



# CHEESE REPORTER

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## USDA Announces \$23 Million For Dairy Business Innovation Effort

### Funds Will Be Awarded Noncompetitively To Four Current Initiatives; Proposals Due Aug. 10

Washington—A total of \$23 million in grant funding is available to support dairy processing capacity expansion, on-farm improvements, and technical assistance services to dairy businesses through the Dairy Business Innovation (DBI) Initiatives, the US Department of Agriculture (USDA) announced Thursday.

The Dairy Business Innovation Initiatives provide technical assistance and subgrants to dairy farmers and businesses across their regions, supporting them with business plan development, marketing, and branding, as well as increasing access to innovative production and processing techniques to support the development of value-added products.

The funds will be awarded noncompetitively to the current initiatives at the California State University Fresno; the University of Tennessee; Vermont Agency of Agriculture, Food and Markets; and the University of Wisconsin. These initiatives were competi-

tively selected in fiscal year 2019 (Wisconsin, Vermont and Tennessee) and fiscal 2021 (California) to fulfill the purpose of the program. This new funding will continue work already started under their previous awards.

The Dairy Business Innovation initiatives program assists current DBI initiatives in managing regional efforts to support dairy businesses in the development, production, marketing, and distribution of dairy products.

These initiatives specifically focus on:

- Diversifying dairy product markets to reduce risk and develop higher-value uses for dairy products;
- Promoting business development that diversifies farmer income through processing and marketing innovation; and
- Encouraging the use of regional milk production.

Through a Request for Applications (RFA), the four initiatives will have an opportunity to

submit proposals for this year's funding. The new RFA, released Thursday, is to award funding to current initiatives for fiscal year 2023 through 2026.

Under the new RFA, the University of Wisconsin, Vermont Agency of Agriculture, Food and Markets, and University of Tennessee are each eligible for \$7,053,333 in funding, while the California State University Fresno Foundation is eligible for \$1.84 million in funding.

If an initiative applies for less than its available amount, USDA's Agricultural Marketing Service (AMS) will redistribute the remaining portion equally to the other initiatives.

Initiatives provide direct technical assistance and make subgrants to dairy businesses. Direct technical assistance includes nonmonetary assistance to dairy businesses through either private consultation or widely available distribution.

Technical assistance may be provided directly through the host initiative or through industry

• See **Dairy Innovation**, p. 7

## Cheese Production Fell 0.2% In April, But Cheddar Output Increased 5.8%; MN Passes New York

Washington—US cheese production during April totaled 1.17 billion pounds, down 0.2 percent from April 2022, USDA's National Agricultural Statistics Service (NASS) reported Monday.

The March cheese production estimate was revised up by 3.04 million pounds, so March cheese output was up 0.1 percent from March 2022, rather than down 0.2 percent as initially estimated.

Cheese production during the first four months of 2023 totaled 4.7 billion pounds, up 0.7 percent from the first four months of 2022.

Regional cheese production in April, with comparisons to April 2022, was: Central, 569.2 million pounds, down 1.2 percent; West, 468.3 million pounds, up 1.2 percent; and Atlantic, 133.6 million pounds, down 0.9 percent.

April cheese production in the states broken out by the NASS, with comparisons to April 2022, was: Wisconsin, 289.7 million pounds, down 2.0 percent; California, 208.8 million pounds, up 1.7 percent; Idaho, 86.5 million pounds, up slightly; New Mexico, 79.0 million pounds, up 0.2 percent; Minnesota, 69.7 million pounds, up 1.5 percent; New York, 66.3 million pounds, down 1.5 percent; South Dakota, 43.3 million pounds, down 5.0 per-

• See **Cheese Output Falls**, p. 6

## Gregg Doud To Succeed Jim Mulhern As NMPF's President & CEO

Arlington, VA—The National Milk Producers Federation's (NMPF) board of directors on Wednesday unanimously voted to name Gregg Doud as its next president and CEO, succeeding Jim Mulhern, who one day earlier had announced his intention to retire at the end of this year.

Doud has served in numerous leadership roles in trade association and government work in his more than 30-year career in agricultural policy and economics, most recently at Aimpoint Research, a global intelligence firm specializing in agriculture and food. From 2018 to 2021 he served as chief agricultural nego-

• See **NMPF Leadership**, p. 8

## US Dairy Exports Declined 17% In April; Dairy Imports Increased 10%

Washington—US dairy exports during April were valued at \$689.9 million, down 17 percent from April 2022, according to figures released Wednesday by USDA's Foreign Agricultural Service (FAS).

Dairy exports during the first four months of 2023 were valued at \$2.87 billion, down 3 percent from the first four months of 2022.

Leading markets for US dairy exports during the January-April period, on a value basis, with comparisons to the same period last year, were: Mexico, \$820.8 million, up 17 percent; Canada, \$345.3 million, up 2 percent; China, \$240.7 million, up 5 percent; Japan, \$148.3 million, down 8 percent; Philippines, \$130.5 million, down 37 percent; Indonesia, \$124.5 million, down

6 percent; South Korea, \$114.9 million, down 39 percent; and Australia, \$77.3 million, up 18 percent.

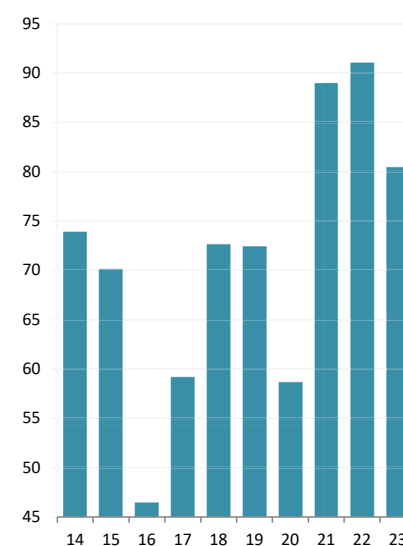
US dairy imports during April were valued at \$400.8 million, up 10 percent from April 2022. Dairy imports during the January-April period were valued at \$1.66 billion, up 24 percent from the same period last year.

Leading sources of US dairy imports during the first four months of this year, on a value basis, with comparisons to the first four months of last year, were: New Zealand, \$275.3 million, up 21 percent; Ireland, \$236.9 million, up 48 percent; Italy, \$162.3 million, down 3 percent; Canada, \$125.1 million, up 34 percent; France, \$104.2 million

• See **April Dairy Trade**, p. 5

## US Cheese Exports

April 2014 – 2023 millions of pounds





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

DICK GROVES  
Publisher/Editor

e-mail: [dgroves@cheesereporter.com](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)

### The Fall And Rise Of South Dakota's Cheese Industry

South Dakota's cheese industry has seen its share of ups and downs over the years, but recent statistics show that the state's cheese business is clearly on the upswing. It's an impressive comeback after years of stagnation and even contraction.

As reported in our *Dairy Production Extra* supplement a couple of weeks ago, South Dakota ranked seventh in the US in cheese production last year; the state's output was a record 533.2 million pounds.

Notably, the "US Geographic Regions" graphic on the first page of *Dairy Production Extra* not only lists South Dakota as seventh among the Top 10 Cheese States in 2022 but also 10th among the Top 10 Cheese States back in 1992. So has South Dakota's cheese industry really "come back" from anything, given that it was a Top 10 state 30 years ago and remains a Top 10 state now?

Yes, it has. And this can be seen by, among other things, examining South Dakota's cheese production trends over the past 30-plus years.

Back in 1992, South Dakota produced about 143 million pounds of cheese, good enough to place the state 10th nationally in cheese production. But the state's cheese output wasn't growing; rather, it was relatively stable within a fairly narrow range, with 1992's 143 million pounds somewhere around a midpoint for a number of years.

More specifically, South Dakota actually set new cheese production records for four straight years from 1987 through 1990, when its output rose from 134.1 million pounds to 156.5 million pounds. But then it fell for two straight years, and its level in 1992 was its lowest level since 1988.

South Dakota's cheese production then rebounded in 1993, to a record 159.2 million pounds,

but it wouldn't top 150 million pounds again until 2002. In fact, South Dakota's cheese output was under 140 million pounds for four straight years, from 1996 through 1999. And that record set in 1993, 159.2 million pounds, wasn't broken until 2004.

After that, South Dakota's cheese production started a period of steady growth, to a then-record 271.9 million pounds in 2011. That was about 113 million pounds higher than the state's 2004 production.

South Dakota's cheese output then went through another period of stagnation, declining for three straight years before breaking the 2011 record in 2015, then declining again in 2016. But by 2018, the state's cheese production was approaching 300 million pounds.

That's when South Dakota's cheese output really took off. It reached 347.7 million pounds in 2019, up an eye-opening 54.2 million pounds from 2018. That's eye-opening because it's greater than the state's cheese production growth over the entire 2008-2015 period.

USDA's National Ag Statistics Service (NASS) didn't publish a figure for South Dakota cheese production in 2020, but it did publish a 2021 figure: 518.9 million pounds. Remarkably, that is 171 million pounds higher than its 2019 output, and is more than twice the output back in 2010.

Cheese production growth in South Dakota continued in 2022, when output reached 533.2 million pounds, which is actually more than twice the output in 2014. Yes, that's correct: South Dakota's cheese production has more than doubled since 2014.

More cheese requires more milk, and in the area of milk production, South Dakota's story is similar to cheese production. Back in 1983, South Dakota milk production reached 1.77 billion pounds, its highest level

It reached 347.7 million pounds in 2019, up an eye-opening 54.2 million pounds from 2018. That's eye-opening because it's greater than the state's cheese production growth over the entire 2008-2015 period.

since 1943 (1.8 billion pounds. Astonishingly, that 1983 level of milk production wasn't reached for another quarter of a century; the state's milk output finally reached 1.8 billion pounds again in 2008.

During that period, South Dakota's milk production fell below 1.5 billion pounds for an entire decade, from 1996 through 2005, including a low of 1.289 billion pounds in 2002. That was the state's lowest level of milk production since...well, it was its lowest level ever, according to NASS statistics dating back to 1924. The previous low, 1.297 billion pounds, was in 1952.

Interestingly, South Dakota's milk production topped the 2.0 billion pound mark for six straight years from 1928 through 1933, including a record high of 2.2 billion pounds in 1930 (back then, most of South Dakota's milk was used to make butter). South Dakota's milk production was under 2.0 billion pounds every year from 1934 through 2013, and that 1930 record didn't get broken until 2015.

But over the past decade, South Dakota's milk production has actually increased more consistently than its cheese production. A small decline in 2011 was followed by 11 straight years of growth, including new records being set every year from 2015 through 2022, the 3.0-billion-pound mark being topped in 2020 and the 4.0-billion-pound mark being topped in 2022.

South Dakota's milk production growth continued in the first quarter of this year, with output of 1.06 billion pounds up 8.1 percent from the first quarter of last year, and milk cow numbers up 15,000 head over that period.

South Dakota's comeback in cheese and milk production has been mighty impressive, and doesn't appear to be slowing down anytime soon.

## Global Dairy Trade Price Index Falls 0.9%; Only WMP, BMP Prices Decline

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 0.9 percent from the previous auction, held three weeks ago.

That was the second straight decline in the Global Dairy Trade price index.

In this week's auction, which featured 160 participating bidders and 113 winning bidders, prices were higher for Cheddar cheese, butter and anhydrous milkfat; lower for whole milk powder and buttermilk powder; and unchanged for skim milk powder.

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

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

**Cheddar cheese:** The average winning price was \$4,668 per metric ton (\$2.12 per pound), up 7.4 percent. Average winning prices were: Contract 1 (July), \$5,660 per ton, up 27.9 percent; Contract 3 (September), \$4,600 per ton; Contract 4 (October), \$4,590 per ton, up 5.8 percent; Contract 5 (November), \$4,590 per ton, up 3.8 percent; and Contract 6 (December), \$4,569 per ton, up 4.9 percent.

**Skim milk powder:** The average winning price was \$2,755 per ton (\$1.25 per pound), unchanged. Average winning prices were: Contract 1, \$2,919 per ton, up 3.1 percent; Contract 2 (August), \$2,724 per ton, up 0.4 percent; Contract 3, \$2,797 per ton, up 0.4 percent; Contract 4, \$2,737 per ton, down 1.9 percent; and Contract 5, \$2,752 per ton, down 1.5 percent.

**Whole milk powder:** The average winning price was \$3,173 per ton (\$1.44 per pound), down 3.0 percent. Average winning prices were: Contract 1, \$3,145 per ton, down 2.7 percent; Contract 2, \$3,194 per ton, down 1.5 percent; Contract 3, \$3,189 per ton, down 4.8 percent; Contract 4, \$3,196 per ton, down 6.0 percent; and Contract 5, \$3,153 per ton, down 7.6 percent.

**Butter:** The average winning price was \$5,088 per ton (\$2.31 per pound), up 0.5 percent. Average winning prices were: Contract 1, \$5,345 per ton, up 7.7 percent; Contract 2, \$5,255 per ton, up 4.7 percent; Contract 3, \$5,055 per ton, down 2.0 percent; Contract 4, \$4,920 per ton, down 3.7 percent; Contract 5, \$4,888 per ton, down 5.9 percent; and Contract 6, \$4,890 per ton, down 6.0 percent.

**Anhydrous milkfat:** The average winning price was \$4,728 per ton (\$2.14 per pound), up 1.8 percent. Average winning prices were: Contract 1, \$4,730 per ton, up 5.4 percent; Contract 2, \$4,734 per ton, up 5.0 percent; Contract 3, \$4,758 per ton, down 1.6 percent; Contract 4, \$4,711 per ton, down 2.9 percent; Contract 5, \$4,683 per ton, down 5.3 percent; and Contract 6, \$4,763 per ton, up 0.3 percent.

**Buttermilk powder:** The average winning price was \$2,322 per ton (\$1.05 per pound), down 2.4 percent. Average winning prices were: Contract 1, \$2,560 per ton, down 1.3 percent; Contract 2, \$2,222 per ton, down 1.2 percent; Contract 3, \$2,455 per ton, down 4.1 percent; Contract 4, \$2,455 per ton, down 5.8 percent; and Con-

tract 5, \$2,455 per ton, down 2.2 percent.

### Regional Average Prices

Meanwhile, Global Dairy Trade announced this week that has amended its policy on regional average prices to provide better protection for incoming sellers who choose not to have their individual prices published.

Regional average prices are calculated using GDT Events (the semi-monthly commodity auctions) winning prices for the relevant product specifications by region and will generally include all relevant sellers-disclosed prices.

The amended policy means that, in most cases, there will be a three-month transition period before GDT decides whether to include a new seller's winning price in a regional average. The new policy also means that in most cases, GDT will aim for each regional average to include prices

from a minimum of three sellers.

The benefit of this new approach is that it removes a barrier for new sellers to join GDT Events, while not removing any regional average that GDT currently publishes, GDT explained.

This change applies only to the regional average prices and does not impact on any of the product group or other average prices published outside of the regional average framework; i.e., such averages will continue to include all market-determined prices, GDT noted.

The list of sellers and their products included in each regional average will continue to be published on the "Results" pages of GDT's public website, [www.globaldairytrade.info](http://www.globaldairytrade.info), and are updated as required.

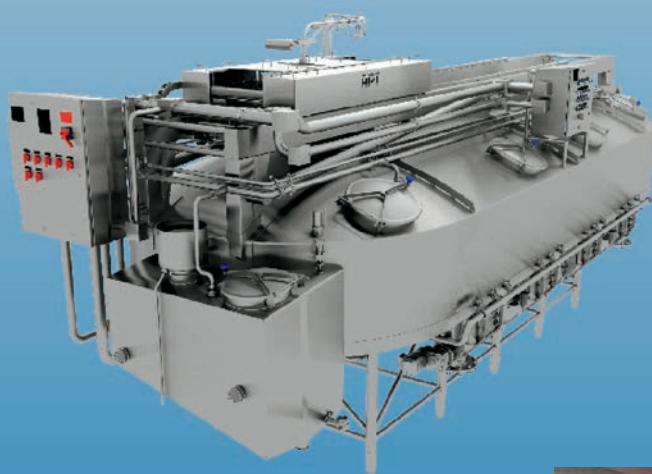
Questions about regional average prices should be emailed to [help@globaldairytrade.info](mailto:help@globaldairytrade.info).

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## A Broad Milk Price Hearing Approaches the Starting Line

JOHN UMHOEFER

Executive Director

Wisconsin Cheese Makers Association

608-286-1001

jumhoefer@wischeesemakers.org

The value of Cheddar blocks and dry whey has sunk amidst strong supplies as spring turns to summer. A declining Class 3 milk price and the continuing threat of an economic recession provide a bearish backdrop to efforts to reform national milk pricing.

On the bright side, the US Department of Agriculture team leading federal milk marketing orders (FMMOs) has acted nimbly, issuing an Action Plan on June 1 that starts a crisply defined process to consider changes “to the current pricing provisions applicable to all FMMOs,” to quote their June 1 memo.

USDA accepted five proposed changes from National Milk Producers Federation (NMPF), as well as a proposal — to update make allowances in milk pricing formulas — from Wisconsin Cheese Makers Association (WCMA) and the aligned proposal from International Dairy Foods Association (IDFA).

USDA also opened a window to accept any and all other proposals to change milk pricing in federal orders. An industry concern earlier this year that WCMA and IDFA wanted a “make-allowance-only” rulemaking has been proven unfounded, just as this column predicted back in April: “An action plan can include USDA soliciting additional proposals from the dairy industry for topics to address at a national hearing. WCMA is certainly open to additional ideas to update federal milk marketing orders,” WCMA wrote on April 14.

NMPF has placed on the table their proposals to: 1) address divergent Cheddar block and barrel

prices in the protein price calculation; 2) set new milk component factors used in price calculations; 3) change the current base value (mover) for Class 1 milk prices; and 4) update Class 1 differentials across the US.

And in line with WCMA, NMPF is strongly recommending updates to make allowances for production of Cheddar cheese, dry whey, butter and nonfat dry milk. All the organizations listed in USDA’s Action Plan — WCMA, IDFA and NMPF — agree: a national hearing should determine updated values for make allowances, currently based on 16-year-old data.

The values proposed for new make allowances are listed in the chart below, with the caveat that proposals from WCMA and IDFA would slowly raise make allowances across four years to reach the values noted (in the chart) below.

### AMENDING MAKE ALLOWANCES

DAIRY PRODUCT	CURRENT VALUES	NMPF PROPOSAL	WCMA/IDFA PROPOSAL
BUTTER	\$0.1715	\$0.2100	\$0.2770
NFDM	\$0.1678	\$0.2100	\$0.2701
CHEESE	\$0.2003	\$0.2400	\$0.2825
DRY WHEY	\$0.1991	\$0.2300	\$0.3157

With the United States Department of Agriculture Action Plan announced on June 1, here’s what the timeline looks like for this hearing and rulemaking process:

**June 1, 2023** – USDA issues Action Plan on proposals to amend FMMOs

**June 14, 2023** – Call for Additional Proposals closes

**June 16, 2023** – Pre-Hearing Information Session with USDA

**July TBD** – Official Notice of National Hearing on FMMO proposals

**August 23, 2023** – USDA estimate of Hearing start date

**September 29, 2023** – Hearing end date (by USDA’s 120-day guideline)

**November 28, 2023** – Post-Hearing Briefs due (by USDA’s 60-day guideline)

**February 26, 2024** – Tentative Final Decision due (by USDA’s 90-day guideline)

**April 26, 2024** – Industry comments on decision due (by USDA’s 60-day guideline)

**June 25, 2024** – Final Decision due (by USDA’s 60-day guideline)

Following the final decision, USDA will conduct a national referendum of dairy farmers who vote to approve the federal orders as amended by the final decision, or vote to reject the proposed changes, effectively terminating federal orders. If approved, the new rules are published in the Federal Register with an effective date. A possible effective date, given this timetable, could be January 1, 2025.

The updated make allowance values that WCMA and IDFA offered to USDA are in part informed by a new, national cost of production survey completed in May 2023 by Dr. Mark Stephenson.

The survey, sent to makers of Cheddar, butter, nonfat dry milk and whey dry, captured a robust share of dairy production.

Preliminary estimates find that 56 percent of national Cheddar production, 80 percent of butter production, 91 percent of nonfat dry milk production and 51 percent of dry whey pounds were captured in the survey data.

The other building block used to produce updated make allowance values from WCMA and IDFA is a 2022 cost study by Dr. Bill Schiek, which projected 2022 costs of production based upon California Department of Food and Agriculture audited costs surveys performed in 2016 and the changes in relevant cost factors since that time.

USDA’s clear, informative start to the laborious process of renovating FMMOs is great to see. Kudos to the agency team for their focus on a successful process. **JU**

*John Umhoefer has served as executive director of the Wisconsin Cheese Makers Association since 1992. You can phone John at (608) 286-1001 or e-mail John Umhoefer at jumhoefer@wischeesemakers.org. The views, thoughts and opinions expressed above are his alone, and do not necessarily reflect the views of the Cheese Reporter.*

## FROM OUR ARCHIVES

### 50 YEARS AGO

**June 8, 1973: Menasha, WI**—Associated Milk Producers, Inc. has purchased Thiel’s Milk Products, Inc. Under terms of the sale, AMPI will acquire the cheese manufacturing facility here, and will lease Thiel’s grade A milk receiving station in St. John, WI.

**Madison**—A Wisconsin state law forbidding use of non-dairy coffee whiteners in public eating places has been declared unconstitutional. The case was brought by Crandall’s Restaurant here and Coffee Rich of Buffalo, NY. The written decision indicated that the ban on use of non-dairy coffee whiteners puts an illegal limit on interstate commerce.

### 25 YEARS AGO

**June 5, 1998: Washington**—The IDFA urged USDA to take immediate action to allow more butter imports in the US to bring supply and demand conditions in the domestic butter market into closer alignment. Specifically, USDA should suspend the special safeguard duty to over-quota imports of butter, IDFA said.

**Chicago**—New research published this week in the *Journal of the American Dietetic Association* indicates the prevalence of lactose intolerance in the US is grossly overestimated. Public awareness of lactose intolerance is higher than ever, but most people are lactose maldigesters rather than truly lactose intolerant.

### 10 YEARS AGO

**June 7, 2013: Batavia, NY**—Muller Quaker Dairy, a joint venture between PepsiCo and Germany’s Theo Muller Group, opened its new yogurt manufacturing facility here this week. It features three production lines, which can produce more than 120,000 cups of yogurt per hour.

**Washington**—Holding factors such as education and race constant, more recent generations of Americans show greater decreases in fluid milk consumption frequency, USDA reported. Since 1970, per capita fluid milk consumption has fallen from 0.96 cup-equivalents to 0.61.



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## Bipartisan Senate Bill Aims To Speed FDA Approval Of Innovative Cattle Feed Products

Washington—Four US senators on Thursday introduced legislation that creates a new pathway at the FDA for approval of new and innovative feed additive products that improve efficiency in milk and meat production while also reducing byproducts.

The Innovative Feed Enhancement and Economic Development (FEED) Act of 2023 was introduced by US Sens. Tammy Baldwin (D-WI), Roger Marshall (R-KS), Jerry Moran (R-KS) and Michael Bennet (D-CO).

Competitors in Europe, Asia, and South America have updated their policies to have feed products on the market that demonstrate increased efficiency in meat production and byproduct and waste reduction, creating an unlevel playing field for US producers, the bill's sponsors said.

FDA does not have a timely and appropriate pathway for these innovative feed products to be approved for market, the sponsors said. Instead, these products use FDA's process for animal drugs, an eight- to 10-year approval process, or feed ingredients, roughly a two-year process.

"US dairy farmers benefit from access to safe and effective feed additives as they continue to innovate on multiple fronts, including bolstering their ongoing voluntary, producer-led sustainability efforts," said Jim Mulhern, president and CEO of the National Milk Producers Federation.

"This bill will modernize the animal feed regulatory structure to help bring innovative new feed additives to market that can reduce methane emissions from livestock and help address the pressing issue of climate change," said Chuck Conner, president and CEO, National Council of Farmer Cooperatives.

"Our industry is bringing forward innovative animal food solutions to benefit animal health, human food safety and the environment, and now, thanks to the leadership of several Senate leaders, we have the legislative solution needed to provide a modernized regulatory pathway to meet marketplace demands," said Constance Cullman, president and CEO, American Feed Industry Association.

## April Dairy Trade

(Continued from p. 1)

up 3 percent; Mexico, \$94.7 million up 39 percent; Netherlands, \$81.7 million, up 15 percent; and Denmark, \$80.2 million, up 57 percent.

US cheese exports totaled 80.4 million pounds, down 12 percent from April 2022. The value of those exports, \$189.8 million, was down 4 percent.

Cheese exports during the first four months of 2023 totaled 318.9 million pounds, down 0.4 percent from the first four months of 2022. The value of those cheese exports, \$760.7 million, was up 12 percent from a year earlier.

Leading markets for US cheese exports during the January-April period, on a volume basis, with comparisons to the same period last year, were: Mexico, 98.0 million pounds, up 14 percent; South Korea, 35.6 million pounds, down 38 percent; Japan, 30.9 million pounds, down 12 percent; Australia, 28.8 million pounds, up 33 percent; Guatemala, 12.3 million pounds, up 72 percent; Canada, 11.3 million pounds, up 28 percent; Panama, 9.2 million pounds, up 1 percent; and Chile, 8.6 million pounds, up 11 percent.

Nonfat dry milk exports was 147.2 million pounds, down 9 percent from April 2022. NDM exports during the first four months of this year totaled 608.6 million pounds, down 0.2 percent from the first four months of 2022.

Dry whey exports during April totaled 34.5 million pounds, down 8 percent from April 2022. Dry whey exports during the January-April period totaled 146.0 million pounds, up 4 percent from the same period last year.

Exports of whey protein concentrate totaled 27.3 million pounds, down 5 percent from April 2022. WPC exports during the first four months of 2023 totaled 103.5 million pounds, down 9 percent from the first four months of 2022.

Lactose exports totaled 82.1 million pounds, down 14 percent from April 2022. During the January-April period, lactose exports totaled 338.5 million pounds, up 13 percent from a year earlier.

April butter exports totaled 4.6 million pounds, down 54 percent from April 2022. Butter exports during the first four months of this year totaled 28.3 million pounds, down 33 percent from the first four months of last year.

Ice cream exports during April totaled 14.9 million pounds, down 5 percent from April 2022. Ice cream exports during the January-April period totaled 51.8 million pounds, down 6 percent from the same period in 2022.

Yogurt exports totaled 3.8 million pounds, up 19 percent from April 2022.

### Cheese Imports Decline

US cheese imports totaled 30.9 million pounds, down 10 percent from April 2022. The value of those imports, \$128.1 million pounds, was down 2 percent.

Cheese imports during the first four months of 2023 totaled 123.4 million pounds, down 0.1 percent from the first four months of 2022. The value of those imports, \$504.2 million, was up 8 percent.

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

**Italy:** 25.1 million pounds, down 10 percent.

**France:** 12.1 million pounds, down 22 percent.

**Netherlands:** 10.5 million pounds, up 19 percent.

**Spain:** 9.0 million pounds, up 43 percent.

**Nicaragua:** 6.0 million pounds, up 40 percent.

**Ireland:** 5.8 million pounds, up 14 percent.

**United Kingdom:** 5.5 million pounds, down 5 percent.

**Canada:** 5.3 million pounds, up 43 percent.

**Switzerland:** 5.1 million pounds, down 14 percent.

### Butter Imports Increase

April imports of butter and other butterfat-containing products totaled 15.3 million pounds, down 0.4 percent from April 2022. Butter imports totaled 10.6 million pounds, up 34 percent.

During the January-April period, imports of butter and other products totaled 56.8 million pounds, up 37 percent from the same period last year. Butter imports during this period totaled 41.3 million pounds up 48 percent from a year earlier.

Casein imports totaled 6.5 million pounds, down 13 percent from April 2022. Imports of caseinates during April totaled 5.7 million pounds, up 24 percent from April 2022.

Caseinates imports during the January-April period totaled 26.5 million pounds, up 79 percent from the same period last year.

Imports of Chapter 4 milk protein concentrates totaled 4.1 million pounds, down 40 percent from April 2022. Imports of Chapter 4 MPCs during the first four months of this year totaled 30.6 million pounds, up 1 percent from the first four months of last year.



The advertisement features two product boxes for LactoSens R. The box on the left is labeled 'directsens R Biosensors' and the box on the right is labeled 'Extend directsens R Biosensors'. In front of the boxes is a handheld device with a screen and a lens. Several small, square biosensor cards are scattered on the surface in front of the device. The background shows a laptop and a desk.

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## Cheese Output Falls

(Continued from p. 1)

cent; Pennsylvania, 39.4 million pounds, up 2.5 percent; Iowa, 31.5 million pounds, down 0.4 percent; Ohio, 20.5 million pounds, down 9.6 percent; Vermont, 11.3 million pounds, down 11.1 percent; Illinois, 5.1 million pounds, down 14.3 percent; and New Jersey, 4.9 million pounds, up 10.9 percent.

American-type cheese production during April totaled 488.2 million pounds, up 2.3 percent from April 2022. American-type cheese output during the January-April period totaled 1.93 billion pounds, up 2.6 percent from the same period last year.

April production of American-type cheese, with comparisons to April 2022, was: Wisconsin, 93.0 million pounds, up 2.7 percent; Minnesota, 59.6 million pounds, up 4.2 percent; California, 46.9 million pounds, down 0.4 percent; Iowa, 18.2 million pounds, up 7.1 percent; and New York, 12.3 million pounds, up 5.8 percent.

Cheddar production totaled 346.2 million pounds, up 5.8 percent from April 2022. Cheddar output during the first four months of 2023 totaled 1.37 billion pounds up 4.1 percent from the first four months of 2022.

Production of other American-type cheese during April totaled 142.0 million pounds, down 5.3 percent from April 2022.

### Italian & Other Cheeses

April production of Italian-type cheese totaled 478.3 million pounds, down 2.6 percent from April 2022. Italian cheese output during 2023's first four months totaled 1.95 billion pounds, down 0.2 percent from 2022's first four months.

April Italian cheese production in the states broken out by

NASS, with comparisons to April 2022, was: California, 138.7 million pounds, up 3.8 percent; Wisconsin, 133.7 million pounds, down 5.0 percent; New York, 26.8 million pounds, down 5.6 percent; Pennsylvania, 24.3 million pounds, up 5.5 percent; Minnesota, 10.0 million pounds, down 10.6 percent; and New Jersey, 2.3 million pounds, up 3.3 percent.

Mozzarella production during April totaled 381.7 million pounds, down 1.3 percent from April 2022. Mozz output during the January-April period totaled 1.54 billion pounds, up 0.7 percent from a year earlier.

Production of other Italian cheeses during April, with comparisons to April 2022, was: Parmesan, 37.4 million pounds, down 7.5 percent; Provolone, 27.4 million pounds, down 7.3 percent; Ricotta, 18.3 million pounds, down 13.0 percent; Romano, 3.9 million pounds, down 27.9 percent; and other Italian types, 9.6 million pounds, up 18.9 percent.

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

**Swiss cheese:** 28.0 million pounds, down 7.9 percent.

**Cream and Neufchatel:** 92.2 million pounds, up 3.1 percent.

**Brick and Muenster:** 14.6 million pounds, down 17.4 percent.

**Hispanic cheese:** 32.5 million pounds, up 11.7 percent.

**Blue and Gorgonzola:** 6.5 million pounds, down 17.1 percent.

**Feta:** 12.9 million pounds, up 3.5 percent.

**Gouda:** 5.5 million pounds, up 3.7 percent.

**All other types of cheese:** 12.4 million pounds, down 4.6 percent.

### Whey Products Output

April production of dry whey, human, totaled 76.4 million pounds, down 1.9 percent from

April 2022. Manufacturers' stocks of dry whey, human, at the end of April totaled 75.3 million pounds, up 5.4 percent from a year earlier and 16.5 percent higher than a month earlier.

Lactose production, human and animal, totaled 91.4 million pounds in April, down 4.9 percent from April 2022. Manufacturers' stocks of lactose, human and animal, at the end of April totaled 168.7 million pounds, down 1.5 percent from a year earlier but up 1.0 percent from a month earlier.

Production of whey protein concentrate, human, during April totaled 38.4 million pounds, up 8.3 percent from April 2022. Manufacturers' stocks of WPC, human, at the end of April totaled 85.3 million pounds, up 24.2 percent from a year earlier but down 1.5 percent from a month earlier.

Whey protein isolates production during April totaled 8.7 million pounds, down 27.8 percent from April 2022. Manufacturers' stocks of whey protein isolates at the end of April totaled 25.2 million pounds, up 64.6 percent from a year earlier and 1.4 percent higher than a month earlier.

### Butter & Dry Milk Products

Butter production totaled 195.0 million pounds, up 7.6 percent from April 2022. Butter output during the January-April period totaled 788.5 million pounds, up 3.3 percent from a year earlier.

Regional butter production in April, with comparisons to April 2022, was: West, 102.4 million pounds, up 3.8 percent; Central, 76.7 million pounds, up 13.7 percent; and Atlantic, 15.8 million pounds, up 4.6 percent.

Nonfat dry milk production during April totaled 199.6 million pounds, up 1.9 percent from April 2022. NDM output during the first four months of 2023 totaled

756.6 million pounds, up 4.1 percent from the first four months of 2022.

Manufacturers' shipments of nonfat dry milk during April totaled 194.7 million pounds, up 11.5 percent from April 2022. Manufacturers' stocks of NDM at the end of April totaled 309.2 million pounds, up 3.4 percent from a year earlier but down 1.1 percent from a month earlier.

Production of other dry milk products during April, with comparisons to April 2022, was: skim milk powder, 34.5 million pounds, down 22.6 percent; dry whole milk, 8.5 million pounds, down 20.4 percent; milk protein concentrate, 20.9 million pounds, down 3.3 percent; and dry buttermilk, 12.9 million pounds, up 3.6 percent.

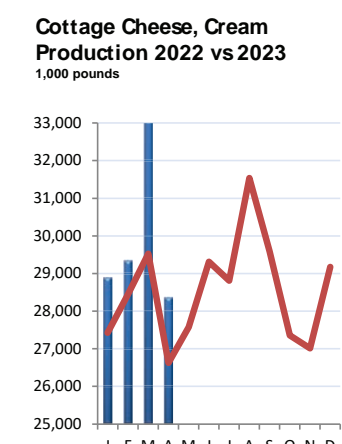
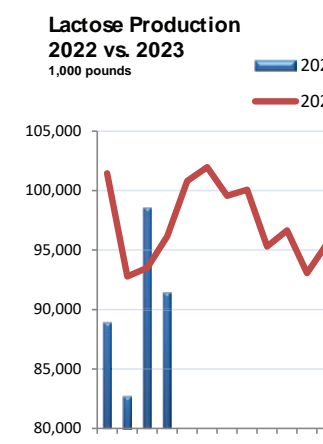
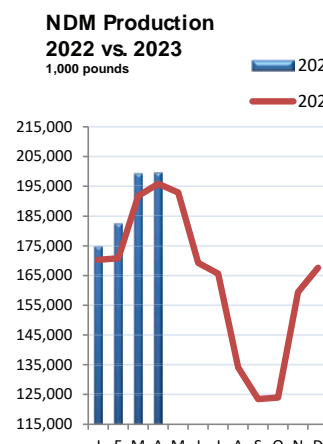
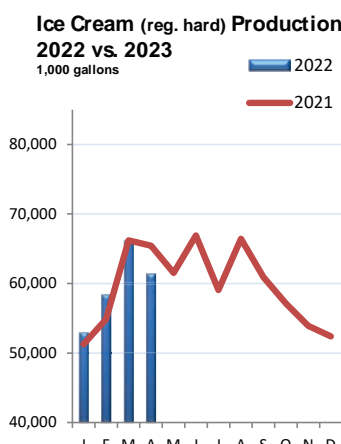
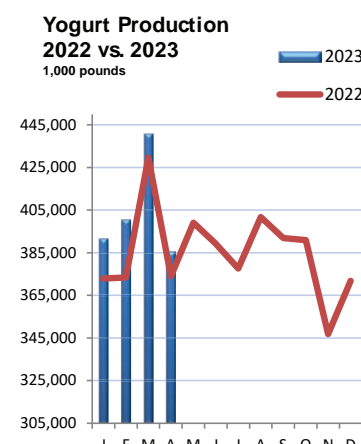
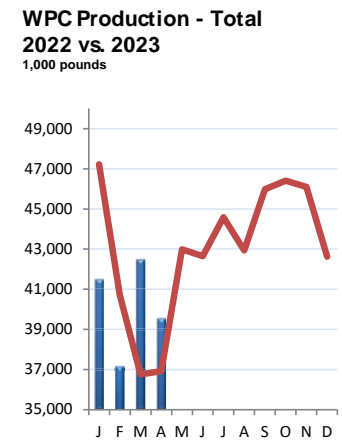
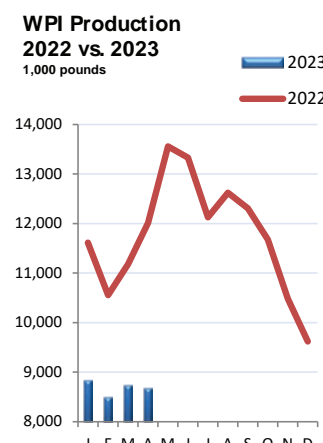
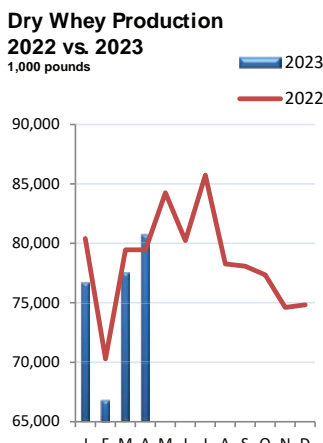
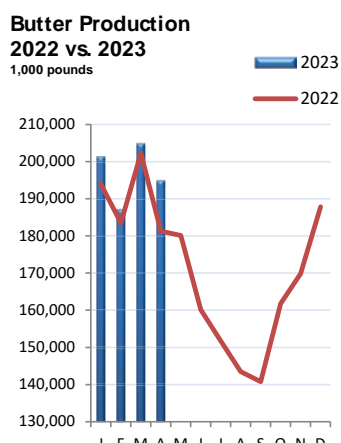
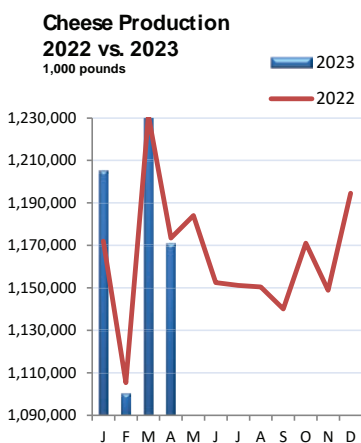
### Yogurt & Other Dairy Products

Production of yogurt, plain and flavored, totaled 385.6 million pounds, up 3.1 percent from April 2022. Yogurt output during the first four months of this year totaled 1.62 billion pounds, up 4.2 percent from the first four months of last year.

Sour cream production during April totaled 117.6 million pounds, up 0.7 percent from April 2022. Sour cream output during the January-April period totaled 483.1 million pounds, down 0.2 percent from a year earlier.

Cream cottage cheese production totaled 28.4 million pounds, up 6.5 percent from April 2022. Lowfat ice cream output totaled 24.6 million pounds, down 0.9 percent from a year earlier.

Production of regular, hard ice cream during April totaled 61.4 million gallons, down 6.1 percent from April 2022. Lowfat ice cream output during April totaled 37.1 million gallons, down 8.2 percent from a year earlier.



## Dairy Innovation

(Continued from p. 1)

experts or research institutions, including cooperative extension services.

Specific forms of assistance may include:

- Business consulting, including business plan development for processed dairy products, strategic planning assistance, and distribution and supply chain innovation;

- Marketing and branding assistance, including market messaging, packaging innovation, consumer assessments, innovation in emerging market opportunities, and evaluation of regional, national, and international markets;

- Assistance in product innovation, including the development of value-added products, innovation in byproduct reprocessing and use maximization, and dairy product production training, including in new, rare, or innovative techniques; and

- Development or facilitation of general informational websites, webinars, conferences, trainings, plant tours, and field days.

Initiatives should make competitive subawards to new and existing dairy businesses for the purposes of: modernization, specialization, and grazing transition on dairy farms; value chain and commodity innovation and facility and process updates for dairy processors; and product development, packaging, and marketing of dairy products.

Initiatives must prioritize the provision of technical assistance and the subawards to: dairy farms and dairy businesses with limited access to other forms of assistance; employee-owned dairy businesses; cooperatives; and dairy businesses that seek to create dairy products that add substantial value in processing or marketing, such as specialty cheeses.

“The Dairy Business Innovative Initiatives use their on-the-ground knowledge and their ability to target funding where it will have the most regional and local impacts to make significant improvements to the US dairy supply chain,” said Jenny Lester Moffitt, USDA under secretary for marketing and regulatory programs. “This program is a great example of USDA’s efforts to build capacity from the bottom up and the middle out by supporting small and mid-sized dairy operations.”

The Request for Applications (RFA), information about grant eligibility, and a list of funded projects are available on the DBI initiative, at [www.ams.usda.gov/services/grants/dbi](http://www.ams.usda.gov/services/grants/dbi). Applications must be submitted electronically through [www.grants.gov](http://www.grants.gov) by 11:59 p.m. Eastern Time on August 10.

## USDA Details June 16 Federal Order Pre-Hearing Information Session

Washington—The US Department of Agriculture (USDA) has released guidance for its virtual pre-hearing information session on federal milk marketing order (FMMO) pricing provisions scheduled for Friday, June 16, 2023.

Last week, USDA released an Action Plan on proposed amendments to the pricing provisions of all federal orders, and also issued an invitation to submit additional proposals for consideration at that potential hearing.

Additional proposals must be received by USDA by Wednesday, June 14, at 5:00 p.m. Eastern time.

The information session, which will begin at 10:00 a.m. Eastern

time next Friday, will give stakeholders submitting proposals an opportunity to explain how their proposal(s) would be implemented and operate.

The information session is optional, USDA noted. Stakeholders who submitted a proposal(s) are strongly encouraged to participate.

The purpose of the session is not for stakeholders to provide the justification for or impact of their proposal(s). Only USDA staff will have the ability to ask technical operational questions of stakeholders regarding their proposal.

USDA welcomes stakeholders to provide initial descriptions of

likely data requests so USDA can begin evaluating collecting and potential release of relevant data if a formal rulemaking proceeding is initiated.

At the virtual information session, each stakeholder submission may have one representative participate per individual proposal. If a submission contains multiple proposals, the representative will have equal amounts of time for each individual proposal.

Each representative will have 15 minutes to discuss their proposal, followed by questions from USDA staff. The session will proceed by stakeholder, not by subject area.

A link for interested parties to observe the session will be posted at [www.ams.usda.gov/rules-regulations/moa/dairy](http://www.ams.usda.gov/rules-regulations/moa/dairy) by 9:00 a.m. Eastern time the day of the workshop.

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## NMPF Leadership

(Continued from p. 1)

tiator for the Office of the US Trade Representative (USTR), appointed by President Trump and confirmed by the US Senate.

Before that role, he served as president of the Commodity Markets Council, a trade association for commodities exchanges and industry counterparts; as senior professional staff on the Senate Agriculture Committee; and as chief economist for the National Cattlemen's Beef Association, among other roles.

Doud said that as NMPF's next leader, he's excited to engage on critical issues facing dairy farmers.

"From the policy arena to new technologies, there are many great new opportunities for dairy producers at home and internationally," Doud commented. "It is a tremendous privilege to have the opportunity in these exciting times to lead NMPF, one of Washington's oldest, most prestigious and well-respected agricultural trade associations."

Doud will begin official work at NMPF in September as its chief operating officer before assuming the role of president and CEO upon Mulhern's retirement.

"Dairy farmers across the nation are pleased to endorse a true champion of agriculture, someone who both understands the hard work we do and the opportunities and challenges we face both here and abroad," said Randy Mooney, a Missouri dairy farmer and chairman of the NMPF board.

"NMPF has long been blessed with leadership that's been able to take its advocacy for dairy to a higher level," Mooney continued.

"We strongly believe that Gregg Doud more than amply provides the expertise, the background, and the passion we will need as we navigate a challenging, but promising, new era."

Mulhern has served as NMPF's president and CEO since Jan. 1, 2014, when he succeeded Jerry Kozak in that role.

Mulhern's 45-year career in US agricultural and dairy policy began in 1979 with Madison, WI-based Farmers Union Milk Marketing Cooperative.

After coming to Washington to work for US Rep. Bob Kastenmeier (D-WI) in 1982, he began his first stint with NMPF in 1985, directing the organization's government affairs activities and shaping NMPF strategy in the face of earlier farm crises.

Mulhern returned to Capitol Hill in 1990 to serve as chief of staff to US Sen. Herb Kohl (D-WI). Following that, he was a partner at Fleishman-Hillard, an international communications firm, and managing partner of Watson/Mulhern LLC, a life sciences communications and public affairs firm that focused on food and agriculture policy challenges.

Mulhern then rejoined NMPF in January 2013 as chief operating officer, a position he held until succeeding Kozak a year later.

"Directing the policy efforts of the nation's dairy farmers and their cooperatives has been the highlight of my professional career," said Mulhern, a Portage, WI, native.

"My hope, all those years ago when I first came to Washington, was to make a difference and remember where I came from," he continued. "Being part of the agricultural policy community here in Washington and working



Gregg Doud



Jim Mulhern

with and on behalf of many great people in the dairy community across the country has enabled me to achieve both goals."

"Dairy farmers have numerous reasons to be thankful for Jim Mulhern's leadership at NMPF," Mooney said. "Jim has been a leader, a visionary, and a friend to

dairy, and through that, a leader in agriculture. The combination of his depth of knowledge, his energy, and his unflagging passion for dairy producers is impossible to replace, but we all will know that his influence and achievements will resonate in this industry for years to come."

### PERSONNEL

The **International Dairy Foods Association (IDFA)** has named **ROBERTA WAGNER** as senior vice president, regulatory and scientific affairs, succeeding **JOSEPH SCIMECA**, who announced his retirement this year. Wagner comes to IDFA from Consumer Brands Association, formerly the Grocery Manufacturers Association, where she served as vice president of regulatory and technical affairs since 2019. Overall, Wagner spent 33 years in public service, most recently as assistant administrator of the Office of Policy & Program Development with USDA's Food Safety & Inspection Service (FSIS). She also served over 25 years with the US Food and Drug Administration (FDA), working in a variety of roles from analytical chemist to associate commissioner for Food Safety Modernization Act implementation.

**THOMAS MORIN** has been named president and CEO of **TC Transcontinental**, succeeding **PETER BRUES**, who is leaving the company. Morin brings more than 27 years of international packaging experience to his new role, most recently serving as president of TC Transcontinental Packaging, beginning in 2019. Prior to joining TC Transcontinental, Morin served as vice president of strategy, mergers and acquisitions for Amcor Flexible Packaging Europe. From 2010 to 2015, following the Alcan Packaging acquisition by Amcor, he served as vice president and general manager of fresh products and capsules for Amcor Flexible Packaging Europe in Zurich. From 2007 to 2009, he was vice president and general manager, dairy, for Alcan Flexible Packaging Europe. He also worked at Pechiney Emballage Flexible Europe, OTOR Systems and Arthur Andersen.

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## John Wm. Macy's Bakery Acquired By Del Sol Foods

**Brenham, TX**—Del Sol Food Company, Inc., the manufacturer of BRIANNAS Fine Salad Dressings, has acquired New Jersey-based bakery John Wm. Macy's, a manufacturer of baked cheese sticks, cheese crisps, and crostinis.

John Macy developed his original cheese sticks recipe in 1976 for clients of his small Northern California catering business. Macy's twice-baked twists of sharp Cheddar cheese and sourdough quickly became a crowd favorite.

In 1985, following a move to New York City, Macy launched John Wm. Macy's CheeseSticks from a small storefront in Manhattan's East Village. In 1990, the bakery moved to its current location in Elmwood Park, NJ.

John Wm. Macy's Bakery will continue operations in Elmwood Park.

Today, John Wm. Macy's Bakery distributes its products throughout the US and Canada. The company's products includes five flavors of CheeseSticks, as well as seven flavors of CheeseCrisps and one flavor of Grilled Crostini Toasts.

"Ever since our breakthrough order from a flagship Manhattan specialty store almost 40 years ago, we've been thrilled to provide our products to an enthusiastic and growing audience. This exciting partnership with Del Sol Foods will enable the company to follow this passion for years to come," said John Macy, president of John Wm. Macy's.

For more information about John Wm. Macy's bakery, visit [www.johnwmmacys.com](http://www.johnwmmacys.com).

"We are excited to welcome John Wm. Macy's to the Del Sol family," commented Scott Eckert, president and CEO of Del Sol Food Company. "We want to acknowledge the tremendous efforts put forth by John and Tim Macy and their talented and dedicated workforce who have been crafting artisanal snacks consumers love.

"Our philosophy is very similar, so we believe we will enjoy great synergy as we work together in the future," Eckert added.

Since 1982, Del Sol Food Company has produced BRIANNAS salad dressings that have served retailers and distributors around the world.

Produced in Brenham, TX, BRIANNAS has six different lines of products, including Home Style, Sugar Free, Organic, and Avocado Oil dressings, Marinades and Seasoned Croutons.

For more information about these products, visit [www.briannas.com](http://www.briannas.com).

## House Panel OKs Bill Allowing Schools To Serve All Varieties Of Fluid Milk

**Washington**—The House Committee on Education and the Workforce on Tuesday advanced the Whole Milk for Healthy Kids Act of 2023, which allows schools participating in the National School Lunch Program to serve all varieties of flavored and unflavored milk, including whole milk.

The legislation was introduced earlier this year by US Reps. Glenn "GT" Thompson (R-PA), chairman of the House Agriculture Committee, and Kim Schrier (D-WA). The bill was referred to the House Committee on Education and the Workforce, which has jurisdiction over school lunch and child nutrition programs.

Since its introduction, the legislation has gained the support of over 100 co-sponsors.

Under the legislation, lunches served by schools participating in the school lunch program may offer students flavored and unflavored whole, reduced-fat, lowfat and fat-free fluid milk and lactose-free fluid milk.

Currently, schools can offer lowfat and fat-free regular and flavored milk for students in grades K through 12 and for sale as a competitive beverage.

Also under the legislation, schools must provide a substitute for fluid milk for students whose disability restricts their diet, on receipt of a written statement from a licensed physician that identifies the disability that restricts the student's diet and that specifies the substitute for fluid milk.

"For too long, milk has been demonized, depriving a generation of students of 13 essential nutri-

ents that are key to their overall health and academic success," Thompson said. "I am pleased to see my bipartisan Whole Milk for Healthy Kids Act move out of the Committee on Education and the Workforce before seeing it considered before the full House.

"Ultimately, I look forward to restoring access to these nutritious beverages in schools across the country," Thompson added.

"Whole milk provides students with milk's 13 essential nutrients for growth, development, healthy immune function, and overall wellness," noted Michael Dykes, president and CEO of the International Dairy Foods Association (IDFA). "A wide majority of parents and medical and nutrition professionals know that offering whole milk increases school meal participation, reduces food waste, and adds to the nutritional value of school meals for children and adolescents.

"IDFA looks forward to working with the full House on passage of the Whole Milk for Healthy Kids Act in the coming weeks," Dykes added.

"Providing the option to serve whole and reduced-fat milk allows schools, parents, and children to choose the milk they prefer so that children are more likely to consume milk's 13 essential nutrients," John Umhoefer, WCMA executive director, noted in a recent letter to US Rep. Virginia Foxx (R-NC), who chairs the Committee on Education and the Workforce.

However, Meghan Maroney, campaign manager, federal child nutrition programs, Center for

Science in the Public Interest (CSPI), called the Whole Milk for Healthy Kids Act a "misguided and harmful bill that prioritizes corporate interests at the expense of child health."

The bill would allow school meals to offer whole milk, "increasing the overall allowance of saturated fat in school meals, inconsistent with the recommendations of the 2020-2025 Dietary Guidelines for Americans," Maroney said.

"School meals are required by law to meet the Guidelines, which clearly recommend limiting saturated fat intake and choosing fat-free and lowfat milk," Maroney continued. "Schools are already statutorily mandated to offer fat-free or lowfat, flavored or unflavored milk with every school meal, and meals must meet a cap on saturated fat consistent with the Guidelines."

Even with the current guidelines in place, most children exceed the recommended limits on saturated fat over the course of their day, which is "troublesome" given that consuming too much saturated fat is linked to raised LDL cholesterol, Maroney said. One in five school-aged children already have adverse cholesterol levels, which could "further worsen" with the Whole Milk for Healthy Kids Act.

"In effect, the bill overrides Congress's previous directives simply because the dairy industry wants it," according to Maroney.

"Thanks to the updated science-based school nutrition standards required by the Healthy, Hunger-Free Kids Act of 2010, which included replacing whole milk with low- and fat-free milk, school meals are the healthiest meals many children consume," Maroney remarked.

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# Nelson-Jameson Launches Dairy Art Calendar Contest

Marshfield, WI—Nelson-Jameson is kickstarting the National Dairy Month celebration with the debut of the Nelson-Jameson Dairy Art Contest, a nationwide creativity contest for the best dairy-centric art projects.

The company aims to galvanize communities to commemorate National Dairy Month. Participants can submit artwork or photos that represent the contributions of the dairy industry and celebrate a love of dairy.

Judges will award points for creativity, originality, and how thoughtfully the artist incorpo-

rates the dairy theme into their artwork. Points will also be given for geographic diversity. The 12 selected winners will be featured in the 2024 Nelson-Jameson Dairy Art Calendar.

“With so many of our employees coming from a dairy background, we know that it’s the hardworking people who make all the difference in supporting this important industry,” commented Mike Rindy, Nelson-Jameson’s president.

Submissions to the Contest can range from family’s favorite cheese board to a drawing of the “cutest cow” to a picture of kids eating their favorite ice cream.

Official contest rules, with entry details and deadlines, are listed at [blog.nelsonjameson.com](http://blog.nelsonjameson.com).

# New Zealand’s Synlait To Divest Talbot Forest Cheese, Dairyworks

Canterbury, New Zealand—Synlait Milk Limited announced late last week that it intends to divest its Talbot Forest Cheese and Dairyworks businesses.

Synlait’s board and management are undertaking a strategy and capital structure refresh, including an asset review. To ensure greater focus and execution of Synlait’s overall business strategy, the company intends to evaluate the divestment of Talbot Forest Cheese and Dairyworks.

The divestment of Talbot Forest Cheese and Dairyworks will enable Synlait to focus solely on growing the highest margin segments of its value-add, B2B Advanced Nutrition and Foodservice businesses, where Synlait has world class capability and capacity in terms of its current asset bases and know-how at Dunsandel and Pokono, New Zealand, according to the announcement.

“Dairyworks is an excellent business. It delivers cheese products to various channels under a portfolio of well-known household brands,” said Grant Watson, Synlait CEO.

“Despite having extremely strong capability across consumer, brand, customer, and procurement, Dairyworks is not core to Synlait’s diversified growth strategy and does not leverage our core right to win competencies in Advanced Nutrition and Foodservice,” Grant Watson continued.

“Synlait needs to focus on the business units where we have a clear right to win. Although the performance of Dairyworks has met expectations the intended divestment of Dairyworks, and Talbot Forest Cheese, will enable us to help deliver against an increasingly focused strategy,” Watson added.

# Taco Bell Grilled Cheese Burrito, Gen Z Favorite, Now Fixed Menu Item

Rosemont, IL—Taco Bell’s Grilled Cheese Burrito, first launched in July 2020 as a limited-time offer, has become a permanent menu item at over 7,000 restaurant locations nationwide.

The Grilled Cheese Burrito was created through a collaboration with Taco Bell and Dairy Management, Inc. (DMI). It was brought back three times on a limited basis, but the chain decided it earned a permanent

place because of strong customer feedback.

“We work on so many projects but this one hit the sweet spot with Taco Bell, its brand and its consumers,” said DMI senior dairy scientist Mike Ciresi.

“This is another proof point that adding dairy in unique ways that resonates with consumers can deliver a home run,” Ciresi continued. “This success inspires us to work on the next innovative cheese-centric menu item at Taco Bell.”

The Grilled Cheese Burrito features a blend of Mozzarella, Cheddar and Pepper Jack, reduced-fat sour cream, seasoned beef, rice, and chipotle sauce. A layer of cheese is then grilled around the tortilla.

“Highlighting cheese is a long-term core equity of Taco Bell’s business model and this burrito brings this to life for us,” said Heather Mottershaw, vice president of pipeline innovation product development at Taco Bell.

“This is another great example of how dairy is enhancing our menu and we are grateful to Mike, the checkoff team and America’s dairy farmers for their innovative spirit and teamwork in getting us to this moment,” Mottershaw said.

Taco Bell has made the Grilled Cheese Burrito a focus of its television and digital media strategy aimed at reaching the Gen Z audience by working with popular music artists.

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## Massachusetts Grants Aim To Promote Local Dairy Products

**Boston, MA**—The Massachusetts Dairy Promotion Board (MDPB), in conjunction with the Massachusetts Department of Agricultural Resources (MDAR), recently announced two dairy promotion grants totaling \$70,000 to fund projects that aim to advance the image, sale of and demand for local dairy products.

The following non-profits are receiving grants through the FY24 MDPB Grant Program:

- New England Dairy Promotion Board has been awarded \$20,000 to build Millennial families' trust of Massachusetts dairy farmers and their dairy products by developing and executing experiential consumer events in partnership with a local Massachusetts dairy processor(s). Event locations could include community events, give-back events, community centers, road races and more.

- New England Dairy & Food Council has been awarded \$50,000 to grow dairy sales and build trust among youth in schools through the school meal equipment and marketing grants.

Massachusetts is home to 108 dairy farms situated on a total of 49,744 acres of farmland, according to the MDAR. In Massachusetts, the dairy industry contributes approximately \$45 million to the state's local economy and produces approximately 188 million pounds of milk per year.

"For generations, Massachusetts dairy farmers have prided themselves on producing the finest dairy products," said Ashley Randle, MDAR commissioner. "As someone who grew up on a fifth-generation dairy farm in western Massachusetts, I've seen the challenges that our dairy producers face.

"These promotional grant awards will go a long way to help educate and inform consumers about the environmental, economic, and nutritional qualities of dairy products and highlight how Massachusetts dairy farmers are continuing to lead by example with respect to climate change adaptations and clean energy solutions," Randle added.

The Massachusetts Dairy Promotion Board grant is funded through checkoff dollars received from Massachusetts dairy producers. Created as a result of the Dairy Preservation Act of 2008, the MDPB's goal is to increase the consumption of Massachusetts dairy products. The goal is carried out through the annual release of the Massachusetts Dairy Promotion Grant Program.

## Dairy Business Innovation Alliance Awards Grants To 26 Dairy Businesses

**Madison**—The Dairy Business Innovation Alliance (DBIA), a partnership between the Wisconsin Cheese Makers Association (WCMA) and the Wisconsin Center for Dairy Research (CDR), on Tuesday announced that 26 companies and cooperatives have been selected to receive Dairy Business Builder grants totaling \$2.3 million.

DBIA's Dairy Business Builder grant program aims to encourage small- to medium-sized dairy farmers, entrepreneurs, and processors to pursue innovative projects such as dairy farm diversification, on-farm processing, value-added product creation, and efforts to market dairy products for export.

Reimbursement grants of up to \$100,000 each are awarded following a competitive review process.

This year's awardees hail from all 11 states served by DBIA. Some 18 of the 26 businesses are receiving a DBIA grant for the first time, and 12 are farmsteads.

Companies and cooperatives receiving Dairy Business Builder Grants are:

- Beauty View Dairy Products**, – Wahoo, NE

- Berning Acres**, East Dubuque, IL

- BoBell Cheese Company**, Burbank, OH

- Brunkow Cheese of Wisconsin**, Darlington, WI

- Concept Processing**, Melrose, MN

- Dairy Distillery Alliance**, Novi, MI

- DARI**, Clinton, WI

- Eau Galle Cheese Factory**, Durand, WI

- Farm Life Creamery**, Ethan, SD

- Farm Stapels**, Cedar Grove, WI

- Hastings Creamery**, Hastings, MN

- Hildebrand Farms Dairy**, Junction City, KS

- Hill Valley Dairy**, East Troy, WI

- Landmark Creamery**, Belleville, WI

- Marieke Gouda**, Thorp, WI

- Rolling Hills Dairy Producers Co-op**, Monroe, WI

- Rosewood Dairy**, Sturgeon Bay, WI

- Royal Guernsey Creamery**, Columbus, WI

- Sartori Cheese**, Plymouth, WI

- Schulte Dairy**, Norway, IA

- SCREAM**, Fairfield, IA

- Terrell Creek Farm**, Fordland, MO

- Tulip Tree Creamery**, Indianapolis, IN

- Two Cows Creamery**, Hot Springs, SD

- Uplands Cheese**, Dodgeville, WI

- Widmer's Cheese Cellars**, Theresa, WI

"These grants have become an important factor in helping support the growth of our dairy businesses in our region as they continue to innovate by creating new products or expanding their markets," said Dr. John Lucey, CDR director.

The Dairy Business Innovation Alliance is one of four Dairy Business Innovation Initiatives across the US. The creation of the program in the 2018 farm bill, and Wisconsin's inclusion, were championed by US Sen. Tammy Baldwin (D-WI).

"Dairy businesses are a key part of our state's identity and major drivers of our state's economy, and I am thrilled that

these innovative businesses are continuing that legacy," Baldwin said. "It is critical that our cheese makers, farmers, and dairy processors have the tools they need to develop new dairy products and adapt to market changes, and I am so proud to help provide those resources so they can accomplish that and move our Made in Wisconsin economy forward."

Since its inception, the DBIA has now administered over \$9.4 million in grants to 103 dairy businesses in Illinois, Iowa, Indiana, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, South Dakota, and Wisconsin. The program also offers technical assistance and education to dairy farmers and processors in the region.

The next DBIA grant application period will open on Aug. 28, 2023. That's when application materials will be made available for both the Dairy Business Builder grants and for Dairy Industry Impact grants, the latter of which will accept applications for projects related to exporting dairy products.

Applicants will be able to apply to both the Dairy Business Builder grant and the Dairy Industry Impact grant if they have two separate projects related to DBIA goals. All export applications will be evaluated under the Dairy Industry Impact program and companies will be eligible to receive awards from both programs in one grant cycle. Awards of up to \$100,000 in reimbursable grants will be made under both grant programs.

For more information about the Dairy Business Innovation Alliance, visit [www.cdr.wisc.edu/dbia](http://www.cdr.wisc.edu/dbia).

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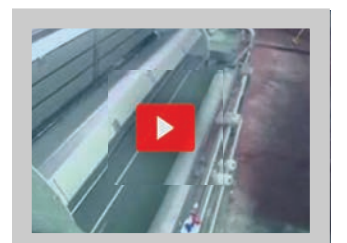
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# COMING EVENTS

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

## Vermont Cheese Festival Is Aug. 13; New Cabot Cheese Festival Sept. 30

Greensboro, VT and Cabot, VT—Vermont turophiles will have more opportunities to celebrate and savor cheese this summer with the return of the Vermont Cheesemakers Festival and the new Cabot Cheese & Culture Festival.

The first annual Cabot Cheese & Culture Festival will take place Saturday, Sept. 30, at four historic venues in Cabot, VT. In this inaugural year, the festival will be offered free of charge to all participants.

The event brings together Vermont cheese makers, producers of cultured and fermented foods, chefs, brewers, cider, wine, and mead makers for a day of tasting, education and celebration.

Panel discussions on cheese and fermented food production will be offered during the afternoon, along with cooking demonstrations. Headwaters Restaurant and The Den at Harry's Hardware will host food and beverage pairings and special menus for the occasion.

The Cheese & Culture Festival will be held in conjunction with Cabot's annual Fall Foliage Festival which will add pop-up craft markets, food trucks, farm tours, wagon rides, and other activities. Details are available at [www.cabotarts.org/cheese-festival](http://www.cabotarts.org/cheese-festival).

### Vermont Cheesemakers Festival

The popular Vermont Cheesemakers Festival will hold its 12th installment Sunday, Aug. 13 at Highland Center for the Arts in Greensboro, VT.

A special industry-only sampling event will take place from 10 a.m. to 11:30, with the public welcome from 11:30 to 4 p.m.

Roughly 40 members of the state's artisan cheese makers will be on site, along with area specialty food makers, wine and craft brewers.

Tickets for the historically sell-out event are available online. Cost to attend is \$69.50 to \$90 per person. To purchase online and for event updates, visit [www.vtcheesefest.com](http://www.vtcheesefest.com).

## Online Entry Open For World Cheese Awards; Norway To Host 2023 Contest

Trondheim, Norway—Online entry for the 35th World Cheese Awards is open through Sept. 9.

Hosted by the UK-based Guild of Fine Food (GFF), the global cheese event features roughly 3,000 entries from more than 40 different countries.

Contest judging will take place here Oct. 27, followed by two days of celebratory cheese tastings, tours and specialty food markets. Competition results will be announced Sunday, Oct. 29.

A team of 250 judges – made up of technical experts, graders, buyers, retailers, and food writers – will evaluate the rind and body of the cheese; its color, texture, consistency and, above all, its taste. Each team then nominates one exceptional cheese as the Super Gold from their table.

These top-flight cheeses are then judged a second time by a Super Jury made up of 16 internationally recognized experts, who each select a cheese for the final round of judging.

The Super Jury, representing all four corners of the globe, then debate the final cheeses in front of a live consumer and trade audience, before choosing the World Champion Cheese live on WCA TV.

For important dates and contest registration, visit [www.gff.co.uk/awards/world-cheese-awards](http://www.gff.co.uk/awards/world-cheese-awards).

## Good Food Awards Accepting Entries Through June 30

San Francisco, CA—Organizers of the 2024 Good Food Awards recently issued a coast-to-coast call for entries and a deadline of June 30 for submissions.

The national competition is open to US specialty cheese, dairy and other food manufacturers.

This year's edition includes 18 contest categories: Beer, Charcuterie, Cheese, Chocolate, Cider, Coffee, Confections, Drinks, Elixirs, Fish, Grains, Snacks and Spirits.

The committee overseeing the Cheese category will be led by Felice Thorpe, owner of consulting company Felice Foods; Rebekah Baker, director of cheese and specialty, United Natural Foods, Inc. (UNFI); Doralice Handal, founder, Denier-Handal Wines & Locals Tasting Room; and Debra Dickerson, cheese educator and consultant, 3D Cheese. Rebecca Buhler of Tomales Bay Foods and Debbie Peterson will also serve on the cheese committee.

Awards will be given to the best artisan and farmstead cheeses in the categories of Fresh, Semi-Soft, Semi-Hard, Hard, and Yogurt.

To be eligible for a Good Food Award, cheese and dairy entries must be made in the US with milk from animals raised using good animal husbandry.

Cheeses must also be made without the use of synthetic herbicides or fertilizers on the pastures, and without the use of artificial hormones or sub-therapeutic antibiotics.

Entries will be judged here at an in-person blind tasting in September.

The 2024 judging team includes cheese maker Maureen Cunnie; Dimitri Saad, Food Matters Again; Leslie Santarina, Broadway Angels; Aislinn Muir, Amy's Kitchen; Timothy Melano, Triple Coffee; Andy Fitzgerrell, Sach Foods; David Hauss, Pacific Cheese Company; Janet Fletcher, Planet Cheese; Stephanie Jordan, World's Best Cheeses West; cheese monger Emily O'Connor; Trevor Thomas, Lactalis American Group; and Michelle Sheely, St Benoit Creamery/Laura Chenele.

All Good Food Award winners will be invited to an ceremony in Portland, OR in 2024.

A fee of \$105 covers entry registration and contest expenses.

To sign up for the Good Food Awards, entrants must complete a form online at [www.goodfoodfdn.org/awards/entry-form](http://www.goodfoodfdn.org/awards/entry-form).

## WCMA Leadership Training Sessions Available Online, In Person This Fall

Sun Prairie, WI—The Wisconsin Cheese Makers Association (WCMA) announced Monday the fall lineup of its leadership trainings, offered both virtually and in-person.

The Association's three-part Front-Line Leadership series is designed for new and seasoned supervisors in the dairy processing industry.

Part A encourages attendees to evaluate their current leadership skills and find opportunities for growth.

Part B focuses on practical ways emerging leaders can elevate their teams' work performance. In Part C, students explore strategies to drive productivity by cultivating a positive, team-oriented environment.

This fall, Front-Line Leadership will be offered in both virtual and in-person formats. Virtual participants may choose from two tracks:

■ **Sept. 6:** Part A – Essential Leadership Skills; **Oct. 11:** Part B –

Boosting Staff Performance; and **Nov. 20:** Part C – Cultivating a Team

■ **Sept. 26:** Part A – Essential Leadership Skills; **Oct. 24:** Part B – Boosting Staff Performance; and **Nov. 29:** Part C – Cultivating a Team

For those who prefer in-person learning, WCMA will offer sessions three dates:

■ **Sept. 11:** Part A – Essential Leadership Skills; **Oct. 17:** Part B – Boosting Staff Performance; and **Nov. 28:** Part C – Cultivating a Team

Front-Line Leadership classes may be taken in any order. Sessions are available a la carte at \$135 each day for virtual attendees, or \$159 each day for live instruction.

### Advanced Leadership Series

Created for mid-level managers and transitioning employees, WCMA's Advanced Leadership Series will return this fall online. Part 1 will be held Tuesday, Sept.

19, showing attendees how to generate positive results for their company.

On Wednesday, Nov. 1, Part 2 will focus on the development and application of a creative and collaborative problem-solving process.

The final session on Tuesday, Jan. 9, will detail the tools and strategies leaders can use to foster collaboration and resolve workplace conflict.

Enrollment in the Advanced Leadership Series is limited to 20 individuals, who participate in all sessions together to better facilitate relationships.

The course features guest speakers from industry discussing their leadership successes and challenges, and requires participants to complete a project demonstrating their new knowledge.

The cost for the entire series is \$549 per person, organizers announced.

Details and registration for both Wisconsin Cheese Makers Association Front-Line Leadership and Advanced Leadership classes are available now at [WisCheeseMakers.org/Trainings](http://WisCheeseMakers.org/Trainings).



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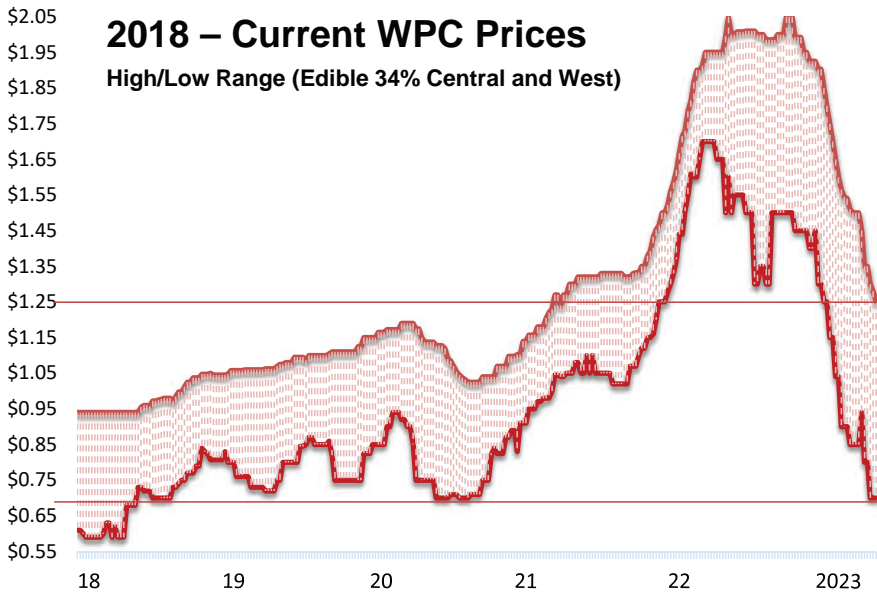
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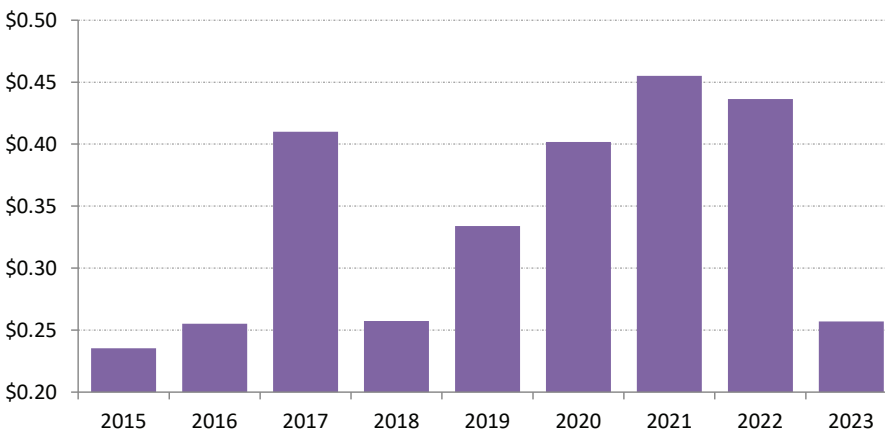




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6-2	June 23	15.29	18.18	33.400	116.025	1.610	1.6060	245.000	
6-5	June 23	15.19	18.11	33.475	116.025	1.595	1.5930	240.025	
6-6	June 22	15.24	18.11	33.600	115.975	1.595	1.5980	242.000	
6-7	June 23	15.30	18.11	33.875	116.100	1.595	1.6020	240.250	
6-8	June 23	15.15	18.11	33.300	116.100	1.590	1.5900	242.025	
6-2	July 23	16.14	18.36	31.500	117.500	1.712	1.7050	245.525	
6-5	July 23	15.97	18.29	31.500	116.900	1.700	1.7200	244.200	
6-6	July 23	16.29	18.29	31.500	116.750	1.700	1.7200	243.500	
6-7	July 23	16.53	18.25	31.500	116.750	1.717	1.7450	240.275	
6-8	July 23	16.07	18.00	31.500	116.750	1.707	1.7020	239.150	
6-2	Aug 23	16.99	18.43	30.100	119.050	1.842	1.8050	245.500	
6-5	Aug 23	16.87	18.43	29.500	118.875	1.838	1.7950	245.000	
6-6	Aug 23	17.17	18.43	30.000	119.250	1.834	1.8290	244.250	
6-7	Aug 23	17.37	18.28	30.000	119.000	1.834	1.8450	241.225	
6-8	Aug 23	17.08	18.28	30.000	119.000	1.835	1.8150	240.500	
6-2	Sept 23	17.76	18.81	31.900	121.600	1.920	1.8750	248.500	
6-5	Sept 23	17.74	18.77	30.875	121.350	1.915	1.8700	247.025	
6-6	Sept 23	17.87	18.77	30.875	122.000	1.915	1.8850	245.950	
6-7	Sept 23	18.19	18.77	30.875	122.050	1.915	1.9200	244.025	
6-8	Sept 23	17.79	18.77	30.875	122.050	1.915	1.8800	244.000	
6-2	Oct 23	18.33	19.12	33.700	124.550	1.964	1.9270	249.500	
6-5	Oct 23	18.20	18.93	33.000	124.150	1.960	1.9150	247.500	
6-6	Oct 23	18.33	18.93	33.000	124.150	1.960	1.9200	247.000	
6-7	Oct 23	18.60	18.93	33.000	124.250	1.960	1.9530	245.050	
6-8	Oct 23	18.25	18.93	33.000	124.250	1.960	1.9250	245.050	
6-2	Nov 23	18.65	19.25	33.900	126.000	1.990	1.9600	249.600	
6-5	Nov 23	18.55	19.24	33.500	125.750	1.990	1.9560	248.950	
6-6	Nov 23	18.60	19.24	33.500	125.750	1.990	1.9560	247.975	
6-7	Nov 23	18.75	19.15	33.500	125.750	1.990	1.9660	247.000	
6-8	Nov 23	18.50	19.05	33.500	125.750	1.990	1.9500	247.000	
6-2	Dec 23	18.21	19.09	34.350	127.500	1.956	1.9170	244.725	
6-5	Dec 23	18.11	19.09	33.750	126.625	1.954	1.9100	244.375	
6-6	Dec 23	18.21	19.09	33.750	127.375	1.954	1.9110	243.400	
6-7	Dec 23	18.25	19.09	34.025	127.000	1.954	1.9200	242.500	
6-8	Dec 23	18.07	19.05	34.025	127.000	1.954	1.9080	242.250	
6-2	Jan 24	17.96	18.99	36.750	128.800	1.941	1.8830	241.675	
6-5	Jan 24	18.00	18.99	36.500	128.800	1.969	1.8810	241.325	
6-6	Jan 24	18.00	18.99	36.500	128.800	1.969	1.8810	240.350	
6-7	Jan 24	18.00	18.99	36.500	128.800	1.969	1.8790	240.325	
6-8	Jan 24	18.00	18.89	36.500	128.800	1.969	1.8770	238.500	
6-2	Feb 24	17.99	18.91	39.500	129.975	1.948	1.8880	238.000	
6-5	Feb 24	18.05	18.91	39.250	129.975	1.948	1.8880	238.000	
6-6	Feb 24	18.00	18.91	39.250	129.975	1.948	1.8860	238.000	
6-7	Feb 24	18.00	18.91	39.250	129.975	1.948	1.8850	238.000	
6-8	Feb 24	17.99	18.89	39.250	129.975	1.948	1.8850	237.475	
6-2	Mar 24	17.95	18.88	40.000	130.000	1.968	1.8800	237.000	
6-5	Mar 24	18.05	18.88	40.000	130.000	1.968	1.8820	237.000	
6-6	Mar 24	18.05	18.88	40.000	130.000	1.968	1.8880	237.000	
6-7	Mar 24	18.00	18.88	40.000	130.000	1.968	1.8820	237.000	
6-8	Mar 24	17.97	18.87	40.000	130.000	1.968	1.8820	237.000	
6-2	April 24	17.94	18.56	38.875	131.500	1.980	1.8900	232.000	
6-5	April 24	17.94	18.56	38.875	131.500	1.980	1.8900	232.000	
6-6	April 24	17.95	18.56	38.875	131.500	1.980	1.8950	232.000	
6-7	April 24	17.95	18.56	38.875	130.000	1.980	1.8850	232.000	
6-8	April 24	17.95	18.69	38.875	130.000	1.980	1.8680	232.000	
June 8		26,476	5,389	3,158	8,127	957	24,834	9,073	

**Lactose (Mostly) Prices: May Averages: Since 2015**

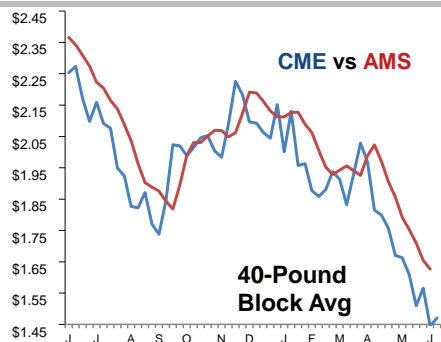


**AVG MONTHLY ANIMAL FEED PRICES: USDA**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	.3785	.4002	.4055	.3900	.3888	.3936	.3878	.3448	.3055	.2590	.2305	.2008
'18	.1980	.1888	.1836	.1907	.1915	.2326	.2346	.2767	.3042	.3384	.3263	.3275
'19	.3655	.3376	.3105	.2852	.2718	.2725	.2657	.2598	.2550	.2509	.2446	.2924
'20	.2900	.2997	.2973	.2968	.3098	.2914	.2680	.2540	.2767	.2895	.3142	.3416
'21	.3784	.3913	.4752	.5469	.5613	.5255	.4719	.4168	.4024	.4643	.4853	.5100
'22	.5638	.6624	.6586	.5525	.5138	.4873	.4435	.3863	.3664	.3308	.3250	.3159
'23	.2967	.2895	.3375	.3438	.2784							

**DAIRY PRODUCT SALES**

June 7, 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 NFD.   
 •Revised



Week Ending	June 3	May 27	May 20	May 13
<b>40-Pound Block Cheddar Cheese Prices and Sales</b>				
Weighted Price		Dollars/Pound		
US	1.6272	1.6543	1.7098	1.7523
Sales Volume		Pounds		
US	11,897,473	13,046,649	11,692,703	12,168,564
<b>500-Pound Barrel Cheddar Cheese Prices, Sales &amp; Moisture Content</b>				
Weighted Price		Dollars/Pound		
US	1.6064	1.6022	1.6437	1.6676
Adjusted to 38% Moisture				
US	1.5315	1.5284	1.5672	1.5892
Sales Volume		Pounds		
US	13,785,656	14,173,982	13,895,793	15,349,286
Weighted Moisture Content		Percent		
US	34.97	35.01	34.97	34.94
<b>AA Butter</b>				
Weighted Price		Dollars/Pound		
US	2.4819	2.4891	2.4422	2.4653
Sales Volume		Pounds		
US	2,168,580	3,122,149	4,311,738	2,554,594
<b>Extra Grade Dry Whey Prices</b>				
Weighted Price		Dollars/Pound		
US	0.3354	0.3418	0.3797	0.3907
Sales Volume		Pounds		
US	5,796,669	6,896,610	8,028,366	8,340,516
<b>Extra Grade or USPHS Grade A Nonfat Dry Milk</b>				
Average Price		Dollars/Pound		
US	1.1549	1.1495	1.1506	1.1476
Sales Volume		Pounds		
US	21,371,815	20,840,774	25,226,141	30,680,073

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**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

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# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NORTHEAST - JUNE 5:** Milk volumes are steady in the Northeast, and there are strong volumes clearing into Class III operations. Contacts have shared that cheese demand is quiet in contrast to ample available inventories. Retail demand is unchanged, while food-service demand remains quiet as some consumers continue to be dissuaded by menu price inflation. Contacts have relayed that some customers are opting to put cheese into longer term storage spaces. Plant managers report that production of American-type cheese is strong, and that Swiss and Italian-type inventories are steady.

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

Cheddar 40-lb block:	\$1.9100 - \$2.1975	Process 5-lb sliced:	\$1.6075 - \$2.0875
Muenster:	\$1.8975 - \$2.2475	Swiss 10-14 lb cuts:	\$3.4925 - \$5.8150

**MIDWEST AREA - JUNE 5:** Midwestern cheese makers say milk availability remains sloppy. At report time, contacts are reporting spot milk loads priced from \$11 to \$4 under Class, but as bottlers' orders have begun to slip due to school milk ordering slowdowns, milk handlers are having even more trouble finding homes for extra loads. To compare, last year during week 23 spot milk prices ranged from \$3 under to Class III. Cheese demand notes are steady to improving in the region for all varieties. Some cheese makers are questioning the cause of hampered market prices, because their respective orders are, and have been, active, and even near-term production is already spoken for. Some varietal cheese makers who have experienced slower demand in recent months report at least slight improvements week to week. Cheese processing has been steadily busy, particularly as milk availability has been ample. Market tones remain under some pressure, but regional cheese makers have somewhat bullish expectations based on continued customer interests and expectations of lighter milk availability coming into the warmer months.

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

Blue 5# Loaf:	\$1.9525 - \$3.1625	Mozzarella 5-6#:	\$1.4825 - \$2.5700
Brick 5# Loaf:	\$1.6825 - \$2.2500	Muenster 5#:	\$1.6825 - \$2.2500
Cheddar 40# Block:	\$1.4050 - \$1.9475	Process 5# Loaf:	\$1.4850 - \$1.9525
Monterey Jack 10#:	\$1.6575 - \$2.0050	Swiss 6-9# Cuts:	\$3.0075 - \$3.1100

**WEST - JUNE 5:** Retail and foodservice demand is steady for varietal cheeses. Block cheese inventories are slightly looser by a few manufacturers. Although a few manufacturers note contract obligations pulling significantly on inventory, supplies are available to meet current demand. Industry sources indicate mixed export demand ranging from moderate to reportedly softened. Cheese makers are running strong production schedules, and plenty of Class III milk volumes are available to accommodate processors needs.

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

Cheddar 10# Cuts:	\$1.7850 - \$1.9850	Monterey Jack 10#:	\$1.7725 - \$2.0475
Cheddar 40# Block:	\$1.5375 - \$2.0275	Process 5# Loaf:	\$1.6100 - \$1.7650
		Swiss 6-9# Cuts:	\$2.3000 - \$3.7300

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

Variety	Date: 6/7	5/31	Variety	Date: 6/7	5/31
Cheddar Curd	\$1.94	\$1.93	Mild Cheddar	\$1.97	\$1.97
Young Gouda	\$1.73	\$1.67	Mozzarella	\$1.70	\$1.64

**FOREIGN-TYPE CHEESE - JUNE 5:** Contacts report lower prices for cheese at grocery stores in recent weeks have contributed to strengthening retail sales. Some industry sources also report increased sales of cheese to foodservice customers. Export demand for foreign type cheeses is strong, as buyers are more willing to secure loads at current market prices. Cheese makers are running active production schedules, as milk remains available for European production. Stakeholders say cheese sales are outpacing production, and inventories are declining. Mozzarella cheese inventories are noted to be tight by some European contacts. Some industry sources report offering short term contracts of cheese at higher prices due to strong demand and tightening inventories.

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

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$1.7675 - 3.2250
Gorgonzola:	\$3.6900 - 5.7400	\$2.2750 - 2.9925
Parmesan (Italy):	0	\$2.1550 - 4.2450
Romano (Cows Milk):	0	\$2.9575 - 5.1125
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.5275 - 3.8525
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

## DRY PRODUCTS - JUNE 8

**LACTOSE CENTRAL/WEST:** Contacts report the recent decline in prices have left some purchasers hesitant to book contract loads of lactose for Q3 shipment. Spot demand for lactose remains light, as purchasers are limiting their orders to loads which meet their current needs. Spot loads of lactose are primarily moving at prices near the lower end of the current range. Production of lactose is steady, but outpacing demand.

Production of WPC 34% is steady to lighter, as lower prices and strong availability for WPC 34% in recent weeks have caused some manufacturers to shift their production towards dry whey.

**WPC CENTRAL/WEST:** Whey protein concentrate 34% prices held steady at the bottoms of the range and mostly price series, while the tops of each moved lower. Industry sources say sellers may need to offer loads of WPC 34% at lower prices in the coming weeks, to prevent warehouse inventories from growing too large. Spot demand for WPC 34% is lackluster as purchasers are continuing to limit their orders to loads which meet their immediate needs.

**CASEIN:** Acid and rennet casein prices continued to slip lower this week. Clearly, milk output increases in Europe, at least until recently, are keeping processors busy on the Continent. Despite price drops, contacts say markets have begun to find some steady ground at current price points.

**NDM EAST:** Processing is somewhat active, despite some downtime at plants in the last month. There is a glut of condensed skim on the market, but handlers are hopeful that warming weather will help alleviate some of their surplus skim milk. Some end users are running maintenance at their facilities, and therefore some typically active customers in the region are quieter.

## NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Conventional sliced 6- to 8-ounce cheese was the most advertised cheese item this week, edging out the shredded variety. Conventional sliced 6- to 8-ounce cheese held a weighted average advertised price of \$2.60, 7 cents higher than last week's average. Total conventional cheese ad numbers slipped six percent, while organic cheese ad totals dropped 36 percent from last week. Conventional Cream cheese totals dropped by 10 percent week over week.

Butter ad totals increased by 13 percent for conventional ads and 12 percent for organic ads. Conventional ad totals for butter in 8-ounce package sizes shot up 88 percent. One-pound conventional butter had a weighted average advertised price of \$4.16, \$.22 higher than last week's price. Eight-ounce conventional butter's weighted average advertised price was \$2.78, \$.30 higher than last week's price.

## RETAIL PRICES - CONVENTIONAL DAIRY - JUNE 9

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	2.78	2.81	2.00	NA	NA	3.31	NA
Butter 1#	4.16	4.10	4.64	4.32	3.94	3.92	4.25
Cheese 6-8 oz block	2.81	2.79	2.68	2.67	3.34	3.03	1.91
Cheese 6-8 oz shred	2.71	2.63	2.80	2.57	2.89	2.97	2.17
Cheese 6-8 oz sliced	2.60	2.43	2.47	2.84	3.22	3.03	2.22
Cheese 1# block	3.72	3.99	3.65	3.76	3.49	3.97	3.49
Cheese 1# shred	3.80	NA	3.49	3.97	3.49	NA	3.49
Cheese 1# sliced	6.07	8.99	NA	4.99	3.49	NA	3.49
Cheese 2# block	6.69	5.99	NA	NA	8.99	5.99	6.80
Cheese 2# shred	7.77	7.60	NA	7.69	8.99	6.55	11.99
Cottage Cheese 16 oz	2.44	2.60	2.50	1.99	1.86	NA	2.98
Cottage Cheese 24 oz	3.31	3.49	3.50	NA	3.42	NA	2.49
Cream Cheese 8 oz	2.23	2.70	1.66	3.00	2.38	1.99	3.98
Ice Cream 14-16 oz	3.58	3.74	3.46	3.58	3.07	3.94	3.12
Ice Cream 48-64 oz	3.85	3.48	3.65	4.03	4.37	4.17	4.17
Milk 1/2 gallon	2.05	NA	NA	NA	2.99	2.51	1.33
Milk gallon	3.56	3.90	NA	3.99	4.39	3.37	2.47
Flavored Milk 1/2 gal	2.95	NA	NA	2.95	NA	NA	NA
Flavored Milk gallon	3.26	NA	NA	5.99	NA	NA	2.47
Sour Cream 16 oz	1.95	2.10	1.75	1.86	1.95	2.08	NA
Sour Cream 24 oz	3.01	3.00	1.98	3.99	2.79	3.25	2.50
Yogurt (Greek) 4-6 oz	1.09	1.11	1.03	1.10	1.04	1.11	1.25
Yogurt 4-6 oz	0.60	0.62	0.61	0.53	0.57	0.77	0.57
Yogurt (Greek) 32 oz	5.50	5.53	5.89	5.99	5.64	4.46	4.67
Yogurt 32 oz	2.23	2.21	2.15	NA	2.49	NA	2.74

## ORGANIC DAIRY - RETAIL OVERVIEW

**National Weighted Retail Avg Price:**

Cream Cheese 8 oz:	NA	Yogurt 4-6 oz:	NA
Butter 8 oz:	NA	Yogurt 32 oz:	\$4.10
Butter 1lb:	\$6.76	Yogurt Greek 32 oz:	\$6.86
Cottage Cheese 16 oz:	\$4.67	Flavored Milk 1/2 gallon:	\$5.45
Cheese 6-8 oz sliced:	\$3.66	Milk 1/2 gallon:	\$4.17
Cheese 6-8 oz shreds:	\$4.20	Milk gallon:	\$6.99
Cheese 6-8 oz block:	NA	Sour cream 16 oz:	NA
Cheese 2 lb block:	NA	Ice Cream 48-64 oz:	NA

## WHOLESALE BUTTER MARKETS - JUNE 7

**WEST:** Although cream multiples are pushing upward, plenty of volume is available for processing needs. A few butter manufacturers have reduced amounts of outside cream taken in due to major equipment maintenance set to take place mid-month. Buttermaking is strong to steady as production schedules have picked up again following the recent holiday weekend. More cream is shifting to ice cream production from butter channels in some parts of the region. Demand is mixed. Foodservice and retail demand is reportedly strong to steadier, but moderate to quieter demand from commercial bulk buyers is noted. Unsalted and salted loads are available to accommodate current market demand. However, industry sources note unsalted bulk butter as comparatively tighter. Export activity is noted as moderate to quieter.

glut of cream even into last week. Churning remains active, but there are some contacts who are scheduling some maintenance related downtime over this week. Demand is seasonally meeting expectations, but there are some butter making contacts who say demand has begun to shift slightly higher week to week. Still, bulk inventories of salted butter are available. Despite some slight downward pressure on the cash call market, market tones are noted as quiet to range-bound.

**CENTRAL:** Butter makers say cream remains readily available. They relay that multiples have begun to shore up somewhat following the Memorial Day holiday weekend two weeks ago, which created a

**NORTHEAST:** Cream supplies have tightened somewhat in the East. Dry, hot weather has affected cow comfort and increases in ice cream production have drawn down upon available cream volumes. Despite some reports of slimmer cream availability, plant managers have shared that they are still actively churning, with some reports of manufacturing schedules spanning seven days a week. Contacts have relayed that they continue to freeze butter in bulk for future micro-fixing needs. Demand is mixed.

## WEEKLY COLD STORAGE HOLDINGS

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

DATE	BUTTER	CHEESE
06/05/23	70,949	73,462
06/01/23	70,156	73,403
Change	793	59
Percent Change	1	0

**CME CASH PRICES - JUNE 5 - JUNE 9, 2023**

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	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
<b>MONDAY</b> June 5	\$1.5500 (+3¼)	\$1.4300 (NC)	\$1.4025 (-4¼)	\$1.1625 (-¾)	\$0.2650 (+¾)
<b>TUESDAY</b> June 6	\$1.5675 (+1¼)	\$1.4600 (+3)	\$2.3775 (-2½)	\$1.1650 (+¼)	\$0.2750 (+1)
<b>WEDNESDAY</b> June 7	\$1.6525 (+8½)	\$1.5225 (+6¼)	\$2.3600 (-1¼)	\$1.1625 (-¼)	\$0.2750 (NC)
<b>THURSDAY</b> June 8	\$1.5700 (-8½)	\$1.4725 (-5)	\$2.3700 (+1)	\$1.1625 (NC)	\$0.2750 (NC)
<b>FRIDAY</b> June 9	\$1.5700 (NC)	\$1.4225 (-5)	\$2.3625 (-¾)	\$1.1600 (-¼)	\$0.2750 (NC)
<b>Week's AVG</b> <b>\$ Change</b>	\$1.5820 (+0.0782)	\$1.4615 (+0.0159)	\$2.3745 (-0.0743)	\$1.1625 (-0.0019)	\$0.2730 (+0.0080)
<b>Last Week's</b> <b>AVG</b>	\$1.5038	\$1.4456	\$2.4488	\$1.1644	\$0.2650
<b>2022 AVG</b> <b>Same Week</b>	\$2.2585	\$2.2730	\$2.9790	\$1.8720	\$0.5370

**MARKET OPINION - CHEESE REPORTER**

**Cheese Comment:** Six cars of blocks were sold Monday, the last at \$1.4300, which left the price unchanged. One car of blocks was sold Tuesday at \$1.4600, which set the price. On Wednesday, 6 cars of blocks were sold, the last at \$1.5225, which set the price. Five cars of blocks were sold Thursday, the last at \$1.4725, which set the price. Eight cars of blocks were sold Friday, the last at \$1.4225, which set the price. The barrel price rose Monday on a sale at \$1.5500, increased Tuesday on a sale at \$1.5675, jumped Wednesday on a sale at \$1.6525, then dropped Thursday on a sale at \$1.5700. A total of 21 carloads of barrels were traded this week at the CME.

**Butter Comment:** The price dropped Monday on a sale at \$2.4025, fell Tuesday on a sale at \$2.3775, declined Wednesday on a sale at \$2.3600, increased Thursday on a sale at \$2.3700, then fell Friday on a sale at \$2.3625.

**Nonfat Dry Milk Comment:** The price declined Monday on a sale at \$1.1625, rose Tuesday on a sale at \$1.1650, fell Wednesday on a sale at \$1.1625, and declined Friday on a sale at \$1.1600.

**Dry Whey Comment:** The price increased Monday on an unfilled bid at 26.50 cents, and rose Tuesday on an unfilled bid at 27.50 cents.

**WHEY MARKETS - JUNE 5 - JUNE 9, 2023**

RELEASE DATE - JUNE 8, 2023

<b>Animal Feed Whey—Central: Milk Replacer:</b>	.2300 (NC) – .2500 (NC)
<b>Buttermilk Powder:</b>	
Central & East:	.9200 (-3) – 1.0500 (NC) West: .8900 (NC) – 1.0300 (NC)
Mostly:	.9100 (+1) – .9900 (NC)
<b>Casein: Rennet:</b>	4.5000 (NC) – 4.7500 (-25) Acid: 4.7000 (-20) – 5.0000 (-15)
<b>Dry Whey—Central (Edible):</b>	
Nonhygroscopic:	.2650 (+1½) – .3800 (NC) Mostly: .2700 (NC) – .3500 (NC)
<b>Dry Whey—West (Edible):</b>	
Nonhygroscopic:	.2650 (-¼) – .4025 (-3¼) Mostly: .2900 (-2) – .3800 (-2)
<b>Dry Whey—NE:</b>	.3375 (-3) – .4000 (-4)
<b>Lactose—Central and West:</b>	
Edible:	.1350 (NC) – .4800 (NC) Mostly: .1500 (NC) – .3000 (-3)
<b>Nonfat Dry Milk—Central &amp; East:</b>	
Low/Medium Heat:	1.1400 (NC) – 1.2000 (+1) Mostly: 1.1500 (NC) – 1.1800 (+1)
High Heat:	1.2400 (NC) – 1.3200 (NC)
<b>Nonfat Dry Milk—Western:</b>	
Low/Med Heat:	1.1300 (+1) – 1.2100 (NC) Mostly: 1.1500 (+1) – 1.2000 (NC)
High Heat:	1.2550 (+¼) – 1.4000 (NC)
<b>Whey Protein Concentrate—34% Protein:</b>	
Central & West:	.7000 (NC) – 1.2500 (-3) Mostly: .8000 (NC) – 1.1750 (-2½)
<b>Whole Milk:</b>	1.9000 (NC) – 2.0500 (-5)

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

**HISTORICAL MONTHLY AVG BARREL PRICES**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'08	1.8774	1.9560	1.7980	1.8010	2.0708	2.0562	1.8890	1.6983	1.8517	1.8025	1.6975	1.5295
'09	1.0832	1.1993	1.2738	1.1506	1.0763	1.0884	1.1349	1.3271	1.3035	1.4499	1.4825	1.4520
'10	1.4684	1.4182	1.2782	1.3854	1.4195	1.3647	1.5161	1.6006	1.7114	1.7120	1.4520	1.3751
'11	1.4876	1.8680	1.8049	1.5756	1.6902	2.0483	2.1124	1.9571	1.7010	1.7192	1.8963	1.5839
'12	1.5358	1.4823	1.5152	1.4524	1.4701	1.5871	1.6826	1.7889	1.8780	2.0240	1.8388	1.6634
'13	1.6388	1.5880	1.5920	1.7124	1.7251	1.7184	1.6919	1.7425	1.7688	1.7714	1.7833	1.8651
'14	2.1727	2.1757	2.2790	2.1842	1.9985	1.9856	1.9970	2.1961	2.3663	2.0782	1.9326	1.5305
'15	1.4995	1.4849	1.5290	1.6135	1.6250	1.6690	1.6313	1.6689	1.5840	1.6072	1.5305	1.4628
'16	1.4842	1.4573	1.4530	1.4231	1.3529	1.5301	1.7363	1.8110	1.5415	1.5295	1.7424	1.6132
'17	1.5573	1.6230	1.4072	1.4307	1.4806	1.3972	1.4396	1.5993	1.5691	1.6970	1.6656	1.5426
'18	1.3345	1.4096	1.5071	1.4721	1.5870	1.4145	1.3707	1.5835	1.4503	1.3152	1.3100	1.2829
'19	1.2379	1.3867	1.4910	1.5925	1.6278	1.6258	1.7343	1.7081	1.7463	2.0224	2.2554	1.8410
'20	1.5721	1.5470	1.4399	1.0690	1.5980	2.3376	2.4080	1.4937	1.6401	2.2213	1.8437	1.4609
'21	1.5141	1.4442	1.4811	1.7119	1.6923	1.5639	1.4774	1.4158	1.5319	1.8008	1.5375	1.6548
'22	1.8204	1.9038	2.0774	2.3489	2.3567	2.2077	2.0581	1.8741	2.0690	2.1285	1.9454	1.8395
'23	1.6803	1.5761	1.8175	1.5921	1.5073							

**USDA Lowers 2023 Milk Production Forecasts; Price Forecasts Mixed**

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released today, lowered its 2023 milk production forecast, didn't change its 2024 milk production forecast, and both raised and lowered its price forecasts for both years.

Milk production for 2023 is forecast 200 million pounds lower than last month, at 228.4 billion pounds, on slower growth in milk per cow than previously expected. The milk production forecast for 2024 is unchanged from last month, at 230.8 billion pounds.

For 2023, commercial dairy exports are lowered on both fat and skim-solids bases. Fat basis exports are lowered on recent data and primarily lower projections for butter. Skim-solids basis exports are lowered on recent data and as weaker whey and lactose shipments are expected to more than offset higher exports of nonfat/skim milk powders. For 2024, exports are unchanged on a fat basis but are lowered on a skim-solids basis.

Dairy imports for 2023 on a fat basis are raised on stronger expected demand for butter partly offset by weaker cheese imports. Imports on a skim-solids basis are

lowered primarily on lower projected milk protein concentrate imports. Import forecasts for 2024 are unchanged.

For 2023, butter and nonfat dry milk price forecasts are raised from last month on recent price strength and anticipated demand, while cheese and dry whey price forecasts are lowered. For 2023, USDA's new price forecasts are as follows: cheese, \$1.7300 per pound; butter, \$2.4350 per pound; NDM, \$1.1900 per pound; and dry whey, 37.0 cents per pound.

With these changes in product prices, the 2023 Class III price forecast is lowered to \$16.70 per hundredweight, while the Class IV price forecast is raised to \$18.35 per hundred. The all milk price forecast is lowered to \$19.95 per hundred.

For 2024, prices are reduced for cheese and dry whey, to \$1.7750 and 36.0 cents per pound, respectively, but raised for NDM, to \$1.1300 per pound. The butter price forecast is unchanged from last month, at \$2.3350 per pound.

The 2024 Class III price is forecast lower, at \$17.00 per hundred, while a higher Class IV price of \$17.45 per hundred is expected. The all milk price forecast is lowered to \$19.65 per hundred.

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