



# CHEESE REPORTER

Vol. 147, No. 43 • April 7, 2023 • Madison, Wisconsin



## US Dairy Exports Declined 3% In Feb.; Dairy Imports Rose 34%

### February Cheese Exports Fell Slightly, Cheese Imports Rose 16%; Lactose Exports Jumped 32%

Washington—US dairy exports during February were valued at \$665.6 million, down 3 percent from February 2022, according to figures released Wednesday by USDA's Foreign Agricultural Service (FAS).

That's the lowest value for US dairy exports since January 2022 (\$583.3 million).

Dairy exports during the first two months of this year were valued at \$1.37 billion, up 8 percent from the first two months of last year.

Leading markets for US dairy exports during the first two months of 2023, on a value basis, with comparisons to the first two months of 2022, were: Mexico, \$395.1 million, up 32 percent; Canada, \$157.0 million, up 4 percent; China, \$110.5 million, up 8 percent; Japan, \$75.6 million, up 5 percent; Philippines, \$70.8 million, down 22 percent; South Korea, \$64.2 million, down 18 percent; and Indonesia, \$60.0 million, up 11 percent.

US dairy imports during February were valued at \$398.6 million, up 34 percent from February 2022. Dairy imports during the first two months of 2023 were valued at \$810.8 million, up 32 percent from the first two months of 2022.

Leading sources of US dairy imports during the first two months of this year, on a value basis, with comparisons to the first two months of last year, were: New Zealand, \$148.7 million, up 38 percent; Ireland, \$107.3 million, up 24 percent; Italy, \$74.4 million, up 3 percent; Canada, \$63.1 million, up 47 percent; and France, \$53.0 million, up 11 percent.

Cheese exports during February totaled 72.3 million pounds, down fractionally from February 2022. The value of those exports, \$176.1 million, was up 15 percent.

Cheese exports during the first two months of 2023 totaled 147.1 million pounds, up 7 percent from the first two months of 2022. The value of those exports, \$353.6 million, was up 24 percent.

Leading markets for US cheese exports during the first two months of this year, on a volume basis, with comparisons to the first two months of last year, were: Mexico, 42.2 million pounds, up 16 percent; South Korea, 21.0 million pounds, down 10 percent; Japan, 14.9 million pounds, up 3 percent; Australia, 12.0 million pounds, up 26 percent; Guatemala, 5.4 million pounds, up 82 percent; Canada, 4.7 million pounds, up 30 percent; and Saudi Arabia, 4.2 million pounds, up 20 percent.

Nonfat dry milk exports during February totaled 139.0 million pounds, down 1 percent from February 2022.

NDM exports during the first two months of 2023 totaled 289.4 million pounds, up 7 percent from a year earlier.

February dry whey exports totaled 35.6 million pounds, up 9 percent from February 2022. Dry whey exports during 2023's first two months totaled 64.6 million pounds, up 9 percent from 2022's first two months.

• See **Feb. Dairy Trade**, p. 7

## Cheese Production Rose 0.4% In Feb., But Fell In 4 Of Top 5 Producing States

Washington—US cheese production during February totaled 1.11 billion pounds, up 0.4 percent from February 2022, USDA's National Agricultural Statistics Service (NASS) reported Monday.

Cheese production during the first two months of 2023 totaled 2.3 billion pounds, up 1.6 percent from the first two months of 2022.

Regional cheese production in February, with comparisons to February 2022, was: Central, 545.8 million pounds, up 2.5 percent; West, 432.5 million pounds, down 1.5 percent; and Atlantic, 131.2 million pounds, down 2.2 percent.

February cheese production in the states broken out by NASS, with comparisons to February 2022, was: Wisconsin, 273.6 million pounds, up 1.1 percent; California, 200.1 million pounds, down 1.3 percent; New Mexico, 74.1 million pounds, down 2.4 percent; Idaho, 72.4 million pounds, down 0.9 percent; New York, 66.1 million pounds, down 5.6 percent; Minnesota, 65.2 million pounds, up 0.3 percent; Pennsylvania, 39.1 million pounds, up 5.6 percent; Iowa, 29.6 million pounds, down 5.5 percent; Ohio, 19.8 million pounds, down 2.5 percent; Vermont, 10.8 million pounds, down 5.3 percent; Illinois, 4.9 million pounds, down 16.9 percent; and New Jersey, 4.4 million pounds,

• See **Cheese Output Up**, p. 6

## CSPI Petitions FDA To Finalize 10-Year Sodium Reduction Targets, And Set Intermediate Goal

Washington—A petition filed with the US Food and Drug Administration (FDA) Thursday requests that the FDA commissioner issue final guidance identifying 10-year voluntary sodium reduction goals.

The petition, filed by the Center for Science in the Public Interest (CSPI) — which has fought for over 40 years to prompt FDA to reduce the amount of sodium in processed foods — also asks that FDA establish intermediate sodium reduction targets, develop a plan to monitor and evaluate compliance by industry, and maintain a public database of the

• See **Reducing Sodium**, p. 11

## Klondike's Kristi Wuthrich Wins Mulloy Award; Auction Sets Record

Madison—Kristi Wuthrich of Klondike Cheese Company, was named winner of the biennial H.P. Mulloy Memorial Award for her Feta cheese.

The H.P. Mulloy Memorial Award was announced during the 2023 United States Champions Awards Banquet, the closing event at CheeseCon 2023 here.

The H.P. Mulloy Memorial Award is presented every other year to the Wisconsin cheese maker who best exemplifies the art of cheesemaking in the state. The award is given to the cheese maker with the highest average score from a cheese type entered in the most recent Wisconsin State Fair Dairy Product Contest and the US Championship Cheese Contest.

Wuthrich's Feta entry in the US Championship Cheese Con-

test achieved a score of 99.80, while her Feta entry in the State Fair contest achieved a score of 99.75.

The Mulloy Award honors Horace P. Mulloy, the longtime field representative, lobbyist and cheese contest coordinator for the Wisconsin Cheese Makers Association (WCMA), which sponsors the award.

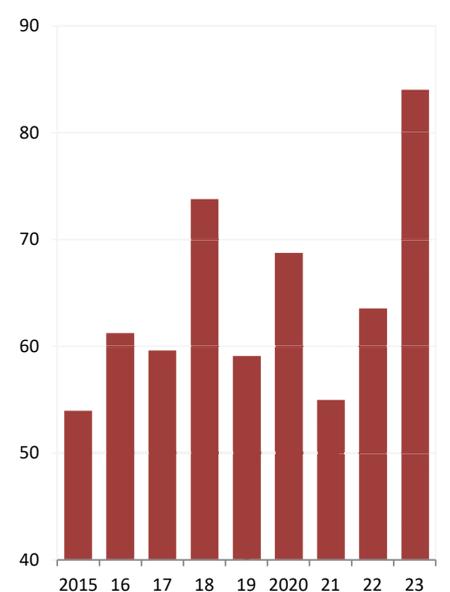
Also during Thursday night's Awards Banquet, winners of the US Championship Cheese Contest were honored, including the 2023 US Champion Cheese, Europe, made by the Arethusa Cheese Team at Arethusa Farm Dairy, Bantam, CT. Anthony Yurgaitis accepted the award for Arethusa Farm Dairy.

Also during the banquet, four

• See **Record Auction**, p. 8

## US Lactose Exports

February 2015– 2023 millions of pounds





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

Cheese Reporter Publishing Co. Inc. ©2023

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

DICK GROVES  
Publisher/Editor

e-mail: [dgroves@cheesereporter.com](mailto:dgroves@cheesereporter.com)  
608-316-3791

MOIRA CROWLEY  
Specialty Cheese Editor  
e-mail: [mcrowley@cheesereporter.com](mailto:mcrowley@cheesereporter.com)  
608-316-3793

KEVIN THOME  
Advertising & Marketing Director  
e-mail: [kthome@cheesereporter.com](mailto:kthome@cheesereporter.com)  
608-316-3792

BETTY MERKES  
Classifieds/Circulation Manager  
e-mail: [info@cheesereporter.com](mailto:info@cheesereporter.com)  
608-316-3790

REGULAR CONTRIBUTORS:  
Jen Pino-Gallagher, Bob Cropp, Brandis Wasvick,  
Dan Strongin, John Umhoefer  
You can e-mail our contributors at:  
[contributors@cheesereporter.com](mailto:contributors@cheesereporter.com)

Cheese Reporter is the official  
publication of the following associations:

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

**Central Wisconsin Cheesemakers' and  
Buttermakers' Association**  
Peggy Noeldner  
[pnoeldner@nasonvilledairy.com](mailto:pnoeldner@nasonvilledairy.com)

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

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

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

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

**Nebraska Cheese Association**  
Ed Price, Fremont, NE 68025

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

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

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

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

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

**Southwestern Wisconsin  
Cheese Makers' Association**  
Ben Workman, Edelweiss Creamery LLC,  
W6117 Cty Hwy C, Monticello, WI 53566

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

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

**Wisconsin Dairy Products Association**  
Brad Legreid, 8383 Greenway Blvd.,  
Middleton, WI 53562

## EDITORIAL COMMENT



**DICK GROVES**

Publisher / Editor  
Cheese Reporter  
e: [dgroves@cheesereporter.com](mailto:dgroves@cheesereporter.com)  
tw: @cheesereporter

### Dietary Guidance Statements Of Little Value To Dairy, Consumers

Late last month, the US Food and Drug Administration issued draft guidance to provide the food industry with the agency's current thinking about how and when to use Dietary Guidance Statements on food labels, and to ensure that these statements promote good nutrition and nutritious dietary practices.

Unfortunately, it doesn't appear that these Dietary Guidance Statements will be of much value to dairy product marketers and, therefore, they won't be of much value to consumers, either.

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

From that, it might be concluded that these Dietary Guidance Statements are a nice development for the dairy industry. After all, dairy products provide 13 essential nutrients, ranging from calcium and protein to potassium and zinc.

The problem is the part of the guidance that states that these statements have to be "based on key or principal recommendations from a consensus report."

So just what is a "consensus report?" It's a report that represents the consensus produced by a group of qualified experts whose bias and conflicts of interest have been minimized and that are convened to study a specific issue, according to the guidance. The consensus report conveys agreed-upon recommendations that reflect widely accepted, objective views of current scientific evidence.

FDA's guidance recommends that consensus reports used as the basis for Dietary Guidance Statements be published, for example, by federal government

agencies or US scientific bodies or US health organizations outside the federal government.

This would include the federal government's Dietary Guidelines for Americans.

And FDA's guidance goes on to state that the key or principal recommendations of a consensus report are easily identifiable because they are typically emphasized in some way, such as enclosed in a box or highlighted in the executive summary.

For example, the Dietary Guidelines, 2020-2025, includes several key recommendations that are set off in a box within the executive summary, such as "the core elements that make up a healthy dietary pattern include fat-free or low-fat milk, yogurt, and cheese, and/or lactose-free versions and fortified soy beverages and yogurts as alternatives."

So when explaining what a Dietary Guidance Statement is, the guidance includes the following example "choose fat-free or low-fat dairy products instead of full-fat dairy options."

And therein lies the uselessness of these Dietary Guidance Statements from a dairy product perspective. It's safe to say that the vast majority of cheese products won't be able to use these statements.

As far as fluid milk is concerned, in 2021, sales of whole, reduced-fat (2 percent), lowfat (1 percent) and skim milk totaled 38.6 billion pounds, of which 30.4 billion pounds, or about 79 percent, was whole or reduced-fat milk. So almost 80 percent of the unflavored milk sold in the US appears to not qualify for a Dietary Guidance Statement, under FDA's guidance.

In addition to containing a meaningful amount of a recommended food or food group (in dairy's case, this meaningful amount would be three-quarter cup equivalent), FDA said it's important that food products

the guidance includes the following example "choose fat-free or low-fat dairy products instead of full-fat dairy options."

And therein lies the uselessness of these Dietary Guidance Statements...It's safe to say that the vast majority of cheese products won't be able to use these statements.

bearing Dietary Guidance Statements not exceed certain nutrient levels that are inconsistent with healthy dietary patterns. So, under the agency's draft guidance, products bearing a Dietary Guidance Statement should not exceed certain levels for saturated fat, sodium, and added sugars.

Needless to say, a lot of dairy products would exceed levels for at least one of these nutrients.

In situations where a food is recommended by a consensus report as part of a nutritious diet and the food has a nutrient profile that exceeds the recommended nutrient levels in FDA's guidance, the agency continues to find it appropriate for such a product to bear a Dietary Guidance Statement. But the agency recommends that these products bear a disclosure statement about the recommended nutrient level(s) it exceeds.

The draft guidance offers a yogurt example. A yogurt product that bears a Dietary Guidance Statement such as "Eat yogurt as part of a nutritious dietary pattern," but contains 20 percent of the Daily Value of added sugars should also bear a disclosure statement, such as "This product contains 10g (20% Daily Value) of Added Sugars per serving."

FDA recommends placing the disclosure statement on the label near and visually connected to the Dietary Guidance Statement. Because FDA's guidance documents, in general, do not establish legally enforceable responsibilities, it's hard to imagine yogurt products ever containing such a disclosure.

Finally, it's worth noting that this guidance is just a draft. Comments should be submitted by June 26, 2023, to ensure that FDA consider them. Comments may be submitted at [www.regulations.gov](http://www.regulations.gov); the docket number is FDA-2023-D-1027.

## Global Dairy Trade Price Index Falls 4.7%; Only Cheddar Price Increases

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 4.7 percent from the previous auction, held two weeks ago.

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

In this week's auction, which featured 138 participating bidders and 117 winning bidders, the price for Cheddar cheese increased, while prices for skim milk powder, whole milk powder, butter, anhydrous milkfat and buttermilk powder declined.

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

**Cheddar cheese:** The average winning price was \$4,167 per metric ton (\$1.89 per pound), up 3.8 percent. Average winning prices were: Contract 1 (May), \$4,201 per ton, up 7.8 percent; Contract 2 (June), \$4,140 per ton, up 6.7 percent; Contract 3 (July), \$4,265 per ton, up 4.5 percent; Contract 5 (September), \$4,250 per ton; and Contract 6 (October), \$4,000 per ton, down 4.3 percent.

**Skim milk powder:** The average winning price was \$2,579 per ton (\$1.17 per pound), down 2.5 percent. Average winning prices were: Contract 1, \$2,592 per ton, down 2.7 percent; Contract 2, \$2,560 per ton, down 2.8 percent; Contract 3, \$2,591 per ton, down 2.1 percent; Contract 4 (August), \$2,599 per ton, down 2.4 percent; and Contract 5, \$2,598 per ton, down 2.4 percent.

**Whole milk powder:** The average winning price was \$3,053 per ton (\$1.38 per pound), down 5.2 percent. Average winning prices were: Contract 1, \$3,043 per ton, down 5.0 percent; Contract 2, \$3,047 per ton, down 5.4 percent; Contract 3, \$3,038 per ton, down 5.4 percent; Contract 4, \$3,151 per ton, down 3.8 percent; and Contract 5, \$3,144 per ton, down 6.6 percent.

**Butter:** The average winning price was \$4,595 per ton (\$2.08 per pound), down 3.3 percent. Average winning prices were: Contract 1, \$4,530 per ton, down 3.4 percent; Contract 2, \$4,560 per ton, down 3.0 percent; Contract 3, \$4,530 per ton, down 4.3 percent; Contract 4, \$4,805 per ton, down 1.5 percent; Contract 5, \$4,785 per ton, down 3.6 percent; and Contract 6, \$4,799 per ton.

**Anhydrous milkfat:** The average winning price was \$4,736 per ton (\$2.15 per pound), down 7.2 percent. Average winning prices were: Contract 1, \$4,754 per ton, down 6.6 percent; Contract 2, \$4,549 per ton, down 10.7 percent;

Contract 3, \$4,899 per ton, down 4.5 percent; Contract 4, \$4,977 per ton, down 4.4 percent; Contract 5, \$5,363 per ton, up 1.1 percent; and Contract 6, \$5,177 per ton.

**Buttermilk powder:** The average winning price was \$2,529 per ton (\$1.15 per pound), down 3.3 percent. Average winning prices were: Contract 1, \$2,565 per ton, down 2.3 percent; Contract 2, \$2,530 per ton, down 2.5 percent; Contract 3, \$2,500 per ton, down 4.4 percent; Contract 4, \$2,515 per ton, down 4.4 percent; and Contract 5, \$2,590 per ton, down 3.7.

ASB Bank, in its April dairy update released Thursday, noted that all major products sold on

the GDT are now down 30 to 45 percent on an annual basis. At a weighted average of \$3,053 per ton (\$1.38 per pound), whole milk powder prices are now at their lowest point since the eye of the pandemic in 2020.

More broadly, the dynamic at this GDT doesn't offer many reasons to be bullish on the outlook for dairy prices, ASB said. Up until now, the forward contract curve has at least pointed to a degree of upward momentum for prices heading into next season, but now next season's contracts are trading below where this season's were a fortnight ago.

Since the beginning of February, the number of participating bidders on the GDT platform has fallen steadily from 166 to 138, one of the lowest figures of recent

years. The number of winning bidders as a proportion of qualified bidders has swelled north of 80 percent, circa five-year highs. In aggregate, that suggests that fewer prospective buyers are in search of product, and those that do aren't having much trouble securing what they need without bidding up prices.

It's a bearish sign for near-term dairy prices that demand continues to soften even as China has begun ramping up purchases, ASB stated. Some expected the end of the zero-COVID policy and China's subsequent reopening to trigger a surge in prices, but ASB has long argued for a more cautious view given strong local dairy production and whole milk powder inventories in China and facing demand elsewhere.



## Discover our full value.

Tetra Pak's industry expertise and broad portfolio of solutions can help you from concept and design to product launch, end-of-life maintenance and expert technical services.

Thank you for a great CheeseCon 2023 and we will see you at CheeseExpo 2024!

f @TetraPakUSA @TetraPak\_USCAN TetraPakUSA.com

**Tetra Pak**<sup>®</sup>  
PROTECTS WHAT'S GOOD

For more information, visit [www.tetrapak.com/en-us](http://www.tetrapak.com/en-us)

## UK To Join CPTPP; Will Gain Improved Dairy Access To Several Markets

**London, UK**—The United Kingdom will join the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), a vast free trade area of 11 countries spanning the Indo-Pacific, UK Prime minister Rishi Sunak announced last Friday.

The CPTPP, which entered into force on Dec. 30, 2018, includes Australia, Canada, Chile, Japan, Mexico, New Zealand, Malaysia, Peru, Singapore, Vietnam and Brunei Darussalam. Ministers and representatives of those countries welcomed the substantial conclusion of the negotiations for the accession of the UK to the CPTPP following the most recent round of talks held in Vietnam.

The agreement follows two years of negotiations by the UK's Department of Business and Trade and puts the UK at the heart of a dynamic group of economies, as the first European member of the CPTPP and first new member since CPTPP was created, Sunak's office noted.

Farmers will benefit from lower tariffs on exports of products like cheese and butter to Canada, Chile, Japan and Mexico, building on the 23.9 million British pounds (US\$29.9 million) of dairy products the UK exported to those countries in 2022, Sunak said.

The UK joining the CPTPP "will provide the UK dairy exporters with access to the Canadian market," Dairy Farmers of Canada (DFC) said in a statement issued following the UK's accession to the agreement. "We expect the Canadian government will be vigilant to ensure that the dairy

products coming into Canada adhere to our domestic standards for food safety and production, and that any volumes allowed into Canada are enforced according to the terms of the agreement."

According to the UK government, over 99 percent of UK goods exports to CPTPP member countries will be eligible for zero tariffs. Key food and agriculture wins for the UK include:

**Canada:** Additional opportunities to sell dairy products, including cheese, butter, cream and milk powder. The cheese quota provides an extra 16,500 tons (36.4 million pounds) of shared tariff-free access.

**Chile:** Staged tariff liberalization on dairy products such as cheese, butter, and cream.

**Japan:** Additional opportunities to sell dairy products, including butter and milk powder.

**Mexico:** Additional opportunities to sell dairy products, including cheese, butter, cream, and milk powder. The cheese quota provides an extra 6,500 tons (14.3 million pounds) of shared tariff-free access.

"Having a major economy like the UK inside CPTPP brings the Atlantic to the Indo-Pacific in a way that will strengthen the rules-based trading system in our region and will benefit New Zealand exporters, provide greater certainty, and enhance regional supply chains for trade," commented Damien O'Connor, who serves as New Zealand's trade minister as well as its agriculture minister.

The UK's accession to the CPTPP will complement the out-

comes of the New Zealand-United Kingdom Free Trade Agreement, which will mean that 99.5 percent of New Zealand's current goods exports to the UK will be duty free from entry into force, according to the New Zealand government.

For Australia, all UK goods exports will be eligible for tariff-free access, after staging in some cases, the same as in the existing bilateral UK-Australia free trade agreement (FTA).

Regarding that FTA, the Australian Dairy Industry Council (ADIC) welcomed the ratification of the Australia-United Kingdom Free Trade Agreement by the UK Parliament.

"This is the first FTA to be signed with the UK since Brexit," said Rick Gladigau, ADIC chair. "This highlights the speed with which the Australian government and its negotiators moved to secure this deal."

The FTA eliminates tariffs on dairy trade between Australia and the UK within five years, according to the ADIC. It provides immediate duty-free access for significant volumes of cheese, butter, whey, milk, cream and yogurt.

The UK-Australia trade deal also increases access to Australian ice cream and infant formula in the UK.

Approximately one-third of Australian dairy production is exported, ADIC said. The UK is a large dairy importer as well as exporter of dairy products. According to UK customs data, the UK imported almost 1.5 million tons of dairy products in 2020, making the UK the second-largest importer of dairy in the world.

European Union members supply 98 percent of the UK's dairy imports, according to ADIC.

## FROM OUR ARCHIVES

### 50 YEARS AGO

**April 6, 1973: Louisville, KY**—The US Justice Department filed an antitrust complaint against Dairymen, Inc., one of the nation's largest organizations of milk producers. The firm was accused of monopolization and restriction of trade in violation of federal law.

**Washington**—An extensive study of nutritional values in certain dairy products now being launched by several trade associations is expected to save the industry roughly \$22 million per year, according to the Milk Industry Foundation. The project will provide manufacturers the data they need to label their products.

### 25 YEARS AGO

**April 10, 1998: Green Bay, WI**—If current trends continue, "Wisconsin will not have enough milk to meet cheese production demand in less than two years," WMMB CEO Will Dahl reported this week. The downward milk supply and increased cheese demand is "perhaps the biggest challenge" for today's industry.

**San Francisco, CA**—Greater utilization of dairy products will be realized in the future as more is understood about the physiological roles of milk components, Land O'Lakes' William Aimutis reported. "Functional foods" represent a potential \$40 to \$60 billion worldwide.

### 10 YEARS AGO

**April 5, 2013: Washington**—The Consortium for Common Food Names called for the UK-based Global Cheese Awards to reinstate the Parmesan category, which was eliminated last year after pressure from some EU cheese makers. It also urged the contest to maintain other categories the EU would like to restrict, like Feta, Gorgonzola, Grana and Manchego.

**River Falls, WI**—A group of dairy industry volunteers and members of the Wisconsin Cheese Makers Association gathered here to brainstorm possible renovation ideas for the UW-River Falls Pilot Dairy Plant here. The plant is looking to double its current production by making cheese and ice cream at the same time.

NELSON JAMESON INC.





## Create Unique, Great-Tasting Cheese

Use Maxiren®XDS for effortless slicing, dicing, and shredding without losing texture.

Learn more about Maxiren® XDS



1-800-826-8302 • [nelsonjameson.com](http://nelsonjameson.com) • [sales@nelsonjameson.com](mailto:sales@nelsonjameson.com)

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

## Savencia Announces Acquisition Of Argentina's Williner

**Viroflay, France**—Savencia Fromage & Dairy this week announced the acquisition of Sucesores de Alfredo Williner, which is described as one of the major players in dairy products in Argentina.

Savencia said it has thus enriched its portfolio with Ilolay, a local brand of dairy and family tradition that has been present in most Argentinean households for decades. It offers a wide range of dairy products through a network distribution well established throughout the country.

The Williner family company is a market player, which collects milk for its plants located in the dairy province of Santa Fe, Savencia noted. This transaction will be subject to the approval of the anti-trust authorities in accordance with local regulations.

## Aug. 8 Is Comment Deadline On FDA Proposal To Allow Salt Substitutes In Standardized Foods

Silver Spring, MD—The US Food and Drug Administration's (FDA) proposed rule to amend the standards of identity to permit the use of salt substitutes in foods for which salt is a required or optional ingredient will be published in the *Federal Register* on Monday, Apr. 10, 2023.

The period for submitting comments on the proposed rule will run for 120 days. Thus, the comment due date is Aug. 8, 2023.

Electronic comments can be sent to [www.regulations.gov](http://www.regulations.gov); the docket number is FDA-2022-N-2226.

Salt substitutes are currently used in many non-standardized foods in the US, but most FDA standards do not permit the use of salt substitutes, the agency noted.

Manufacturers of standardized foods have few options for reducing the sodium content of their products, FDA said. If salt is a required ingredient, they may generally use less salt. If salt is an optional ingredient, they may either use no salt or less salt.

However, manufacturers cannot replace salt with another ingredient unless the standard permits the use of another ingredient, FDA said. Most standards do not provide for a substitute for salt.

FDA's proposed rule would use a "horizontal" approach for standards, under which a single rule would apply to multiple standards across several categories of standardized foods.

Specifically, the proposed rule would amend the 80 standards that specify salt as a required or an optional ingredient. Because these 80 standards are referenced in other standards, 140 of the 250 standards currently established for a wide variety of foods could be affected, FDA said.

The proposed rule does not list permitted salt substitutes but defines them as safe and suitable ingredients used to replace some or all of the added sodium chloride and that serve the functions of salt in food.

The extent to which salt can be replaced depends on the ability of a salt substitute to replace the functions of salt in food without compromising food safety and the characteristics of the food, FDA stated.

Where salt is permitted in FDA standards the use is not described uniformly in the provisions. This is largely due to the standards having been established with different structural formats, FDA said.

## US Dairy's Message To Global Customers: We'll Meet Your Needs

Washington—The US dairy industry's growth as a committed, consistent global dairy supplier delivering a portfolio of products suiting the needs of overseas buyers has driven US dairy exports to three straight record years, and the US Dairy Export Council (USDEC) has been there every step of the way, Krysta Harden, USDEC's president and CEO, pointed out at USDEC's spring board of directors meeting last week.

In 2022 alone, USDEC staff traveled a combined 2.6 million air miles for a broad array of activities aimed at building demand for US dairy exports and facilitating trade flows.

"The message to our dairy customers around the world is that we will consistently meet their needs now and as their demand grows in the future," Harden commented.

US dairy has much to offer the world, Harden stressed.

"I believe it's our responsibility to help nourish others when we have so much," Harden remarked. "People can get calories. This is about the nourishment that comes from dairy and dairy products."

In 2022, the United States set new record highs for dairy export volume (2.4 million metric tons, milk solids equivalent), value (\$9.6 billion) and percentage of United States milk production exported (18 percent).

It was another step in a steady international expansion of US dairy, facilitated by the US Dairy Export Council, a nonprofit membership organization founded by Dairy Management Inc. and partly funded by the dairy check-off program.

In a question-and-answer session with USDEC members, Harden was asked if 2023 will yield another record for percentage of US milk production exported. Citing challenging headwinds, including the "wild card" of China, she remained cautiously upbeat.

"We might not grow as much as we have been growing, but we're hoping for a little bit more," Harden said.

While dairy export volume grew 5 percent in milk solids equivalent terms in 2022, overall global dairy trade fell 3 percent.

Chinese demand dropped considerably from the previous year, negating a 2 percent increase in dairy trade in the rest of the world, USDEC reported.

Panelists forecast that the 2023 global dairy market outlook will be challenging for US dairy exporters, with a weaker price environment, improved dairy supply out of the European Union (EU), uncertain Chinese demand and significant questions about the global economy.

Excluding COVID anomalies, this year will be the most challenging from an economic growth perspective since the 2008-09 global financial crisis, said William Loux, USDEC vice president, global economic affairs.

But even with plenty of question marks and a few significant headwinds, USDEC economists speaking at the meeting expect that solid demand for US dairy ingredients in key growth markets, like nonfat dry milk/skim milk powder in Mexico and high-value whey in Japan, will help lift US export volume by 1.5 percent in 2023.

Looking ahead, the market dynamics that have helped carry US dairy exports to this point remain favorable, USDEC said. A rising global population, growing middle class and the need for sustainable, affordable nutrition are expected to drive world dairy consumption, benefitting US dairy exports.

Harden captured the cautious optimism of the three-day meeting when she told meeting attendees, "The long-term outlook for US dairy exports is extremely bright."

Among the other sessions at USDEC's meeting:

- US Rep. Dusty Johnson's (R-SD) assessment of the political landscape for agricultural issues and the need for improved market access for exports.

- Scott Gottlieb, a former FDA commissioner, on that agency's role in facilitating agricultural trade.

- Doug McKalip, chief agricultural negotiator at the Office of the US Trade Representative (USTR), and Alexis Taylor, undersecretary for trade and foreign agricultural affairs at US Department of Agriculture (USDA), about the 2023 agricultural trade landscape.

- A discussion about strengthening global connections with Michelangelo Margherita, head of trade section of the European Commission, Deputy Lloyd Day, deputy director general of the Inter-American Institute for Cooperation on Agriculture and Ambassador Esteban Moctezuma, Ambassador Extraordinary and Plenipotentiary of Mexico to the United States of America.

- A speech and discussion on the effects of deglobalization on trade and the economy with Tom Halverson, CEO of CoBank, one of the largest private providers of credit to the United States rural economy.

# IVARSON

IVARSONINC.COM

## THE IVARSON 640 BCS



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

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

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



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

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

## Cheese Output Up

(Continued from p. 1)

down 4.5 percent. February cheese output in all other states totaled 249.5 million pounds, up 5.1 percent from February 2022.

American-type cheese production during February totaled 453.1 million pounds, up 2.4 percent from February 2022. American-type cheese output during the first two months of 2023 totaled 951.8 million pounds, up 4.1 percent from the first two months of 2022.

Production of American-type cheese, with comparisons to February 2022, was: Wisconsin, 86.8 million pounds, up 1.9 percent; Minnesota, 55.7 million pounds, up 4.4 percent; California, 43.9 million pounds, up 2.4 percent; Iowa, 16.6 million pounds, up 1.4 percent; and New York, 11.0 million pounds, down 10.0 percent.

Cheddar production during February totaled 325.4 million pounds, up 5.6 percent from February 2022. Cheddar output during the first two months of this year totaled 679.3 million pounds, up 6.1 percent from the first two months of last year.

Production of other American-type cheeses totaled 127.7 million pounds, down 5.1 percent from February 2022.

### Italian & Other Cheeses

February production of Italian-type cheese totaled 460.0 million pounds, down 1.4 percent from February 2022. Italian cheese output during the first two months of 2023 totaled 959.9 million pounds, down 1.0 percent from the first two months of 2022.

Production of Italian cheese, with comparisons to February 2022, was: California, 133.7 million pounds, down 2.5 percent; Wisconsin, 127.2 million pounds, down 2.7 percent; New York, 25.7

million pounds, down 10.9 percent; Pennsylvania, 22.7 million pounds, up 3.3 percent; Minnesota, 9.2 million pounds, down 18.1 percent; and New Jersey, 2.1 million pounds, down 9.4 percent.

Mozzarella production totaled 365.0 million pounds, up 1.6 percent from February 2022. Mozzarella output during the first two months of this year totaled 758.1 million pounds, up 0.5 percent from the first two months of last year.

Production of other Italian cheese varieties, with comparisons to February 2022, was: Parmesan, 39.0 million pounds, down 14.1 percent; Provolone, 26.7 million pounds, down 8.0 percent; Ricotta, 19.4 million pounds, up 3.3 percent; Romano, 3.5 million pounds, down 46.8 percent; and other Italian varieties, 6.4 million pounds, down 11.9 percent.

February production of other cheese varieties, with comparisons to February 2022, was:

**Swiss cheese:** 24.8 million pounds, down 12.2 percent.

**Cream and Neufchatel:** 93.4 million pounds, up 9.6 percent.

**Brick and Muenster:** 13.9 million pounds, down 7.7 percent.

**Hispanic cheese:** 30.1 million pounds, up 4.4 percent.

**Blue and Gorgonzola:** 6.9 million pounds, down 15.9 percent.

**Feta:** 10.0 million pounds, down 16.1 percent.

**Gouda:** 5.3 million pounds, down 0.8 percent.

**All other types of cheese:** 12.1 million pounds, down 11.1 percent.

### Whey Products Output

Production of dry whey, human, totaled 61.9 million pounds, down 10.2 percent from February 2022. Manufacturers' stocks of dry whey, human, at the end of February totaled 65.9 million pounds, up 6.6 percent from a year earlier

and 1.2 percent higher than a month earlier.

Lactose production, human and animal, totaled 83.1 million pounds, down 10.4 percent from February 2022. Manufacturers' stocks of lactose, human and animal, at the end of February totaled 165.6 million pounds, down 1.9 percent from a year earlier and down 0.2 percent from a month earlier.

Production of whey protein concentrate, human, during February totaled 35.7 million pounds, down 9.3 percent from February 2022. Manufacturers' stocks of WPC, human, at the end of February totaled 84.9 million pounds, up 29.1 percent from a year earlier but down 0.1 percent from a month earlier.

February production of whey protein isolates totaled 8.5 million pounds, down 19.5 percent from February 2022. Manufacturers' stocks of WPI at the end of February totaled 24.0 million pounds, up 76.0 percent from a year earlier and 4.4 percent higher than a month earlier.

### Butter & Dry Milk Products

February butter production totaled 186.4 million pounds, up 1.6 percent from February 2022. Butter output during the first two months of 2023 totaled 387.7 million pounds, up 2.7 percent from the first two months of 2022.

Regional butter production in February, with comparisons to February 2022, was: West, 96.0 million pounds, up 0.6 percent; Central, 72.3 million pounds, up 1.9 percent; and Atlantic, 18.1 million pounds, up 5.8 percent.

Nonfat dry milk production during February totaled 178.5 million pounds, up 4.5 percent from February 2022. NDM output during the first two months of 2023 totaled 353.4 million pounds, up

3.6 percent from the first two months of 2022.

Manufacturers' shipments of nonfat dry milk during February totaled 147.0 million pounds, up 7.1 percent from February 2022. Manufacturers' stocks of NDM at the end of February totaled 310.0 million pounds, up 7.5 percent from a year earlier and 14.6 percent higher than a month earlier.

February production of other dry milk products, with comparisons to February 2022, was: skim milk powder, 38.2 million pounds, up 28.9 percent; dry whole milk, 8.4 million pounds, down 16.5 percent; milk protein concentrate, 20.0 million pounds, up 2.7 percent; and dry buttermilk, 13.1 million pounds, up 1.9 percent.

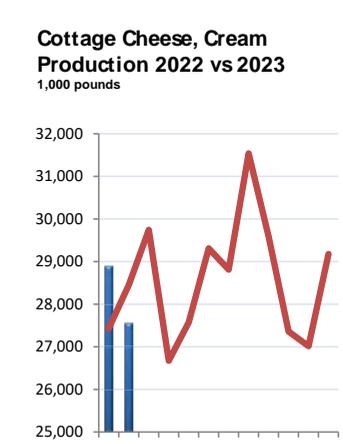
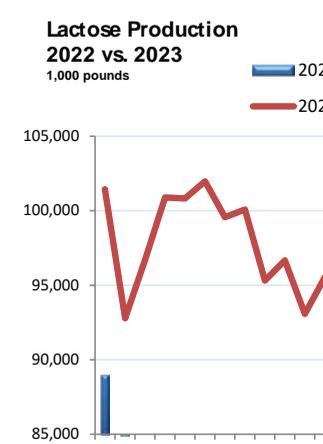
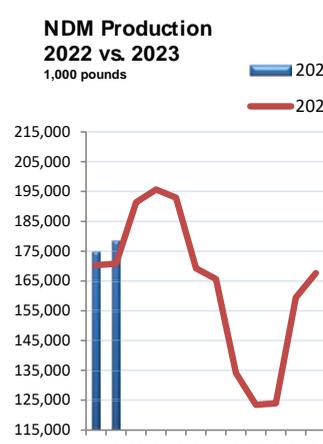
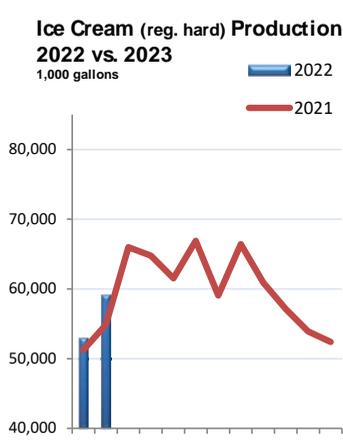
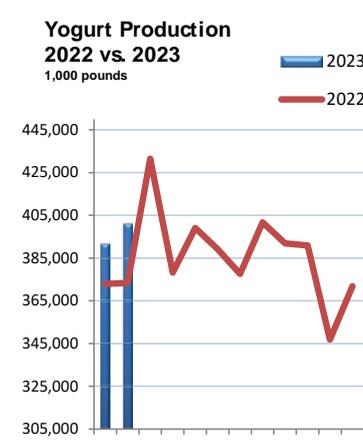
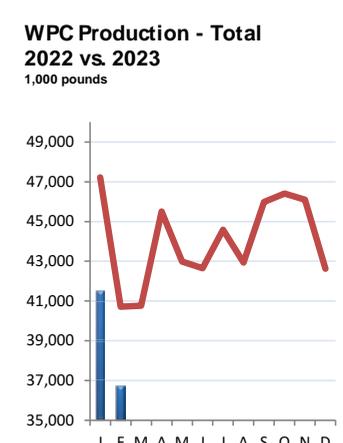
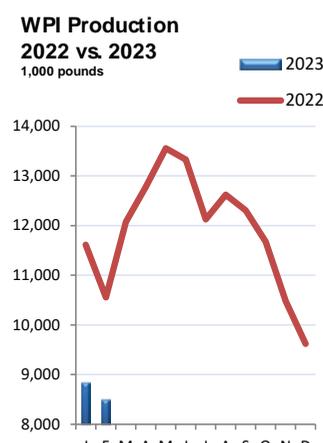
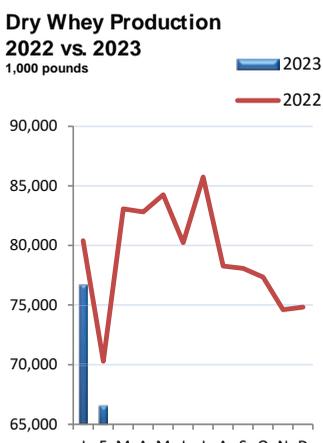
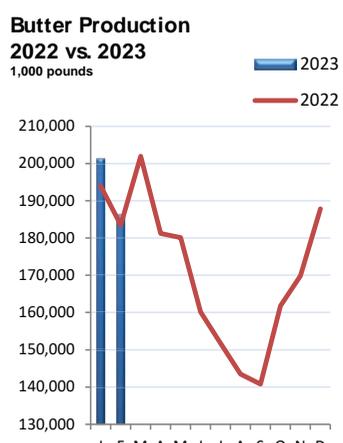
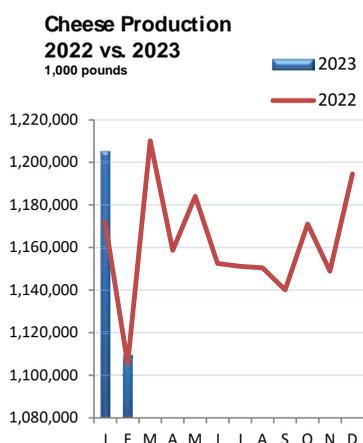
### Yogurt & Other Dairy Products

February production of yogurt, plain and flavored, totaled 401.3 million pounds, up 7.4 percent from February 2022. Yogurt output during the first two months of 2023 totaled 792.9 million pounds, up 6.2 percent from February 2022.

Sour cream production during February totaled 113.5 million pounds, down 3.0 percent from February 2022. Sour cream output during the first two months of this year totaled 239.5 million pounds, up 0.5 percent from the first two months of last year.

Cream cottage cheese production totaled 27.6 million pounds, down 3.1 percent from February 2022. Lowfat cottage cheese output during February totaled 23.9 million pounds, down 3.7 percent from a year earlier.

Production of regular ice cream during February totaled 59.1 million gallons, up 7.7 percent from February 2022. Lowfat ice cream production during February totaled 32.3 million gallons, up 4.5 percent from February 2022.



## Feb. Dairy Trade

(Continued from p. 1)

Whey protein concentrate exports during February totaled 19.2 million pounds, down 35 percent from February 2022. Whey Protein Concentrate exports during the January-February period totaled 43.8 million pounds, down 14 percent from the same period last year.

Lactose exports during February totaled 84.0 million pounds, up 32 percent from February 2022. Lactose exports during the first two months of this year totaled 168.3 million pounds, up 31 percent from the first two months of last year.

February ice cream exports totaled 11.2 million pounds, down 13 percent from February 2022. Ice cream exports during the January-February period totaled 21.3 million pounds, down 10 percent from a year earlier.

### Cheese Imports Increase

During February, US cheese imports totaled 28.3 million pounds, up 16 percent from February 2022. The value of those imports, \$110.4 million, was up 17 percent.

Cheese imports during the first two months of 2023 totaled 58.8 million pounds, up 10 percent from the first two months of

2022. The value of those imports, \$234.7 million, was up 16 percent.

Leading sources of US cheese imports during the first two months of 2023, on a volume basis, with comparisons to the first two months of 2022, were:

**Italy:** 12.2 million pounds, up 1 percent.

**France:** 5.7 million pounds, down 18 percent.

**Netherlands:** 4.5 million pounds, up 44 percent.

**Spain:** 4.0 million pounds, up 24 percent.

**Nicaragua:** 2.85 million pounds, up 56 percent.

**United Kingdom:** 2.80 million pounds, down 1 percent.

**Ireland:** 2.7 million pounds, up 26 percent.

**Switzerland:** 2.3 million pounds, down 14 percent.

**Mexico:** 2.17 million pounds, up 41 percent.

**Germany:** 2.16 million pounds, up 69 percent.

**Canada:** 2.1 million pounds, up 27 percent.

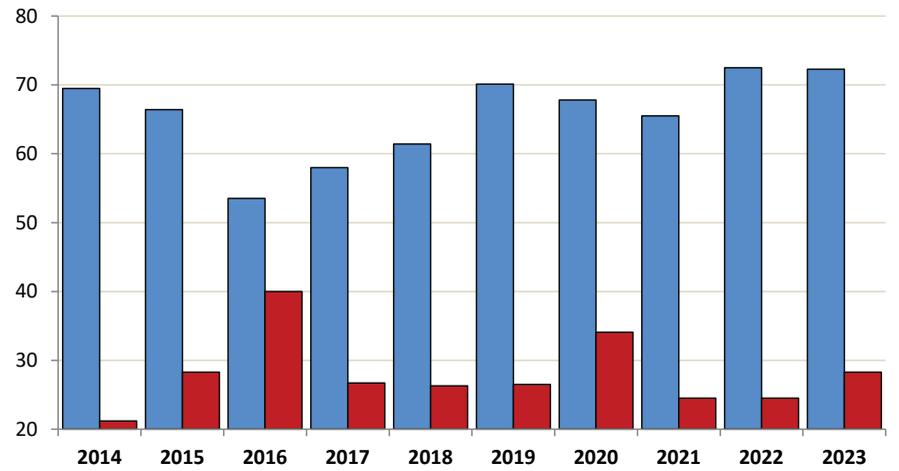
**Greece:** 2.0 million pounds, up 22 percent.

### Butter Imports Jump

Butter exports during February totaled 7.6 million pounds, down 32 percent from February 2022. Butter exports during 2023's first two months totaled 15.1 million pounds, down 20 percent from 2022's first two months.

## US Cheese Exports vs Imports

February of 2014- 2023; Million of pounds



February imports of butter and other butterfat-based products totaled 12.4 million pounds, up 76 percent from February 2022. Butter imports during February totaled 8.7 million pounds, up 58 percent from a year earlier.

During the first two months of 2023, imports of butter and other butterfat-based products totaled 26.1 million pounds, up 64 percent from the first two months of 2022. Butter imports during that period totaled 17.4 million pounds, up 47 percent from a year earlier.

Casein imports totaled 10.3 million pounds, up 10 percent from February 2022.

Casein imports during the January-February period totaled 20.6 million pounds, up 1 percent from 2022.

Imports of caseinates totaled 6.2 million pounds, up 105 percent from February 2022. Imports of caseinates during the first two months of 2023 totaled 14.0 million pounds, up 101 percent from the first two months of 2022.

Imports of Chapter 4 milk protein concentrate during February totaled 10.6 million pounds, up 33 percent from February 2022. Imports of Chapter 4 MPCs during the January-February period totaled 17.2 million pounds, up 21 percent from a year earlier.

Imports of Chapter 35 MPCs totaled 2.0 million pounds, down 42 percent from February 2022. Imports of Chapter 35 MPCs during 2023's first two months totaled 14.8 million pounds, up 91 percent from 2022's first two months.



**Waste less with the power of good bacteria**

Visit [www.chr-hansen.com](http://www.chr-hansen.com) to learn more

**CHR HANSEN**

*Improving food & health*

## Record Auction

(Continued from p. 1)

new Wisconsin Master Cheesemakers and one returning Master Cheesemaker were introduced by John Jaeggi, Wisconsin Master Cheesemaker program coordinator at the Center for Dairy Research (CDR).

The four new Master Cheesemakers are Ben Shibler, Pagel's Ponderosa Dairy/Ron's Wisconsin Cheese, Kewaunee, WI, a Certified Master in Mozzarella; Kirk Auchue, Saputo Cheese, Black Creek, WI, a Certified Master in Cheddar; Timothy Stearns, Land O'Lakes, Kiel, WI, a Certified Master in Cheddar; and Tony Hook, Hook's Cheese Company, Mineral Point, WI, a Certified Master in Blue cheese.

The returning Master Cheesemaker receiving additional certifications is Ryan LaGrander of LaGrander's Hillside Dairy, Stanley, WI, who is now a Certified Master in Cheddar and Cheese Curds. LaGrander earned his first Master certifications in Colby and Monterey Jack.

### Cheese Auction Raises \$339,835

Also at CheeseCon, an exuberant crowd of dairy suppliers, processors and marketers raised a record \$339,835.00 for dairy education Wednesday night at the 2023 Chr. Hansen Championship Cheese Contest Auction.

The funds raised in the auction support industry training programs offered by the WCMA, as well as the World and United States Championship Cheese Contests and university dairy training centers.

"Each year we see the generosity of the dairy processing indus-

try come to life at the auction, and this year's bidders broke the record yet again to benefit the next generation of leaders," said John Umhoefer, the WCMA's executive director. "Our sincerest thanks go to all those who raised their paddles to contribute to the scholarships and education that help grow and strengthen our industry."

The 2023 World Champion Cheese, a 17-pound Europa made by Arethusa Farm Dairy of Bantam, CT, was purchased by DSM Food Specialties for \$550.00 per pound, or \$9,350.00 total.

Complete Filtration Resources made the highest bid of the evening, purchasing 40 pounds of Reduced Fat Cheddar made by TJ Jacoby of Valley Queen, Milbank, SD, for \$575.00 per pound, or \$23,000.00 total.

Winning bids for the other items auctioned off Wednesday night include:

#### Fabulous Kraft

Five pounds of Philadelphia Cream Cheese made by Kraft Heinz, Beaver Dam, WI, was purchased by Cybertron Engineering for \$240.00 per pound, or \$1,200.00 total.

#### T.C. Takes Terrific Tillamook

40 pounds of Hot Habanero Jack, Hickory Smoked Cheddar, & Seriously Strawberry Farmstyle Cream Cheese Spread made by Tillamook, Tillamook, OR, was purchased by T.C. Jacoby for \$250.00 per pound, or \$10,000.00 total.

#### Astonishing Arena

Six pounds of Original Recipe Colby Jack Deli made by Arena Cheese, Arena, WI, was purchased by Atlantic Grain for \$210.00 per pound, or \$1,260.00 total.



In the photo above are, left to right: Dillon Sylla, Associated Milk Producers, Inc.; Anthony Yurgaitis, Arethusa Farm Dairy; and Darrell Demeter, Jim Demeter and Terry Homan, Door Artisan Cheese Company and Red Barn Family Farms.

#### Gilman Glory

24 pounds of Colored Sharp American made by Gilman Cheese Corporation, Gilman, WI, was purchased by Dairy Products Marketing for \$100.00 per pound, or \$2,400.00 total.

#### RELCO Buys Cabot, Nab It!

15 pounds of Extra Creamy Sea Salted Butter made by Cabot Creamery, West Springfield, MA; and Cabot Greek Yogurt 10% and Triple Cream Vanilla Bean Greek Yogurt, Cabot, VT, was purchased by RELCO, A Koch Separation Solutions Company, for \$300.00 per pound, or \$4,500.00 total.

#### Mosaic Meadows Magic

Five pounds of LaClare Fig & Honey Goat Cheese made by LaClare Creamery, Malone, WI, was purchased by Marquez Brothers International for \$750.00 per pound, or \$3,750.00 total.

#### A-M-P-I Love It!

40 pounds of Cheddar made by Dillon Sylla, Associated Milk Producers Inc., Blair, WI; Ghost Pepper Jack by AMPI, Jim Falls, WI; and Dinner Bell Shredded Mild Cheddar & Monterey Jack Cheese, Dinner Bell Creamery Team, AMPI, Portage, WI, was purchased by Dairy Products Marketing for \$550.00 per pound, or \$22,000.00 total.

#### Crave-ing Chocolate Mascarpone

10 pounds of Chocolate Mascarpone made by Crave Brothers Farmstead Cheese, Waterloo, WI, was purchased by Marvin & Debra Cherney Family Foundation for \$190.00 per pound, or \$1,900.00 total.

#### DDS Buys Sensational Sigma

10 pounds of Queso Oaxaca and Cotija Grated made by Mexican Cheese Producers, Sigma, Darlington, WI, was purchased by Darlington Dairy Supply for \$400.00 per pound, or \$4,000.00 total.

#### Classic Red Barn

Nine pounds of Vintage Cupola American Original Cheese made by Team Door Artisan Cheese,

Red Barn Family Farms, Egg Harbor, WI, was purchased by Marvin & Debra Cherney Family Foundation for \$200.00 per pound, or \$1,800.00 total.

#### Klondike Gold

30 pounds of Odyssey Feta by Kristi Wuthrich; Buholzer Brothers Dill Havarti, Tom Schultz; and Odyssey Peppercorn Feta made by Amanda Gutzmer, Klondike Cheese, Monroe, WI, was purchased by G&R Foods for \$700.00 per pound, or \$21,000.00 total.

#### Pine River's Better Butter

Five pounds of Sea Salt Caramel Butter made by Pine River Dairy, Manitowoc, WI, was purchased by Wisconsin Aging & Grading Cheese for \$325.00 per pound, or \$1,625.00 total.

#### Loos Loving That Lactalis Cracker Barrel!

40 pounds of Cracker Barrel Aged Reserve Cheddar made by Agropur-Weyauwega, Lactalis Heritage Dairy, Weyauwega, WI, was purchased by Loos Machine & Automation for \$275.00 per pound, or \$11,000.00 total.

#### Exceptional Specialty Cheese

Five pounds of Panela made by Specialty Cheese Company, Inc., Reeseville, WI, was purchased by Marquez Brothers International for \$475.00 per pound, or \$2,375.00 total.

#### CFR Takes BelGioioso Brilliance

25 pounds of Burrata made by Robert Wheeler and Aged Provolone Mandarin made by Kevin Benzel, BelGioioso Cheese, Denmark, WI, was purchased by Complete Filtration Resources for \$10,000.00 total.

#### Lovely Land O'Lakes

60 pounds of Aged Cheddar made by Land O'Lakes, Kiel, WI; White Extra Melt American Cheese with Jalapenos, Loaf Team; and Yellow American Slices, Slice Team, Land O'Lakes, Spencer, WI, was purchased by DSM Food Specialties for \$275.00 per pound, or \$16,500.00 total.

**Dairy CONNECTION**

QUALITY INGREDIENTS  
KNOWLEDGE  
SERVICE WITH INTEGRITY  
SINCE 1999

Cultures | Enzymes | Custom Culture Blends | Technical Expertise

dairyconnection.com (608) 242-9030 info@dairyconnection.com

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

**Capital Caputo**

Five pounds of Mini Nodini made by Caputo Cheese, Melrose Park, IL, was purchased by *Cheese Market News* for \$75.00 per pound, or \$375.00 total.

**Kelley Buys LaGrandeur's Grandeur**

13 pounds of Colby Longhorn made by Team #3, LaGrandeur's Hillside Dairy, Stanley, WI, was purchased by Kelley Supply for \$860.00 per pound, or \$11,180.00 total.

**Valley Queen Reigns**

40 pounds of Reduced Fat Cheddar, made by TJ Jacoby, Valley Queen, Milbank, SD, was purchased by Complete Filtration Resources for \$575.00 per pound, or \$23,000.00 total.

**Mighty Kingston**

12 pounds of Kingston Premium Blue & Breezy Blue made by Kingston Creamery, Cambria, WI, was purchased by Nelson-Jameson for \$200.00 per pound, or \$2,400.00 total.

**NJ Gains Glorious Glanbia**

40 pounds of Color Cheddar by Abel Navarrete; Pepper Jack, Juan Torres; Chipotle Color Cheddar, Matt Cotroneo; Sweet Heat Habanero White Cheddar by Nikola Strbac; and Sweet Heat Habanero Color Cheddar made by Renata Celic, Glanbia Nutritionals, Twin Falls, ID, was purchased by Nelson-Jameson for \$550.00 per pound, or \$22,000.00 total.

**Remarkable Rothenbuhler**

50 pounds of Founder 56 Emmentaler Swiss made by James Yoder, Rothenbuhler Cheesemakers, Middlefield, OH, was purchased by Masters Gallery Foods for \$115.00 per pound, or \$5,750.00 total.

**Deer Creek + Hennings = Deerlicious**

22 pounds of Deer Creek The Stag made by Henning Cheese, The Artisan Cheese Exchange, Kiel, WI, was purchased by ProActive Solutions for \$125.00 per pound, or \$2,750.00 total.

**Kelley Snags Superior Schuman**

60 pounds of Organic Copper Kettle Parmesan, Cello Mascarpone, Cello Fontal and Cello Asiago made by Team Lake Country Dairy, Schuman Cheese, Turtle Lake, WI, was purchased by Kelley Supply for \$375.00 per pound, or \$22,500.00 total.

**Carr Valley Curdtastic**

10 pounds of White Cheese Curds made by Carr Valley Cheese Company, La Valle, WI, was purchased by ProActive Solutions for \$275.00 per pound, or \$2,750.00 total.

**APT Buys Bongards Best**

Advanced Process Technologies (APT) purchased 40 pounds of

Monterey Jack made by JR Larson, Bongards Creameries, Perham, MN. Advanced Process Technologies (APT) paid \$375.00 per pound, or \$15,000.00 total for the cheese.

**GLC Wins Winning Widmer's**

Great Lakes Cheese bought 40 pounds of Matterhorn Alpine Cheddar made by Widmer's Cheese Cellars, Theresa, WI. Great Lakes Cheese bought the cheese for \$100.00 per pound, or \$4,000.00 total.

**Agropur Perfection**

46 pounds of Low Moisture Mozzarella, Whole Milk Low Moisture Part Skim Mozzarella, Smoked Provolone and Reduced Sodium Provolone made by Jeremy Robinson of Agropur, Luxemburg, WI, was purchased by Hydrite for \$295.00 per pound, or \$13,750.00 total.

**Guggisberg's Boss Baby**

10 pounds of Rindless Baby Swiss Wheel made by DV Team 2, Guggisberg Cheese, Millersburg, OH, was purchased by Great Lakes Cheese for \$650.00 per pound, or \$6,500.00 total.

**Kemps & DFA Cottage Kings**

Four pounds of Kemps 4% Pineapple Cottage Cheese made by Kemps, LLC, Farmington, MN, was purchased by RELCO for \$325.00 per pound, or \$1,300.00 total.

**Diamond Decatur**

Masters Gallery Foods bought 20 pounds of Muenster and Havarti made by Matt Henze; and Dill Cheese Curd by Steve Stettler, Decatur Dairy, Inc., Brodhead, WI. Masters Gallery Foods bought the lot for \$425.00 per pound, or \$8,500.00 total.

**Dairy Connection Buys Amazing Artisans**

Dairy Connection bought 50 pounds of Hootenanny, Goat Rodeo Farm & Dairy, Allison Park, PA; Prairie Tomme, Green Dirt Farm, Weston, MO; Briana, Matthew Brichford, Jacobs & Brichford Farmstead Cheese, Connersville, IN; Whitney, Jasper Hill Farm, Greensboro Bend, VT; Wegmans Three Milk Gouda, Todd Pontius, Old Chatham Creamery, Groton, NY; Lucky Linda Clothbound Cheddar, Redhead Creamery, Brooten, MN; Pepato Dry Jack, Rumiano Cheese, Crescent City, CA; St. Malachi, The Farm at Doe Run, Coatesville, PA; and Sweet Annie, Landmark Creamery, Belleville, WI. Dairy Connection purchased the lot for \$100.00 per pound, or \$5,000.00 total.

**Prairie Farms Prominence**

10 pounds of Small Curd 2% Cottage Cheese made by Prairie Farms Dairy, Quincy, IL, was purchased

by Sugar River Cold Storage or \$475.00 per pound, or \$4,750.00 total.

**Novak's Nabs Super Cesar**

Five pounds of Hand Stretched String Cheese made by Cesar's Cheese, Plain, WI, was purchased by Novak's Cheese for \$400.00 per pound, or \$2,000.00 total.

**Pine River Gold Pack**

12 pounds of Mango Habanero Cold Pack Cheese Spread, Pine River Pre-Pack, Newton, WI, was purchased by Masters Gallery Foods for \$775.00 per pound, or \$9,300.00 total.

**Fantastic Lactalis**

Custom Fabricating & Repair bought 10 pounds of Galbani Low Fat Ricotta, Lactalis American Group, Inc., Buffalo, NY; President Double Cream Brie, Lactalis USA, Belmont, WI; and Karoun Honey Yogurt, Culture Team 1, Lactalis/Central Valley Cheese, Inc., Turlock, CA. Custom Fabricating & Repair paid \$575.00 per pound, or \$5,750.00 total for the Lactalis lot.

**Chr. Hansen Buys Rockin' Roelli**

Chr. Hansen purchased 20 pounds of Roelli Haus Select Cheddar, Roelli Cheese, Inc., Shullsburg, WI. Chr. Hansen bought the Roelli cheese for \$400.00 per pound, or \$8,000.00 total.



**Greatest Great Lakes**

15 pounds of Mild Provolone Cheese made by Cuba Team 3, Great Lakes Cheese, Cuba, NY; and Pepper Jack Shingle Slices, Almost Famous, Great Lakes Cheese, Plymouth, WI, was purchased by TC Transcontinental for \$21,750.00 total.

**Burnett's Success**

10 pounds of Smoked String Cheese made by Burnett Dairy Cooperative, Grantsburg, WI, was purchased by Hydrite for \$525.00 per pound, or \$5,250.00 total.

**Marieke's Marvels**

40 pounds of Gouda Young and Gouda Black Mustard made by Marieke Gouda, Thorp, WI, was purchased by DSM Food Specialties for \$4,000.00 total.

**ALPMA Buys V&V Valor**

ALPMA purchased 12 pounds of Sierra Brand Cotija made by V&V Supremo Foods, Chicago, IL, was purchased by ALPMA for \$650.00 per pound, or \$7,800.00 total.

**TAKE YOUR BUSINESS TO THE NEXT LEVEL**

Operator Efficiency  
Employee Productivity  
Increased Throughputs  
System Feedback/Tracking  
Intuitive Controls

**LOOS**  
MACHINE & AUTOMATION

**AUTOMATE YOUR PROCESS WITH LOOS MACHINE & AUTOMATION**

**CALL NOW ! +855-364-4797**

**CONTACT US**  
205 W Washington St  
Colby, WI 54421 USA  
www.loosmachine.com  
sales@loosmachine.com

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

## Nelson-Jameson Announces Expansion Of Senior Leadership

Marshfield, WI—The Nelson-Jameson Family of Companies has announced new leadership positions across marketing, sales and operations as part of a companywide expansion.

The 75-plus-year-old family-owned company, known for providing the food and beverage industry with everything it needs to manufacture safe, high-quality products, is aligning its organizational structure and implementing new strategies to achieve forward-looking goals.

By welcoming new leadership and promoting internal leaders to new positions, the company will continue its growth trajectory while better serving customers and supporting employees in their career development, according to the announcement. Newly hired talent brings extensive experience and marketing knowledge to Nelson-Jameson's management team, while four newly promoted leaders will head growth and expansion efforts across their respective areas:

**Mat Bartkowiak**, vice president of corporate responsibility and development. Bartkowiak is a Nelson-Jameson veteran with multiple years of management experience at the company. As vice president of corporate responsibility and development, he collaborates with suppliers and manufacturers, customers, aca-



Mat Bartkowiak

demic leaders, trade groups, and regulatory authorities to develop and implement programs that contribute to growth, education, and service to the food industry. His previous experience as a tenured professor informs his research and outreach efforts with these external partners. He also works on key areas of industry demand in line with company strategy, including ESG, food safety, and environmental stewardship.

**Shawn Kitchner**, vice president of operations and logistics. Kitchner's primary responsibilities include executive-level leadership and guidance to the organization's operational and logistics activities across all its facilities. In addition, he is responsible for organizing day-to-day warehousing, shipping, receiving, inventory control, and trucking operations while developing and implementing strategic growth plans. Kitchner draws from his formal education and prior background in mechanical engineering in his role as vice president of operations and logistics.

**Kara Lineal**, vice president of marketing. Lineal was hired in January of 2023 to fill the newly created vice president of marketing position. Lineal arrived at Nelson-Jameson with 20-plus years of experience and leadership roles at various global retailers, marketing top brands including Champion, Spalding, Jockey, Hummer, and more. Lineal will develop and implement strategic growth plans, manage integrated B2B marketing efforts to drive profitability, oversee brand management efforts,

including internal and external communications, and lead E-commerce and digital delivery initiatives to improve customers' digital experience.

**Kevin Van Ornum**, vice president of direct sales. With more than 12 years of experience in



Kevin Van Ornum

various roles at Nelson-Jameson, Van Ornum brings deep knowledge of the company's direct product lines to his position as vice president of direct sales. He manages the Product Department's strategic supplier and customer relationships and initiatives and supports the packaging, ingredients, and chemical product lines management team. Internally, he identifies ways to support the organization's mission through sales initiatives.

**Devon Vogel**, vice president of customer solutions. Vogel is a Nelson-Jameson "lifer" who began her career at the company as an intern and worked her way up to progressively higher roles over a span of 14 years. Now as vice president of customer solutions, she is responsible for identifying and leading business development strategies for Nelson-Jameson's product and service offerings to meet growth goals as well as market and customer demand. In addition, Vogel is one of the customer-facing representatives for the company, strengthening its brand story and reputation and collaborating closely with customers to address their needs.

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

## PERSONNEL

**KJ BURREINGTON**, vice president of technical development for the American Dairy Products Institute (ADPI), has been elected vice chair of the **US National Committee of the International Dairy Federation (US-IDF)**. **CHRIS THOMPSON**, international standards director at the US Department of Agriculture (USDA), has been elected US-IDF treasurer. Both will serve one-year terms, with Burreington overseeing US-IDF programming, while Thompson will monitor financing. Other individuals elected to the US-IDF board include **ROB BYRNE**, Dairy Farmers of America (DFA); **STEVE HOLMES**, Charm Sciences; and Agropur's **MICHELLE BRAUN**. Those re-elected to serve a three-year term on the board include: **JOE SCIMECA**, International Dairy Foods Association (IDFA); **NICK GARDNER**, US Dairy Export Council (USDEC); USDA's **Chris Thompson**; and Schreiber Foods' **KRIS STOLL**.

**LISA BEHNKE** has been named communications manager for **World Dairy Expo**, responsible for strategic marketing and communications for the global dairy event. Behnke most recently served in a similar capacity for Indiana-based Egg Innovations. Before that, she held positions with the Wisconsin Department of Agriculture, Trade and Consumer Protection, Wisconsin Milk Marketing Board/Dairy Farmers of Wisconsin and Ag Source Cooperative Services.

**DICK TRACY** has been tapped as the new president and CEO of **Dot Foods, Inc.** Tracy joined the family business in 1991 and has served as Dot Foods president since 2017. He succeeds his older brother, **JOE TRACY**, who led the company for the past six years. **GEORGE EVERSMAN**, who has been with Dot for almost 30 years in a variety of sales and business development roles, has been promoted to president. **CULLEN ANDREWS**, a 20-year Dot employee, now leads all sales, customer service, and marketing as executive vice president. **MATT HOLT** is the new vice president of distribution centers, and **CHRIS LANDRUM** is the newly appointed vice president of warehouse. **LYDIA MILLER** has been promoted to vice president of replenishment, and **MANDI CLARK** is the new vice president of human resources.

## Boost Your Brine Efficiency

### Automated Brine System

- Automated vat identity via brine cage tracking. (VAT Identity and Integrity)
- Achieve salt percentages and core temps in as little as 6-7 hours.
- Above ground system that can be integrated with any plant foot print.

- Cheese loading and unloading based on first in - first out



- 800-815-6761
- [info@drtechinc.com](mailto:info@drtechinc.com)
- [www.drtechinc.net/](http://www.drtechinc.net/)
- 23581 Johnson Rd. Grantsburg, WI 54840

Product is submerged and rotated automatically where there is no need for salting or spraying. High capacity production in small floor space.

**See it in action.**



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

## Suppliers Of USDA Foods Won't Need High Security Seals On Shipments

**Washington**—The USDA this week announced that, beginning July 1, 2023, suppliers of food purchase programs administered by USDA's Agricultural Marketing Service (AMS) will no longer be required to use high security seals on trucks, railcars, vessels and other transports when transporting food products purchased to support those programs but will be allowed to use traceable tamper evident flat metal, wire or plastic commercial security seals.

AMS' Commodity Procurement Program said it made the change to align with current industry standard practices and reduce barriers to vendor participation in USDA food purchase programs.

By aligning requirements with commercial standards, USDA said it continues promoting competition by expanding the vendor pool and creating opportunities for smaller and minority-owned businesses.

AMS and USDA's Food and Nutrition Service (FNS) co-published a request for information (RFI) on "Improving USDA Product Specifications and Distribution Requirements: Industry Perspectives" to gain feedback from industry suppliers of domestic food distribution programs and help USDA identify areas of improvement to the overall purchasing process for USDA Foods.

In addition to the responses to the RFI, industry had previously expressed that the high security seal requirement is unique only to deliveries of food purchases by USDA.

The Commodity Procurement Program assessed vendor responses, consulted other AMS subject experts, reviewed other USDA programs' practices, and consulted AMS' FDA liaison to ensure recommendations would align with FDA.

AMS and FNS determined that removal of the high security seal requirement was feasible, and would have no negative implications for USDA food purchase programs.

For questions regarding the change in requirements, contact Nutrition and Specification Management branch chief Gwen Holcomb at [Gwen.Holcomb@usda.gov](mailto:Gwen.Holcomb@usda.gov) or 202-963-9516.

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

## Reducing Sodium

(Continued from p. 1)

products that are the largest contributors to sodium exposure.

"These requests are consistent with the White House National Strategy on Hunger, Nutrition, and Health which recommends 'facilitating sodium reduction in the food supply by issuing longer-term, voluntary sodium targets for industry,'" CSPI's petition noted.

These actions are needed to address overconsumption of sodium, a "serious threat" to Americans' health, the petition continued. FDA took steps towards addressing this issue in 2016 when it issued draft guidance with both short- (two-year) and long-term (10-year) sodium reduction targets, the petition stated. And in October 2021, FDA finalized part of the guidance, establishing short-term (now 2.5-year) voluntary targets.

"However, the agency has not proposed intermediate goals or finalized the long-term (10-year) goals that were published in draft form in 2016," the petition noted.

In its petition, CSPI is asking that FDA finalize its 10-year sodium reduction target and a new intermediate (e.g., six-year) target by April 2025. The new goals should follow the current model of both sales-weighted food category means and within-category product maximum levels.

"To the extent that technological feasibility permits, these targets should be front-loaded to secure health and social benefits sooner," the petition said.

The lack of an intermediate target is likely to hamper progress, according to the petition. Companies would be forced to con-

tinue to pay attention to reducing sodium in their products (particularly if the government issued periodic reports) if they had goals that declined gradually every four or so years instead of having one goal at two years and no deadlines for eight years.

Moreover, gradual reductions would help consumers adjust to less salty foods and encourage industry to more quickly test new technologies and salt alternatives that reduce sodium levels and consequent health risks, the petition continued. Gradual reductions would also support sodium reduction goals in the National School Lunch Program and the School Breakfast Program.

Regarding the feasibility of voluntary sodium reduction targets, "it is reasonable to expect that consumers can adapt to less-salty foods over time," the petition stated. Also, both new and old technologies could help companies to lower sodium without affecting palatability.

FDA's 2021 guidance setting the 2.5-year targets fails to include any methods for assessing compliance with those targets. For these voluntary targets to have any teeth, FDA must identify specific data sources and publish reports with aggregated data on its website for all the food categories covered in its guidance.

FDA's guidance includes a number of cheese categories, as well as butter, plus cheese-based sauces, dips and spreads, and numerous combination foods, such as cheese-based appetizers and various types of pizza.

In addition to these technical progress reports, FDA should publish corresponding summary reports that are written for a general audience, the petition said.

These reports should indicate how industry is faring compared to the established target means and product upper bounds in each category at each particular milestone. This will allow the agency to identify which food and beverage target categories are not on track to meeting the sodium reduction goals and adjust its strategy accordingly.

Congress provided \$1 million in the fiscal 2023 omnibus spending bill for FDA to develop a sodium monitoring and evaluation plan.

FDA should also list, on a public database, particular products that exceed the upper bound sodium concentrations for their category, for those categories that together, on a sales-weighted basis, comprise the top 60 percent of the US sodium burden, the petition said. Sodium is "widely dispersed" throughout the food supply and most individual categories contribute to the overall sodium burden in only a limited way.

The database should be publicly accessible on FDA's website and in a format that would allow the public to easily search, sort, and download information by food category, the petition said. Each listing should provide information on the product's brand, name, package size, serving size, and nutrition facts.

The database would serve to motivate companies to reformulate their products, if necessary, to avoid inclusion in the database and to appear favorable in comparison to their competitors.

"As useful as the FDA's short-term sodium reduction targets are, and as impactful they would be if adopted by food manufacturers, the agency still lacks long-term targets," said Dr. Peter G. Lurie, CSPI's president.

NOW IN WISCONSIN!  
 New distribution center near Milwaukee



IMPROVING QUALITY AND EFFICIENCY  
WITH THE RIGHT SOLUTIONS



Cultures



Equipment



Moulds



Aging room



Packaging

WEST

Maureen Cunnie  
[maureen@fromagex.com](mailto:maureen@fromagex.com)  
707.853.6355

MIDWEST

Dennis Dewane-Florentino  
[dennis@fromagex.com](mailto:dennis@fromagex.com)  
707.791.4751

EAST

Brian Schlatter  
[brian@fromagex.com](mailto:brian@fromagex.com)  
518.751.0508

HEAD OFFICE

1 866.437.6624  
[info@fromagex.com](mailto:info@fromagex.com)  
[fromagex.com](http://fromagex.com)

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

# COMING EVENTS

[www.cheesereporter.com/events.htm](http://www.cheesereporter.com/events.htm)

## DairyTech Lineup Looks At 'Grass-To-Glass' Innovation; Registration Open

Minneapolis, MN—Online registration is open for DairyTech 2023 here May 17-18 at The Depot Renaissance Minneapolis Hotel.

The two-day conference kicks off Wednesday afternoon with a "Grass to Glass" Innovator Series, covering the latest dairy research and developments, from transportation and farming technologies to ingredient solutions and lab-grown milk.

Exhibitors will demonstrate solutions to support and improve the dairy supply chain, from end to end.

The opening session will feature Michael Dykes, president and CEO of the International Dairy Foods Association (IDFA), and Scott Sexton, CEO of Ever.Ag, organizers reported.

Dykes and Sexton will outline the technological innovations needed for the US dairy industry to beat out international competition.

Rabobank Foodbytes will lead a session on innovation through startup collaborations, looking at the challenges and best practices of technology adoption for the dairy industry. Attendees will hear how to overcome misalignment between corporates and startups, and the role venture funding can

play in fueling successful collaborations.

Emily Darchuk, founder and CEO of Wheyward Spirit, will deliver the keynote address, *Venturing Wheyward to Create Sustainable Innovation*.

Darchuk will talk about how her award-winning company came to be, and how she's partnering across industries to make food chains more efficient and effective.

Darchuk will also highlight how collaboration between the dairy industry and entrepreneurs can drive more sustainable innovation "from farm to flask," organizers said.

Day two of the conference begins with a session led by Boston Consulting Group on the most important technologies dairy businesses should be using, including cloud and artificial intelligence.

Another session will feature real-time stories from people who have successfully digitized their dairy company's supply chain. Panelists will emphasize practical applications rather than theoretical concepts, and attendees will gain a better understanding of how technology can transform supply chain management

## Cut high demand down to size.



We have the complete solution for you!  
Contact us to know more.

**DEVILLE**  
TECHNOLOGIES  
Industrial Food Cutting Solutions  
1.866.404.4545 | [www.devilletechnologies.com](http://www.devilletechnologies.com)

### PLANNING GUIDE

**ADPI/ABI Joint Annual Conference:** April 23-25, Sheraton Grand Chicago. Visit [www.adpi.org](http://www.adpi.org) for future updates.

**DairyTech Conference:** May 17-18, Minneapolis, MN. Registration is now available online at [www.dairytechconference.com](http://www.dairytechconference.com).

**IDDBA 2023:** June 4-6, Anaheim Convention Center, Anaheim, CA. Check [www.iddba.org](http://www.iddba.org) for details.

**Summer Fancy Food Show:** June 25-27, Javits Center, New York, NY. For information, visit [www.specialtyfood.com](http://www.specialtyfood.com).

**ADSA Annual Meeting:** June 25-28, Ottawa, Ontario. Early registration will kick off soon online at [www.adsa.org](http://www.adsa.org).

**WDPA Dairy Symposium:** July 10-11, Landmark Resort, Door County, WI. Visit [www.wdpa.net](http://www.wdpa.net) for updates and registration.

**IFT Expo:** July 16-19, McCormick Place, Chicago. Visit [www.iftevent.org](http://www.iftevent.org) for future updates.

**ACS Conference:** July 18-21, Des Moines, IA. Updates available at [www.cheesesociety.org](http://www.cheesesociety.org).

**IMPA Conference:** Aug. 10-11, Sun Valley Resort, Sun Valley, ID. Visit [www.impa.us](http://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](http://www.packexpolasvegas.com).

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

**IDF World Dairy Summit:** Oct. 16-19, Chicago, IL. Visit [www.idf-wds2023.com](http://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](http://www.adpi.org/events).

through digitization and the data is provides.

Matt Herrick, IDFA senior vice president, will moderate a talk on the next generation of US GHG Markets. Panelists include Paul Myer, Athian; Chris Malone, Indigo; Steve Shehadey, Bar 20 Dairy; and Tom Ryan, Truterra.

Representatives from McKinsey & Company will review cyber-security trends, discuss the intensifying threat landscape, and share insights dairy companies can take to "futureproof" their cyber-security programs.

A special Dairy Technologist Panel will be moderated by IDFA's Tom Wojno, and will feature Richard Scheitler of Darigold and Cabot Creamery Cooperative's Meeghan Jones.

The conference will wrap with "fireside chat" featuring John Church, former General Mills supply chain and transformation officer, and Duane Banderob, Ever.Aga

For online registration, complete agenda, hotel information and other event details, visit [www.dairytechconference.com](http://www.dairytechconference.com).

## Cheesemakers Charity Golf Outing June 29 In Oneida

Oneida, WI—The Charity Cheesemakers Golf Outing returns here Thursday, June 29 at the Iroquois Course of Thornberry Creek Oneida Golf Course.

Registration opens at 9 a.m. with a shotgun start at 10 a.m., organizers of the event said.

Individual registration of \$165 per person includes range balls, 18 holes of golf with cart and evening reception.

A \$660 foursome registration is also available.

Several sponsorship packages are offered, ranging in price from \$400 to \$2,000.

For questions, reach out to event contact Pam Puttkamer via email: [p.puttkamer@nelsonjameson.com](mailto:p.puttkamer@nelsonjameson.com).

For online registration, hotel information and sponsorship packages, visit [www.charitygolftoday.com](http://www.charitygolftoday.com).

## Superior Solutions FLOW PLATES



- Welds polished on front, cleaned on back
- T-304 or T-316 Stainless Construction
- Constructed on 3/16" or 1/4" thick plate
- Fabricated with Tri-Clamp, Bevel Seat or John Perry ferrules
- 1 1/2" formed lip on all four sides or with side tabs
- 3" long butt weld tube or fitting on back

**AWI MANUFACTURING**

E: [sales@awimfg.com](mailto:sales@awimfg.com)

[www.awimfg.com](http://www.awimfg.com)

Tel: 888.272.2600

Winsted, MN 55395

You can count on  
AWI Manufacturing to  
provide high quality  
flow plates  
when you need them.

We fabricate per your design.

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



# MARKET PLACE

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

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



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

## Equipment for Sale

**ARTISAN CHEESE EQUIPMENT FOR SALE:** • 300 gallon batch pasteurizer • 300 gallon Stoelting cheese vat • 50 gallon cheese vat with agitation • 200 gallon COP wash tank • 500 gallon brine tank with racks • 800,000 BTU Latner steam boiler • **PLUS MORE!** Email for complete list, descriptions and prices. [cheeseman.dl@gmail.com](mailto:cheeseman.dl@gmail.com); 320-434-0177.

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

**WESTFALIA SEPARATORS:** New arrivals! Great condition. Model number 418. CONTACT: Dave Lambert at **Great Lakes Separators**, (920) 863-3306 or e-mail [drlambert@dialez.net](mailto:drlambert@dialez.net).

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

## Equipment for Sale

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

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

## Equipment Wanted

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

## Walls & Ceiling

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



## Real Estate

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

## Replacement Parts

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

## Cheese Moulds, Hoops

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

## Analytical Services

Promote your **ANALYTICAL TESTING SERVICES** here. Call 608-246-8430 for more information or email [info@cheesereporter.com](mailto:info@cheesereporter.com).

## Cheese Triers

**ANTIQUE, RARE, SPECIALTY CHEESE TRIERS:** Cheese trier collection for sale. Over 60 antique, rare, specialty and newer triers available. Please contact me at [normmatte@icloud.com](mailto:normmatte@icloud.com) for pricing, options, and photos.

## Warehousing & Storage

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

## Interleave Paper, Wrapping

**SPECIALTY PAPER MANUFACTURER** specializing in cheese interleave paper, butter wrap, box liners, and other custom coated and wax paper products. Made in USA. Call Melissa at **BPM Inc.**, 715-582-5253. [www.bmppaper.com](http://www.bmppaper.com).



## Promotion & Placement

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

**1820 Single Direction Cheese Cutter**  
 Reduces wire cutable product into uniform portions for dicing, shredding, or blending.  
**GENMAC** A Division of 5 Point Fabrication LLC.  
 1-888-243-6622  
 Email: [sales@genmac.com](mailto:sales@genmac.com)  
[www.genmac.com](http://www.genmac.com)

**Western Repack**  
*We Purchase Fines and Downgraded Cheese*

## Reclamation Services

- Cheese Salvage/Repacking
- 640# Block Cutting

**Handling cheese both as a service and on purchase. Bring us your special projects**  
**Western Repack, LLC**  
**(801) 388-4861**

**PNEUMATIC HAMMER**  
*Removes Powder Deposits*

*while maintaining the integrity of your powder processing equipment.*

- ▶ Impact provides enough vibration to remove powder deposits
- ▶ Maintains product flow by dislodging blockages
- ▶ Special mount and short duration pulses limit fatigue on metal skins

Evaporator Dryer Technologies, Inc.  
[www.evapdryertech.com](http://www.evapdryertech.com)

## Cheese Maker/Plant Manager

Exciting opportunity for an experienced cheese maker/plant manager for our southern New York operation.

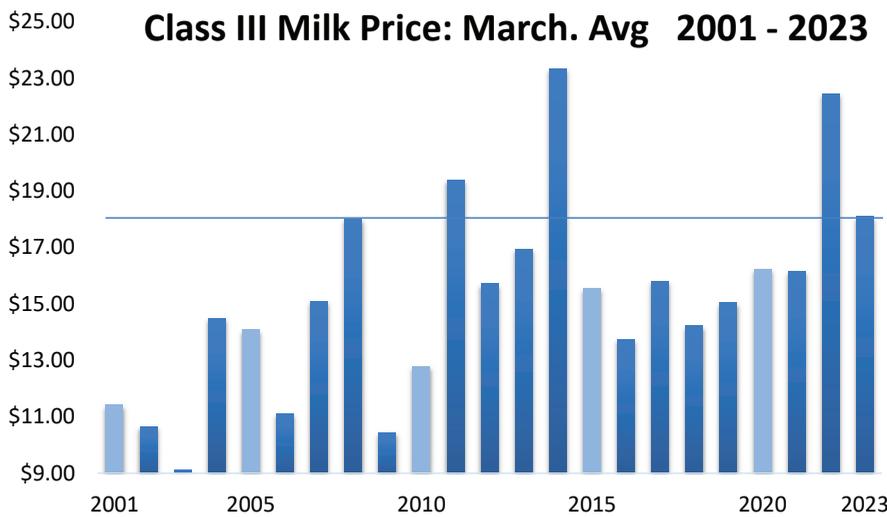
Experience in soft and hard cheese needed. Knowledge in yogurt/dips would be nice.

Compensation commensurate with experience; relocation expenses and other benefits included.

Email interest to: [Box-490@cheesereporter.com](mailto:Box-490@cheesereporter.com)

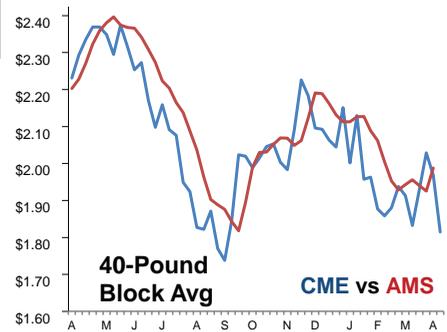
## Class Milk & Component Prices March 2023 with comparisons to March 2022

Class III - Cheese Milk Price	2022	2023
PRICE (per hundredweight)	\$22.45	\$18.10
SKIM PRICE (per hundredweight)	\$12.04	\$8.85
Class II - Soft Dairy Products	2022	2023
PRICE (per hundredweight)	\$24.76	\$19.52
BUTTERFAT PRICE (per pound)	\$3.1005	\$2.7370
SKIM MILK PRICE (per hundredweight)	\$11.23	\$10.30
Class IV - Butter, MP	2022	2023
PRICE (per hundredweight)	\$24.82	\$18.38
SKIM MILK PRICE (per hundredweight)	\$14.50	\$9.14
BUTTERFAT PRICE (per pound)	\$3.0935	\$2.7300
NONFAT SOLIDS PRICE (per pound)	\$1.6113	\$1.0154
PROTEIN PRICE (per pound)	\$2.7182	\$2.4085
OTHER SOLIDS PRICE (per pound)	\$0.6131	\$0.2338
SOMATIC CELL Adjust. rate (per 1,000 scc)	\$0.00103	\$0.00092
AMS Survey Product Price Averages	2022	2023
Cheese	\$2.0548	\$1.8399
Cheese, US 40-pound blocks	\$2.0748	\$1.9503
Cheese, US 500-pound barrels	\$2.0066	\$1.7188
Butter, CME	\$2.7954	\$2.4258
Nonfat Dry Milk	\$1.7954	\$1.1935
Dry Whey	\$0.7943	\$0.4261



### DAIRY PRODUCT SALES

April 5, 2023—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM.



Week Ending	April 1	Mar. 25	Mar. 18	Mar. 11
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		Dollars/Pound		
US	1.9881	1.9255	1.9404	1.9559
Sales Volume		Pounds		
US	11,993,665	12,719,254	12,219,435	13,511,722
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price		Dollars/Pound		
US	2.0134	1.8776	1.7746	1.6998
Adjusted to 38% Moisture		Dollars/Pound		
US	1.9084	1.7865	1.6855	1.6174
Sales Volume		Pounds		
US	14,702,230	14,059,526	14,537,833	16,632,152
Weighted Moisture Content		Percent		
US	34.59	34.84	34.72	34.84
AA Butter				
Weighted Price		Dollars/Pound		
US	2.4238	2.4255	2.4055	2.4364
Sales Volume		Pounds		
US	3,253,749	3,372,246	4,851,861	3,718,419
Extra Grade Dry Whey Prices				
Weighted Price		Dollars/Pound		
US	0.4533	0.4377	0.4197	0.4245
Sales Volume		Pounds		
US	4,289,964	5,201,907	6,472,286	6,823,635
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		Dollars/Pound		
US	1.1474	1.2207	1.2220	1.2144
Sales Volume		Pounds		
US	40,230,765	20,678,155	20,176,768	20,108,493

## DAIRY FUTURES PRICES

SETTLING PRICE							*Cash Settled		
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*	
3-24	Apr 23	19.10	18.06	42.475	117.500	1.990	1.9450	240.000	
3-27	Apr 23	18.79	18.07	42.450	117.250	1.973	1.9100	240.000	
3-28	Apr 23	18.64	18.07	42.750	116.800	1.965	1.8970	238.500	
3-29	Apr 23	18.67	17.90	42.000	116.000	1.965	1.9030	239.000	
3-30	Apr 23	18.69	17.90	41.525	114.425	1.955	1.9120	237.000	
3-24	May 23	18.47	17.94	39.200	115.900	1.955	1.9050	239.250	
3-27	May 23	18.36	18.05	42.450	116.000	1.935	1.8860	238.500	
3-28	May 23	18.16	17.93	39.575	115.000	1.935	1.8680	236.000	
3-29	May 23	18.06	17.60	38.800	113.000	1.935	1.8160	239.250	
3-30	May 23	17.95	17.59	37.750	112.425	1.895	1.8580	235.025	
3-24	June 23	18.47	18.24	37.850	117.250	1.951	1.9170	242.000	
3-27	June 23	18.41	18.24	39.400	117.250	1.945	1.9020	241.500	
3-28	June 22	18.36	18.05	38.125	116.000	1.938	1.8940	238.500	
3-29	June 23	18.29	17.80	37.000	113.500	1.925	1.8990	242.750	
3-30	June 23	18.18	17.79	36.000	113.575	1.925	1.8910	236.650	
3-24	July 23	19.00	18.55	38.250	120.000	1.992	1.9660	245.000	
3-27	July 23	18.81	18.55	38.000	120.000	1.978	1.9520	244.000	
3-28	July 23	18.79	18.55	38.250	118.750	1.978	1.9470	241.000	
3-29	July 23	18.79	18.16	37.000	115.925	1.977	1.9510	241.000	
3-30	July 23	18.67	18.09	36.000	115.925	1.976	1.9470	241.000	
3-24	Aug 23	19.10	18.88	38.100	122.275	2.025	2.0000	247.000	
3-27	Aug 23	19.28	18.88	38.250	122.000	2.025	1.9980	246.275	
3-28	Aug 23	19.24	18.85	38.200	121.000	2.025	1.9900	244.000	
3-29	Aug 23	19.21	18.54	37.050	119.200	2.010	1.9950	244.000	
3-30	Aug 23	19.11	18.49	35.600	118.375	2.010	1.9950	244.000	
3-24	Sept 23	19.63	19.17	39.800	125.000	2.047	2.0240	248.900	
3-27	Sept 23	19.60	19.17	38.150	125.000	2.047	2.0240	248.000	
3-28	Sept 23	19.56	19.09	39.900	123.500	2.047	2.0200	245.025	
3-29	Sept 23	19.52	18.83	37.925	121.000	2.047	2.0200	245.025	
3-30	Sept 23	19.44	18.70	37.500	120.750	2.047	2.0190	245.025	
3-24	Oct 23	19.63	19.36	41.400	127.000	2.046	2.0240	250.000	
3-27	Oct 23	19.61	19.36	41.400	127.000	2.046	2.0200	249.000	
3-28	Oct 23	19.60	19.25	41.400	126.050	2.046	2.0200	248.000	
3-29	Oct 23	19.60	19.00	40.000	123.125	2.046	2.0200	250.500	
3-30	Oct 23	19.55	18.96	38.975	123.000	2.046	2.0200	247.500	
3-24	Nov 23	19.71	19.54	41.000	128.525	2.045	2.0200	249.000	
3-27	Nov 23	19.63	19.54	41.000	128.500	2.045	2.0200	249.000	
3-28	Nov 23	19.56	19.40	41.000	127.800	2.041	2.0150	249.000	
3-29	Nov 23	19.53	19.40	41.000	126.425	2.041	2.0150	249.000	
3-30	Nov 23	19.46	19.21	39.750	125.425	2.041	2.0160	248.000	
3-24	Dec 23	19.26	19.58	43.250	130.475	2.030	1.9800	245.500	
3-27	Dec 23	19.26	19.58	43.250	130.000	2.030	1.9800	245.500	
3-28	Dec 23	19.26	19.44	42.400	129.200	2.030	1.9800	245.500	
3-29	Dec 23	19.26	19.20	42.400	126.000	2.030	1.9800	245.500	
3-30	Dec 23	19.17	19.15	40.750	126.000	2.030	1.9800	245.000	
3-24	Jan 24	18.95	19.35	43.000	133.000	1.986	1.9550	244.000	
3-27	Jan 24	18.97	19.36	43.000	132.950	1.986	1.9590	244.000	
3-28	Jan 24	18.92	19.36	43.000	131.250	1.986	1.9580	244.000	
3-29	Jan 24	18.90	19.36	43.000	130.000	1.986	1.9570	244.000	
3-30	Jan 24	18.90	19.36	43.000	128.975	1.986	1.9450	244.000	
3-24	Feb 24	18.90	19.21	40.000	133.000	1.980	1.9500	237.000	
3-27	Feb 24	18.90	19.20	40.000	133.000	1.980	1.9550	237.000	
3-28	Feb 24	18.83	19.20	40.000	132.250	1.980	1.9550	237.000	
3-29	Feb 24	18.75	19.20	40.000	130.500	1.980	1.9500	237.000	
3-30	Feb 24	18.73	19.05	40.000	130.500	1.980	1.9490	237.000	
<b>April 6</b>		<b>20,142</b>	<b>4,891</b>	<b>2,543</b>	<b>8,628</b>	<b>692</b>	<b>19,060</b>	<b>8,750</b>	

### CHEESE REPORTER SUBSCRIBER SERVICE CARD

If changing subscription, please include your old and new address

New Subscriber Info	Name .....
	Title .....
	Company .....
	Address .....
Old Subscriber Info	City/St/Zip .....
	E-Mail Phone .....
	Name .....
	Title .....
New Subscriber Info	Company .....
	Address .....
	City/St/Zip .....
	E-Mail Phone .....

#### TYPE OF BUSINESS:

- Cheese Manufacturer
- Cheese Processor
- Cheese Packager
- Cheese Marketer (broker, distributor, retailer)
- Other processor (butter, cultured products)
- Whey processor
- Food processing/Foodservice
- Supplier to dairy processor

#### JOB FUNCTION:

- Company Management
- Plant Management
- Plant Personnel
- Laboratory (QC, R&D, Tech)
- Packaging
- Purchasing
- Warehouse/Distribution
- Sales/Marketing

# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - MARCH 31:** Demand for cheese varies throughout the Midwest. Domestic demand for cheese is steady in the West, and contacts report strong sales to customers in Asian markets. Some western contacts note export demand to other regions is steady to softer, as cheese produced domestically is priced un-competitively compared to cheese produced in Europe and Oceania.

**NORTHEAST - APRIL 5:** Milk volumes are steadily increasing week over week in the East. Market contacts report staffing difficulties and scheduled time off at cheese plants, hindering both production schedules and inventory growth. Without adequate staff, some cheese plants have had to operate below capacity. Retail demand is strong ahead of the holiday weekend, with some stores offering reduced prices on many cheese items. Food service demand is unchanged.

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

Cheddar 40-lb block:	\$2.4350 - \$2.7225	Process 5-lb sliced:	\$2.0000 - \$2.4800
Muenster:	\$2.4225 - \$2.7725	Swiss Cuts 10-14 lbs:	\$3.7625 - \$6.0850

**MIDWEST AREA - APRIL 5:** Midwestern cheese producers are still taking on spot milk loads as low as \$11 under Class III. There were some indications that milk availability may start to slim down last week, but some of those tones have shifted to what has been a regular theme in 2023. Plant downtime in certain areas has milk handlers offering aggressive pricing for the next two weeks, at least. Some milk handlers did say they did not have any issues finding destinations for their milk loads, but all spots reported are in a similar range to previous weeks. Cheese demand is holding its own, according to a number of cheese makers within the region. They say customers are not buying on a necessity basis, while slipping market prices may also stir some customers to action who were a little more apprehensive at \$2/lb market pricing.

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

Blue 5# Loaf :	\$2.4775 - \$3.6875	Mozzarella 5-6#:	\$2.0075 - \$3.0950
Brick 5# Loaf:	\$2.2075 - \$2.7750	Muenster 5#:	\$2.2075 - \$2.7750
Cheddar 40# Block:	\$1.9300 - \$2.4725	Process 5# Loaf:	\$1.8775 - \$2.3450
Monterey Jack 10#:	\$2.1825 - \$2.5300	Swiss 6-9# Cuts:	\$3.2775 - \$3.3800

**WEST - APRIL 5:** Retail and foodservice demand for varietal cheeses is strong to steady. Some manufacturers report sold-out inventories for domestic purchasing through April. Contract sales are strong to steady. Close to sold-out inventories for contract sales are noted by a few stakeholders. Stakeholders indicate barrel inventories stay ahead of block inventories. Export demand is mixed. Contacts report strong demand from Asian markets. Stakeholders indicate un-competitive prices are contributing to less activity from European and Oceanic markets. Cheese makers keep strong production schedules with heavier to ample milk volumes available for processing.

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

Cheddar 10# Cuts:	\$2.3100 - \$2.5100	Process 5# Loaf:	\$2.0025 - \$2.1575
Cheddar 40# Block:	\$2.0625 - \$2.5525	Swiss 6-9# Cuts:	\$2.5700 - \$4.0000

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

Variety	Date:	4/5	3/29	Variety	Date:	4/5	3/29
Cheddar Curd		\$1.96	\$1.97	Mild Cheddar		\$2.00	\$2.02
Young Gouda		\$1.57	\$1.58	Mozzarella		\$1.54	\$1.52

**FOREIGN -TYPE CHEESE - APRIL 5:** Milk production in Europe is increasing, and some industry sources report milk output is up slightly compared to last year. Cheese makers are utilizing available milk volumes to operate strong production schedules. Demand for cheese from retail customers in European markets is strong. Foodservice sales are steady and industry sources relay consistent demand for Mozzarella. Some cheese varieties made in Europe are being sold at lower prices than similar varieties produced in other parts of the world, and this is contributing to strong export demand. Cheese is available for spot purchasing, but contacts report strong demand is preventing cheese inventories from growing.

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

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.2925 - 3.7800
Gorgonzola:	\$3.6900 - 5.7400	\$2.8000 - 3.5175
Parmesan (Italy):	0	\$3.6800 - 5.7700
Romano (Cows Milk):	0	\$3.4825 - 5.6375
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	\$3.7975 - 4.1225
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

## NDM PRODUCTS - APRIL 6

**CENTRAL:** Markets are under some stronger pressure this week; regionally, markets are somewhat quiet. There were notes of Mexican buying interests, but those customers are seeking out specific brands. Broker contacts said interest from their respective customers was a little busier, but trading is taking place in a similar pricing area as it has been. They say some buyers were looking to wrap up some deals ahead of the holiday weekend.

**EAST:** Trading in the East was quiet. There were some offer prices reported at below the current range, but no completed trades were reported at those prices. Customers who can use higher protein whey concentrates continue to find those commodities are where the value lies. For weeks, there have been reported issues at processing

plants in the region, from labor shortness to equipment updating. That being said, condensed skim drying is still busy in the eastern region. Condensed skim availability is widely accessible.

**WEST:** Domestic and international demand for low/medium heat NDM is steady to lighter. Some stakeholders say spot sales are below previously forecasted levels. Spot loads of low/medium heat NDM are available for spot purchasing. Contacts report light demand and strong production of low/medium heat NDM are contributing to growing inventories. Milk is plentiful in the region, allowing for strong production of low/medium heat NDM. Plant managers say they are limiting their production of high heat NDM, while they focus drying schedules on the shorter drying times of low/medium heat NDM.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional cheese ad numbers increased 41 percent this week. Block cheese in 6- to 8-ounce packages was the most advertised conventional cheese item, with an average advertised price of \$2.70, up 19 cents from last week. Organic shredded cheese in 6- to 8-ounce packages appeared in 94 percent more ads this week and was the most advertised organic cheese item, with a weighted average advertised price of \$4.28, down \$2.21 cents.

Total conventional dairy ads increased by 16 percent, and total organic dairy ads decreased by 18 percent. Ice cream in 48- to 64-ounce containers was the most advertised dairy product, with 46 percent more ads and an average advertised price of \$4.14, up 28 cents. Half-gallons of organic milk was the most advertised organic dairy item, appearing in 95 percent more ads with an average advertised price of \$4.21, up 21 cents from last week.

Conventional butter in one-pound packages appeared in 43 percent more ads, with an average price of \$3.43, down 8 cents. Greek yogurt in 4- to 6-ounce containers was the most advertised conventional yogurt item despite being represented in 41 percent fewer ads, with an average advertised price of \$1.09, up 1 cent from last week.

## RETAIL PRICES - CONVENTIONAL DAIRY - APRIL 7

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	3.08	2.94	3.50	NA	NA	NA	3.50
Butter 1#	3.43	3.52	3.08	3.53	3.61	3.36	3.41
Cheese 6-8 oz block	2.70	2.90	2.52	2.97	2.63	2.35	2.05
Cheese 6-8 oz shred	2.40	2.59	2.10	2.30	2.57	2.40	2.37
Cheese 6-8 oz sliced	2.88	2.91	2.90	2.86	2.59	2.79	NA
Cheese 1# block	5.70	3.99	5.99	5.99	NA	NA	2.92
Cheese 1# shred	4.04	3.99	3.99	NA	NA	NA	4.99
Cheese 1# sliced	5.99	5.99	NA	NA	NA	NA	4.99
Cheese 2# block	7.81	NA	NA	NA	8.90	NA	7.54
Cheese 2# shred	7.37	NA	9.99	7.89	5.99	7.06	6.23
Cottage Cheese 16 oz	2.29	2.93	1.90	3.00	1.81	2.50	NA
Cottage Cheese 24 oz	3.21	3.11	2.99	3.49	2.85	NA	NA
Cream Cheese 8 oz	2.50	2.69	2.18	2.09	NA	2.85	2.39
Ice Cream 14-16 oz	4.04	4.09	4.05	4.11	3.85	3.91	3.91
Ice Cream 48-64 oz	4.14	3.80	4.11	4.35	4.59	3.95	3.65
Milk 1/2 gallon	2.61	3.29	NA	3.00	NA	NA	1.27
Milk gallon	3.44	3.29	3.29	NA	4.39	NA	2.46
Sour Cream 16 oz	2.03	2.15	1.84	1.99	2.21	1.99	1.96

**US:** National **Northeast (NE):** CT, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VT; **Southeast (SE):** AL, FL, GA, MD, NC, SC, TN, VA, WV; **Midwest (MID):** IA, IL, IN, KY, MI, MN, ND, NE, OH, SD, WI; **South Central (SC):** AK, CO, KS, LA, MO, NM, OK, TX; **Southwest (SW):** AZ, CA, NV, UT; **Northwest (NW):** ID, MT, OR, WA, WY

## ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:		Cheese 6-8 oz block:	\$6.49
Sour Cream 8 oz:	\$4.04	Cheese 6-8 oz sliced:	NA
Butter 1 lb:	\$7.75	Yogurt 4-6 oz:	\$1.39
Cream Cheese 8 oz:	\$3.90	Yogurt 32 oz:	\$4.49
Cream Cheese 16 oz:	NA	Milk 1/2 gallon:	\$4.21
Cottage Cheese 16 oz:	\$5.16	Milk gallon:	\$6.03
Cheese shreds 6-8 oz:	\$4.28	Flavored Milk 1/2 gallon:	\$5.55

## WHOLESALE BUTTER MARKETS - APRIL 5

**WEST:** Cream demand is steady to light overall. Ice cream producers continue to have increased demand as production ramps up for the spring season. Cream multiplies moved to below a flat market on the bottom end of the range this week. Butter production remains strong to steady. Some stakeholders report reduced processing capacity due to ongoing equipment repairs, while others report production schedules at max capacity. Retail demand continues to be plateaued for the upcoming spring holidays. The spot market showed moderate activity this week. Contract sales are steady to lighter, and some contacts report a less than heavy start to Q2 booking. Export demand kept more active for Asian markets, with more competitive prices compared to European and Oceanic markets. A few manufacturers report unsalted butter inventories outpace salted butter inventories.

holidays, some plant managers say they are not scheduling downtime in order to work through ample cream supplies. Retail demand is mixed. Some butter producers say orders have slowed, but limited seasonal ordering expectations are still being met. Bulk butter is available and more is expected to be offered out in the next few weeks. Butter market tones are under some downward pressure, but contacts say this was expected due to inventory buildup and the widely available amount of cream in recent months. Butter market participants say they expect some further downticks, but they do not expect market prices to dip too much further before steadying.

**CENTRAL:** Cream availability has increased noticeably for butter makers this week. Cream access has incrementally grown for two weeks, but butter makers say they are now turning offers away. Some say they are booked through the next two weeks. Despite the upcoming

**NORTHEAST:** Cream supplies have loosened in the East ahead of the holiday weekend. Churning schedules are mixed, with some labor shortages and scheduled downtime at plants reported. Spring flush output volumes have alleviated previous reports of cream tightness. Butter inventories vary among manufacturers and are noted to be adequate to meet demand. Retail demand is strong as many stores are offering butter at sale prices. Foodservice demand is noted to be steady.

## WEEKLY COLD STORAGE HOLDINGS

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

DATE	BUTTER	CHEESE
04/03/23	52,970	66,946
04/01/23	52,969	66,947
Change	1	-1
Percent Change	0	0

**CME CASH PRICES - APRIL 3 - 7, 2023**

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

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDN	DRY WHEY
<b>MONDAY</b> April 3	\$1.8000 (-¾)	\$1.8000 (-5)	\$2.3500 (-4¾)	\$1.1600 (NC)	\$0.4600 (+1¼)
<b>TUESDAY</b> April 4	\$1.7925 (-¾)	\$1.8150 (+1½)	\$2.3275 (-2¼)	\$1.1600 (NC)	\$0.4400 (-2)
<b>WEDNESDAY</b> April 5	\$1.7500 (-4¼)	\$1.8125 (-¼)	\$2.3175 (-1)	\$1.1300 (-3)	\$0.4100 (-3)
<b>THURSDAY</b> April 6	\$1.7200 (-3)	\$1.8300 (+1¼)	\$2.3175 (NC)	\$1.1250 (-½)	\$0.3650 (-4½)
<b>FRIDAY</b> April 7	No Trading	No Trading	No Trading	No Trading	No Trading
<b>Week's AVG</b> <b>\$ Change</b>	\$1.7656 (-0.1344)	\$1.8144 (-0.1541)	\$2.3281 (-0.0534)	\$1.1438 (-0.0072)	\$0.4188 (-0.0252)
<b>Last Week's</b> <b>AVG</b>	\$1.9000	\$1.9685	\$2.3815	\$1.1510	\$0.4440
<b>2022 AVG</b> <b>Same Week</b>	\$2.3015	\$2.2930	\$2.7545	\$1.8290	\$0.6135

**MARKET OPINION - CHEESE REPORTER**

**Cheese Comment:** Five cars of blocks were sold Monday at prices between \$1.8150 and \$1.8325; an uncovered offer of 1 car at \$1.8000 then set the price. One car of blocks was sold Tuesday at \$1.8150, which raised the price. Eight cars of blocks were sold Wednesday, the last at \$1.8125, which set the price. Two cars of blocks were sold Thursday, the last at \$1.8300, which set the price. The barrel price fell Monday on an uncovered offer at \$1.8000, declined Tuesday on an uncovered offer at \$1.7925, dropped Wednesday on an uncovered offer at \$1.7500, and fell Thursday on a sale at \$1.7200.

**Butter Comment:** The price declined Monday on a sale at \$2.3500, fell Tuesday on an uncovered offer at \$2.3275, and dropped Wednesday on a sale at \$2.3175.

**Nonfat Dry Milk Comment:** The price fell Wednesday on a sale at \$1.1300, and declined Thursday on an uncovered offer at \$1.1250.

**Dry Whey Comment:** The price increased Monday on a sale at 46.0 cents, declined Tuesday on an uncovered offer at 44.0 cents, dropped Wednesday on a sale at 41.0 cents, and fell Thursday on a sale at 36.50 cents.

**WHEY MARKETS - APRIL 3 - 7, 2023**

RELEASE DATE - APRIL 6, 2023

<b>Animal Feed Whey—Central: Milk Replacer:</b>	.3100 (NC) – .4000 (NC)	
<b>Buttermilk Powder:</b>		
Central & East:	1.0600 (NC) – 1.1500 (NC)	West: 1.0000 (-2) – 1.1300 (-2)
Mostly:	1.0500 (-2) – 1.1100 (-2)	
<b>Casein: Rennet:</b>	5.7000 (NC) – 5.9000 (NC)	Acid: 5.7500 (NC) – 6.0000 (NC)
<b>Dry Whey—Central (Edible):</b>		
Nonhygroscopic:	.4000 (NC) – .4700 (NC)	Mostly: .4200 (NC) – .4600 (NC)
<b>Dry Whey—West (Edible):</b>		
Nonhygroscopic:	.3950 (NC) – .4975 (+1¼)	Mostly: .4100 (NC) – .4500 (-1)
<b>Dry Whey—NE:</b>	.4150 (+1) – .4875 (+1)	
<b>Lactose—Central and West:</b>		
Edible:	.1600 (NC) – .5000 (-2)	Mostly: .2100 (-3) – .4000 (-3)
<b>Nonfat Dry Milk—Central &amp; East:</b>		
Low/Medium Heat:	1.1200 (-1) – 1.2000 (-2½)	Mostly: 1.1400 (NC) – 1.1800 (-1)
High Heat:	1.2700 (-4) – 1.3700 (NC)	
<b>Nonfat Dry Milk—Western:</b>		
Low/Med Heat:	1.0800 (-2½) – 1.2150 (-1)	Mostly: 1.1000 (-2) – 1.1800 (-1)
High Heat:	1.2500 (-2) – 1.3975 (-1)	
<b>Whey Protein Concentrate—34% Protein:</b>		
Central & West:	.8500 (-5) – 1.5100 (-3)	Mostly: 1.1000 (-5) – 1.4200 (-3)
<b>Whole Milk:</b>	2.0400 (-6) – 2.1600 (-4)	

Visit [www.cheesereporter.com](http://www.cheesereporter.com) for historical dairy, cheese, butter, & whey prices

**HISTORICAL MONTHLY AVG BUTTER PRICES**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.1096	1.1097	1.1770	1.2050	1.2526	1.2235	1.2349	1.2000	1.2199	1.2830	1.5008	1.3968
'10	1.3950	1.3560	1.4641	1.5460	1.5896	1.6380	1.7787	1.9900	2.2262	2.1895	1.9295	1.6327
'11	2.0345	2.0622	2.0863	1.9970	2.0724	2.1077	2.0443	2.0882	1.8724	1.8295	1.7356	1.6119
'12	1.5077	1.4273	1.4895	1.4136	1.3531	1.4774	1.5831	1.7687	1.8803	1.9086	1.7910	1.4848
'13	1.4933	1.5713	1.6241	1.7197	1.5997	1.5105	1.4751	1.4013	1.5233	1.5267	1.6126	1.5963
'14	1.7756	1.8047	1.9145	1.9357	2.1713	2.2630	2.4624	2.5913	2.9740	2.3184	1.9968	1.7633
'15	1.5714	1.7293	1.7166	1.7937	1.9309	1.9065	1.9056	2.1542	2.6690	2.4757	2.8779	2.3318
'16	2.1214	2.0840	1.9605	2.0563	2.0554	2.2640	2.2731	2.1776	1.9950	1.8239	1.9899	2.1763
'17	2.2393	2.1534	2.1392	2.0992	2.2684	2.5688	2.6195	2.6473	2.4370	2.3293	2.2244	2.2078
'18	2.1587	2.1211	2.2011	2.3145	2.3751	2.3270	2.2361	2.3009	2.2545	2.2600	2.2480	2.2071
'19	2.2481	2.2659	2.2773	2.2635	2.3366	2.3884	2.3897	2.2942	2.1690	2.1071	2.0495	1.9736
'20	1.8813	1.7913	1.7235	1.1999	1.4710	1.8291	1.6925	1.5038	1.5163	1.4550	1.3941	1.4806
'21	1.3496	1.3859	1.7153	1.8267	1.8124	1.7758	1.6912	1.6815	1.7756	1.8002	1.9714	2.1536
'22	2.7203	2.6196	2.7346	2.7169	2.7514	2.9546	2.9506	3.0073	3.1483	3.1792	2.8634	2.6695
'23	2.3553	2.4017	2.3692									

**Farm Bureau Has 'Grave Concerns' About Make Allowance Petitions**

Washington—The American Farm Bureau Federation says it has “grave concerns” about petitions submitted last week by the International Dairy Foods Association (IDFA) and Wisconsin Cheese Makers Association (WCMA) seeking a federal milk marketing order (FMMO) hearing to solely increase make allowances.

“This one-sided approach to updating federal order pricing would be devastating to America’s dairy farmers,” Farm Bureau said in an Apr. 5 letter to US Secretary of Agriculture Tom Vilsack.

Farm Bureau believes it is “critical” that any changes in make allowances be based on mandatory audited cost and yield surveying, which would provide dairy farmers the assurance that any make allowance change reflects true costs borne by processors.

“USDA does not currently have the authority to undertake such a survey, so we are working with members of Congress to pass bipartisan legislation that would provide such authority,” Farm Bureau noted in its letter to

Vilsack. “Initiating a hearing to increase make allowances without this vital framework in place would undercut farmers’ confidence in how their paycheck is formulated, further dividing farmers from manufacturers.”

National Milk Producers Federation (NMPF) has also objected to the IDFA and WCMA petitions. Like NMPF, Farm Bureau is also concerned about the limited scope of the hearing requested by IDFA and WCMA.

“We believe it is time to consider improvements that better reflect today’s milk markets across a much wider range of topics than just make allowances,” Farm Bureau said.

Finally, Farm Bureau believes the petitions submitted by the International Dairy Foods Association and WCMA “are incomplete.” Petitions to amend a federal order must contain a description and quantification of the expected impact on all segments of the industry, including dairy farmers, handlers and small businesses. The IDFA and WCMA petitions “lack this vital information.”

**Any Way You Dice It**

Successful processors depend on Urschel to provide complete cheese dicing solutions.

**URSCHTEL**  
The Global Leader in Food Cutting Technology

#1 Best selling provider of industrial cutting machinery throughout the world.

Set up a free test-cut of your product.  
[www.urschel.com](http://www.urschel.com)

© Urschel, Urschel logo symbol, and The Global Leader in Food Cutting Technology are registered trademarks of Urschel Laboratories, Inc. U.S.A.

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