Society Conference Village.

The theme for 2024 is “The Whey Forward,” and will focus on hot-button issues like nutrition, markets, technology, sustainability, future applications, the regulatory and policy environment, and whey industry communications.

The four-day conference will feature both technical and commercial contributions, informing scientists on current needs of whey processors and end users, showcasing the latest scientific findings and processing technologies. The conference will also offer insight from a new generation of

scientists, technologists and engineers involved in whey processing, and giving the entire industry an opportunity to learn about new developments all over the globe, event organizers reported.

Oral and poster abstracts are now invited on the following topics – next generation whey; nutrition and ingredients; global whey markets, technology, sustainability applications, regulations and policy, and communications. Abstracts can be submitted online through March 24, 2024.

The conference Market Place will return, offering networking opportunities with equipment, technology, software and other solution providers for the whey processing industry. Exhibitions

Dairy Practices Council To Hold 54th Annual Meeting Nov. 7-9 In Nashville

Nashville, TN—The 54th annual conference of the Dairy Practices Council (DPC) will be held here Nov. 7-9 at the Embassy Suites Nashville Airport.

Kicking off the event Tuesday will be DPC’s Automated Milking Systems & Technology Fair, along with workshops on environmental monitoring and sanitation controls, and preventative maintenance best practices – pumps, valves, gaskets, and heat exchangers.

Wednesday begins with keynote speaker Corey Geiger, lead economist, dairy, at CoBank, on how the dairy industry is prospering on farms, at retail and via exports. Geiger will also talk about growth in the school milk market, animal housing’s impact on safety, and poly-fluorinated

alkyl substances (PFAS) in dairy milk – the “forever chemicals” on farms via processing.

Task force work sessions will be held Wednesday afternoon, and include: TF-I Farm Buildings & Equipment; TF-II Plant Equipment & Procedures; TF-III Laboratory & Quality Control Procedures; TF-IV Regulatory Issues & Food Safety; TF-V Milking Systems & Procedures; and TF-VI Small Ruminants.

A networking reception Wednesday night will give attendees the opportunity to connect with vendor sponsors and industry peers.

The final day will feature a presentation from Hatcher Family Farm, a local dairy processor in College Grove, TN, that was featured on Disney+National

Sign-Up For Pack Expo East Open; Set For March 18-20 In Philadelphia

Philadelphia, PA—The Association for Packaging & Processing Technologies (PMMI) has opened online registration for Pack Expo East here March 18-20, 2024 at the Pennsylvania Convention Center.

Now in its sixth edition, the

three-day event has expanded to include another exhibit hall, showcasing packaging and processing technologies designed for over 40 vertical markets, organizer stated.

The popular Innovation Stage will return, with speakers pro-

PLANNING GUIDE

Process Expo: Oct. 23-25, McCormick Place, Chicago. www.fpsa.org/process-expo.

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

NDB, NMPF, UDIA Joint Annual Meeting: Nov. 13-15, Rosen Shingle Creek Hotel, Orlando, FL. Registration available at www.nmpf.org.

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

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

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

will run alongside conference sessions, and space is available on a first-come, first-served basis.

A range of commercial sponsorship opportunities are also available.

The Young Scientist Award will return as well, with a chance to win a first place cash prize of roughly \$1,056.

The annual Gala Dinner will take place Tuesday evening at the nearby Guinness Storehouse. The ticketed event will include transportation, a two-course meal, tour and entertainment.

Online registration is open. To register and sign up for event updates, visit www.international-wheyconference.com.

Compeer Introduces Webinar Series: ‘Navigating The Dairy Industry Today’

Sun Prairie, WI—Compeer Financial today introduced its upcoming webinar series, “Navigating the Dairy Industry Today.”

The webinar series is designed to equip dairy professionals and enthusiasts with the knowledge and strategies required to thrive in the constantly evolving dairy landscape.

The series kicks off with a live webinar session on Oct. 24 at 10:00 a.m. Central time: “Insights, Metrics and Strategies for Success.” This interactive session will delve into various aspects of the dairy industry, providing valuable perspectives, tools and metrics.

Participants will gain access to two on-demand webinars:

- Speed, Balance and the Global Perspective: In today’s rapidly changing dairy industry, staying ahead of the curve is crucial. This on-demand webinar explores the dynamics of today’s dairy markets, the role of the US on the global stage, the significance of exports and the transformative power of the 80/20 rule.

- Strategies for Growth and Resilience: Dive into the heart of the dairy industry’s ever-changing landscape in this on-demand webinar. Explore the volatility that characterizes the industry, future opportunities and pathways to sustainable growth. Discover the role of milk powder as a market indicator, learn how to navigate the powerful forces of Mother Nature and global markets.

“Navigating the Dairy Industry Today” features two industry experts: Sara Dorland, the managing partner at Ceres, specializes in risk management, market research and financial consulting for businesses in the agriculture and food sectors; and Curtis Gerrits, a senior dairy lending specialist at Compeer Financial.

For more details, or to register, visit: <https://pages.compeer.com/DairyWebinarSeriesFall2023.html>

Geographic. Sessions on sustainability; tech tools for dairy profitability; highlights from the 2023 National Conference on Interstate Milk Shipments (NCIMS); and a panel discussion on using dairy products in new applications, including the spirits market.

Task force sessions will continue Thursday, followed by the DPC annual business meeting and awards lunch.

The conference will wrap Thursday evening with a tasting event at Yeehaw! in Downtown Nashville.

The Center for Profitable Agriculture has arranged a tour of the brewery, distillery and tasting of dairy spirits shared during the panel discussion.

Separate registration is required, and includes one-way bus transportation.

Registration is available online at www.dairypc.org/events.

providing the latest information on sustainability, productivity, food safety, and automation.

Specific session topics will be available in early 2024, and interested to stay tuned to updates online. Registration is \$30 per person through Feb. 23 and \$130 thereafter.

For more details, exhibitor list and online registration, visit www.packexpoeast.com.



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Equipment for Sale

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

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

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

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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 jim-cisler7@gmail.com



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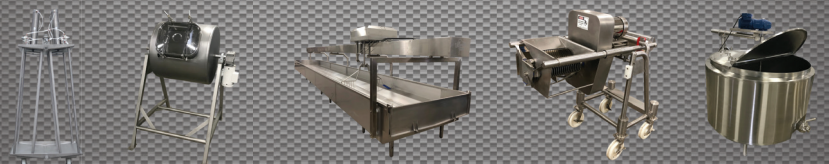
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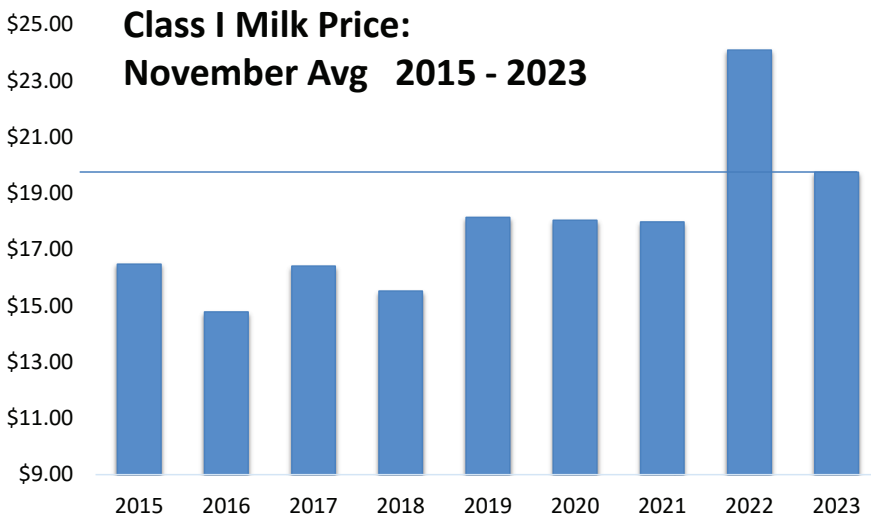
Paul: paul@ullmers.com
 Info: sales@ullmers.com

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

Class I Base Price (3.5%)	\$19.75 (cwt)
Base Skim Milk Price for Class I	\$7.24 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$4.29 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$8.70 (cwt)
Advanced Butterfat Pricing Factor	\$3.6466 (lb.)
Class II Skim Milk Price	\$9.40 (cwt)
Class II Nonfat Solids Price	\$1.0444 (lb.)
Two-week Product Price Averages:	
Butter	\$3.1827 lb.
Nonfat Dry Milk	\$1.1439 lb.
Cheese	\$1.7549 lb.
Cheese, US 40-pound blocks	\$1.8479 lb.
Cheese, US 500-pound barrels	\$1.6426 lb.
Dry Whey	\$0.3092 lb.

DAIRY FUTURES PRICES

SETTLING PRICE							*Cash Settled		
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*	
10-13	Oct 23	16.84	21.59	32.400	116.000	1.784	1.7390	327.000	
10-16	Oct 23	16.81	21.59	32.200	116.025	1.784	1.7370	327.000	
10-17	Oct 23	16.82	21.59	32.350	116.050	1.784	1.7370	328.500	
10-18	Oct 23	16.83	21.59	31.975	116.400	1.784	1.7390	328.500	
10-19	Oct 23	16.87	21.59	31.975	116.100	1.795	1.7440	327.975	
10-13	Nov 23	17.41	20.88	36.300	120.800	1.804	1.7850	299.000	
10-16	Nov 23	17.39	20.80	36.300	121.175	1.804	1.7840	298.025	
10-17	Nov 23	17.83	21.08	37.400	120.500	1.806	1.8200	302.000	
10-18	Nov 23	18.54	21.10	39.350	120.000	1.855	1.8760	306.975	
10-19	Nov 23	18.46	21.49	38.400	120.425	1.868	1.8650	313.625	
10-13	Dec 23	17.59	19.78	39.000	125.000	1.823	1.8030	266.100	
10-16	Dec 23	17.50	19.80	39.000	125.000	1.823	1.7900	268.000	
10-17	Dec 23	18.59	20.05	41.000	123.300	1.823	1.8050	269.000	
10-18	Dec 23	17.49	19.95	43.000	122.850	1.896	1.8660	269.000	
10-19	Dec 23	18.42	20.16	42.000	122.775	1.896	1.8640	276.000	
10-13	Jan 24	18.10	19.25	41.950	126.750	1.870	1.8370	250.500	
10-16	Jan 24	18.02	19.25	41.950	126.975	1.870	1.8360	249.000	
10-17	Jan 24	18.23	19.35	43.575	126.750	1.870	1.8350	250.000	
10-18	Jan 24	18.63	19.25	44.225	126.000	1.870	1.8720	248.975	
10-19	Jan 24	18.50	19.18	45.000	125.250	1.870	1.8560	249.750	
10-13	Feb 24	18.34	19.32	42.625	128.375	1.884	1.8590	250.000	
10-16	Feb 24	18.30	19.32	42.625	128.825	1.884	1.8590	250.000	
10-17	Feb 24	18.50	19.40	43.050	128.550	1.884	1.8620	249.500	
10-18	Feb 24	18.75	19.42	44.525	128.450	1.887	1.8760	248.000	
10-19	Feb 24	18.63	19.34	45.750	127.750	1.884	1.8750	248.500	
10-13	Mar 24	18.55	19.52	42.925	130.000	1.897	1.8800	249.750	
10-16	Mar 24	18.50	19.52	42.925	130.525	1.897	1.8800	249.750	
10-17	Mar 24	18.68	19.52	42.925	130.150	1.897	1.8820	246.250	
10-18	Mar 24	18.79	19.52	42.925	130.000	1.897	1.8850	248.000	
10-19	Mar 24	18.70	19.52	45.750	130.000	1.897	1.8850	248.000	
10-13	April 24	18.62	19.55	42.925	133.175	1.909	1.8830	248.000	
10-16	April 24	18.56	19.55	42.925	133.175	1.909	1.8830	247.250	
10-17	April 24	18.72	19.55	44.000	132.000	1.909	1.8950	246.250	
10-18	April 24	18.80	19.55	44.000	133.000	1.909	1.9000	246.250	
10-19	April 24	18.75	19.55	44.000	131.750	1.909	1.9000	246.250	
10-13	May 24	18.69	19.65	43.000	135.000	1.917	1.9000	249.500	
10-16	May 24	18.70	19.65	40.000	135.000	1.917	1.8950	248.000	
10-17	May 24	18.76	19.65	44.000	134.025	1.917	1.8880	247.975	
10-18	May 24	18.88	19.68	44.000	134.000	1.917	1.8980	247.750	
10-19	May 24	18.83	19.68	44.000	134.400	1.917	1.8980	247.675	
10-13	June 24	18.75	19.80	43.500	136.200	1.925	1.8960	249.500	
10-16	June 24	18.41	19.80	43.500	136.600	1.925	1.8960	248.000	
10-17	June 24	18.84	19.84	44.750	136.250	1.925	1.8960	252.500	
10-18	June 24	18.90	19.84	44.750	136.250	1.925	1.9000	247.000	
10-19	June 24	18.94	19.84	43.750	136.250	1.925	1.9010	246.000	
10-13	July 24	18.82	19.90	44.025	137.425	1.955	1.9100	250.000	
10-16	July 24	18.77	19.90	44.025	137.425	1.955	1.9100	248.000	
10-17	July 24	18.87	19.95	45.000	137.475	1.955	1.9050	247.500	
10-18	July 24	19.05	19.95	46.000	137.475	1.955	1.9260	247.000	
10-19	July 24	18.40	19.95	46.000	137.500	1.955	1.9200	247.475	
10-13	Aug 24	18.75	19.90	44.025	137.000	1.960	1.9200	251.675	
10-16	Aug 24	18.75	19.90	44.025	137.000	1.960	1.9200	250.000	
10-17	Aug 24	18.90	19.90	45.000	138.175	1.960	1.9200	249.500	
10-18	Aug 24	19.05	19.90	46.000	138.175	1.960	1.9240	249.500	
10-19	Aug 24	19.00	19.90	46.000	138.175	1.960	1.9260	249.475	
Oct. 19		21,626	7,414	2,159	8,844	2,766	17,593	9,240	

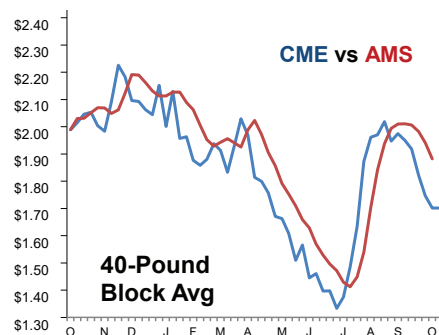


HISTORICAL MILK PRICES - CLASS I

	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	16.62	18.90	19.47	19.75	

DAIRY PRODUCT SALES

Oct. 18, 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.



Week Ending	Oct. 14	Oct. 7	Sept. 30	Sept. 23
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	1.8164	1.8819	1.9407	1.9822
Sales Volume	Pounds			
US	12,022,759	11,141,068	11,098,522	10,567,962
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	1.7088	1.7420	1.8810	1.9765
Adjusted to 38% Moisture				
US	1.6264	1.6578	1.7938	1.8832
Sales Volume	Pounds			
US	12,658,337	13,506,678	12,644,110	13,210,504
Weighted Moisture Content	Percent			
US	34.86	34.85	34.99	34.93
AA Butter				
Weighted Price	Dollars/Pound			
US	3.2854	3.0906	2.9360	2.7736
Sales Volume	Pounds			
US	3,017,906	3,361,816	4,609,889	4,475,051
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.3131	0.3055	0.3099	0.3018
Sales Volume	Pounds			
US	5,885,493	6,056,296	5,514,895	5,199,233
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.1463	1.1415	1.1004	1.1260
Sales Volume	Pounds			
US	16,914,608	17,596,665	26,266,180	17,427,245

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

Due to evolving market conditions and a limitation on directly reported cheese prices, Dairy Market News eliminated the wholesale cheese prices as of September 25, 2023.

WHOLESALE CHEESE MARKETS

NATIONAL - OCT. 13: Milk output is increasing in the Northeast, and contacts report more volumes are becoming available for cheese production. In the Midwest, milk production is trending higher, but contacts report spot loads remain somewhat limited. Spot loads of milk are trading in the Midwest at or near \$1 over Class III. Demand for Class III milk is strong in the West, and cheese makers in the region say extra spot loads of milk are limited. Cheese production in the region is steady. Contacts in the Midwest report steady to lower cheese production, as some plants are down for scheduled maintenance. In the Northeast, cheese production schedules are steady to stronger, despite persistent labor issues. Cheese inventories are growing in the Northeast, while holding steady in the Midwest. Meanwhile in the West, some cheese makers say inventories are declining slightly. Retail and foodservice cheese demands are strong in the Northeast and steady in the West. Contacts in the Midwest report health demand for cheese.

NORTHEAST - OCT. 18: The Northeast saw increases in farm level milk outputs over the course of the past week. While Class I orders remain strong, seasonal increases in milk production have freed up supplies for local processing. Cheese plant managers relay that labor issues persist, but that cheese production schedules are steady to stronger. Contacts also share that cheese inventories are growing week over week. Demand for cheddar is stronger than other American-type cheeses. Foodservice and retail cheese demands remain strong. Mozzarella continues to be the most in-demand Italian-type cheese, with reliable orders from the foodservice sector.

MIDWEST AREA - OCT. 18: Cheese makers in the region are passing along mixed notes regarding demand. Some Cheddar and pizza style cheese makers say orders are below the average for this time of year. Others say they are as busy, if not busier. At some plants, cheese inventories have grown some, but not to a concerning level. One reason for the limited concern is the current milk supply. Milk availability is still in line with previous weeks. Reported spot milk prices ranged from \$.25 to \$1.75 over Class III. Last year during the 42nd week of the year, spot milk prices ranged from \$3 under to \$1 over Class. Production is slightly busier than last week, as more plants were reportedly down for maintenance then. October has brought some settling to the cheese market tones after a notably bearish mid- to late-September. Cheese makers expect steadier, or busier, customer interests as the block to barrel price gap narrows, and values continue to rebound.

WEST - OCT. 18: In the West, domestic demand is steady for varietal cheeses from retail and food service avenues. Some cheese manufacturers indicate slightly decreasing inventories for spot load purchasing. Export demand is lighter compared to domestic demand. Despite some sentiments by stakeholders that domestic prices are currently more competitive to attract greater interest from international buyers, no upticks in export demand are noted. Demand for Class III milk is strong to steady. However, some manufacturers relay limited extra spot milk load availability, making most cheese production schedules reported as steady. Since last Wednesday, daily cash trading prices on the CME for both barrels and blocks showed bullish movement.

FOREIGN -TYPE CHEESE - OCT. 18: In Europe, milk output is declining, and some industry sources indicate volumes are similar to or below 2022. Industry sources indicate declining milk availability, and high input costs, are having a negative impact on cheese production. European cheese inventories are tight as steady to lighter cheese production is being outpaced by current demand. Some cheese makers say they are unable to meet the needs of spot purchasers looking for additional loads. Retail demand for cheese in Europe is strong. Contacts say food service sales are steady and meeting expectations for this time of year. Cheese exports from Europe are unchanged. Contacts note firm prices for cheese in the region and some say current market trends indicate prices will increase in the coming months.

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

Variety	Date: 10/18	10/11	Variety	Date: 10/18	10/11
Cheddar Curd	\$1.79	\$1.76	Mild Cheddar	\$1.79	\$1.77
Young Gouda	\$1.79	\$1.75	Mozzarella	\$1.67	\$1.65

DRY DAIRY PRODUCTS - OCTOBER 19

DRY BUTTERMILK/CENTRAL: The bottom of the Central dry buttermilk price range inched higher this week. Cream has become more available in the Central states and spot prices have responded accordingly. Churning activity has picked up and liquid buttermilk quantities have bounced back from recent scarcity. Dry buttermilk inventories are slow to respond as drying activity has remained limited. Contacts anticipate further spot inventory tightness of dry buttermilk over the coming weeks.

DRY BUTTERMILK/EAST: The East dry buttermilk price series increased at the low end of the range. Cream has become more available recently and churning activity has increased for some producers. Other processors note that they are cautious about building relatively expensive butter inventory that they may be unable to move before the end of the year. As a result of mixed churning activity, liquid buttermilk quantities remain limited. Drying of new dry buttermilk inventory also remains limited. Contacts share that some spot demand has increased in preparation for seasonal baking mix interests. Inventories are tight for the time being.

DRY WHEY/CENTRAL: The dry whey prices moved higher this week on fairly active trading momentum. Some contacts are not shy when it comes to positing bullish expectations, while others have some doubts. All said, though, dry whey markets are experiencing some near-term firmness. Limited milk availability outside of contracted loads, bullish high-protein concentration markets, and some globally-related demand improvements have culminated in a bullish tailwind for the entire whey complex. End users say they are hopeful that prices do not push too far out of their fiscal comfort zones moving into the final months of the year. All said, dry whey and dairy carbohydrate markets are traversing a bullish path at the current time.

LACTOSE CENTRAL/WEST: Lactose prices moved higher at the bottom of the range and across the mostly price series this week. Contacts continue to report strengthening demand for lactose from domestic purchasers. Some also note an uptick in interest from market participants in international markets this week. Lactose inventories are available, but they have tightened in recent months.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Conventional cheese, in 6-to 8-ounce shreds, was the most advertised cheese item this week, despite an 8 percent week to week drop in ad totals. The weighted average advertised price of conventional six-to-eight-ounce cheese shreds was \$2.55, \$.14 higher than last week's price. Conventional yogurt ad totals slipped 20 percent, but organic yogurt ad totals grew 69 percent. Conventional yogurt in 4-to 6-ounce containers, which has a weighted average advertised price of \$.57, was the most advertised yogurt item this week.

Total conventional 1-pound butter ads decreased 49 percent, but 8-ounce butter ad totals increased 5 percent. The average advertised price for 1-pound butter is \$4.06, 6 cents higher than last week. Conventional sour cream ad totals dropped 30 percent, while total conventional Cottage cheese ad numbers decreased 27 percent. The average price for organic half-gallon milk is \$4.24, compared to \$2.25 for its conventional counterpart.

RETAIL PRICES - CONVENTIONAL DAIRY - OCTOBER 20

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	3.19	2.78	3.39				
Butter 1#	4.06	4.43	4.49	3.79	3.83	4.09	3.43
Cheese 6-8 oz block	2.67	2.44	2.85	2.75	2.53	2.27	2.49
Cheese 6-8 oz shred	2.55	2.52	2.64	2.38	2.78	2.54	2.49
Cheese 6-8 oz sliced	2.66	2.59	2.75	2.84	2.48	2.27	2.63
Cheese 1# block	3.89	4.29	4.05		2.99	3.97	
Cheese 1# shred	3.91	4.29	3.95		2.99	3.97	
Cheese 1# sliced							
Cheese 2# block	6.99					6.99	
Cheese 2# shred	7.71	7.99		6.99	5.99	9.95	
Cottage Cheese 16 oz	2.44	2.58	2.81	2.62	2.75	1.64	
Cottage Cheese 24 oz	3.26	3.22	3.50	3.15	3.29		
Cream Cheese 8 oz	2.68	2.11	3.00	1.50	2.49	2.49	2.99
Ice Cream 14-16 oz	3.78	3.87	3.76	3.85	3.18	3.15	4.98
Ice Cream 48-64 oz	3.86	3.56	3.93	3.38	3.85	4.33	4.42
Milk 1/2 gallon	2.25	3.29			2.59	2.22	1.37
Milk gallon	3.85	3.78		4.19		3.82	
Flavored Milk 1/2 gal	2.06	3.49				1.97	
Flavored Milk gallon	3.50			3.50			
Sour Cream 16 oz	2.18	2.13	2.33	2.20	2.35	2.00	
Sour Cream 24 oz	3.11			2.88			
Yogurt (Greek) 4-6 oz	1.13	1.09	1.10	1.20	1.25		1.17
Yogurt (Greek) 32 oz	5.43	5.54	4.99	6.29	5.51	4.99	4.99
Yogurt 4-6 oz	0.57	0.59	0.59	0.59	0.60	0.51	0.49
Yogurt 32 oz	3.67	4.49	2.50	3.53		2.77	

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:

Sour Cream 16 oz:	\$4.03	Yogurt 4-6 oz:	
Butter 1 lb:		Yogurt 32 oz:	\$4.30
Cottage Cheese 16 oz:		Yogurt Greek 32 oz:	\$6.56
Cheese 2 lb shred:		Cream Cheese 8 oz:	\$3.68
Cheese 2 lb block:		Milk 1/2 gallon:	\$4.24
Cheese 6-8 oz shred:	\$3.11	Milk gallon:	
Cheese 6-8 oz block:	\$4.93	Flavored Milk 1/2 gallon:	
Cheese 6-8 oz sliced:	\$3.00	Ice Cream 48-64 oz:	

WHOLESALE BUTTER MARKETS - OCTOBER 18

CENTRAL: Butter markets regained a foothold after a slip from the top of the peak earlier in the month. Some contacts expected further slips, but now some say they expect more bulls. Salted butter supplies are not notably tight, but suppliers are not hesitant to move loads into contractual needs, either. Cream has been somewhat tight until October. Butter makers say late last week and over the weekend, cream availability opened up. Cream spots are now in the low 1.20s, within the fiscal comfort zone for churning. Both Class II and Class III have shown slowdowns in cream end usage; butter processors say that both regional and Western region cream loads are available.

NORTHEAST: Contacts relay that cream availability varies throughout the region, but spot loads are generally more available now than they have been in recent weeks. Some butter processors report having very little spot inventory left after a surge in demand. Other contacts report that heavy demand persists and they are purchasing spot loads of cream in addition

to contracted loads to keep churns active. In the Northeast, the weighted average advertised price of conventional 1-pound packages of butter is listed at \$4.01.

WEST: Overall, cream is tight in the West, but spot loads are available. Cream volumes above fulfilling contractual obligations gained some looseness in a few parts of the region recently. That said, some butter producers are limiting additional purchases of cream loads due to current prices. Domestic demand for butter is reported as steady. Amongst butter manufacturers with currently active churns, butter production is mixed. Retail production schedules are strong to steady. Some plant managers are working towards further supply build up for anticipated remaining 2023 holiday season demand, while others relay waiting to do so given current price points. Some manufacturers are focusing production lines on keeping retail at full capacity, with cream volumes on the short end to hold both retail and bulk production at full capacity, making bulk butter availability tighter.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
10/16/23	31,117	78,773
10/01/23	29,454	81,450
Change	1,663	2,677
Percent Change	6	3

CME CASH PRICES - OCTOBER 16 - 20, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDN	DRY WHEY
MONDAY October 16	\$1.6425 (-¼)	\$1.7000 (NC)	\$3.3500 (-1)	\$1.2200 (NC)	\$0.3350 (NC)
TUESDAY October 17	\$1.6450 (+¼)	\$1.7025 (+¼)	\$3.4100 (+6)	\$1.2300 (+1)	\$0.3700 (+3½)
WEDNESDAY October 18	\$1.6825 (+3¾)	\$1.7600 (+5¾)	\$3.4175 (+¾)	\$1.2200 (-1)	\$0.3850 (+1½)
THURSDAY October 19	\$1.7000 (+1¾)	\$1.8125 (+5¾)	\$3.3975 (-2)	\$1.2350 (+1½)	\$0.3875 (+¼)
FRIDAY October 20	\$1.7100 (+1)	\$1.7875 (-2½)	\$3.3600 (-3¾)	\$1.2325 (-¼)	\$0.3950 (+¾)
Week's AVG \$ Change	\$1.6760 (+0.0570)	\$1.7525 (+0.0510)	\$3.3870 (-0.0560)	\$1.2275 (+0.0225)	\$0.3745 (+0.0560)
Last Week's AVG	\$1.6190	\$1.7015	\$3.4430	\$1.2050	\$0.3185
2022 AVG Same Week	\$2.1620	\$2.0530	\$3.1935	\$1.4480	\$0.4390

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Five cars of blocks were sold Monday, the last at \$1.7000, which left the price unchanged. Six cars of blocks were sold Tuesday, all at \$1.7025, which raised the price. A total of 5 cars of blocks were sold Wednesday at prices between \$1.7150 and \$1.7425; an unfilled bid for 1 car at \$1.7600 then set the price. A total of 11 cars of blocks were sold Thursday at prices between \$1.7650 and \$1.8175; an unfilled bid at \$1.8125 set the price. Two cars of blocks were sold Friday, the last at \$1.7875, which set the price. The barrel price declined Monday on a sale at \$1.6425, rose Tuesday on a sale at \$1.6450, increased Wednesday on a sale at \$1.6825, rose Thursday on a sale at \$1.7000, and increased Friday on an unfilled bid at \$1.7100.

Butter Comment: The price decreased Monday on a sale at \$3.3500, jumped Tuesday on a sale at \$3.4100, rose Wednesday on an unfilled bid at \$3.4175, declined Thursday on a sale at \$3.3975, and fell Friday on a sale at \$3.3600.

Nonfat Dry Milk Comment: The price increased Tuesday on a sale at \$1.2300, fell Wednesday on a sale at \$1.2200, rose Thursday on a sale at \$1.2350, then declined Friday on a sale at \$1.2325.

Dry Whey Comment: The price jumped Tuesday on a sale at 37.0 cents, rose Wednesday on a sale at 38.50 cents, increased Thursday on a sale at 38.75 cents, and climbed Friday on a sale at 39.50 cents.

WHEY MARKETS - OCTOBER 16 - 20, 2023

RELEASE DATE - OCTOBER 19, 2023

Animal Feed Whey—Central: Milk Replacer:	.2200 (-1) – .2600 (-4)	
Buttermilk Powder:		
Central & East:	1.0000 (+5) – 1.0500 (NC)	West: .9100 (+2) – 1.0700 (+2)
Mostly:	.9300 (+3) – 1.0300 (+3)	
Casein: Rennet:	3.6000 (NC) – 4.0000 (-10)	Acid: 3.4000 (-25) – 3.8000 (-15)
Dry Whey—Central (Edible):		
Nonhygroscopic:	.3000 (+2) – .3800 (+3)	Mostly: .3200 (+1) – .3500 (+2)
Dry Whey—West (Edible):		
Nonhygroscopic:	.3050 (+½) – .3750 (+½)	Mostly: .3300 (+1) – .3700 (+1)
Dry Whey—NE:	.2950 (+½) – .3675 (+½)	
Lactose—Central and West:		
Edible:	.1600 (+3) – .3950 (NC)	Mostly: .2000 (+½) – .2925 (+¾)
Nonfat Dry Milk—Central & East:		
Low/Medium Heat:	1.1500 (+3) – 1.2200 (NC)	Mostly: 1.1800 (+1) – 1.2050 (+½)
High Heat:	1.2800 (+3) – 1.3500 (+2)	
Nonfat Dry Milk—Western:		
Low/Med Heat:	1.1700 (+4) – 1.2700 (+5)	Mostly: 1.1900 (+3) – 1.2400 (+3)
High Heat:	1.3000 (+3) – 1.4400 (+4)	
Whey Protein Concentrate—34% Protein:		
Central & West:	.7600 (+2) – .9900 (+1)	Mostly: .8200 (NC) – .9200 (+1)
Whole Milk:	1.8500 (NC) – 2.1000 (NC)	

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	21.15	23.35	23.33	24.31	22.57	21.36	21.60	22.25	24.60	23.82	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	19.37
'20	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43	21.61	23.34	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	24.42	25.21	24.33	22.52	20.10	19.82	21.81	21.01	20.50
'23	19.43	17.78	18.10	18.52	16.11	14.91	13.77	17.19	18.39			

Updated Draft Protocols Of Dietary Guidelines Advisory Panel Available

Washington—The federal government's 2025 Dietary Guidelines Advisory Committee held its third meeting recently and discussed its prioritized questions focusing on the relationship of diet and health across the lifespan.

As part of those discussions, the DGAC presented new and updated draft protocols.

All of the draft protocols for the Committee's systematic review questions and about half of the draft protocols for the Committee's food pattern modeling analyses are now available online for review and public comments.

A protocol, or plan, is developed for questions answered using systematic review or food pattern modeling methodologies. A protocol describes how the methodology will be tailored to answer a specific question. The protocol is created before the Committee reviews the evidence and is made publicly available through DietaryGuidelines.gov for review and public comment.

Regarding systematic review protocols, a Nutrition Evidence Systematic Review (NESR) systematic review is considered a gold-standard evidence synthesis

project that answers a nutrition question of public health importance using systematic, transparent, rigorous, and protocol-driven methods to search for, evaluate, synthesize, and grade the strength of the eligible body of evidence.

This approach allows the Committee to answer high priority scientific questions by reviewing evidence from all relevant studies that have been published on a particular topic.

Regarding food pattern modeling protocols, food pattern modeling is a methodology used to illustrate how changes to the amounts or types of foods and beverages in a dietary pattern might affect meeting nutrient needs, and is used to develop quantitative dietary patterns that reflect health-promoting patterns identified in systematic reviews and meet energy and nutrient needs.

This approach allows the Committee to make recommendations to inform the development of dietary patterns for the U.S. population. The public is encouraged to comment on the protocols by Nov. 17, 2023, at www.dietaryguidelines.gov.



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