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Requests For Make Allowance Hearing Criticized, Defended

Co-ops, Others Decry Limited Scope Of Hearing Request; IDFA, WCMA Address Concerns

Washington—Two petitions asking the US Department of Agriculture (USDA) to hold a hearing to address make allowances in federal milk marketing order (FMMO) pricing formulas are being criticized by dairy cooperatives and organizations, while the two organizations that filed those petitions continue to defend their proposals.

The Wisconsin Cheese Makers Association (WCMA) and International Dairy Foods Association (IDFA) submitted their petitions to USDA on Mar. 28. One day later, National Milk Producers Federation (NMPF) encouraged USDA not to grant a national FMMO hearing on the single issue of adjusting make allowances.

Since then, the WCMA and IDFA petitions have come under criticism from several other stakeholders. Dairy Farmers of America (DFA), California Dairies Inc. (CDI), Land O'Lakes (LOL), and Maryland & Virginia Milk Producers Cooperative Association

voiced their "strong opposition" to the IDFA and WCMA proposals. The four cooperatives noted that they are IDFA members and represent a "significant portion" of the processing capacity and milk utilization of IDFA.

"Our cooperatives share a significant responsibility to ensure a strong, reliable milk supply and a strong, reliable dairy processing and manufacturing sector," the four co-ops noted. "Therefore, we understand updates to the FMMO require a balanced, measured approach that considers the needs of both dairy farmers and dairy processors and manufacturers to ensure we have a system that supports the health and longevity of our industry."

The co-ops said that's why they have worked with NMPF member co-ops from across the US to reach support for more comprehensive FMMO modernization. NMPF's proposal is scheduled to be submitted to USDA sometime this month.

"The approach of the IDFA proposal only addresses one aspect of the entire order and creates winners and losers that will ultimately cause harm to the entire dairy industry," the four co-ops stated. "The IDFA/WCMA proposals call for make allowance changes that are based off unreliable data, either statistical derivatives of dated cost surveys or more recent surveys that were not mandatory or audited."

The "narrowly focused" proposals submitted by IDFA and Wisconsin Cheese Makers Association "lack the necessary details for meaningful improvements and it is imperative the industry avoids addressing one problem in a myopic manner that will create avoidable harm to the processing and producer community," the co-ops added.

Randy Mooney, a Missouri dairy farmer and chairman of both NMPF and DFA, urged USDA to not grant the IDFA and WCMA proposals for a national FMMO hearing on the issue of adjusting make allowances "when

• See **Hearing Requests**, p. 16

US Milk Production Rose 0.6% In March; Output Was Up 1.0% In First Quarter

Washington—US milk production in the 24 reporting states during March totaled 18.9 billion pounds, up 0.6 percent from March 2022, USDA's National Agricultural Statistics Service (NASS) reported Wednesday.

February's milk production estimate was revised up by 48 million pounds, so output was up 1.2 percent from February 2022, rather than up 1.0 percent as initially estimated.

Production per cow in the 24 reporting states averaged 2,116 pounds for March, three pounds above March 2022.

The number of milk cows on farms in the 24 reporting states in March was 8.95 million head, 44,000 head more than March 2022 and 6,000 head more than February 2023.

Milk production for the entire US during March totaled 19.8 billion pounds, up 0.5 percent from March 2022.

During the first quarter of 2023, milk production for the entire US totaled 56.8 billion pounds, up 1.0 percent, or 537 million pounds, from the first quarter of 2022. Production per cow during the first quarter averaged 6,032 pounds, up 32 pounds from 2022's first quarter. The average number of milk cows in the US during the first quarter was 9.42 million head,

• See **Milk Output Up**, p. 10

California's Valley Milk To Begin Selling SMP On Global Dairy Trade; GDT Price Index Rises 3.2%

Auckland, New Zealand—Valley Milk, LLC, Turlock, CA, will begin offering skim milk powder (SMP) on Global Dairy Trade's (GDT) semi-monthly dairy commodity auction, GDT Events, starting in June/July 2023, GDT announced this week.

Valley Milk, which began commercial operations in 2018, is owned by five multi-generational Central Valley California dairy families, along with other dairy professionals including nutritionists and veterinarians. Earlier this year, the company announced a 10,000-square-foot expansion of

• See **GDT Adds US Seller**, p. 22

Completion Of New UW Center For Dairy Research, Babcock Hall Feted

Madison—The completion of a major construction project for the University of Wisconsin-Madison's Center for Dairy Research and Babcock Hall was celebrated during several events last week.

The events included a grand opening celebration Thursday for donors and other special guests, and a public open house on Friday that featured an interactive, self-guided tour highlighting the building's new state-of-the-art spaces and the work that takes place in the facilities.

The Wisconsin Center for Dairy Research (CDR) has been housed in Babcock Hall since it was established in 1986.

Babcock Hall itself opened in 1951, and today houses not only the CDR but also the Department of Food Science, the Bab-

cock Hall Dairy Plant, and the Babcock Hall Dairy Store.

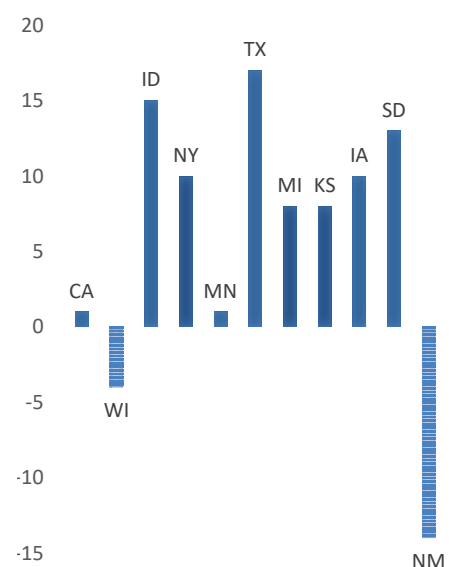
The recently completed \$72.9 million project included constructing a new, three-story addition for the CDR, as well as renovating the Babcock Hall Dairy Plant on its existing footprint.

Project funding came from private donors, the state of Wisconsin and UW-Madison. Almost 200 private donors, primarily from the cheese industry, fundraised over \$18 million to support the project.

The total square footage of the entire project, including the renovation and addition, was around 77,400 square feet. The Dairy Plant renovation involved around 28,900 gross square feet

• See **New CDR Feted**, p. 12

Change In Milk Cows March 2023 vs 2022
1,000 head





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EDITORIAL COMMENT



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eliminating end product pricing also eliminates a series of controversial issues, ranging from make allowances and the block-barrel spread to determining the value for other solids in the Class III formula

Pondering A Competitive Pay Price For Federal Orders

As noted in this space last week, USDA's Dairy Industry Advisory Committee, in its final report released in 2011, recommended (in a section regarding existing programs and authorities) that the elimination of end product pricing in federal milk marketing orders be "strongly" considered, and that alternative measures to the current end product pricing system, such as competitive pricing and mandatory price reporting, be explored.

More than 12 years after the DIAC finalized its report, we're wondering if it's time to take up the DIAC's recommendation to eliminate end product (or product formula) pricing and explore competitive pricing specifically.

This leads to at least two questions. First, why eliminate end product pricing?

Perhaps the best way to answer that question is to look at what aspects of federal orders are being included in order reform proposals. For example, the board of directors of National Milk Producers Federation last month unanimously approved a proposal to modernize the federal order system, and the majority of the proposals adopted have something to do with end product pricing.

Specifically, those proposals include discontinuing the use of barrel cheese in the protein component price formula; extending the current 30-day reporting limit to 45 days on forward priced sales of nonfat dry milk and dry whey; updating the milk component factors for protein, nonfat solids, and other solids in the Class III and Class IV skim price formulas; developing a process to ensure make allowances are reviewed more frequently; and providing an interim update to current make allowances.

Meanwhile, the Wisconsin Cheese Makers Association's board of directors last fall endorsed six proposals to

improve and reform federal order pricing provisions. One of those proposals deals with make allowances, while another deals with the volatility between block and barrel cheese prices used to value protein in Class III milk.

And a third proposal calls for USDA collaboration with the dairy industry to develop a new value for other solids in the Class III milk price formula. The current value uses the price of dry whey, a product produced only at a "small percentage" of dairy manufacturing sites in the US, the WCMA noted.

To put this proposal in a bit of historical perspective, back in 2000, the first year that federal order reforms were in effect, there were 46 plants in the US producing dry whey (human), production of which totaled 1.1 billion pounds. In 2021 (the most recent year for which statistics are available), there were 26 plants producing dry whey (human), production of which totaled 911.5 million pounds.

In short, eliminating end product pricing also eliminates a series of controversial issues, ranging from make allowances and the block-barrel spread to determining the value for other solids in the Class III formula.

The second question raised by the DIAC's final report deals with competitive pricing. By way of brief background, during the federal order reform process, of the more than 1,600 comments received relative to the basic formula price in response to a May 1996 invitation to comment on federal order restructuring, most favored one or more of five categories of alternatives to the then-current Basic Formula Price; those five alternatives were economic formulas, futures markets, cost of production, competitive pay price, and product price and component formulas.

After publication of the proposed rule in January 1998, nearly

600 comments were received relating to some aspect of the basic formula price replacement. For the most part, comments that related specifically to the proposal supported the use of product price formulas and the use of surveyed product prices to calculate component prices in determining the value of milk.

The only alternative previously considered that retained considerable support from producer organizations, USDA noted, was a competitive pay price. Some commenters expressed the view that a competitive pay price is the best indicator of the national supply and demand for milk, and that continuing to use such a price would provide a simple, economically defensible method of calculating the true value of milk used in manufactured dairy products.

But USDA concluded, in the 1999 order reform final rule, that identification of a competitive pay price, "in today's dairy industry, where 70 percent of the milk is currently covered under Federal milk marketing orders, appears to be an unsurmountable challenge."

More recently, during USDA hearings in 2007 regarding Class III and Class IV pricing formulas, the Maine Dairy Industry Association offered a proposal that sought to amend the Class III and Class IV product-price formulas by incorporating a factor to account for any monthly spread between component price calculations for milk and a competitive pay price for equivalent Grade A milk. USDA rejected that proposal.

MDIA in 2010 outlined a competitive pay proposal to USDA's DIAC, and DIAC's final report suggested that such a proposal be explored. Given that issues surrounding product price formulas will be forever controversial, exploring alternatives today seems like a good idea.

FDA To Extend Comment Period For Plant-Based Milk Alternatives Labels

Silver Spring, MD—The US Food and Drug Administration (FDA) on Thursday announced that it plans to reopen the comment period for the draft guidance on the labeling of plant-based milk alternatives.

FDA had released the draft guidance on Feb. 22, 2023, and said written comments should be submitted by Apr. 24, 2023, to ensure that the agency considers them before it begins work on the final version of the guidance.

The new comment deadline will be determined when the reopening notice is published in the *Federal Register*. Comments should be submitted to [regulations.gov](https://www.regulations.gov); the document number is FDA-2023-D-0451.

As of Thursday, Apr. 20, FDA had received almost 500 comments on the draft guidance.

Under FDA's draft guidance, plant-based milk alternatives must be labeled with a common or usual name, but there is no requirement that they be labeled with more than one common or usual name. Consequently, a plant-based milk alternative may be labeled with the term "milk," "beverage" or "drink." In the names of plant-based milk alternatives, the term "milk" should be qualified by the plant source of the food.

Also, the draft guidance recommends that plant-based milk alternatives that have a nutrient composition that is different than milk include a voluntary nutrient statement that conveys how the product compares with conventional milk.

FDA said it is reopening the comment period in response to requests from stakeholders to allow additional time for interested persons to develop and submit comments.

The International Dairy Foods Association (IDFA) requested a 90-day extension of the comment period, noting that FDA's "precedent-setting guidance" will have impacts "reaching far beyond plant-based milk alternatives. The dairy industry needs significantly more time to carefully analyze FDA's proposal and the consumer survey data that FDA evaluated, and consider these impacts, along with consideration of alternative approaches."

IDFA said it "is important that FDA get this right before publishing a final guidance; this requires additional time to allow stakeholders to develop thorough and, most importantly, constructive comments that will help the agency achieve its goal and obtain the broadest degree of acceptance as possible."

The Plant Based Foods Association also requested a 90-day extension of the comment period, noting that the current 60-day comment period "is not adequate time to review and respond with the necessary information requested by the agency."

Labeling has been an issue facing the plant-based food industry for nearly a decade.

"The significance of the FDA's proposed guidance extends beyond the labeling of plant-based milks and has implications for future regulations of all plant-based food products," the PBFA stated. "Therefore, it is critical that stakeholders have adequate time to fully evaluate the proposed guidance and comment."

FDA's proposed guidance "relies heavily" on consumer research

commissioned by the FDA and consumer research performed by a commercial firm, Mintel, which have been summarized by FDA in an administrative file memorandum, the PBFA noted.

Although the memorandum was made publicly available, neither the reports nor the underlying research on which FDA relies have been made publicly available.

The research summaries exclude key information, such as the number of participants, questions asked and reported percentages, the PBFA said. The PBFA requested the reports and underlying studies from FDA but was told they would not be made available except via a Freedom of Information Act (FOIA) request.

The Good Food Institute (GFI) requested a 60-day extension to the current comment period.

The draft guidance relies on a number of consumer studies,

some of which are publicly available and others that can only be obtained through the FOIA process, the Good Food Institute stated.

Stakeholders should have the opportunity to fully review both the draft guidance and the studies on which it relies before submitting comments, according to the GFI.

Also, "the draft guidance sets forth a novel nutrient labeling scheme that will have a significant impact on consumers and the plant-based milk industry, and could have implications for the regulation of other plant-based foods," GFI stated.

The Alliance for Plant-Based Inclusion (APBI) requested a 90-day extension to the comment period, stating that the current 60-day period "is not adequate time to review and respond with the necessary information requested by the agency."

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Class III In \$19s Possible In Fourth Quarter

Dairy Situation & Outlook - April 19

DR. BOB CROPP,
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Milk production compared to a year ago has slowed. Milk production was 1.4 percent higher in January, 1.1 percent in February and just 0.5 percent in March. Since December of last year, the number of milk cows has been increasing month to month. By March cow numbers increased by 29,000 head. March cow numbers were 31,000 higher than a year ago, an increase of 0.3 percent. Milk per cow did poorly with March just 0.1 percent higher than a year ago.

Of the selected states, 12 had higher milk production than a year ago, 11 had less milk and one with no change. March milk production compared to a year ago for each of the five leading dairy states was California with a 2.1 percent decrease, but the other four states had increases of 0.4 percent for Wisconsin, 3.3 percent for Idaho, 4.7 percent for Texas and 2.2 percent for New York. Each of the states had more milk cows than a year ago except Wisconsin with 4,000 less.

Milk per cow was up 0.7 percent for Wisconsin and Idaho, 0.5 percent for New York, 2 percent for Texas but 2.2 percent lower for California. The heavy rains and floods took a toll on milk per cow in California.

Despite milk production increasing just 0.5 percent in March the April Class III price will only increase about \$0.50

from \$18.10 in March to \$18.60 in April. The May Class III price will decline to about \$17.50.

Cheese prices have weakened a lot since March. The 40-pound block Cheddar cheese was as high as \$2.10 per pound in March but has trended lower in April to now \$1.76. Cheddar barrels were as high as \$1.9625 per pound in March and also trended lower in April to now \$1.16. Cheddar cheese production has been rather strong with February production up 5.6 percent from a year ago and total American cheese production up 2.4 percent.

But while February stocks of American cheese remained relatively high they were 2 percent below a year ago.

Butter was as high as \$2.41 per pound in March. During April butter ranged from \$2.32 to \$2.4025 per pound. Nonfat dry milk was as high as \$1.18 per pound in March. During April nonfat dry milk ranged from \$1.12 to \$1.16 per pound. The March Class IV price was \$18.38 but April will be lower near \$17.95 and May near \$17.70.

Looking ahead it seems likely that the Class III price will be in the \$17's through June and returning to the \$18's for the second half of the year. This is based on the forecasted level of milk production, domestic sales, and dairy exports.

Higher feed prices until at least the new 2023 crop and lower milk prices have tightened operating margins that will impact cow numbers and milk per cow. USDA forecasts the average number of cows for the year to be unchanged from 2022 and a 1.0 percent increase in milk per cow netting just a 1.0 percent increase in milk production. Domestic sales of milk and dairy products are forecasted to increase nearly 2 percent.

USDA forecast dairy exports to fall below the record last year due to price competition from increased milk production in the EU-27 plus the United Kingdom and New Zealand, uncertain China demand and uncertain global economy. However, the USDEC expects the milk solids equivalent volume could still increase 1.5 percent compared to the 5 percent increase in 2022. So far this year the milk solids equivalent volume was 16 percent higher in January from a year ago but up just 0.8 percent for February. Compared to last year, February exports of nonfat dry milk/skim milk powder and cheese were flat with butterfat and dry whey products lower.

Thus, the February increase in exports was almost entirely due to a 32 percent increase in lactose exports.

Class III futures have weakened but still has Class III in the \$19's from August to the end of the year. With a little weaker milk production, increased domestic sales and dairy exports holding Class III in the \$19's is very possible the last quarter of the year.

USDA's latest forecast has Class III strengthening slowly from \$18.15 second quarter, to \$18.20 third quarter to \$18.25 fourth quarter. **BC**

FROM OUR ARCHIVES

50 YEARS AGO

April 20, 1973: Chicago—Butter futures trading began on the New York Mercantile Exchange for the first time in over 30 years. The trading unit for the Exchange will be 30,000 pounds of domestically-produced US Grade A butter, with a minimum price fluctuation will be \$0.0002½ per pound, or \$7.50 per contract.

Washington—When diplomatic relations were resumed with China, it was assumed there wouldn't be much interest in US farm goods. That assumption proved wrong, and China's purchases from the US in 1972-73 may top \$150 million, compared with none the year before.

25 YEARS AGO

April 24, 1998: Arlington, VA—The American Butter Institute will combine its annual meeting with that of the American Dairy Products Institute, beginning in 1999. "This represents an exciting new opportunity for ABI members to benefit from sharing a conference with people representing companies that manufacture other dairy products," said ABI executive director Jerry Kozak.

Chicago—The ADPI has selected Lyle Brenne as this year's Award of Merit recipient. During his career, Brenne has served three dairy cooperatives: Baldwin Cooperative Creamery, Benson Cooperative Creamery, and Ellsworth Cooperative Creamery. Brenne also was an ADPI director for five years, retiring in 1991.

10 YEARS AGO

April 19, 2013: Madison—Norman "Norm" Wood, 73, dairy industry veteran who helped develop the Marschall Italian Cheese Seminar, passed away April 16. Wood became known as "Mr. Italian Cheese" throughout the industry during his 34 years of service.

La Crosse, WI—John Pitman of Mill Creek Cheese, Arena, WI, earned the coveted H.P. Mulloy Memorial Award at the Wisconsin Cheese Industry Conference. Pitman becomes the first back-to-back winner of the award; he also received the title in 2011.

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FDA Seeks Input On Food Labeling Info For Online Grocery Shopping

Silver Spring, MD—The US Food and Drug Administration (FDA) today issued a Request for Information (RFI) to learn more about the content, format, and accuracy of food labeling information provided through online grocery shopping platforms.

FDA said it intends to use the information submitted in response to this RFI to help improve consumer access to consistent and accurate nutrition, ingredient, and allergen information for packaged foods sold through e-commerce. For purposes of this RFI, “e-commerce” refers to commercial transactions conducted on the internet.

The COVID-19 pandemic greatly increased the use of e-commerce in the US, including online grocery food shopping, which is the focus of this RFI, FDA explained. In 2019, consumers in the US spent \$62.2 billion on online grocery sales; in 2020, online grocery sales grew 54 percent, reaching \$95.8 billion, and accounted for 7.4 percent of all grocery sales.

Between 2019 and 2020, consumer use of online platforms to purchase at least some of their groceries rose from 19 percent to 79 percent, and this number is expected to grow, FDA said. Online grocery orders are expected to make up 21.5 percent of all US grocery sales in 2023.

Online grocery shopping could change consumer behavior for the long-term, given the shift in how people are purchasing groceries, FDA said. The increase in online grocery shopping is an opportunity to ensure consumers are able to find and view label information that will help them make more informed and healthier food choices.

In the RFI, the term “online grocery” refers to foods ordered through grocery retailer (e.g., supermarket) websites, directly from the manufacturer’s websites, and third-party online grocery providers (e.g., a grocery fulfillment service that offers food products from various grocery retailers). It does not include ready-to-eat meals (e.g., salad or hot food bar) that are ordered online from grocery providers for pick-up or delivery.

FDA is interested in the nutrition (e.g., Nutrition Facts label), ingredient, and major food allergens label information that is available to consumers through online grocery shopping platforms.

The agency is also seeking feedback about consumer experiences in viewing food labeling information when grocery shop-

ping online. In particular, FDA would like data on how consumers use food label information and the extent to which different consumer groups (e.g., racial and ethnic minority groups, those living in rural communities, those with lower socioeconomic status, and persons with disabilities) access and use the information when shopping for groceries online.

The primary purpose of food labeling is to provide consumers with information to make informed decisions about the food they are purchasing, to make safe choices, and to maintain healthy dietary practices, FDA noted.

For this to be possible, consumers need accurate, informative, and accessible food labeling when shopping for groceries online.

The Food and Drug Administration said it is aware that many grocery retailers, manufacturers, and third-party online grocery providers present some label information online, such as nutrition and ingredient information. However, there may be inconsistencies in how and where this information is being displayed between the different types of online platforms (e.g., website, mobile application, etc.) and online grocery businesses.

Regarding food labeling information provided through online grocery shopping, FDA is requesting data and information regarding, among other things, what

mandatory label information is currently available through online grocery shopping platforms; how consistently mandatory label information is presented across online grocery shopping platforms; and how nutrition, ingredient, and major food allergens information is presented through online grocery platforms.

FDA also wants information on how manufacturers, grocery retailers, and third-party online grocery providers decide what label information to display for grocery foods sold through online platforms; and what challenges and limitations online retailers, manufacturers and third-party online grocery providers encounter when seeking to display food labeling information on their platforms.




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Two Areas To Focus On, But First:

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April saw major activity on the global stage including unrest in Sudan and the rejection of continuing grain movements from Ukraine through the corridors of Poland, Hungary and Slovakia. The latter is impacted by cheap grain being moved into the European Union and logistic issues in moving grain from Ukraine across its borders.

In addition, Russia only agreed to a 60-day grain export extension which is in jeopardy of extending past May 18. The first point I mentioned, Sudan, could have a major impact on energy prices given their geographic location, refining capabilities and ongoing civil war. A point worth bringing up is the just-in-time production schedule for a lot of commodities. There is a fine balance and it's easy for one hiccup to start to affect other areas with non-ideal

timing given volatility and the inflationary environment we're in.

Now that I have the two current events out of the way for the week I'll shift gears to the two topics I continue to try to digest as the global economy struggles to find its path forward.

Interest Rates:

Given it's the number one topic that comes up when I travel for work, I'll spend some time on where interest rates have been and the Federal Reserve's trajectory as it starts to unwind. When asked about the direction of rates over the past five years, I, along with so many others, thought that we had some direction on where things would go, which was higher rates due to coming off historic average lows. This is typically the wrong forecast. Fast forward to 2022 and

I was finally right in not recognizing the speed and trajectory the Federal Reserve would assume. Right or wrong the federal funds rate has marched higher from a benchmark of nearly 0 in March of 2022 to 4.75 – 5.00% by March 2, 2023.

The Fed has signaled price stability and a core inflation target of 2.00%. As of April 12, 2023, the latest barometer reading of core inflation was 5.6% compared to February's rate of 5.5%. As a normal consumer I am a little taken back by the higher readings. For those that are out and about it would appear that things like housing, new and used cars, groceries, vacations and rent are slowly starting to pull back. While we're not back to 2020 or 2021 levels, it would appear that we have stabilized in most aspects of pricing on everyday goods and services. Unfortunately, I don't expect prices to regress to where we were, but I'm thinking we have a good look at prices today as the new near-term benchmark.

Given the global connectedness, other countries are feeling the same stress of higher prices of goods and services and, more than likely, wage growth. A chaotic situation over the last few years with monetary interest rates and manufacturing capacities have begun to normalize. The "just in time" versus "just enough services" components may have stabilized enough along with the intended shock of higher rates. Given the accelerated trend of increasing rates, manufacturing coming back online and a more stabilized workforce, we may be finding a new balance. Think about how many conversations you've had about automation and how many of those investments have taken place to balance the workforce deficit many of you have experienced.

(Un)Employment:

What a perfect segue off my last sentence. Employment seems to be the other topic that, while better, continues to lack the need that's out there from both a service and manufacturing standpoint. A simple summary is that labor resources may not get better.

Like any basic economic lesson, it's supply versus demand. It could be assumed that part of the potential pool would be filled given an increase in wages, but that hasn't been the case. At the end of March 2023, there were roughly 11 million job openings waiting to be filled. Per the Committee for Economic Development's (CED) March 2023 release, the number of unemployed is roughly six million, leaving a shortage of five million openings. That's a big number to fill.

Immigration reform is likely to have an impact on the number

of workers we depend on to help support the United States labor pool. The CED addressed examining efficient labor reform for two main reasons: the US population is aging and birth rates are declining. They also suggest reskilling, diversifying talent pools and supporting older workers.

...the larger solution would include a more reasonable system of legally bringing in foreign workers. When taking the labor shortage to the next level it's important to consider the impact higher wages have had on inflation. Fewer workers mean retaining them with compensation and that has had a direct impact in areas like agriculture...

The last three may help, but the larger solution would include a more reasonable system of legally bringing in foreign workers. When taking the labor shortage to the next level it's important to consider the impact higher wages have had on inflation. Fewer workers mean retaining them with compensation and that has had a direct impact in areas like agriculture, hospitality and manufacturing. A bipartisan approach to coming up with a common-sense immigration solution would go a long way in solving a lot of challenges and easing the inflationary story.

What's Next:

As we get through the current earnings season the numbers appear to be neutral and signal the economy is still performing at a satisfactory level. This is a bit of a surprise given most economists say that the inverted yield curve environment that we're in is typically a recession indicator. We haven't seen that yet and we may not.

It's been a new normal with historical indicators not necessarily correlating with the current state we're in.

Here's what I'm paying attention to as I believe it has a larger impact on economic health, exports and other considerations in the near future:

- Federal Reserve Federal Open Market Committee Meetings – May 2-3 and June 13-14

- Job Openings and Turnover Survey (JOLTS) – March data release on May 2, 2023

- Consumer Price Index Release – April Data – May 10, 2023

- International Monetary Fund – World Economic Outlook April 2023 Report. **TR**

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USDA Seeks To Buy String, Cheddar, Pepper Jack Cheese; Buys Fluid Milk

Washington—The US Department of Agriculture (USDA) is inviting offers to sell Mozzarella String cheese for use in domestic food distribution programs.

USDA is specifically seeking to buy 1,310,760 pounds of String cheese, for delivery between July 1 and Sept. 30, 2023. Bids are due by 1:00 p.m. Central time on Tuesday, Apr. 25.

USDA is also inviting offers to sell Cheddar and Pepper Jack cheese for use in domestic food distribution programs. The agency is specifically seeking 37,440 pounds of sliced Cheddar, 33,600 pounds of shredded Cheddar, and 38,800 pounds of shredded Pepper Jack cheese.

Deliveries are to be made between July 1 and Sept. 30, 2023. Bids are due by 1:00 p.m. Central time on Monday, May 1.

Offers for both of these solicitations must be submitted electronically via the Web-Based Supply Chain Management System. Offerors are cautioned to bid only quantities they can reasonably be expected to produce and deliver.

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

Meanwhile, USDA recently announced the awarding of contracts to a number of companies for a total of 505,800 containers of fluid milk for delivery in June.

The purchase includes 28,800 gallons and 210,600 half gallons of 1 percent milk; 126,000 gallons and 121,500 gallons of 2 percent milk; and 10,800 gallons and 8,100 half gallons of skim milk. The total price of the fluid milk purchases is \$1,176,376.86.

Contracts were awarded as follows:

Anderson Erickson Dairy: 19,800 containers of milk, at a total price of \$48,465.00.

Cream-O-Land Dairy: 18,800 containers of milk, at a total price of \$49,158.00.

Dairy Farmers of America: 36,000 containers of milk, at a total price of \$64,224.00.

Foster Dairy Farms: 68,400 containers of milk, at \$128,907.00.

GH Dairy, Ontario, CA: 42,300 containers of milk, at a total price of \$108,279.00.

GH Dairy, El Paso, TX: 68,400 containers of milk, at a total price of \$157,374.00.

Hollandia Dairy: 27,900 containers of milk, at a total price of \$58,797.00.

HP Hood: 27,900 containers of milk, at a total price of \$56,321.64.

McArthur Next: 10,800 containers of milk, at a total price of \$37,405.08.

New Dairy Opco, LLC: 49,500 containers of milk, at a total price of \$145,829.88.

Royal Crest Dairy: 11,700 containers of milk, at a total price of \$30,577.50.

United Dairy: 116,100 containers of milk, at a total price of \$276,364.80.

Upstate Niagara Cooperative: 8,100 containers of milk, at a total price of \$14,673.96.

A total of 55 trucks of fluid milk (171,900 pounds) was not purchased due to no offers and vendor constraints, USDA noted.

Finally, USDA's Agricultural Marketing Service (AMS) is providing current domestic and international commodity vendors in the Web-Based Supply Chain Management (WBSCM) System an on-line training session on "Report Options in WBSCM."

Prior to the training date, a reminder will be sent to all registered vendors with instructions on how to access the training session. For more information, visit WBSCMAMSHelpDesk@usda.gov.

USDA's Agricultural Marketing Service (AMS) purchases a variety of domestically produced and processed commodity food products, including cheese, fluid milk and other dairy products, through a competitive process among approved vendors.

These purchases made by the AMS Commodity Procurement Program (CP) support American agriculture by encouraging the consumption of domestic foods. AMS-CP manages the Web-Based Supply Chain Management (WBSCM), the fully integrated,

web-based ordering and procurement system used for the purchase of USDA Foods.

AMS develops products and purchase program technical requirements, manages the Web-Based Supply Chain Management, and conducts the procurements (solicitations, awards, and contract management) in accordance with federal regulations and USDA policy.

USDA's Food and Nutrition Service (FNS) manages the food and nutrition assistance programs, including the National School Lunch Program and The Emergency Food Assistance Program, generating demand (orders) from qualified recipients for various USDA Foods and coordinating with AMS on the purchase planning and scheduling.

Kemps New Smooth Cottage Cheese For Kids Has Texture, Flavor Like Yogurt

Chicago—Kemps introduced its new Smooth Cottage Cheese for Kids line Wednesday, which features the creamy texture of yogurt without any curds.

Launching in three flavors: Mixed Berry, Strawberry and Strawberry Banana, the kid-friendly innovation is marketed with special characters like Peppa Pig, PJ Masks and Transformers.

Kemps Smooth Cottage Cheese for Kids line is packaged in four-ounce, four-cup packs. For more information, visit www.kemps.com.



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GALLOWAY COMPANY

Galloway Company Continues To Grow Through A Culture Of Quality And Pride

Neenah, WI—Galloway Company continues to witness strength due to its three core growth pillars while simultaneously focusing on culture- and employee-enhancing investments.

Galloway Company manufactures sweetened condensed milk, ice cream and other dairy dessert mixes, and cream liqueur bases, processing a fresh milk supply from nearby family farms.

Their milk is contracted from one of four cooperatives near the single-source manufacturing facility in Neenah, WI.

The company has been a relatively quiet Wisconsin milk processing success story, with a culture set nearly 70 years ago, supplying a virtual who's who customer base with quality, innovative products and solution-solving service.

Kevin Beauchamp has been with Galloway Company for over 18 years and has served as president of the company since 2020.

"We have always liked flying below the radar," said Beauchamp. "And that has always been intentional. Though when we do talk about ourselves, people are amazed by the number of retail products we are in across the country."

Despite its strength and recognition in the food industry, the company's brand is not widely recognized in the local community.

Beauchamp is now actively working on improving their brand presence within the community to align with their reputation as a strong player in the national food and beverage industry.

In order to support company growth plans, he feels improving the corporate brand will promote employee and civic pride as a means to aid in employee retention and recruitment.

"In this world of trying to find the best of the best to come and work here, we feel we need to tout our achievements just a bit more than usual," Beauchamp said. "This is great company, built with core principles by the Galloway family. It feeds the world out of this one plant in a small Wisconsin town. If candidates don't know what you do, or how you do it, or know the company's values, they may not consider you for employment. As we continue to grow, we need to change that."

Three Core Products

Galloway Company specializes in producing a variety of custom liquid concentrated dairy blends with the ability to offer our customers unique formulations for a variety of applications.

"In some respects Galloway Company is an engineering company that just happens to make dairy products," Beauchamp said. "I think we are successful because we have employees with the science, technology, and engineering backgrounds within these four walls that help our customers even when they might be unaware that they need help."

Galloway never competes on price, Beauchamp said. It's not our business model. Our business model is to create the best product out there and sell that based on the service we have.

He said the company has the technical expertise to help their customers understand the differences with what they can do with, say, sweetened condensed milk, to make their products perform better.

"We get a lot of requests from our customers to offer more," Beauchamp said. "We get a lot of 'what else can we buy from you.

What else do you make. Go make something else so we can buy it from you.' We hear that all the time."

Back before Beauchamp started at the company nearly 20 years ago, the company was running about a half a million pounds of milk a day. Now they process 1.5 million pounds a day.

Roughly 40 percent of the daily milk intake goes into sweetened condensed milk for the industrial market. That is about the same percentage as it was 20 years ago.

"While the sweetened condensed milk industry isn't growing like it used to, we have captured market share," Beauchamp said. "We expect our sweetened condensed milk sales to grow a small percentage every year."

The truth is, Galloway Company is the largest producer of sweetened condensed milk for the industrial market in the US.

New applications are always being discovered, and one of the largest new applications is as an ingredient in pumpable flavorings and syrups most often seen at coffee shops or ice cream parlors.

"There is a pretty good chance if you have a caramel flavored food or beverage, it starts out right here," Beauchamp said. "If you go into most coffee shops, if they have a pumpable flavoring or syrup, there is a great likelihood that is our sweetened condensed milk enhancing the drink."

Beauchamp estimates another 40 percent or 600,000 pounds of milk processed in a day goes into ice cream and other dairy desserts mixes.

"When I first started, our ice cream business was about 20 percent of what it is right now," Beauchamp said.

The company's dairy desserts mixes are sold to some of the largest, fastest-growing businesses in the US.

"Our ice cream business is eight times what it was some 20 years ago," Beauchamp said. "Our customers are growing and we are proud to be their partner."

He said the ice cream business used to have a much larger seasonal variation cycle to it that caused fluctuations to the company's production. Production would be heavy during the summer months, but slowed in the winter.

"We are way more stable today than we were years ago," Beau-

champ said. "One of our biggest customers has seen consistent growth and is expanding into the South and Southwest. We grow with our customers. As they add more and more stores, we are proud to grow with them."

Beauchamp says the industry is to the point where ice cream and other dairy desserts are practically recession-proof.

"Dairy desserts will continue to grow a small percentage," Beauchamp forecasted. "There were a lot of stores that experienced an increase in sales during COVID. Some grew 20- to 30- percent of their volumes, and over the last year, ice cream kind of held at that level whereas other products returned to pre-COVID levels."

Galloway Company didn't make cream liqueurs back 20 years ago but their production has grown to roughly 20 percent of the company's business with expectations of strong growth.

"We sell a lot of cream liqueur bases. With many new mom and pop distilleries throughout the country, they want to put a cream liqueur on their shelf as well," Beauchamp said. "So we sell them a base cream liqueur bases to bottlers who are giant multinationals to small craft producers and they will add their flavoring, put it in a bottle, and add it to their menu. That market will continue to grow."

Cream liqueur is a little bit different at Galloway Company, Beauchamp said. The company adds alcohol and flavoring to the dairy ingredients at the Neenah operation and delivers the product in either 1,000 liter totes or by tanker truck loads to the bottler.

"If you go to the liquor store and you look at the cream liqueur aisle, about 80 percent of the facings start here."

Neenah Location

In taking a tour of the facility, Beauchamp and the 133 employees are noticeably proud to work there, and proud to show off the very high-tech, high-volume, sanitary work environment.

"Many of our customers don't realize how cool this place is," Beauchamp said. "We really don't get a lot of requests to come see what we do here. That's kind of unfortunate, because we like showing it off."

• See **Galloway Company**, p. 9



Galloway Company

Continued from p. 8

“There is so much going on inside this plant,” Beauchamp said. “And we do it from an efficiency standpoint. It is the most efficient use of space. We’ll probably need to expand in order to grow, but for now, we make efficient use of what we have.”

You won’t see a lot of milk, just a lot of stainless steel pipe. In fact, Beauchamp said, there is about 20 miles of two-inch stainless steel piping running throughout this plant.

“It’s an incredible engineering masterpiece.”

“I think we are successful because we have employees with the science, technology, and engineering backgrounds within these four walls that help our customers even when they might be unaware that they need help.”

—Kevin Beauchamp,
Galloway Company

Galloway Company uses a distributive control system, a multi-million-dollar control system that monitors the continuous milk flow and processing operation.

The operators must make manual connections to get liquid ingredients to and from many different tanks and then double check these connections for accuracy. Once the connections are made they use the computer touch screens open/close valves and to operate the process.

“Employees are not spending 100 percent of their day moving stuff physically. Operators are pushing buttons,” Beauchamp said. “However, I don’t want it to sound like our equipment runs this plant. We know the heart and blood of this facility is the people who are running it.”

Galloway Company is currently looking to expand their operations, already securing adjacent property West of the current operation.

“Our customers like the end result. It’s a consistent, highly functionable, high quality product with great service,” Beauchamp said. “We’re ready to potentially expand to help get more product to our customers.”

Beauchamp has ruled out the possibility of another site or growth by acquisition.

“We believe this place is as stable as it is because of the three legs of the stool: ice cream, sweetened condensed milk, and cream liqueurs,” he said. “One of the

things we share with our customers is that milkshed in Wisconsin is available, is high-quality, and is within 100 miles of our plant. Our farmers are incredible.”

Culture

Beauchamp talks about the culture and pride of the company, crediting that to the Galloway family.

“I believe the culture was set by our founder, Edwin Galloway,” Beauchamp said. “And it runs throughout the family and current ownership.”

Edwin Pierce Galloway, began his career as a dairy farmer. He was also a member of the board of directors for Neenah Milk Products in Neenah.

Edwin Galloway would eventually purchase Neenah Milk Products in 1956 and changed the name to Galloway Company.

His sons, Ned, John and Dick joined the firm shortly thereafter.

Today the third generation of Galloways - Tod, Tim, Ted, and Pat - have leadership roles in engineering and sales functions.

“The Galloways have said they want their name written on the front of this place, forever,” Beauchamp said. “Not just for Galloway family but for this community. The Galloways care more about what we do for our employees, and for our customers, and for our community than they are worried about putting another dollar in their pockets.”

Beauchamp says the company is inundated with calls to acquire the business, perhaps as many as three to four calls a week.

“We could put up a for sale sign today and we’d be sold tomorrow,” Beauchamp said. “We get calls all the time. And we simply tell them we are not interested



At the Galloway Company, located in Neenah, WI, about 20 miles of two-inch stainless steel piping runs throughout the plant.

in selling. It’s that culture. Family, which includes the employees, customers, community. That’s our culture. That’s our concern.”

Word of mouth has always gotten Galloway Company the employee pool that they needed.

“We start off our production floor employees, those people who fit our culture, that have what we are looking for with an aptitude for mechanics or engineering, we bring them in at the \$25 - \$28 per hour, with the ability to get north of \$30 in short period of time,” Beauchamp said.

But to meet growth plans of the company, Beauchamp said the pool of workers needs to get larger.

Beauchamp said the company’s employee turnover rate in 2022 was 9.2 percent.

“That’s pretty low for this industry,” Beauchamp said. “But five years ago, we would have 30 people on the waiting list to work here. And 80 percent of them had a family member or a friend working here. That queue isn’t there anymore. The world is changing and we are competing against other companies.”

When your company sells products to some of the most well-known brands in the US, Beauchamp said, Galloway Company employees take a great amount of pride in promoting that to their family and friends.

“I see that Galloway pride whenever I see an employee at a coffee shop or the local soft-serve ice cream store,” Beauchamp said. “Or they come back here after a vacation and they tell us how many of our customers’ ice cream shops they hit on their trip. Or they recommend a pumpable flavoring to their friend at the coffee shop, or a cream liqueur at a holiday party. It’s pretty cool.”

Beauchamp expects the company to continue to be a family-owned business and will soon be finalizing growth plans for the next decade.

“I am bullish on dairy and our product line,” Beauchamp said. “But more importantly, I am bullish on Galloway Company. I am fortunate to work inside this culture as part of 135 families that come and work here every day.”

For more information, visit www.gallowaycompany.com

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Milk Output Up

(Continued from p. 1)

20,000 head more than the fourth quarter of 2022 and 40,000 head more than the first quarter of 2022.

California's March milk production totaled 3.64 billion pounds, down 2.0 percent from March 2022, due to 1,000 more milk cows but 45 less pounds of milk per cow. California's first-quarter milk production totaled 10.45 billion pounds, down 1.1 percent from 2022's first quarter. The state's October-December 2022 milk output had been down 0.7 percent from a year earlier.

Wisconsin's milk output totaled 2.74 billion pounds, up 0.4 percent from March 2022, due to 4,000 fewer cows but 15 more pounds of milk per cow. Wisconsin's January-March milk output totaled 7.9 billion pounds, up 0.8 percent from the same period last year. The state's fourth-quarter milk production had been up 0.8 percent from 2021's fourth quarter.

Milk production in Texas totaled 1.5 billion pounds, up 4.7 percent from March 2022, due

to 17,000 more milk cows and 45 more pounds of milk per cow. Texas's first-quarter milk production totaled 4.3 billion pounds, up 5.1 percent from 2022's first quarter. The state's October-December output had been up 5.5 percent from the same period in 2021.

Idaho's milk production totaled 1.44 billion pounds, up 3.1 percent from March 2022, due to 15,000 more milk cows and 15 more pounds of milk per cow.

Idaho's January-March milk production totaled 4.14 billion pounds, up 3.4 percent from the same period last year. The state's fourth-quarter output had been up 2.2 percent from 2021's fourth quarter.

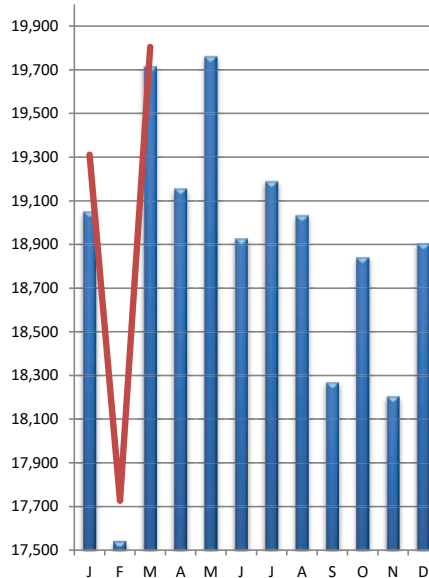
New York's March milk production totaled 1.36 billion pounds, up 2.1 percent from March 2022, due to 10,000 more milk cows and 10 more pounds of milk per cow.

New York's first-quarter milk production totaled 3.9 billion pounds, up 3.1 percent from 2022's first quarter. The state's October-December output had been up 2.7 percent from a year earlier.

March milk production in Michigan totaled 1.04 billion pounds, up 2.9 percent from

US Milk Production

2022 vs. 2023
(in millions of pounds)



March 2022, due to 8,000 more milk cows and 25 more pounds of milk per cow. Michigan's January-March milk production totaled 2.98 billion pounds, up 3.2 percent from the same period last year. The state's fourth-quarter output had been up 1.0 percent from 2021's fourth quarter.

Minnesota's March milk production totaled 906 million pounds, up 1.2 percent from March 2022, due to 1,000 more milk cows and 20 more pounds of milk per cow.

Minnesota's first-quarter milk output totaled 2.6 billion pounds, up 1.6 percent from 2022's first quarter. The state's October-December milk production had been up 0.3 percent from a year earlier.

Pennsylvania's March milk production totaled 871 million pounds, down 0.2 percent from March 2022, due to 1,000 fewer milk cows but unchanged milk per cow. Pennsylvania's January-March milk production totaled 2.5 billion pounds, down 0.1 per-

Milk Production by State

STATE	March 2022 millions of lbs	March 2023 millions of lbs	% output change	Change Cows
California	3717	3642	-2.0	1000
Wisconsin	2724	2735	0.4	-4000
Texas	1437	1505	4.7	17000
Idaho	1397	1440	3.1	15000
New York	1333	1361	2.1	10000
Michigan	1006	1035	2.9	8000
Minnesota	895	906	1.2	1000
Pennsylvania	873	871	-0.2	-1000
New Mexico	653	624	-4.4	-14000
Washington	551	542	-1.6	-5000
Iowa	487	507	4.1	10000
Ohio	480	490	2.1	2000
Colorado	453	453		NC
Arizona	452	440	-2.7	-5000
Indiana	386	393	1.8	2000
South Dakota	344	368	7.0	13000
Kansas	352	369	4.8	8000
Oregon	232	226	-2.6	-3000
Vermont	221	219	-0.9	NC
Georgia	183	188	2.7	2000
Utah	185	180	-2.7	-2000
Florida	183	173	-5.5	-7000
Illinois	155	154	-0.6	-1000
Virginia	128	125	-2.3	-3000

cent from the same period in 2022. The state's fourth-quarter output had been down 0.9 percent from 2021's fourth quarter.

March milk production in New Mexico totaled 624 million pounds, down 4.4 percent from March 2022, due to 14,000 fewer milk cows but five more pounds of milk per cow.

New Mexico's first-quarter milk production totaled 1.8 billion pounds, down 4.3 percent from 2022's first quarter. The state's October-December output had also been down 4.3 percent from a year earlier.

Washington's March milk production totaled 542 million pounds, down 1.6 percent from March 2022, due to 5,000 fewer milk cows but five more pounds of milk per cow.

Washington's January-March milk production totaled 1.5 billion pounds, down 1.8 percent from the same period last year. The state's fourth-quarter output had been down 2.5 percent from 2021's fourth quarter.

All told for the 24 reporting states in March, compared to March 2022, milk production was higher in 12 states, with those increases ranging from 0.4 percent in Wisconsin to 7.0 percent in South Dakota; lower in 11 states, with those declines ranging from 0.2 percent in Pennsylvania to 5.5 percent in Florida; and unchanged in Colorado.



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Purified Curcumin Can Be Used To Preserve, Enhance Probiotic Yogurt

Rzeszow, Poland—Researchers have succeeded for what is believed to be the first time in adding a highly purified form of curcumin to yogurt in a way that ensures it remains dissolved in the product and preserves it, while tasting good.

Their discovery, which was published recently in *Frontiers in Nutrition*, makes it possible to create a probiotic yogurt that contains no artificial preservatives but that still has a long shelf life and properties that may enhance good health.

Curcumin is a naturally occurring chemical that provides the yellow color in turmeric. Studies have shown that it has anti-inflammatory and anti-oxidative properties, that it can inhibit the growth of bacteria and fungi, and may be able to boost the immune system.

“It is well known that curcumin has anti-microbial, anti-inflammatory and immune-boosting effects,” commented first author of the study, Dr Magdalena Buniowska-Olejnik, from the Institute of Food Technology and Nutrition at the University of Rzeszow, Poland.

“However, it is insoluble in water, which is one of the main reasons why our bodies are not able to absorb sufficient amounts for it to have a biological effect. We wanted to see if it was possible to create a dairy product containing curcumin in a bioavailable form that would also appeal to the consumer,” Buniowska-Olejnik continued.

The researchers developed a probiotic yogurt containing a form of curcumin called NOMICU L-100®, which could dissolve well in water and could be easily absorbed by the body. They compared it with a yogurt containing a standard turmeric extract to see how effective it was at inhibiting the growth of yeast, fungi and bacteria over a period of 28 days. They evaluated the color of the yogurts and tested the taste on a panel of expert tasters.

“We found that NOMICU L-100 was better at inhibiting the growth of yeast, fungi and bacteria than the standard turmeric extract,” Buniowska-Olejnik said. “It maintained the recommended levels of the ‘good’ lactic acid bacteria that are contained in fermented, live yogurts.

“Yogurt containing the standard turmeric extract was slightly better at remaining in a homogeneous form without a layer of water developing on the top,” Buniowska-Olejnik said. “However, it tasted bitter and the taste deteriorated after the first week of

storage in the fridge, so it did not appeal to the tasting panel.

“In addition, its color was towards the green end of the yellow spectrum, whereas NOMICU shifted the color towards the red end, making it look more attractive,” Buniowska-Olejnik added. “NOMICU imparted a sweet, rich, creamy flavor to the yogurt, which remained stable to the end of the 28 days storage in the fridge.”

Maciej Banach, professor of cardiology at the Medical University of Lodz, Poland, and adjunct professor at the Ciccarone Center for the Prevention of Cardiovascular Disease, Johns Hopkins

University School of Medicine, led the research, together with Dr Jakub Urbanski, CEO of Dairy Biotechnologies Ltd.

“NOMICU is the first highly purified curcumin available in the market that does not contain any other artificial additives, and which has one of the best bioavailability due to the fact it dissolves well in water,” Banach remarked.

“We expect it may have health properties in addition to those of other probiotic dairy foods, including anti-inflammatory and antioxidant effects, and beneficial effects on fats and sugars in the blood.

“In our previous meta-analysis, the largest one we know of, we found that consumption of fermented yogurt was associated with

a significantly lower risk of deaths from any cause or from diseases of the heart and blood vessels, such as stroke and coronary heart disease,” Banach continued.

“As a cardiologist, I consider that a yogurt enriched with a nutraceutical, which has been shown to be effective and safe, has potential for improving population health, especially when taking into account how often yogurts are consumed in everyday diet,” Banach commented.

The probiotic researchers plan to research the effects of curcumin in other dairy products, as well, especially those where its anti-microbial properties can extend the shelf life of products, or significantly reduce the risk of uncontrolled growth of yeast and mold.

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New CDR Feted

(Continued from p. 1)

(GSF) and the CDR addition involved around 48,500 gross square feet.

The new CDR addition gives the Center its own food-grade, licensed production facility, including state-of-the-art research, instruction and small-scale production space, as well as a broader array of dairy food processing equipment.

For example, the new facility has 10 rooms for specialty cheese ripening, each with its own set of environmental controls, as well as space for the processing and handling of various other specialty cheeses.

The new CDR addition also has new equipment for the filtration, concentration, fermentation, separation and drying of milk, enabling Center for Dairy Research staff to work on specialty dairy products from Cream cheese to Greek yogurt to whey powder.

There's also a new aseptic bottling line, which is used to produce shelf-stable, dairy-based beverages, further expanding the CDR's research capabilities and possible industry partners.

In addition to two new levels of process area, the CDR added office space, a conference room, and a large auditorium.

The CDR provides scientific expertise in dairy research, technical support and education to dairy processors in Wisconsin, around the US and around the world.

Each year, CDR works with more than 100 dairy companies and more than 30 national and international dairy organizations to help them develop new prod-

ucts, troubleshoot production problems and train dairy professionals.

Center for Dairy Research staff also work with University of Wisconsin graduate students on research projects designed to drive innovations in dairy products and processing.

CDR is also home to more than 15 annual dairy short courses, covering everything from cheesemaking and buttermaking to dairy ingredients and food safety. And the CDR co-administers the Wisconsin Master Cheesemaker® Program along with the Dairy Farmers of Wisconsin.

"Having a world-class facility like this enables us to attract the best people in dairy research — including faculty, staff and students — to Wisconsin, where we are in an ideal location to serve the state's dairy processing industry," said John Lucey, CDR director and professor of food science.

"But we didn't do it alone," Lucey continued. "Huge credit goes to the donors to the project, who helped fund the project and encouraged state officials to support it."

"Wisconsin's dairy industry has provided long-term support to CDR, and now we have this exciting new facility that will generate innovations to add more value to our state's high-quality milk," Lucey added.

"I'm seeing real pride and excitement in the Wisconsin dairy community over the opening and operation of the new Center for Dairy Research. Bringing this building project across the finish line was a challenge and a key career goal for a lot of people in the dairy industry," said John



Lou Gentine, chairman of Sargento Foods, cuts the "ribbon" (braided String cheese) to celebrate the grand opening of the new Babcock Hall and Wisconsin-CDR at the University of Wisconsin-Madison. Also shown are Randy Romanski (at left), secretary of the WDATCP; John Umhoefer, executive director of the Wisconsin Cheese Makers Association.

Umhoefer, executive director of the Wisconsin Cheese Makers Association (WCMA).

For more information about the Center for Dairy Research, visit www.cdr.wisc.edu.

Babcock Hall Dairy Plant Upgrade

The construction project represents the first major upgrade to the Babcock Hall Dairy Plant since it was built in 1951.

The Babcock Hall Dairy Plant produces cheese, ice cream and bottled milk for on-campus and some off-campus retail sites, and also serves as a laboratory and learning facility for students, university researchers and industry personnel.

The Babcock Hall Dairy Plant is utilized in many ways: by students for courses, research projects and employment/job training; by researchers for product testing and recipe development; and by industry members for short courses/professional training.

The renovation modernizes the dairy plant, adding a new high-flow ice cream maker; automation

with new Human-Machine Interface (HMI) touch screens; more freezer and cooler space; new deep freezer storage racking for increased ice cream product distribution efficiency; and improved raw milk receiving bay; new quality control lab space; as well as new piping, tanks, pumps and valves to more efficiently move milk and milk products around the plant.

The renovation project maintained the existing observation deck overlooking the Babcock Hall Dairy Plant, a popular spot for student groups and other campus visitors.

"We have a great space now to make the Babcock products that people have come to know and love," said Scott Rankin, chair and professor in the Department of Food Science. "Just as important, the new facilities represent a huge step forward in the plant's ability to serve as a laboratory and learning space for our students and university researchers, as well as industry personnel who come for professional training in the plant."

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EPA Proposes New Emissions Standards For Heavy-Duty Trucks

Washington—The US Environmental Protection Agency (EPA) last week announced new proposed federal vehicle standards for both heavy-duty trucks and for light- and medium-duty vehicles.

The proposed “Greenhouse Gas Standards for Heavy-Duty Vehicles-Phase 3” would apply to heavy-duty vocational vehicles (such as delivery trucks or dump trucks) and trucks used to haul freight. These standards would complement the criteria pollutant standards for model year (MY) 2027 and beyond heavy-duty vehicles that EPA finalized in December 2022 and represent the third phase of EPA’s Clean Trucks Plan.

These Phase 3 greenhouse gas standards maintain the flexible structure that EPA previously designed through a stakeholder engagement process to reflect the diverse nature of the heavy-duty industry, the agency said. The heavy-duty proposal uses performance-based standards that enable manufacturers to achieve compliance efficiently based on the composition of their fleets.

“The trucking industry starts at ‘yes,’” said Chris Spear, president and CEO of the American Trucking Associations (ATA). “We share the goal of reducing greenhouse gas emissions and improving fuel efficiency and believe any regulation must be practical, achievable, and based on sound science. Our members have a long history of adopting the cleanest emissions technology on the road today and are making the necessary investments to support a decarbonized future.

“While these standards are directed at manufacturers, it is fleets — the customers and end-users of this equipment — who will ultimately determine their level of success,” Spear continued. “The Phase 3 standards must take into account the complex challenges and operating conditions facing motor carriers as we manage the transition to a zero-emission future while simultaneously moving more than 72 percent of the economy’s freight.

“As we review the proposed rule, ATA will remain engaged in the regulatory process to ensure the agency arrives at a regulation that has realistic equipment adoption timelines, is technologically feasible, and will not cause additional inflationary pressures if finalized,” Spear added.

A public hearing on this proposed rule will be held May 2-3. For details, visit www.epa.gov.

Emmi Opens New Goat Milk Powder Plant In Netherlands

Lucerne, Switzerland, and Etten-Leur, Netherlands—Emmi is bundling its goat milk powder activities under the umbrella of a newly established Emmi Nutritional Solutions (ENS) and commissioning a new production facility at its existing site in Etten-Leur in the Netherlands.

The spray-drying facility is a model example in terms of energy efficiency and meets the growing demand for goat milk powder, particularly for use in baby food.

With the CHF 40 million (US\$43.7 million) investment in this growth niche, the company said it is also creating economic prospects for regional goat milk suppliers.

“Thanks to the great commitment of the teams, we can commission our new, resource-efficient facility for goat’s milk powder as planned. The increased production capacity and the facility’s technological design enable us to further strengthen our position in this attractive niche with the newly established Emmi Nutritional Solutions and to tap into new markets and segments,” said Ricarda Demarmels, CEO of the Emmi Group.


The goat milk powder business is managed by the newly established Emmi Nutritional Solutions, which brings together all procurement, production and sales activities.




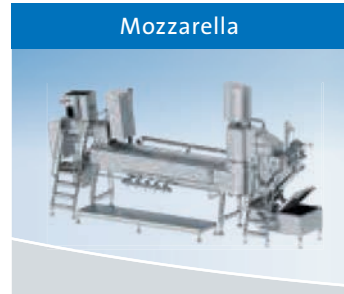



The new strategic unit is a consolidation of AVH dairy trade, a goat and sheep milk powder trader that has been part of the Emmi Group since 2013, and Goat Milk Powder, a goat milk powder producer in which Emmi has held a stake since 2016.

Synergies can be leveraged more effectively and growth initiatives can be driven forward with focus in a dynamic market environment, Emmi said.

Thanks to its high tolerance and nutritional quality, pure goat milk powder can improve or prolong people’s quality of life, from infancy and childhood to those advancing in age, Emmi noted. Goat milk powder is a valuable source of protein, minerals, vitamins and trace elements, and has a nutritional profile that is comparable to human breast milk.

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Brad Legreid Plans To Retire As Long Time WDPA Executive Director

Middleton, WI—Brad Legreid, longtime executive director of the Wisconsin Dairy Products Association (WDPA), has communicated his intent to retire and to transition from his position once a successor is named.

The WDPA board of directors has formed and empowered a search committee, chaired by Greg Pollesch, to lead a successful, seamless leadership transition process. The committee is tasked with finding the next leader for the association with the skills, experiences, and characteristics to lead the organization into the future. The board has engaged the QTI Group to lead the search.

“The board of directors of the Wisconsin Dairy Products Association appreciate Brad Legreid’s incredible leadership over the past 33 years and congratulate him on his upcoming retirement,” Pollesch said. “Over his 33 years of dedicated service to WDPA, he has significantly grown our membership and had a significant impact on the Wisconsin dairy industry.

“Brad has been a tireless voice and advocate at the State Capi-

tal and various state agencies, on behalf of the dairy processors and producers in Wisconsin,” Pollesch continued. “Additionally, he has spearheaded efforts to make the annual Dairy Symposium an industry ‘must attend’ event, started and expanded the World Dairy Expo Championship Contest with thousands of dairy products entered by processors from around the world each year and created record attendance at our annual all-industry golf event.”

“It’s been a tremendous honor to represent the members of the Wisconsin Dairy Products Association for over three decades,” said Legreid, who succeeded Norm Kirschbaum as WDPA’s executive director. “Even as my tenure winds down, my enthusiasm and passion for our association and its members are as strong as ever.

“I am extremely proud of the many accomplishments we’ve achieved at WDPA over these years,” Legreid added. “Our members will always have my never-ending respect, admiration, and complete gratitude.”

For more information, contact the QTI Group, (608) 257-1067.

PERSONNEL

FMI-The Food Industry Association has promoted DANA GRABER to associate general counsel and senior director, legal and regulatory affairs. Graber joined FMI in 2016 as senior counsel for FMI’s government relations team. She provides support to members through regulatory tracking, development of regulatory strategy, and compliance assistance. Before joining FMI, Graber worked as an associate attorney with Keller and Heckman, LLP, where she advised domestic and foreign clients regarding compliance with global food additive and food packaging regulations. She also assisted clients with submissions to FDA, addressing food-contact substances and processes used in post-consumer recycled plastics.

CHRISTOPHE LOPEZ has been named chief commercial officer for Leibinger, a German coding and marking concern. In his new role, Lopez will be responsible for the company’s overall commercial development, leading its sales and marketing teams. Before joining Leibinger, Lopez was part of the executive team at Markem-Imaje, most recently serving as president of the company’s primary location in France, with over 600 employees.

ERIN FITZGERALD will step down as chief executive officer of U.S. Farmers & Ranchers in Action (USFRA) after almost five years of service. A group of U.S. Farmers & Ranchers in Action staff members will lead day-to-day operations as the

board kicks off the process to identify Fitzgerald’s successor.

FarmFirst Dairy Cooperative has hired SARAH SARBACKER as director of communications and marketing, responsible for overseeing all marketing, communications and public relations efforts to promote FarmFirst services and programs to its members. Sarbacker joins FarmFirst from Boviteq, a bovine IVF company and division of Semex, where she served as the client service supervisor for North America. Before that, she worked in various areas of agriculture including positions with US Livestock Genetics Export, Compeer Financial, Minitube, and Agri-View newspaper.

OBITUARIES

George Haenlein, 95, passed away April 8, 2023 in Ona, WV. Haenlein was a professor of animal and food science at the University of Delaware for over 40 years. He also served as the Delaware State Dairy Extension specialist in charge of Delaware Dairy Herd Improvement (DHIA), and supervisor of the university’s dairy herd. In 1972, Haenlein received a second doctorate from the University of Wisconsin in dairy science. His involvement with goats opened the doors for international travel and research. Dr. Haenlein was the founding editor of the *Small Ruminant Research Journal* and charter member of the International Goat Association. Haenlein also served on the American Cheese Society (ACS) board earlier in his decades-long career.

USDA News

A New Product that is officially accepted for use in Dairy Plants inspected by the United States Department of Agriculture (USDA) under the Dairy Plant Survey Program. *USDA Project Number 13377*

TC Strainer Barrier TC Elastomer Gasket TC Strainer Gasket



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Product Materials are compliant with the following applicable 3-A Sanitary Standards:

- 42-02 In-Line Strainers for Milk and Milk Products.
- 63-03 Sanitary Fittings.
- 18-03 Multiple Use Rubber and Rubber-Like Materials.
- 20-17, currently 20-27, Multiple-Use Plastic Materials.

Product Materials are also compliant with the following applicable Standards:

- ASTM A240/A240M, Stainless Steel AISI 300 Series.
- US FDA 21CFR177.2600, Rubber Articles Intended for Repeated Use.
- US FDA 21CFR177.1550, Fluoropolymers For Use as Basic Components of Single and Repeated Use.
- USP Class VI Tests, 2004: USP 27, NF 22, 2004, <88> Biological Reactivity, In Vivo.
- USP MEM Elution Cytotoxicity, 2004: USP 27, NF 22, 2004, <87> Biological Reactivity, In Vitro.
- EU 1935/2004(3)EC, Food Contact Regulations.
- EU 2011/65/EC, ReCast of EU 2002/95/EC RoHS Directive



Patent Pending: B1527.101.101, August 17, 2016
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FDA Notes Risks Of Transferring Genes For Proteins That Are Allergens

Silver Spring, MD—The FDA recently issued a letter reminding developers and manufacturers of new plant varieties who intend to transfer genes for proteins that are food allergens (including allergens from foods identified as major food allergens, which includes milk) into new plant varieties used for food of the relevant legal requirements for these products.

For example, a developer could add the gene for an allergenic animal protein to a new plant variety to provide a non-animal source of the protein for use as an ingredient in another food, FDA explained in the letter. This could result in the presence of an unexpected allergen in that food.

FDA said it is not aware of any foods currently in the US market from these types of new plant varieties, but is aware of research and development in this area. Because adverse reactions to food allergens can be severe and life-threatening, including when the allergen is present at low levels, the agency thinks it is important to reach out to developers and manufacturers now, while such plant varieties are still in early research and development stages.

“Like all food producers, developers of new plant varieties containing an unexpected allergen have a responsibility to ensure that the products they market are safe and lawful,” FDA noted in the letter. “In addition to the food safety risks, if unexpected and unlabeled allergens enter the food supply, this could have other consequences for food producers, such as needing to recall the affected products.”

FDA strongly encouraged developers of such new plant

varieties to talk to the agency after having considered in the earliest stages of product development the steps that would be necessary to comply with relevant legal requirements and keep materials from their plants segregated from other plants and foods to ensure that allergens are not unintentionally transferred into food.

“Failure to keep such materials strictly segregated would thwart the most effective way that people with food allergies have to prevent allergic reactions, which is by avoiding foods that contain allergens,” FDA stated in its letter.

If a company is developing a plant variety with a transferred gene that encodes a food allergen (which FDA also refers to as a “transferred allergen” for brevity), stewardship practices are likely to be more challenging and complicated than with other crops, FDA said. When considering its proactive risk management plan, a company will likely have to significantly bolster standard mitigation strategies and practices (e.g., segregation of crops) to provide the level of food safety assurance necessary to prevent inadvertent mixing of foods containing a transferred allergen with other foods.

While requiring label declaration for the presence of an allergen is generally FDA’s approach to inform people with food allergies of the presence of an allergen, labeling may be insufficient or inappropriate to address all food allergen safety risks, particularly if, before entering the food supply, these new plant varieties are inadvertently commingled with similar varieties that do not contain the allergen, FDA noted.

Developers would need to ensure that allergenicity information about an allotment of a particular crop containing a transferred allergen remains associated with the allotment through the supply chain in a manner that enables responsible parties to ensure that the allotment is not mistaken for or used as its counterpart food that does not contain the allergen.

FDA urged developers of products involving transfer of a gene for an allergen to a new plant variety used for food to fully consider the potential allergenicity issues related to these products. The agency believes it is “critically important” to consider whether developers and their partners throughout the supply chain can reliably establish and maintain conditions, from farm to processing to consumption, under which such new plant varieties, and protein-containing materials from such varieties, do not inadvertently enter the food supply, and are properly labeled when they are intentionally part of the food supply.

If it is not feasible to implement all measures that are needed to comply with these requirements and protect people who have a food allergy from an unexpected allergen, the agency thinks “it would be prudent to reconsider your product development plan.”

Italy’s Monti Trentini Retains US Agency To Boost Awareness

New York—Monti Trentini, an Italian business with a long cheesemaking tradition, has chosen Colangelo & Partners to boost awareness of Monti Trentini and its cheeses, and execute a comprehensive communications strategy.

The campaign will focus on educating and engaging trade and hotel-restaurant-cafe audiences as well as consumers through media relations, social media, events and brand partnerships.

Monti Trentini makes a wide range of cheeses with cow’s milk in northern Italy and has a long tradition of producing mountain cheeses, representing the Italian Dolomite Mountains. The company’s cheeses include, among others, Asiago DOP, Grana Padano DOP, Caciotte, Provolone Valpadana DOP, and various Trentino specialties.

The program is designed to introduce Monti Trentini to American audiences as a strong and reliable brand for food lovers, trade and restaurants, increasing popularity with foodservice and grocery buyers and keeping Monti Trentini top-of-mind as a legacy cheese producer from the Dolomite Mountains in the Trentino region of Italy.



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Hearing Requests

(Continued from p. 1)

there is an opportunity forthcoming through the NMPF proposal to take a more holistic and balanced approach to reform.”

Edge Dairy Farmer Cooperative urged USDA to consider the “inequitable scope” of the IDFA and WCMA petitions and the farm bill timeline when determining how to move forward.

“Any effort to fix only a small part of the federal order system that solely benefits processors — while having an adverse effect on farmers’ milk checks — would be neither prudent nor fair,” Edge stated. “It is especially egregious in a year where dairy margins project to decline.”

While Michigan Milk Producers Association (MMPA) agrees that make allowances need to be reviewed and updated, “we oppose addressing them as a single issue without considering a more comprehensive approach to modernize and update the FMMO program.”

MMPA said it is “keenly aware of the need to update manufacturing allowances; however, it is critical that a more balanced approach be taken to update and modernize the overall FMMO program, not just one provision.”

The American Dairy Coalition (ADC) does not support a hearing in which the scope is limited to

only updating make allowances, and also does not support make allowance updates that are based on voluntary surveys that may exclude “important and relevant data.”

IDFA, WCMA Respond To NMPF

Earlier this month, in a letter that IDFA said served to supplement its earlier petition, IDFA noted that it had advanced its proposal only after it had undertaken an “extensive effort” with NMPF to try to reach consensus on the appropriate contours of federal order revisions.

“It was only after both parties concluded that such consensus could not be achieved that IDFA submitted its proposal,” IDFA stated. “Nonetheless, there is consensus in both organizations that make allowances need to be addressed even if IDFA and NMPF do not agree on the degree of change.”

The need to promptly address and update make allowances “cannot seriously be denied,” IDFA said. “No one thinks the current manufacturing allowances remotely reflect current manufacturing costs.

“And manufacturing allowances are the one aspect of milk orders that entirely replaces market forces with regulated prices. By regulation, manufacturers of Class III and IV products must pay dairy farmers the entirety of the amount received selling those

products, minus the manufacturing allowances,” IDFA added.

In its letter to USDA, NMPF also observed that the IDFA proposal does not set forth specific proposed new make allowances.

“That is true,” IDFA said. “IDFA’s proposal: (a) makes the overwhelming case that current manufacturing allowances are much too low, and (b) proposes that USDA set new manufacturing allowances based upon the best evidence presented at the hearing regarding manufacturing costs.”

The IDFA proposal does set forth the specific manufacturing costs determined in the most recent cost survey performed by Dr. Mark Stephenson of the University of Wisconsin-Madison, as well as econometric projections by Dr. Bill Schiek of the Dairy Institute of California of what those costs are now.

“This is more than sufficient for any preliminary analysis of the IDFA and WCMA proposals, with the hearing evidence to include the results of an updated cost survey by Dr. Stephenson that is currently underway,” IDFA said.

Given that NMPF and other letters “purport to identify alleged deficiencies” in the WCMA and IDFA proposals, the WCMA submitted a letter to USDA dated Apr. 14 that serves to supplement its original submission.

“Before submitting its petition, WCMA engaged in extensive and lengthy discussions with producers and processors in the dairy industry. At no time did WCMA attempt to exclude anyone and in fact, WCMA sought potential consensus,” the letter stated. “There is general agreement within industry that USDA needs to update make allowances as has been done in the past.

IDFA and WCMA “lack the necessary details for meaningful improvements and it is imperative the industry avoids addressing one problem in a myopic manner that will create avoidable harm to the processing and producer community.”

—Dairy co-ops

“At no time has WCMA suggested that its proposal should be considered exclusively or in isolation,” the letter continued. “Assuming that USDA preliminarily concludes that a hearing may be warranted (as we trust it will, given its past decisions to hold hearings to update make allowances to reflect more current manufacturing cost information), WCMA understands that USDA will, as it always has in the past, solicit additional proposals for consideration.”

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New Partnership Between US Dairy, Others To Lead On Climate, Trade

Arlington, VA—USDEC and NMPF announced the signing of a set of principles and a new partnership with the National Agricultural Organizations (FARM) from Argentina, Brazil, Uruguay, Paraguay, Chile, Bolivia and Colombia to constructively engage governments and international organizations around the world on the issues of livestock, agriculture, climate and trade.

In collaboration with FARM and the Pan-American Dairy Federation (FEPALE), USDEC and NMPF will coordinate and support engagements with government officials and international organizations in promoting policies that encourage sustainable productivity growth while taking into consideration the unique needs of the livestock industry as well as profitability for farmers.

To launch this strategic collaboration, USDEC, NMPF, FARM and FEPALE co-hosted a seminar this week on “The Road to Sustainability in Livestock Production in the Americas,” bringing together influential leaders from across the livestock sectors of the Mercosur and South America region. Attendees heard from global experts and discussed ways to reduce the livestock sector’s greenhouse gas emissions while remaining viable for the next generation of farmers.

Too often, policies intended to reduce human environmental impact overlook the livestock sector’s positive contributions and fail to adequately consider the diverse circumstances and unique needs of livestock producers in different regions including producers of livestock-forestry regions, the organizations noted.

Recent global convenings have heightened the need for agricultural producers in the Americas, particularly livestock producers, to join together, engage their government representatives, and work with like-minded organizations to insist that efforts intended to promote more sustainable agri-food systems are driven by science, empirical evidence, avoid ideology, reject one-size-fits all approaches, reflect the realities of food production, encourage sustainable productivity growth, incentivize trade, and put producers first, the organizations added.

Livestock producers in the Americas have been working for years to increase food production while addressing food security and lowering environmental footprint, the organizations pointed out. Further addressing the climate impact of the livestock ecosystem is a priority concern and shared responsibility that requires

science-based solutions, innovations, and policies, alongside greater investments.

The lack of incentives together with the rising costs and risks associated with climate change and the investments needed for more sustainable agri-food systems cannot be shouldered by producers alone, the groups stated. Financing must be made available and capital markets created or evolved to incentivize sustainable production and emissions reductions that are accessible, de-risk investment, and facilitate education and communication programs.

Partnerships, multisectoral platforms, and knowledge and

other innovation exchange must be encouraged. It is critical to show the importance of livestock operations in numerous developing countries with many small and medium-sized farmers.

The four organizations said they recognize that trade is important for their industries as well as consumers and that they play a role in the economy of their countries.

Therefore, the four organizations committed to work together, particularly with their government representatives, to, among other things:

- Advocate the critical importance of the ecosystem of livestock production and the major contributions of animal-sourced foods and animal-based products to sustainable agri-food systems.

- Elevate focus on food and nutrition security in all agri-food systems deliberations and highlight nutritional, social, and economic tradeoffs associated with policy change.

- Strengthen collective efforts to share and promote best practices such as those aimed at reducing greenhouse gas emissions, improving water management, increasing carbon sequestration and soil health, and reducing food loss and waste.

- Reject imitation products that are trying to use the nutritional value of products like dairy and meat to promote nutritionally deficient chemical or plant-based products.

- Promote the essential role of trade to achieving more sustainable agri-food systems.

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FDA Completes Consultation For Food Made Using Animal Cell Culture Technology

Silver Spring, MD—The US Food and Drug Administration (FDA) has completed its second pre-market consultation for a human food made from cultured animal cells.

FDA evaluated the information GOOD Meat, Inc submitted to the agency and has no further questions at this time about the firm's safety conclusion. The firm will use animal cell culture technology to take living cells from chickens and grow the cells in a controlled environment to make the cultured animal cell food.

The voluntary pre-market consultation is not an approval process. Instead, it means that after the agency's careful evaluation of the data and information shared by the firm, it has no further questions at this time about the firm's safety conclusion.

FDA's pre-market consultation with the firm included an evaluation of the company's production process and the cultured cell material made by the production process, including the establishment of cell lines and cell banks, manufacturing controls, and all components and inputs.

Human food produced by GOOD Meat, Inc., from cultured animal cells must meet the same

stringent FDA requirements, including facility registration and applicable safety requirements, as other food, FDA noted. In addition, the firm will need a grant of inspection from the USDA's Food Safety and Inspection Service (FSIS) for the manufacturing establishment.

The food itself also requires a mark of inspection from FSIS before it can enter the US market. As this product comes closer to entering the US market, FDA said it is closely coordinating with FSIS to ensure it is properly regulated and labeled.

FDA said it is ready to work with additional firms that are developing cultured animal cell food and production processes to ensure their food is considered safe and lawful under the Federal Food, Drug, and Cosmetic Act. FDA encourages firms to engage with the agency often and early in their product and process development phase, well ahead of making any submissions to the agency.

The agency is expected to issue guidance later this year to assist firms that intend to produce human food made from cultured animal cells prepare for pre-market consultations.

Cheese Companies Form Non-Profit To Acquire Dairy Heritage Center In Plymouth, WI

Plymouth, WI—After regaining ownership of the Cheese Counter and Dairy Heritage Center, the city of Plymouth is announcing its intent to sell the building and its operations to a newly formed non-profit organization which currently includes three Plymouth-based cheese companies: Sargento Foods, Sartori Cheese and Masters Gallery Foods.

The companies have teamed up to form The Plymouth Cheese Counter Foundation Inc., which has been granted IRS "non-profit" status. The Plymouth Cheese Counter Foundation's goal is to preserve the history, culture, and educational experience of the popular downtown destination.

"This move will establish a new operational model for the Cheese Counter and Dairy Heritage Center and allow us to expand the historical curation and educational aspects visitors have come to enjoy," said Lee Gentine, chair of the Plymouth Redevelopment Authority, one of the founders of the new non-profit, and a former Sargento executive.

"We want our local guests and other visitors to experience the unique history of the Cheese Capital of the World with opportunities to purchase the best crafted Wisconsin cheeses to share with family and friends," Gentine added.

The Cheese Counter and Dairy Heritage Center is an immersive cultural experience, museum and point-of-interest for the Cheese

Capital of the World. The Cheese Counter procures cheeses from companies in Sheboygan county and world champion Wisconsin cheese artisans. All of the cheeses are available for purchase at the Cheese Counter's store and online through gift boxes.

The Cheese Counter also sells unique cheese-themed gifts and clothing which celebrate the city of Plymouth as the Cheese Capital of the World. The downtown destination also serves the "World's Best" grilled cheese sandwiches prepared fresh and made-to-order.

The newly formed Plymouth Cheese Counter Foundation will purchase the space from the city of Plymouth for \$1.

"This partnership is a win-win for the city and for all residents and visitors of Plymouth. It allows Cheese Counter and Dairy Heritage Center to maintain and improve operations, but with the backing and expertise of those that have experience in the cheese industry" said Tim Blakeslee, city administrator and utilities manager. "The plan also protects the community's investment in the historic property because the city maintains the option to purchase the building back for \$1."

"We're thrilled to have this new partnership and new vision for what's become a must-see tourist attraction and gathering place for residents in our community," said Plymouth Mayor Don Pohlman.

Plymouth plans to continue its \$7,500 contribution to the Cheese Counter and Dairy Heritage Center in recognition of the Center being a tourist attraction for the Cheese Capital of the World.

The Cheese Counter and Dairy Heritage Center is located at 133 E. Mill Street in the heart of downtown Plymouth.

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Upper Midwest Order Average Hauling Charge Increased In May 2022: Study

Minneapolis, MN—The weighted average milk hauling charge for the Upper Midwest federal milk marketing order in May 2022 was 41.53 cents per hundred, up 9.23 cents from May 2021 and up 13.38 cents from May 2020, according to a recently released study.

Milk Hauling Charges in the Upper Midwest Marketing Area, May 2022, was written by Dr. Corey Freije, an agricultural economist with the Upper Midwest market administrator's office in Minneapolis.

The weighted average hauling charge for the Upper Midwest order has more than doubled since May 2017, when it was 20.04 per hundredweight, according to Freije's current and previous studies.

The latest study categorizes and analyzes hauling charges based on state, county, and producer size groups for May 2022. The payroll data for 9,736 dairy producers who were associated with the Upper Midwest order were examined.

The Upper Midwest order's producer database allows options for handlers to report a line item fee for hauling that can include, but is not limited to, stop charges, fuel charges, or a flat fee, the study explained. Some handlers will do a combination of charges, necessitating some calculations to arrive at a total hauling charge from the database.

A flat fee structure leads to a decreasing average hauling charge when viewed on a per hundredweight basis, the study noted. The possibility also exists that the hauling charge relationship for large producers may differ on a handler by handler basis. This relationship may mean the producer pays all charges external to the handler's payroll or may haul their own milk.

Previous analysis has indicated that hauling charges are a function of producer pounds, the farm's distance to plants, the farm's distance to population centers, competition among handlers, and the concentration of dairy farms in the local market.

In May 2022, dairy producers from three states delivered the majority of the milk associated with the Upper Midwest order. Wisconsin producers supplied 58.9 percent of the total milk volume associated with the market, followed by Minnesota producers at 19.2 percent, Iowa producers at 10.4 percent, South Dakota producers at 7.7 percent, Illinois producers at 3.1 percent, North Dakota producers at 0.5 percent, and Michigan producers at 0.2 percent.

North Dakota had the highest simple average hauling charge in May 2022, at \$1.4460 per hundred. The state's dairy producers have fewer plants and less handler competition, the study pointed out.

By contrast, Wisconsin and Minnesota had the lowest simple average hauling charges in May 2022, at 52.68 cents per hundred and 53.24 cents per hundred, respectively, with a high number of farms generally in close proximity to high demand areas.

Weighted average hauling charges in May 2022 ranged from a low of 36.58 cents per hundred for Wisconsin to a high of 81.57 cents per hundred for North Dakota.

The relationship between farm location and distances to competing dairy plant manufacturing operations does not explain all of the variation in average hauling charges. The study found that even though a specific dairy producer may be located a very long distance from the Upper Midwest market's largest fluid milk disposition area, it does not necessarily mean that this producer will pay the market's highest rate per hundredweight for hauling.

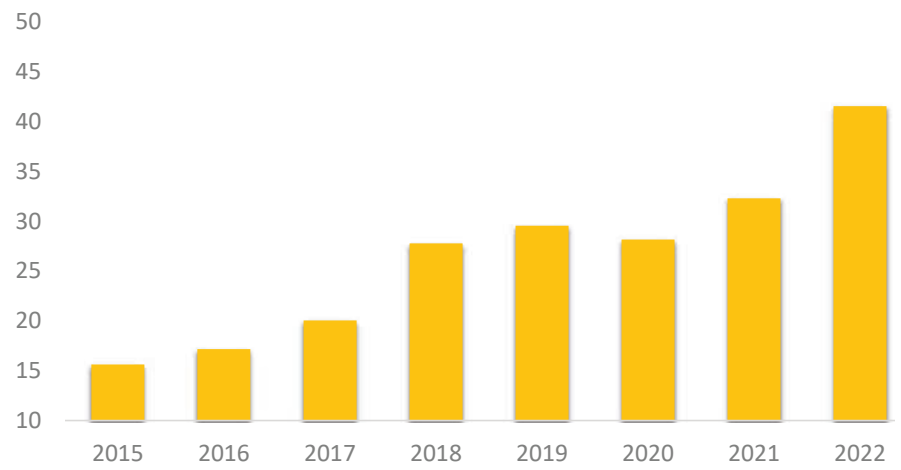
Bigger Herds, Lower Charges

The study recognizes that other factors exist, including the fact that a dairy producer's herd size or milk volume influences the producer's cost of hauling.

The study breaks out the Upper Midwest order's producers in 10 size ranges, or producer milk volumes, and found that as milk volume increases, the average

Weighted Average Milk Hauling Charges Upper Midwest Federal Order; May: 2015-2022

Cents per hundredweight



hauling charge per hundredweight declines. The average hauling charge for producers with a size range of up to 49,999 pounds of milk was 92.50 cents per hundred, while the average hauling charge for 5 million pounds or more was 34.97 cents per hundred.

There are several major factors causing differences in hauling charges between individual producer sizes, the study explained. The most obvious factor responsible for influencing the producer's hauling rate per hundredweight, by herd size range, is that many Upper Midwest handlers use a fixed hauling charge, regardless of the volume of milk the particular producer is marketing. Therefore, as a producer's milk production rises, the hauling charge per hundredweight will automatically fall.

Further, the study found that 78.1 percent of the producer milk is procured from Wisconsin and Minnesota, and that these two states have more small dairy producers, many of whom are located near multiple milk processors. Therefore, these producers may pay for shorter hauling distances,

and their hauling charges on a per hundredweight basis, therefore, are going to be less than similar size producers located in parts of the market's procurement area.

The study also found that lower hauling charges in Wisconsin and Minnesota reflect strong procurement competition accompanied by shorter hauling distances between dairy farm operations and manufacturing plants.

A small percentage of producers on the Upper Midwest order have zero hauling charges listed in handlers' payroll records. Reasons for this lack of deduction, according to the study, include use of waiving the hauling charge as a milk procurement tool, hauling for the producer may be self-funded separate from the handler, or the handler may pay for the hauling via a third-party hauler that is not reflected in the payroll records submitted to the market administrator's office.

Substantial anecdotal evidence indicates that the latter two situations mentioned account for nearly all the zero hauling deductions, the study said.



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Honey Sopapilla, Strawberry Cottage Cheese Top IDFA Innovation Contests

Austin, TX—A Honey Sopapilla ice cream submitted by H-E-B took home top honors in the Most Innovative Ice Cream Flavor competition here this week.

The contest took place in conjunction with the International Dairy Foods Association's (IDFA) co-located Ice Cream Technology Conference and Yogurt & Cultured Innovation Conference.

A record crowd of more than 270 industry leaders attended the dual conferences, which also hosted the Innovative Cultured Dairy Product competition.

The combined competitions attracted a record 50 entries.

First place flavor Honey Sopapilla is made with a cinnamon ice cream base with pieces of sugary cinnamon sopapilla and swirls of honey.

Perry's Ice Cream Company, Inc. of Akron, NY, earned second place in the Most Innovative Ice Cream Flavor (currently for sale in the market) with its Banana Graham entry.

Baskin Robbins won third place for its Spicy 'n Spooky flavor: white chocolate Ghost pepper flavored ice cream with black dark chocolate ice cream and spicy blood orange flakes.

The award for Most Innovative Ice Cream Novelty went to DFA Dairy Brands for its Honey Sopapilla Lemon Bar Sandwich.

Philadelphia's Van Leeuwen Artisan Ice Cream earned second place for its Vegan Snickerdoodle Ice Cream Sandwich, and a Strawberry Shortcake Ice Cream Bar submitted by Hudsonville Creamery & Ice Cream Co., LLC, Of Holland, MI, took third place.

Peach Green Tea with Mango Bubble Burst submitted by Taste-point of International Flavors & Fragrances, Inc., topped the Most Innovative Prototype Ice Cream Flavor.

Sensient Technologies earned second place with its Peanut Butter Chocolate Corn Chip flavor, followed by Balchem's Blueberry Muffin entry.

In the Innovative Cultured Dairy Product competition, Smooth Blended Strawberry Cottage Cheese submitted by Dairy Farmers of America (DFA) was named Most Innovative Cultured Dairy Product.

A Costa Rican Pineapple & Guava Greek Yogurt from Fruit-crown Products Corp., Farmingdale, NY, secured the distinction of Most Innovative Cultured Dairy Prototype Flavor.

"While chocolate, vanilla and strawberry continue to top the list of America's favorite ice cream flavors each year, dairy companies continue to innovate to meet consumer's expectations and preferences," said IDFA senior vice president of regulatory and scientific affairs Joseph Scimeca.

"This year's winners were able to match consumer preferences for fruits by incorporating peach, passion fruit, guava and other tropical, citrus and fruit flavors," Scimeca said.

"We also saw the delicious combination of fruit and bakery goods, such as biscuits or graham crackers," IDFA's Scimeca continued.

Full-Fat Yogurt Helps Lower Glucose Levels In People With Prediabetes

Long Beach, CA—Researchers from the University of Vermont have found that eating full-fat yogurt on a daily basis may help lower fasting glucose levels in middle-age and older adults with prediabetes.

The research team presented their work this week at the American Physiology Summit, the flagship annual meeting of the American Physiological Society (APS), in Long Beach, CA.

As obesity and type 2 diabetes continue to be a growing problem in the US, many national health organizations recommend eating low- or nonfat dairy options, such as milk, cheese and yogurt, as part of a "heart healthy" diet.

However, recent research suggests that—contrary to the messages the public often receives about dietary fat, weight gain and chronic disease—full-fat dairy products may be beneficial to blood glucose and fat metabolism.

The researchers studied a group of adult volunteers between the ages of 45 and 75. Most of the participants were diagnosed with prediabetes (one person had type 2 diabetes) with an average fasting blood glucose level of 101.1 milligrams per deciliter (mg/dL). Prediabetes, a condition in which blood sugar is elevated but has not yet reached the level of type 2 diabetes, is defined as a fasting blood glucose level between 100 and 125 mg/dL, explained Victoria Taormina, PhD student and first author of the study.

In this crossover study, the volunteers participated in a three-week block when they ate three servings of plain, full-fat yogurt each day. The same volunteers ate three servings of fat-free yogurt daily during a different three-week span. The amount of yogurt consumed daily varied for each person based on their individual calorie and nutrient needs.

The research team found that after the full-fat yogurt portion of the study, the participants' average fasting glucose levels dropped to 97.7 mg/dL, which is considered in the "normal" range.

"This research is part of a growing body of evidence that contradicts the current narrative in dietary recommendations of national and international health authorities to opt for low- or non-fat dairy, instead of full-fat dairy products," Taormina said. "We're hoping this pilot trial serves as an impetus for further research to truly clarify the relationship between dairy fat intake and blood glucose control."

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March Class IV Volume On Seven Orders Topped 2.3 Billion Pounds

Washington—The volume of milk pooled in Class IV in March on the seven federal milk marketing orders that pay dairy farmers a producer price differential (PPD) totaled 2.31 billion pounds, up 678.1 million pounds from February and up 1.47 billion pounds from March 2022, according to the uniform price announcements for those orders.

That's the first time the Class IV volume on those seven orders topped 2.0 billion pounds since May 2022, when volume was just under 3.0 billion pounds. After that, Class IV volume on those seven orders fell below 1.0 billion pounds for seven consecutive months.

March Class III volume on the seven orders that pay producers a PPD totaled 7.36 billion pounds, up 584 million pounds from February and up 19.9 million pounds from March 2022.

That's the fifth time in the last six months that Class III volume on those seven orders topped 7.0 billion pounds.

All seven orders reported positive PPDs in March, ranging from 19 cents per hundredweight on the Upper Midwest order to \$1.83 per hundred on the Northeast order.

On the California federal order in March, Class III volume totaled 1.41 billion pounds, up 43 million pounds from February and up 12 million pounds from March 2022. Class III volume on the California order has now topped 1.2 billion pounds for nine straight months.

Class III utilization on the California order in March was 49.7 percent, down from 57.8 percent in February and down from 71.0 percent in March 2022. That's the first time Class III utilization has dropped below 50 percent on the order since May 2022, when it was 15.8 percent.

Class IV volume on the California order totaled 900.1 million pounds, up 382.4 million pounds from February and up 844.2 million pounds from March 2022. That's the highest volume on the order since May 2022, when it totaled 993 million pounds.

Class IV utilization was 31.7 percent, up from 21.9 percent in February and up from 2.8 percent in March 2022.

In March, a total of 2.84 billion pounds of milk was pooled on the California order, up 473 million pounds from February and up 870 million pounds from March 2022. That's the largest monthly volume of milk ever pooled on the California order; the previous record, 2.58 billion pounds, was set in May 2019.

Class III volume on the Upper Midwest order in March totaled

2.8 billion pounds, up 282 million pounds from February and up 302 million pounds from March 2022. Class III volume on the Upper Midwest order has now topped 2.5 billion pounds for eight straight months.

Class III utilization was 92.2 percent, down from 92.9 percent in February but up from 90.5 percent in March 2022. Class III utilization on the order has been above 90.0 percent for 10 consecutive months.

March Class IV volume on the Upper Midwest order totaled 36.8 million pounds, up 23.1 million pounds from February and up 19.2 million pounds from March 2022. Class IV utilization was 1.2 percent, up from 0.5 percent in February and up from 0.6 percent in March 2022.

A total of 3.04 billion pounds of milk was pooled on the Upper Midwest order in March, up 328 million pounds from February and up 277 million pounds from March 2022. That's the second time in three months that more than 3.0 billion pounds of milk was pooled on the Upper Midwest order.

On the Southwest order in March, Class III volume totaled 703.0 million pounds, down 8.8 million pounds from February and down 71 million pounds from March 2022.

Class III utilization was 57.4 percent, down from 62.5 percent in February and down from 65.0 percent in March 2022.

Class IV volume on the Southwest order in March totaled 116.8 million pounds, up 61.2 million pounds from February and up 103.6 million pounds from March 2022. Class IV utilization was 9.5

percent, up from 4.9 percent in February and up from 1.1 percent in March 2022.

In March, a total of 1.22 billion pounds of milk was pooled on the Southwest order, up 85 million pounds from February and up 34 million pounds from March 2022.

Class III volume on the Central order in March totaled 712.9 million pounds, up 68.8 million pounds from February and up 10.9 million pounds from March 2022. Class III utilization was 45.1 percent, down from 47.4 percent in February and down from 52.6 percent in March 2022.

March Class IV volume on the Central order totaled 372.6 million pounds, up 104.6 million pounds from February and up 221.4 million pounds from March 2022.

Class IV utilization was 23.6 percent, up from 19.7 percent in February and up from 11.3 percent in March 2022.

A total of 1.58 billion pounds of milk was pooled on the Central order in March, up 222 million pounds from February and up 245 million pounds from March 2022.

On the Mideast order in March, Class III volume totaled 734.1 million pounds, up 78 million pounds from February and up 44.1 million pounds from March 2022.

Class III utilization was 45.0 percent, down from 45.6 percent in February and down from 48.1 percent in March 2022.

Class IV volume on the Mideast order in March totaled 250.2 million pounds, up 58.5 million pounds from February and up 209.7 million pounds from March 2022.

Class IV utilization was 15.4 percent, up from 13.4 percent in February and up from 2.8 percent in March 2022.

In March, a total of 1.63 billion pounds of milk was pooled on the

Mideast order, up 193 million pounds from February and up 197 million pounds from March 2022.

Class III volume on the Northeast order in March totaled 678.2 million pounds, up 82 million pounds from February but down 23.3 million pounds from March 2022. Class III utilization was 28.7 percent, up from 28.1 percent in February but down from 30.4 percent in March 2022.

March Class IV volume on the Northeast order totaled 400.1 million pounds, up 21.3 million pounds from February and up 7.3 million pounds from March 2022.

Class IV utilization was 17.0 percent, down from 17.9 percent in February but unchanged from March 2022.

A total of 2.36 billion pounds of milk was pooled on the Northeast order in March, up 243 million pounds from February and up 55 million pounds from March 2022.

On the Pacific Northwest order in March, Class III volume totaled 328.7 million pounds, up 38.4 million pounds from February and up 7.8 million pounds from March 2022.

Class III utilization was 44.5 percent, up from 44.3 percent in February but down from 48.2 percent in March 2022.

Class IV volume on the Pacific Northwest order in March totaled 232.5 million pounds, up 27.1 million pounds from February and up 69.1 million pounds from March 2022.

Class IV utilization was 31.5 percent, up from 31.3 percent in February and up from 24.5 percent in March 2022.

In March, a total of 739.3 million pounds of milk was pooled on the Pacific Northwest order, up 83.9 million pounds from February and up 73.4 million pounds from March 2022.

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GDT Adds US Seller

(Continued from p. 1)

its milk processing facility in Turlock, and announced its intention to begin producing anhydrous milkfat at the facility in 2024.

“As Valley Milk has evolved over the past five years of operations, we are continually looking for additional ways of creating value for our products and our customers,” commented Glenn Wallace, Valley Milk’s CEO.

“Partnering with GDT provides us with an efficient way to expand our direct customer relationships across all major dairy importing countries, whilst having confidence in knowing our product has sold at the market price,” Wallace added.

Eric Hansen, GDT’s CEO, said Valley Milk is a fantastic new addition to GDT Events.

“It further builds out the export reference prices for US SMP and offers more great purchasing

options for our buyers,” Hanson said.

Valley Milk is the second US dairy company to join GDT Events this month. Last week, GDT announced that Seattle, WA-based Darigold has confirmed that it will be offering SMP on GDT Events starting in June 2023, with the potential to add further products at a later time.

“We are seeking new sellers of varying sizes from all global milk pools. This will give our bidders more choice and enable GDT to provide the dairy industry with credible reference prices for more products and across more regions,” Hansen said. “It will be great to have Valley Milk’s contribution as a further step along this path.”

GDT Price Index Increases

The price index on this week’s semi-monthly GDT dairy commodity auction increased 3.2 percent from the previous auction, held two weeks ago.

That was the first increase in the GDT price index since the first February auction, and just the second increase in the price index this year.

In this week’s auction, which featured 158 participating bidders and 105 winning bidders, prices were higher for Cheddar cheese, skim milk powder, whole milk powder, butter and anhydrous milkfat. An average price wasn’t available for lactose or buttermilk powder, and sweet whey powder wasn’t offered.

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

Cheddar cheese: The average winning price was \$4,411 per metric ton (\$2.00 per pound), up 5.7 percent. Average winning prices were: Contract 1 (May), \$4,525 per ton, up 7.4 percent; Contract 2 (June), \$4,378 per ton, up 5.7 percent; Contract 3 (July), \$4,534 per ton, up 6.0 percent; Contract 5 (September) \$4,355 per ton, up 2.5 percent; and Contract 6 (October), \$4,310 per ton, up 7.7 percent.

Skim milk powder: The average winning price was \$2,776 per ton (\$1.26 per pound), up 7.0 percent. Average winning prices were: Contract 1, \$2,862 per ton, up 9.3 percent; Contract 2, \$2,678 per ton, up 4.3 percent; Contract 3, \$2,876 per ton, up 9.6 percent; Contract 4 (August), \$2,866 per ton, up 9.0 percent; and Contract 5, \$2,860 per ton, up 9.3 percent.

Whole milk powder: The average winning price was \$3,089 per ton (\$1.40 per pound), up 1.0 percent. Average winning prices were: Contract 1, \$3,089 per ton, up 1.2 percent; Contract 2, \$3,083 per ton, up 1.1 percent; Contract 3, \$3,089 per ton, up 1.5 percent; Contract 4, \$3,121 per ton, down 0.6 percent; and Contract 5, \$3,118 per ton, down 1.0 percent.

Butter: The average winning price was \$4,821 per ton (\$2.19 per pound), up 4.9 percent. Average

winning prices were: Contract 1, \$5,015 per ton, up 10.7 percent; Contract 2, \$4,750 per ton, up 4.2 percent; Contract 3, \$4,730 per ton, up 4.4 percent; Contract 4, \$4,915 per ton, up 2.3 percent; Contract 5, \$4,810 per ton, up 0.4 percent; and Contract 6, \$4,845 per ton, up 1.0 percent.

Anhydrous milkfat: The average winning price was \$4,981 per ton (\$2.26 per pound), up 4.7 percent. Average winning prices were: Contract 1, \$5,063 per ton, up 3.7 percent; Contract 2, \$4,823 per ton, up 5.7 percent; Contract 3, \$5,012 per ton, up 1.9 percent; Contract 4, \$5,440 per ton, up 8.4 percent; Contract 5, \$5,395 per ton, up 0.4 percent; and Contract 6, \$5,187 per ton, up 0.7 percent.

Although it was “pleasing” to see prices increase on this week’s GDT auction, there’s a “long way to go before we change our cautious outlook for next season,” ASB Bank said in its “Commodities Weekly” report.

Whole milk prices, for example, are over \$1,000 per metric ton lower than year-ago levels, the report said. ASB is sticking with its \$7.00 per kilogram of milk solids milk price forecast for next season and awaits Fonterra’s opening forecast range for the season ahead, which should be announced next month.

ASB generally adopts Fonterra’s midpoint at this point in the current season with its expected milk price of \$8.30 per kilogram of milk solids.

EU Grants GI Status To Sweden’s Sormlands Adel

Brussels, Belgium—The European Commission recently granted protected geographical indication (GI) status to Sormlands Adel cheese from Sweden.

Sormlands Adel belongs to the category of acidic blue-veined cheeses. It has a soft/semi-soft, elastic consistency.

The raw material for Sormlands Adel is organic whole milk from cows of the Swedish Red and White, Swedish Friesian, and Swedish Polled breeds. The cows are milked two to three times a day. The milk is chilled until it is used at the cheese dairy. The milk must not be more than 72 hours old. The milk’s fat and protein contents vary between 4.3 percent and 4.6 percent and 3.5 percent and 3.7 percent, respectively, depending on the season and the breed composition of the herd.

The production must take place in the province of Sodermanland, and comprises the following steps: the cows are milked and the milk is low-pasteurized and mixed with lactic acid bacteria and blue mold culture.

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Organic Dairy Sales Have Risen Since USDA Set National Organic Standards

Washington—Since the US Department of Agriculture (USDA) set national organic standards more than two decades ago, and created the National Organic Program (NOP) for enforcement and oversight, a broader consumer base has emerged in the US, and organic food sales have climbed steadily, according to a recent report from USDA’s Economic Research Service (ERS).

US organic farm sales have increased from an estimated (inflation adjusted to 2021 dollars) \$609 million in 2002 to nearly \$11 billion in 2021, the report noted. While organic acreage was still only 1 percent of US farmland in 2019, organic farm sales accounted for almost 3 percent of US farm receipts, reflecting the high-value sector focus and the price premiums for commodities.

Organic farms continue to have higher production costs than the average of all US farms but also higher average total sales and net cash income, the report added.

After adjusting for inflation to 2021 dollars, US retail sales of organic food increased more than five times between 2000 and 2020, to almost \$56 billion, and continues to grow at a faster pace than overall food market sales, the report said.

Organic dairy production emerged in the 1990s and has expanded rapidly since then. The organic dairy sector only had about 2,000 certified organic dairy cows nationwide in the early 1990s and had expanded to over 40,000 certified cows by 2001.

According to USDA’s most recent organic survey, over 3,000 certified organic dairy farmers managed a peak inventory of over 360,000 certified milk cows in 2019, according for 3 percent of total US milk cows.

California has been the leading US milk-producing state since 1993, and is also the top organic milk production state, the report noted. Although California had nearly a quarter of the certified organic milk cows in the US in 2016, traditional US milkshed states in the Northeast, Upper Midwest and Central regions continue to play a major role in the organic dairy sector.

Several business models have been in place in the US organic dairy sector since the early 1990s, the report continued. Most US organic dairy farms are small-scale family farms, many of whom belong to a national organic cooperative that sets prices farmers receive and provides equity ownership in the national brand, which may result in additional dividends on cooperative profits.

In addition, the US has had at least one large-scale corporate organic dairy farm since the 1990s.

Despite the overall expansion of the organic dairy sector, the average number of organic milk cows per farm in the US has remained relatively flat, with 115 in 2011 and 116 cows per farm in 2019. However, the number dropped to 105 milk cows per farm in 2014 and 2015.

The 2019 Organic Survey found multiple large organic dairy herds in Colorado, Idaho, New Mexico and Texas, with average herd sizes of 2,142, 722, 1,548 and 4,773, respectively, the report said. Seven states with high average herd sizes — California, Colorado, Idaho,

Mississippi New Mexico, Oregon, and Texas — accounted for 48 percent of organic dairy cows in USDA’s organic survey. The average herd size in those seven states was 659 head.

Meanwhile, in 2019, 10 mid-western and northeastern dairy states — Indiana, Iowa, Maine, Michigan, Minnesota, New York, Ohio, Pennsylvania, Vermont, and Wisconsin — accounted for 44 percent of organic dairy cows, with an average herd size of 61.

While US conventional fluid milk product sales had negative annual growth for most years between 2007 and 2018, US organic fluid milk sales nearly doubled during that period. The organic market share of total sales increased from 1.92 to nearly 5.5 percent of pounds sold. However, organic fluid milk sales also

started to flatten between 2014 and 2021.

Fluid milk is still the top organic dairy product, but cheese and other organic dairy products may become more accessible to consumers as organic dairy processing facilities expand and new products are developed.

The value of production minus operating costs was higher for organic producers than for conventional producers in 2005, 2010, and 2016 for all size groups.

The organic premium was high enough in 2016 to cover the total economic costs of organic dairy producers, including the opportunity cost of unpaid labor, for organic farmers with 100 organic cows or more, the study said. By contrast, only conventional farmers with at least 1,000 cows covered their total economic costs.



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Nelson-Jameson Acquires New York Based Sitzman Supply

Marshfield, WI—Nelson-Jameson, a distributor to the food and beverage industry, this week announced the acquisition of Sitzman Supply, LLC, a wholesale provider of process systems products located in Alden, NY.

The acquisition is part of a long-term expansion plan that allows Nelson-Jameson to further develop its strategic relationships and offer additional technical sales coverage in the Eastern region.

“Nelson-Jameson is pleased to welcome Sitzman Supply to the family as a part of our national expansion. The synergies will allow us to better serve our customers, and the geographic growth demonstrates our commitment to the Eastern region,” commented Mike Rindy, Nelson-Jameson’s president.

“This expansion strengthens Nelson-Jameson’s position as an industry leader that delivers supplies quickly, offers technical expertise, and adds additional value for our customers,” Rindy added.

Sitzman Supply, LLC, was established in 2003 as a privately owned company and a wholesale provider of hoses, pumps, valves, and other process systems products. Nelson-Jameson said the company is known for its honesty and integrity in supplier and customer relationships, aligning closely with Nelson-Jameson’s “Golden Rule” values. Both teams are keen on collaborating to leverage core competencies and exceed customer expectations.

For more than 75 years, Nelson-Jameson has been a trusted source of food processing supplies



From left to right in the photo above are: Mike Rindy, president, Nelson-Jameson; Dawn Sitzman, owner, Sitzman Supply; Brett Sitzman, owner, Sitzman Supply; and Adam Nelson, chairman of the board, Nelson-Jameson.

to the food and beverage industry. The company employs more than 260 people in five distribution centers across the US and at its headquarters in Marshfield, WI. Nelson-Jameson also operates

NEXT Logistics, offering delivery services out of its Wisconsin, California, Idaho, Pennsylvania, and Texas distribution centers.

For more information, visit nelsonjameson.com.

RELCO Introduces Pilot Spray Dryer For Small- And Large-Scale Testing

Willmar, MN—RELCO®, a Koch Separation Solutions company, has announced the launch of the Parvus™ pilot spray dryer for use in a range of food applications.

The system is available as the Parvus Nomad, a single-stage dryer designed for trial batches and smaller production volumes up to 10 kilograms (22 pounds) of water evaporation, or the Parvus Multi-Stage dryer, which incorporates a wide body design and handles larger production volumes of up to 25 kilograms (55 pounds) of water evaporation.

The pilot spray dryer is intended to offer full flexibility to customers seeking initial testing capabilities and future scalability, with the potential to integrate with other pilot technology to create data for full-scale planning, the company explained.

“Through our design process, it was important to consider every aspect from our customer’s point of view, from ease of use, maneuverability, space constraints and overall footprint, to transport and shipping considerations,” said Ross Henjum, director of RELCO

evaporation, drying and powder process engineering.

The systems are designed with components pre-attached to the skid which allows for quick setup and take-down, RELCO noted. Each system also fits completely within one or two shipping containers, including add-on options such as a fluid bed, baghouse, and product preheaters.

“These pilot spray drying systems offer the same moisture control and powder manipulation abilities as our full-scale spray drying systems, but at a size that caters to our customer’s small scale and trial needs,” Henjum said.

“We couldn’t ignore the demand to create smaller test sys-

tems to enable scale-up in fast-growing food markets,” added Wim Wilcke, VP of RELCO sales and marketing.

“While customers around the world know us best for our large-scale thermal separation technologies in the dairy and food industries, it made sense to transfer our depth of knowledge of drying systems to a small-scale and flexible option that offered the versatility our customers were asking for across other markets. These small-scale drying systems will allow us to drive collabora-



tive innovation with our preferred partners and offer combined demonstrations with our other technologies, including membrane filtration,” Wilcke said.

RELCO intends to offer customers globally spray drying technology through the Parvus line of pilot spray dryers.

Customers are able to rent or purchase these systems and work with the RELCO team to design and develop plans for process expansion.

For more information on the Parvus pilot spray dryer systems, visit www.kochseparation.com, or www.relco.net.

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CHEESE REPORTER

Vol. 137, No. 39 Friday, March 22, 2013 Madison, Wisconsin

Global Dairy Market Expected To Remain Tight For Next Six Months

“The supply season” in New Zealand and Ireland has been tight for the first half of 2013 due to a combination of factors, including a dry season in New Zealand and a late start to the season in Ireland.

U.S. Dairy Exports, Imports Both Set New Single-Month Records In May

U.S. dairy exports reached a new high of \$1.1 billion in May, while imports also set a record at \$1.1 billion.

Cheese Production Rose 2.1% In May; Cheddar Output Fell 2.3%

Cheese production in the U.S. rose 2.1% in May, while cheddar production fell 2.3%.

FDX Developing New Framework For Expanded Access To Infant Formula Supplies

FDX is developing a new framework to improve access to infant formula supplies.

Lower Milk Production Expected To Drive Tighter Market For Next Six Months

Lower milk production is expected to drive a tighter market for the next six months.

Washington-Listed States Milk Production In 23 Reporting States During February Totalled 1.658 Billion Pounds, Down 1.4 Percent From February of 2012

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February Milk Production Up 0.1% After Adjusting For Leap Year; Milk Cow Numbers Continue To Rise

February milk production in the U.S. rose 0.1% after adjusting for the leap year, while milk cow numbers continued to rise.

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Mondelez Opens Applications For CoLab Tech, Seeks Low Carbon Dairy Ingredient Solutions

Chicago—Mondelez International, Inc., this week opened applications for CoLab Tech, an accelerator program that's designed to help start-up companies address key challenges in food technology and sustainability.

CoLab Tech builds on the successful collaboration and partnership principles of the company's SnackFutures' CoLab program, launched in 2021, which provides snacking entrepreneurs and emerging brands with resources, networking opportunities and information to help them grow their businesses.

CoLab Tech seeks to find and collaborate with emerging food technology start-ups offering disruptive solutions and the potential to scale through the company's core chocolate, biscuit and baked snacks businesses in three critical areas:

Sustainability: Technologies that support regenerative agriculture, low carbon dairy ingredients and renewable/more efficient energy sources.

Innovative Ingredients: Technologies that can deliver cleaner labels, lower carbon footprints, improved sensory experiences, and improved nutrition profiles.

Process: Technologies that can increase manufacturing flexibility, enhance automation, and allow us to explore more modern, advanced heating and cooling options.

The 12-week program includes in-person workshops, hands-on experiences and virtual curriculum sessions, along with one-on-one mentorship, as well as access to Mondelez International experts and the company's partners around the world.

Applications for CoLab Tech are open now. The program will begin in the fall of 2023.

CoLab Tech is open to US and European-based start-ups who have reached a minimum viable product in their development process and a minimum of five employees.

Start-ups with diverse and minority board members will be a plus for selection.

For more information and to apply to the CoLab Tech program, visit www.applycolabtech.com.

"We are thrilled to expand the CoLab program with a special focus on the food technology space," said Ian Noble, VP R&D - research, analytical and productivity.

Bel Group, Climax Foods To Partner On Plant-Based Cheese

Paris, France, and Berkeley, CA—The Bel Group, a world leader in branded cheese, and biotech start-up Climax Foods Inc., this week announced a partnership designed to create a new generation of plant-based cheese.

By leveraging the power of data science and artificial intelligence (AI), along with their complementary capabilities and expertise, the two companies will co-create plant-based portions of Laughing Cow®, Boursin®, Babybel®, Kiri® and Nurishh® brand products.

These plant-based cheeses aim to be nutritious, affordable, low-carbon-footprint and indistinguishable from their counterparts, the companies said. To support

the development of Climax's disruptive solution, Bel acquired an equity stake in the company.

"Food is a key lever to address climate change, and we, at Bel, have a strong determination to explore new territories and develop innovative solutions that will define the future of food, for all," said Cecile Beliot, CEO of the Bel Group. "The products we will develop in partnership with Climax have the potential to make a big difference; they can meet the three-fold challenge of sustainable, nutritious, and accessible.

"This collaboration epitomizes our co-innovation strategy by combining their distinctive technological data science and AI

platforms and expertise with Bel's pioneering and historical knowledge," Beliot added.

"AI and data can be game changers in food in terms of delivering optimal taste and texture while at the same time making it affordable and sustainable," said Dr. Oliver Zahn, CEO and founder of Climax Foods.

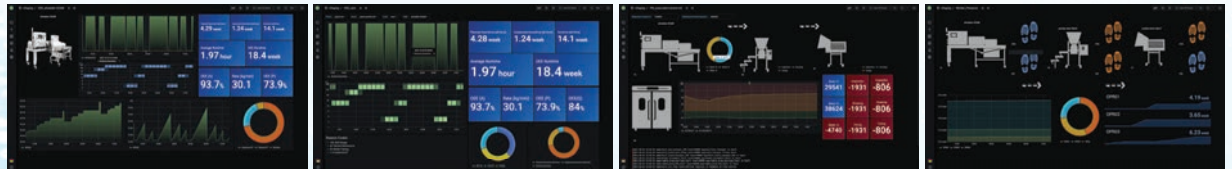
Climax predictive analytics and AI enable a deep level of understanding of animal-based foods at the molecular level, the companies said. Climax leverages this knowledge to replicate animal-based products with plant-based versions that match their texture, flavor, and nutrition density.

Climax's team of food scientists has already succeeded in creating various prototypes with all the characteristics of specialty cheeses, the companies added.

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The Wisconsin Cheese Makers Association honored industry contributors earlier this month during the CheeseCon held in Madison, WI, April 5-6. From left to right are Dan Stearns, Dr. Charles White, Debra Cherney, Dennis Kasuboski, Myron Olson, Kerry Henning, Bob Fassbender, Stan Woodworth and Bill Mullins.

Madison, WI—The Wisconsin Cheese Makers Association (WCMA) honored 13 industry leaders for their outstanding achievements in the dairy manufacturing industry here earlier this month during CheeseCon 2023 events.

Receiving the 2023's WCMA's Cheese Industry Champion award were Bill Mullins and Don Mullins, both of Mullins Cheese; and James Sartori, from Sartori Foods.

The Cheese Industry Champion award is given to dairy industry leaders who, through their everyday business decisions, have created tremendous opportunity for others and have spurred industry growth.

The association also honored Kerry Henning of Henning Cheese, and Myron Olson, retired from Chalet Cheese Cooperative with the Wisconsin Cheese Makers Association Life Member Award for contributions to the association and the industry.

The WCMA Life Member Award was first awarded to E.L. Aderhold in 1918.

Receiving the Wisconsin Cheese Makers Association's Vanguard Award were Dan Stearns, retired from Agropur; and Tom Jenny, retired most recently from Carr Valley Cheese.

The Wisconsin Cheese Makers Association said the Vanguard Award is designed to pay tribute to cheese makers and cheese

manufacturing employees who are considered pioneers.

The association also honored two contributors with the Distinguished Service Award.

This award recognizes supplier partner members who have played a significant role in building the success of the United States dairy industry, contributing innovations in dairy manufacturing, food quality, safety, marketing or sales.

This year's honorees were Bob Fassbender, TC Jacoby Company; and Debra Cherney from Cherney Microbiological Services.

Dr. Charles White, retired from the University of Tennessee; and Dr. Ed Jesse, retired from the University of Wisconsin-

Madison received the association's Babcock Award.

The Babcock Award recognizes those whose contributions in research and education have advanced the industry.

WCMA's Luminary Award recognizes the contributions of leaders in dairy product sales and marketing; individuals who introduced new concepts, products, or innovative ideas to drive sales in the U.S. or around the world. The 2023 recipients of the Award are Dennis Kasuboski, Masters Gallery, and Stan Woodworth of Klondike Cheese Company.

For more information or to nominate someone for an award, contact WCMA, visit www.wisconsincheesemakersassn.org.

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John Ciano, Lynn Giacomini Stray, Salzarulos Enter SFA Hall Of Fame

New York—Four luminaries of the US artisan cheese industry will be inducted into the Specialty Food Association (SFA) Hall of Fame for 2023.

First established in 2015, SFA's Hall of Fame recognizes those members whose contributions and innovations have positively impacted the specialty food industry as a whole.

This year's Hall of Fame class includes Lynn Giacomini Stray of Point Reyes Farmstead Cheese, Point Reyes, CA; John Ciano, World's Best Cheeses/Crystal Food Imports; and Giuseppe Salzarulo and Salvatore Salzarulo, Lioni Latticini Mozzarella Company, Inc., Brooklyn, NY.

Hall of Fame Inductees will be celebrated live at the 2023 Summer Fancy Food Show here June 25-27 at the Javits Center.

Lynn Giacomini Stray, Point Reyes Farmstead Cheese

The Giacomini family has been in the dairy business for over 100 years. In 1959, Bob and Dean Giacomini started a dairy farm in Northern California. However, Bob considered selling the farm during the late 1990s due to economic conditions adversely affecting the dairy industry.

Lynn Giacomini Stray and her sisters decided to come home and make cheese. In 2000, Stray and her sisters, Karen, Diana, and Jill, co-owners of Point Reyes Farmstead Cheese, produced the first batch of Original Blue cheese.

The farmstead's first order was from Tomales Bay Foods.

"Peggy Smith and Sue Conley of Cowgirl Creamery encouraged us to make cheese," Stray said.

Toma, Bay Blue, and Gouda cheeses were introduced in 2010. In 2016, Stray and her sisters found a building in Petaluma that would become a state-of-the-art creamery and distribution center. Today, the Original Blue is made in Point Reyes and the other cheeses in Petaluma.

Lynn has been very active in the American Cheese Society, serving as president from July 2021 to July 2022. She has also served as president of the Marin Agriculture Land Trust.

John Ciano, World's Best Cheeses/Crystal Food Imports

After growing up helping his father run a small market, and later becoming an independent food distributor, John Ciano founded Crystal Food Imports in 1969, and led that company for most of his life.

He sold the business in 2010 to World's Best Cheese, where he continued to work until his recent retirement.

For a certain time, Crystal Food Import was the exclusive importer of Boursin, a spreadable herbed cheese brand from France. Crystal Food was importing Boursin at the rate of "hundreds of cases per week," Ciano said. "That's how I went national."

Ciano started out importing cheeses from Denmark and selling them locally in the Boston area, before adding more products and reaching more customers.

The company expanded and eventually began to import from more than a dozen countries, employing 55 people and shipping specialty cheeses across the US.

"We specialized in high-end, fancy cheeses that had to be flown

in," Ciano said. "We were the only ones at the time bringing cheese in by air."

Ciano would find new cheeses by traveling to shows in Europe and testing the specialty cheeses that local makers had to offer.

"Anything that tasted any good, I'd buy it, and start importing it," Ciano said. "That was important at the time because we were the only ones doing it."

His daughter, Stephanie Ciano, is continuing in her father's footsteps as vice president of international purchasing at World's Best Cheese.

Giuseppe & Salvatore Salzarulo, Lioni Latticini Mozzarella Co.

Lioni Latticini Mozzarella Co. has been a pioneer in bringing authentic Italian Mozzarella and Mozzarella di Bufala to the US market under the leadership of Giuseppe and Salvatore Salzarulo.

Giuseppe Salzarulo immigrated to the US from Italy in 1966. He started making Mozzarella from his garage in Brooklyn in the late 1970s and was joined by his nephew, Salvatore, in 1980.

Their business expanded first to a small store, then a deli, and they soon began supplying small supermarkets with their traditional Italian Mozzarella cheese.

"Now we are in 43 states, and we never advertised anything," Giuseppe Salzarulo said.

In 2001, the company opened a facility in Union, NJ. The company currently employs over 100 workers, and its diverse product line includes hand-wrapped Mozzarella, Dry Mozzarella, and Fresh Mozzarella in variety of sizes and marinated blends.

For a full list of winners, visit www.specialtyfood.com/awards.



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COMING EVENTS

www.cheesereporter.com/events.htm

NC State Adds New Dairy, Food Safety Online Courses With Open Enrollment

Raleigh, NC—North Carolina State University (NCSU) has augmented and updated its roster of dairy and food safety online courses, with open enrollment for self-paced instruction.

Norovirus & Food Safety

A new course on norovirus and food safety will highlight the prevalence of norovirus in various foods and environments throughout the supply chain.

Students will learn about different approaches for detecting norovirus in these settings, along with prevention and inactivation methods for controlling norovirus contamination. The course takes roughly two hours to complete, and cost is \$125 per student.

Preventive Controls For Dairy Processors Training

Funded by the North Carolina Dairy Foundation, this online course equips artisan and farmstead dairy processors with the basic knowledge required for developing a Preventive Controls Food Safety Plan. It includes 12 interactive learning modules, quizzes, assignments, and discussion forums. Students will also get one-on-one support writing their

Preventive Controls Food Safety Plan. After completing the course – which takes roughly 20 hours to finish – students will earn Preventive Controls Qualified Individual (PCQI) certification. Cost is \$475 per student.

Food Safety Basics For Ice Cream

This recently updated course is designed for small- to medium-sized ice cream and frozen dessert manufacturers as an introduction to food safety practices.

Funded by the Innovation Center for US Dairy, it was designed by specialists in food safety and ice cream experts from NCSU, Cornell University, University of Connecticut, and University of Wisconsin-Madison.

Major topics of discussion include the importance of food safety, food safety hazards, GMPs, allergens, sanitation and process controls, supplier verification, environmental monitoring, and food safety control strategies. Cost is \$250 per student.

Environmental Monitoring In The Dairy Industry

This course teaches the skills needed to develop and implement an environmental monitoring

IDDBA Launches Leadership Program; Scheduled For Sept. 26-28 In Madison

Madison—The International Dairy-Deli-Bakery Association (IDDBA) will host its Leadership Certificate Program here Sept. 26-28 at the Fluno Center on the UW-Madison campus.

The three-day event features lectures, group discussion, breakout teams, and case studies. It wraps up with a guided retail tour.

Participants will hear about leadership behaviors that create personal and organizational success, and what today's customers want from a business that feeds their requirements for food, health, and sustainability.

Teachers will outline how a company's business model can pivot that company towards success, and how awareness of an organization's context and culture helps leaders respond to changes in business circumstances.

Instructors will share the latest consumer insights using

trend analysis and social media methods. They will also outline methods to analyze performance impact and efficiencies in product sales and inventory.

Participants will learn best practices of product placement and atmospherics in stores.

Another segment will focus on the "why and how" of leading inclusively in today's diverse employment and consumer marketplace; why it's essential for leaders to understand good management; what employees need from managers; and leading for change in a particular company and the industry as whole.

Tuition for IDDBA members is \$2,995 per person and \$3,995 for non-members. Class size is limited to 30 students.

For more details, email: education@iddba.org.

To register online and for more information, visit www.iddba.org.

Global Dairy Seminar Returns To Singapore Sept. 18-20

Singapore—International dairy stakeholders are encouraged to save the date for the 10th annual Global Dairy Seminar here Sept. 18-20, 2023 at the Singapore Exchange (SGX) Auditorium.

For this year's seminar, SGX has collaborated with the New Zealand Exchange (NZX) and Global Dairy Trade (GDT) to offer a the event, with the GDT Regional Conference taking place on Sept. 19 before the 2023 SGX-NZX Global Dairy Seminar.

The three-day seminar will highlight the latest market developments across Asia, Oceania, Europe and the Americas.

Registration information with early bird offers will be available in the coming weeks. For questions, contact NZX via email: derivatives@nzx.com.

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PLANNING GUIDE

ADPI/ABI Joint Annual Conference: April 23-25, Sheraton Grand Chicago. Visit www.adpi.org for future updates.

DairyTech Conference: May 17-18, Minneapolis, MN. Registration is now available online at www.dairytechconference.com.

IDDBA 2023: June 4-6, Anaheim Convention Center, Anaheim, CA. Check www.iddba.org for details.

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

ADSA Annual Meeting: June 25-28, Ottawa, Ontario. Early registration will kick off soon online at www.adsa.org.

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

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

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

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

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

ADPI Dairy Ingredients Seminar: Sept. 25-27, Santa Barbara, CA. Registration opens May 15 at www.adpi.org/events.

IDF World Dairy Summit: Oct. 16-19, Chicago, IL. Visit www.idf-wds2023.com to register online and for more information.

Dairy Purchasing & Risk Management Seminar: Nov. 1-2, Convene Willis Tower, Chicago, IL. Registration opens July 15 at www.adpi.org/events.



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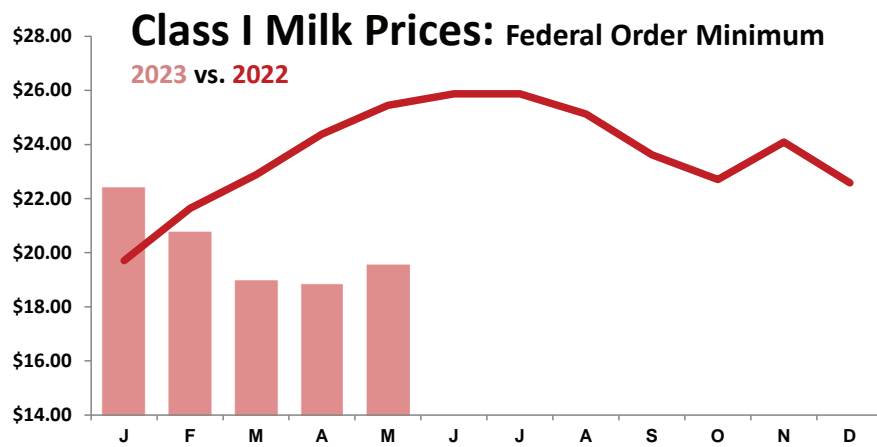


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Federal Order Class 1 Minimum Prices & Other Advanced Prices - May 2023

Table listing various dairy product prices such as Class I Base Price, Base Skim Milk Price, and Two-week Product Price Averages.

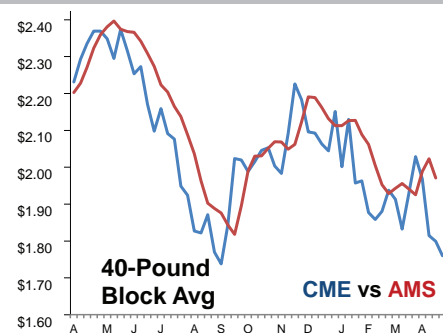


AVG MONTHLY LACTOSE MOSTLY PRICES: USDA

Table showing average monthly lactose prices from January to December for various years from 2015 to 2023.

DAIRY PRODUCT SALES

April 19, 2023—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers.



Summary table of dairy product sales for the week ending April 15, including 40-Pound Block Cheddar Cheese, 500-Pound Barrel Cheddar Cheese, AA Butter, and Extra Grade Dry Whey.

DAIRY FUTURES PRICES

Table of dairy futures prices including settling prices for Class III, Class IV, Dry Whey, NDM, Block Cheese, Cheese*, and Butter* from April 2023 to January 2024.

CHEESE REPORTER SUBSCRIBER SERVICE CARD

Subscriber service card form with fields for Name, Title, Company, Address, City/St/Zip, E-Mail Phone, and sections for New Subscriber Info and Old Subscriber Info.

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NORTHEAST - APRIL 19: Milk volumes are increasing week over week in the eastern states. Steady milk supplies are clearing into Class III operations and production schedules are strong. Contacts have relayed that some of the labor shortages reported in recent weeks have resolved, allowing plants to operate closer to full capacity and build inventories. Market contacts have shared that both foodservice and retail demands are strong. Cheese inventories vary among manufacturers, but Cheddar inventories are noted to be increasing as spring flush is underway. Production of both American type and Italian type cheese varieties is steady to building seasonally at the moment.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$2.2650 - \$2.5525	Process 5-lb sliced:	\$1.6700 - \$2.1500
Muenster:	\$2.2525 - \$2.6025	Swiss Cuts 10-14 lbs:	\$3.6425 - \$5.9650

MIDWEST AREA - APRIL 19: Cheese makers relay widely available milk supplies for processing. The spot milk price range into Class III remains similar to previous weeks: from \$11 to \$4 under Class. The difference this week is that some contacts who have been providing prices at \$4 and \$5 under, the top price range, are also providing prices as low as \$7 and \$8 under Class. Milk is plentiful for cheese makers in the Upper Midwest. Cheese demand notes range from steady to strong. Some Italian style processors say they are busy. Regional barrel producers say demand has been steady, despite marked price decreases on the CME. They suggest there is not, at least in the near term, a concern regarding inventory levels. Curd processors say they have shifted production to other varieties due to quieter customer demand. As spring approaches, though, they expect a potential uptick in seasonal curd production/demand. Cheese market tones have softened.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$2.3075 - \$3.5175	Mozzarella 5-6#:	\$1.8375 - \$2.9250
Brick 5# Loaf:	\$2.0375 - \$2.6050	Muenster 5#:	\$2.0375 - \$2.6050
Cheddar 40# Block:	\$1.7600 - \$2.3025	Process 5# Loaf:	\$1.5475 - \$2.0150
Monterey Jack 10#:	\$2.0125 - \$2.3600	Swiss 6-9# Cuts:	\$3.1575 - \$3.2600

WEST - APRIL 19: Varietal cheeses have strong to steady demand from retail and food-service purchasers. Inventories through April are tight for some manufacturers. Contacts are reporting strong to steady demand. A few stakeholders note contract obligations are pulling heavily on inventories. Despite this, inventory is available to meet current spot market demand overall. Spot market demand is steady. Export demand is mixed. Asian market demand is reported as strong by some stakeholders, but some buyers are looking to other international suppliers to fill their cheese needs. Mexican, European, and Oceanic market demand is reported as lighter and more sporadic so far this year. Milk volumes are plentiful for cheese makers to run strong production schedules.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts :	\$2.1400 - \$2.3400	Monterey Jack 10#:	\$2.1275 - \$2.4025
Cheddar 40# Block:	\$1.8925 - \$2.3825	Process 5# Loaf:	\$1.6725 - \$1.8275
		Swiss 6-9# Cuts:	\$2.4500 - \$3.8800

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

Variety	Date: 4/19	4/12	Variety	Date: 4/19	4/12
Cheddar Curd	\$1.95	\$1.96	Mild Cheddar	\$2.00	\$2.01
Young Gouda	\$1.61	\$1.59	Mozzarella	\$1.51	\$1.52

FOREIGN -TYPE CHEESE - APRIL 19: Milk output is trending higher in Europe, and some cheese makers say volumes are up compared to this time last year. Industry sources indicate cheese makers are using available milk volumes to operate near capacity. Contacts report retail food sales have been mixed in recent weeks, though overall retail demand is meeting expectations for this time of year. Some industry sources report lower consumer prices for cheese are having a positive impact on sales. Foodservice demand for cheese is strong in European markets. Cheese exports are strong, and some stakeholders say international purchasers are inquiring about loads to ship in the latter half of 2023. Cheese inventories are available as production is currently in good balance with demand.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.1225 - 3.6100
Gorgonzola:	\$3.6900 - 5.7400	\$2.6300 - 3.3475
Parmesan (Italy):	0	\$3.5100 - 5.6000
Romano (Cows Milk):	0	\$3.3125 - 5.4675
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.6775 - 4.0025
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

DRY PRODUCTS - APRIL 20

LACTOSE CENTRAL/WEST: Prices for lactose were unchanged, with only the top of the mostly price series moving lower. Contracts are below some sellers' expectations, with stakeholders reporting purchasers have been hesitant to secure contracts for Q2, due to recent market bearishness. Export sales of lactose are steady to higher, after some contacts noted increased interest from purchasers in international markets. Loads of lactose are available for both spot and contract purchasing.

WPC CENTRAL/WEST: Contacts report some stability in pricing for higher whey protein concentrates, and some stakeholders anticipate this could turn into more bullish WPC 34% price movements in the coming weeks. Domestic demand for WPC 34% is steady to higher, and some stakeholders indicate pricing WPC 34% at or below low/medium heat NDM has contributed to current market activity.

NDM EAST: Eastern low/medium heat nonfat dry milk prices were moved lower on the top of the range and both ends of the mostly series. Trading activity in the region was quiet this week. Contacts say prices are keeping buying on more of a hand-to-mouth basis. End users are aware of the ample amounts of condensed skim in the region. Drying has been active, although eastern contacts have relayed more downtime, compared to the Midwest.

DRY WHEY WEST: Market tones are neutral to slightly bearish. Current high protein whey concentrate pricing and availability are pushing some producers' production schedules into dry whey. Cheese makers running strong production schedules are generating plenty of liquid whey available for drying. Dry whey production is steady. Dry whey prices in the West moved lower for the bottom end of the range and higher on the top end of the range.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total dairy retail ads increased on the conventional aisle by 13 percent, while organic ad totals decreased 63 percent. Notable ad increases for conventional items were half-gallon milk and 32-ounce Greek yogurt, which increased 124 and 121 percent.

Shredded cheese in 6- to 8-ounce packages was the most advertised conventional cheese item with an average price of \$2.71, \$.10 higher. Six- to 8- ounce block cheese, conventional, held an average price of \$2.63, compared to \$2.93.

Conventional Greek yogurt in 4- to 6-ounce containers was the most advertised yogurt item, despite a decline of 14 percent. Butter ad totals decreased for both conventional and organic options. The average price of conventional 1-pound butter was \$3.97, \$.18 higher than last week. There were no reported organic butter ads.

RETAIL PRICES - CONVENTIONAL DAIRY - APRIL 21

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	2.88	2.88	NA	NA	NA	NA	NA
Butter 1#	3.97	4.29	4.00	2.89	3.92	3.49	3.53
Cheese 6-8 oz block	2.63	2.77	2.63	2.48	2.91	2.70	1.77
Cheese 6-8 oz shred	2.71	2.92	2.96	2.23	2.72	2.54	1.82
Cheese 6-8 oz sliced	2.73	2.88	2.94	2.18	3.04	2.76	2.01
Cheese 1# block	4.99	NA	4.99	NA	NA	NA	NA
Cheese 1# shred	3.95	3.39	4.11	3.79	NA	NA	NA
Cheese 1# sliced	NA	NA	NA	NA	NA	NA	NA
Cheese 2# block	8.62	9.41	9.99	NA	8.99	7.40	8.30
Cheese 2# shred	7.55	5.99	NA	6.98	NA	8.44	6.99
Cottage Cheese 16 oz	2.54	2.99	2.36	2.05	2.89	2.45	2.75
Cottage Cheese 24 oz	2.60	3.00	2.49	2.63	2.67	2.47	2.72
Cream Cheese 8 oz	2.34	2.73	2.24	2.05	1.69	2.17	NA
Ice Cream 14-16 oz	3.49	3.83	3.11	2.94	2.83	3.98	2.92
Ice Cream 48-64 oz	4.08	3.72	4.38	3.43	4.38	4.17	3.59
Milk 1/2 gallon	1.69	5.49	1.29	1.29	1.88	1.84	1.46
Milk gallon	3.40	3.30	NA	4.99	NA	3.32	2.76
Flavored Milk 1/2 gal	2.10	NA	NA	2.50	3.29	1.99	NA
Flavored Milk gallon	4.76	NA	NA	4.99	NA	NA	NA
Sour Cream 16 oz	2.11	2.11	1.89	2.42	2.36	2.10	1.95
Sour Cream 24 oz	2.35	NA	1.99	1.99	2.86	2.79	2.29
Yogurt (Greek) 4-6 oz	1.10	1.14	1.16	1.03	1.09	1.03	1.00
Yogurt (Greek) 32 oz	4.87	4.80	4.34	5.84	5.63	5.99	4.13
Yogurt 4-6 oz	0.59	0.61	0.53	0.57	.74	.59	.63
Yogurt 32 oz	3.09	2.74	NA	3.30	NA	2.49	2.75

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:

Sour Cream 24 oz:	\$2.49	Yogurt 4-6 oz:	\$0.89
Butter 1lb:	NA	Yogurt 32 oz:	\$3.67
Cream Cheese 8 oz:	NA	Yogurt Greek 4 - 6 oz	NA
Cream Cheese 16 oz:	NA	Milk 8 oz	\$1.33
Cottage Cheese 24 oz:	\$2.49	Milk 1/2 gallon:	\$2.88
Cheese shreds 6-8 oz:	\$2.49	Milk gallon:	\$4.32
Cheese 6-8 oz block:	\$2.49	Flavored Milk gallon:	\$2.99
Cheese 6-8 oz sliced:	\$2.49	Ice Cream 48-64 oz	\$10.99

WHOLESALE BUTTER MARKETS - APRIL 19

WEST: Contacts report heavy to balanced supplies compared to production needs. Strong to steady cream demand continues, with some stakeholders noting an uptick in demand following the spring holidays. Cream multiples are moving higher this week. Strong to steady butter production continues from manufacturers. Stakeholders indicate butter inventories are at good volumes, but not overwhelming available storage capacity. The CME continued to show some bullish momentum this week. Export demand is steady to lighter overall, with less competitive prices compared to European and Asian markets. However, contacts report an uptick in purchases from Canadian markets.

CENTRAL: Most notes from butter makers are similar to previous weeks. Demand has softened over the past few weeks. After demand upticks ahead of the spring holidays, buyers have taken a step back. Butter churning and micro-fixing, depending on buyers' needs, are still very busy. Butter markets are holding steady, as a number of contacts expected. There are

bulk stores on offer, and some contacts say both organic and conventional butter, specifically 80 percent butterfat varieties, are available. One specific change of tone from butter makers is that cream was less available this week. Multiples ticked up for producers, by a few points respectively, and some suggest they expect further cream price increases near term.

NORTHEAST: Spring flush conditions are well underway, and cream supplies are plentiful in the East. Cream multiples have remained somewhat steady in recent weeks, with slight changes this week due to increased Class II manufacturing. Some butter plant managers have reported that they are churning seven days a week as recent labor difficulties have improved. Some contacts have also shared that they are able to freeze large quantities of butter due to steady influxes of cream, while other manufacturers have shared that they are able to sell surplus cream on the spot market. Butter inventories vary from manufacturer to manufacturer depending on location.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
04/17/23	59,208	70,265
04/01/23	52,969	66,947
Change	6,239	3,318
Percent Change	12	5

CME CASH PRICES - APRIL 17 - 21, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDN	DRY WHEY
MONDAY April 17	\$1.5125 (NC)	\$1.7650 (-1)	\$2.3525 (+2½)	\$1.1225 (-¾)	\$0.3500 (-1¼)
TUESDAY April 18	\$1.5150 (+¼)	\$1.7650 (NC)	\$2.3700 (+1¼)	\$1.1300 (+¼)	\$0.3775 (+2¾)
WEDNESDAY April 19	\$1.5300 (+1½)	\$1.7600 (-½)	\$2.4025 (+3¼)	\$1.1600 (+3)	\$0.3825 (+½)
THURSDAY April 20	\$1.5450 (+1½)	\$1.7450 (-1½)	\$2.3950 (-¾)	\$1.1600 (NC)	\$0.3550 (-2¾)
FRIDAY April 21	\$1.5525 (+¾)	\$1.7500 (+½)	\$2.4000 (+½)	\$1.1650 (+½)	\$0.3625 (+¾)
Week's AVG \$ Change	\$1.5310 (-0.0405)	\$1.7570 (-0.0420)	\$2.3840 (+0.0345)	\$1.1475 (+0.0065)	\$0.3655 (-0.0020)
Last Week's AVG	\$1.5715	\$1.7990	\$2.3495	\$1.1410	\$0.3675
2022 AVG Same Week	\$2.3785	\$2.3695	\$2.7070	\$1.7890	\$0.6370

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Nine cars of blocks were sold Monday, the last at \$1.7650, which set the price. No blocks were sold Tuesday, and the price was unchanged. Three cars of blocks were sold Wednesday, the last at \$1.7600, which set the price. Ten cars of blocks were sold Thursday, the last at \$1.7450, which set the price. Seven cars of blocks were sold Friday, the last at \$1.7500, which set the price. The barrel price rose Tuesday on a sale at \$1.5150, increased Wednesday on a sale at \$1.5300 (the last of 26 cars of barrels sold that day), climbed Thursday on a sale at \$1.5450 (the last of 22 cars sold that day), and rose Friday on a sale at \$1.5525 (the last of 23 cars sold).

Butter Comment: The price rose Monday on a sale at \$2.3525, increased Tuesday on an unfilled bid at \$2.3700, climbed Wednesday on a sale at \$2.4025, declined Thursday on an uncovered offer at \$2.3950, then rose Friday on a sale at \$2.4000.

Nonfat Dry Milk Comment: The price declined Monday on a sale at \$1.1225, increased Tuesday on an unfilled bid at \$1.1300, rose Wednesday on a sale at \$1.1600, and increased Friday on a sale at \$1.1650.

Dry Whey Comment: The price fell Monday on a sale at 35.0 cents, rose Tuesday on a sale at 37.75 cents, increased Wednesday on a sale at 38.25 cents, dropped Thursday on a sale at 35.50 cents, then rose Friday on a sale at 36.25 cents.

WHEY MARKETS - APRIL 17 - 21, 2023

RELEASE DATE - APRIL 20, 2023

Animal Feed Whey—Central: Milk Replacer:	.3100 (NC) – .3800 (-2)
Buttermilk Powder:	
Central & East:	1.0300 (-2) – 1.1000 (NC) West: .9700 (-3) – 1.1000 (-3)
Mostly:	.9900 (-5) – 1.0500 (-5)
Casein: Rennet:	5.4000 (-30) – 5.7000 (-20) Acid: 5.5500 (-20) – 5.7500 (-25)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.3700 (NC) – .4600 (-1) Mostly: .4250 (+½) – .4500 (-1)
Dry Whey—West (Edible):	
Nonhygroscopic:	.3175 (-5¼) – .5225 (-¾) Mostly: .3700 (-2) – .4600 (+2)
Dry Whey—NE:	.4150 (+½) – .4875 (+½)
Lactose—Central and West:	
Edible:	.1600 (NC) – .5000 (NC) Mostly: .2000 (NC) – .3600 (-1)
Nonfat Dry Milk—Central & East:	
Low/Medium Heat:	1.1200 (NC) – 1.1900 (-1) Mostly: 1.1300 (-1) – 1.1775 (-¼)
High Heat:	1.2200 (-4) – 1.3200 (-2)
Nonfat Dry Milk—Western:	
Low/Med Heat:	1.0900 (+2) – 1.2050 (NC) Mostly: 1.1200 (+2½) – 1.1700 (-½)
High Heat:	1.2300 (-1½) – 1.3925 (-¼)
Whey Protein Concentrate—34% Protein:	
Central & West:	.8500 (NC) – 1.5000 (NC) Mostly: 1.0500 (NC) – 1.3800 (NC)
Whole Milk:	2.0400 (NC) – 2.1600 (NC)

HISTORICAL CME AVG BLOCK CHEESE PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.0883	1.2171	1.2455	1.2045	1.1394	1.1353	1.1516	1.3471	1.3294	1.4709	1.5788	1.6503
'10	1.4536	1.4526	1.2976	1.4182	1.4420	1.3961	1.5549	1.6367	1.7374	1.7246	1.4619	1.3807
'11	1.5140	1.9064	1.8125	1.6036	1.6858	2.0995	2.1150	1.9725	1.7561	1.7231	1.8716	1.6170
'12	1.5546	1.4793	1.5193	1.5039	1.5234	1.6313	1.6855	1.8262	1.9245	2.0757	1.9073	1.6619
'13	1.6965	1.6420	1.6240	1.8225	1.8052	1.7140	1.7074	1.7492	1.7956	1.8236	1.8478	1.9431
'14	2.2227	2.1945	2.3554	2.2439	2.0155	2.0237	1.9870	2.1820	2.3499	2.1932	1.9513	1.5938
'15	1.5218	1.5382	\$1.5549	1.5890	1.6308	1.7052	1.6659	1.7111	1.6605	1.6674	1.6175	1.4616
'16	1.4757	1.4744	1.4877	1.4194	1.3174	1.5005	1.6613	1.7826	1.6224	1.6035	1.8775	1.7335
'17	1.6866	1.6199	1.4342	1.4970	1.6264	1.6022	1.6586	1.6852	1.6370	1.7305	1.6590	1.4900
'18	1.4928	1.5157	1.5614	1.6062	1.6397	1.5617	1.5364	1.6341	1.6438	1.5874	1.3951	1.3764
'19	1.4087	1.5589	1.5908	1.6619	1.6799	1.7906	1.8180	1.8791	2.0395	2.0703	1.9664	1.8764
'20	1.9142	1.8343	1.7550	1.1019	1.6704	2.5620	2.6466	1.7730	2.3277	2.7103	2.0521	1.6249
'21	1.7470	1.5821	1.7362	1.7945	1.6778	1.4978	1.6370	1.7217	1.7601	1.7798	1.7408	1.8930
'22	1.9065	1.9379	2.1699	2.3399	2.3293	2.1902	2.0143	1.8104	1.9548	2.0260	2.1186	2.0860
'23	2.0024	1.8895	1.9372									

Consumers Remain Concerned About High Food Prices; Are Seeking Deals

Arlington, VA—While shoppers remain concerned about rising food prices, they are less likely to cut back on the number of items they purchase, according to a survey of grocery shoppers' spending habits and attitudes by FMI-The Food Industry Association, conducted by The Hartman Group.

Among shoppers who are concerned about rising food prices, only 32 percent of shoppers in February reported buying fewer items as a strategy to address rising prices, down from 41 percent in October. Instead, shoppers continue to look for deals across multiple channels — supermarkets, mass retailers, club stores and online — to mitigate the impact of higher food prices on their budgets, the survey found.

Food price concerns cut across shopper demographics, but Baby Boomers are more worried about rising food prices than any other group, with 80 percent showing concern in February 2023 versus 69 percent in October 2022. Millennials polled close behind with 76 percent saying they are concerned, 5 percent more than one year ago.

Such concerns about food costs coincide with an increase in spending in this inflationary environment. In February, on average, consumers spent \$164 per week on groceries, up from \$148 in both October and February of 2022.

FMI's US Grocery Shopper Trends survey also revealed: 68 percent of shoppers report spending more on groceries than one year ago, while 7 percent say they spend less; households with children reported the greatest increase in grocery spending year over year; and 55 percent of those polled are concerned with rising prices at restaurants, up from 50 percent in October.

Overall, shoppers report fewer channels — consumer food industry channels include retail supermarkets, club stores, mass retailers, and online shopping — but more stores in their rotation, suggesting rising competition for shoppers' dollars within channels.

In February, shoppers visited on average 5.2 different stores, up from 4.9 in February 2022. Meanwhile, shoppers used 3.6 different channels per month, down from 4.0 in February 2022.

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