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NMPF Petitions USDA To Hold Hearing To Amend Federal Orders

NMPF Proposals Include Hiking Make Allowances, Removing Barrels From Protein Price Calculation

Arlington, VA—The National Milk Producers Federation (NMPF) on Monday submitted to the US Department of Agriculture (USDA) a detailed proposal to amend five pricing provisions under all federal milk marketing orders (FMMOs).

The package of proposals was considered and unanimously approved by the NMPF board of directors in March.

This is the third federal order hearing petition USDA has received in recent weeks. Both the International Dairy Foods Association and Wisconsin Cheese Makers Association have asked USDA to hold a hearing to address make allowances in federal orders. Last Friday, USDA asked both organizations for more information about specific make allowance values.

Proposal 1 from NMPF would increase the make allowances in the four basic component price formulas, as follows: the cheese make allowance would increase

from 20.03 to 24.0 cents per pound; the butter make allowance would rise from 17.15 to 21.0 cents per pound; the nonfat dry milk make allowance would increase from 16.78 to 21.0 cents per pound; and the dry whey make allowance would rise from 19.91 to 23.0 cents per pound.

NMPF does not contend that these increases fully correct for the increases in Cheddar cheese, butter, nonfat dry milk and dry whey manufacturing costs experienced by manufacturers since 2008, when the current make allowances were implemented.

Instead, NMPF said, these make allowance increases “represent a fair balance” between the producer impact of higher make allowances and the processor impact of make allowances more closely reflecting the current cost of manufacturing commodity style Cheddar cheese, butter, NDM and dry whey.

Although the current federal order make allowances are “over-

due” for updates, the data available to do so “are not sufficiently comprehensive and unambiguous to establish revised make allowances confidently,” NMPF stated. Also, because make allowances have not been altered for so many years, “bringing them up to date in a single step would create disorderly market conditions due to the impact on regulated milk prices.

Accordingly, NMPF recommends that the make allowances be updated as follows:

- Provide an interim increase to alleviate the acute problems and disorderly market conditions created by the current, clearly insufficient make allowances.

- Enact the authority for USDA to conduct mandatory, auditable plant processing cost studies, conduct such a study under that authority, and present the resulting data to the industry, which will enable interested parties to make requests for further make allowance adjustments on the basis of proper and adequate data.

• See **NMPF Seeks Hearing**, p. 11

US Dairy Exports Declined 4% In March; Dairy Imports Rose 24%

Washington—US dairy exports during March were valued at \$814.8 million, down 4 percent from March 2022, according to figures released Thursday by USDA’s Foreign Agricultural Service (FAS).

Dairy exports during the first quarter of 2023 were valued at \$2.18 billion, up 3 percent from the first quarter of 2022.

Leading markets for US dairy exports during the January-March period, on a value basis, with comparisons to the same period last year, were: Mexico, \$633.9 million up 24 percent; Canada, \$259.2 million, up 2 percent; China, \$186.0 million, up 17 percent; Japan, \$111.2 million, down 6 percent; Indonesia, \$98.8 million, up 4 percent; Philippines, \$94.3 million, down 33 percent; South Korea, \$88.4 million, down 34 percent; and Australia, \$58.9 million, up 18 percent.

US dairy imports during March were valued at \$453.4 million, up 24 percent from March 2022. That’s the second-highest single-month dairy import value ever, trailing only October 2022’s \$458.5 million.

Dairy imports during the first quarter of 2023 were valued at \$1.26 billion, up 29 percent from the first quarter of 2022.

Leading sources of US dairy imports during the first three

• See **March Dairy Trade**, p. 5

USDA Creates 12 Regional Food Business Centers, Adds Funds To Boost Supply Chains

Washington—The US Department of Agriculture (USDA) on Wednesday announced the creation of 12 new USDA Regional Food Business Centers that will provide national coverage coordination, technical assistance, and capacity building to help farmers, ranchers and other food businesses access new markets and navigate federal, state and local resources.

USDA also announced a \$420 million Resilient Food Systems Infrastructure Program (RFSI) to fund innovative projects designed to invest in processing and distri-

• See **Regional Centers**, p. 7

Senate Ag Committee Gathers Dairy Policy Input On Farm Safety Net

Washington—The US Senate Agriculture Committee on Tuesday heard producer testimony on various aspects of federal dairy policy during a hearing on the farm safety net.

Blake Gendebien, a dairy farmer from New York state and vice chairman of Agri-Mark, testified on behalf of National Milk Producers Federation (NMPF).

When the Senate Ag Committee began preparing for the 2018 farm bill, dairy policy was “much different, and much less effective, than it is today,” Gendebien said. The previous Margin Protection Program (MPP), while well-intended, fell short of providing the protection required of a valuable farm safety net. MPP allowed farmers to insure against low margins — the gap between milk prices and feed costs — but

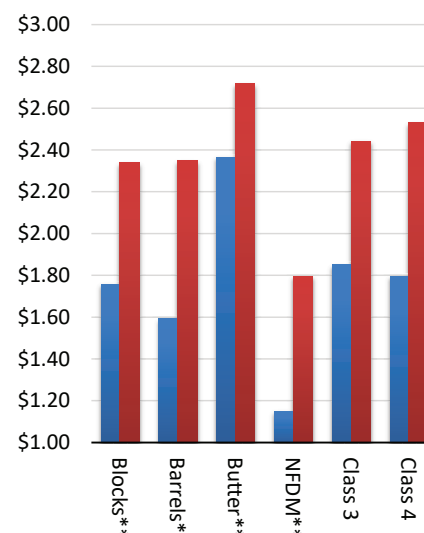
didn’t offer affordable or meaningful coverage that accounted for the challenges producers endured.

The Dairy Margin Coverage (DMC) program is a “major improvement” over MPP and has performed as a strong safety net for dairy farmers during difficult times, Gendebien continued. It offers dairy producers affordable coverage for margin levels that reflect the milk price and feed cost challenges they face. DMC worked as intended in 2021, paying out well over \$1.1 billion to participating farmers nationwide.

However, as valuable as the DMC program has been, “many farmers have not been able to fully benefit because DMC’s

• See **Dairy Safety Net**, p. 9

April Avg Prices - 2023 vs 2022
Average CME Prices**
Class 3 and Class 4 Milk Price x 10





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Food Labeling Modernization Act Is Unnecessary

Several Democrats in the US House and Senate last week introduced the Food Labeling Modernization Act of 2023, which prompted us to wonder: Do food labels really need to be modernized? And if so, is the Food Labeling Modernization Act really the way to accomplish that updating?

As reported on our front page last week, the Food Labeling Modernization Act would, among other things, mandate a single, standard front-of-package nutrition labeling system for all food products required to bear nutrition labels.

The legislation includes more than a dozen other sections, dealing with everything from health-related and nutrient content claims to the format of the ingredient list on packaged food products and the use of specific terms, including “natural” and “healthy.”

The key point to remember about this sweeping legislation is this: there is no way this measure makes it to President Biden's desk. We make this rather bold prediction for two reasons.

First, the legislation is sponsored by Democrats in both the House and the Senate. The Senate is controlled (barely) by Democrats, but the House is controlled by Republicans. Since this isn't one of those bills that can be described as “bipartisan,” it would seem to have little chance of passing in the Senate, let alone in the House.

Second, if the Food Labeling Modernization Act sounds familiar, that's because it's been introduced before (and maybe because it sounds a little like the Food Safety Modernization Act). Specifically, the Food Labeling Modernization Act was introduced in Congress in 2013, 2015, 2018, 2021 and now in 2023.

Needless to say, if the legislation failed to pass four times

already, it seems unlikely, especially given the current makeup of Congress, that the fifth time will be a charm.

One additional reason this legislation seems doomed to die in committee is that it doesn't really fill a pressing need. We were reminded of this point when reading the comment of US Sen. Cory Booker of New Jersey, one of the bill's Senate co-sponsors, who claimed that deceptive tactics are “often used” to market ultra-processed foods, “by making them seem healthy or by obscuring high levels of added sugars and salts. Companies should have to be transparent about what is in ultra-processed foods, and consumers should be warned when there are excess sugars or salts in a given product.”

Well, we're not sure how exactly it is that companies go about “obscuring” high levels of added sugars and salts (or even what “high levels” means). After all, the Nutrition Facts label was updated a few years ago to include a line for “Added Sugars,” and sodium has been part of the Nutrition Facts label since those labels became mandatory almost 30 years ago.

Oh, and sodium content is listed near the top of the Nutrition Facts label, and is also required to be in **boldface**.

On top of that, sugar and salt are both required to be listed along with other ingredients.

So it's hard to understand how food companies are “obscuring” this information, unless “obscuring” means putting the information on the back or side of a package, instead of the front.

Speaking of the front of packages, front-of-package labeling remains a key focus of the Food Labeling Modernization Act, and that's arguably the most disturbing part of this legislation. Obviously, there are a lot of folks who are interested

We're not convinced that a symbol on the front of a food package — one that is oriented towards added sugars, sodium and saturated fat — will better consumer knowledge of what's in the food they buy.

in mandatory front-of-package food labels, including some members of Congress as well as organizations such as the Center for Science in the Public Interest, which, along with two other groups, petitioned FDA last August to implement a standardized front-of-package nutrition labeling system that is mandatory, nutrient-specific, includes calories, and is “interpretive” with respect to the levels of saturated fat, sodium, and added sugars per serving.

Last month, a number of consumer, health and related organizations endorsed the petition from CSPI. And FDA has received more than 5,000 comments in response to that CSPI petition.

Evidence of the support for front-of-package labeling comes from this quote, from US Rep. Rosa DeLauro, one of the House sponsors of the Food Safety Modernization Act: “Front-of-package labels are the future, and a welcomed change that will better consumer knowledge of what is in the food they buy.”

Hmmm. We're not convinced that a symbol on the front of a food package — one that is oriented towards added sugars, sodium and saturated fat — will better consumer knowledge of what's in the food they buy. There's a heck of a lot more information included in the Nutrition Facts label and the ingredient statement than can ever be included in some simplistic front-of-package label.

The Food Safety Modernization Act doesn't appear to have any chance of being passed by Congress and signed into law over the next couple of years, but various sections of the bill will continue to garner attention and support. That includes, most significantly, the idea of mandating front-of-package nutrition labels on foods. This bad idea isn't going away anytime soon.

Global Dairy Trade Price Index Rises 2.5%; Only AMF Price Declines

Auckland, New Zealand—The price index on this week’s semi-monthly Global Dairy Trade (GDT) dairy commodity auction increased 2.5 percent from the previous auction.

That was the second straight increase in the GDT price index.

In this week’s auction, which featured 153 participating bidders and 103 winning bidders, prices were higher for Cheddar cheese, skim milk powder, whole milk powder, butter and buttermilk powder; and lower for anhydrous milkfat. Sweet whey powder wasn’t offered, and an average price for lactose wasn’t available.

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

Cheddar cheese: The average winning price was \$4,561 per metric ton (\$2.07 per pound), up 4.5 percent. Average winning prices were: Contract 1 (June), \$4,705 per ton, up 5.0 percent; Contract 2 (July), \$4,782 per ton, up 9.4 percent; Contract 4 (September), \$4,495 per ton; Contract 5 (October), \$4,398 per ton up 0.8 percent; and Contract 6 (November), \$4,400 per ton, up 1.6 percent.

Skim milk powder: The average winning price was \$2,787 per

ton (\$1.26 per pound), up 1.5 percent. Average winning prices were: Contract 1, \$3,086 per ton, up 8.4 percent; Contract 2, \$2,765 per ton, up 3.2 percent; Contract 3 (August), \$2,740 per ton, down 3.2 percent; Contract 4, \$2,726 per ton, down 1.4 percent; and Contract 5, \$2,786 per ton, down 2.0 percent.

Whole milk powder: The average winning price was \$3,230 per ton (\$1.46 per pound), up 5.0 percent. Average winning prices were: Contract 1, \$3,218 per ton, up 4.4 percent; Contract 2, \$3,213 per ton, up 4.3 percent; Contract 3, \$3,334 per ton, up 8.0 percent; Contract 4, \$3,339 per ton, up 6.3 percent; and Contract 5, \$3,323 per ton, up 5.9 percent.

Butter: The average winning price was \$4,947 per ton (\$2.24 per pound), up 2.4 percent. Average winning prices were: Contract 1, \$5,010 per ton, down 0.1 percent; Contract 2, \$4,942 per ton, up 4.0 percent; Contract 3, \$4,990 per ton, up 5.5 percent; Contract 4, \$4,880 per ton, down 0.7 percent; Contract 5, \$4,862 per ton, up 1.1 percent; and Contract 6, \$4,859 per ton, up 0.3 percent.

Anhydrous milkfat: The average winning price was \$4,832 per ton (\$2.19 per pound), down 2.4

percent. Average winning prices were: Contract 1, \$4,499 per ton, down 9.5 percent; Contract 2, \$4,907 per ton, up 1.6 percent; Contract 3, \$5,107 per ton, up 1.6 percent; Contract 4, \$5,063 per ton, down 5.9 percent; Contract 5, \$5,107 per ton, down 4.9 percent; and Contract 6, \$4,972 per ton, down 3.5 percent.

Buttermilk powder: The average winning price was \$2,468 per ton (\$1.12 per pound), up 0.8 percent. Average winning prices were: Contract 1, \$2,595 per ton, up 1.2 percent; Contract 2, \$2,358 per ton, down 0.2 percent; Contract 3, \$2,560 per ton, up 2.4 percent; Contract 4, \$2,605 per ton, up 3.6 percent; and Contract 5, \$2,510 per ton, down 3.1 percent.

The previous GDT auction’s price gains were driven by a Middle Eastern squeeze in skim milk powder supplies, with the region taking more than half of SMP volumes for the first time, ASB Bank noted in its “Commodities Weekly” report. The distribution of purchases looks a bit more normal this time around, though there are still signs strong demand from Middle Eastern buyers is playing a role. Middle Eastern whole milk powder purchases are more than triple their level this time last year, and Middle Eastern SMP purchases are 20 to 40 times larger than they usually are at this point in the year.

“So it’s probably still worth being a bit cautious around whether the sorts of gains seen at the latest auctions are likely to be sustained,” ASB Bank said.

Nonetheless, signals at this week’s auction were mostly positive, ASB Bank added. China continues to purchase more whole milk powder that it has done for more than 18 months. The ratio of winning bidders to those participating has ticked down compared with earlier in the year, in a sign that competition for product is a bit more robust. The whole milk powder contract curve is not only elevated, but showing a robust upward slope in a signal that buyers are prepared to pay more in order to secure supply into the first half of next season.

All else being equal, recent resilience in dairy prices implies some upside to ASB’s \$7.00 per kilogram of milk solids farmgate milk price forecast.

Still, ASB is cautious on the 2023/24 outlook. While it’s good to see prices regain a bit of ground, the dairy market fundamentals don’t look to have changed dramatically.

“Dairy price trends are seldom linear, and we wouldn’t be surprised to see prices pull back over coming auctions before making more sustainable gains over the latter part of the season,” ASB Bank said.

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Consensus Builds for Make Allowance Updates

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The opportunity to update federal milk marketing orders rolls on with news April 28 that the US Department of Agriculture (USDA) is seeking more information from Wisconsin Cheese Makers Association (WCMA) and International Dairy Foods Association (IDFA) as it considers our petitions for a national rule-making and hearing on orders.

Specifically, USDA asked our organizations for “additional information regarding the specific make allowance values to be considered to assist the Secretary in deciding whether to initiate an FMMO rulemaking proceeding on this issue.”

Then, on May 1, National Milk Producers Federation (NMPF) jumped into the pool, offering a 49-page request for a national federal order hearing. They also requested an update for make allowance values. Clearly this is an issue the dairy industry has united around.

A quick look back: In March, WCMA filed a petition with USDA to initiate an update of federal orders. Our organization focused on our No. 1 priority – updates for the manufacturing allowances used in the Class 3 and Class 4 milk pricing formulas. Certainly, other improvements for orders should be considered, but make allowances have remained unchanged for 15 years and today these inadequate values for the

true cost of making Cheddar cheese, dry whey, nonfat dry milk and butter have changed (wiped out) milk price premiums, spurred deductions on milk checks, and sparked the spread of milk pricing methods born outside of the geography of federal milk marketing orders.

In short, the lack of initiative to keep government-set milk price formulas up to date has forced change upon milk pricing in the United States – necessity being the mother of invention.

the lack of initiative to keep government-set milk price formulas up to date has forced change upon milk pricing in the United States – necessity being the mother of invention.

In our petition to USDA, WCMA pointed to an excellent tool for discovering the up to date make allowance values that these dairy regulators want. It’s the “Cost of Dairy Processing” survey tool currently available to dairy manufacturers. The deadline to complete this survey is May 12, 2023. Dr. Mark Stephenson, the newly retired and busier-than-ever Director of Dairy Policy at

the University of Wisconsin, initiated this survey in February, asking manufacturers of Cheddar, dry whey, nonfat dry milk and butter to complete this detailed look at dairy product production costs.

Interestingly, in its 49-page petition filed May 1, NMPF listed some exact ideas for new make allowance values for Cheddar, butter, nonfat dry milk and dry whey. But the document doesn’t detail where those values came from. In fact, the petition states: “NMPF does not contend that these increases fully correct for the increases in butter, NFDM, cheddar cheese and dry whey manufacturing costs experienced by manufacturers since 2008, when the current make allowances were implemented.”

Instead, NMPF states, these new make allowances “represent a fair balance between the producer impact of higher make allowances and the processor impact of make allowances more closely reflecting the current cost of manufacturing commodity style butter, nonfat dry milk, cheddar cheese and dry whey.”

Make allowances are data-driven cost compilations used in a mathematical formula, not “fair balance” political footballs.

Which brings us back to the “Cost of Dairy Processing” survey tool that dairy manufacturers can fill out by May 12. This national plant survey has a logical flow from seeking the specific products made by a manufacturer to noting each volume of production. Then the dairy inputs (such as raw milk, cream, liquid whey) are quantified, as well as ingredients such as cheese starter, rennet and salt.

The survey captures the cost of various forms of energy and annual labor costs allocated to the various products produced. Packaging costs such as the costs of cheese boxes, bulk bags, stretch wrap, pallets and liners are gathered for a complete look at the cost of manufacture. Finally, the survey takes in the market value and depreciation of assets.

In addition to agreeing to update make allowances, NMPF, WCMA and IDFA agree that USDA needs the long-term authority to conduct mandatory, auditable, plant processing cost studies to fuel further make allowance adjustments in the future.

WCMA looks forward to providing USDA with the specific make allowance data they have requested to consider our petition for a hearing to update make allowances.

John Umhoefer has served as executive director of the Wisconsin Cheese Makers Association since 1992. You can phone John at (608) 286-1001 or e-mail John Umhoefer at jumhoefer@wischeesemakers.org

FROM OUR ARCHIVES

50 YEARS AGO

May 4, 1973: Albany, NY—The Eastern US Ag & Food Export Council launched this week, established to increase dairy exports in 11 northeastern states. The new Council is one of four organizations across the US, with the other three serving Central, Southeast and Northwest states.

Minneapolis, MN—International Multifoods and Hickory Farms of Ohio recently entered into a joint venture to operate a chain of franchised Hickory Farms specialty cheese stores in the Upper Midwest. The sale includes stores in Fargo, ND; Edina, MN; and Duluth, MN, with plans to open locations in Omaha, NE; Grand Forks, MN; and Dubuque, IA.

25 YEARS AGO

May 1, 1998: Washington—The top seven cheese-producing states in 1997 were the same as in 1996, but settling into the number eight spot was a brand new entrant: New Mexico. Last year marked New Mexico’s debut in USDA’s annual list of cheese production by state, showing four plants producing 189.7 million pounds of cheese.

Chicago—Lyle Brenne was presented with the ADPI Award of Merit. Brenne began his career at Baldwin Creamery, WI. He then served as general manager of Benson Creamery until joining Ellsworth Cooperative Creamery in 1967 as general manager – a role he held until his retirement in 1995.

10 YEARS AGO

May 3, 2013: Baraboo, WI—To consolidate cheese manufacturing capacity and capitalize on recent investments in its processing network, Foremost Farms will consolidate cheese production from plants in Alma Center and Waumandee to facilities in Appleton, Richland Center, Milan and Marshfield, WI.

Chicago—Phil Tong, professor of dairy science and director of the Dairy Products Technology Center at Cal Poly, was honored here with the ADPI Award of Merit. Tong started his career at Kraft before joining DPTC, where he’s worked for the past 25 years.

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USDA Kicks Off Implementation Phase For Climate Smart Ag Projects

Washington—The US Department of Agriculture (USDA) late last week announced the official kick-off of the implementation phase for projects funded through the \$3.1 billion Partnerships for Climate-Smart Commodities effort.

Project partners are beginning work on formal implementation of the climate-smart production practices, marketing, and quantification, monitoring, reporting and verification of greenhouse gas benefits that are funded through the effort as agreements are finalized on a rolling basis.

As projects get underway, USDA is launching the Partnerships for Climate-Smart Commodities Learning Network (Partnerships Network), a collaboration of all the project partners, which will generate key lessons-learned as projects are implemented.

In the coming weeks and months, partners will be opening signup under their projects for producer participation. Producers interested in participating in projects are invited to visit the Partnerships for Climate-Smart Commodities Active Projects Dashboard to find projects in their areas. This dashboard will be updated periodically with newly active projects and links to their project websites when available.

Last week's announcement was highlighted in a virtual kick-off event for producers, stakeholders and the public with USDA leaders and project partners.

USDA is investing more than \$3.1 billion for 141 projects, including numerous dairy-related projects, through the Partnerships for Climate-Smart Commodities effort, which seeks to build and expand market opportunities for US commodities produced using climate-smart practices through pilot projects.

The selected projects, spanning up to five years, will:

- Provide technical and financial assistance to producers to implement climate-smart production practices on a voluntary basis on working lands.

- Pilot innovative and cost-effective methods for quantification, monitoring, reporting and verification of greenhouse gas benefits.

- Develop markets and promote the resulting climate-smart commodities.

For more about the Partnerships, visit www.usda.gov/climate-solutions/climate-smart-commodities.

March Dairy Trade

(Continued from p. 1)

months, on a value basis, with comparisons to the first three months of 2022, were: New Zealand, \$219.1 million, up 27 percent; Ireland, \$179.9 million, up 46 percent; Italy, \$123.0 million, up 5 percent; Canada, \$96.5 million, up 39 percent; France, \$77.7 million, up 4 percent; Mexico, \$67.3 million, up 46 percent; Denmark, \$65.8 million, up 101 percent; and Netherlands, \$61.7 million, up 31 percent.

Cheese exports during March totaled 91.4 million pounds, down 0.4 percent from March 2022. The value of those cheese exports, \$217.3 million, was up 12 percent.

During the first quarter of this year, cheese exports totaled 238.5 million pounds, up 4 percent from the first quarter of last year. The value of those exports, \$570.9 million, was up 19 percent.

Leading markets for US cheese exports during the first three months, on a volume basis, with comparisons to the same months of 2022, were: Mexico, 73.2 million pounds, up 16 percent; South Korea, 27.6 million pounds, down 31 percent; Japan, 22.3 million pounds, down 7 percent; Australia, 21.6 million pounds, up 31 percent; Guatemala, 8.2 million pounds, up 53 percent; Canada, 8.18 million pounds, up 34 percent; and Panama, 7.5 million pounds, up 38 percent.

Nonfat dry milk exports during March totaled 172.0 million pounds, down 3 percent from March 2022. NDM exports during the first quarter of this year totaled 461.4 million pounds, up 3 percent from the first quarter of last year.

Dry whey exports during March totaled 46.9 million pounds, up 8

percent from March 2022. Dry whey exports during the January-March period totaled 111.5 million pounds, up 9 percent from the same period last year.

Exports of WPC totaled 32.4 million pounds, down 4 percent from March 2022. WPC exports during the first three months totaled 76.2 million pounds, down 10 percent from the first three months of 2022.

Lactose exports totaled 88.0 million pounds, up 18 percent from March 2022. During the January-March period, lactose exports totaled 256.3 million pounds, up 26 percent from a year earlier.

Butter exports during March totaled 8.6 million pounds, down 36 percent from March 2022. Butter exports during the first quarter of this year totaled 23.8 million pounds, down 27 percent from the first quarter of last year.

Ice cream exports totaled 15.6 million pounds, up slightly from March 2022. Exports during the January-March period totaled 36.9 million pounds, down 6 percent from the same period in 2022.

Cheese Imports Drop

During March, US cheese imports totaled 33.7 million pounds, down 5 percent from March 2022. The value of those cheese imports, \$141.5 million, was up 5 percent.

Cheese imports during the first quarter of 2023 totaled 92.5 million pounds, up 4 percent from 2022's first quarter. The value of those imports, \$376.2 million, was up 12 percent.

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

- **Italy:** 19.4 million pounds, down slightly.

- **France:** 8.7 million pounds, down 23 percent.

- **Netherlands:** 7.0 million pounds, up 29 percent.

- **Spain:** 6.4 million pounds, up 36 percent.

- **Nicaragua:** 4.5 million pounds, up 54 percent.

- **Ireland:** 4.4 million pounds, up 15 percent.

- **United Kingdom:** 4.2 million pounds, down 5 percent.

March imports of butter and other butterfat-containing products totaled 15.4 million pounds, up 52 percent from March 2022. Butter imports during March totaled 13.2 million pounds, up 63 percent from a year earlier.

During the first quarter of 2023, imports of butter and other butterfat-containing products totaled 41.5 million pounds, up 59 percent from the first quarter of 2022. Butter imports during that period totaled 30.7 million pounds, up 54 percent from a year earlier.

Casein imports during March totaled 6.6 million pounds, down 26 percent from March 2022. Casein imports during the January-March period totaled 27.2 million pounds, down 7 percent from the same period last year.

Imports of caseinates totaled 6.9 million pounds, up 109 percent from March 2022. Imports of caseinates during the first quarter totaled 20.8 million pounds, up 104 percent from the 2022.

Imports of Chapter 4 milk protein concentrate totaled 9.3 million pounds, up slightly from March 2022. Imports of Chapter 4 MPCs during the first three months totaled 26.5 million pounds, up 13 percent from the first three months of last year.

Imports of Chapter 35 MPCs totaled 610,942 pounds, down 83 percent from 2022. Imports of Chapter 35 MPCs during the January-March period totaled 15.4 million pounds, up 37 percent from a year earlier.

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AlterAg, Novilla RNG To Produce Renewable Natural Gas On AlterAg's Lynn Farms

Unity, WI—AlterAg Industries Corporation, a vertically integrated dairy farm and dairy products company, on Thursday announced an agreement with Buckhorn RNG, LLC, a wholly owned subsidiary of Novilla Investment Holdings, LLC, to produce renewable natural gas and other useful products from manure generation by AlterAg's Lynn dairy farm operations.

Under the agreement, Novilla will construct, own and operate a manure conversion facility on AlterAg's Lynn farm property that is anticipated to produce more than 120,000MMBtu of renewable natural gas per year from waste-manure — the energy equivalent to approximately 900,000 gallons of gasoline or 875,000 gallons of propane. The AlterAg and Novilla project will also preempt greenhouse gas emission equivalent to 6,500 or more automobiles, annually.

"AlterAg's mission continues to be production and distribution of high-quality milk and branded dairy products by controlling and balancing the supply chain between tillable farmland and branded dairy products. Our added challenge is to meet our strategic plan with a specific focus on animal health and care, socially conscious practices, a clean environment, and predictable profit," commented Ron Braatz, AlterAg's chief executive officer.

"Today's announcement with Novilla RNG furthers our

objectives by being able to convert millions of tons of manure into eco-friendly natural gas and high-quality fertilizers, to further remove greenhouse gas emissions from our atmosphere, and to generate additional profit," Braatz added.

"AlterAg's Lynn Farms is an ideal platform for Novilla to construct, own, and operate a dairy RNG facility," said Jared Williams and Mark Hill, co-CEOs of Novilla.

"The RNG facility being built at AlterAg's Lynn Farms will also create new jobs in the local community and provide a high-quality fiber bedding for the dairy," Williams and Hill added.

"Today's announcement is a clear illustration of how AlterAg's growth strategy works: AlterAg seeks to remove the inefficiencies and stress points inherent among dissimilar activities of the supply chain by actively participating in each key function between tillable farmland and branded dairy products," explained Todd M. DeMatteo, senior executive director of Bankers Capital International.

"Here, rather than accepting manure as a necessary byproduct of dairy farming, AlterAg actively sought alternative solutions, eventually selecting Novilla as the best partner to address the issue," DeMatteo continued. "AlterAg's approach is to let each management team focus on what it does best, under a common plan and with common guidance, and each 'component' of the supply chain will then become more predictable and more economical, as the inter-company and intra-company pinch points subside."

For more information on AlterAg Industries, visit <https://alterag.com>.

Richard Bradfield Of IIC Receives ADPI Award of Merit



In the photo above, Richard Bradfield, general manager at International Ingredient Corporation, receives the 2023 C. Earl Gray Award of Merit from Mindy Berrey of Land O'Lakes, current chair of the board of the American Dairy Products Institute. Photo courtesy of ADPI.

Chicago—Richard Bradfield, general manager at International Ingredient Corporation (IIC), was recognized by the American Dairy Products Institute (ADPI) last week as the 2023 C. Earl Gray Award of Merit recipient.

The award was established in 1991 to recognize individuals who have made a significant difference in the processed dairy products industry.

Bradfield grew up on a dairy farm in Ireland and began his career with International Ingredient Corporation upon receiving his M.S. degree from the University of Dublin. Thirty years later, he has climbed the ladder and serves as IIC's general manager.

Bradfield's engagement with ADPI enhanced his growth of the industry and, thus, he promoted the positives of dairy in the feed industry and was integral to the growth of his company.

Bradfield's involvement in ADPI has included leading the organization through many challenging and pivotal moments, including three CEO transitions, economic recessions, a global pandemic and a host of other dynamic industry-specific events.

His ADPI board engagement started in 2002 and he twice served as chair of the board. Bradfield is passionate about building an organization that serves its members and he has demonstrated this through his ongoing prioritization of committee involvement, executive board engagement, board leadership and officer mentorship.

Bradfield was presented with the 2023 C. Early Gray Award of Merit during the annual ADPI/ABI annual conference by Mindy Berrey of Land O'Lakes, the current ADPI board chair.

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Regional Centers

(Continued from p. 1)

bution capacity to build resilience across the middle of the supply chain and strengthen local and regional food systems. USDA's AMS will partner with state and territories' departments of agriculture for this program.

Last year, USDA announced \$400 million to fund the Regional Food Business Centers initiative and 12 organizations were selected to lead efforts in their region and together serve all areas of the US. The Regional Food Business Centers will support producers by providing localized assistance to access a variety of markets, including linking producers to wholesalers and distributors.

Lead organizations selected for each center are as follows:

Appalachia USDA Regional Food Business Center: Rural Action Inc.

Delta USDA Regional Food Business Center: Mississippi Delta Council for Farmworker Opportunities

Great Lakes Midwest USDA Regional Food Business Center: Michigan State University

Heartland USDA Regional Food Business Center: University of Nebraska

National Intertribal Food Business Center: Intertribal Agriculture Council

Island and Remote Areas USDA Regional Food Business Center: Hawaii Good Food Alliance

North Central USDA Regional Food Business Center: Region Five Development Commission

Northeast USDA Regional Food Business Center: NASDA Foundation

Northwest and Rocky Mountain USDA Regional Food Business Center: Colorado State University

Rio Grande Colonias USDA Regional Food Business Center: Texas A&M AgriLife

Southeast USDA Regional Food Business Center: Georgia Minority Outreach Network

Southwest USDA Regional Food Business Center: University of California

Through RFSI, AMS will enter into cooperative agreements with state agencies, commissions, or departments that are responsible for agriculture in states or US territories.

The USDA will work with recipients to competitively subaward funding to projects that expand capacity for the collection, processing, manufacturing, storing, transporting, wholesaling, and distribution of food products, including dairy and other food products.

Entities eligible for subawards include agricultural producers or processors, non-profit organizations, local government entities, tribal governments, and institutions such as schools, universities, or hospitals.

"The resources and diverse knowledge offered through the Centers will make the opportunities available through dozens of USDA programs more accessible to small and mid-sized producers and food and farm businesses," said Jenny Lester Moffitt, USDA under secretary for marketing and regulatory programs.

New Jersey's Biazzo Dairy Products Has New Owner

Ridgefield, NJ—Biazzo Dairy Products, Inc., of Ridgefield, NJ, has been purchased by the Weintraub Family Trust.

Biazzo Dairy Products has produced Ricotta and Mozzarella cheeses for supermarket chains in the New York metro area and the greater Northeast corridor for almost 60 years.

The transaction was facilitated by M&A advisor Bob Wolter of CBS-Global, LLC, in Green Bay, WI.

Biazzo Dairy Products was founded by John and Anna Iapichino in 1964. More recently, their son, Joe Iapichino, has operated the business.

According to the Biazzo website, the company started producing its cheeses in 1964 with a small manufacturing facility of about 500 square feet in Paterson, NJ. The company's cheeses were made and sold the same day they were produced to many local Italian salumerias and area food retailers.

In 1965, the founders moved their manufacturing facility to larger quarters in Passaic, NJ, the website noted.

Due to the overwhelming demand for the Biazzo brand Ricotta and Mozzarella cheese, the Biazzo family decided to move operations to its current location in 1993.

For more details about Biazzo Dairy, visit www.biazzo.com.

For information about the CBS-Global's company achievements, services provided, leadership or history, visit www.cbs-global.com.

Dairy MAX, AgNext Form Alliance To Improve Animal Ag Sustainability

Grand Prairie, TX—Regional dairy organization Dairy MAX and Colorado State University's AgNext recently announced a strategic alliance as part of a continued commitment to improve sustainability in animal agriculture.

The collaboration with Dairy MAX marks AgNext's first official commitment from the dairy industry.

Dairy MAX has agreed to support strategic initiatives of the AgNext program, continuing its work of advancing sustainable dairy production and raising up the next generation.

"This collaboration, and our belief and support of the AgNext program, highlights the value Dairy MAX places on the pursuit of knowledge and advancing the sustainability and resiliency of dairy farming," commented Marty McKinzie, Dairy MAX's chief growth officer. "The data and research collected through this program will support protecting the environment for all and ensure a future for dairy farmers to continue providing unmatched nutrition in dairy products with minimal environmental impact."

"We are excited to work collaboratively with Dairy MAX and its farmers on the advancement of cutting-edge technology development and innovative manage-

ment strategies that continue driving the dairy industry toward sustainable outcomes," said Dr. Kim Stackhouse-Lawson, AgNext director.

"AgNext is positioned and ready to lead animal agriculture toward the discovery of sustainable solutions that are applicable for farmers based on their operational needs, are considerate of regional variability between operations and enhance profitability for farmers," Stackhouse-Lawson continued. "The AgNext research team is thrilled to join together with Dairy MAX and share in the

commitment to sustainability in dairy systems."

AgNext and Dairy MAX will work collaboratively to advance the health and sustainability of the entire value chain to improve food security and create stronger communities.

To learn more about sustainability efforts from AgNext and Dairy MAX, visit AgNext.colorado-state.edu and DairyDiscoveryZone.com/sustainability.

Founded more than 40 years ago, Dairy MAX represents more than 900 dairy farmers and serves communities in eight states.



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OBITUARIES

Slavko Ivanovic, 56, longtime employee of Agropur/Jerome Cheese Company in Jerome, ID. Ivanovic passed away unexpectedly at his home in Twin Falls, ID, on Saturday, April 29, 2023. A native of Yugoslavia, Ivanovic immigrated to the US in 2000 and joined Jerome Cheese Company. He served the cheese location in Jerome for 23 years, most recently in a managerial role.

Stew Leonard, Sr., 93, storied dairy retailer and creator of what's nicknamed the "Disneyland of Dairy Stores," passed away Wednesday, April 26 at New York's Lenox Hill Hospital from complications with pneumonia. After earning a degree from the University of Connecticut's School of Agriculture, Leonard began his dairy industry career at family-owned Clover Farms Dairy in Norwalk, CT. It was a state-of-the-art dairy by the standards of the time, with a pasteurizing and bottling plant, and fresh milk delivered daily. Realizing milk delivery was becoming obscure by the late 1960s, Leonard set out to build a retail dairy store where children could watch milk being bottled, while parents did their shopping in a farmer's market atmosphere.

In 1969, Stew Leonard's opened its doors – a 17,000 square-foot retail store carrying just eight items. It would eventually become the "World's Largest Dairy Store" according to Ripley's Believe It or Not. Today, the family-owned and operated business features seven retail locations and more than 2,500 employees.

PERSONNEL

BETSY HORTON has joined **Compeer Financial** as the organization's chief financial officer, succeeding **JASE WAGNER**, who was appointed CEO in January 2023. Horton brings extensive experience in finance and leadership to her new role, having held chief financial officer positions at S&W Seed Company and Miller Milling Company, along with several leadership positions during her 20-year tenure at Cargill. At Compeer, Horton will be responsible for managing the company's accounting, financial reporting, budgeting and asset/liability functions. **SUSAN SACHATELLO** has been named chief marketing officer, in charge of leading the marketing, sales enablement, events and education, and client experience teams at Compeer Financial. Sachatello brings years of experience in marketing and digital leadership to her new role, previously holding marketing leadership positions at Allianz Life, Principal Financial, Cuna Mutual Group, Lands' End and L Brands.

Life-long dairy farmer **TOM OELRICHS** has joined the **Missouri State Milk Board**. Oelrich has worked on his family farm, O-Rich Dairy, since 1980. He currently serves as partner, and is a member of Dairy Farmers of America (DFA) milk cooperative.

Inform the industry of "People News" by emailing mcrowley@cheesereporter.com. There is no cost for the listing.

Central Wisconsin Association Honors Buhlman, Rix With Life Memberships



The Central Wisconsin Cheesemakers and Buttermakers Association honored John Buhlman of Eau Galle Cheese at its 109 annual convention this week in Marshfield, WI. Buhlman (second from left) accepts the award with his family and long-time employees, including Steve Bechel (left); wife Carol Buhlman; Karen Cooper and Brent Weiss of Eau Galle Cheese.

Marshfield, WI—The Central Wisconsin Cheesemakers and Buttermakers Association at their annual business meeting this week, honored John Buhlman of Eau Galle Cheese and Richard Rix of Meyer-Rix with life memberships, the association's highest honor.

Richard Rix of Meyer-Rix, previously worked at North Central Trading and the Northwoods Group for many years before deciding to venture out on his own, Peggy Noeldner, secretary of the association, noted in Rix's introduction.

Also receiving the association's life membership, John Buhlman grew up making cheese for his parents, Swiss immigrants, Leo and Bertha.

John Buhlman purchased Eau Galle Cheese in 1965 and piv-

oted the manufacture from Swiss cheese to Parmesan.

Under his management, updates were made, and in 1985, Buhlman built a new manufacturing plant in nearby Durand, WI. There he continued to add other award-winning hard Italian-style cheeses to the company's offerings.

Buhlman operated the cheese plant, with wife Carol, for 56 years, but says he had been making cheese in some capacity since he was five years old.

Buhlman has retired and since turned over the plant to his son-in-law, Steve Bechel, who continues to operate Eau Galle Cheese in Durand.

The association honored both Rix and Buhlman in appreciation of many years of support and service to the cheese industry.

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Nestle, Equity Firm To Set Up Joint Venture For Nestle's Frozen Pizza Business In Europe

Vevey, Switzerland—Nestle and private equity firm PAI Partners have agreed to set up a joint venture for Nestle's frozen pizza business in Europe.

Nestle's pizza business spans several countries across Europe, with an annual turnover of around CHF 400 million (US\$446 million). Pizzas are currently distributed under the Wagner, Buitoni and Garden Gourmet brands, including in Germany, Italy, France, Spain, Switzerland, Portugal, Austria, Belgium and the Netherlands.

The new business will be headquartered in Germany and led by an experienced management team, Nestle and PAI stated. It will operate two manufacturing facilities, in Nonnweiler, Germany, and Benevento, Italy.

The proposed partnership will only cover Nestle's frozen pizza business in Europe. Nestle's pizza business in the US is not part of the scope and remains integral to Nestle's frozen food operations in the US, Nestle stated.

Under the proposed transaction, Nestle will retain a non-controlling stake with equal voting rights alongside PAI Partners. The transaction is subject to employee consultations and the approval of regulatory authorities and is expected to close in the second half of 2023.

"We took a thorough look at our European pizza business and concluded that partnering with PAI provides the best platform to develop its full potential," explained Marco Settembri, executive vice president, chief executive officer Zone Europe at Nestle.

"Nestle will remain invested in this business and participate in future growth and value creation as the joint venture continues to provide the very best pizza for consumers and retail partners," Settembri added.

This partnership follows the creation of Froneri in 2016, a Nestle joint venture with PAI Partners. Today, Froneri is a global leader in ice cream, Nestle noted.

"This transaction is testimony to our relationship with Nestle and brings together Nestle's iconic brands with PAI's depth of expertise in creating leaders in food and consumer," said Frederic Stevenin, a managing partner at PAI Partners.

"We are delighted to once again partner with Nestle to replicate our previous success," Stevenin added.

Dairy Safety Net

(Continued from p. 1)

underlying production history calculation is outdated," Gendebien said. Dairy farmers need the opportunity to update their production history to reflect more current on-farm production levels.

NMPF's Economic Policy Committee is currently reviewing other potential improvements to DMC for the next farm bill, Gendebien noted. For example, DMC currently allows all participating producers to pay lower premiums per hundredweight for their first 5.0 million pounds of production history, known as Tier 1 milk volume.

Gendebien believes a "modest increase" to this threshold would benefit many family dairy farmers in the Northeast and nationwide.

"Beyond DMC, we are grateful that, on par with producers of other commodities, dairy farmers of all sizes now have access to both a Farm Service Agency-run safety net as well as Risk Management Agency tools, such as Dairy Revenue Protection (Dairy-RP) and Livestock Gross Margin-Dairy (LGM-Dairy), which give all farmers the ability to adapt their risk management to their needs," Gendebien said.

Regarding the federal milk marketing order (FMMO) program, Gendebien noted that NMPF's board of directors last month unanimously approved a comprehensive proposal to modernize the FMMO program, and is "hopeful that this comprehensive, thoughtful, measured approach to modernizing the program will be considered as the foundation for a national federal order hearing."

NMPF submitted its proposal to USDA on Monday (for more details, please see the lead story on page 1 of this week's issue).

In the trade arena, promotion programs like the Market Access Program and the Foreign Market Development program promote US-made dairy and agriculture products that compete with heavily subsidized foreign products, returning well over \$20 in export revenue for every one dollar invested in the programs, Gendebien said. NMPF supports doubling funding for both essential programs to better promote US dairy products worldwide.

Zippy Duvall, president of the American Farm Bureau Federation, said Farm Bureau supports the following principles, among others, to guide development of programs in the next farm bill:

- Increase baseline funding commitments to farm programs.
- Maintain a unified farm bill that includes nutrition programs and farm programs together.
- Prioritize funding for risk management tools, which include both federal crop insurance and Title I commodity programs.
- Ensure adequate USDA staffing capacity and technical assistance.

"The farm bill has been a bipartisan effort in the past," Duvall pointed out. "The 2023 farm bill presents an important opportunity for lawmakers to rise above partisanship and work together again to pass legislation that protects food security for all Americans and the future success of our farmers and ranchers."

Dairy Revitalization Plan

Rob Larew, president of National Farmers Union (NFU), said NFU supports the inclusion in the farm

bill of the Dairy Revitalization Plan, a growth management strategy that coordinates milk production growth among all dairy producers to stabilize prices.

"This program would increase farmer profitability by elevating milk prices, preventing overproduction, and reducing milk price volatility," Larew said. "It would also facilitate beginning farmer entry, reduce government expenditures, respond to global market conditions, have national and mandatory participation, allow for planned growth when the market can accept additional milk, prevent production base from acquiring value, and invite meaningful farmer input, development, implementation, and governance."

According to a recent study, had the Dairy Revitalization Plan been enacted, milk prices would have been higher by an average of \$1.41 per hundredweight between 2014 and 2021, Larew said.

The degree of variation in prices above or below the average milk price would have been reduced by approximately 50 percent during the study period. Income was higher for farms that stayed within allowable growth across all levels of production, Larew continued.

"We know that federal investments in agricultural programs through the farm bill, along with infrastructure improvements, are an important part of ensuring the long-term viability of rural economies," Larew said. "We support revitalizing local and regional food and energy systems, increasing wealth and asset-building in rural communities and encouraging entrepreneurship, innovation, and diversification in farming and ranching."

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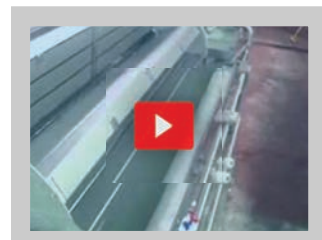
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Finalists Named For Northeastern Dairy Product Innovation Contest

Ithaca, NY—Cornell University's Center for Regional Economic Advancement (CREA) and the Northeast Dairy Foods Research Center (NDFRC) have announced the 10 finalists for the inaugural Northeastern Dairy Product Innovation Competition.

Funded by a \$1 million grant from the Northeast Dairy Business Innovation Center (NE-DBIC), the competition provides finalists early-stage incubation assistance from Cornell's food processing and business experts, access to the university's food processing facilities, industry mentorship, and training on product prototyping.

In addition to these resources, finalists will receive \$20,000, up to three winners receiving an additional \$55,000, and a presence at the Dairy Innovation Showcase at the 2023 Grow-NY Summit in November.

Over 50 food entrepreneurs, including those making products on organic and small farms, applied to the competition. A committee of dairy experts representing producers, industry, and research selected the 10 finalists based on product concept, innovation or improvement, viability, prominence of dairy ingredients, and consumer value.

The 10 Dairy Product Innovation Competition finalists are:

Bell & Goose Cheese Co., New Hampshire: Marinated feta cheese.

lu•lu ice cream, Vermont: Goat's milk gelato.

Maia Yogurt, Connecticut: Grassfed yogurt for kids.

Maple Valley Farm, Vermont: Saffron maple yogurt.

North Country Creamery, New York: Semi-hard, pasteurized cheese.

Oakfield Corners Cheese LLC, New York: Mexican style cheese.

Spekld, Connecticut: Pre-made, brown butter product.

Terra Firma Farm, Connecticut: Ready-to-use, premium ice cream base.

Naturally Golden Family Farms Co-op, Pennsylvania: All natural, dairy-based coffee creamer.

Very Good Yogurt, New York: Sugar-free, savory yogurt.

"This initiative responds to a growing need for developing new value-added dairy products, a critical component to increasing milk value for farmers, supporting regional opportunities, and building energy around dairy," commented Laura Ginsburg, NE-DBIC lead.

"The Dairy Innovation Competition builds a pipeline of entrepreneurs equipped to create and scale value-added products that address today's consumer preferences," said Jenn Smith, CREA's director of food and ag startup programs. "Growing these businesses

is key to increasing the utilization of dairy ingredients produced in the Northeast, and strengthening our rural economy."

"We are thrilled with the enthusiastic response to the dairy innovation competition and look forward to working with the 10 finalists by providing access to much needed technical and entrepreneurial resources," commented Dr. Samuel Alcaine, director of the NDFRC and associate professor of food science at Cornell. "This competition positions the Northeast to create more product lines and business opportunities for our region's dairy farmers."

The competition culminates on August 8 at Cornell University's Stocking Hall, where finalists will pitch their products to a committee of judges. Finalists will be evaluated on: dairy product concept and execution; dairy product innovation and improvement; viability of commercialization and business model; use of dairy ingredients; and consumer value.

Wisconsin Specialty Cheese Institute To Be Dissolved, Effective June 30

Milwaukee, WI—The board of directors of the Wisconsin Specialty Cheese Institute (WSCCI) has decided to dissolve the organization, effective June 30, 2023.

The WSCCI board had met on Apr. 24, to discuss the future of the organization. Over the past three to four years, WSCCI noted that it has seen a decline in its membership and participation, much of which has been attributed to changes in business activities due to the COVID-19 pandemic, a reduction in staff and travel.

After much discussion within the board and with many WSCCI members over the past year, and due to other opportunities in the

industry, it was decided to dissolve the organization.

The Wisconsin Specialty Cheese Institute dates back to 1993, when a group of Wisconsin specialty cheese makers, along with representatives from the Wisconsin Cheese Makers Association (WCMA) and Wisconsin Milk Marketing Board (WMMB, now known as Dairy Farmers of Wisconsin) formed an alliance to further the growth and development of Wisconsin's specialty cheese industry.

In January 1994, under the banner, Wisconsin Specialty Cheese Institute, the steering group formed a non-profit association

with the single mission: "To promote the development in Wisconsin of a profitable specialty cheese industry recognized as producing the best quality and largest varieties of specialty cheeses in the world."

WSCCI was born out of recognition that the state's specialty cheese companies could benefit from coming together to share information, ideas, and support. Over the past 29 years, WSCCI successfully held annual educational seminars focusing on marketing and cheese technology that have benefitted its members.

Also, throughout each year, WSCCI members came together at numerous cheese processor and associated vendor/supplier locations around the state to network and to see firsthand new technology and facilities.

The original WSCCI organization by-laws stated: "The purpose of the Institute shall be to promote the Wisconsin cheese industry and to support research for the improvement of Wisconsin cheese."

The board of directors said it is important to point out that the past 10 years "have brought tremendous growth and recognition of the importance that specialty cheese has in the dairy food industry and marketplace."

During this time, the Wisconsin Center for Dairy Research (CDR) has been able to invest in and recently opened a world-class facility to facilitate new product development and quality improvement, the WSCCI board noted. The new CDR addition gives the Center its own food-grade licensed production facility, including state-of-the-art research, instruction and small-scale production space.

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

In addition, the WCMA has increased and enhanced its educational and networking opportunities on a national basis. For example, the Dairy Business Innovation Alliance (DBIA), which serves an 11-state service area in the Midwest, was created under the 2018 farm bill and is a partnership of WCMA and CDR.

And Dairy Farmers of Wisconsin has been "extremely instrumental" in aiding specialty cheese growth in Wisconsin through its own marketing efforts with research, education and promotions, the board pointed out.

Wisconsin's specialty cheese output has increased from 83.1 million pounds in 1993, produced by 43 companies, to 877 million pounds, produced by 88 companies, in 2021 (the most recent year for which statistics are available).

The current WSCCI board of directors includes Pete Kondrup, Westby Cooperative Creamery; president; along with Dave Potter, Dairy Connection; Gloria Joseph, CROPP Cooperative/Organic Valley; Gail Zeitler, Precision Biolabs; Samantha Forster, Presto Labels; Kirk Scott, DFW; and Hershel Frankenthal, Global Foods International.

The board said it appreciates the support the members have given over the past 29 years.

"With a strong specialty cheese support structure in place within the state of Wisconsin, WSCCI has served its purpose," the board said.



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NMPF Seeks Hearing

(Continued from p. 1)

•Continue to conduct and report plant processing cost studies regularly and systematically under the same legislative authority and mandate.

Proposal 2 from NMPF would remove the US average survey price for 500-pound barrel Cheddar cheese from the computation of the protein price.

The Class III price is derived from calculations of component prices for protein, butterfat, and other solids, NMPF noted. The protein component price formula references two survey price series for Cheddar cheese reported in the weekly National Dairy Products Sales Report (NDPSR), for 40-pound Cheddar blocks and 500-pound barrel Cheddar.

The total cheese price used in the protein price calculation is the weighted average of the block and the moisture-adjusted barrel price, plus 3.0 cents per pound, weighted by sales volumes reported in the survey. The respective reported sales volumes of block and barrel cheese are roughly equal, with blocks ranging from 44 percent to 55 percent of total reported volume since 2017, NMPF said.

From 2000 to 2016, the spread between the CME block and barrel cheese spot (cash) prices annually averaged 3.0 cents per pound, with a “tight range” of 2.0 to 5.0 cents per pound, NMPF said. However, the correlation between block and barrel prices “declined significantly” from 2017 through 2022. The average spread of block over barrel prices during this period was 12 cents per pound, with a “much wider range” of 2.0 to 28.0 cents per pound.

The CME block Cheddar price is used as a pricing index for most cheese produced in the US, NMPF explained. Cheddar 40-pound blocks, 640-pound blocks, Mozzarella, other American-type cheese, and other types of cheese typically use the 40-pound block price as an index for pricing purposes. Approximately 90 percent of natural cheese produced in the US is sold using the CME 40-pound block price as a pricing index.

Barrel cheese represents only an estimated 7 percent of US-manufactured natural cheese, and it’s estimated that the CME barrel cheese price is used to price only about 10 percent of total US-produced natural cheeses, NMPF added.

“The volatile block/barrel spread over the past five years negatively impacted both dairy producers and processors,” NMPF stated.

Eliminating the Cheddar 500-pound barrel price series from the Class III price calculation will reduce financial uncertainty for

processors and will drive both block and barrel processors to use the 40-pound block market as a price index, NMPF said. Price risk management opportunities for processors will be enhanced because there are risk management tools built around block that do not exist for barrels.

Class I, Component Proposals

Proposal 3 from NMPF would restore the original federal order reform Class I skim milk price mover.

Under federal order reforms that were implemented in 2000, USDA determined that the Class I mover should be the “higher of” the most currently calculated advanced Class III or Class IV skim milk price, NMPF noted. The 2018 farm bill changed the Class I mover to the current language, which uses the average of the Class III and Class IV prices plus a fixed differential of 74 cents per hundredweight.

Comparing the “higher-of” Class I formula, in operation from January 2000 to April 2019, to the average of plus 74 cents per hundred Class I formula, in operation since May 2019, “reveals a clear asymmetrical impact,” NMPF said.

The asymmetric price risk inherent in the current Class I mover became evident during the second half of 2020 and then again during much of 2022, NMPF continued. During these periods, the current Class I mover fell mostly, and significantly, below the previous “higher-of” mover. Since it became effective in May 2019, the cumulative market losses in pooled Class I skim milk values in all orders has reached \$937.9 million through January 2023.

The change also increased the level of disorderly marketing

during this period by reducing Class I prices relative to the other classes and thus creating greater incentives to depool milk, NMPF added.

NMPF proposes to amend the Class I skim milk price mover to return it to its original form, as initially adopted in federal order reform; namely, the higher of the Class III and Class IV advanced skim milk pricing factors.

Proposal 4 from NMPF would update the milk component factors in the skim milk price formulas.

The federal order skim milk price formulas were constructed to be reflective of the content of the skim portion of skim milk, NMPF explained. Over the course of 23 years, the milk component content has increased through improved genetics, better feeds and feeding practices, and better cow comfort management, among other factors.

For manufacturing prices in federal orders with multiple component pricing (MCP), the increase in milk component levels are reflected in Classes II, III and IV because federal orders with MCP price every pound of skim components, NMPF noted. However, the recognition of these higher component tests has not occurred in determining Class I skim milk prices in all orders and Class II, III and IV prices in the three Southern orders and the Arizona order.

With federal order reform, the component averages used to calculate the skim portion of the Class III and Class IV prices were set at 3.1 percent protein and 5.9 percent other solids. Adding the protein and other solids value resulted in the 9.0 percent nonfat solids factor used in the Class II

skim calculation, NMPF noted. These factors were based on the historic practice of using 3.5 percent butterfat composition for milk to quote class prices for producer milk, not the actual composition of producer skim milk.

“Other than some loose ties to historic industry practices and milk content assumptions, there is no further justification in the Federal Order Reform for the current Class III and Class IV skim milk composition factors, that we can find,” NMPF stated.

NMPF is proposing to increase the skim component factors in the skim milk price formula to equal the weighted average nonfat solids, true protein and other solids factors for milk pooled on federal orders using data for the three years prior to implementation.

Finally, **Proposal 5** from NMPF would increase the Class I differentials in all 11 federal orders.

The majority of Class I differentials have remained unchanged since federal order reform, NMPF said. The differentials in the Appalachian, Florida, and Southeast orders were “modestly updated” in 2008.

“Just as the production costs embedded in the Class II, III, and IV make allowances are out of date, so are the underlying cost assumptions in the Class I differentials,” NMPF said.

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 rise by an average of \$1.49 per hundred, and would range from \$2.68 per hundred for the California order to \$7.07 per hundred for the Florida order.



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COMING EVENTS

www.cheesereporter.com/events.htm

WDPA Dairy Symposium To Highlight Dairy's Role In A Global Marketplace

Egg Harbor, WI—The role of dairy products in a global marketplace and how international economies impact the dairy trade will be addressed at the Wisconsin Dairy Products Association's (WDPA) Dairy Symposium.

The two-day event returns to the Landmark Resort here July 10-11, 2023. It begins Monday at 10 a.m. with the annual golf outing. The scramble tournament will take place at The Orchards at Egg Harbor Golf Course. The "yellow-ball contest" returns as well, WDPA noted.

Attendees will gather at 5 p.m. for a reception prior to the Presidents Award Banquet.

Day two starts with WDPA's annual meeting, featuring executive director Brad Legreid and WDPA president Stacy Wand, Prairie Farms Dairy.

Michael Swanson of Wells Fargo will lead a session on the impact of US and international economies on the dairy industry.

Lindsey Ribolzi of Dairy Management, Inc. (DMI) will share insights on the latest new products – both dairy and non-dairy – along with how consumers per-

ceive products that occupy dairy shelves, and new trends on the horizon.

Sara Dorland of Ceres and Will Loux, US Dairy Export Council (USDEC), will look at how dairy products are competing in national and international markets. The session will show how this is a pivotal time in which the US could become the dominant dairy exporter in the world.

The symposium wraps with lunch and special guest speaker Matt McClelland, CEO of Prairie Farms Dairy. McClelland will address current challenges processors are facing in today's dairy economy.

Registration is open to anyone in the industry. Cost to attend is \$495 for WDPA members and \$645 for non-members, and includes reception and dinner, along with breakfast, seminars and lunch.

Cost to attend the golf outing is an additional \$130 per person.

The hotel registration deadline is June 2 and the symposium registration deadline is June 16.

For the complete schedule, sponsorship opportunities and to register, visit www.wdpa.net.

Registration For WCMA Golf Outing, Trap Shoot Is May 16; Event Is July 19

Madison—Registration for the Wisconsin Cheese Makers Association (WCMA) Golf Outing and Trap Shoot will open Tuesday, May 16 at 10 a.m. online.

The popular event will bring dairy processors and industry suppliers together on Wednesday, July 19 in central Wisconsin.

"WCMA is pleased to be able to bring members together each year for a day of networking and fun," said WCMA executive director John Umhoefer. "This event sold out in just minutes in 2022, so mark your calendar now and be ready for registration on May 16 at 10 o'clock sharp."

On July 19, golfers will participate in a scramble tournament at one of four courses: Bull's-Eye Golf Club, Northern Bay Resort, and Lake Arrowhead's Lakes and Pines Courses, all located near Nekoosa, WI.

Each golfer's registration fee covers their golf cart, greens fees, range balls, cart gifts, skill and

winner prizes, as well as lunch, social hour, and dinner.

Golfers will be given lunch courtesy of BMO Harris Bank at their assigned course starting at 9:30 a.m. or at the turn.

Foursomes will be created by WCMA for individual golf registrants. The number of golfers is capped at 576.

First-time trapshooters and experienced enthusiasts are encouraged to attend WCMA's concurrent event at the Wisconsin Trapshooting Association (WTA) Homegrounds facility, less than five miles from Lake Arrowhead.

Trapshooters will start their day with the BMO Harris Bank Lunch at noon, with individual shooting and group challenges beginning at 1:00 p.m.

No license is needed, and novice trapshooters will receive personal instruction from WTA volunteers. Participants are encouraged to bring their own shotgun, as limited quantities are available for

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Samples, Exhibitors Wanted For NYS Pavilion At National Restaurant Show

Chicago—The New York State Department of Agriculture & Markets is inviting dairy companies to exhibit and sample at the National Restaurant Association Show here May 20-23.

The show, which draws an estimated 60,000 attendees from across all food procurement industries, will feature a New York State Grown & Certified branded pavilion.

Booth space, shipping from Albany, and all show floor expenses will be covered. Product to sample, travel, and lodging will be at the expense of the exhibitors.

More information about the show is available at www.nationalrestaurantshow.com. Questions about participation can be addressed to Jessica Brooks at (518) 424-1336 or via email: jessica.brooks@agriculture.ny.gov.

PLANNING GUIDE

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 information.

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.

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

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

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

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

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

IDF World Dairy Summit: Oct. 16-19, Chicago, IL. Visit www.idfwds2023.com to register online and for more information.

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

PLMA Trade Show: Nov. 12-14, Donald E. Stephens Convention Center, Chicago. Registration opens in June at www.plma.org.

day use. The number of shooters is capped at 100.

After a full day of fun and networking, all attendees will meet at the spacious Lake Arrowhead clubhouse for the Amcor Social Hour and a buffet dinner.

Cost to participate in either event is \$210 for WCMA members and \$275 for non-members. Registration for the social hour and dinner is \$60 per person, regardless of membership status.

Affordable and impactful sponsorship opportunities are also available now through June 9. New this year, WCMA will hold up to 12 golfer spots for companies that sign up as Premier Dinner or Golf Cart Sponsors by May 12.

Those interested in sponsorships are encouraged to skip the rush on registration day by visiting WisCheeseMakers.org to secure a key sponsorship package. Questions can be directed to WCMA events manager Caitlin Peirick: cpeirick@wischeesemakers.org.

Complete details, including registration options, are available at WisCheeseMakers.org.



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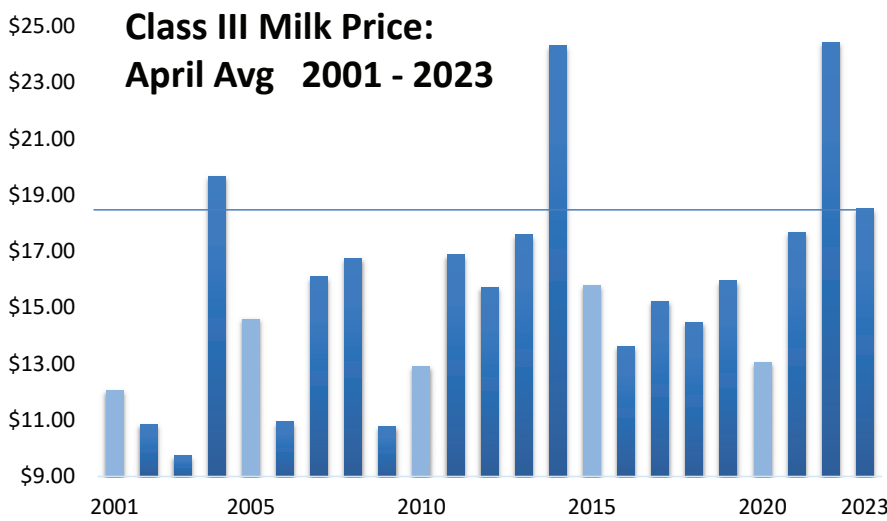


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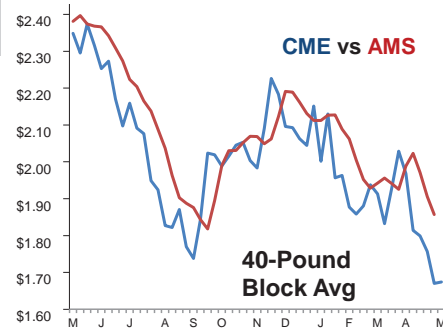
Class Milk & Component Prices April 2023 with comparisons to April 2022

Class III - Cheese Milk Price	2022	2023
PRICE (per hundredweight)	\$24.42	\$18.52
SKIM PRICE (per hundredweight)	\$13.90	\$9.40
Class II - Soft Dairy Products	2022	2023
PRICE (per hundredweight)	\$25.71	\$19.20
BUTTERFAT PRICE (per pound)	\$3.1531	\$2.7079
SKIM MILK PRICE (per hundredweight)	\$11.23	\$10.07
Class IV - Butter, MP	2022	2023
PRICE (per hundredweight)	\$25.31	\$17.95
SKIM MILK PRICE (per hundredweight)	\$11.66	\$8.80
BUTTERFAT PRICE (per pound)	\$3.1461	\$2.7009
NONFAT SOLIDS PRICE (per pound)	\$1.6470	\$0.9774
PROTEIN PRICE (per pound)	\$3.4239	\$2.5603
OTHER SOLIDS PRICE (per pound)	\$0.5565	\$0.2479
SOMATIC CELL Adjust. rate (per 1,000 scc)	\$0.00115	\$0.00094
AMS Survey Product Price Averages	2022	2023
Cheese	\$2.2910	\$1.8775
Cheese, US 40-pound blocks	\$2.2759	\$1.9406
Cheese, US 500-pound barrels	\$2.2759	\$1.7942
Butter, CME	\$2.7694	\$2.4018
Nonfat Dry Milk	\$1.8314	\$1.1551
Dry Whey	\$0.7394	\$0.4398



DAIRY PRODUCT SALES

May 1, 2023—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDm.



Week Ending	April 29	April 22	April 15	April 8
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		Dollars/Pound		
US	1.8571	1.9060	1.9710	2.0230
Sales Volume		Pounds		
US	12,401,152	11,549,711	12,078,223	12,980,387
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price		Dollars/Pound		
US	1.7147	1.8314	1.9785	2.0458
Adjusted to 38% Moisture				
US	1.6348	1.7405	1.8808	1.9393
Sales Volume		Pounds		
US	15,077,034	15,139,235	13,883,117	13,897,727
Weighted Moisture Content		Percent		
US	34.97	34.76	34.78	34.60
AA Butter				
Weighted Price		Dollars/Pound		
US	2.4047	2.3939	2.3885	2.4244
Sales Volume		Pounds		
US	3,653,502	3,842,835	3,769,836	3,080,480
Extra Grade Dry Whey Prices				
Weighted Price		Dollars/Pound		
US	0.4263	0.4293	0.4481	0.4617
Sales Volume		Pounds		
US	6,682,788	6,385,766	6,520,712	4,753,692
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		Dollars/Pound		
US	1.1219	1.1691	1.1754	1.2006
Sales Volume		Pounds		
US	54,458,890	19,567,551	26,491,094	21,808,232

DAIRY FUTURES PRICES

SETTLING PRICE							*Cash Settled	
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
4-28	Apr 23	18.62	17.98	44.750	116.025	1.942	1.8820	240.000
5-1	Apr 23	18.61	17.98	44.750	115.650	1.942	1.8820	240.000
5-2	Apr 23	18.62	17.98	44.850	115.750	1.942	1.8810	240.250
5-3	Apr 23	18.52	17.95	43.980	115.510	1.940	1.8750	240.180
5-4	Apr 23	—	—	—	—	—	—	—
4-28	May 23	16.82	17.94	38.500	115.250	1.801	1.7360	241.000
5-1	May 23	16.60	17.94	38.600	114.750	1.800	1.7100	242.500
5-2	May 23	16.65	17.94	39.000	114.025	1.800	1.7150	242.500
5-3	May 23	16.76	17.94	39.000	114.400	1.800	1.7200	242.500
5-4	May 23	16.68	17.95	38.750	115.500	1.800	1.7150	242.500
4-28	June 23	17.28	18.13	35.800	117.250	1.836	1.7960	242.000
5-1	June 23	17.05	18.15	35.750	117.000	1.821	1.7770	243.000
5-2	June 22	16.97	18.36	35.750	118.500	1.821	1.7670	244.375
5-3	June 23	17.08	18.40	36.025	118.625	1.810	1.7720	245.225
5-4	June 23	17.06	18.40	36.250	118.500	1.805	1.7700	243.500
4-28	July 23	17.91	18.41	34.500	120.000	1.900	1.8750	243.250
5-1	July 23	17.70	18.41	34.475	119.400	1.888	1.8530	244.500
5-2	July 23	17.74	18.68	34.000	122.000	1.888	1.8470	246.500
5-3	July 23	17.84	18.86	34.500	122.625	1.888	1.8540	247.800
5-4	July 23	17.77	18.86	34.900	122.650	1.888	1.8540	247.250
4-28	Aug 23	18.68	18.72	34.650	122.000	1.990	1.9530	246.100
5-1	Aug 23	18.50	18.72	34.275	121.850	1.979	1.9400	246.250
5-2	Aug 23	18.48	18.98	34.275	124.500	1.979	1.9300	248.000
5-3	Aug 23	18.57	19.16	34.600	126.025	1.979	1.9480	249.275
5-4	Aug 23	18.53	19.16	34.950	125.000	1.977	1.9380	249.275
4-28	Sept 23	19.19	19.03	35.250	125.250	2.037	2.0040	248.750
5-1	Sept 23	19.09	19.03	35.000	124.950	2.032	1.9950	248.750
5-2	Sept 23	19.11	19.32	35.000	127.000	2.024	1.9870	250.500
5-3	Sept 23	19.15	19.50	36.750	128.500	2.020	2.0020	251.500
5-4	Sept 23	19.16	19.50	36.000	127.025	2.020	1.9980	251.475
4-28	Oct 23	19.37	19.24	37.475	127.200	2.046	2.0150	249.500
5-1	Oct 23	19.30	19.24	36.500	127.200	2.046	2.0090	249.500
5-2	Oct 23	19.28	19.50	36.500	128.750	2.041	2.0050	251.000
5-3	Oct 23	19.40	19.63	36.500	130.500	2.041	2.0120	251.000
5-4	Oct 23	19.38	19.63	36.500	128.575	2.041	2.0150	251.000
4-28	Nov 23	19.36	19.29	38.000	128.025	2.041	2.0190	249.975
5-1	Nov 23	19.30	19.29	37.000	128.000	2.041	2.0100	249.975
5-2	Nov 23	19.25	19.60	37.000	130.000	2.040	2.0050	251.000
5-3	Nov 23	19.40	19.79	37.000	131.525	2.040	2.0150	251.600
5-4	Nov 23	19.40	19.65	37.000	129.900	2.040	2.0120	251.600
4-28	Dec 23	19.01	19.34	39.900	129.000	2.005	1.9780	247.000
5-1	Dec 23	18.97	19.34	38.500	129.000	2.005	1.9700	246.000
5-2	Dec 23	18.97	19.50	38.500	131.000	2.005	1.9650	248.000
5-3	Dec 23	19.05	19.55	38.500	132.500	2.005	1.9790	248.000
5-4	Dec 23	19.05	19.55	38.500	130.725	2.005	1.9670	248.000
4-28	Jan 24	18.66	19.22	42.900	129.225	1.986	1.9440	242.500
5-1	Jan 24	18.75	19.10	41.900	129.225	1.986	1.9400	242.500
5-2	Jan 24	18.70	19.15	41.900	130.000	1.986	1.9380	242.500
5-3	Jan 24	18.70	19.15	41.900	132.500	1.986	1.9790	242.500
5-4	Jan 24	18.73	19.15	41.900	131.500	1.986	1.9760	242.500
4-28	Feb 24	18.49	19.05	40.000	131.000	1.980	1.9360	240.975
5-1	Feb 24	18.60	19.05	40.000	131.000	1.980	1.9360	240.975
5-2	Feb 24	18.60	19.09	40.000	131.000	1.980	1.9360	240.975
5-3	Feb 24	18.60	19.09	40.000	132.000	1.980	1.9410	240.975
5-4	Feb 24	18.60	19.09	40.000	131.500	1.980	1.9410	240.975
May 4		21,337	4,133	2,918	8,403	713	21,988	8,611

CHEESE REPORTER SUBSCRIBER SERVICE CARD

New Subscriber Info

Name _____

Title _____

Company _____

Address _____

City/St/Zip _____

E-Mail Phone _____

Old Subscriber Info

Name _____

Title _____

Company _____

Address _____

City/St/Zip _____

E-Mail Phone _____

TYPE OF BUSINESS:

_____ Cheese Manufacturer

_____ Cheese Processor

_____ Cheese Packager

_____ Cheese Marketer (broker, distributor, retailer)

_____ Other processor (butter, cultured products)

_____ Whey processor

_____ Food processing/Foodservice

_____ Supplier to dairy processor

JOB FUNCTION:

_____ Company Management

_____ Plant Management

_____ Plant Personnel

_____ Laboratory (QC, R&D, Tech)

_____ Packaging

_____ Purchasing

_____ Warehouse/Distribution

_____ Sales/Marketing

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NORTHEAST - MAY 3: Farm level milk outputs are steady and cheese production is steady to stronger for certain manufacturers. Fluid milk volumes are steadily clearing into Class III operations and production of American-type and Italian-type cheeses is strong. Inventories of American-type cheeses like Cheddar and Colby are increasing. Cream cheese production is seasonally steady. Foodservice demand has quieted some as restaurant prices remain high, whereas retail demand is steady to stronger.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb block:	\$2.1350 - \$2.4225	Process 5-lb sliced:	\$1.6350 - \$2.1150
Muenster:	\$2.1225 - \$2.5600	Swiss 10-14 lb cuts:	\$3.6425 - \$5.9650

MIDWEST AREA - MAY 3: Midwestern cheese makers are reporting mixed notes on demand. Despite decreasing market prices, some barrel processors in the upper Midwest say loads are moving, primarily via contracts, somewhat fluidly. Italian style cheese makers' demand reports are mixed depending on what type of end users are purchasing. Some regional-chain stores or independent pizza restaurants are facing inflation related slowdowns, while retail orders are maintaining some strength. Milk availability is wide open in recent months and that is unchanged. Spot milk prices, at report time, are ranging from \$11 to \$4 under Class, but prices are falling at all points in between that range and offers are reportedly growing. During week 18 of 2022, spot milk prices ranged from \$3 under to \$.50 over Class III. Plant downtime continues to play its part in keeping milk available, whether for scheduled updating or unscheduled plant maintenance. Cheese market tones continue to face some downward pressure.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	\$2.1775 - \$3.3875	Mozzarella 5-6#:	\$1.7075 - \$2.7950
Brick 5# Loaf:	\$1.9075 - \$2.4750	Muenster 5#:	\$1.9075 - \$2.4750
Cheddar 40# Block:	\$1.6300 - \$2.1725	Process 5# Loaf:	\$1.5125 - \$1.9800
Monterey Jack 10#:	\$1.8825 - \$2.2300	Swiss 6-9# Cuts:	\$3.1575 - \$3.2600

WEST - MAY 3: Demand from foodservice purchasers for varietal cheeses is strong to steady. Retail demand is strong to steady, with some stakeholders reporting tight inventories. Some contacts report contract sales pulling heavily on inventories, along with a few contacts noting anticipation of strong to steady contract obligations having significant pulls on inventory throughout the month of May. Overall inventory levels are available to accommodate current steady spot market demand, but some manufacturers report limited spot market inventory available. Some stakeholders relay sentiments of stronger export opportunities with recent spot price decreases. Demand from Mexico and South America purchasers is strong to steady, while an uptick in interest for additional Q4 load booking from Asian purchasers is indicated by industry sources. Cheese manufacturers run strong to steady production schedules, utilizing plentiful milk volumes.

Wholesale prices delivered, dollars per/lb:

Cheddar 10# Cuts :	\$2.0100 - \$2.2100	Monterey Jack 10#:	\$1.9975 - \$2.2725
Cheddar 40# Block:	\$1.7625 - \$2.2525	Process 5# Loaf:	\$1.6375 - \$1.7925
		Swiss 6-9# Cuts:	\$2.4500 - \$3.8800

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

Variety	Date: 5/3	4/26	Variety	Date: 5/3	4/26
Cheddar Curd	\$1.95	\$1.96	Mild Cheddar	\$2.01	\$2.01
Young Gouda	\$1.62	\$1.61	Mozzarella	\$1.53	\$1.51

FOREIGN -TYPE CHEESE - MAY 3: Demand for foreign type cheese is healthy. In some cases, lower prices within grocery stores are prompting consumer retail demand. Requests from foodservice are mixed but are generally viewed as being on par with normal consumption patterns. As worker holidays commence, some industry sources suggest cheese orders are increasing for delivery during the peak tourist season. Inventories are readily available to fill most requests, and supply is in good balance with demand. Ample milk supplies are pushing strong cheese production. However, some market participants think cheese stocks may be starting to turn from growing to slowly shrinking.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$1.9925 - 3.4800
Gorgonzola:	\$3.6900 - 5.7400	\$2.5000 - 3.2175
Parmesan (Italy):	0	\$3.3800 - 5.4700
Romano (Cows Milk):	0	\$3.1825 - 5.3375
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.6775 - 4.0025
Swiss Cuts Finnish:	\$2.6700 - 2.9300	0

DRY PRODUCTS - MAY 4

LACTOSE CENTRAL/WEST: Lactose continues to move through contracts, but in some cases, buyers are slow to take deliveries and are pushing back delivery dates. Inventories are heavy and have become more challenging. Manufacturers are looking for creative ways to clear stocks and open warehouse space. With more inventory than demand, there is no urgency for buyers to pursue extra loads of lactose. Contacts say some end users bought ahead in the last year to assure coverage and avoid shipping delays. However, many of those same end users now have plenty of lactose on hand for near-term needs.

WPC CENTRAL/WEST: Some market participants suggest WPC 34% prices need to be closer to those of nonfat dry milk to prompt sales, while others can sell at normal overages without any pushback from customers. Market tones within the whey

protein complex are unsettled, however some contacts think they are starting to see some stabilization of prices for WPC 80% near \$2 plus or minus 20 cents. Contacts are hoping the steady effect will begin to extend into other parts of the whey protein complex.

NDM EAST: Contacts say flush level condensed skim supplies are moving heartily into processing. Buyers are aware of the ample availability, but some marketers do not expect prices to move much lower than their current range, particularly as CME market prices have continued a daily shift higher this week. High heat NDM trading was slow in the region, but prices moved higher on the bottom of the range. NDM market tones remain mixed. Some contacts expect supplies to eventually outweigh demand, but others expect the pricing basement may have already been reached.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional and organic cheese ads slipped by 4 and 5 percent, respectively. Conventional 6- to 8-ounce shredded cheese was the most advertised cheese item with an average price of \$2.80, compared to \$2.85 last week.

The average price of conventional milk gallons was \$3.51, a dime higher than last week. The average price for conventional half-gallon milk was \$2.20, while organic half gallons were priced \$2.13 higher, at \$4.33.

Yogurt ad totals decreased on the conventional and organic aisles, by 6 and 76 percent, respectively. Conventional yogurt in 4- to 6-ounce containers saw the largest percentage increase in weighted average advertised price for any yogurt item, increasing from \$.53 to \$.64 week to week.

RETAIL PRICES - CONVENTIONAL DAIRY - MAY 5

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 8 oz	NA	NA	NA	NA	NA	NA	NA
Butter 1#	4.01	4.28	3.65	3.69	4.41	3.85	3.78
Cheese 6-8 oz block	2.67	2.69	2.84	2.37	2.54	2.42	2.74
Cheese 6-8 oz shred	2.80	2.62	2.99	2.75	2.37	2.79	2.74
Cheese 6-8 oz sliced	2.70	2.72	2.79	2.59	2.18	2.33	2.85
Cheese 1# block	4.65	3.49	NA	4.99	2.99	NA	6.00
Cheese 1# shred	4.83	5.44	4.29	4.99	2.99	NA	NA
Cheese 1# sliced	NA	NA	NA	NA	NA	NA	NA
Cheese 2# block	7.07	NA	7.49	NA	7.41	6.98	6.44
Cheese 2# shred	7.11	9.99	7.49	7.80	7.36	6.59	5.74
Cottage Cheese 16 oz	2.08	2.94	2.00	2.04	1.96	2.19	1.87
Cottage Cheese 24 oz	3.68	3.07	3.64	4.27	3.49	NA	4.09
Cream Cheese 8 oz	1.95	1.90	2.00	1.67	2.49	NA	NA
Ice Cream 14-16 oz	3.71	3.91	3.56	3.60	3.44	3.88	3.45
Ice Cream 48-64 oz	3.49	3.67	3.19	4.31	3.66	3.24	2.91
Milk 1/2 gallon	2.20	NA	NA	3.00	NA	2.47	1.38
Milk gallon	3.51	3.46	NA	NA	4.29	3.43	2.84
Flavored Milk 1/2 gal	3.49	3.19	4.29	3.00	NA	NA	NA
Flavored Milk gallon	NA	NA	NA	NA	NA	NA	NA
Sour Cream 16 oz	2.04	2.12	1.77	NA	2.22	2.18	1.49
Sour Cream 24 oz	3.50	3.69	2.99	2.43	3.49	3.54	3.69
Yogurt (Greek) 4-6 oz	1.12	1.12	1.09	1.18	1.16	1.08	1.19
Yogurt 4-6 oz	0.64	0.63	0.50	0.56	0.99	0.59	0.65
Yogurt (Greek) 32 oz	4.89	4.94	3.50	4.99	5.98	4.31	NA
Yogurt 32 oz	2.99	2.99	NA	NA	NA	NA	NA

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:

Sour Cream 24 oz:	\$3.68	Yogurt 4-6 oz:	NA
Butter 1lb:	\$6.99	Yogurt 32 oz:	NA
Cream Cheese 8 oz:	\$4.18	Yogurt Greek 32 oz	\$5.24
Cream Cheese 16 oz:	NA	Milk 8 oz	NA
Cottage Cheese 16 oz:	NA	Milk 1/2 gallon:	\$4.33
Cheese shreds 6-8 oz:	\$4.77	Milk gallon:	\$6.33
Cheese 6-8 oz block:	\$3.63	Flavored Milk gallon:	NA
Cheese 6-8 oz sliced:	\$4.99	Ice Cream 48-64 oz	NA

WHOLESALE BUTTER MARKETS - MAY 3

WEST: Cream is plentiful, and cream multiples moved higher this week. Churns are operating at strong production paces to work through cream volumes, with some processors running max capacity production schedules to keep available cream volumes balanced. Contract sales are steady. Retail demand is strong to steady, with upticks in activity. Loads are available to accommodate current spot market demand and additional contracted loads. Although further upticks in demand from the Canadian market are indicated from industry sources, export demand is on the steady to light end of the spectrum. Some stakeholders report upticks in salted butter demand and shifting production schedules from unsalted butter into salted butter production as processing time allows.

CENTRAL: Butter demand and churning are both busy this week. Demand has not ebbed, despite some marketers expecting more bearish pressure on markets due to reported supply increases. Market tones have eschewed some of the reported

availability increases, though, as prices on the CME moved \$.07 higher on somewhat busy trading Tuesday. Plant managers say they are still working through readily available cream supplies at similar prices to previous weeks. Reported cream multiples are, for the most part, unchanged from previous weeks, as more Midwestern multiples into Class IV processing are in the low/mid 1.20s. Contacts say milkfat component levels from the dairy farms are keeping cream supplies somewhat hearty.

NORTHEAST: Inventories continue to grow steadily as cream is readily available. Butter plant contacts are actively churning seven days a week. While some manufacturers are opting to use their cream loads to churn and then freeze bulk butter, others are selling loads of surplus cream on the spot market. Foodservice demand has quieted but retail demand remains steady. Some contacts have shared that seasonal increases in ice cream and aerated cream manufacturing will draw upon existing ample cream supplies.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
05/01/23	61,251	69,879
05/01/23	61,251	69,879
Change	0	0
Percent Change	0	0

CME CASH PRICES - MAY 1 - 5, 2023

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDN	DRY WHEY
MONDAY May 1	\$1.5650 (-2½)	\$1.6825 (-½)	\$2.3525 (NC)	\$1.1575 (-1¼)	\$0.3250 (-2¾)
TUESDAY May 2	\$1.5575 (-¾)	\$1.6625 (-2)	\$2.4225 (+7)	\$1.1875 (+3)	\$0.3250 (NC)
WEDNESDAY May 3	\$1.5850 (+2¾)	\$1.6900 (+2¾)	\$2.4425 (+2)	\$1.1925 (+½)	\$0.3375 (+1¼)
THURSDAY May 4	\$1.5475 (-3¾)	\$1.6650 (-2½)	\$2.4425 (NC)	\$1.1925 (NC)	\$0.3375 (NC)
FRIDAY May 5	\$1.5300 (-1¼)	\$1.6125 (-5¼)	\$2.4450 (+¼)	\$1.1975 (+½)	\$0.3275 (-1)
Week's AVG \$ Change	\$1.5570 (+0.0220)	\$1.6625 (-0.0080)	\$2.4210 (+0.0280)	\$1.1855 (+0.0195)	\$0.3305 (-0.0110)
Last Week's AVG	\$1.5350	\$1.6705	\$2.3930	\$1.1660	\$0.3415
2022 AVG Same Week	\$2.3380	\$2.3485	\$2.6475	\$1.7350	\$0.5895

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Seven cars blocks were sold Monday, the last at \$1.6825, which set the price. Three cars of blocks were sold Tuesday, the last at \$1.6625, which set the price. Three cars of blocks were sold Wednesday at prices between \$1.6650 and \$1.6825; an unfilled bid for 1 car at \$1.6900 then set the price. Two cars of blocks were sold Thursday, the last at \$1.6650, which set the price. On Friday, 19 cars of blocks were sold, the last at \$1.6125, which set the price. The barrel price fell Monday on a sale at \$1.5650, declined Tuesday on a sale at \$1.5575, increased Wednesday on an unfilled bid at \$1.5850, dropped Thursday on a sale at \$1.5475, and fell Friday on a sale at \$1.5300.

Butter Comment: The price jumped Tuesday on a sale at \$2.4225, rose Wednesday on a sale at \$2.4425, and increased Friday on an unfilled bid at \$2.4450.

Nonfat Dry Milk Comment: The price dropped Monday on a sale at \$1.1575, rose Tuesday on an unfilled bid at \$1.1875, increased Wednesday on a sale at \$1.1925, and rose Friday on a sale at \$1.1975.

Dry Whey Comment: The price declined Monday on a sale at 32.50 cents, increased Wednesday on a sale at 33.75 cents, then fell Friday on a sale at 32.75 cents. 54 carloads of Dry Whey were traded at the CME last week.

WHEY MARKETS - MAY 1 - 5 2023

RELEASE DATE - MAY 4, 2023

Animal Feed Whey—Central: Milk Replacer:	.3000 (NC) – .3300 (-1)	
Buttermilk Powder:		
Central & East:	1.0300 (NC) – 1.0850 (+½)	West: .9100 (-6) – 1.0000 (-10)
Mostly:	.9300 (-6) – .9900 (-6)	
Casein: Rennet:	5.0500 (-35) – 5.4000 (-20)	Acid: 5.1500 (-35) – 5.5000 (-25)
Dry Whey—Central (Edible):		
Nonhygroscopic:	.3300 (-1) – .4400 (-1)	Mostly: .3700 (-1½) – .4250 (NC)
Dry Whey—West (Edible):		
Nonhygroscopic:	.2925 (-2¼) – .4900 (-1¼)	Mostly: .3600 (-1) – .4400 (-1½)
Dry Whey—NE:	.4025 (-1) – .4750 (-1)	
Lactose—Central and West:		
Edible:	.1400 (-2) – .5000 (NC)	Mostly: .1800 (-2) – .3600 (NC)
Nonfat Dry Milk—Central & East:		
Low/Medium Heat:	1.1000 (NC) – 1.2000 (NC)	Mostly: 1.1400 (+1) – 1.1750 (NC)
High Heat:	1.2400 (+3) – 1.3200 (NC)	
Nonfat Dry Milk—Western:		
Low/Med Heat:	1.0800 (-1¼) – 1.2150 (+1)	Mostly: 1.1200 (NC) – 1.1900 (+2)
High Heat:	1.2550 (+1¼) – 1.4075 (+1½)	
Whey Protein Concentrate—34% Protein:		
Central & West:	.9400 (+9) – 1.4500 (-5)	Mostly: 1.0000 (-5) – 1.3100 (-5)
Whole Milk:	2.0500 (NC) – 2.1500 (NC)	

HISTORICAL MONTHLY AVG BUTTER PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.1096	1.1097	1.1770	1.2050	1.2526	1.2235	1.2349	1.2000	1.2199	1.2830	1.5008	1.3968
'10	1.3950	1.3560	1.4641	1.5460	1.5896	1.6380	1.7787	1.9900	2.2262	2.1895	1.9295	1.6327
'11	2.0345	2.0622	2.0863	1.9970	2.0724	2.1077	2.0443	2.0882	1.8724	1.8295	1.7356	1.6119
'12	1.5077	1.4273	1.4895	1.4136	1.3531	1.4774	1.5831	1.7687	1.8803	1.9086	1.7910	1.4848
'13	1.4933	1.5713	1.6241	1.7197	1.5997	1.5105	1.4751	1.4013	1.5233	1.5267	1.6126	1.5963
'14	1.7756	1.8047	1.9145	1.9357	2.1713	2.2630	2.4624	2.5913	2.9740	2.3184	1.9968	1.7633
'15	1.5714	1.7293	1.7166	1.7937	1.9309	1.9065	1.9056	2.1542	2.6690	2.4757	2.8779	2.3318
'16	2.1214	2.0840	1.9605	2.0563	2.0554	2.2640	2.2731	2.1776	1.9950	1.8239	1.9899	2.1763
'17	2.2393	2.1534	2.1392	2.0992	2.2684	2.5688	2.6195	2.6473	2.4370	2.3293	2.2244	2.2078
'18	2.1587	2.1211	2.2011	2.3145	2.3751	2.3270	2.2361	2.3009	2.2545	2.2600	2.2480	2.2071
'19	2.2481	2.2659	2.2773	2.2635	2.3366	2.3884	2.3897	2.2942	2.1690	2.1071	2.0495	1.9736
'20	1.8813	1.7913	1.7235	1.1999	1.4710	1.8291	1.6925	1.5038	1.5163	1.4550	1.3941	1.4806
'21	1.3496	1.3859	1.7153	1.8267	1.8124	1.7758	1.6912	1.6815	1.7756	1.8002	1.9714	2.1536
'22	2.7203	2.6196	2.7346	2.7169	2.7514	2.9546	2.9506	3.0073	3.1483	3.1792	2.8634	2.6695
'23	2.3553	2.4017	2.3692	2.3655								

USDA Awards Contracts For Cheese Products For July-Sept. Delivery

Washington—The US Department of Agriculture (USDA) on Monday announced that it has awarded a contract to **Miceli Dairy Products Co.** for a total of 1,310,760 pounds of low moisture part skim Mozzarella String cheese for delivery from July 1 through Sept. 30, 2023.

The price range for the String cheese, which is being purchased in support of USDA child nutrition and other related domestic food distribution programs, is \$3.5637 to \$3.8898 per pound.

The total price of the String cheese is \$4,777,086.35. Meanwhile, USDA on Tuesday announced the awarding of contracts to three companies for a total of 109,840 pounds of cheese for delivery from July 1 through Sept. 30, 2023.

Specifically, the US Department of Agriculture is purchasing 37,400 pounds of sliced Cheddar cheese, 33,600 pounds of shredded Cheddar, and 38,800 pounds of shredded Pepper Jack cheese in support of child nutrition and other related domestic food distribution programs.

The total price of the Pepper Jack and Cheddar cheese is \$301,463.04.

Contracts were awarded as follows:

Dairy Farmers of America: 38,800 pounds of shredded Pepper Jack cheese, 4/5-pound packages, at a total price of \$107,553.60.

Masters Gallery Foods: 37,440 pounds of sliced Cheddar cheese, 0.75 ounce, 12-pound packages, at a total price of \$104,083.20.

Winona Foods: 33,600 pounds of yellow shredded Cheddar cheese, 6/2-pound packages, at a total price of \$89,826.24.

USDA recently invited offers to sell yogurt and butter for use in domestic food distribution programs.

The delivery period for those products is July 1 through Sept. 30. Bids under that solicitation are due by 1:00 p.m. Central time on Monday, May 15.

USDA also recently invited offers to sell evaporated milk and ultra high temperature (UHT) milk products for use in domestic food distribution programs. The delivery period for those products is also July 1 through Sept. 30. Bids under that solicitation are due by 5:00 p.m. Central time on Wednesday, May 10.

USDA buys a variety of food products for use in various domestic food programs. For more information on selling dairy products to USDA, visit www.ams.usda.gov/selling-food.

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