



CHEESE REPORTER

Vol. 147, No. 39 • March 10, 2023 • Madison, Wisconsin



Moving Toward Hearing, NMPF Board OKs Order Reform Proposal

Proposal Includes Higher Class I Differentials In All Orders; Backing From Other Groups Sought

Arlington, VA—The National Milk Producers Federation’s (NMPF) board of directors unanimously endorsed a proposal to modernize the federal milk marketing order (FMMO) system Tuesday at its March meeting.

The board reviewed a package of changes initially developed and proposed by a task force of NMPF cooperative experts and later approved by the organization’s Economic Policy Committee.

With the board’s approval, NMPF’s next step is to move toward submitting the proposal to the US Department of Agriculture (USDA) as the basis for a federal order hearing while continuing conversations with other dairy stakeholder partners.

Jim Mulhern, NMPF’s president and CEO, said the organization stands ready to assist farmers, the dairy industry and federal officials in any way it can as the process unfolds.

“We believe in a better future for this industry, and this proposal

will help build that future,” Mulhern said.

“After gathering dairy’s best minds and consulting with partners across the industry, today we are moving forward with a comprehensive FMMO proposal the entire industry can get behind,” said Randy Mooney, chairman of NMPF’s board and a dairy farmer from Rogersville, MO.

“We look forward to leading a thorough, deliberative process as we submit this proposal to USDA and partner with our allies to modernize milk pricing in ways that serve dairy farmers and the entire industry,” Mooney added.

Among the proposed changes to the federal order system that are included in NMPF’s proposal: updated Class I differentials to reflect changes in the cost of delivering bulk milk to fluid milk plants.

The current federal order Class I differentials have for the most part not changed since they were first implemented in 2000, while the

cost of delivering bulk milk to fluid milk plants has increased, NMPF noted. As a result, the current Class I differentials have become increasingly inadequate to effectively supply milk for fluid use and thereby creating disorderly marketing conditions.

Under NMPF’s proposal, current Class I differentials would be increased in all 11 orders, with those increases ranging from \$1.00 per hundredweight for the Southwest order to \$1.93 per hundred for the Appalachian order.

Current Class I differentials range from \$1.70 per hundredweight for the Upper Midwest order to \$5.23 per hundred for the Florida order.

Under NMPF’s proposal, Class I differentials would range from \$2.92 per hundred for the Upper Midwest order to \$7.07 per hundred for the Florida.

Another proposal supported by NMPF: discontinue the use of barrel cheese in the protein component price formula. Currently, federal order formulas weight cheese blocks and barrels about

• See **NMPF Proposal**, p. 4

Cheese Production Rose 3.2% In Jan.; Cheddar Output Jumped 7.1%

Washington—US cheese production during January totaled 1.209 billion pounds, up 3.2 percent from January 2022, USDA’s National Agricultural Statistics Service (NASS) reported last Friday.

That’s the second-largest volume of monthly cheese production ever; the only month to record higher cheese output was March 2022, when cheese production totaled 1.210 billion pounds.

Regional cheese production in January, with comparisons to January 2022, was: Central, 584.5 million pounds up 3.4 percent; West, 486.5 million pounds, up 2.5 percent; and Atlantic, 138.0 million pounds, up 4.5 percent.

January cheese production in the states broken out by NASS, with comparisons to January 2022, was: Wisconsin, 295.9 million pounds, up 3.2 percent; California, 204.0 million pounds, down 2.3 percent; New Mexico, 95.5 million pounds, up 13.6 percent; Idaho, 90.9 million pounds, up 3.9 percent; New York, 71.7 million pounds, up 9.8 percent; Minnesota, 70.3 million pounds, up 6.9 percent; Pennsylvania, 38.0 million pounds, down 3.3 percent; Iowa, 32.4 million pounds, up 0.8 percent; Ohio, 22.9 million pounds, down 0.2 percent; Vermont, 12.7 million pounds, up 3.4 percent; New Jersey, 5.7 million pounds, up 9.9 percent; and

• See **Cheese Output Up**, p. 6

FDA Seeks \$133 Million Budget Increase To Boost Food Safety, Nutrition Capacity

Silver Spring, MD—The US Food and Drug Administration (FDA) on Thursday announced that it is requesting \$7.2 billion as part of President Biden’s fiscal year (FY) 2024 budget.

The budget proposal provides an increase of \$133 million to strengthen FDA’s food safety and nutrition capacity.

The agency announced a new, transformative vision for the FDA Human Foods Program as a result of the findings and recommendations identified through the external evaluation conducted by an expert panel of the Reagan-Udall

• See **FDA Budget**, p. 8

US Dairy Exports Increased 20% In January; Dairy Imports Rose 30%

January Cheese Exports Rose 16%, Cheese Imports Increased 4%

Washington—US dairy exports during January were valued at \$701.6 million, up 20 percent from January 2022, according to figures released Wednesday by USDA’s Foreign Agricultural Service (FAS).

That marks the 11th consecutive month in which the value of US dairy exports topped \$700 million.

Leading markets for US dairy exports in January, on a value basis, with comparisons to January 2022, were: Mexico, \$200.0 million, up 49 percent; Canada, \$78.5 million, up 15 percent;

China, \$52.0 million, up 14 percent; Japan, \$39.3 million, up 35 percent; Philippines, \$38.7 million, down 18 percent; South Korea, \$31.6 million, down 18 percent; Indonesia, \$31.1 million, up 47 percent; and Australia, \$19.2 million, up 29 percent.

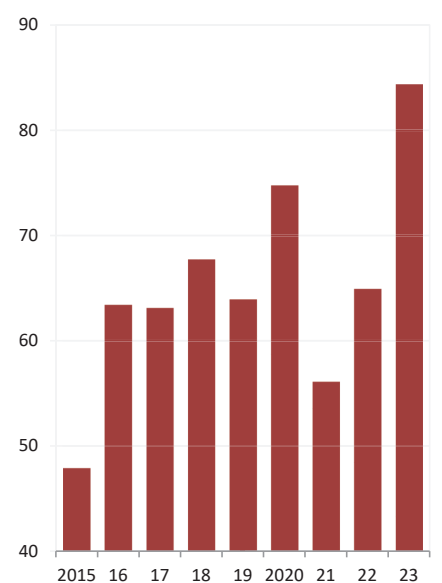
US dairy imports during January were valued at \$412.2 million up 30 percent from January 2022. That’s the fourth straight month in which dairy imports were valued at more than \$400 million.

Leading sources of US dairy imports in January, on a value basis, with comparisons to January 2022, were: New Zealand, \$65.6 million, up 20 percent; Ireland, \$53.6 million, up 9 percent; Italy, \$41.8 million, down 1 percent; Canada, \$33.2 million, up

• See **Jan. Dairy Trade**, p. 11

US Lactose Exports

January 2015–2023 millions of pounds





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

Cheese Reporter Publishing Co. Inc. © 2023

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

DICK GROVES
Publisher/Editor

e-mail: dgroves@cheesereporter.com
608-316-3791

MOIRA CROWLEY
Specialty Cheese Editor
e-mail: mcrowley@cheesereporter.com
608-316-3793

KEVIN THOME
Advertising & Marketing Director
e-mail: kthome@cheesereporter.com
608-316-3792

BETTY MERKES
Classifieds/Circulation Manager
e-mail: info@cheesereporter.com
608-316-3790

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

The 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
Jim Mildbrand
jim.mildbrand@gmail.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
Lloyd Metzger, 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
tw: @cheesereporter

100 Years Ago, Congress Defined Butter. And Then...

It was 100 years ago this month, in March of 1923, that Congress passed, and President Warren G. Harding signed into law, legislation that defined butter. Since then, butter has seen more than its share of ups and downs, to put it mildly.

Under that century-old law, butter is defined as “the food product usually known as butter, and which is made exclusively from milk or cream, or both, with or without common salt, and with or without additional coloring matter, and containing not less than 80 per centum by weight of milk fat, all tolerances having been allowed for.”

To put this in just a bit of historical perspective, there's a short item in the *Congressional Record* of Mar. 4, 1923 (for the House of Representatives) that explains that, upon the recommendation of the US Department of Agriculture “and with the indorsement of the trade the legislative standard of 80 per cent has now been enacted by the Congress, thus furnishing a common standard for all interstate traffic in butter, eliminating the confusion heretofore existing, and placing all dairy interests manufacturing butter upon an equal competitive basis.”

So, what's been happening with butter over the past century? We'll take a brief look at just three points: butter production, butter consumption, and overall perceptions of butter.

Production-wise, back in 1923, US butter production totaled 1.33 billion pounds, according to statistics from USDA's National Ag Statistics Service. Notably, the NASS butter production figures only date back to 1919, when butter output totaled 939 million pounds. Butter production first topped 1.0 billion pounds in 1921.

Butter production followed a general upward trend for the next couple of decades, reaching a then-record 1.87 billion pounds in 1941. But then it started to decline, to

under 1.2 billion pounds in 1946, right around 1.2 billion pounds in both 1951 and 1952, and generally between 1.2 and 1.5 billion pounds through about 1968.

Then butter production really started to fall, dropping to 919 million pounds in 1973 and remaining under 1.0 billion pounds through 1979, with the exception of 1977, when it totaled just under 1.1 billion pounds.

Starting in 1980, butter production was consistently above 1.1 billion pounds, but was also consistently below 1.5 billion pounds, for more than two decades.

Then butter production started to grow, reaching 1.5 billion pounds in 2007, the first time it had been that high since 1962. In 2011, butter production topped 1.8 billion pounds for the first time since 1941. Butter production finally broke the 1941 record in 2018, reaching 1.97 billion pounds, and then broke the 2.0-billion-pound mark in 2020, at a record 2.15 billion pounds.

That record still stands; butter production in 2021 totaled 2.07 billion pounds, and 2022 production has been estimated at 2.06 billion pounds.

One final note on butter production over the past century: NASS statistics show that, in 1936 (the earliest NASS figure available), there were 4,558 plants producing butter in the US (butter production that year totaled 1.67 billion pounds); as of 2021, there were 97 plants producing butter in the US.

As far as butter consumption is concerned, as the production statistics indicate, per capita butter consumption was pretty impressive a century ago, and through roughly the first half of the 1940s. Specifically, per capita butter consumption in 1919, the first year production figures are available, totaled 15.3 pounds.

From 1920 through 1944, per capita butter consumption was never below 13 pounds, and for several years (1931 through 1934) it was above 18 pounds. And in

From margarine to so-called vegan and plant-based “butter,” there's no shortage of imitators trying to cash in on butter's good name.

1923, when Congress passed the law defining butter, per capita consumption was 17.9 pounds.

But per capita consumption fell below 12 pounds in 1945, when it was 11.7 pounds, and then dropped below 10 pounds in 1951, at 9.7 pounds. Per capita consumption remained above seven pounds through 1964, but fell below that mark in 1965, at 6.8 pounds. And by 1973 it had fallen below five pounds, at 4.8 pounds.

And per capita butter consumption remained below five pounds every year from 1973 through 2007, with the exception of 1984, when it totaled 5.0 pounds. But then, in 2008, per capita butter consumption started to increase, and reached 6.0 pounds in 2018 and then 6.5 pounds in 2021.

Finally, in the area that we earlier referred to as “perceptions of butter,” it seems that, reflecting production and consumption, perceptions of butter have had their ups and downs over the past century.

One way to look at this is to look at butter's longtime arch-rival, margarine (also known as oleo-margarine). For years, margarine was believed to be the nutritionally smarter choice for consumers, because it didn't contain saturated fat. That era roughly corresponded with when butter production and per capita consumption were at historically low levels.

Margarine's “glory days” are long gone, and in fact partially hydrogenated vegetable oils, the main ingredient in many margarines, are no longer considered generally recognized as safe (GRAS).

Maybe the best way to illustrate the overall perception of butter is by using the old saying, imitation is the sincerest form of flattery. From margarine to so-called vegan and plant-based “butter,” there's no shortage of imitators trying to cash in on butter's good name.

Why? Because, for over 100 years, butter has been the gold standard. And it will remain so.

Global Dairy Trade Price Index Falls 0.7%; Majority Of Product Prices Drop

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 0.7 percent from the previous auction, held two weeks ago.

In this auction, which featured 152 participating bidders and 124 winning bidders, prices were higher for whole milk powder and lactose; and lower for Cheddar, skim milk powder, butter, anhydrous milkfat, and buttermilk powder.

Results from this week's GDT auction, with comparisons to the previous auction, were as follows:

Cheddar cheese: The average winning price was \$4,509 per metric ton (\$2.04 per pound), down 10.2 percent. Average winning prices were: Contract 1 (April), \$4,571 per ton, down 8.0 percent; Contract 2 (May), \$4,537 per ton, down 7.8 percent; Contract 3 (June), \$4,520 per ton, down 11.6 percent; Contract 4 (July), \$4,555 per ton, down 13.6 percent; and Contract 6 (September), \$4,270 per ton.

Skim milk powder: The average winning price was \$2,739 per ton (\$1.24 per pound), down 1.1 percent. Average winning prices were: Contract 1, \$2,747 per ton, down 0.9 percent; Contract 2, \$2,723 per ton, down 1.9 percent; Contract 3, \$2,745 per ton, down 0.1 percent; Contract 4, \$2,760 per ton, down 0.9 percent; and Contract 5 (August), \$2,790 per ton, down 0.7 percent.

Whole milk powder: The average winning price was \$3,277 per ton (\$1.49 per pound), up 0.2 percent. Average winning prices were: Contract 1, \$3,267 per ton, up 0.4 percent; Contract 2, \$3,273 per ton, up 0.2 percent; Contract 3, \$3,284 per ton, up 0.2 percent; Contract 4, \$3,288 per ton, down 0.2 percent; and Contract 5, \$3,343 per ton, down 1.1 percent.

Butter: The average winning price was \$4,899 per ton (\$2.22 per pound), down 0.3 percent. Average winning prices were: Contract 1, \$4,867 per ton, down 1.3 percent; Contract 2, \$3,855 per ton, down 1.3 percent; Contract 3, \$4,879 per ton, down 0.2 percent; Contract 4, \$4,988 per ton, up 1.2 percent; and Contract 5, \$5,098 per ton, up 2.6 percent.

Anhydrous milkfat: The average winning price was \$5,340 per ton (\$2.42 per pound), down 1.8 percent. Average winning prices were: Contract 1, \$5,302 per ton, down 1.7 percent; Contract 2, \$5,285 per ton, down 1.9 percent; Contract 3, \$5,340 per ton, down 1.4 percent; Contract 4, \$5,423 per ton, down 2.1 percent; and Contract 5, \$5,462 per ton, down 2.8.

Lactose: The average winning price was \$1,112 per ton (50.4

cents per pound), up 0.3 percent. That was for Contract 2.

Buttermilk powder: The average winning price was \$2,521 per ton (\$1.14 per pound), down 4.5 percent. Average winning prices were: Contract 1, \$2,625 per ton, down 8.2 percent; Contract 2, \$2,474 per ton, down 4.1 percent; Contract 3, \$2,615 per ton, down 3.1 percent; Contract 4, \$2,630 per ton, down 7.4 percent; and Contract 5, \$2,690 per ton, down 3.9.

Whole milk powder prices have been "remarkably stable" over the calendar year thus far, hovering consistently around the US\$3,300 per metric ton mark, ASB Bank noted in its "Commodities Weekly"

report. Freed from its restrictions, China has made a modest return to global dairy markets, with its proportion of purchases over the last two auctions hovering around 60 percent, its highest since February 2022. But that's set against softer demand from other regions, with Southeast Asia purchasing its lowest volumes since mid-2021.

With New Zealand's dairy season nearly at an end, and not much product left to sell, the underperformance in prices over the last couple of GDT auctions nudges prices slightly lower at the margin, ASB noted. At this late stage, ASB has adopted the midpoint of Fonterra's latest forecast farmgate milk price range for the 2022/23 season, circa \$8.50 per kilogram of milk solids (down from ASB's own \$8.65 per kilogram of milk solids).

In late February, Fonterra reduced and narrowed its 2022/23 forecast farmgate milk price range from \$8.50 to \$9.50 per kilogram of milk solids, with a midpoint of \$9.00, to \$8.20 to \$8.80 per kilogram of milk solids, with a midpoint of \$8.50.

Miles Hurrell, Fonterra CEO, said the revised forecast farmgate milk price range reflects softened demand at a time of balanced supply. Demand for whole milk powder, particularly from China, has been "soft," with prices down around 5 percent since the beginning of December.

"While we are encouraged by recent increased buying behavior from China, it is too soon to determine the extent of the impact this may have on the rest of the season," Hurrell commented.



Discover our full value.

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

Visit us at CheeseCon **Booth #506** to learn more.

[f](#) [@TetraPakUSA](#) [@TetraPak_USCAN](#) [TetraPakUSA.com](#)

Tetra Pak[®]
PROTECTS WHAT'S GOOD

For more information, visit www.tetrapak.com/en-us

NMPF Proposal

(Continued from p. 1)

50/50 in the reports to USDA's weekly mandatory price survey.

But that doesn't reflect the relative volumes of cheese actually produced and priced by these two forms of natural Cheddar cheese, NMPF noted. Eliminating barrel cheese from the pricing formula will better reflect the value of producer milk for manufacturing cheese.

The proposal approved by NMPF's board includes two changes in the area of make allowances. First, NMPF supports the development of a process to ensure that make allowances are reviewed more frequently.

This includes enacting legislation to require USDA to conduct regular, mandatory and auditable processing plant cost studies every two years and to report the results. This would provide information necessary for the industry to consider requesting a hearing to update make allowances based on more accurate and up-to-date data, NMPF explained.

Federal order make allowances haven't changed since 2008, while costs of manufacturing dairy products used in the federal order component price formulas have increased, NMPF noted. The problem of maintaining proper make allowances in the pricing formulas is exacerbated by the persistent lack of accurate information relative to costs of manufacturing dairy products.

Second, NMPF supports updating current make allowances to the following: cheese, 24.0 cents per pound (the current make allowance is 20.03 cents); dry whey, 23.0 cents per pound (the current make allowance is 19.91 cents); butter, 21.0 cents per pound (the current make allowance is 17.15 cents);

and nonfat dry milk, 21.0 cents per pound (the current make allowance is 16.78 cents per pound).

This recommendation was unanimously approved by NMPF's board to provide an interim update to the inadequate make allowance values currently in the pricing formulas, pending implementation of the mandatory make allowance cost study procedure supported by NMPF (and outlined above).

NMPF also supports reverting back to the "higher-of" in the Class I mover. The current Class I mover carries an asymmetric risk versus the previous "higher of" calculation, which means dairy farmers are exposed to unlimited risk on the downside, while benefits to dairy farmers are limited on the upside, NMPF noted.

This asymmetric risk was exposed during the pandemic-induced market volatility that occurred during 2022, but even after the pandemic, the current mover "significantly underperformed" the previous mover for five straight months in 2022, demonstrating that serious negative impacts to dairy producers from this asymmetric risk are not unique to the pandemic-induced market disruptions that occurred three years ago.

NMPF also supports updating the milk component factors for protein, nonfat solids, and other solids in the Class III and Class IV skim price formulas. The component composition factors in the federal order skim milk formulas have not changed since 2000.

The composition of these milk components has increased, causing a steadily growing understatement of the value of producer milk in all four classes in the four fat-skim pricing orders and Class I milk in all orders, NMPF said.

NMPF also wants to extend the current 30-day reporting limit to

45 days on forward priced sales of nonfat dry milk and dry whey. Increasing the number of reporting days on these two products will increase the representation of exported volumes of both NDM and dry whey while still keeping the reporting limit narrow enough to ensure the reports represent current prices.

NMPF also supports the ability of dairy cooperatives to vote as a bloc on federal order issues.

Also, NMPF supports the federal legislation that authorizes the federal order system, as well as improvements that increase clarity and producer understanding of milk pricing and ensure an orderly market and fair prices for dairy farmers.

Federal orders exist to promote orderly marketing conditions in fluid milk markets, supervise terms of trade that achieve more equality of bargaining between dairy farmers and milk processors, and assure that consumers have an adequate dairy supply, NMPF noted.

In addition to its proposal to modernize federal orders, NMPF board members are also discussing:

- The need to build upon a US FDA draft guidance document on plant-based beverage labeling that NMPF feels doesn't go far enough to end the mislabeling of imitation products using dairy terms;

- Industry leadership in animal care, environmental stewardship, and workforce development through the National Dairy Farmers Assuring Responsible Management (FARM) Program.

- How sound policy can contribute to another record year for US dairy exports; and

- Potential 2023 farm-bill priorities.

More information on NMPF's federal order modernization proposal is available on NMPF's website, at www.nmpf.org.

FROM OUR ARCHIVES

50 YEARS AGO

March 9, 1973: Greenwich, CT—Cheese Shop International here has contracted with Dairy Lea Cooperative, Inc., New York State, for the purchase of Cheese Shop franchises. Cheese Shop currently has 80 shops located in 20 US states and the District of Columbia.

Washington—The FDA has amended the standard of identity for Parmesan and Reggiano cheese to permit a minimum curing time of 10 months. This action was instigated in 1970 when Chicago's Tolibia Cheese Co. proposed the standard of identity for these cheeses be amended to reduce the minimum curing time from 14 months.

25 YEARS AGO

March 13, 1998: Rome, Italy—After examining new evidence, a Food & Agriculture Organization (FAO)/World Health Organization (WHO) independent scientific committee has reconfirmed that the treating of cows with bovine growth hormone (BST/BGH) to increase milk production is safe.

Washington—Just-released government sales and production data indicate that price increases caused by the Northeast Interstate Dairy Compact have hurt consumption of beverage milk in New England. At the same time, data shows that the compact has spurred additional milk production in New England, in excess of what's needed to provide milk to local consumers.

10 YEARS AGO

March 8, 2013: Green Bay, WI—Marieke Penterman of Holland's Family Cheese, Thorp, WI, won the title of US Champion Cheese Maker with her Marieke Mature Gouda, which scored 98.31 in the final round. Spring Brook Farm, Reading, VT, earned first runner-up with its Tarentaise, and Team Cracker Barrel/Agropur Weyauwega for Kraft Foods won second runner up with Medium Cheddar.

Columbia, MO—California, Michigan and Idaho are expected to be major contributors to the growth of the US dairy herd in the medium term, the University of Missouri Food & Ag Policy Research Institute reported here this week.

PERSONNEL

Saputo Inc. has appointed FRANK GUIDO as president and chief operating officer, US Dairy Division, and HAIG POUTCHIGIAN as president and chief operating officer, Canada Dairy Division, effective April 1. Guido joined Saputo in 2015. He previously held senior management positions in operations, supply chain, continuous improvement, and finance at other public companies in the consumer packaged goods industry. Poutchigian joined Saputo in 2016 as senior vice president, finance, Canada Dairy Division, and brings over 25 years of experience in finance and operations to his new role.

KATE FINK has joined the Democratic staff of the **House Agriculture Committee** as policy

director. Fink has over 12 years of experience with the USDA, specializing in nutrition assistance programs and ag research.

Foremost Farms Announces Circle Of Excellence Winners

Middleton, WI—Foremost Farms USA announced Tuesday the 10 individuals and four plants that have earned the cooperative's 2022 Circle of Excellence Awards.

The Circle of Excellence Awards include:

President's Award: Colleen Carr, senior director, sales operations; **One Team Award:** Heather Teasdale-Stowell, plant operations specialist; **Take Care of Our World Award:** Kaitlyn Harbort, business sustainability analyst; **Work with**

Integrity Award: Darin Krume-nauer and Teresa Ellerman, senior financial analysts; **Force for Good Award:** Lisa Yanke, communications director; **Most Valuable Team Award:** Kaitlyn Harbort, business sustainability analyst; Mercedes Talvitie, farm sustainability analyst; and Andrew Koch, environmental health and safety engineer.

Service Hero Award: Troy Holzer, safety supervisor, Appleton plant.

The award for **Plant of the Year** went to Foremost Farms' Clayton facility, while the **Quality Plant of the Year Award** went to the Sparta plant. Foremost's Greenville plant earned the **Platinum Service Plant of the Year Award**, and the Marshfield facility won the co-op's **Safety Plant of the Year Award**.

Bipartisan DAIRY PRIDE Act Introduced By Several Members Of US House

Washington—Several members of the US House this week introduced the bipartisan DAIRY PRIDE (Defending Against Imitations and Replacements of Yogurt, milk, and cheese to Promote Regular Intake of Dairy Everyday) Act, which would require products derived from seeds, plants, algae, and nuts to no longer be labeled with dairy terms such as cheese, milk and yogurt.

The legislation was introduced by US Reps. Derrick Van Orden (R-WI), John Joyce (R-PA), Ann Kuster (D-NH), Mike Simpson (R-ID), Joe Courtney (D-CT), and Angie Craig (D-MN).

The DAIRY PRIDE Act was introduced in the US Senate last week.

Introduction of the bills in the Senate and House follows the release two weeks ago of the US Food and Drug Administration's (FDA) draft guidance on the naming of plant-based foods that are marketed and sold as alternatives to milk. Under that draft guidance, a plant-based milk alternative may be labeled with the term "milk," "beverage" or "drink."

"With proposed FDA guidance that acknowledges the problem of consumer confusion over the nutritional content of plant-based beverages, but doesn't go far enough to solve the problem by enforcing its own standards of identity and limiting dairy terms used in food labeling to dairy products, DAIRY PRIDE is necessary for FDA to fulfill its own responsibilities," said Jim Mulhern, president and CEO of the National Milk Producers Federation (NMPF).

"To eliminate consumer confusion over their nutritional content, plant-based drinks or beverages shouldn't be allowed to use dairy terms in their labeling," Mulhern added.

"Milk comes from a mammal; it is that simple," Van Orden said. "The nutritional value of whole milk for child development and as an integral part of a healthy diet throughout life cannot be overstated. Our dairy farmers work incredibly hard to produce quality products and consumers deserve to know what they are purchasing and consuming.

"The DAIRY PRIDE act will serve both these purposes admirably," Van Orden added.

"The nutritional value and benefits derived from dairy products cannot be confused with plant-based alternatives. I am proud to lead this legislation to support dairy farmers across our nation," Joyce commented.

More Assertive US Government Actions Urged On Common-Name Trade Barriers

Arlington, VA—US lawmakers and food industry representatives gathered last week for a bipartisan discussion on common food names and remarked that "we need more focused and assertive US government actions to counter growing common-name trade barriers and continue to protect the rights of American producers," according to Krysta Harden, president and CEO of the US Dairy Export Council (USDEC).

The meeting on Capitol Hill was organized by the Consortium for Common Food Names (CCFN) and Agri-Pulse. US Sens. Tammy Baldwin (D-WI) and Roger Marshall (R-KS) and US Reps. Adrian Smith (R-NE) and Jim Costa (D-CA) joined CCFN members and partners to underscore the importance of a strong and coordinated US government response to protect US farmers and businesses from unfair competition arising from the abuse of geographical indications (GIs) for cheese, meat products, wines and other products.

Joining the lawmakers in calling for increased US engagement on the GI issue were Jeff Schwager, the new CCFN chairman; Chad Vincent, CEO of Dairy Farmers of Wisconsin; Charles Jefferson, VP of federal and international public policy for the Wine Institute; Derek Sohnrey, California rice producer representing USA Rice; Michael Schumpp, director of international affairs for the North American Meat Institute; and Shawna Morris, CCFN senior director and USDEC senior vice president, trade policy.

The European Union (EU) has been "the principal culprit in

seeking to monopolize the use of generic terms," said Jaime Castaneda, USDEC executive vice president, policy development and strategy. "The EU has pursued an aggressive strategy of name restrictions with many of our trading partners.

"If the US government doesn't act, we may lose market access that was negotiated prior to the Europeans negotiating their own trade agreements," Castaneda continued.

Two days after the Capitol Hill meeting, the US Court of Appeals for the Fourth Circuit upheld two prior judicial decisions in finding "Gruyere" to be a generic term for a cheese variety. That decision was praised by CCFN, USDEC and the National Milk Producers Federation (NMPF).

The Consortium for Common Food Names, backed by its member companies along with USDEC and NMPF, committed significant resources to building the case for Gruyere as a generic term and crafting a successful argument that non-European companies should retain their rights to make and sell Gruyers in the US.

The precedent-setting case is viewed as an important one for CCFN's broader global efforts to preserve the use of a wide variety of generic names.

"The EU position is hypocrisy at its best, and 'Gruyere' is the perfect example," Castaneda commented. "Although the Swiss allowed the French to use the name Gruyere, neither the French nor the Swiss wanted us to use the name."

The speakers at the Capitol Hill meeting underscored the need for the US Trade Representative and

the US Department of Agriculture to proactively establish with US trading partners strong protections for common names, using whatever tools are necessary to preserve access for US exports to those markets.

Schwager, the Consortium for Common Food Names's new chairman, also cited the farm bill as a possible means of spurring action on a proactive common names agenda.

The US needs to prioritize common names in current and future trade negotiations, Baldwin said.

"As the European Union is negotiating agreements with many of our trading partners and undermining export opportunities, we cannot wait on the sidelines as these deals get made," Baldwin added.

As Castaneda noted in a CCFN press release on the Capitol Hill meeting, "The bipartisan message is loud and clear: The US will not tolerate the EU's efforts to bar US companies from global customers by misappropriating widely used common names, and immediate actions are needed by the US government to effectively tackle the EU's harmful tactics."

The Consortium for Common Food Names and its members support the protection of legitimate geographical indications but will continue to fight against efforts to build unfair trade barriers. CCFN has created an informational video to explain the issue of common food names, the threat from the EU's aggressive program to monopolize them and its own extensive efforts to preserve the rights of US companies to continue using them.

For more information on the Consortium for Common Food Names, visit www.commonfood-names.com.

IVARSON



IVARSONINC.COM

THE IVARSON 640 BCS



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

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

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



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

Cheese Output Up

(Continued from p. 1)

Illinois, 5.6 million pounds, down 9.6 percent. Cheese production in all other states during January totaled 263.2 million pounds, up 2.9 percent from January 2022.

American-type cheese production during January totaled 501.0 million pounds, up 6.2 percent from January 2022. That's the first time ever that the US produced more than 500 million pounds of American-type cheese in a single month.

January production of American-type cheese in the states broken out by NASS, with comparisons to January 2022, was: Wisconsin, 93.9 million pounds, up 2.5 percent; Minnesota, 60.0 million pounds, up 11.7 percent; California, 43.9 million pounds, down 7.1 percent; Iowa, 17.6 million pounds, up 11.2 percent; and New York, 12.3 million pounds, up 9.8 percent.

Cheddar production during January totaled 356.1 million pounds, up 7.1 percent from January 2022. That's the largest volume of Cheddar ever produced in a single month; the previous record, 352.1 million pounds, was set in January 2021.

Production of other American-type cheeses during January totaled 144.9 million pounds, up 4.1 percent from January 2022.

Italian & Other Cheeses

January production of Italian-type cheese totaled 501.4 million pounds, down 0.4 percent from January 2022.

January production of Italian cheese in the states broken out by NASS, with comparisons to January 2022, was: Wisconsin, 141.4 million pounds, up 3.4 percent; California, 135.5 million pounds,

down 3.6 percent; New York, 29.4 million pounds, down 2.3 percent; Pennsylvania, 24.8 million pounds, down 5.6 percent; Minnesota, 10.1 million pounds, down 13.8 percent; and New Jersey, 3.1 million pounds, up 9.2 percent.

Mozzarella production during January totaled 394.7 million pounds, down slightly from January 2022.

Production of other Italian cheese varieties during January, with comparisons to January 2022, was: Parmesan, 43.4 million pounds, down 4.8 percent; Provolone, 28.9 million pounds, up 2.1 percent; Ricotta, 23.5 million pounds, up 9.2 percent; Romano, 3.7 million pounds, down 33.4 percent; and other Italian types, 7.3 million pounds, down 8.7 percent.

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

Swiss cheese: 30.1 million pounds, down 3.5 percent.

Cream and Neufchatel: 95.2 million pounds, up 8.9 percent.

Brick and Muenster: 16.9 million pounds, up 2.4 percent.

Hispanic cheese: 30.6 million pounds, up 16.0 percent.

Blue and Gorgonzola: 6.4 million pounds, down 22.2 percent.

Feta: 10.1 million pounds, up 4.7 percent.

Gouda: 4.6 million pounds, down 22.3 percent.

All other types of cheese: 12.8 million pounds, up 10.7 percent.

Whey Products Output

January production of dry whey, human, totaled 71.9 million pounds, down 7.7 percent from January 2022. Manufacturers' stocks of dry whey, human, at the end of January totaled 66.6 million pounds, up 19.5 percent from a year earlier but down 3.8 percent from a month earlier.

Lactose production, human and animal, totaled 90.7 million pounds, down 10.6 percent from January 2022. Manufacturers' stocks of lactose, human and animal, totaled 162.5 million pounds, down 1.8 percent from a year earlier and down 6.0 percent from a month earlier.

Production of whey protein concentrate, human, totaled 41.6 million pounds, down 8.6 percent from January 2022. Manufacturers' stocks of WPC, human, at the end of January totaled 83.9 million pounds, up 29.1 percent from a year earlier and 3.2 percent higher than a month earlier.

Production of whey protein isolate totaled 9.8 million pounds, down 15.7 percent from January 2022. Manufacturers' stocks of WPI totaled 23.5 million pounds, up 82.0 percent from a year earlier and 3.9 percent higher than a month earlier.

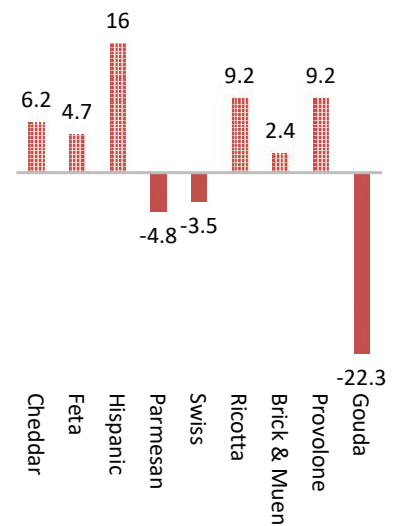
Butter & Dry Milk Products

January butter production totaled 201.4 million pounds, up 3.8 percent from January 2022. That's the first time monthly butter output topped 200 million pounds since March 2022, when it totaled 201.9 million pounds.

Regional butter production, with comparisons to January 2022, was: West, 103.3 million pounds, up 1.7 percent; Central, 80.9 million pounds, up 7.5 percent; and Atlantic, 17.2 million pounds, down 0.2 percent.

Nonfat dry milk production during January totaled 177.0 million pounds, up 4.0 percent from January 2022. Manufacturers' shipments of nonfat dry milk during January totaled 152.9 million pounds, down 4.7 percent from January 2022. Manufacturers' stocks of NDM at the end of January totaled 271.7 million pounds,

Cheese Output: Percent Change Jan 2023 with comparisons to Jan 2022



up 3.9 percent from a year earlier and 6.5 percent higher than a month earlier.

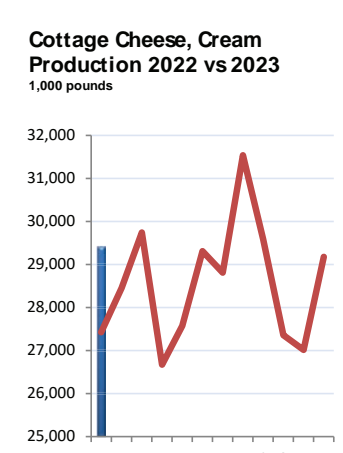
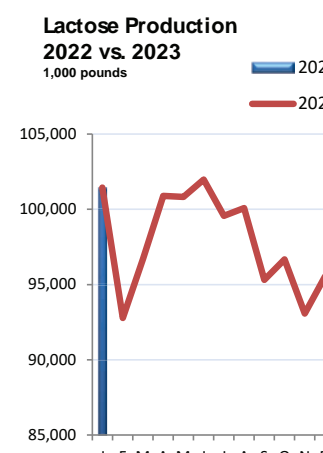
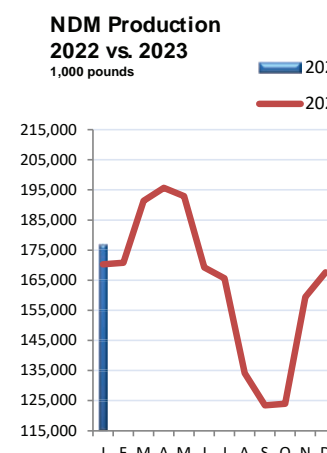
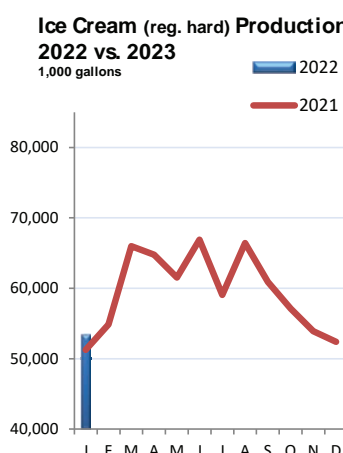
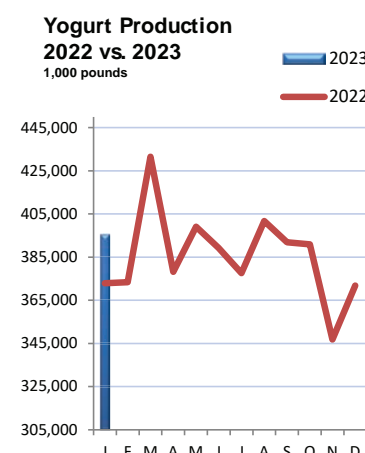
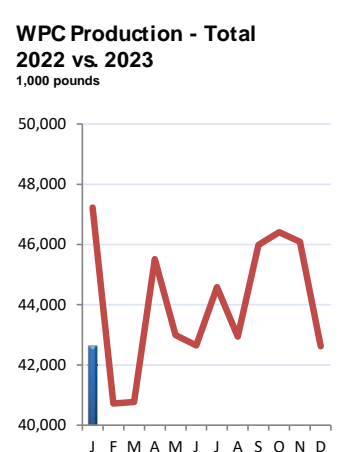
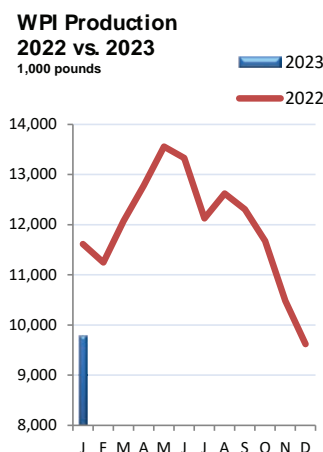
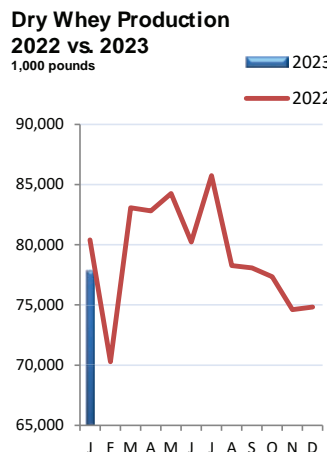
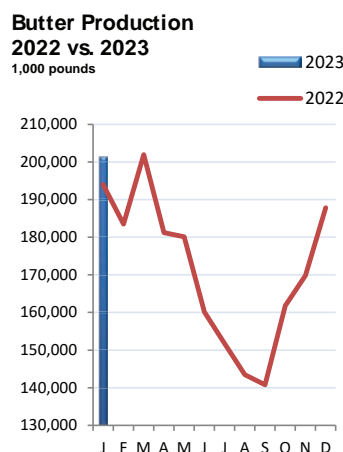
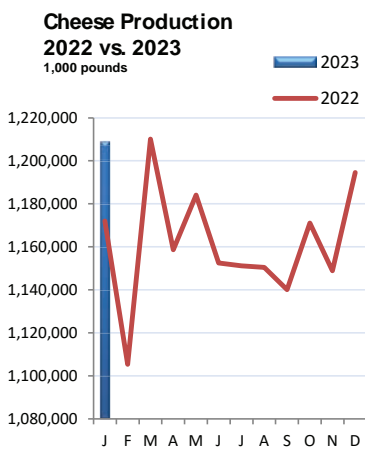
January production of other dry milk products, with comparisons to January 2022, was: skim milk powder, 42.8 million pounds, down 1.5 percent; dry whole milk, 9.3 million pounds, down 34.4 percent; milk protein concentrate, 22.6 million pounds, up 4.1 percent; and dry buttermilk, 14.3 million pounds, up 15.7 percent.

Yogurt & Other Dairy Products

Production of yogurt, plain and flavored, totaled 395.7 million pounds, up 6.1 percent from January 2022. Sour cream production totaled 126.4 million pounds, up 4.2 percent from January 2022.

Production of cream cottage cheese totaled 29.4 million pounds, up 7.3 percent from January 2022. Lowfat cottage cheese output totaled 26.3 million pounds, up 8.3 percent from a year earlier.

Regular ice cream production totaled 53.5 million gallons, up 4.4 percent from January 2022. Lowfat ice cream output during January totaled 28.9 million gallons, up 4.9 percent from a year earlier.



Rising Milk Production, Value-Seeking Consumers Stressing Dairy Value Chain

Utrecht, The Netherlands—Participants all along the dairy value chain, from dairy farmers to consumers, are being squeezed, according to a new report from Rabobank.

Dairy producers' milk prices have tumbled from 2022's lofty levels while feed prices are at or near record highs. Processors and dairy cooperatives entered the year discounting expensive inventory made with high-priced milk. Meanwhile, higher inflation and rising interest rates are pressuring consumers toward more frugal purchasing behavior, the report said.

Greater year-on-year milk production growth has emerged in 2023 in the key export regions, compared to 2022's low levels. Meanwhile, farmgate milk prices are catching up with global commodity market trends and have moved lower.

Expensive input costs remain a clear headwind worldwide and, combined with lower milk prices, are resulting in farm-level margin pressure, Rabobank noted. In response, dairy cow slaughter rates have escalated.

"Milk production from the Big 7 export regions is anticipated to grow by 0.7 percent year-on-year in 2023, following 2022's decline of 0.9 percent," said Mary Ledman, global sector strategist for dairy at Rabobank.

"Rabobank downgraded its 2023 forecast from last quarter's estimate of 1 percent," Ledman continued. "This slower growth is attributed to increased culling in the US and weather-related production challenges in New Zealand, Brazil, and Argentina."

Rabobank also acknowledged that there is downside risk to its 2023 second-half forecast in the European Union (EU), the primary reason being lower milk prices.

Dairy market price uncertainty remains across regions and across dairy products, Rabobank reported. A little more milk and a little less demand have contributed to weaker dairy commodity prices in 2023's first quarter.

However, stock levels in the key exporting regions are not burdensome. Cheese and butter prices have performed the best, while skim and whole milk powder markets have yet to find sound footing.

Consumers are part of the story, according to Rabobank. In a complex macroeconomic environment, with core services inflation remaining strong, there are increased signs of a slowdown in household consumption, which is likely to continue deteriorating over the coming months.

"Consumers haven't left the dairy aisle," Ledman said, "but they are looking for value."

Lower global cheese, milk powder, and whey prices, year-on-year, are expected to support exports. Still, much depends on internal Chinese policies and broader demand resilience to support dairy product prices in 2023.

Global dairy trade in 2022 was better than expected, despite China's retreat. Exports to key importers including Mexico, Indonesia, Japan, Algeria, and South Korea, among others, surpassed 2021 levels.

"Through November 2022, trade in total dairy product volume was within 1.5 percent of the previous year, despite about a 20 percent reduction in China's imports," Ledman said.

With China's reopening, Rabobank forecasts foodservice revenues there to improve by 1 percent to 2 percent compared to pre-COVID levels.

"Looking ahead, China's dairy imports in the first quarter of 2023 are expected to fall short of year-ago levels, with renewed buying interest developing in the second quarter of the year," Ledman said. Rabobank's report lists several factors to watch in the months ahead, including, among others:

—The US dollar remains relatively strong, though its strength waned at the end of 2022. The recent weakness improves emerging markets' buying power, but equally, a weaker dollar helps cushion farmgate prices in exporting regions.

—South America is facing headwinds in both production and

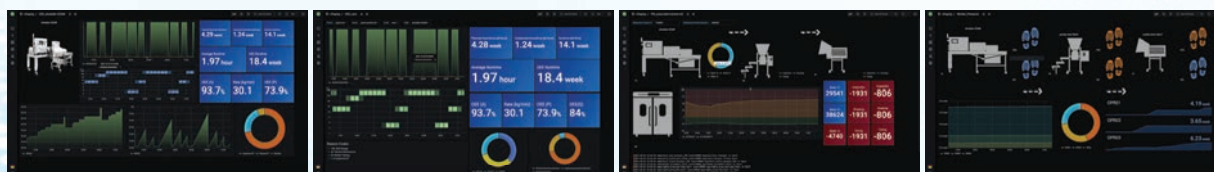
consumption. Drought conditions intensified in the south of Brazil as well as in Uruguay and Argentina during late 2022 and early 2023, reducing milk output in the region. Farmers' margins also worsened in Argentina and Uruguay due to higher costs, while Brazilian milk producers benefited from higher farmgate milk prices in January. Slowing economic activity due to persistently high inflation and the government's worsening fiscal balance is already translating into higher unemployment and less purchasing power for Brazilian consumers.

—Geopolitical unrest continues to cloud supply and demand estimates. The intensifying Russia-Ukraine war increases the risk of higher feed costs around the world for a second year, through rising farm input costs.

Deville Digital... Beyond 4.0 Enabled Technology

Deville Digital provides food manufacturers with industry 4.0 application-ready solutions to tap into their data. Unlock a world of options to streamline and improve the overall efficiency and productivity of your plant. Out-of-the-box (or customizable) solutions, designed to provide insightful data for smarter manufacturing. For more information, triso@devilledigital.net

**DEVILLE
DIGITAL**
Food Manufacturing Software
514.366.4545 | devilledigital.net



USDA Seeks To Buy Cheddar, Fluid Milk; Purchases Milk For April Delivery

Washington—The USDA today invited offers to sell a total of 67,200 pounds of shredded Cheddar cheese for delivery between Apr. 1 and June 30, 2023.

Bids are due by 1:00 p.m. CST on Friday, Mar. 24. The solicitation is unrestricted.

USDA is also inviting offers to sell fluid milk for delivery during May 2023. The fluid milk purchase is unrestricted. This is a firm fixed price solicitation.

Under the solicitation, USDA is specifically seeking to purchase 79,200 gallons and 340,200 half-gallons of 1 percent milk; 194,400 gallons and 251,100 half-gallons of 2 percent milk; and 18,000 gallons of skim milk. Bids are due by 1:00 p.m. Central time on Mar. 21.

The Cheddar and fluid milk are being purchased for use in domestic food distribution programs.

Offers under both solicitations must be submitted electronically via the WBSCM. Offerors are cautioned to bid only quantities they can reasonably expect to deliver.

USDA recently announced the awarding of contracts to a number of companies for a total of 801,000 containers of fluid milk for delivery in April. The total price of the milk purchases is \$1,945,188.97.

Contracts were awarded to:

Anderson Erickson Dairy: 3,600 containers of milk, at a total price of \$12,510.00.

Cream-O-Land Dairy: 31,500 containers of milk, at \$73,255.23.

Dairy Farmers of America (DFA): 32,400 containers of milk, at a total price of \$55,058.40.

DFA Dairy Brands Fluid, LLC: 219,600 containers of milk, at a total price of \$552,791.55.

Foster Dairy Farms: 87,300 containers of milk, at a total price of \$159,120.00.

GH Dairy, Ontario, CA: 10,800 containers of milk, at a total price of \$39,621.60.

GH Dairy, El Paso, TX: 7,200 containers of milk, at a total price of \$29,592.00.

Harrisburg Dairies: 8,100 containers of milk, at a total price of \$14,509.87.

Hiland Dairy Foods Company: 27,000 containers of milk, at a total price of \$82,134.00.

Hollandia Dairy: 10,800 containers of milk, at a total price of \$39,420.00.

HP Hood: 19,800 containers of milk, at a total price of \$40,311.54.

New Dairy Opco, LLC: 65,700 containers of milk, at a total price of \$162,595.80.

Prairie Farms Dairy: 108,000 containers of milk, at a total price of \$307,212.00.

Royal Crest Dairy: 8,100 containers of milk, at a total price of \$16,584.75.

Smith Brothers Farms: 18,900 containers of milk, at a total price of \$45,576.00.

Smithfoods Inc.: 11,700 containers of milk, at a total price of \$22,429.80.

Turner Dairy Farms: 8,100 containers of milk, at a total price of \$17,393.13.

United Dairy: 98,100 containers of milk, at \$233,395.55.

Upstate Niagara Cooperative: 24,300 containers of milk, at a total price of \$41,677.74.

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

FDA Budget

(Continued from p. 1)

Foundation and a separate internal review of FDA's infant formula supply chain response.

The budget request complements this vision and provides targeted investments in activities that will protect and promote a safe, nutritious US food supply, FDA said. The agency is requesting funding to modernize oversight of infant formula, empower consumers to make healthier food choices, and reduce exposure to toxic chemicals in the food supply.

FDA said it remains committed to modernizing the oversight of infant formula and empowering consumers to make healthier food choices. The budget proposal provides \$87 million, which is \$64 million above the FY 2023 enacted, for the Healthy and Safe Food for All program activities.

Resources will support the modernization of infant formula oversight and allow the agency to hire additional staff and refine laboratory methods for detecting bacteria in products. Funds will also continue supporting FDA's Closer to Zero plan for reducing and eliminating toxic elements in infant and toddler foods.

Further, the budget proposal aims to improve FDA's approach to assessing chemicals and food ingredients, including post-market reassessment of previously approved food chemicals.

The budget proposal provides \$12 million in new funding to support further nutrition and food labeling modernization efforts as set forth in the White House National Strategy on Hunger, Nutrition, and Health.

These efforts build on the Nutrition Facts label by developing symbols, claims, and front-of-pack labeling. According to the budget proposal, FDA will develop a standardized labeling system to help consumers easily identify foods that are part of a healthy eating pattern.

Through the implementation of the Food Safety Modernization Act (FSMA), FDA has made several advancements in food safety over the last decade. The FY 2024 budget builds on successes from the previous year with an increase of \$37 million above FY 2023 enacted, for a total of \$41 million, to support the expansion of the GenomeTrakr network, strengthen preparedness and food inspection efforts, and advance animal food safety coordination.

The budget also provides \$5 million for food supply chain continuity efforts. This includes resources for the 21 Forward tool, which FDA said has helped track supply chain shortages during the pandemic and inform ongoing work to track and anticipate supply dis-

ruptions across the infant formula supply chain. This funding will support additional staff, strengthen the agency's capabilities to assess the health of supply chains, and inform efforts to respond to shortages of critical foods.

USDA's Budget Proposal

The administration's USDA budget proposal provides \$7.1 billion for critical nutrition programs, including \$6.3 billion to fully fund the 6.5 million individuals expected to participate in the Special Supplemental Nutrition Program for Women, Infants and Children (WIC). The budget also includes \$15 billion over 10 years to allow more states and schools to leverage participation in the Community Eligibility Provision to provide healthy and free school meals to an additional 9 million children.

The USDA budget proposal also supports ongoing actions to develop more diverse, robust, and resilient local and regional supply chains by targeting funding to increase the production capacity among smaller producers.

The budget provides a total of more than \$4 billion, a \$299 million increase above the 2023 enacted level, for agricultural research, education, and outreach. This includes \$370 million to increase capacity among historically underserved populations.

Also, the USDA budget provides \$7 billion for climate-related funding, a \$2 billion increase over the 2023 enacted level. This amount includes \$612 million for USDA's core climate-related R&D activities, which includes the impacts of weather and water cycle variations on soil, air, and water resources needed for agricultural production.

Building on the \$2 billion for USDA broadband programs provided in the Bipartisan Infrastructure Law for 2023, the budget provides \$400 million for the ReConnect program, which provides grants and loans to deploy broadband to unserved areas, especially tribal areas.

The budget also provides USDA with staffing resources necessary to implement the 2023 farm bill.

USDA's budget proposal "contains critical investments that will help rural communities provide the fuel, food, and fiber upon which our nation depends and will drive solutions that will lead to more market opportunities for producers," said Agriculture Secretary Tom Vilsack. "USDA will continue to invest in equitable systems and programming, increase landscape resiliency and help rural communities build resistance to the impacts of climate change, create more and better markets for our hardworking producers, bolster access to healthy and affordable nutrition for families, and connect all Americans to economic prosperity."

Supporting
artisans with
quality
ingredients,
knowledge, and
service
with integrity
since 1999

CULTURES
ENZYMES
SUPPORT

Dairy Connection Inc.
608-242-9030
www.dairyconnection.com
info@dairyconnection.com
2312 Vondron Rd, Madison, WI 53718

For more information, visit www.dairyconnection.com

Bipartisan House, Senate Members Criticize Proposed WIC Dairy Cuts

Washington—Bipartisan groups of House and Senate members this week asked US Department of Agriculture (USDA) leaders to drop a proposal that would reduce the amount of milk and dairy provided under the Special Supplemental Nutrition Program for Women, Infants, and Children (WIC).

Last November, USDA issued a proposed rule that would, among other things, reduce the amount of milk provided in all child, pregnant, postpartum, and breastfeeding participant food packages.

Seven senators from both parties told Stacy Dean, USDA's deputy under secretary for food, nutrition, and consumer services, that they are "deeply concerned by the proposed reduction of dairy allotments in the newest guidelines for WIC food packages."

Three of the top five foods redeemed are dairy products, and current WIC allotments allow cost-sensitive families to continue purchasing dairy products, the senators noted.

"Reducing dairy in the food packages may in turn reduce access to nutrients provided by other foods in the program," the senators wrote. "Dairy products are among the most popular foods with program participants, therefore reducing dairy in the food packages may well make the overall program less attractive to eligible mothers, and participation is likely to fall."

"Currently, only about half of individuals eligible for WIC participate in the program, a share that has remained stagnant or declined for the past several years," the letter added.

Finally, reducing access to nutritious foods for mothers and their children will lead to consequences well past the life stages covered by the WIC program, the letter continued.

Beyond the proposed reduction of dairy allotments in the WIC food packages, the senators said they are "certain" that the proposed rule "could bring additional nutritional security and health benefits" to the WIC program.

The proposed rule provides additional flexibility to mothers purchasing fresh fruits and vegetables, seafood, and whole grains, as well as allowing for new substitution options and greater package size flexibilities for dairy and requiring states to authorize lactose-free milk, the letter noted.

The senators urged Dean to "retain the proposed changes to the WIC food package program except its proposal to reduce the overall dairy allotment, which will cause unintended negative consequences to WIC participants' nutritional health and to WIC enrollment."

Meanwhile, 28 House members from both parties told Secretary of Agriculture Tom Vilsack that they have "deep concerns" regarding the proposed rule that will reduce the amount of milk available to WIC families.

"This proposed reduction of dairy in the WIC food packages will have unintended and significant negative effects on the health of WIC participants, and we strongly urge you to maintain the current WIC dairy allotments in the final rule," the 28 House members told Vilsack.

The proposed rule would result in a "substantial reduction" in the maximum monthly allowance (MMA) for milk through the WIC program, the House letter noted. The current MMA for children 12 to 23 months old is 16 quarts. Under the proposed rule, this amount would be reduced to 12 quarts.

For children ages two to four years, the MMA would be reduced from 16 quarts to 14 quarts under the proposed rule.

And for pregnant and partially breastfeeding mothers, the MMA would be cut from 22 quarts to 16 quarts.

"These substantial reductions in the amount of milk parents can buy for their children will exacerbate the crisis families are already facing with skyrocketing prices at the grocery store," the letter stated.

"Dairy products provide nutrients that are vital to the health of infants, children, mothers, and expectant mothers," the letter continued. "We are greatly concerned that reducing dairy in WIC food packages will negatively impact the nutritional intakes and health of program participants, as it will decrease their access to dairy's nutrients at life stages key for health and development."

Dairy is "very popular" with WIC participants; reducing the amount of dairy available in WIC food packages "will make WIC

less attractive to eligible families and we will see program participation decrease," the letter said. According to a recent poll of WIC participants, if USDA reduces the amount of dairy available for program participants, one-fifth of WIC beneficiaries stated they will not re-enroll in WIC.

"This proposed reduction of dairy in the WIC food packages will have unintended and significant negative effects on the health of WIC participants, and we strongly urge you to maintain the current WIC dairy allotments in the final rule."

— US House Members

This data is "highly concerning" and the administration should take this information into account in order to address these concerns in the final rule, the letter said.

While criticizing the proposed reduction in the amount of milk available to WIC families, the House members said the proposed rule includes a number of changes to the Women, Infants, and Children food packages that will strengthen the program and support access to dairy products.



Visit us at CheeseCon in Booth 613

- ✓ Discuss what's new
- ✓ Talk to our industry experts
- ✓ Grab your ticket for our Hospitality Suite Event co-hosted by Hydrite® and DSM




April 4-6, 2023 | Alliant Energy Center | Madison, Wisconsin
CheeseCon.org

1-800-826-8302 • nelsonjameson.com • sales@nelsonjameson.com


For more information, visit www.nelsonjameson.com

From Grinders to Gaskets

Koss has you covered.




Custom stainless steel processing equipment for the dairy industry. You dream it, we build it.



Plus parts, components, spares and service kits. You need it? We've got it.

kossindustrial.com | Green Bay, WI



For more information, visit www.kossindustrial.com

NE-DBIC's Existing Processor Expansion Grant Application Period Opens Mar. 16

Webinar On Grants To Be Held Mar. 15

Montpelier, VT—The Northeast Dairy Business Innovation Center (NE-DBIC) announced the availability of \$12 million through the Existing Dairy Processor Expansion Grant program to address the need for investment in processing infrastructure in the Northeast.

The grant will only fund existing dairy processing facilities located in the Northeast region, with a focus on expanding utilization of regionally sourced milk, dairy components, and/or dairy mix, and diversifying the supply chain.

Projects funded through this grant will focus primarily on acquiring specialized equipment needed to increase capacity through volume expansion and existing product line expansion. Additional activities related to training, marketing, or supply chain logistics that directly support increased production capacity may be included.

To accommodate processors of all scales, this grant is broken into three tiers depending on processor size. In response to dairy stakeholder feedback, the NE-DBIC has clarified and adjusted the tiers and eligibility to address dairy processor circumstances more accurately. The funding levels for the three tiers have also been adjusted.

Applicants will qualify into the three tiers based on milk utilized on an average production day, regardless of the number of days per week they process. Volume may differ based on the product made.

Volume is a measurement of inputs, not finished products.

The three tiers are as follows:

Tier 1: Eligible applicants are processors whose volume of milk utilized on an average production day is 100,000 pounds or more. Grant amounts of \$500,000 to \$1.0 million are available, with a 25 percent cash or in-kind match commitment required.

Tier 2: Eligible applicants are processors whose volume of milk utilized on an average production day is 1,001 to 100,000 pounds. Grant amounts of \$100,000 to \$650,000 are available, with a 25 percent cash or in-kind match commitment required.

Tier 3: Eligible applicants are processors whose volume of milk utilized on an average production day is under 1,000 pounds. Grant amounts of \$25,000 to \$250,000 are available, with a 25 percent cash or in-kind match commitment required.

A total of \$12 million in grant funds is available, including approximately \$6 million for Tier 1, \$4 million for Tier 2, and \$2 million for Tier 3.

Tier 1 and 2 processors will go through a two-stage process, starting with a pre-application, which opens Thursday, Mar. 16, and closes on Thursday, May 11. Processors whose pre-applications are selected will be invited to submit a full application in June.

The Request for Applications (RFA) for Tier 3 processors will be released later this month, and the single-stage application for this tier will open in June.

Licensed dairy processors in the 11 states located in the Northeast region of the US may apply for this grant if they both process regionally sourced milk within the Northeast; and are compliant with all required state and federal standards.

If the business is not headquartered in the Northeast but has facilities in the region, they may apply for funds to support regional plants. Funds may be used to support the renewal of operations at a processing plant that is not producing product. The plant must be currently or previously licensed.

A 45-minute informational webinar, scheduled Mar. 15, at 11:00 EST, will provide details about the three tiers of processors and eligible projects, and also provide the opportunity to ask questions. For more information, visit <https://agriculture.vermont.gov/dbic>.

Questions about this grant should be directed to Laura Ginsburg, NE-DBIC lead, at laura.ginsburg@vermont.gov; phone (802) 522-2252; or Kathryn Donovan, regional programs manager, at kathryn.donovan@vermont.gov; phone (802) 585-4571.

The deadline for the Dairy Processing Research and Development Innovation Grant, which offers \$1 million in total funding to conduct projects that support sustainability and innovation for Northeast dairy processors across a variety of scales, will close on Mar. 23.

Licensed dairy processors and producer associations from the Northeast are invited to apply. Educational or research institutions may apply but are required to partner with a minimum of two Northeast-based dairy processors.

More information is available on the NE-DBIC website.

Compeer Announces New Rural Economic Development Partnership With SMIF In MN, WI, IL

Sun Prairie, WI—Compeer Financial this week announced a new partnership for rural economic development with Southern Minnesota Initiative Foundation (SMIF).

The partnership will expand SMIF's Rural Entrepreneurial Venture (REV) program to small towns in southern Minnesota, Wisconsin and Illinois.

The REV program works with selected small towns over a three-year period. It takes a targeted approach to entrepreneurial development through outreach, investment and community ecosystem building. The participating communities are supported through a trained REV coach, who gives them the tools and resources they need to develop and execute entrepreneur-led strategic priorities.

The REV framework has a proven record of accelerating entrepreneurial activity across the US, Compeer noted. For the last six years, REV programming has activated entrepreneurial-led economic development in Minnesota communities including Blue Earth, Lanesboro, Le Sueur, Springfield, Spring Grove, Spring Valley, Mapleton, Montgomery and Wells, each of which has developed their own approach to economic development, from youth retention programs to the launch of Chambers of Commerce.

Compeer said its financial commitment will significantly expand the REV program. This collaboration will encourage more southern Minnesota communities to join the REV cohort and will foster additional opportunities for communities in Wisconsin and Illinois.

"We know that there are innovative individuals and businesses in our rural communities that need extra resources and support," said John Monson, chief mission officer at Compeer Financial. "Bringing that framework to rural communities creates a ripple effect of thriving residents, towns and regions. We have seen the work that SMIF has accomplished in southern Minnesota and want to help bring those opportunities to others in Compeer's territory."

"We are excited to work with Compeer's team to identify and work with communities that demonstrate entrepreneurial readiness," said Pam Bishop, SMIF's vice president of economic development.

For more information, visit smifoundation.org/REV or contact Pam Bishop at 507-214-7013 or pamb@smifoundation.org

Wherever You Go Whenever You Need It At Your Fingertips



The Industry's News Source Since 1876

Always accessible...always convenient... available at www.cheesereporter.com, and through digital and print platforms.

Led by the industry's most experienced team, Cheese Reporter provides the most-timely, thorough, news you use in your everyday business activities.

Call 608-246-8430 or email: info@cheesereporter.com to subscribe.

www.cheesereporter.com



Zee Company Purchases DeLaval Cleaning Solutions

Vernon Hills, IL, and Chattanooga, TN—Zee Company, a leader in the cleaning and sanitation business, has purchased DeLaval Cleaning Solutions (DCS), a business unit of DeLaval Inc.

Both parties finalized the deal earlier this month and have agreed not to disclose the purchase price.

DeLaval Cleaning Solutions, which has operated as a separate business unit within DeLaval's North American operations, specializes in solutions and technologies for cleaning, sanitizing, and disinfecting applications for dairy, food, and beverage processing industries.

The entire DCS team, comprised of nearly 40 people located throughout the US and a majority of whom are in sales, has joined Zee Company. The agreement also includes a chemical manufacturing plant in Grand Prairie, TX.

Zee Company, a member of The Vincit Group, which specializes in sanitation and water treatment chemicals for the food and beverage sectors, created a new division called Zee Dairy in December 2022. The DeLaval Cleaning Solutions team brings to Zee Dairy a similar strategic direction, industry-respected products and services, and highly valued experience and expertise, Zee Company noted.

"We are excited to welcome the associates and customers of the DCS business to Zee Company," said Jonathon Bullard, president chemical services, Vincit Group. "As we continue to focus on improving and expanding our offerings across North America, DCS was a perfect fit. They have great people who have a deep knowledge in food and beverage and dairy processing, which aligns with our existing expertise and footprint."

"DeLaval Cleaning Solutions is a great fit to Zee Company's core business, and I'm confident that with their new owner's experience and resources in the chemical cleaning space, DCS can potentially grow faster and create more value for its customers," said Fernando Cuccioli, executive vice president, Cluster Americas, for DeLaval, part of the Tetra Laval Group.

Zee Company, a privately owned, ISO 9001-2015 certified chemical manufacturing and services company was founded in 1968.

Jan. Dairy Trade

(Continued from p. 1)

55 percent; France, \$30.0 million, up 6; Netherlands, \$25.4 million, up 140 percent; Denmark, \$24.2 million, up 121 percent; and Mexico, \$19.8 million, up 51 percent.

US cheese exports during January totaled 74.8 million pounds, up 16 percent from January 2022. The value of those exports, \$177.5 million, was up 33 percent.

Leading markets for US cheese exports, on a volume basis, with comparisons to January 2022, were: Mexico, 20.1 million pounds, up 21 percent; South Korea, 10.6 million pounds, down 8 percent; Japan, 8.3 million pounds, up 35 percent; Australia, 6.9 million pounds, up 25 percent; Guatemala, 2.9 million pounds, up 90 percent; Saudi Arabia, 2.7 million pounds, up 86 percent; Dominican Republic, 2.2 million pounds, up 6 percent; and Canada, 2.1 million pounds, up 19 percent.

Nonfat dry milk exports totaled 150.4 million pounds, up 15 percent from January 2022. The value of those exports, \$231.2 million, was up 18 percent.

January exports of dry whey totaled 29.0 million pounds, up 9 percent from January 2022. The value of those exports, \$17.4 million, was up 4 percent.

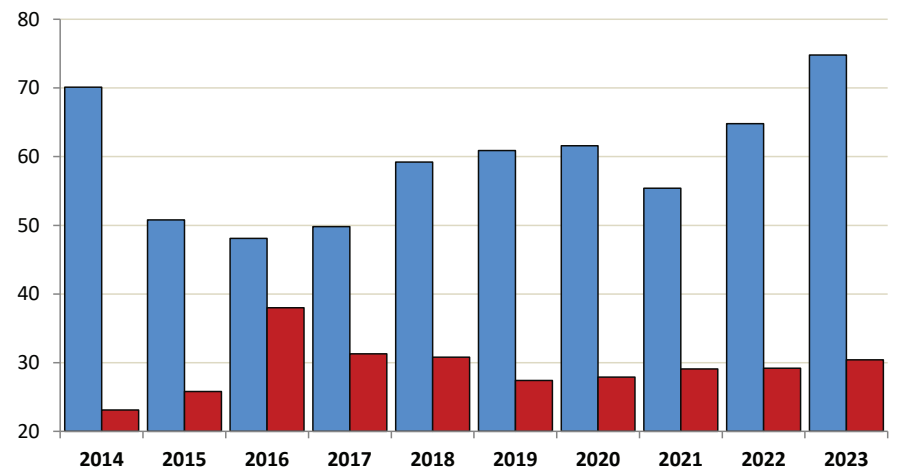
Whey protein concentrate exports was 24.6 million pounds, up 15 percent from January 2022. The value of those WPC exports, \$23.8 million, was up 44 percent.

Lactose exports totaled 84.3 million pounds, up 30 percent from January 2022. The value of those exports, \$50.1 million, was up 35 percent.

Butter exports totaled 7.5 million pounds, down 4 percent from a year earlier. Those butter exports

US Cheese Exports vs Imports

January of 2014- 2023; Million of pounds



were valued at \$12.6 million, down 20 percent from January 2022.

Ice cream exports during January totaled 10.1 million pounds, down 7 percent from January 2022. The value of those exports, \$16.6 million, was also down 7 percent.

Cheese, Butter Imports Increase

During January, US cheese imports totaled 30.4 million pounds, up 4 percent from January 2022. The value of those imports, \$124.3 million, was up 14 percent.

Leading sources of US cheese imports during January, on a volume basis, with comparisons to January 2022, were:

Italy: 7.0 million pounds, up 0.3 percent.

France: 3.3 million pounds, down 22 percent.

Netherlands: 2.3 million pounds, up 76 percent.

Spain: 2.1 million pounds, up 42 percent.

Ireland: 1.6 million pounds, up 69 percent.

United Kingdom: 1.4 million pounds, down 14 percent.

Nicaragua: 1.4 million pounds, up 31 percent.

Germany: 1.4 million pounds, up 48 percent.

Switzerland: 1.3 million pounds, down 13 percent.

Imports of butter and other butterfat-based products in January totaled 13.8 million pounds, up 54 percent from January 2022. The value of those imports, \$42.4 million, was up 83 percent.

Butter imports during January totaled 8.7 million pounds, up 37 percent from January 2022. The value of those imports, \$33.9 million, was up 68 percent.

Casein imports during January totaled 10.3 million pounds, down 7 percent from January 2022. The value of those casein imports, \$46.4 million, was down 4 percent.

January imports of caseinates totaled 7.8 million pounds, up 98 percent from January 2022. The value of those imports, \$36.8 million, was up 93 percent.

Imports of Chapter 4 milk protein concentrates during January totaled 6.6 million pounds, up 6 percent from January 2022. The value of those imports, \$28.9 million, was up 59 percent.

January imports of Chapter 35 MPCs totaled 12.8 million pounds, up 201 percent from January 2022. The value of those imports, \$10.7 million, was down 26 percent.



MULTIPURPOSE CRADLE-TYPE MINI COAGULATION VAT FOR SOFT CHEESES

This type of vat is used for coagulating milk in the small or medium-scale production of fresh, soft cheeses, and cheese spreads.

The multipurpose cradle coagulation vat is fitted with the following equipment:

- ◆ A specially designed stirrer
- ◆ A harp for crosswise curd cutting
- ◆ A harp for lengthwise curd cutting



Gary Bergquist

Gary.bergquist@dellatoffola.us

920-946-7886

www.dellatoffola.us



For more information, visit www.dellatoffola.us

Cal Poly's Advanced Cheesemaking Short Course Scheduled April 11-13

San Louis Obispo, CA—The 2023 Cal Poly Advanced Cheesemaking Short Course will take place here April 11-13 at the Dairy Products Technology Center (DPTC).

The class is open to all levels of experience, with no pre-requisites. Curriculum is geared towards cheese processors involved in operations, quality assurance, marketing, sales and distribution; large, medium size and artisan dairy producers and processors, including those interested in developing a value-added cheesemaking business; and equipment and ingredient suppliers for cheese makers, particularly those involved in foodservice, trade and distribution.

The course provides instruction on the fundamentals of milk, the cheesemaking process, and will include hands-on experience in the Cal Poly Creamery.

Instructors will lead the practical manufacture of Farmer's Cheese, Gouda and Parmesan, an overview of Pasta Filata, Mozzarella and other global cheese production, as well as lab activities like sensory testing procedures. The lecture part of the course will cover plant standards, uses of ultrafiltration techniques in the plant, grading and troubleshooting for defects.

A new section will provide an overview of the supply chain landscape – from manufacturer to end consumers – and its relevance to cheese makers.

A special wine and cheese pairing event has been scheduled for April 12. The course will adjourn at noon the following day.

Cost to attend is \$850 per student, and \$725 for those with two or more attendees from the same company. Cal Poly students may attend for \$75 per person.

The registration fee covers group continental breakfast, group meals and parking, and CalPoly special discounted rate at area hotels. Capacity is limited to 25 students.

Looking ahead, Cal Poly will also host a workshop on Hispanic Cheeses & Functionality here June 21-22.

Attendees will learn about the major varieties of Hispanic cheeses, their manufacture, characteristics and applications. Hands-on cheesemaking in the creamery will introduce students to the production of Queso Fresco, Cotija, and Oaxaca.

To register for either course online, more information and course calendar, visit www.calpoly.irisregistration.com.

Delivering Safe Food In Turbulent Times Is Primary Message At GFSI Conference

Atlanta, GA—Access to safe and secure food despite unprecedented challenges like climate change, geopolitical crisis and supply chain disruption will be the primary message of the Global Food Safety Initiative Conference (GFSI).

The conference, set for April 24-27 at the Westin Peachtree Plaza here, bring hundreds of food safety leaders and experts from all over the world.

The agenda features a "Strategic Leaders Session" on regional realities of food safety from the perspective of a select group of GFSI's strategic leaders: Howard Popoola of Kroger Company; Natalie Dye-son, Dole Food Company; and General Mills' Mark Fryling.

The panel will provide examples on how companies are working together globally to tackle operational challenges and collaborating to achieve successful outcomes.

Another breakout session will introduce members of the GFSI Steering Committee: Natasa Matyasova, Nestlé; Sara Mortimore, Walmart Inc.; Roy Kirby, Mondelez International; and David Rasmussen, Kraft Heinz Company.

A panel discussion on private partnerships collaboration and emerging trends in food safety on new food and production sources

will cover how to monitor the use and impact of CODEX. Speakers include Monique Pellegrino, Danone; Steve Wearne, Food Standards Agency & Codex Alimentarius; and Markus Lipp, Food & Agriculture Organization.

A session on how GFSI is supporting food safety capability across the industry is led by Tom Wiester, Starbucks; Mick McDonald, Mars, Inc.; Ray Bowe, Musgrave Group; Cliona Murphy, PepsiCo; and Eduardo Martinez Debeza, Restaurant Brands International.

Panelists will outline how this initiative will enable improvements in the FSMS of non-GFSI-certified FBOs in order to achieve GFSI certification and/or regulatory compliance resulting in safer food for consumers.

A session on GFSI design and development will be led by Zoltan Syposs, The Coca-Cola Company; Natasa Matyasove, Nestlé; and Todd Redwood, BSI Group.

Erica Sheward of The Consumer Goods Forum and Vaneska Mattos, Loblaw Companies Limited, will cover auditor competence and professional development.

For the complete schedule, more information about the conference and to register online, visit www.mygfsi.com/events/gfsi-conference.

COMING EVENTS

www.cheesereporter.com/events.htm

PLANNING GUIDE

NCIMS Conference: April 3-7, 2023, J.W. Marriott, Indianapolis, IN. Details available in the coming months at www.ncims.org.

CheeseCon 23: April 5-6, Alliant Energy Center, Madison, WI. Official event website now live at www.CheeseCon.org.

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

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

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

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

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

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

WDPA Adds Second Day To Annual Golf Outing; Set For May 10-11 In Arkdale, WI

Arkdale, WI—Due to demand, a second day has been added to the Wisconsin Dairy Products Association (WDPA) annual golf outing, giving attendees the convenience and option to participate in one or both days.

The event will return to the Northern Bay Golf Course here May 10-11, 2023. Scramble tournament festivities begin with a 10 a.m. shotgun start, followed with lunch, social hour, dinner and awards.

Each day's round of golf will be capped at a maximum of 144 golfers.

Cost to participate is \$210 for WDPA members and \$290 for non-members.

The complete golf package includes 18 holes of golf, carts, lunch, dinner, cheese reception, refreshments and prizes.

Registration forms were to be mailed to WDPA members this week.

The registration deadline is Tuesday, April 25. A number of sponsorships are also available.

For more information, visit www.wdpa.net or contact WDPA at (608) 836-3336.

Superior Solutions FLOW PLATES



■ Welds polished on front, cleaned on back

■ T-304 or T-316 Stainless Construction

■ Constructed on 3/16" or 1/4" thick plate

■ Fabricated with Tri-Clamp, Bevel Seat or John Perry ferrules

■ 1 1/2" formed lip on all four sides or with side tabs

■ 3" long butt weld tube or fitting on back

AWI MANUFACTURING

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

We fabricate per your design.

E: sales@awimfg.com

www.awimfg.com

Tel: 888.272.2600

Winsted, MN 55395

For more information, visit www.awimfg.com



MARKET PLACE

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

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



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

Walls & Ceiling

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



Real Estate

DAIRY PLANTS FOR SALE: <https://dairyassets.weebly.com/m-a.html>. Contact Jim at 608-835-7705; or by email at jimcisl7@gmail.com



Replacement Parts

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

Cheese Moulds, Hoops

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

Cheese Triers

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

Warehousing & Storage

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

Interleave Paper, Wrapping

SPECIALTY PAPER MANUFACTURER specializing in cheese interleave paper, butter wrap, box liners, and other custom coated and wax paper products. Made in USA. Call Melissa at **BPM Inc.**, 715-582-5253. www.bpmpaper.com



Promotion & Placement

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

Analytical Services

Promote your **ANALYTICAL TESTING SERVICES** here. Call 608-246-8430 for more information or email info@cheesereporter.com.

Equipment for Sale

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

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

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

Equipment for Sale

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

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

Equipment Wanted

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

Hard-To-Find Products



1800 Champ Cheese Cutter

- ★ Cuts cheese economically
- ★ Air-operated vertical feed
- ★ Capacity of up to 7" x 11" x 14"
- ★ Air-operated down feed
- ★ Optional swing harp and leveling pads



GENMAC A Division of 5 Point Fabrication LLC.

1-888-243-6622
 Email: sales@genmac.com
www.genmac.com

Cheese Maker/ Plant Manager

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

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

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

Email interest to: Box-490@cheesereporter.com

COME TO THE EXPERTS WHEN YOU'RE TALKING SEPARATORS & CLARIFIERS

85 Years of Combined Experience and Honesty in the Sale of:

- Separators, Clarifiers & Centrifuges
- Surplus Westfalia & Alfa Laval Parts
- Unbeatable Pricing
- 24/7 Trouble Shooting

GREAT LAKES SEPARATORS, INC.

Call Dave Lambert at (920) 863-3306 or Dick Lambert at (920) 825-7468
 F: (920) 863-6485 • E: drlambert@dialez.net



Model MSA 200 Westfalia Separator:
INCLUDES:

- New Controls
- New Water Manifold
- Water Saving System
- Pit Free
- Reset & Balanced
- Test Ran

\$139,500

Western Repack

We Purchase Fines and Downgraded Cheese

Reclamation Services

- Cheese Salvage/Repacking
- 640# Block Cutting



Handling cheese both as a service and on purchase. Bring us your special projects

Western Repack, LLC
(801) 388-4861



DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NORTHEAST - MARCH 8: Milk is readily available in the eastern region. Drying challenges have freed up some condensed skim milk supplies that would have otherwise become nonfat dry milk. Some of that milk is reportedly clearing to Class III processing. Manufacturers report strong production schedules despite labor shortages. Market contacts have relayed that barrel inventories are strong, whereas blocks inventories are available but sparser than barrels. Retail and foodservice demands are steady.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block: \$2.3800 - \$2.6675 Process 5-lb sliced: \$1.6650 - \$2.1450
Muenster: \$2.3675 - \$2.7175 Swiss Cuts 10-14 lbs: \$3.7625 - \$6.0850

MIDWEST AREA - MARCH 8: Milk remains readily available for cheese makers in the region. Spot milk prices reached a recent low, as \$11 under Class III spots were relayed from cheese makers this week. Milk offers, per cheese makers, are abundant. Cheese production schedules are as full as plant managers can make them. Some plants are working through typical days off this (and previous) weeks. Cheese demand is reportedly fair in the region. Despite a growth in milk and somewhat active cheese production, cheese stores are not getting ahead of processors. A number of varietal cheese makers say orders are keeping storage at light to medium capacity. Historically, when there is a relatively large and persistent price gap between blocks and barrels on the CME, the prices begin to converge. This week's price shifts are signaling that potential, as block prices dropped \$.07 on Tuesday's trading, while barrel prices got a \$.03 boost.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf: \$2.4225 - \$3.6325 Mozzarella 5-6#: \$1.9525 - \$3.0400
Brick 5# Loaf: \$2.1525 - \$2.7200 Muenster 5#: \$2.1525 - \$2.7200
Cheddar 40# Block: \$1.8750 - \$2.4175 Process 5# Loaf: \$1.5425 - \$2.0100
Monterey Jack 10#: \$2.1275 - \$2.4750 Swiss 6-9# Cuts: \$3.2775 - \$3.3800

WEST - MARCH 8: Domestic cheese demand is strong to steady by retail and foodservice purchasers. A steady pace continues for finishing Q2 bookings. Some contacts report sold out inventories for contract sales into June. Export demand remains mixed. Some stakeholders report strong Asian market demand, while others note soft export market demand and some shifting of production into barrels. Barrel sales continue to outpace block sales in an overall steady spot market. However, barrel inventories remain heavier than block inventories. Cheese production is strong. Plenty of milk volumes continue to be available for cheese makers to keep up strong production schedules. Some stakeholders note more milk is shifting into hard-Italian type chesses and aged-cheese schedules.

Wholesale prices delivered, dollars per/lb: Monterey Jack 10#: \$2.2425 - \$2.5175
Cheddar 10# Cuts: \$2.2550 - \$2.4550 Process 5# Loaf: \$1.6675 - \$1.8225
Cheddar 40# Block: \$2.0075 - \$2.4975 Swiss 6-9# Cuts: \$2.5700 - \$4.0000

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

Variety	Date:	3/8	3/1	Variety	Date:	3/8	3/1
Cheddar Curd		\$1.96	\$1.95	Mild Cheddar		\$2.00	\$2.00
Young Gouda		\$1.55	\$1.56	Mozzarella		\$1.49	\$1.48

FOREIGN -TYPE CHEESE - MARCH 8: Cheese prices are mixed in European markets; some industry sources suggest the recent trend of increasing prices has continued while others suggest some steadiness in the markets. In Europe, cheese demand is strong and purchasers in some areas are increasing their orders as the spring holidays grow near. Milk production is rising, following seasonal trends and cheese makers are utilizing available milk to run strong production schedules. Despite the strong production, some contacts suggest demand is outpacing production, causing cheese stocks to shrink. Stakeholders report cheese imports to the US have been steady in recent weeks. Last week, the US Court of Appeals ruled the term "Gruyere" could be used to describe a certain type of cheese, not limited as originating from certain geographic regions.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.2375 - 3.7250
Gorgonzola:	\$3.6900 - 5.7400	\$2.7450 - 3.4625
Parmesan (Italy):	0	\$3.6250 - 5.7150
Romano (Cows Milk):	0	\$3.4275 - 5.5825
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.7975 - 4.1225
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

NDM PRODUCTS - MARCH 9

NDM - CENTRAL: Central region NDM drying is active with widely available condensed skim. End users say offers are plentiful and a number of end user contacts say they are not actively seeking out spots. Mexican interest picked up in the first month of the year, as was reported, but processors say interest is currently sporadic. There are reports of more skim milk powder (SMP) from global competitors moving into countries at a value when compared to domestically processed NDM.

NDM - WEST: Demand for low/medium heat NDM is steady from both domestic and international purchasers in the West. Regional milk output is health and stakeholders say they anticipate volumes to increase as spring approaches. Current milk volumes are contributing to strong production of low/medium heat NDM, and stakeholders anticipate output to increase during spring flush. Contacts report loads of low/

medium heat NDM are available for spot purchasing. Strong production and available spot loads have, reportedly, contributed to lower prices for low/medium heat NDM. Production of high heat NDM is limited, as plant managers are focusing their schedules on the shorter drying times of low/medium heat NDM. Stakeholders suggest this, along with steady demand, is contributing to tight spot availability. Though these bearish signs are present, lower prices for low/medium heat NDM are contributing to softening prices for high heat NDM in the region.

NDM - EAST: Eastern contacts say plant downtime has created a glut of condensed skim for neighboring processors. All said, production/inventories of nonfat dry milk have risen since the final quarter of 2022. Adding to the softer market tones is the amount of whey protein concentrates available for end users who can utilize either commodity.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads increased by 6 percent, while organic ads dropped by 55 percent. Ice cream in 48- to 64-ounce containers was the most advertised conventional dairy item with an average price that dropped by 26 cents to \$3.67. The most advertised organic dairy item was milk in gallon-sized containers, with an average price of \$5.83.

Total conventional ads for cheese grew by 42 percent, though the number of organic cheese ads decreased by 78 percent. Conventional 6- to 8-ounce packages of shred cheese was the second-most advertised product, appearing in 43 percent more ads than last week with an average price of \$2.64, up 3 cents. Organic shred style cheese in 6- to 8-ounce packages was the most advertised organic cheese item with an average price of \$4.28.

Conventional ads for yogurt declined by 21 percent, and organic ads fell by 52 percent. The most prevalent organic yogurt item was non-Greek yogurt in 32-ounce containers. However, this type of yogurt was the least-advertised conventional style yogurt product. The average price was down 25 cents to \$4.57, while conventional prices rose by 31 cents to \$2.96.

RETAIL PRICES - CONVENTIONAL DAIRY - MARCH 10

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	3.27	3.00	3.99	NA	NA	NA	NA
Butter 1#	4.08	4.55	3.25	3.98	2.83	4.28	4.58
Cheese 6-8 oz block	2.69	2.73	2.83	2.19	2.18	3.23	2.90
Cheese 6-8 oz shred	2.64	2.61	2.84	2.25	2.16	2.62	2.75
Cheese 6-8 oz sliced	2.50	3.08	2.22	2.64	2.45	3.14	2.82
Cheese 1# block	5.30	4.32	5.99	NA	6.24	3.99	NA
Cheese 1# shred	3.99	NA	NA	NA	6.24	5.99	7.61
Cheese 1# sliced	NA	NA	NA	NA	NA	6.69	6.23
Cheese 2# block	7.16	7.99	NA	NA	NA	5.99	NA
Cheese 2# shred	6.98	8.43	NA	NA	6.99	6.88	NA
Cottage Cheese 16 oz	2.35	2.88	1.66	2.69	2.44	1.68	2.00
Cottage Cheese 24 oz	3.74	4.04	3.65	3.36	NA	2.99	NA
Cream Cheese 8 oz	2.91	2.75	3.31	2.50	3.65	3.79	2.19
Ice Cream 14-16 oz	3.06	3.36	NA	3.39	3.99	4.20	2.78
Ice Cream 48-64 oz	4.64	3.53	NA	3.34	4.32	3.90	3.78
Milk 1/2 gallon	3.06	2.99	.99	.99	.99	2.07	1.99
Milk gallon	4.64	4.09	3.99	3.99	4.59	3.33	4.23
Sour Cream 16 oz	1.97	3.36	1.78	2.34	2.12	1.83	2.24

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

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:	Yogurt 4-6 oz:	\$1.50
Butter 1 lb:	Greek Yogurt 32 oz:	NA
Cottage Cheese 16 oz:	Milk 1/2 gallon:	\$4.26
Cheese shreds 6-8 oz:	Milk gallon:	\$5.83
Cheese 6-8 oz block:	Sour Cream 16 oz:	NA
Cheese 6-8 oz sliced:	Ice Cream 14-16 oz:	NA
Yogurt 32 oz:	Ice Cream 48-64 oz:	\$9.53

WHOLESALE BUTTER MARKETS - MARCH 8

NATIONAL: Cream is available and butter makers are running active production schedules. As spring holidays grow near, some processors in the East are churning seven days a week, and butter is primarily being frozen or going towards contractual needs, and stakeholders say spot inventories vary. Central region contacts say butter has become more available in recent months. Contacts in the West report heavy butter inventories, as retail demand is below previously forecasted levels.

WEST: Available cream volumes are plentiful. Stakeholders report cream supplies as balanced to ample for production needs. Overall, cream demand is steady to light. Steady production schedules are running by butter producers working through cream volumes. Retail demand is light to weak. Some stakeholders report below forecasted current sales for the spring holiday season are contributing to inventories remaining heavy. Contract sales are light. The recently slightly bullish momentum in export market demand and spot market demand has subsided. Salted butter inventories outpace unsalted butter inventories. Decreased interest from bulk purchasers continues to be noted by stakeholders. Bulk butter overages range from 1.5 to 10 cents above the market value.

CENTRAL: Butter makers say cream availability remains ample, but slightly lower than in previous weeks. Some Cream cheese processors are pulling slightly on the long stores of cream. Still, regional butter manufacturers are finding cream locally and from the near-Western states at similar multiples week to week. Butter churning is busy and was expected to be busy into this week. Spring holiday demand has picked up, as some butter plant managers relay food service and retailer demand is meeting expectations. Butter market tones are unsteady.

NORTHEAST: Cream is readily available in the East. Regional Cream cheese production has slowed and has freed up some cream supplies for butter processing. Butter manufacturers report that they are operating robust production schedules ahead of spring holidays, with some plant managers reporting seven-day churning schedules. Current demand is steady to weaker, despite the approaching baking season. Butter inventories are comfortable in certain locales, but spot loads of butter are harder to find in some eastern states. Despite the new crop season, prices on industry cash exchanges fell 10.5 cents over the last week and plateaued in recent trading sessions.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
03/06/23	49,150	66,359
03/01/23	48,681	67,267
Change	469	-908
Percent Change	1	-1

CME CASH PRICES - MARCH 6 - 10, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY March 6	\$1.6375 (+6¼)	\$1.9150 (-3½)	\$2.3450 (NC)	\$1.1775 (NC)	\$0.4450 (NC)
TUESDAY March 7	\$1.6675 (+3)	\$1.8450 (-7)	\$2.3450 (NC)	\$1.1650 (-1¼)	\$0.4375 (-¾)
WEDNESDAY March 8	\$1.6975 (+3)	\$1.7975 (-4¾)	\$2.3300 (-1½)	\$1.1650 (NC)	\$0.4400 (+¼)
THURSDAY March 9	\$1.7350 (+3¾)	\$1.8250 (+2¾)	\$2.3325 (+¼)	\$1.1750 (+1)	\$0.4400 (NC)
FRIDAY March 10	\$1.7700 (+3½)	\$1.7800 (-4½)	\$2.3325 (NC)	\$1.1750 (NC)	\$0.4425 (+¼)
Week's AVG \$ Change	\$1.7015 (+0.1340)	\$1.8325 (-0.0835)	\$2.3370 (-0.0570)	\$1.1715 (-0.0115)	\$0.4410 (-0.0090)
Last Week's AVG	\$1.5675	\$1.9160	\$2.3940	\$1.1830	\$0.4500
2022 AVG Same Week	\$2.0525	\$2.2080	\$2.7335	\$1.8480	\$0.7575

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Two cars of blocks were sold Monday, the last at \$1.9150, which set the price. No blocks were sold Tuesday; the price declined on an uncovered offer of 1 car at \$1.8450. One car of blocks was sold Wednesday at \$1.7975, which set the price. No blocks were sold Thursday; the price increased on an unfilled bid for 1 car at \$1.8250. One car of blocks was sold Friday at \$1.7850; an uncovered offer of 1 car at \$1.7800 then set the price. The barrel price jumped Monday on a sale at \$1.6375, increased Tuesday on a sale at \$1.6675, rose Wednesday on a sale at \$1.6975, increased Thursday on a sale at \$1.7350, and rose Friday on a sale at \$1.7700. It was a heavy trading week for barrels with a total of 50 truckloads traded at the CME.

Butter Comment: The price declined Wednesday on a sale at \$2.3300, then rose Thursday on an unfilled bid at \$2.3325.

Nonfat Dry Milk Comment: The price declined Tuesday on a sale at \$1.1650, then increased Thursday on a sale at \$1.1750.

Dry Whey Comment: The price fell Tuesday on a sale at 43.75 cents, increased Wednesday on a sale at 44.0 cents, and rose Friday on a sale at 44.25 cents.

WHEY MARKETS - MARCH 6 - 10, 2023

RELEASE DATE - MARCH 9, 2023

Animal Feed Whey—Central: Milk Replacer:	.3000 (+1) – .3200 (+1)
Buttermilk Powder:	
Central & East:	1.1300 (-3) – 1.2200 (-4)
Mostly:	1.1300 (-1) – 1.1800 (NC)
Casein: Rennet:	5.7400 (NC) – 6.0000 (NC)
Acid:	6.1500 (NC) – 6.3500 (NC)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.3650 (+4) – .4700 (+1)
Mostly:	.4000 (NC) – .4400 (+1)
Dry Whey—West (Edible):	
Nonhygroscopic:	.4000 (+¼) – .4750 (NC)
Mostly:	.4100 (NC) – .4500 (NC)
Dry Whey—NorthEast:	.3900 (+1) – .4625 (+1)
Lactose—Central and West:	
Edible:	.1600 (NC) – .5900 (-1)
Mostly:	.2600 (-2) – .4850 (-1½)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat:	1.1700 (-1) – 1.2700 (NC)
High Heat:	1.3300 (NC) – 1.4200 (NC)
Nonfat Dry Milk —Western:	
Low/Medium Heat:	1.1325 (-3½) – 1.3000 (NC)
High Heat:	1.2825 (-3½) – 1.4375 (-2)
Whey Protein Concentrate—34% Protein:	
Central & West:	1.0400 (NC) – 1.6000 (-5)
Mostly:	1.2200 (NC) – 1.5600 (-2)
Whole Milk—National:	2.1000 (NC) – 2.2200 (-4)

Visit www.cheesereporter.com for historical dairy, cheese, butter, & whey prices

HISTORICAL MONTHLY AVG BUTTER PRICES

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

USDA Raises 2023 Milk Production Forecast; Price Forecasts Mixed

Washington—The USDA, in its monthly supply-demand estimates released Wednesday, raised its 2023 milk production forecast, while its dairy product and milk price forecasts were mixed.

The 2023 milk production is forecast 200 million pounds higher than last month, at 228.5 billion pounds, on a larger cow inventory. Output per cow is unchanged from last month.

On both fat- and skim-solids bases, dairy imports for 2023 are raised, while dairy exports are reduced.

Cheese prices are lowered from last month as supplies are expected to be relatively large and domestic demand is projected to be relatively soft.

USDA is now projecting that cheese prices will average \$1.8100 per pound in 2023, down five cents from last month's forecast. Last year, cheese prices had averaged \$2.1122 per pound.

The butter price forecast is raised by one-half cent from last month, to \$2.3350 per pound, on recent data. In 2022, the butter price had averaged a record \$2.8665 per pound.

Nonfat dry milk prices are also raised one-half cent from last

month, to \$1.2300 per pound, with a weaker first quarter offset by a stronger fourth quarter. Last year, nonfat dry milk prices averaged \$1.6851 per pound.

And dry whey prices are raised by 2.5 cents, to 39.0 cents per pound, on recent price observations and stronger expected demand, USDA said. In 2022, dry whey prices averaged 60.35 cents per pound.

With the changes in component prices, Class III prices are projected to average \$17.55 per hundred-weight, down 35 cents from last month's forecast, while Class IV prices are projected to average \$18.30 per hundred, up five cents from last month's forecast. The all milk price is projected 25 cents lower, at \$20.45 per hundred.

This month's 2022/23 US corn outlook is for lower exports and larger ending stocks. The season-average corn price received by producers is lowered 10 cents, to \$6.60 per bushel, based on reported prices as of Wednesday.

US soybean supply and use changes for 2022/23 include higher exports, lower crush, and reduced ending stocks compared with last month's USDA report. The US soybean meal price is forecast at \$465 per short ton, up \$15.00.



Any Way You Dice It Rely on Urschel

As a powerhouse developer and manufacturer of cutting machinery, Urschel delivers targeted results to meet processing goals and optimize profits.

Rugged dicers built to exceed expectations.





URSCHTEL

The Global Leader in Food Cutting Technology

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

Set up a free test-cut of your product. www.urschel.com

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

For more information, visit www.urschel.com