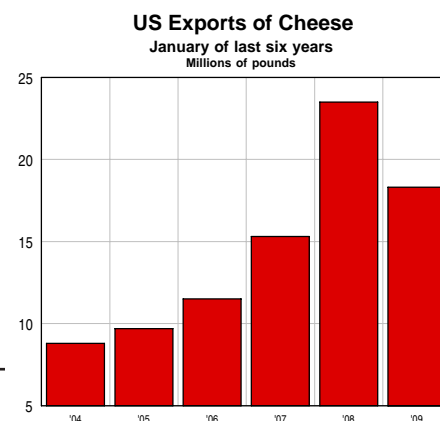


# CHEESE REPORTER

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## Sartori Foods Wins US Championship With SarVecchio Parmesan Tumalo Farms Takes First Runner-Up With Classico Hard Goat's Milk Entry; McCadam Cheese Named Second Runner-Up With New York Medium Cheddar

**Green Bay, WI**—John Griffiths of Sartori Foods, Antigo, WI, was named US Champion Cheese Maker here Thursday for his SarVecchio Parmesan entry that scored 99.015 in the championship round of judging of the biennial US Championship Cheese Contest.

With a score of 98.93 in the championship round, first runner-up in this year's contest was a Classico Hard Goat's Milk Cheese entry made by Team TFI of Tumalo Farms, Bend, OR.

Second runner-up was a New York Medium Cheddar entry made by Pat Whelan of McCadam Cheese, Chateaugay, NY, earning a score of 98.85 in the final round of judging.

"We are now a national event," said John Umhoefer, executive director of the Wisconsin Cheese Makers Association, contest sponsor. "We're very proud of it, with more cheeses this year than ever before."

"Another way to put it is that there's never been so many cheeses in one place at one time – ever," Umhoefer said. "We've got 1,360 different kinds of cheese here at Lambeau Field today."

The winning cheese in each class will be auctioned off next month during the Wisconsin Cheese Industry Conference April 22-23 in La Crosse, WI. Auction proceeds help support WCMA's scholarship program and help defray contest costs.



The third, first and second place cheeses in the 2009 United States Championship Cheese Contest are being presented, respectively by assistant cheese judge Tim Czmowski, chief judge emeritus Bill Schlinsog; chief judge Bob Aschebrock and assistant chief judge Stan Dietsche

Winners in each contest class were as follows:

### CLASS 1 - MILD CHEDDAR

**Best of Class:** David Schmidt, Trega Foods, Weyauwega, WI, 99.65

**Second Award:** Roger Schroeder, Le Sueur Cheese Company, Le Sueur, MN, 99.25

**Third Award:** Terry Lensmire, Trega Foods, Little Chute, WI, 99.20

### CLASS 2 - MEDIUM CHEDDAR

**Best of Class:** Pat Whalen, McCadam Cheese, Chateaugay, NY, 99.60

**Second Award:** Terry Lensmire, Trega Foods for Kraft Foods, Weyauwega, WI, 99.55

**Third Award:** Chris Nielsen, Trega Foods, Weyauwega, WI, 99.40

### CLASS 3 - SHARP CHEDDAR

**Best of Class:** Dan Stearns, Trega Foods, Weyauwega, WI, 99.40

**Second Award:** Foremost Team, Foremost Farms USA, Marshfield, WI, 99.35

**Third Award:** Jeff Payne, Bongards Creameries, Perham, MN, 99.30

• See **Cheese Contest**, p. 10

## Dairy CPI Fell Again In February; Retail Milk Prices Near Two-Year Low, But Cheddar Still Near \$5.00

**Washington**—The Consumer Price Index (CPI) for dairy products was 204.537 in February (1982-84=100), down 2.4 percent from January and 1.7 percent below February 2008, the US Bureau of Labor Statistics (BLS) reported Wednesday.

The dairy CPI has now declined three months in a row, and is down about 10 points since peaking at 214.738 last August. The dairy CPI averaged 210.396 last year, but has been below that average during the first two months of 2009.

February's overall CPI was 212.193, up 0.5 percent from January and 0.2 percent higher than in February 2008. February's CPI for food at home was 218.389, down 0.6 percent from January but 4.8 percent higher than in February 2008.

February's CPI for cheese and related products was 213.508, down 1.8 percent from January but 2.7 per

• See **Cheddar Near \$5.00**, p. 24

## Majority Of Wisconsin Dairy Processors Plan To Boost Output Over Next Five Years

### They Plan To Invest \$781 Million On Processing, Packaging Equipment, Buildings, Other Upgrades

**Madison**—Almost 60 percent of Wisconsin dairy processors plan to increase their product volume by 1 to 25 percent over the next five years, according to results of a Dairy Plant Investment Survey released this week by the Wisconsin Field Office of USDA's National Agricultural Statistics Service (NASS).

Over one-fifth of the plants indicated that they would increase their product volume by more than 25 percent over the next five years. Some 14 percent expect to remain at current product volume, and 3 percent each plan to reduce product volume or go out of business.

In January and February, Wisconsin dairy plants were asked to give input on the current and future state of their dairy operations. Surveys were mailed to 185 plants.

If a company had multiple plants in the state, it was asked to report only once for the entire company. After two mailings, surveys were returned by 68 percent of plants.

In order to expand the data to account for all dairy plants in the state, companies were split into strata based on production volume and type of product produced.

Wisconsin dairy plants spent \$1.243 billion on improving their plants over the past five years. Upgrades to plants producing natural cheese accounted for 65 percent of investments, while upgrades to whey product plants accounted for about 10 percent and all other dairy products accounted for the remaining 25 percent.

Companies making less than 5.0 million pounds of dairy products spent over half, \$414 million, of the \$802 million invested in natural cheese plants, compared with larger

• See **WI Plants To Grow**, p. 8

## Milk Production Rose 0.9% In February; Cow Numbers Fell 16,000 Head From Jan.

**Washington**—US milk production in the 23 reporting states during February totaled 13.65 billion pounds, down 2.5 percent from February 2008, which had an extra day due to leap year, the US Department of Agriculture (USDA) reported Wednesday.

February milk production in the 23 reporting states was up 0.9 percent from February 2008 when adjusting for the extra day last year.

The 23 states themselves underwent a change from January to February, with Utah being added and Kentucky being removed. The two states are moving in opposite direc-

• See **Milk Production**, p. 6

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# CHEESE REPORTER

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## EDITORIAL COMMENT



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Particularly eye-opening is the jump in licensed Cheddar imports during the first two months of the year...

### US Feeling Impact Of Rising Global Dairy Supplies

Dairy discussions in recent months have focused primarily on prices, more specifically the low level of milk and dairy product prices; and also on the causes of those prices.

Those causes include, but are not limited to, rising US milk production, relatively flat domestic demand, and falling dairy product exports.

When the discussions go back to when markets were strong, one of the factors often cited is the tight global supply of milk and other dairy products. This includes, among other things, declining milk production, and therefore lower available exportable supplies, from New Zealand and Australia.

This most certainly had an impact on US markets. Just to mention one example, US cheese prices hit a record high last year, while cheese imports were at their lowest level since 1998.

Now, cheese prices are a bit below their historic average, other commodity prices are also below their historic averages, and some key US dairy imports are on the increase.

Indeed, one of the factors cited in the current depressed global dairy market situation is rising milk production and increased supplies of dairy products. The US is seeing higher imports of not just cheese, but some other dairy products as well.

Granted, in the case of overall US dairy imports, we have all of one month worth of information available; that's all the federal government has released at this time. But in the case of licensed imports, we now have two months' worth of statistics, and if February is any indication, the US could experience a significant uptick in dairy imports this year.

For example, licensed US cheese imports during February were up 73.8 percent from February 2008, and licensed cheese imports during the first two months of 2009 were almost 21 percent higher than a year earlier.

Particularly eye-opening is the jump in licensed Cheddar imports during the first two months of the year, from 4.7 million pounds last year to 9.0 million pounds this year.

Cheddar, of course, is the only cheese that's traded on the CME cash market. Only domestically produced Cheddar can be traded at the CME (cheese traded there must be produced in USDA approved plants), but imported Cheddar can displace domestic Cheddar in some markets and prompt more of that displaced Cheddar to be offered for sale at the CME.

That's a noteworthy point, given how many loads of cheese were being offered on the CME cash market during the last couple of weeks in February when prices were declining.

Cheese isn't the only "depressed" commodity being imported into the US in increasing amounts in the early weeks of 2009. Butter prices have been under \$1.20 per pound since last last year, and during the first two months of 2009, licensed butter imports were up slightly, licensed imports of butter substitutes were up slightly, and imports of higher tier butter substitutes were up sharply.

Last, but certainly not least, it's noteworthy that licensed US imports of dried whole milk during the first two months of 2009 totaled 1.1 million pounds, up almost a million pounds from the first two months of 2008 and somewhat more than licensed dried whole milk imports during all of 2008 (which totaled 929,124 pounds).

And where are these additional dairy imports coming from? Hint: the country is the world's largest dairy exporter.

It's New Zealand, of course. New Zealand's milk production was down last year (the marketing year that ended May 31, 2008), and its exports of most major dairy products were also down either during that marketing year or early in the current marketing year.

But New Zealand's milk production is bouncing back, big-time, and so are its dairy exports, according to USDA's Foreign Agricultural Service. New Zealand's milk production is actually expected to post an increase of 8 percent during the current marketing year.

New Zealand's dairy export volumes were down 9 percent during the first seven months of its current marketing year (which would be the last seven months of 2008).

That's reflected, at least to some extent, in US import statistics. For example, US cheese imports from New Zealand last year were down 36.6 percent from 2007, while imports of casein were down 16 percent, and imports of caseinates were down 24 percent.

Things have changed a bit here in the early months of 2009. On the cheese side of things, licensed US Cheddar imports from New Zealand during 2009's first two months totaled 6.8 million pounds, up almost 3.3 million pounds from a year earlier; licensed imports of other American-type cheeses totaled 3.4 million pounds, up 1.1 million pounds; and licensed imports of other cheese-nsf totaled 9.1 million pounds, up 4.8 million pounds.

Also, licensed US imports of dried whole milk from New Zealand during the first two months of 2009 totaled just over 1.0 million pounds, up from less than 20,000 pounds a year earlier; and licensed imports of butter substitutes from New Zealand during that period totaled 132,000 pounds, up from zero a year earlier.

New Zealand isn't the only country boosting its dairy exports to the US here in the early weeks of 2009. Just to mention a couple of other examples during the first two months of 2009: licensed imports of butter from Ireland totaled almost 350,000 pounds, up from under 3,000 pounds a year earlier; and licensed imports of Italian-type cheese from Argentina totaled 985,450 pounds, up from under 13,000 pounds a year earlier.

In short, in 2007 and 2008, the US dairy industry relied on exports to help keep supply and demand in relative balance, and prices historically strong. But in the early months of 2009, imports are helping to keep supply and demand unbalanced, and prices historically weak.

Global dairy supplies have risen, and are finding a home in the US. **r**

## Walmart Revamps Great Value Yogurt, Other Products, Introduces New Yogurt, Ice Cream Products

Bentonville, AR—Walmart on Monday released details about the expansion and enhancement of its Great Value brand in the US.

Walmart said it worked with several hundred suppliers and product testing facilities to:

- Test more than 5,250 products against leading national brands to ensure Great Value quality is equal to or better.

- Conduct more than 2,700 consumer tests to compare the flavor, aroma, texture, color, and appearance of Great Value products against leading national brands.

- Change the formulas for 750 items, including yogurt.

- Introduce more than 80 new products, including strawberry yogurt, fat-free caramel swirl ice cream and thin crust pizza.

In addition to product testing, Walmart redesigned Great Value packaging graphics to create a consistent, recognizable look throughout the store, making it easier for customers to find their favorite products. The new Great Value packaging offers easy-to-read nutrition labels and more appetizing food photography, the company explained.

Walmart's Great Value brand, launched in 1993, spans more than 100 categories, including milk, cream, yogurt, cheese, ice cream, sherbet, pudding and frozen pizza. The Great Value re-launch started this month, with the majority of products appearing on store shelves by the end of May.

Brian Sharoff, president, Private Label Manufacturers Association, said Walmart's launch of its in-house products in the 1990s put pressure on traditional grocers, who took notice and made their in-house brands an integral part of their business.

Over the years, companies like Costco Wholesale Corp. showed it could be done on a larger scale and Trader Joe's proved a national business could be centered on in-house brands. But the popularity of store brands has really soared recently as the economy tanked.

"Interest is as high among the public as it has probably ever been before," said Matt Arnold, a consumer analyst at Edward Jones.

According to new consumer data from GfK Custom Research North America, 75 percent of shoppers say the "current economic conditions" are playing a big role in their decision about whether to buy national or grocery store brands. Also, three out of 10 consumers in the study said they are now "buying more store brand products" compared to a year ago, and more than 77 percent of respondents agree that the store brands they buy "are as good as, if not better than, national brand products." r

## FDA Ok's Use Of Vitamin D<sub>2</sub> As Nutrient Supplement In Soy-Based Cheese, Butter Substitutes, Beverages

Washington—The Food and Drug Administration has announced that it is amending its food additive regulations to provide for the safe use of vitamin D<sub>2</sub> as a nutrient supplement in soy-based food products.

FDA is taking this action in response to a petition filed by Dean Foods Co. The rule became effective on Monday, March 16.

In a notice published in the Federal Register of October 4, 2007, FDA announced that a food additive petition had been filed by Dean Foods. The petition proposed to amend the food additive regulations to provide for the safe use of vitamin

D<sub>2</sub> as a nutrient supplement in soy-based food products.

The petition pertains only to the use of crystalline vitamin D<sub>2</sub> and not the resin form of the vitamin.

Foods identified in the petition are soy-based cheese substitutes, soy-based cheese substitute products, soy-based butter substitute spreads, soy beverages, and soy beverage products.

Dean Foods requested that the food additive regulations be amended to permit the use of crystalline vitamin D<sub>2</sub> as a nutrient supplement at levels not to exceed 50 International Units (IU) per 100 grams of soy beverages, 89 IU per 100 grams of soy beverage products, 330 IU per 100 grams of soy-based butter substitute spreads, and 270 IU per 100 grams of soy-based cheese substitutes and substitute products.

To support the safety of the proposed uses of vitamin D<sub>2</sub>, Dean Foods submitted 14 scientific articles published subsequent to an Institute of Medicine (IOM) report and issuance of a 2005 final rule for the use of vitamin D<sub>3</sub> in cheese and cheese products. Dean Foods concluded that these recent publications continue to support vitamin D supplementation in humans, and FDA concurred with Dean Foods' conclusions.

Based on all data relevant to vitamin D<sub>2</sub> reviewed by the agency, FDA concluded that there is a reasonable certainty that no harm will result from the use of vitamin D<sub>2</sub> as a nutrient supplement in soy-based cheese substitutes and cheese substitute products, soy beverages, and soy-based butter substitute products within the limits proposed by Dean Foods. r



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## Dairy Situation & Outlook

### Economy Appears To Be Impacting Organic

Dr. Bob Cropp is a Professor Emeritus at the University of Wisconsin-Madison

USDA's report for February milk production showed US milk production only 0.6 percent higher than last year, adjusted for leap year in 2008. This was a smaller increase than January, which was up 0.8 percent.

Milk cow numbers continue to decline dropping 36,000 head or 0.4 percent since the end of last year. February milk cow numbers were just 0.1 percent higher than a year ago.

California continues to experience a drop in milk production, being 1.2 percent lower than a year ago in January and 2.4 percent lower in February. Compared to a year ago, California had 0.9 percent fewer milk cows and 1.6 percent less milk per cow.

Idaho also experienced 1.2 percent less milk per cow, but 2.8 percent more milk cows netted 1.6 percent more total milk production. Arizona had 2.2 percent more cows slightly offsetting 1.2 percent less milk per cow netting 0.7 percent more total milk production.

Cows were down 2.1 percent in New Mexico but 9.1 percent more milk per cow netted 6.8 percent more total milk. Texas continues to lead all states in increases in milk production with February production up 11.2 percent from 6.4 percent more cows producing 4.5 percent more milk.

In the Northeast, cow numbers were down 0.5 percent in New York with no change for Pennsylvania. Both New York and Pennsylvania had increases in milk per cow of around 0.3 percent resulting in New York's total milk production down 0.2 percent and Pennsylvania's up just 0.2 percent.

In the Upper Midwest, milk production continues to increase in both Wisconsin and Minnesota with February production up 1.0 percent and 2.5 percent respectively. Cow numbers were 0.4 percent higher in Wisconsin and 1.1 percent higher in Minnesota. Milk per cow was only 0.6 percent higher in Wisconsin but

up 1.5 percent in Minnesota.

Rather small increases, and in many cases decreases in milk per cow as well as fewer milk cows for several states reflects the unfavorable operating margins to dairy producers stemming from the combination of low milk prices and relatively high feed costs. We can expect increases in milk per cow to remain well below normal increases and milk cow numbers to continue to decline as we progress through the year.

With a higher slaughter rate of dairy cows (now running about 25 percent higher than a year ago) and another CWT herd buyout likely the nation's cow herd will continue to decline through the remainder of the year. Relatively low milk prices and high feed costs will hold increases in milk per cow well below the more normal increase of near 2 percent.

This means that total milk production for the year could be up less than 0.3 percent. USDA's March outlook has 2009 milk production 0.8 percent lower than 2008.

With forecasts for a continued slowdown in milk production and some improvement in milk and dairy product sales, wholesale prices of butter, cheese and even nonfat dry milk and dry whey have shown improvement. As of March 18, CME butter was \$18.25 per pound, Cheddar barrel cheese \$1.34 per pound and 40-pound Cheddar blocks \$1.2675 per pound. For two consecutive weeks the CCC made no purchases of butter under the support program.

Retailers are featuring butter and cream for butter making is tighter as cream moves to other cream use products for the Easter holidays. Reports are that some retailers are also having specials on cheese as well as beverage milk products. USDA reports that January total beverage milk sales, adjusted for calendar year were 0.3 percent higher than a year ago.

But, the weakness of the economy

appears to be impacting organic milk sales which have been increasing in the double digits annually. However, January sales of organic whole milk were 2.6 percent lower than a year ago, compared to traditional whole milk being down 1.3 percent. Reduced-fat organic milk sales were down 4.7 percent compared to traditional 2 percent and 1 percent milk sales 3.2 percent and 4.2 percent higher respectively.

Hopefully milk and dairy product sales can continue to hold. The weak economy and increased unemployment will continue to negatively impact restaurant sales particularly for butter and cheese. However, with cheese prices lower than a year ago some restaurants, especially pizza businesses, are looking at additional cheese use as well as efforts to attract customers.

The world economic recession will reduce US exports of dairy products in 2009. USDA estimates dairy exports will be down from 2008 about 42 percent on a fat basis and 29 percent on a skim-solids basis reflecting relatively greater decline in cheese and butter exports compared to skim milk powder and whey exports.

Dairy product prices and milk prices should continue to strengthen from current levels each month through December and into 2010. There are differences in opinions as to how much strength we can expect.

The Food and Agricultural Policy Research Institute (FAPRI) recently reported to the US Congress that for 2009 the Class III price could average \$11.78, the Class IV price \$10.55 and the US All Milk price \$13.08. USDA in its March outlook gave the following ranges for 2009: Class III \$11.05 to \$12.05, Class IV \$9.95 to \$11.05 and the US all milk price \$12.05 to \$13.05.

I could see the Class III price and the US all milk price ending up being at least \$1.00 higher than these two forecasts. Currently Class III futures are averaging higher than these forecasts at \$12.93 for the year and Class IV at \$10.87. If these future market prices materialize, the US all milk price would average near \$14.00.

But, even with these higher milk prices, relatively high feed and other costs keep operating margins for dairy farmers at unfavorable levels. MILC payments which kicked in for February (estimated around \$1.50 for February) will only provide partial relief from existing depressed milk prices.

As we look further ahead, the slowdown in milk production, and hopefully with some economic recovery, milk prices will continue to improve through the year and into 2010. r

## FROM OUR ARCHIVES

### 50 YEARS AGO

March 20, 1959: **Washington**—Rep. Lester Johnson (D-WI) said he doesn't like the idea of certain Washington interests labeling milk from Wisconsin as "tired." Johnson quoted one radio commercial, which said "You, the milk consumer, should consider how much you have to lose if present District of Columbia regulations are relaxed, thereby allowing certain dairies to import tired old milk from Wisconsin, halfway across the country."

**Sacramento, CA**—California's prisoners and patients will eat butter, regardless of the cost. The assembly livestock and dairies committee has tabled a bill which would have allowed purchase of oleomargarine for state institutions.

### 25 YEARS AGO

March 23, 1984: **Madison**—The first annual Cheese Research & Technology Conference, featuring sessions on component pricing, protein testing, milk composition trends, cheese yields and computer-assisted decision-making, was held here this week with more than 275 participants from several states attending.

**Madison**—The Wisconsin Cheese Makers Association, which has sponsored the World Championship Cheese Contest every two years since 1956, has expanded the number of contest classes for the 1984 Olympics of cheesemaking. "As the cheese industry changes, it is vital that the World Contest keeps pace," said contest chairman Jim Eggebrecht.

### 10 YEARS AGO

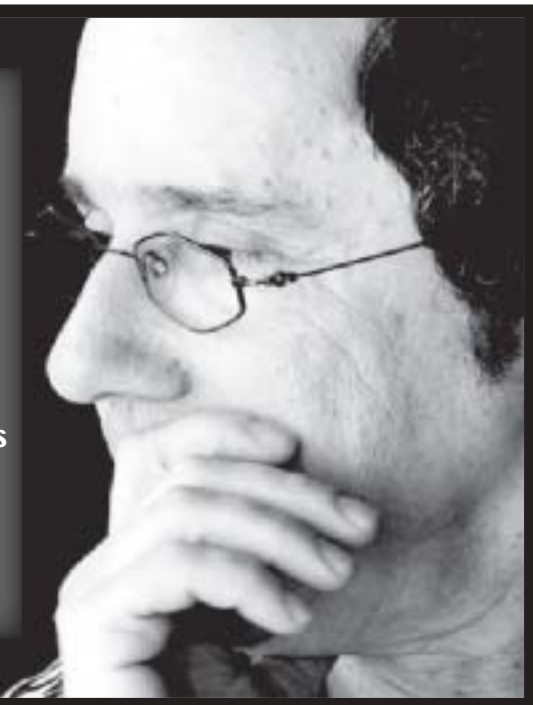
March 19, 1999: **Milbank, SD**—Alfred Gonzenbach, co-founder of the Valley Queen Cheese Factory here, passed away March 10, 1999 in Milbank. Gonzenbach was born in 1902 in Roggwil, Switzerland, where he learned to make cheese as a young man. In November 1924, he immigrated to Wisconsin to use his cheesemaking skills.

**Washington**—The President's Council on Food Safety this week said it will continue to study structural changes to "strengthen the federal food safety system," but stopped short of endorsing a recommendation for a single food safety official. The Council made clear that establishing a single voice on food safety issues posed challenges in some areas.

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## Value Of US Dairy Exports Fell 46% In January; Dairy Trade Balance Was Negative

Washington—Thanks to a big drop in dairy exports and a smaller decline in dairy imports, the US ran a dairy trade deficit in January.

The value of US dairy exports during January was \$175.4 million, down 45.7 percent from January 2008. Meanwhile, the value of US dairy imports was \$208.4 million, down 8.2 percent from January 2008.

As a result, the US ran a January dairy trade deficit of \$32.9 million, compared to a dairy trade surplus of \$96.3 million in January 2008.

Last year, the US recorded a dairy trade surplus of \$1.045 billion, although it actually ran a dairy trade deficit of almost \$112 million in the fourth quarter as dairy exports declined and imports rose.

Nonfat dry milk exports during January totaled 48.4 million pounds, down 32.5 percent from January 2008. The value of those NDM exports, \$46.1 million, was down 65.6 percent.

Cheese exports during January totaled 18.3 million pounds, down 22.2 percent from January 2008. January's cheese exports were valued at \$35.8 million, down 21.0 percent.

January butter exports totaled 2.6 million pounds, down almost 80 percent from January 2008. The value of those January butter exports, \$3.6 million, was down 81.3 percent from January 2008.

Dried whey exports during January totaled 31.3 million pounds, up 17.4 percent from January 2008. Those dried whey exports were valued at \$9.1 million, down 44.1 percent from January 2008.

Whey protein concentrate exports during January totaled 10.0 million pounds, down 30.4 percent

from January 2008. The value of those January WPC exports, \$9.8 million, was down 25.1 percent.

### New Zealand Is Top Cheese Source

US cheese imports during January totaled 25.9 million pounds, down 27.5 percent from January 2008. The value of those cheese imports, \$62.2 million, was down 31.4 percent from January 2008.

On a volume basis, New Zealand was the leading source of US cheese imports during January. Cheese imports from that country totaled 6.5 million pounds, down 34.3 percent from January 2008; the value of those imports, \$7.5 million, was down 32.9 percent.

New Zealand had ranked first among all sources of US imports as recently as 2004, then slipped to second place behind Italy from 2005 through 2007 and then fell to third behind Italy and France last year.

Italy remained the leading source of US cheese imports on a value basis during January. US cheese imports from Italy totaled 3.1 million pounds, down 45.9 percent from January 2008; the value of those imports, \$12.2 million, was down 47.3 percent from a year earlier.

US cheese imports from France during January totaled 2.1 million pounds, down 30.7 percent from January 2008. The value of those imports, \$7.9 million, was down 26.1 percent from January 2008.

January US cheese imports from four other countries topped 1.0 million pounds during January. Imports from those countries, with comparisons to January 2008, were as follows: Argentina, 1.5 million pounds, up 286 percent; Canada, 1.5 million pounds, down 14.2 percent; Switzer-

land, 1.1 million pounds, up 2.0 percent; and Norway, 1.0 million pounds, down 23.1 percent.

Falling just short of 1.0 million pounds in January: cheese imports from Chile, which at 929,408 pounds were up 973 percent from January 2008, and higher than annual cheese imports from Chile in 2006, 2007 and 2008.

### Casein Imports Fall, MPC Up

While the value of US cheese imports fell in January, the value of other US dairy product imports, at \$146.1 million, was up 7.3 percent from January 2008.

Casein imports during January totaled 10.7 million pounds, down 1.1 percent from January 2008. The value of those casein imports, \$40.5 million, was up 34.7 percent from January 2008.

US imports of caseinates during January totaled 3.8 million pounds, down 53.9 percent from January 2008. The value of those imports, \$17.0 million, was down 21.2 percent from January 2008.

January US imports of Chapter 4 milk protein concentrate (MPC) totaled 11.1 million pounds, up 5.6 percent from January 2008. The value of those MPC imports, \$33.3 million, was up 66.3 percent.

US imports of Chapter 35 MPCs during January totaled 2.7 million pounds, down 13.8 percent from January 2008. The value of those imports, \$7.6 million, was up 31.8 percent from January 2008.

January US imports of one other commodity topped \$10 million in value during January: food preparations with 10 percent or more milk (dairy). Imports of those food preparations totaled 7.0 million pounds, up 5.4 percent from January 2008; the value of those food preparations, \$10.7 million, was up 54.5 percent. r

## Scientists Identify Key Peptides Responsible For Gouda's Flavor

Friesing-Weihenstephan, Germany—Almost 800 years after farmers in the village of Gouda in the Netherlands first brought a creamy new cheese to market, scientists in Germany say they have cracked the secret of Gouda's popular flavor.

They have identified the key protein subunits, or peptides, responsible for the complex, long-lasting flavor of the popular cheese. That discovery could lead to the development of more flavorful cheeses and other dairy products.

Their study is in the most recent issue of the bi-weekly Journal of Agricultural and Food Chemistry, a publication of the American Chemical Society.

Thomas Hofmann, Simone Toelstede and Andreas Dunkel noted that scientists have tried for years to pinpoint the natural molecules responsible for the long-lasting taste and texture of Gouda. It develops during the aging or ripening stage, with aged Gouda more full and complex, with longer-lasting flavor, than the younger version.

Cheese lovers prize this characteristic taste, known as the "kokumi sensation."

The scientists solved the age-old mystery by applying a molecular sensory science approach. It combined mass spectroscopy and other high-tech analytical instruments and sophisticated sensory tools to identify six gamma-glutamyl peptides that appear to be mainly responsible for the kokumi sensation in Gouda.

This knowledge could be used to enhance the flavor of dairy products by technological means, the researchers said. r

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## Milk Production

(Continued from p. 1)

tions in milk production, and Utah has actually outproduced Kentucky every year since 2002.

Last year, Utah's milk production totaled a record high 1.776 billion pounds, up 2.5 percent from 2007 and 263 million pounds higher than in 1998; while Kentucky's milk production totaled 1.21 billion pounds, down 3.2 percent from 2007 and 500 million pounds less than in 1998.

Production per cow in the 23 reporting states averaged 1,608 pounds for February, 48 pounds below February 2008.

The number of milk cows on farms in the 23 reporting states was 8.49 million head, 31,000 head more than February 2008 but 16,000 head less than January 2009.

*(Editor's Note: the milk production percentage changes that follow are not adjusted for the extra day in February 2008).*

California's February milk production totaled 3.137 billion pounds, down 5.8 percent from February 2008, due to 16,000 fewer milk cows (6,000 fewer than in January) and 90 less pounds of milk per cow. California's milk cow numbers have now declined by 23,000 head since peaking at 1.847 million head last May, June and July.

California's January milk production was revised up by 8.0 million pounds, so output was down 1.2 per-

cent from January 2008, rather than down 1.4 percent as originally estimated.

Wisconsin's February milk production totaled 1.883 billion pounds, down 2.5 percent from February 2008, due to 5,000 more milk cows but 45 less pounds of milk per cow. Wisconsin's January milk output had been up 1.0 percent from January 2008.

New York's February milk production totaled 959 million pounds, down 3.6 percent from February 2008, due to 3,000 fewer milk cows and 50 less pounds of milk per cow. New York's January milk output had been up 0.3 percent from a year earlier.

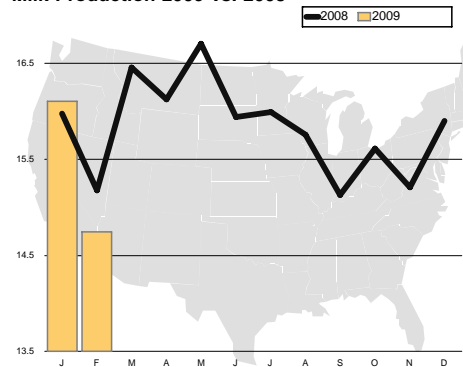
February milk production in Idaho totaled 922 million pounds, down 1.9 percent from February 2008, due to 15,000 more milk cows but 80 less pounds of milk per cow. Idaho's January milk output was revised down by 5.0 million pounds, so production was up 0.4 percent from January 2008, rather than up 0.9 percent as originally estimated.

Pennsylvania's February milk production totaled 821 million pounds, down 3.3 percent from February 2008, due to unchanged milk cow numbers but 50 less pounds of milk per cow. Pennsylvania's January milk output had been down 0.3 percent from January 2008.

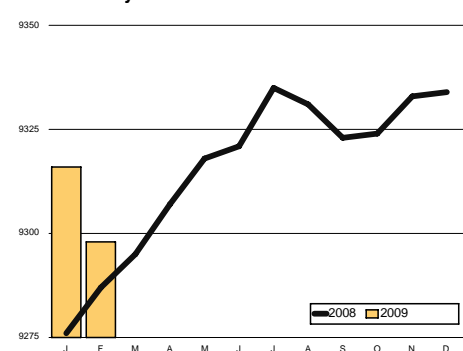
February milk production in Texas totaled 710 million pounds, up 7.4 percent from February 2008, due to

## February Milk Production -

Milk Production 2009 vs. 2008



Milk Cows by Month 2009 vs. 2008



Milk Production by State

State	2008	2009	% Change
California	3,330	3,137	-5.8%
Wisconsin	1,931	1,883	-2.5%
New York	995	959	-3.6%
Idaho	940	922	-1.9%
Pennsylvania	849	821	-3.3%
Texas	661	710	7.4%
Minnesota	704	697	-1.0%
New Mexico	607	626	3.1%
Michigan	605	600	-0.8%
Washington	451	420	-6.9%
Ohio	405	400	-1.2%
Arizona	363	353	-2.8%
Iowa	349	333	-3.8%
Indiana	267	261	-2.2%
Colorado	227	228	0.4%
Kansas	189	200	5.8%
Vermont	210	192	-8.6%
Florida	184	186	1.1%
Oregon	180	174	-3.3%
Illinois	155	154	-0.6%
Virginia	144	138	-4.2%
Utah	135	133	-1.5%
Missouri	129	123	-4.7%

26,000 more milk cows and 15 more pounds of milk per cow. Texas's January milk production had been up 13.0 percent from a year earlier.

Minnesota's February milk production totaled 697 million pounds, down 1.0 percent from February 2008, due to 5,000 more milk cows but 30 less pounds of milk per cow. Minnesota's January milk output was revised down by 2.0 million pounds, so production was up 2.1 percent from January 2008, rather than up 2.4 percent as originally estimated.

New Mexico's February milk production totaled 626 million pounds, up 3.1 percent from February 2008, due to 7,000 fewer milk cows but 95 more pounds of milk per cow. New

Mexico's January milk output had been up 5.5 percent from January 2008.

February milk production in Michigan totaled 600 million pounds, down 0.8 percent from February 2008, due to 10,000 more milk cows but 65 less pounds of milk per cow. Michigan's January milk output had been up 1.1 percent from a year earlier.

Washington's February milk production totaled 420 million pounds, down 6.9 percent from February 2008, due to 4,000 fewer milk cows and 100 less pounds of milk per cow. Washington's January output had been down 2.7 percent from January 2008. r

## Yogurt Rose To Second Most Popular Coupon Category In February

**Mountain View, CA**—Based on the number of digital coupon prints by category across the Coupons.com publisher network, the most popular coupons printed last month were for ready-to-eat cereal, followed by yogurt and then salty snacks.

The ready-to-eat cereal category also led the list in January, while yogurt climbed to the number two spot from number four and salty snacks rose from number seven to number three.

Rounding out the top 10 coupon categories for February: fourth, personal care products; fifth, portable snacks; sixth, baking ingredients; seventh, frozen vegetables; eighth, nutritional/diet products; ninth, carbonated soft drinks; and tenth, bathroom tissue.

Shoppers printed \$39 million in savings from the Coupons.com publisher network in February, an increase of \$21 million, or 120 percent, from February 2008, according to Coupons.com, which describes itself as the leading network for digital coupons.

On a regional basis, more coupons were printed in the South Atlantic

than in any other region last month. The other top regions were, in order: East North Central, Mid-Atlantic, West South Central, Pacific, West North Central, Mountain, East South Central and New England.

The use of digital coupons has grown nationwide, Coupons.com reported.

Over 40 million consumers currently print online coupons, up 20 percent from last year, according to Simmons Market Research Bureau.

In the same time period, the number of consumers that only print coupons from the Internet and never use newspaper coupons has risen 46 percent, to six million, Coupons.com stated.

"Millions of consumers looking to save money in these tough times are becoming coupon clickers instead of clippers," said Steven R. Boal, CEO of Coupons, Inc. "As more and more households are looking to eat at home to reduce their budgets and looking to save money on those home-cooked meals, we are seeing record increases in traffic, new users and coupon prints."

The Coupons.com publisher network claims to reach more than 75 million consumers through thousands of websites. r

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## Licensed US Cheese Imports Jumped 74% In February; Licensed Butter Imports Also Up

Washington—Licensed US cheese imports during January totaled 23.1 million pounds, up 73.8 percent, or 9.8 million pounds, from February 2008, according to figures recently released by USDA's Foreign Agricultural Service (FAS).

During the first two months of 2009, licensed cheese imports totaled 38.1 million pounds, up 20.7 percent, or 6.5 million pounds, from the first two months of 2008.

February licensed imports of other cheese-nsf (not specifically provided for) totaled 9.9 million pounds, up 5.3 million pounds from February 2008. January-February licensed imports of other cheese-nsf totaled 15.3 million pounds, up 2.4 million pounds from the same period last year.

Almost 60 percent of the licensed imports of other cheese-nsf during the first two months of 2009 came from New Zealand. More specifically, licensed imports of other cheese-nsf from New Zealand during January-February totaled 9.1 million pounds, up 4.8 million pounds from a year earlier.

Licensed imports of Swiss and Emmentaler cheese during February totaled 3.8 million pounds, down 41,402 pounds from February 2008. During the first two months of 2009, licensed imports of Swiss and Emmentaler cheese totaled 6.9 million pounds, down 747,468 pounds from the first two months of 2008.

February licensed Cheddar imports totaled 4.3 million pounds, up 3.8 million pounds from February 2008. January-February licensed Cheddar imports totaled 9.0 million pounds, up 4.3 million pounds from the same period in 2008.

Licensed Cheddar imports from New Zealand and Australia combined during the first two months of 2009 totaled 8.2 million pounds, up 4.4 million pounds from the first two months of 2008.

February licensed imports of American-type cheese including Colby totaled 3.4 million pounds, up 1.4 million pounds from February 2008. Licensed imports of American-type cheese during the first two months of 2009 totaled 3.4 million pounds (there were no imports in this category in January), up 1.1 million pounds from the first two months of 2008.

Licensed Italian-type cheese imports during February totaled 688,543 pounds, down 62,940 pounds from February 2008. January-February licensed Italian-type cheese imports totaled 1.8 million pounds, up 515,533 pounds from a year earlier.

February licensed Edam and Gouda imports totaled 311,738 pounds, down 425,821 pounds from February 2008. During the first two months of 2009, licensed Edam and Gouda imports totaled 718,362

pounds, down 570,192 pounds from the first two months of 2008.

Licensed Blue Mold cheese imports during February totaled 281,871 pounds, up 41,428 pounds from February 2008. January-February licensed Blue Mold cheese imports totaled 534,822 pounds, down slightly from the same period last year.

February licensed imports of Gruyere-processed totaled 205,117 pounds, down 374,425 pounds from February 2008. During the first two months of 2009, licensed imports of Gruyere-processed totaled 262,346 pounds, down 639,588 pounds from the first two months of 2008.

Licensed imports of other cheese-nsf-lowfat during February totaled 167,317 pounds, up 125,074 pounds from February 2008. January-February licensed imports of other cheese-nsf-lowfat totaled 250,983 pounds, up 124,016 pounds from the same period in 2008.

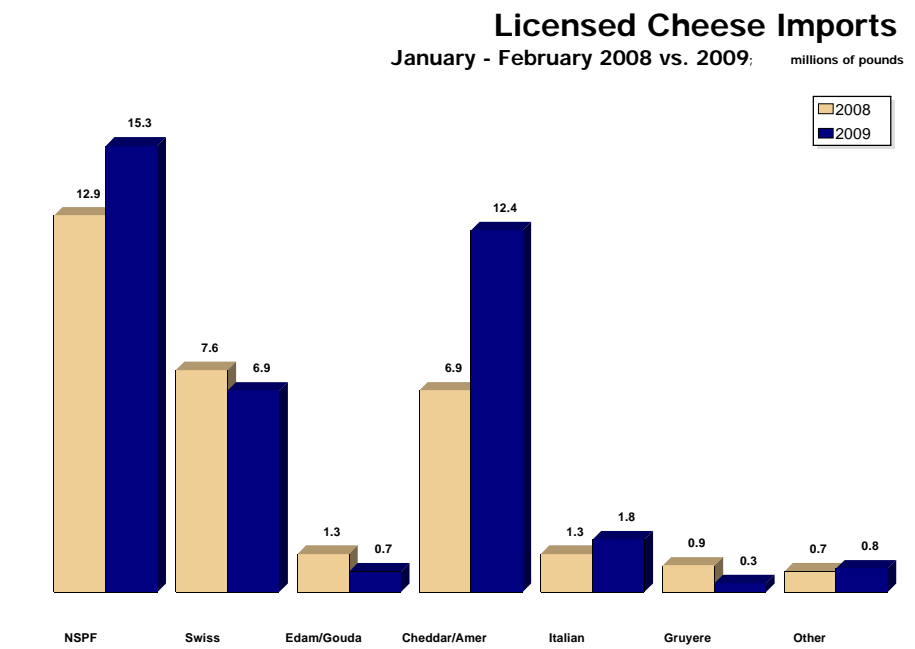
### High-Tier Cheese Imports Fall

February imports of high-tier cheese totaled 1.1 million pounds, down 1.1 million pounds from February 2008.

Imports of high-tier cheese during the first two months of 2009 totaled 2.4 million pounds, down 4.2 million pounds from the first two months of 2008.

January-February high-tier cheese imports in the two largest categories, with comparisons to the same period in 2008, were as follows: American-type cheese, 452,923 pounds, down 2.2 million pounds; and Italian-type cheese, 1.0 million pounds, down 1.3 million pounds.

Imports of high-tier butter substitutes during February totaled 644,640 pounds, up more than



600,000 pounds from February 2008. During the first two months of 2009, imports of high-tier butter substitutes totaled 655,406 pounds, up 644,640 pounds from a year earlier.

### Licensed Butter Imports Rise

February licensed butter imports totaled 436,880 pounds, up almost 300,000 pounds from February 2008.

During the first two months of 2009, licensed butter imports totaled 583,755 pounds, up 52,474 pounds from the first two months of 2008.

Licensed imports of butter substitutes during February totaled

162,987 pounds, up 138,255 pounds from February 2008. January-February licensed imports of butter substitutes totaled 170,546 pounds, up 88,169 pounds from the same period last year.

February licensed imports of dried whole milk totaled 356,400 pounds, up 337,920 pounds from February 2008.

During the first two months of 2009, licensed imports of dried whole milk totaled 1.1 million pounds, up almost 1.0 million pounds from the first two months of 2008. r

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For more information, circle #7 on the Reader Response Card on p. 20

## WI Plants To Grow

(Continued from p. 1)

companies, who spent \$388 million. For all plants, improvements to processing equipment and buildings accounted for 69 percent of the total.

By category, investments by dairy plants over the past five years included the following:

■ **Natural cheese plants:** A total of \$802.2 million was invested, including \$288.2 million on buildings, \$237.0 million on packaging and handling equipment, \$224.2 million on processing equipment, \$19.7 million on waste treatment, \$19.4 million on utilities upgrades, and \$13.6 million on automation or business software.

■ **Whey products plants:** A total of \$126.6 million was invested, including \$93.4 million on processing equipment, \$20.6 million for buildings, \$5.6 million on utilities upgrades, \$4.4 million on waste

treatment, \$1.5 million on automation or business software, and \$1.2 million on packaging and handling equipment.

■ **All other dairy products:** A total of \$314.1 million was invested, including \$132.8 million on processing equipment, \$98.5 million on buildings, \$48.5 million on packaging and handling equipment, \$13.6 million on utilities upgrades, \$13.3 million on automation or business software, and \$7.4 million on waste treatment.

### Spending Plans For The Future

Over the next five years, processors plan to spend \$781 million on upgrades to their plants. This reduction in investment dollars, compared to the past five years, makes sense in light of the current economic downturn, the survey explained.

Investments in plants producing natural cheese are still expected to account for just over half of the

money spent, while whey products plants are expected to account for about 12 percent of the money spent and processors of all other dairy products are expected to account for the remaining 38 percent.

However, in contrast to the previous five-year period, companies producing less than 5.0 million pounds of dairy products are only expected to account for 12 percent of the \$392 million invested in natural cheese plants, while larger companies are anticipated to account for the remaining 88 percent of investment dollars by natural cheese plants.

By category, investments by Wisconsin dairy plants over the next five years are expected to include the following:

■ **Natural cheese plants:** A total of \$391.6 million is expected to be invested, including \$150.5 million on processing equipment, \$113.0 million on buildings, \$50.6 million on packaging and handling equipment, \$46.2 million on waste treatment, \$19.5 million on utilities upgrades, and \$11.8 million on automation or business software.

■ **Whey products plants:** A total of \$93.2 million is expected to be invested, including \$48.4 million on processing equipment, \$21.7 million on buildings, \$10.2 million on packaging and handling equipment, \$5.7 million on waste treatment, \$5.1 million on utilities upgrades, and \$2.1 million on automation or business software.

■ **All other dairy products:** A total of \$295.7 million is expected to be invested, including \$125.5 million on processing equipment, \$80.3 million on buildings, \$48.8 million on packaging and handling equipment, \$16.4 million on utilities upgrades, \$12.7 million on waste treatment and \$11.9 million on automation or business software.

### Product Development Efforts

Respondents were asked to identify three areas where they would spend

most of their product development and marketing efforts over the next five years.

For all types of plants, developing new products and adding value to existing products were the most commonly chosen areas.

For plants producing whey products, formula innovation also ranked high.

For plants not producing whey, promotion/building your brand and working with brokers or distributors were common choices, followed by packaging enhancement. Very few respondents in any of the plant categories mentioned label enhancement.

### Limits To Future Profitability

When asked to select the factors that are most likely to limit their future profitability, plants that process raw milk into dairy products indicated that equity capital or financing, waste treatment regulations, energy costs, and health insurance costs were equally important.

Mentioned less often were inadequate/unavailable labor, land availability for expansion, milk hauling costs, excess debt, inadequate milk supply and insufficient returns from whey.

For all other dairy plants, those that process dairy ingredients such as natural cheese, cream or whey into other dairy products, energy and health insurance costs were the predominant factors chosen, followed by equity capital/financing.

### Energy Efficiency Plans

Almost half of Wisconsin dairy plants (49 percent) indicated they had an energy audit or worked with Focus on Energy, which works with eligible Wisconsin businesses to install cost effective energy efficiency and renewable energy projects, in the past five years.

Over half of the plants that responded to the survey plan on investing in energy efficiency (e.g., boilers, motors, lights, etc.), while 20 percent of responding plants intend to invest in renewable energy (e.g., solar, wind, waste to power). Investments in energy efficiency and renewable energy are expected to total \$39.4 million and \$62.4 million, respectively.

When asked if they were interested in adopting technology to produce renewable energy from whey or wastewater streams, 55 percent of plants indicated an interest.

For all types of plants, an unclear return on investment, excessive capital costs, and inadequate understanding of the technology were the most limiting factors to producing energy from whey or wastewater streams.

Other limiting factors mentioned less frequently included cooperation from power utilities, volatile alternate markets/uses for whey, energy cost to operate, unclear regulatory response, and volatile values for energy produced/saved. r

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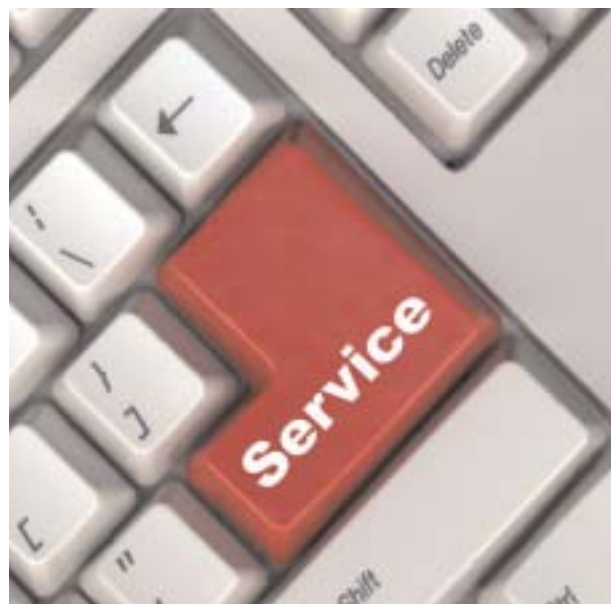
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## Obama Creates Food Safety Working Group; Concerns Expressed Over Third Party Audits

Washington—President Obama, in his weekly address last Saturday, announced the appointments of Dr. Margaret Hamburg as commissioner of the Food and Drug Administration and Dr. Joshua Sharfstein as the principal deputy commissioner.

Also during his address, Obama announced that he is creating a new Food Safety Working Group, which will bring together cabinet secretaries and senior officials to: advise Obama on how food safety laws can be upgraded for the 21st century; foster coordination throughout government; and ensure that the government isn't just designing laws that will keep consumers, "but enforcing them."

Obama expects this group to report back to him with recommendations "as soon as possible."

During his address, Obama talked about the "troubling trend" that's seen the average number of food-borne illness outbreaks due to contaminated foods grow to nearly 350 a year, up from 100 a year in the early 1990s.

"Part of the reason is that many of the laws and regulations governing food safety in America have not been updated since they were written in the time of Teddy Roosevelt," Obama explained. "It's also because our system of inspection and enforcement is spread out so widely among so many people that it's difficult for different parts of our government to share information, work together, and solve problems."

It's also because FDA "has been underfunded and understaffed in recent years, leaving the agency with the resources to inspect just 7,000 of our 150,000 food processing plants and warehouses each year," Obama continued. "That means roughly 95 percent of them go uninspected."

As part of its budget proposal, the Obama administration is "strengthening our food safety system and modernizing our labs with a billion dollar investment, a portion of which will go toward significantly increasing the number of food inspectors, helping ensure that the FDA has the staff and support they need to protect the food we eat," Obama said.

### House Food Safety Hearing

In other federal food safety developments, the oversight and investigations subcommittee of the House Energy and Commerce Committee held a hearing Thursday on the recent Salmonella outbreak and the role of the food industry itself in protecting the food supply.

The hearing included testimony from representatives of three companies that bought products from Peanut Corporation of America (PCA): the Kellogg Company, the King Nut Company, and Vitamin Cottage Natural Food Markets.

Their written testimony "suggests that some of the companies believe PCA was entirely at fault, and that they should not be held responsible for the safety of ingredients they bought from a disreputable supplier," said US Rep. Bart Stupak (D-MI), subcommittee chairman.

"But all three of these companies put their own labels on these products," Stupak noted. "They put their names on them. They represented to the public that these products were safe to eat. And they sold them to consumers who became ill and in some cases died, according to state and federal authorities."

"Placing all the blame on PCA would mean that food processors have no responsibility for ensuring

the safety of their ingredients," Stupak continued. "And I simply can't agree with that."

Some of the hearing's witnesses, and "many companies like them," rely on third party auditors to inspect the facilities of their suppliers," said US Rep. Henry Waxman (D-CA), chairman of the Energy and Commerce Committee. But the hearing exposed "some of the dangers" related to this approach.

"If we are going to consider a third party system, we must, at minimum, ensure it addresses the serious problems we will hear about today," Waxman said. "But there are additional problems this hearing won't address, such as using foreign third parties to inspect foods we import from other countries."

In the PCA case, "a private, for-profit auditing firm called AIB gave

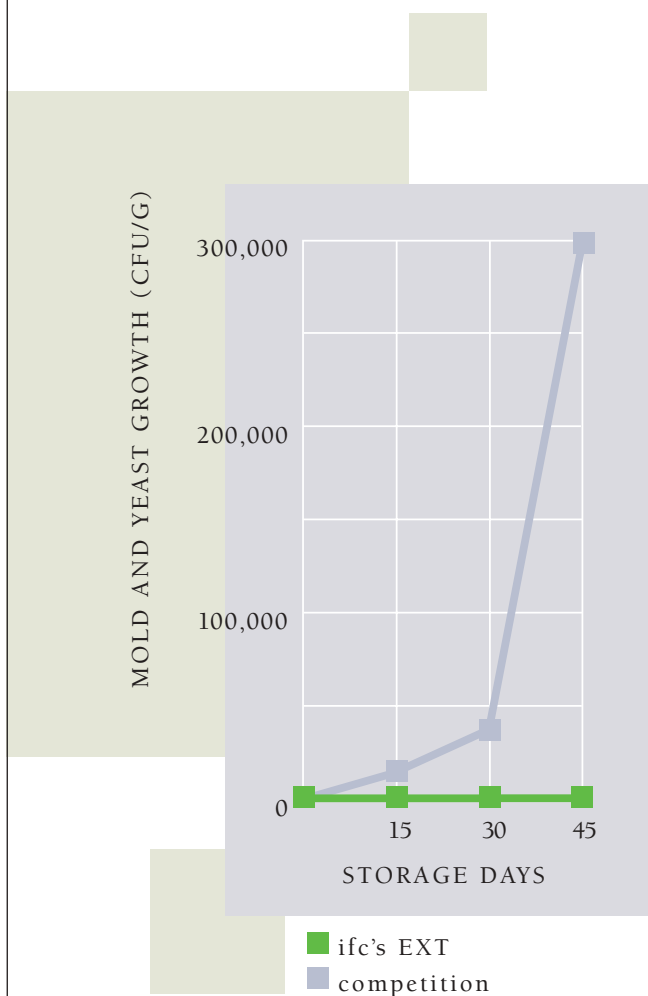
PCA glowing reviews," Waxman said. "This company was selected by PCA, it was paid by PCA, and it reported to PCA."

David Mackay, president and CEO of the Kellogg Company, said Kellogg qualified PCA to do business through its multi-step qualification process, the initial step of which is requiring that PCA provide an independent, third-party food safety audit report. PCA provided Kellogg with an independent audit report prepared in 2006 by AIB, "one of several audit firms commonly relied on in the food industry."

Audit findings "reported no concerns that the facility may have had any pathogen-related issues or any potential contamination," Mackay said. "None of the Salmonella or

• See **Obama Creates**, p. 15

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## Cheese Contest

Continued from p. 1

### CLASS 4 - CHEDDAR, 1-2 YEARS

**Best of Class:** Terry Lensmire, Trega Foods, Little Chute, WI, 99.30

**Second Award:** Roger Larson, Maple Leaf Cheese Co-op, Monroe, WI, English Hollow Cheddar, 98.25

**Third Award:** Foremost Team, Foremost Farms USA, Marshfield, WI, 97.90

### CLASS 5 - CHEDDAR, AGED 2 YEARS OR LONGER

**Best of Class:** Rob Blount, Great Lakes Cheese of New York, Adams, NY, 99.10

**Second Award:** Tim Elmer, Great Lakes Cheese of New York, 99.00

**Third Award:** Bob Mann, Great Lakes Cheese of New York, Adams, NY, 98.80

### CLASS 6 - BANDAGED CHEDDAR

**Best of Class:** Wayne Hintz and Dan Curran, Springside Cheese Corp., Oconto Falls, WI, 99.35

**Second Award:** Jeremy Castilleja, Glanbia Foods, Twin Falls, ID, 99.30

**Third Award:** Dane Huebner, Flat Creek Lodge, Swainsboro, GA, Cypress Cheddar, 99.10

### CLASS 7 - COLBY

**Best of Class:** R & J Brothers, La Grander's Hillside Dairy, Inc., Stanley, WI, 99.60

**Second Award:** Randy LaGrander, LaGrander's Hillside Dairy, Inc., Stanley, WI, 99.55

**Third Award:** Kevin Genthe, Arena Cheese Company, Arena, WI, Colby Longhorn, 99.45

### CLASS 8 - MONTEREY JACK

**Best of Class:** B Shift Cheese Department, Southwest Cheese Company, Clovis, NM, 99.85

**Second Award:** Zlatan Saric, Glanbia Foods, Inc., Twin Falls, ID, 99.80

**Third Award:** Dale Schmidt, Land O'Lakes, Inc., Kiel, WI, 99.75

### CLASS 9 - MARBLED CURD

**Best of Class:** Dzafer Trbonja, Glanbia Foods, Inc., Twin Falls, ID, Colby Jack, 99.75

**Second Award:** Aleksandar Simic, Glanbia Foods, Inc., Twin Falls, ID, Colby Jack, 99.70

**Third Award:** Miguel Garcia, Glanbia Foods, Inc., Colby Jack, 99.65

### CLASS 10 - SWISS STYLE

**Best of Class:** Team Gran Cru, Roth Kase USA, Ltd., Monroe, WI, Petite Swiss, 98.35

**Second Award:** Platteville Cheese Team, Swiss Valley Farms, Platteville, WI, Emmentaler Style Swiss Wheel, 97.90

**Third Award:** Silvan Blum, Chalet Cheese Co-op, Monroe, WI, Swiss Wheel, 97.80

### CLASS 11 - MOZZARELLA

**Best of Class:** Appleton #1, Foremost Farms USA, Appleton, WI, 99.70

**Second Award:** Pat Doell, Trega Foods, Luxemburg, WI, 99.55

**Third Award:** Tim Karr, Kraft Foods, Campbell, NY, 99.50

### CLASS 12 - PS MOZZARELLA

**Best of Class:** Production Floor, Foremost Farms USA, Alma Center, WI, Mozzarella LMPS, 99.20

**Second Award:** Jim Schuster, Trega Foods, Luxemburg, WI, 99.15

**Third Award:** Mathew York, Sorrento Lactalis, Nampa ID, 99.10

### CLASS 13 - MILD PROVOLONE

**Best of Class:** Pat Doell, Trega Foods, Luxemburg, WI, 99.70

**Second Award:** Keith Scruggs and Allen Uhle, Sorrento Lactalis, Buffalo, NY, 99.65

**Third Award:** Anselmo Martinez's Cheese Crew, Dairy Farmers of America, Inc., Turlock, CA, 99.60

### CLASS 14 - AGED PROVOLONE

**Best of Class:** Robert Whiteside, Empire Cheese, Inc., Cuba, NY, 94.75

**Second Award:** Steve Scott, Empire Cheese, Inc., Cuba, NY, 94.35

**Third Award:** Steven Tollers, Burnett Dairy Cooperative, Grantsburg, WI, 93.45

### CLASS 15 - RICOTTA

**Best of Class:** Phillip Franco and Ron Howard, Sierra Cheese Mfg. Co., Inc., Compton, CA, Part Skim Ricotta, 99.65

**Second Award:** Joe Taranto, Montena Taranto Foods, Inc., Ridgefield, NJ, Whole Milk Ricotta, 99.60

**Third Award:** Brian Civitello, Calabro Cheese Corp., East Haven, CT, Whole Milk Ricotta, 99.50

### CLASS 16 - PARMESAN

**Best of Class:** John Griffiths, Sartori Food Corporation, Antigo, WI, SarVecchio Parmesan, 99.55

**Second Award:** Kent Paulson, Lake Country Dairy, Turtle Lake, WI, 97.95

**Third Award:** Team Cass Clay, Cass Clay Creamery/AMPI, Hoven, SD, 97.75

### CLASS 17 - BABY SWISS STYLE

**Best of Class:** Silvan Blum, Chalet Cheese Co-op, Monroe, WI, 99.30

**Second Award:** Randy Krahenbuhl, Fair Oaks Farms, Fair Oaks, IN, Sweet Swiss, 99.25

**Third Award:** Neal Schwartz, Chalet Cheese Co-op, Monroe, WI, 99.15

### CLASS 18 - FETA

**Best of Class:** David Schmidt, Trega Foods, Weyauwega, WI, 99.50

**Second Award:** Ron Buholzer, Klondike Cheese Company, Monroe, WI, 99.10

**Third Award:** Terry Lensmire, Trega Foods, Little Chute, WI, 99.05

### CLASS 19 - FLAVORED FETA

**Best of Class:** Jim Demeter, Trega Foods, Weyauwega, WI, Feta with Basil & Tomato, 99.05

• See **Cheese Contest**, p. 16

## US Championship Cheese Contest Best of Class Winners At A Glance



**Class 1 – Mild Cheddar:**  
David Schmidt, Trega Foods

**Class 2 – Medium Cheddar:**  
Pat Whalen, McCadam Cheese

**Class 3 – Sharp Cheddar:**  
Dan Stearns, Trega Foods

**Class 4 – Cheddar, Aged 1-2 Years:**  
Terry Lensmire, Trega Foods

**Class 5 – Cheddar, Aged 2+ Years:**  
Rob Blount, Great Lakes Cheese of NY

**Class 6 – Bandaged Cheddar:**  
Wayne Hintz and Dan Curran, Springside Cheese Corp.

**Class 7 – Colby:**  
Randy & Joe (R & J Brothers) LaGrander, La Grander's Hillside Dairy

**Class 8 – Monterey Jack:**  
B Shift, Southwest Cheese Company

**Class 9 – Marbled Curd:**  
Dzafer Trbonja, Glanbia Foods, Inc.

**Class 10 – Swiss Style:**  
Team Gran Cru, Roth Kase USA, Ltd.

**Class 11 – Mozzarella:**  
Appleton #1, Foremost Farms USA

**Class 12 – Mozzarella, Part Skim:**  
Production Floor, Foremost Farms USA

**Class 13 – Mild Provolone:**  
Pat Doell, Trega Foods

**Class 14 – Aged Provolone:**  
Robert Whiteside, Empire Cheese, Inc.

**Class 15 – Ricotta:**  
Phillip Franco and Ron Howard, Sierra Cheese Mfg. Co., Inc.

**Class 16 – Parmesan:**  
John Griffiths, Sartori Food Corp.

**Class 17 – Baby Swiss Style:**  
Silvan Blum, Chalet Cheese Co-op

**Class 18 – Feta:**  
David Schmidt, Trega Foods

**Class 19 – Flavored Feta:**  
Jim Demeter, Trega Foods

**Class 20 – Havarti:**  
Ron Bechtolt, Klondike Cheese Co.

**Class 21 – Flavored Havarti:**  
Kyle Nackers, Arla Foods

**Class 22 – Gorgonzola:**  
Bryon Schroeder, Sartori Food Corp

**Class 23 – String Cheese:**  
Terry Crooker, Kraft Foods

**Class 24 – Cottage Cheese:**  
Tim Dirkson Team, Old Home Foods

**Class 25 – Fresh Mozzarella:**  
Gary Dolliver, Kraft Foods

**Class 26 – Blue Veined:**  
Bryon Schroeder, Sartori Food Corp

**Class 27 – Brick, Muenster:**  
Matt Erdley, Klondike Cheese Company

**Class 28 – Brie, Camembert & Other Surface Ripened:**  
Brad Hamilton, Lactalis USA, Inc.

**Class 29 – Edam, Gouda:**  
Gary Grossen, Babcock Dairy Plant

**Class 30 – Quesos Frescos:**  
John Fagundes, Fagundes Old-World

**Class 31 – Quesos Para Fundir:**  
Steve Stettler, Decatur Dairy, Inc.

**Class 32 – Smear Ripened:**  
Willi Lehner, Bleu Mont Dairy

**Class 33 – Pepper Flavored 'American':**  
Richard (Whitey) Wold, AMPI

**Class 34 – Pepper Flavored, Other Natural:**  
Rob Stellrecht, Burnett Dairy Coop

**Class 35 – Flavored Soft:**  
Scott Ness, Old Europe Cheese, Inc.

**Class 36 – Flavored Semi Soft:**  
Alen Smirko, Glanbia Foods, Inc.

**Class 37 – Flavored Hard:**  
Kerry Henning, Henning Cheese, Inc.

**Class 38 – Flavored with Dessert Condiments:**  
Don Maier and Jeff Newswanger, Bongrain Cheese USA

**Class 39 – Smoked:**  
Joe Miner III, Empire Cheese Inc.

**Class 40 – Open Soft Cheeses:**  
Mascarpone Team, Lake Country Dairy

**Class 41 – Open Semi Soft Cheeses:**  
Team Townsend, Mt. Townsend Creamery

**Class 42 – Open Hard Cheeses:**  
Galen Musser, Milton Creamery

**Class 43 – Reduced Fat, Lowfat:**  
Dave Atkinson, Kraft Foods

**Class 44 – Cold Pack:**  
Bel Brands USA, Inc.

**Class 45 – Spreadable:**  
Jay Austin, Kraft Foods

**Class 46 – Pasteurized Process:**  
Amy Symons, Lactalis USA, Inc.

**Class 47 – Flavored Pasteurized Process:**  
Team D, Bongards Creameries

**Class 48 – Soft Goat's Milk:**  
Deneane Glazier-Ashcraft, North Valley Farms Chevre, Inc.

**Class 49 – Flavored Soft Goat's Milk:**  
Coach Farm Team, Coach Farm Inc.

**Class 50 – Surface Ripened Goat's Milk:**  
Marin French Cheese Company

**Class 51 – Semi Soft Goat's Milk:**  
Linda Davis, Montchevre Betin, Inc.

**Class 52 – Flavored Semi Soft Goat's:**  
Sid Cook, Carr Valley Cheese Co.

**Class 53 – Hard Goat's Milk:**  
Team TFI-1, Tumalo Farms

**Class 54 – Soft & Semi Soft Sheep's:**  
Brenda Jensen, Hidden Springs Creamery

**Class 55 – Flavored Soft & Semi Soft Sheep's Milk:**  
Brenda Jensen, Hidden Springs Creamery

**Class 57 – Hard Sheep's Milk:**  
Sid Cook, Carr Valley Cheese Co.

**Class 58 – Soft & Semi Soft Mixed:**  
Rod Volbeda, Willamette Valley Cheese

**Class 59 – Flavored Soft & Semi Soft Mixed:**  
Alan Bekkum, Nordic Creamery

**Class 60 – Surface Ripened Mixed:**  
Sid Cook, Carr Valley Cheese Co.

**Class 61 – Hard Mixed Milk:**  
Alan Bekkum, Nordic Creamery

**Class 62 – Salted Butter:**  
Donald Much, Grassland Dairy Products, Inc.

**Class 63 – Unsalted Butter:**  
Marcus Holzl, Grassland Dairy Products

**Class 64 – Retail Packaging:**  
Kurt Premo, Crave Brothers Farmstead Cheese, LLC

**Class 65 – Open Class Shredded:**  
Masters Gallery Team, Masters Gallery Foods, Inc.

## NMPF Wants Obama To Take Immediate Action To Address Low Farm Milk Prices

Arlington, VA—National Milk Producers Federation (NMPF) on Thursday urged President Obama to take immediate action to help address the current low milk prices facing dairy farmers.

Milk prices have fallen by almost 50 percent in one year, Jerry Kozak, NMPF's president and CEO, noted in a letter to Obama. On average, dairy farmers' input costs exceeded the January milk price by 25 percent and USDA projections indicate this negative cost-price squeeze likely widened to 30 percent in February.

"The resulting losses suffered by the nation's dairy farmers are historic in magnitude," Kozak noted.

While NMPF supports Obama's efforts to stimulate economic recovery, and understands that "the programs you are implementing will take time to turn things around," in the dairy industry's case, "the tools to help alleviate this plight are already available," Kozak continued.

**"The resulting losses suffered by the nation's dairy farmers are historic in magnitude."**

—Jerry Kozak, NMPF's

"They require nothing more than for the US government to fully put in place measures already at its disposal, including actions that would also help to address the growing population of Americans experiencing difficulty feeding their families," he said.

NMPF has worked closely with US Secretary of Agriculture Tom Vilsack and his staff for the past month to explore how to more effectively use the dairy product price support program, as well as to activate the Dairy Export Incentive Program (DEIP) for a short period of time for a limited number of markets.

Moreover, USDA continues to explore several options for purchasing nutritious dairy products to provide food to schools and the expanding needy population in the US, Kozak added.

Vilsack "has been extremely responsive throughout those discussions," Kozak noted. "We greatly appreciate the tremendous amount of work he and his team have already devoted to exploring how USDA can best achieve both these goals."

In these "trying times, there are many demands requiring the federal government's attention," and "it is sometimes difficult to gain alignment across federal agencies," Kozak said. That's why he wrote to Obama

about the "magnitude of the problem" facing the dairy industry.

"At present, there are hundreds of family farms throughout America going out of business and the vast majority of those hanging on are doing so only by absorbing record losses month after month," Kozak said.

"The US and global economic slowdowns are leaving large and growing volumes of US dairy products stranded in manufacturers' inventories," Kozak explained.

"Dairy product prices are crashing below their support levels.

"Meanwhile millions of needy Americans and cash-strapped schools could benefit from the receipt of nutritious dairy products provided through domestic donation programs," Kozak continued.

"Dairy farmers facing these very difficult pressures strongly urge USDA to aggressively defend dairy product prices at or above the support level, make use of these nutritious products to relieve some of the pain caused at home and abroad by the very same economic crisis, and access all tools at its disposal in

order to help provide the necessary assistance to address these challenging circumstances," Kozak said.

If the "exorbitantly high volumes" of surplus milk production are left to the market to address "without timely and sufficient intervention from USDA, we could see thousands of dairy farms lost this year alone," Kozak said.

"In these bleak economic times, our greatest fear is that a reluctance to use all currently available policy options will result in fewer family farms, a further deterioration of our hard-hit rural communities, and greater job losses," he added. •

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For more information, circle #11 on the Reader Response Card on p. 20

## Playful? Naughty? Angry? Wixon Unveils Mood Food Flavors For Every Emotion

St. Francis, WI—Wixon Inc. has introduced 12 new flavors designed for consumers seeking food to connect with their mood.

Research indicates that as consumers get adventurous in their tasting experiences, they also want flavors that recall a certain experience or trigger an emotion," said Wixon flavor chemist Mindy Edwards.

"The connection between food and mood is well documented, and whether people are feeling a little down, or whether they are celebrating, it's natural to turn to food for a lift," Edwards said.

Featured moods and their flavor/seasoning blends include: **Naughty** – chipotle flavor and pepper combined with sour cream and buttermilk, touched with pepper, onion, garlic, and parsley; **Excited** – a combination of mustards enhanced with

honey and brown sugar, then topped with bacon flavors and spices; **Angry** – blend of mustards and wasabi powder enhanced with pepper and parsley; **On Vacation** – blend of lemon and lime with a touch of tartness; **Cheerful** – vanilla, brown sugar, and marshmallow flavor combined with spices of pumpkin pie; **Blissful** – brown sugar, vanilla, and apple flavors combined with winter spices; **Content** – blend of cinnamon, ginger, and tea flavor; **Playful** – combination of onion, garlic, and peppers with lime and tomato flavors; **Adventurous** – maple flavor combined with several peppers and a touch of smoked paprika; **Sassy** – mixture of mustard powders, bacon flavors, and spices; **Happy** – blend of cinnamon and other spices; and **Relaxed** – combination of citrus flavors, mint, and lavender.

Visit Wixon at [www.wixon.com](http://www.wixon.com). r

## Kelly's Kitchen Launches Cheese-Filled Peppadews In Three Creamy Varieties

Verona, WI—Kelly's Kitchen has created a new bite-sized appetizer by filling South African-grown Peppadew peppers with creamy cheese spreads.

Kelly's Kitchen's Stuffed Pep-

padew's are available in three flavors: Garlic & Herb, Blue Cheese and Cream Cheese.

The cheeses are packaged in a tray that holds 11 pieces, six trays to a pack. When refrigerated, the Stuffed Peppadews have a 90-day shelf life.

For more details, contact Kelly's Kitchen at (608) 347-9566. r

## Victoria University Dairy Researcher Shah Receives Haines Dairy Science Award



Dr. Nagendra P. Shah (left in above photo), a professor of food science and technology at Victoria University in Melbourne, Australia, is presented with the William C. Haines Dairy Science Award by Dr. Joe O'Donnell, executive director of the California Dairy Research Foundation, at the recent Dairy Ingredients Symposium in San Francisco, CA.

San Francisco, CA—At the recent Dairy Ingredients Symposium here, the California Dairy Research Foundation (CDRF) presented Victoria University Professor Nagendra P. Shah with the William C. Haines Dairy Science Award in recognition of his contributions to the field of dairy science.

Shah currently serves as professor of food science and technology at Victoria University in Melbourne, Australia.

"Dr. Shah truly represents the diversity of dairy research and the global nature of the dairy industry," commented Dr. Joe O'Donnell, the CDRF's executive director. "Over his 30-year career, his work has spanned three continents, four countries and five universities and has focused on topics such as the use of probiotic bacteria in foods, the functional properties of milk, fermented dairy products and the development of lowfat Mozzarella."

Shah "is a pioneer in the field of probiotics and has developed selective enumeration techniques for combinations of various strains including *L. acidophilus*, *Bifidobacterium*, and *L. casei* that are being used by manufacturers, researchers and analytic labs today," O'Donnell added.

Established in 2004, the William C. Haines Dairy Science Award was created to recognize individuals who, through their accomplishments in research and development in the fields of chemistry, biochemistry, microbiology, technology, nutrition, and/or engineering, have made a significant contribution to dairy science and the betterment of the dairy industry and consumers.

The award, named for William C. Haines, former vice president of product innovation for Dairy Management Inc., includes an engraved plaque, \$1,000 in cash and travel

expenses to an annual dairy industry event co-sponsored by the CDRF. A committee representing dairy producers, processors, manufacturers and researchers makes the final award selection.

"I am honored to be recognized with the Haines award," Shah commented. "Awards like this encourage scientists and academics to carry out innovative research in dairy science of commercial significance. My work on Mozzarella cheese, which uses a number of innovative approaches to reduce fat content while retaining similar functionalities as a full-fat Mozzarella is a good example."

Shah has been recognized by the American Dairy Science Association, the Australian Institute of Food Science and Technology and the Dairy Industry Association of Australia.

He serves as editor of the International Journal of Dairy Science and on the editorial boards of numerous journals. He was an editor for a special issue of the International Dairy Journal and co-edited a book on dairy products and quality control, published last July.

During his career, Shah has contributed more than 167 papers in refereed journals, 18 book chapters, 16 papers in conference proceedings, 52 invited and keynote presentations and 136 conference abstracts.

At the Dairy Ingredients Symposium, Shah gave a presentation on the liberation of bioactive peptides in dairy foods by probiotic cultures and the associated nutritional functionalities.

Nomination forms for the 2010 William C. Haines Dairy Science Award are available online at [www.cdrf.org](http://www.cdrf.org), under "Awards & Giving."

The deadline to submit nominations is September 22, 2009. r

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## Texas-Based Market Street Launches Nutritional Tag Labeling Program

Frisco, TX—Market Street, a United Supermarkets concept store, is launching its new Nutritional Tag program this month in its six Dallas-Fort Worth locations, including the company's new Market Street location in Plano opening April 1.

The Nutritional Tags highlight foods meeting lean/lowfat, sugar-free/reduced sugar, heart healthy/diabetes management, gluten-free and organic standards. The labels, with corresponding letters and colors, are designed to conveniently lead customers with special dietary needs to safe, healthy choices. To receive a nutritional tag, food items must meet one of the following criteria:

- **Lean/Lowfat** (orange label with letter "L"): These items consist of lean cuts of meat and dairy products that are lower in fat and sugar.

- **Heart Healthy/Diabetes Management** (pink/purple label with letters "HHDM"): This includes various food products with a single serving size that contains three grams or less of total fat; 0.5 grams or less of trans fat; one gram or less of saturated fat; 480 milligrams or less of sodium; 20 milligrams or less of cholesterol; and three grams or more of fiber.

- **Sugar-Free/Reduced Sugar** (pink label with letter "S"): Sugar-free contains less than 0.5 grams of sugar per serving while reduced sugar contains 25 percent less than the original product.

- **Organic** (green label with letter "O"): Products that have been deemed "organic" by the US Department of Agriculture.

- **Gluten-Free** (blue label with letters "GF"): The GF tag indicates that the food item contains no gluten and is manufactured in a dedicated gluten-free facility.

Market Street stores will have signage positioned throughout the aisles to help guests become familiar with the new program.

The campaign surrounding the new Nutritional Tag program will run throughout the entire month of March, which is National Nutrition Month, with stores highlighting a different tag each week.

"The nutritional tags serve as a friendly guide that allows guests to make informed food decisions to improve health, manage or prevent disease," said Dr. Tyra Carter, corporate dietitian for United Supermarkets, LLC. "Now when guests see one of our Nutritional Tags distinguishing a food item, they have peace of mind that a registered dietitian has approved the item for special dietary needs."

United Supermarkets, a self-distributing company, currently operates 49 stores under three distinct formats: United Supermarkets, Market Street and Amigos United. ☐

## Proposed Legislation Would Require Restaurants With 20-Plus Locations To Post Calorie Information

Washington—Legislation introduced in the US Senate last week would require restaurants and grocery stores that serve prepared foods at 20-plus locations to provide consumers calorie information for each menu item.

US Sens. Tom Carper (D-DE) and Lisa Murkowski (R-AK) introduced the Labeling Education and Nutrition Act (LEAN Act), which is designed to provide consumers with information to make healthy decisions when eating at restaurants and chain food establishments.

Several states and localities, such as California and New York City, already require restaurants to disclose

nutritional information. The LEAN Act would seek to provide a national standard for nutritional disclosure of such prepared foods.

Under the bill, calories will be posted directly on the menu, menu board or in one of the approved alternative ways, such as a menu insert or a sign directly next to the menu board.

The LEAN Act requires information on 11 nutritional items, including calories, sugar and sodium as well as a federal dietary guideline for the caloric intake for a typical adult.

"This bill is not going to magically solve our obesity problems, but I do believe we have a responsibility to give Americans, more and more of whom are eating outside the home these days, the tools they need to make healthy, educated choices," Carper said.

Today, America is facing an obesity epidemic which must be addressed swiftly, Murkowski added.

"It's been nearly 20 years since the enactment of the Nutrition Labeling Education Act that requires all packaged foods to include nutrient information," she said.

The National Restaurant Association (NRA) strongly supports the legislation's goal to replace a patchwork of inconsistent state and local ordinances with a national standard for chain restaurants, NRA executive vice president of public affairs Beth Johnson said.

"The foodservice industry and lawmakers can best help patrons make smart food choices by working together to establish a uniform standard that will offer a broad range of detailed nutrition information in chain restaurants," Johnson said. ☐



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For more information, circle #13 on the Reader Response Card on p. 20

## Global Market For Milk Ingredients Growing 3% Annually In Volume Terms

**Aarhus, Denmark**—A new report from 3A Business Consulting shows that the market for milk ingredients has changed and moved into a new period of supply and demand imbalance, with resulting price volatility.

Despite the current build-up of stocks and consumer pessimism, there are clear signs of milk supply reductions that will rebalance the market and provide the stimuli for future volume and value growth, according to *The World Market for Milk Ingredients 2008-2011*.

The world market for milk ingredients continues to grow by 3 percent annually in volume terms, but in terms of value, it is down, as commodity prices have fallen by approximately 40 to 50 percent from their peak in the summer of 2007.

However, the prices of the higher added-value milk ingredients, such as milk protein isolates and milk protein hydrolysates, have not shown the same volatility as commodities such as skim milk powder, whole milk powder, casein and caseinates.

It is estimated that the world market for milk ingredients was worth

about \$US19 billion in 2008.

Despite the current economic crisis, the main drivers for dairy remain intact: the world's population continues to grow, living standards in the long-term are improving, dairy consumption is increasing especially in the Asian-Pacific nations, and consumers are increasingly being motivated to buy products from a health and wellness perspective.

Given the definition of regions contained in the report, it turns out that Asia-Pacific is the single largest dairy ingredient market in the world, with a market value of approximately US\$7 billion in 2008. It is also the largest import market in the world, importing approximately 30 percent, or 1.1 million metric tons, of all milk ingredients traded on the world market.

Europe and the US milk ingredient markets remain domestically supplied and are worth \$4.6 billion and \$3.0 billion, respectively, in 2008.

Looking at the world market, Oceania, the EU and the US are the largest suppliers, exporting 1.3 million metric tons, 680,000 metric tons and 430,000 metric tons of milk ingredients, respectively, in 2008.

For information on this report, email Tage Affertsholt, 3A Business Consulting, at [ta@3abc.dk](mailto:ta@3abc.dk). •

## PERSONNEL NOTES

**JAMES MILLER** has been nominated as under secretary for farm and foreign agriculture service at the **US Department of Agriculture**. Miller currently serves as chief of staff for the National Farmers Union (NFU), a position he accepted after serving for over four years as senior analyst for agriculture and trade on the majority staff of the Senate Budget Committee. While at the Senate, Miller also provided agricultural policy analysis for US Sen. Kent Conrad of North Dakota, chairman of the Senate Budget Committee and a senior member of the Senate Agriculture and Finance Committees. Prior to joining the Budget Committee staff, Miller served as the chief economist for the NFU for five years.

**DALLAS TONSAGER** has been nominated as under secretary for rural development with the **US Department of Agriculture**. Tonsager was appointed to the board of the Farm Credit Administration (FCA) in 2004, and serves as a board member of the Farm Credit System Insurance Corporation. As executive director of the South Dakota Value-Added Agriculture Development Center in Huron from 2002 until his appointment to the FCA Board, he coordinated initiatives to better serve producers interested in developing value-added agricultural projects. In 1993, Tonsager was selected by former President Clinton to serve as USDA's state director in South Dakota for rural development.

North Dakota Agriculture Commissioner **ROGER JOHNSON** has been elected president of the **National Farmers Union (NFU)**. Johnson recently served as president of the National Association of State Departments of Agriculture.

**BRIAN RAUCH** has joined Sargento Foods, Inc. as director of pricing and trade management. In this role, Rauch's responsibilities include management of the Consumer Products Division trade

budget, along with playing a role in the development of trade and pricing strategies of accounts. Prior to joining Sargento, Rauch served as director of trade marketing and consumer service for American Dairy Brands in Kansas City, MO. **KATE KRIER** has been named Sargento's senior manager of market research for established products, responsible for planning and directing market research activities to support CPD initiatives.

**JAMES FRANKS** has been named vice president of franchising for **Red Mango** frozen yogurt company. In this role, Franks will be responsible for overseeing a campaign designed to spread the Red Mango brand nationally.

## DEATHS

**John Dale Aalberts**, 81, of San Dimas, CA, died Wednesday, March 4, 2009. Aalberts served as general manager for the San Joaquin Valley Dairymen from 1976 until his retirement in 1993. Before that, Aalberts was general manager of Pacific Dairymen, Inc. in Los Angeles from 1974 to 1976, and served as administrator for Challenge Foods from 1951 to 1973. Throughout his career, Aalberts worked for the advancement of dairy cooperatives and the nation's dairy industry. He was on the board of directors for the American Dry Milk Institute, and served as president of the California Creamery Operators Association.

## AWARDS

**ADAM ZINSMEISTER** of Ohio's Advantage Sales & Marketing, and the **KROGER** team were awarded the **2008 National Broker of the Year** honor by the Tillamook County Creamery Association. TCCA's management, sales and marketing teams met with the co-op's broker network Feb. 17-19 in Rancho Mirage, CA, to provide brokers an update on TCCA and set goals for the coming year. This year, there were 29 brokers in attendance, representing the retail, food-service and deli sectors.

## Application Deadline For WDPA Robert L. Bradley Scholarship Is Now May 1

Middleton, WI—The application deadline for the Robert L. Bradley Scholarship has been extended to May 1, 2009, the Wisconsin Dairy products Association (WDPA) announced recently.

The \$2,000 scholarship is available to a dependent of any employee that works for a company belonging to WDPA. This pertains to both processor members, as well as supplier/associate members.

Graduating high school seniors

and college freshman, sophomores, juniors, and seniors are eligible for this scholarship.

The student must attend, or plan on attending the University of Wisconsin-Madison and participate in the food science, dairy science or dairy industry related program.

In addition to completing an application, students must write a 400-word essay explaining their current field of study and how it relates to future goals.

The scholarship winner will be announced on June 15, 2009.

For specific information, contact WDPA via email: [info@wdpa.net](mailto:info@wdpa.net). •





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## Constrained Demand Expected To Slow Growth In EU Cheese Output In Short Term Over Medium Term, EU's Cheese Production Expected To Return To Stable Growth Pattern

**Brussels, Belgium**—Short-term prospects for European Union (EU) cheese and value-added fresh dairy products markets are expected to be determined by constrained EU and world demand, but medium-term demand prospects should remain favorable, enabling EU cheese production to return to a stable growth from 2011 onwards to reach 9.9 million tons by 2015 (exceeding the 2007 level by 11 percent).

That's one of the conclusions of *Prospects for agricultural markets and income 2008-2015*, which was released Tuesday by the European Commission. The report provides an outlook for EU agricultural commodities, including dairy products, over the 2008-2015 period, and is based on specific assumptions on agricultural and trade policies and the macro-economic environment.

The report is based on the information available at the end of January 2009. While the ongoing financial and economic crisis is expected to weigh heavily over the short term for most agricultural sectors in the EU and at the global level, the medium-term outlook for agricultural commodity markets is supported by structural factors including an assumed economic recovery.

EU milk production grew only marginally in 2008 despite a 2 per-

cent quota increase decided for the 2008/09 quota year and the relatively favorable milk price paid to producers over the 2008 calendar year. With milk prices expected to remain at depressed levels in the short term, EU milk production will contract such that the 2008/09 and 2009/10 quota years should end with an increasing level of net undershoot for EU deliveries quota.

European Union milk production is projected to recover over the medium term, displaying a gradual growth over the phasing-out period for milk quotas (quotas are to be abolished in 2015), while remaining constantly below the quota level in total.

Milk production is projected to exceed the 2007 level by 2.3 percent in 2015, at 151 million tons, but EU-12 supply (the EU-12 refers to member states that have joined the EU since May 1, 2004) is projected to decline to 27 million tons (down 4.2 percent), driven by a steady decline in subsistence production. On the other hand, the proportion of milk delivered to dairies is expected to expand over the medium term, particularly in the EU-12.

### Drivers Of Cheese Output Growth

Growth in EU cheese production in the coming years will be driven by continued strong consumption and production increases in the EU-12. Per capita cheese consumption in those 12 countries was estimated at about 24 pounds last year, or almost 18 pounds less than estimated per

capita cheese consumption in the EU-15 (the 15 EU member states before May 1, 2004).

EU cheese exports are projected to expand slightly following a decline in 2008 and 2009, but growth in domestic consumption would absorb most of the increase in cheese production, leading to a steady drop in cheese exports in the last years of the projection period.

### Declining Output Of Bulk Products

The bleak economic outlook is expected to put the EU dairy markets under pressure such that the utilization of market support measures appears to be unavoidable in order to balance the markets.

In 2009, intervention buying-in could reach 70,000 tons for butter and 120,000 tons for skim milk powder, i.e., above the quantities at guaranteed buying-in prices for both products. In addition, refunds will be required to support EU exports of dairy commodities.

Driven by contracting demand, butter and skim milk powder prices declined to intervention buying-in levels by the end of 2008, leading to the accumulation of private stocks for both products. EU and world demand are expected to remain weak over the short term, making intervention an attractive outlet for bulk products.

The re-activation of export refunds (subsidies) should support EU exports, but low demand and strong competition from lower-priced exporters are expected to limit EU export potential for butter and skim milk powder over the near and medium term.

The medium-term developments for bulk dairy products depict a steady decline in output due to the increasing use of milk for the production of higher value added dairy commodities and depressed price levels throughout the "intervention destocking period."

European Union butter production is forecast to decline to 1.9 million tons by 2015, from 2.2 million tons in 2008.

Consumption is projected to decline at a lower rate, enabling a complete destocking of intervention storage by 2012 and leading to declining butter exports over the medium term.

Skim milk powder production is projected to decline by 14 percent to reach 787,000 tons by 2015, from 860,000 tons in 2008, but intervention stocks would not be emptied over the projection period as European Union demand is foreseen to remain limited and strong competition from lower-cost exporters would render EU exports less attractive. **r**

## Obama Creates

Continued from p. 9

hygiene issues that have been reported by regulators over the past several months were noted in any of the audit reports provided to Kellogg."

The PCA situation shows that "if a company chooses to ignore even basic food safety principles, food safety systems and protections can be compromised, whether those are individual company systems or the US food safety system generally," Mackay said.

As a result of "what we learned from this unfortunate situation," Kellogg has taken several immediate actions, he continued. The company established new cross-functional Kellogg audit teams to audit suppliers of high-risk ingredients.

Also, Kellogg is requiring suppliers to conduct environmental testing and monitoring in their plants to help in identifying, assessing and correcting potential contamination before it becomes a food safety problem. And the company "is also strengthening our internal training and education across our supply chain," Mackay added.

During his testimony, Mackay outlined recommended enhancements which Kellogg believes would enhance the safety of the US food supply.

The company supports several principles:

- The formation of a single food safety authority under the Department of Health and Human Services that would give accountability to one agency leader for science, surveillance, research and inspection.

- A requirement that every food company conduct a risk analysis and document their preventative controls, verification systems and testing results in a food safety plan that is subject to regular FDA review.

- Annual inspections by FDA of facilities producing high-risk products.

- Working with industry and government to align around a single food safety standard for evaluating facilities, with appropriate training and accreditation of auditors and auditing firms.

- Ensuring that Food and Drug Administration/FDA has the right mix of intervention and enforcement powers. **r**

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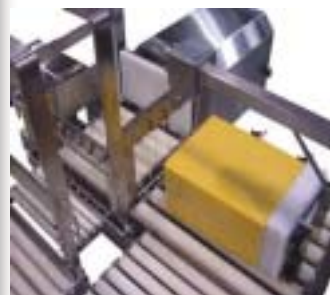


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For more information, circle #15 on the Reader Response Card on p. 15

## Cheese Contest

Continued from p. 10

**Second Award:** Terry Lensmire, Trega Foods, Little Chute, WI, Feta with Basil & Tomato, 99.00

**Third Award:** Rostom Baghdassarian, Karoun Dairies, Inc., Sun Valley, CA, Feta marinated with Extra Virgin Olive Oil & Garlic, 98.55

### CLASS 20 - HAVARTI

**Best of Class:** Ron Bechtolt, Klondike Cheese Company, Monroe, WI, 99.60

**Second Award:** Decatur Team 1, Decatur Dairy, Brodhead, WI, 99.55

**Third Award:** Team Edelweiss, Edelweiss Creamery, Monticello, WI, 99.40

### CLASS 21 - FLAVORED HAVARTI

**Best of Class:** Kyle Nackers, Arla Foods Hollandtown, Kaukauna, WI, Havarti with Dill, 99.75

**Second Award:** Chris Taddy, Arla Foods Hollandtown, Kaukauna, WI, Havarti with Dill, 99.20

**Third Award:** Decatur Team 1, Decatur Dairy, Inc., Brodhead, WI, Dill Havarti, 98.80

### CLASS 22 - GORGONZOLA

**Best of Class:** Bryon Schroeder, Sartori Food Corporation, Linden, WI, Dolcina Gorgonzola, 98.65

**Second Award:** Team Montforte, WI Farmers Union Specialty Cheese Co., Montfort, WI, 98.45

**Third Award:** Lloyd Schroeder, Sartori Food Corporation, Linden, WI, Dolcina Gorgonzola, 98.35

### CLASS 23 - STRING CHEESE

**Best of Class:** Terry Crooker, Kraft Foods, Campbell, NY, 97.60

**Second Award:** Mike Dilly, Kraft Foods, Campbell, NY, 97.25

**Third Award:** Eldon Williams, Sorrento Lactalis, Nampa, ID, 97.15

### CLASS 24 - COTTAGE CHEESE

**Best of Class:** Tim Dirkson Team, Old Home Foods, Inc., St. Paul, MN, Small Curd Cottage Cheese, 91.60

**Second Award:** Tim Dirkson Team, Old Home Foods, Inc., St. Paul, MN, Large Curd Cottage Cheese, 91.15

**Third Award:** Tim Dirkson Team, Old Home Foods, Inc., St. Paul, MN, Small Curd Cottage Cheese, 91.00

### CLASS 25 - FRESH MOZZARELLA

**Best of Class:** Gary Dolliver, Kraft Foods, Campbell, NY, Polly-O Gourmet Fresh Mozzarella, 99.85

**Second Award:** Terry Crooker, Kraft Foods, Campbell, NY, Bocochini, 99.30

**Third Award:** Luis Miramontes, Sorrento Lactalis, Nampa, ID, Ciliegine, 99.20

### CLASS 26 - BLUE VEINED

**Best of Class:** Bryon Schroeder, Sartori Food Corporation, Linden, WI, 98.90

**Second Award:** Dane Huebner, Flat Creek Lodge, Swainsboro, GA, Blue Farmhouse, 98.75

**Third Award:** Jeffery Kaiser, Swiss Valley Farms, Mindoro, WI, 98.00

### CLASS 27 - BRICK, MUESTER

**Best of Class:** Matt Erdley, Klondike Cheese Company, Monroe, WI, Brick, 99.80

**Second Award:** Ron Buholzer, Klondike Cheese Company, Monroe, WI, Muenster, 99.70

**Third Award:** Team Edelweiss, Edelweiss Creamery, Monticello, WI, Muenster, 99.65

### CLASS 28 - BRIE, CAMEMBERT & OTHER SURFACE RIPENED

**Best of Class:** Brad Hamilton, Lactalis USA, Inc., Belmont, WI, Brie, 98.50

**Second Award:** John Burriss, Lactalis USA, Inc., Belmont, WI, Brie, 98.35

**Third Award:** Kolb Lena Cheesemakers, Kolb Lena Cheese Co., Lena, IL, Alouette Baby Brie, 98.05

### CLASS 29 - EDAM, GOUDA

**Best of Class:** Gary Grossen, Babcock Dairy Plant, Madison, WI, Gouda, 99.70

**Second Award:** Team Edelweiss, Edelweiss Creamery, Monticello, WI, Gouda, 99.35

**Third Award:** Holland's Family Cheese Team, Holland's Family Cheese, LLC, Thorp, WI, Marieke's Gouda Premium Aged, 99.20

## U.S. Cheese Judges Join Lambeau Field's Ring Of Honor



The United States Championship Cheese Contest took place this past week at Lambeau Field, home of the Green Bay Packers. In the photo, the judges take time for a group photo on the bleachers of Lambeau. In the background, a partial list of the Green Bay Packers' Ring of Honor which includes the Packers' Hall of Famers.

### CLASS 30 - QUESOS FRESCOS

**Best of Class:** John Fagundes, Fagundes Old-World Cheese, Hanford, CA, Hispanic Fresco, 99.60

**Second Award:** Paul Rufener, Swiss Heritage Cheese, Inc., Monticello, WI, Queso Blanco, 99.55

**Third Award:** Team Two, Wisconsin Cheese Group, Monroe, WI, Panela Basket, 99.40

### CLASS 31 - QUESOS PARA FUNDIR

**Best of Class:** Steve Stettler, Decatur Dairy, Inc., Brodhead, WI, Quesos para Fundir, 99.05

**Second Award:** John Pitman, Mill Creek Cheese, LLC, Arena, WI, Queso Quesadilla, 99.00

**Third Award:** John Pitman, Mill Creek Cheese, LLC, Asadero, 98.80

### CLASS 32 - SMEAR RIPENED

**Best of Class:** Willi Lehner, Bleu Mont Dairy, Blue Mounds, WI, Lil Wils Big Cheese, 99.10

**Second Award:** Team Gran Cru, Roth Kase USA, Ltd., Monroe, WI, Roth's Private Reserve, 98.90

**Third Award:** Spring Brook Farm Cheesemakers, Farms for City Kids Foundation, Reading, VT, Spring Brook Farm Tarentaise, 98.75

### CLASS 33 - PEPPER FLAVORED 'AMERICAN' STYLE

**Best of Class:** Richard Wold, AMPI, Jim Falls, WI, Cheddar with Chipotle Chiles, 99.60

**Second Award:** Richard Wold, AMPI, Jim Falls, WI, Monterey Jack with Habanero & Jalapeno Peppers, 99.45

**Third Award:** Jim Blanchette, AMPI, Jim Falls, WI, Monterey Jack with Jalapeno Pepper, 99.30

### CLASS 34 - PEPPER FLAVORED

**Best of Class:** Rob Stellrecht, Burnett Dairy Cooperative, Grantsburg WI, Pepper String, 99.60

**Second Award:** Dave Newman, Arla Foods Hollandtown, Kaukauna, WI, Gouda with Chipotle Peppers, 99.00

**Third Award:** Duane Petersen, Arla Foods Hollandtown, Kaukauna, WI, Gouda with Chipotle Peppers, 97.75

### CLASS 35 - FLAVORED SOFT

**Best of Class:** Scott Ness, Old Europe Cheese, Inc., Benton Harbor, MI, Brie with Herbs, 99.50

**Second Award:** Virginia Kriewaldt, BelGioioso Cheese, Inc., Appleton, WI, Fresh Mozzarella Prosciutto Basil Roll, 99.05

**Third Award:** Francisco Mendez, Toscana Cheese Company, Secaucus, NJ, Marinated Mozzarella Braid, 98.85

### CLASS 36 - FLAVORED SEMI SOFT

**Best of Class:** Alen Smirko, Glanbia Foods, Inc., Twin Falls, ID, Monterey Jack with Black Olive & Garlic, 99.80

**Second Award:** Holland's Family Cheese Team, Holland's Family Cheese, LLC, Thorp, WI, Marieke's Clove (Cumin) Gouda, 99.75

**Third Award:** David Rivera, Glanbia Foods, Inc., Twin Falls, ID, Monterey Jack with Green Olive & Pimento, 99.60

### CLASS 37 - FLAVORED HARD

**Best of Class:** Kerry Henning, Henning Cheese, Inc., Kiel, WI, Cheddar Daisy with Cracked Peppercorn, 99.35

**Second Award:** Crescent City, Rumiano Cheese Company, Crescent City, CA, Monterey Jack with Whole Black Peppercorns, 99.30

**Third Award:** Javier Tapia, Glanbia Foods, Inc., Twin Falls, ID, Cheddar with Black Olive & Garlic, 99.05

### CLASS 38 - FLAVORED WITH 'DESSERT' CONDIMENTS

**Best of Class:** Don Maier and Jeff Newswanger, Bongrain Cheese USA, New Holland, PA, Alouette Berries & Cream Spreadable Cheese, 99.60

• See Cheese Contest, 22

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## Producer-Inspired Program Would Manage Milk Supply Growth For More Stable Prices

**Burlington, VT**—A dairy producer-inspired Growth Management Program, the goal of which would be manage milk supply growth for more stable prices, has been discussed by dairy producers and others at two industry meetings in recent weeks.

The program has been analyzed by Cornell University dairy economists Chuck Nicholson and Mark Stephenson. The program was also discussed recently by Nicholson at a California dairy industry meeting last month and again today at a Northeast Dairy Summit in Burlington, VT.

At the request of dairy producer groups, Nicholson and Stephenson have previously looked at two other programs to address dairy price volatility.

One of these programs was a refundable assessment program and the other was a mandatory assessment to fund a voluntary herd retirement and export subsidy program like Cooperatives Working Together (CWT).

As outlined by Chuck Nicholson, the Growth Management Program would be mandatory but producers could choose to produce any amount of milk for the market.

An allowable growth rate would be announced, perhaps quarterly or annually, or maybe just set and not changed very often.

Under the program, an individual farm would compare its quarterly milk production against its production in the same period the prior year.

If that production exceeded the allowable annual growth rate, that facility would be assessed a "market access fee" per hundredweight on all milk produced at that facility.

The allowable growth rate would be selected to minimize milk price volatility. Under most circumstances, the growth rate would be positive and accommodate the growth in demand for dairy products.

Under extreme circumstances, it could be negative to recover from a price shock, Nicholson said. Price shocks are one of two basic sources of price volatility; cycles are the other.

Cornell research has shown that there are multiple cycles with different periods and amplitudes at work in the dairy industry.

There is an annual price cycle, or seasonality," but also cycles with a length of nine months, 26 months and 36 months.

These cycles are common for many commodities, Nicholson noted.

Unlike cycles, price shocks, by their very definition, cannot be anticipated.

High oil prices in 2007 and 2008

provided the incentive for biofuel production, which in turn dramatically increased the price of corn and other dairy feeds.

These price increases was a supply shock which would tend to reduce milk production and yield higher milk prices.

In 2007 and 2008 the dairy industry also experienced a demand shock as personal wealth in other countries, drought in a few exporting countries, and a weak United States dollar thrust the United States dairy industry into world markets.

These events also tightened the supply of dairy products in domestic markets and pushed prices higher, Nicholson said.

At the end of 2008 and in early 2009, domestic global economies have collapsed into recession, and the dairy industry is currently experiencing a demand shock in the opposite direction, Nicholson explained.

Under the Growth Management Program, the money collected from producers who exceeded the allowed growth rate would be pooled into a national fund.

Those producers who did not exceed the allowed growth rate would receive a payment per hundredweight on their milk production equal to the pool value divided by the hundredweight of qualified milk (milk produced below the allowed growth rate).

The size of the incentive to stay below the allowed growth rate would thus depend on the size of the market access fee for unqualified milk and the

amounts of both qualified and non-qualifying milk.

In their analysis, Cornell researchers examined how the program would handle both the endemic cyclical milk price movements and economic shocks.

Two real-world shocks were used: the feed price shocks and the demand shocks that have recently been experienced.

Under the cyclical price variation that the dairy industry has been experiencing, the Growth Management Program works quite well, Nicholson said.

Three scenarios were examined: a fixed market access fee of 25 cents per hundred with an allowed growth rate of 3 percent; an optimally (minimizes variation) fixed market access fee of 55 cents and allowed growth rate of 2.9 percent; and a optimally variable fee (determined annually) which averaged 35 cents and variable allowed growth rate which averaged 1.9 percent.

All three scenarios reduce price volatility but the two optimal versions do a much better job than the fixed 25-cent version, Nicholson said.

When the feed price shock of 2006 and 2007 is included in the analysis, the Growth Management Program significantly reduces the price volatility in all cases but the ability to alter the market access fee and allowable growth provides the most stability and rapid recovery from this magnitude of shock.

When combining the underlying price cycles and the feed shock with the demand shock of 2008-2009, the Growth Management Program elevates the trough somewhat.

However, this cannot provide complete protection from such an unanticipated event, Nicholson said. r

## For Those On A Budget, Roth Käse Offers Mix & Match Mini Artisan Cheeses

**Monroe, WI**—Roth Käse USA has found a way for to enjoy specialty cheese on a reduced budget with its new Mix & Match Minis, a line of 4-ounce, pre-cut, individually-wrapped artisan styles now available in the deli section.

More than a dozen cheeses are offered, including many of Roth Käse's most popular and award-winning cheeses such as Buttermilk Blue, Grand Cru Gruyère, GranQueso, Red Spruce Cheddar, and Van Gogh Gouda.

"While purchasing habits are shifting towards creative ways to spread shopping dollars, great flavor and high quality still remain key purchase drivers in the specialty cheese category," said Kirsten Jaeckle, marketing director for Roth Käse USA.

Consumers have the opportunity to enjoy more than one cheese variety for the price they would have paid for a conventionally-cut piece.

For information, contact Kirsten Jaeckle at (608) 845.5796. •

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# COMING EVENTS

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

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

## Program Released For 13th Symposium On Industrial & Fermentation Microbiology

**La Crosse, WI**—The speaker lineup for the 13th annual Symposium on Industrial & Fermentation Microbiology, to be held here Friday, May 1 at the Radisson Center, has just been released.

The morning session will begin with a presentation on prebiotics and probiotics by University of Nebraska food science professor Khem Shahani.

Michael Scheller, senior technologist with Land O'Lakes, will offer a comparative analysis of the viability and metabolic contributions of an intestinal adapted strain of *Bifidobacterium longum* with a fermentation adapted strain of *Bifidobacterium animalis*.

Northern Illinois University professor of microbiology R. Meganathan on biosynthetic pathways for vitamins K and Coenzyme Q – targets for chemotherapeutics and herbicides.

The morning session will also include a talk by University of Wis-

consin-Madison's Brian Pfeger on integrating systems and synthetic biology to optimize biofuel pathways in microorganisms.

After lunch, Philip Pienkos, principal research supervisor with the National Renewable Energy Laboratory will give a talk entitled "Algal Biofuels: Ponds and Promises."

The final presentation of the symposium will be led by USDA's research toxicologist Nicholas Zitomer on fumonisin mycotoxins and bioethanol production – from fungus to corn plant to feed and fuel.

The deadline to register for the symposium is April 28, 2009. Cost to attend is \$40 if postmarked by April 28, and includes registration materials, refreshment breaks and lunch.

Cost to attend after the deadline is \$45, with a special \$10 student rate and a \$15 guest/spouse rate. For more information, contact S.N. Rajagopal, University of Wisconsin-Lacrosse, at (608) 785-6976. **r**

## Pavilions At Worldwide Food Expo To Feature Ingredients, Flavorings & Sustainability

**Chicago**—The latest innovations in dairy and beverage product development will be showcased in two pavilions – the Seasonings, Flavorings and Ingredients pavilion and the Sustainability pavilion – at 2009 Worldwide Food Expo.

The event will be held here Oct. 28-31 at McCormick Place.

The Seasonings, Flavorings and

Ingredients Pavilion will highlight new trends in the category of product additives and enhancements.

Cooking demonstrations will incorporate the recipes and new products that will be featured in several of the educational sessions.

The Sustainability Pavilion will feature suppliers with services or products to help processors and packagers meet the demand for sustainability throughout operations.

Featuring the latest sustainability trends and best practices, the educa-

how to prepare for initial contacts with retailers, distributors or foodservice operators; what to consider when designing or updating cheese packaging; and what types of in-store merchandising support are effective and why.

They will also cover who makes buying decisions and the criteria they use, and offer critiques of cheese labels and packaging.

Pre-registration is required to attend and cost is \$75 per person. Registration is due May 12, 2009.

Companies interested in purchasing a copy of the DVD will be required to attend either one of the seminars, or sign up for one-on-one training. The DVD is available for an additional \$75, and optional one-on-one training, including the DVD, will cost \$500.

To register, contact DBIC's Kathy Brown at (888) 623-2269 or via email: [planningoptions@charter.net](mailto:planningoptions@charter.net). **r**

## DBIC Seminars On Fundamentals Of Cheese Distribution Scheduled For May In Madison, River Falls

**Madison**—Specialty cheese companies interested in increasing sales and improving buyer relationships are invited to attend one of two upcoming seminars sponsored by the Dairy Business Innovation Center (DBIC).

DBIC's "Fundamentals of Cheese Distribution: How to Gain and Retain Distribution of Specialty & Artisan Cheese" will be held May 19 in Madison at the Wisconsin Department of Agriculture, Trade and Consumer Protection (WDATCP) headquarters, and May 20 in River Falls at the UW-River Falls campus.

Both seminars are open to all dairy company representatives.

Participants will view an interactive DVD featuring more than 25 national retailers, distributors, chefs and cheese marketers, discussing

## UW-Madison Symposium On Food Import Safety Scheduled For May 26-27

**Madison**—A two-day symposium on the systems, infrastructure and governance of food import safety will take place here May 26-27 at Tong Auditorium on the University of Wisconsin-Madison campus.

The conference will deal with import safety using an approach of systems analysis, infrastructure resilience, and governance. The morning session will cover the origins of adulteration and contamination in rapidly developing economies, and examine port and land border violations.

An industry panel will address self-governance, including supplier agreements. Issues of protection and defense with imports will also be covered.

Another panel will discuss cost-effective sampling schemes, testing and detection technology advancements, and testing limitations. For more details or to register, call (608) 890-0987. **r**

tional sessions will demonstrate how dairy executives can sustain a healthy industry and planet while increasing the bottom line.

A line-up of educational sessions, which are open to attendees, will include a series of operations sessions on business fundamentals, consumer trends, food safety, sustainability, product development and technology.

Attendee registration will be available online at [www.worldwidefood.com](http://www.worldwidefood.com) and is on track to begin in April. **r**

## Short Course On European Dairy Industry & Markets Is Oct. 11-14 In Netherlands

**Wageningen, The Netherlands**—An international postgraduate course on the European dairy industry and its markets will take place here Oct. 11-14 at Wageningen University & Research Center.

The course will highlight issues currently at stake in Europe's dairy industry. Speakers will begin with a global perspective, and then focus on dairy farming and dairy processing. In the final part of the course, instructors will discuss issues such as environmental challenges.

The course is designed for those involved in collecting business intelligence on behalf of professional organizations, companies, governments, international organizations and consultancy agencies.

For more details on the upcoming postgraduate course, visit [www.wbs.wur.nl](http://www.wbs.wur.nl). **r**

## PLANNING GUIDE

**April 7-8:** 98th Annual Oregon Dairy Industries Conference, Salem, OR. For more details, contact Reitha McCabe, 541-929-4020, e-mail: [reitha@solid-ground.com](mailto:reitha@solid-ground.com) or visit: [odi.fst.oregonstate.edu](http://odi.fst.oregonstate.edu).

**April 17-22:** 32nd National Conference on Interstate Milk Shipments, Caribe Royale, Orlando, FL. For details, visit [www.ncims.org](http://www.ncims.org).

**April 22-23:** Wisconsin Cheese Industry Conference, La Crosse Center, La Crosse, WI. For details, visit [www.wischeesemakersassn.org](http://www.wischeesemakersassn.org).

**April 26-28:** 2009 ADPI/ABI Annual Conference, Hyatt Regency, Chicago, IL. For details, visit [www.adpi.org](http://www.adpi.org).

**June 6-10:** IFT Annual Meeting & Food Expo, Anaheim Resort & Convention Center, Anaheim, CA. For information, visit [www.ift.org](http://www.ift.org).

**June 7-9:** IDDBA's 45th Annual Seminar & Expo, Georgia World Congress Center, Atlanta, GA. For more information, visit [www.iddba.org](http://www.iddba.org).

**June 28-30:** 55th Summer Fancy Food Show, Jacob K. Javits Center, New York, NY. For more details, visit [www.specialtyfood.com](http://www.specialtyfood.com).

**July 12-13:** WDPA Dairy Symposium, Eagle Ridge Resort, Galena, IL. For details, visit [www.wdpa.net](http://www.wdpa.net).

**July 12-15:** International Association for Food Protection (IAFP) Annual Meeting, Grapevine, TX. For more details, visit [www.foodprotection.org](http://www.foodprotection.org).

**July 12-16:** ADSA, CSAS, ASAS 2009 Joint Annual Meeting, Montreal Convention Center, Montreal, Quebec. For more details, visit [www.adsa.org](http://www.adsa.org).

**Aug. 5-8:** American Cheese Society's 26th Annual Conference, Austin, TX. For details, visit [www.cheesesociety.org](http://www.cheesesociety.org).

**Aug. 13-14:** IMPA Annual Meeting, Sun Valley Resort, Sun Valley, ID. For more details, contact Pat Moloney at 208-385-9510 or [pmoloney@tmn-events.com](mailto:pmoloney@tmn-events.com).

**Sept. 29:** WDPA Dairy Product Grading & Evaluation Clinic, Alliant Energy Center, Madison, WI. For details, visit [www.wdpa.net](http://www.wdpa.net).

**Oct. 28-31:** Worldwide Food Expo, McCormick Place, Chicago, IL. For additional details, visit [www.idfa.org](http://www.idfa.org).



# MARKET PLACE

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**CHEESE FACTORY FOR SALE:** Cheese Vats; HTST; Brick and Muenster Forms; Drain Tables; Sealing Machines; Brine Tanks; etc. Call **ULLMERS DAIRY EQUIPMENT** at (920) 822-8266 or FAX (920) 822-5265. Or email to: [ullmersdairyeqpt@netnet.net](mailto:ullmersdairyeqpt@netnet.net).

**JUST ARRIVED.** Westfalia SEPARATORS: Models MSA160 and MSA200, Call Dave Lambert at **Great Lakes Separators** at (920) 863-3306 or e-mail [drlambert@dialez.net](mailto:drlambert@dialez.net).

**SEPARATOR NEEDS** - Top quality reconditioned machines at unbeatable prices. Call Dave Lambert, **Great Lakes Separators** at (920) 863-3306 or e-mail [drlambert@dialez.net](mailto:drlambert@dialez.net).

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

## 2. Equipment Wanted

**WANTED:** Damrow curd mills and parts. Call **Ullmers Dairy Equipment** at (920) 822-8266 or FAX (920) 822-5265. Email [ullmersdairyeqpt@netnet.net](mailto:ullmersdairyeqpt@netnet.net).

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

## 3. Parts, Services, Supplies

**SURPLUS:** MSA and MSB 200 discs at **HALF-OFF LIST.** Call Dave Lambert, **GREAT LAKES SEPARATORS** at (920) 863-3306 or e-mail [drlambert@dialez.net](mailto:drlambert@dialez.net).

## 4. Trucks, Tankers

## 5. Business for Sale

## 6. Help Wanted

**SALES PERSON:** The ideal candidate will have four years experience in marketing and a minimum of 8 years sales experience, either inside or outdoor sales, in the gourmet cheese industry. They will provide the primary contact and manage the relationship on all strategic accounts to ensure faster growth. Please email resume to [e.mellusi@verizon.net](mailto:e.mellusi@verizon.net)

## 7. Positions Wanted

**DAIRY PROFESSIONALS:** Discuss career goals and hiring needs. Contact: Ellen Newman, First Recruiting Services, (507) 356-4008; [ellen@pitel.net](mailto:ellen@pitel.net)

## 7. Positions Wanted

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## 9. Cheese & Dairy Products

**DAIRY PRODUCTS MARKETING:** Cheese sales specialists in all types of cheese. Juniors, undergrads, over production, imported and domestic. Call (920) 921-9449.

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## 12. Testing Services

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- 33,000 pph Separation
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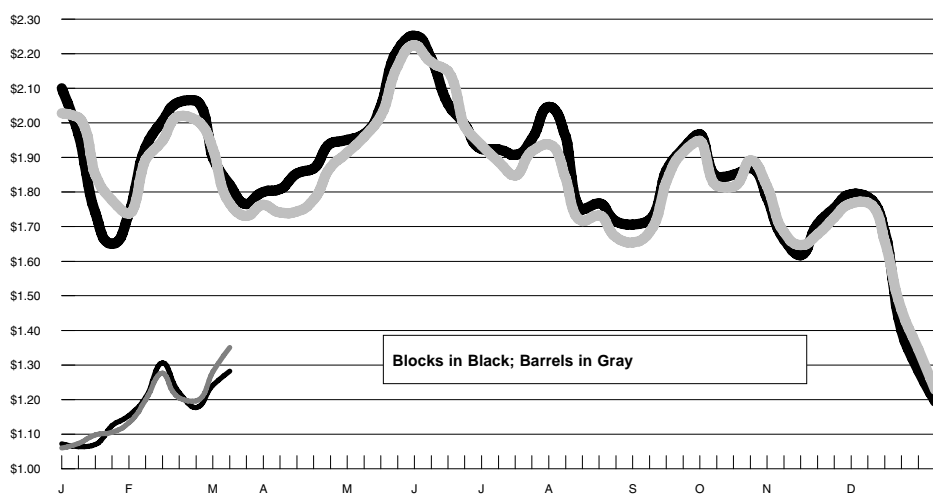
### Announcement of Advanced Prices and Pricing Factors for April 2009

Release Date: March 20 20, 2009

Class I Base Price (3.5%)*	\$10.36 (cwt)
Base Skim Milk Price for Class I**	\$6.56 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$6.56 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$5.77 (cwt)
Advanced Butterfat Pricing Factor	\$1.5008 (lb.)
Class II Skim Milk Price	\$6.47 (cwt)
Class II Nonfat Solids Price	\$0.7189 (lb.)
Two-week Product Price Averages:	
Butter	\$1.1211 lb.
Nonfat Dry Milk	\$0.8152lb.
Cheese	\$1.2545 lb.
Dry Whey	\$0.1632 lb.

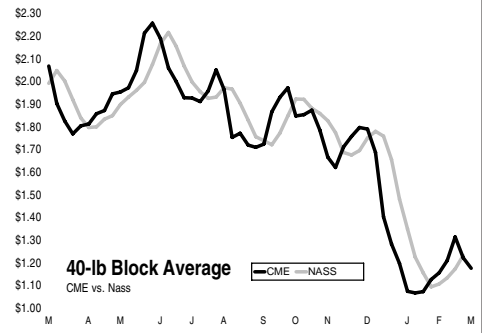
\* Higher of advanced Class III or IV skim milk pricing factors. The Class I skim milk price equals this price plus applicable Class I differential. \*\* The Class I butterfat price equals this price plus applicable Class I differential divided by 100. Note: The Class I price equals Class I skim milk price times 0.965 plus Class I butterfat price times 3.5 rounded to the nearest cent.

CME Block/Barrel Price Tracker - 2008 vs. 2009



### DAIRY PRODUCT PRICES

March 20—NASS,USDA. 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. A transaction is complete when the product is "shipped out" and title transfers. \*Revised From Previous week



Style and Region	WEEK ENDING			
	March 14	March 7	Feb. 28	Feb. 21
<b>40-Pound Blocks</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
MN/WI	1.3114	1.3191*	1.3522	1.2430
Other States	1.2166	1.2487	1.2214	1.1628
US	1.2233	1.2531	1.2301	1.1701
<b>Sales Volume</b>	<b>Pounds</b>			
MN/WI	888,742	842,428*	831,853	1,109,942
Other States	11,590,829	12,556,537	11,721,550	11,061,792
US	12,479,571	13,394,390	12,553,403	12,171,734
<b>500-Pound Barrels</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
MN/WI	1.2798	1.3134	1.3228	1.2655
Other States	1.2928	1.3202	1.2844	1.2521
US	1.2874	1.3175	1.2988	1.2576
<b>Price Adj. to 38% Moisture</b>	<b>Dollars/Pound</b>			
MN/WI	1.2329	1.2661	1.2756	1.2187
Other States	1.2293	1.2526	1.2193	1.1816
US	1.2308	1.2580	1.2403	1.1965
<b>Sales Volume</b>	<b>Pounds</b>			
MN/WI	4,114,940	4,159,864	4,402,578	4,647,509
Other States	5,848,714	6,121,614	7,312,482	6,775,175
US	9,963,654	10,281,478	11,715,060	11,422,684
<b>Moisture Content</b>	<b>Percent</b>			
MN/WI	35.64	35.69	35.71	35.62
Other States	34.80	34.65	34.69	34.30
US	35.15	35.07	35.07	34.84
<b>Butter</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
US	1.1281	1.1161	1.0943	1.0836
<b>Sales Volume</b>	<b>Pounds</b>			
US	3,189,054	4,508,160	5,229,516	5,116,006
<b>Nonfat Dry Milk</b>				
<b>Average Price</b>	<b>Dollars/Pound</b>			
US	0.8156	0.8149	0.8192	0.8141
<b>Sales Volume</b>	<b>Pounds</b>			
US	24,248,844	25,782,972*	31,383,452	24,689,200
<b>Dry Whey Prices</b>				
<b>Average Price</b>	<b>Dollars/Pounds</b>			
US	0.1649	0.1619	0.1568	0.1591
<b>Sales Volume</b>	<b>Pounds</b>			
US	11,327,300	14,295,824	11,589,188	10,562,465

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### DAIRY FUTURES PRICES

Date	Month	Settling Price	Date	Month	Settling Price	Date	Month	Settling Price
<b>Class III Milk at CME</b>								
3-13	Mar 09	10.27	3-13	Mar 09	15.75	3-13	Mar 09	113.00
3-16	Mar 09	10.42	3-16	Mar 09	15.75	3-16	Mar 09	113.00
3-17	Mar 09	10.39	3-17	Mar 09	15.25	3-17	Mar 09	113.00
3-18	Mar 09	10.40	3-18	Mar 09	15.25	3-18	Mar 09	113.02
3-19	Mar 09	10.45	3-19	Mar 09	15.50	3-19	Mar 09	113.02
3-13	Apr 09	10.90	3-13	Apr 09	18.50	3-13	Apr 09	120.00
3-16	Apr 09	11.22	3-16	Apr 09	18.75	3-16	Apr 09	120.00
3-17	Apr 09	10.85	3-17	Apr 09	18.75	3-17	Apr 09	120.00
3-18	Apr 09	10.88	3-18	Apr 09	18.75	3-18	Apr 09	120.00
3-19	Apr 09	10.99	3-19	Apr 09	18.50	3-19	Apr 09	120.00
3-13	May 09	11.20	3-13	May 09	19.75	3-13	May 09	126.00
3-16	May 09	11.59	3-16	May 09	20.00	3-16	May 09	125.00
3-17	May 09	11.35	3-17	May 09	20.00	3-17	May 09	124.75
3-18	May 09	12.04	3-18	May 09	20.25	3-18	May 09	124.75
3-19	May 09	11.46	3-19	May 09	19.75	3-19	May 09	124.75
3-13	June 09	11.91	3-13	June 09	22.00	3-13	June 09	129.50
3-16	June 09	12.33	3-16	June 09	22.00	3-16	June 09	128.00
3-17	June 09	11.95	3-17	June 09	22.00	3-17	June 09	127.50
3-18	June 09	12.79	3-18	June 09	23.00	3-18	June 09	127.50
3-19	June 09	12.10	3-19	June 09	22.00	3-19	June 09	127.50
3-13	July 09	13.05	3-13	July 09	24.00	3-13	July 09	134.00
3-16	July 09	13.45	3-16	July 09	24.25	3-16	July 09	133.00
3-17	July 09	13.26	3-17	July 09	24.25	3-17	July 09	133.00
3-18	July 09	14.02	3-18	July 09	24.50	3-18	July 09	133.00
3-19	July 09	13.44	3-19	July 09	24.00	3-19	July 09	133.00
3-13	Aug 09	14.04	3-13	Aug 09	26.00	3-13	Aug 09	134.25
3-16	Aug 09	14.43	3-16	Aug 09	26.50	3-16	Aug 09	134.25
3-17	Aug 09	14.33	3-17	Aug 09	26.50	3-17	Aug 09	134.25
3-18	Aug 09	15.12	3-18	Aug 09	27.50	3-18	Aug 09	134.25
3-19	Aug 09	14.36	3-19	Aug 09	26.00	3-19	Aug 09	134.25
3-13	Sept 09	14.55	3-13	Sept 09	27.00	3-13	Sept 09	136.75
3-16	Sept 09	14.91	3-16	Sept 09	27.50	3-16	Sept 09	136.75
3-17	Sept 09	14.80	3-17	Sept 09	27.50	3-17	Sept 09	136.75
3-18	Sept 09	15.62	3-18	Sept 09	27.75	3-18	Sept 09	136.75
3-19	Sept 09	14.95	3-19	Sept 09	27.00	3-19	Sept 09	136.75
3-13	Oct 09	14.83	3-13	Oct 09	27.50	3-13	Oct 09	138.70
3-16	Oct 09	15.25	3-16	Oct 09	27.75	3-16	Oct 09	138.47
3-17	Oct 09	15.20	3-17	Oct 09	27.75	3-17	Oct 09	138.35
3-18	Oct 09	16.00	3-18	Oct 09	28.00	3-18	Oct 09	138.35
3-19	Oct 09	15.36	3-19	Oct 09	28.00	3-19	Oct 09	138.35
3-13	Nov 09	15.00	3-13	Nov 09	27.50	3-13	Nov 09	140.25
3-16	Nov 09	15.45	3-16	Nov 09	27.50	3-16	Nov 09	140.50
3-17	Nov 09	15.34	3-17	Nov 09	27.00	3-17	Nov 09	140.50
3-18	Nov 09	16.20	3-18	Nov 09	28.00	3-18	Nov 09	140.50
3-19	Nov 09	15.53	3-19	Nov 09	28.00	3-19	Nov 09	140.50
3-13	Dec 09	15.08	3-13	Dec 09	27.50	3-13	Dec 09	140.25
3-16	Dec 09	15.45	3-16	Dec 09	27.50	3-16	Dec 09	140.00
3-17	Dec 09	15.38	3-17	Dec 09	27.50	3-17	Dec 09	140.50
3-18	Dec 09	16.18	3-18	Dec 09	29.00	3-18	Dec 09	140.00
3-19	Dec 09	15.51	3-19	Dec 09	29.00	3-19	Dec 09	140.00
3-13	Jan 10	15.09	3-13	Jan 10	26.00	3-13	Jan 10	141.00
3-16	Jan 10	15.49	3-16	Jan 10	26.75	3-16	Jan 10	141.00
3-17	Jan 10	15.34	3-17	Jan 10	27.00	3-17	Jan 10	140.50
3-18	Jan 10	16.00	3-18	Jan 10	27.00	3-18	Jan 10	140.00
3-19	Jan 10	15.49	3-19	Jan 10	27.00	3-19	Jan 10	140.00
<b>Open Interest - March 19 34,299</b>			<b>Open Interest - March 19 1,500</b>			<b>Open Interest - March 19 4,569</b>		

# DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

## WHOLESALE CHEESE MARKETS

**NATIONAL - MARCH 13:** Bulk cheese movement through packagers and many processors remains strong, the concern is that replacement orders have been a little slower to develop. Retail features have been moving extra product through stores doing promotions. Lower Class I milk prices have stimulated retail fluid promotions in selected markets, reducing volumes available for manufacture. Overall cheese production remains seasonally active, reflecting higher 2009 milk receipts.

**NORTHEAST - MARCH 18:** Cash cheese CME Group trading into midweek continues to reflect strengthening prices for blocks and barrels. It has been 10 trading days since barrels last declined and 11 days for blocks. The inverted relationship of barrels priced higher than blocks has persisted since Feb. 27, with the spread midweek increasing to 7 1/4 cents, the broadest spread for this run. Demand for Italian varieties, a significant component of regional cheese manufacturing, continues at high levels, as does production to meet current demand. Manufacturing of harder cheeses that can typically be stored for a longer time, is also high this week. In part, this is also to meet current demand, which has been enhanced by widespread retail promotions for brand and private label cheese. Some current production is also focused on adding to inventory levels. Industry expectations of increasing future milk prices and the resulting motivation to add to inventory now at current relatively lower milk prices than are expected in the future, has also motivated current production.

Wholesale prices, delivered, dollars per/lb:	Cheddar 10-lb Prints:	\$1.4550 - \$1.9750
Cheddar Single Daisies	Cheddar 40-lb blocks:	\$1.5100 - \$1.7850
Process 5-lb loaf:	Process 5-lb sliced:	\$1.3725 - \$1.6825
Muenster:	Swiss Cuts 10-14 lbs:	\$2.8225 - \$3.1450

**MIDWEST AREA - MARCH 18:** The cheese market continued with additional price increases in most daily sessions at the CME group cash cheese market for about two weeks. The March barrel/block inverted price spread continues and has widened for over a week (now over 7 cents on 3/17). Many in the industry are surprised by the current price trend as spring peak intakes are only a couple months away. Cheese continues to move better where featured with most promotional efforts still concentrated on the current holiday season. Lead times on new bulk cheese orders on many regularly produced varieties are steady to shorter. A number of plants are again starting to have a little extra in inventory to move. Mozzarella interest is uneven as usual during the spring break period with some schools/universities closed and others still in session. Barrel offerings seem to be minimal as buyers have cleaned up most supplies in the rising market. Process interest is steady to occasionally improved as demand typically improves with warmer weather. Cheese production is fairly steady with recent weeks though the occasional extra pull of milk from bottlers filling retail features impacting operating schedules temporarily. January 2009 US total cheese and curd exports totaled 18.3 million pounds, down 5.2 million pounds (down 22.2 percent) from last January.

Wholesale prices delivered, dollars per/lb:	Process 5# Loaf:	\$1.6400 - \$1.7975
Brick/Muenster 5# Loaf:	Cheddar 40# Block:	\$1.6800 - \$2.5650
Monterey Jack 10#:	Blue 5# Loaf:	\$2.1050 - \$2.5600
Mozzarella 5-6# (LMPS):	Grade A Swiss 6-9#:	\$2.2775 - \$3.3300

**WEST - MARCH 18:** Since March 4, block cash prices at the CME Group have either held steady or increased. Over that period, prices have gained 10 1/4 cents to stand at \$1.2675 at midweek. Trading activity at the CME has been lighter as prices have increased compared to the period previously when prices were declining. Buyers are aggressively looking for additional loads of cheese as the market has moved higher. Under grade cheese is cleaned up again. Most of the demand is centered on cheese for current use, but some is going into storage for use down the road. According to FAS, quota imports of cheese for the first two months of the year total 38.2 million pounds, up 21 percent compared to the same period in 2008. The imports total 13 percent of the annual quota. Imports of High-Tier cheese (above quota and with a penalty) total 2.4 million pounds, only 36 percent of the total brought in during 2008.

Wholesale prices delivered, dollars per/lb:	Process 5# Loaf:	\$1.4075 - 1.6650
Cheddar 40# Block:	Cheddar 10# Cuts:	\$1.5325 - 1.7525
Monterey Jack 10#:	Grade A Swiss Cuts 6 - 9#:	\$2.6600 - 3.1500

**FOREIGN -TYPE CHEESE - MARCH 18:** The higher weekly average for blocks this week drove prices higher for domestic varieties of foreign cheese. Importers are seeing lower consumer demand for imported varieties with relatively high prices, particularly when domestic options are available. Well known brand names - Jarlsberg was mentioned - continue to attract more consumer interest relative to other imports. Nevertheless, imports for Swiss/Emmentaler varieties during January and February this year totaling 6.9 million pounds, were 10 percent lower than the same period last year. Imports of quota Swiss cheese for the two month period total 6.9 million pounds, down 10 percent from last year. The top two sources for the imports were Norway and Finland and they accounted for 69 percent of the total imports. Also according to FAS, exports of cheese and curd for January total 18.3 million pounds, down 22 percent from January 2008.

Wholesale selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	2.6400-4.7700	1.6500-3.1375
Gorgonzola:	3.6900-6.3900	2.1525-2.4125
Parmesan (Italy):	0.00	3.0575-3.4775
Romano (Italy):	2.1000-3.6900	0.00
Provolone (Italy)	3.4400-6.8900	1.6925-1.8500
Romano (Cows Milk):	0.00	2.8400-4.9825
Sardo Romano (Argentine):	2.8500-3.6900	0.00
Reggianito (Argentine):	2.6900-6.3900	0.00
Jarlsberg (Brand):	2.9500-4.7900	0.00
Swiss Cuts Switzerland:	0.00	2.9775-3.3000
Swiss Cuts Finnish:	2.5900-3.5900	0.00

## KCCO CONTRACT AWARDS

**March 12, 2009**—The Kansas City Commodity Office announced today, under announcement Dairy-6, the following purchases of dairy products at the prices indicated. The purchases were made during the period March 9-12, 2009.

Purchases: Nonfortified Nonfat Dry Milk, 25 kg bag:		
Contractor/Location	Pounds	Price/Pound
<b>Dairy America, Inc.</b>		
Fresno, CA	555,531	\$0.8000
Hughson, CA	396,485	\$0.8000
Los Banos, CA	595,240	\$0.8000
Tipton, CA	1,041,673	\$0.8000
Tulare, CA	993,725	\$0.8000
Visalia, CA	1,597,237	\$0.8000
Purchases Canceled: Nonfortified Nonfat Dry Milk, 25 kg bag:		
Contractor/Location	Pounds	Price/Pound
Dairy America, Inc.	138,890	\$0.8000

## WHOLESALE BUTTER MARKETS

**NATIONAL - MARCH 13:** Churning across the country is seasonally active, although cream supplies are tightening. Demand for cream from Class II operations is increasing as cream cheese and other holiday type product production increases. In instances, some butter producers are looking for outside cream volumes and, if found, are having to move these volumes greater distances than in recent weeks. Butter sales are strong and are expected to pick up even more.

**NORTHEAST - MARCH 18:** Butter production continues at a high level this week to fill Easter and Passover related orders. Some butter plants now believe that they will have sufficiently met order demands so as to be able to reduce churning next week back to five days. This is subject to last minute retail orders, which continue to be made. Nevertheless, the overall point is that while production will be strong for the near future, the feeling of urgency to maintain very high production to meet orders has somewhat relaxed. The pattern of recent weeks, with some plants churning heavily and others selling cream on spot markets, continues. Some plants that are churning, are also producing to add to their own inventory levels in expectation of future butter sales. Cream cheese production is also reported to be less intense than in recent weeks. Manufacturers are closing in on production necessary to fill holiday orders. A new development in regional markets, is some slowing in ice cream production and resulting demand for cream. Economic factors that translate into slower consumer demand for ice cream are driving

these production reductions undertaken to better calibrate inventory levels to current and expected demand. An irony is that even though this has added to cream availability in some areas, in others, butter production levels and the timing of orders, as well as cream cheese manufacturing, has continued to result in some scrambling to secure spot loads, bringing some cream from the West into parts of the East.

**CENTRAL - MARCH 18:** Central butter producers indicate that cream supplies have tightened, especially during the week, but ease somewhat by week's end. Demand for cream from Class II operations is strong as production of holiday cream based products is seasonally active. Butter producers feel that this demand will slow as Class II products will need to clear manufacturing plants and be placed at retail soon for the mid April holiday period. Manufacturers and handlers state that butter orders have been very good in recent weeks and future orders are not significantly lighter.

**WEST - MARCH 18:** Contacts are indicating that sales activity is excellent for this time of year before the holidays. Feature activity is sporadic with less noted than for cheese and milk in general. Retail sales, overall, are in better shape than are sales to food service accounts. Churning is not quite as heavy because of less cream being available to butter manufacturers. Multiples continue to increase because of the increased demand from ice cream and cream cheese accounts. The most recent offering of butter to CCC was on March 2 and there have no subsequent offers.

## DRY MILK PRICES

Nonfat Dry Milk:	Whole Milk:
Central & East Low/Medium Heat:	National: 1.0500(NC) - 1.1000(NC)
.8200(+1/2) - .9125(NC)	
Mostly: .8250(+1/2) - .8500(+1/2)	
Central & East High Heat:	
.8675(NC) - .9400 (NC)	
Western Low/Medium Heat:	
.7900(+1) - .8350(+1/2)	
Mostly .8000(+1) - .8100(NC)	
Western High Heat:	
.8550(+1/2) - .9900(NC)	
	Buttermilk Powder:
	Central & East:
	.7350 (+4 1/2) - .7750(+1 1/2)
	West:
	.6200(NC) - .6850(+1)
	Mostly: .6500 (+1) - .6600 (+1)
	<b>California Weighted Average NFDMS</b>
	Week Ending: Price: Total Sales: Sales to CCC:
	March 13 \$ .8054 15,134,400 6,139,462
	March 6 \$ .8031 17,342,049 9,857,910

## CCC PURCHASES (CONTRACTS) MARCH 16-20, 2009

	Total Purchases	Contract Adjustments	Adjusted Purchases	Since 10/01/08	Same Period Last Year
<b>Butter</b>					
Bulk	None	None	None	4,639,010	None
Packaged	None	None	None	None	None
<b>TOTAL</b>	None	None	None	4,639,010	None
<b>Cheese -</b>					
Block	None	None	None	None	None
Barrel	None	None	None	None	None
Process	None	None	None	None	None
<b>TOTAL</b>	None	None	None	None	None
<b>NDM -</b>					
Nonfortified	7,190,303	1,537,711	5,652,592	199,072,866	None
Fortified	None	None	None	None	None
<b>TOTAL</b>	7,190,303	1,537,711	5,652,592	199,072,866	None

## COMPARATIVE ADJUSTED PURCHASES BY REGION

Since 10/01/08 and the same period last year & milk equivalent as a % of total

	2008/2009	2007/2008	NDM	2008/2009	2007/2008
<b>Butter</b>					
Central	None	None	Central	None	None
West	4,639,010	None	West	199,072,866	None
East	None	None	East	None	None
<b>TOTAL</b>	<b>4,639,010</b>	<b>None</b>	<b>TOTAL</b>	<b>199,072,866</b>	<b>None</b>
<b>Cheese</b>			<b>Milk Equivalent</b>		
Central	None	None	Central	0.0	0.0
West	None	None	West	100.0	0.0
East	None	None	East	0.0	0.0
<b>TOTAL</b>	<b>None</b>	<b>None</b>	<b>TOTAL</b>	<b>100.0</b>	<b>0.0</b>

## MILK EQUIVALENT, MILKFAT & SKIM SOLIDS

	Milkfat* Basis	Skim** Solids	Comparable period in 2007	Milkfat* Basis	Skim** Solids
Week of March 16 - March 20, 2009	1.2	65.8	0.0	0.0	0.0
Cumulative since Oct. 1, 2008	144.9	2,317.8	0.0	0.0	0.0
Cumulative Jan. 1 - March 20, 2009	119.7	984.2	0.0	0.0	0.0

## WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT STOCKS		
DATE	BUTTER	CHEESE
03/01/09	21,326	104,244
03/01/09	18,136	104,802
Change	3,190	-558
Percent Change	18	-1

## Cheese Contest

Continued from p. 16

### CLASS 38 - FLAVORED WITH 'DESSERT' CONDIMENTS (Continued)

**Second Award:** Andrew Rufener, Swiss Heritage Cheese, Inc., Monticello, WI, Honey Cheese, 99.45

**Third Award:** Mike Matucheski, Sartori Food Corporation, Antigo, WI, Balsamic BellaVitano, 99.40

### CLASS 39 - SMOKED CHEESES

**Best of Class:** Joe Miner III, Empire Cheese Inc., Cuba, NY, Smoked Provolone, 99.30

**Second Award:** Team Gran Cru, Roth Kase USA, Ltd., Monroe, WI, Moody Blue, 99.15

**Third Award:** Scott Ness, Old Europe Cheese, Inc., Benton Harbor, MI, Smoked Gouda, 99.10

### CLASS 40 - OPEN CLASS SOFT

**Best of Class:** LCD Mascarpone Team, Lake Country Dairy, Turtle Lake, WI, Fresh Mascarpone, 99.75

**Second Award:** Allison Hooper, Vermont Butter & Cheese Company, Websterville, VT, Vermont Mascarpone, 99.70

**Third Award:** Raymon Ayala, Sorrento Lactalis, Nampa, ID, Mascarpone, 99.55

### CLASS 41 - OPEN CLASS SEMI SOFT

**Best of Class:** Team Mt. Townsend, Mt. Townsend Creamery, Port Townsend, WA, Trailhead, 99.70

**Second Award:** Brian Civitello, Calabro Cheese Corp., East Haven, CT, Scamorza, 99.50

**Third Award:** Geissbuhler, Brunkow Cheese of Wisconsin, Darlington, WI, Brun-uusto, 99.45

### CLASS 42 - OPEN CLASS HARD

**Best of Class:** Galen Musser, Milton Creamery, LLC, Milton, IA, Prairie Breeze, 99.35

**Second Award:** John Hoyt, Leelanau Cheese Company, Suttons Bay, MI, Aged Raclette, 99.20

**Third Award:** Gary Domke, Sartori Food Corporation, Antigo, WI, SarVecchio Asiago, 99.10

### CLASS 43 - REDUCED FAT, LOWFAT CHEESE

**Best of Class:** Dave Atkinson, Kraft Foods, Campbell, NY, 2% String Cheese, 99.45

**Second Award:** Mike Dilly, Kraft Foods, Campbell, NY, 2% String Cheese, 98.90

**Third Award:** Neufchatel Team, Swiss Valley Farms, Monona, IA, Neufchatel Loaf, 98.65

### CLASS 44 - COLD PACK

**Best of Class:** Team Bel Brands USA, Bel Brands USA, Inc., Kaukauna, WI, Port Wine, 99.55

**Second Award:** Team Bel Brands USA, Bel Brands USA, Inc., Kaukauna, WI, Horseradish cheese, 99.20

**Third Award:** Harold Patzke, Pine River Pre-Pack, Inc., Newton, WI, Swiss & Almond, 98.80

### CLASS 45 - SPREADABLE CHEESE

**Best of Class:** Jay Austin, Kraft Foods, Beaver Dam, WI, Cream Cheese, 99.55

**Second Award:** Rosa Garcia, Bon-grain Cheese USA, New Holland, PA, Zausners Whipped Cream Cheese, 99.50

**Third Award:** Lyle Gast Jr., Lactalis USA, Inc., Merrill, WI, President Spreadable Feta, 99.40

### CLASS 46 - PASTEURIZED PROCESS CHEESES

**Best of Class:** Amy Symons, Lactalis USA, Inc., Belmont, WI, Wee Brie, 97.80

**Second Award:** AMPI Process Loaf Department, AMPI, Portage, WI,



Assistants, such as Dan Stearns (right), of Trega Foods, pull plugs or cut samples for the judges. Here, Greg Kinate takes a sample for evaluation while Les Wood waits.

Below, assistant Jeff Wideman, Maple Leaf Cheese (left), cuts into a fresh Mozzarella for cheese judge Virgil Metzger. Nearly 150 industry volunteers participated in the cheese contest, providing up to five days of volunteer work.



**Pasteurized Process American Cheese Loaf, 96.15**

**Third Award:** Alan Reuter, Lactalis USA, Inc., Belmont, WI, Wee Brie, 96.00

### CLASS 47 - FLAVORED PASTEURIZED PROCESS

**Best of Class:** Operations Team D, Bongards Creameries, Norwood, MN, Processed American with Jalapeno Peppers, 99.80

**Second Award:** Jim Keller, American Dairy Brands, Plymouth, WI, Single Sensations Sun-Dried Tomato Basil, 99.65

**Third Award:** Michael Williams, Williams Cheese Co., Linwood, MI, Old Fashioned Limburger Cheese Spread with Onion, 99.60

### CLASS 48 - SOFT GOAT'S MILK CHEESES

**Best of Class:** Deneane Glazier-Ashcraft, North Valley Farms Chevre, Inc., Cottonwood, CA, Chevre, 99.30

**Second Award:** Don La Rose, Vermont Butter & Cheese Company Websterville, VT, Vermont Creamy Goat Cheese, 99.10

**Third Award:** Don La Rose, Vermont Butter & Cheese Company, Websterville, VT, Vermont Chevre, 98.90

### CLASS 49 - FLAVORED SOFT GOAT'S MILK CHEESES

**Best of Class:** Coach Farm Team, Coach Farm Inc., Pine Plains, NY, Fresh Goat Cheese Discs - Pepper, Herb & Dill, 98.55

**Second Award:** Wanda Barras, Belle Ecorce Farms, St. Martinville, LA, Tuscan Flavored Chevre Pelotes, 98.15

**Third Award:** Kolb Lena Cheesemakers, Kolb Lena Cheese Co., Lena, IL, Chavrie with Herbs, 96.90

### CLASS 50 - SURFACE RIPENED GOAT'S MILK CHEESES

**Best of Class:** Team Marin French, Marin French Cheese Company, Petaluma, CA, Le Petit Chevre Blue, 99.60

**Second Award:** Team Marin French, Marin French Cheese Company, Petaluma, CA, Le Petit Chevre, 99.50

**Third Award:** Wayne Cullen, Cherry Glen Farm, Boyds, MD, Monocacy Ash, 99.45

### CLASS 51 - SEMI SOFT GOAT'S MILK CHEESES

**Best of Class:** Linda Davis, Montchevre Betin, Inc., Belmont, WI, Bucheron, 99.20

• See Cheese Contest, p. 23



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For more information, circle #13 on the Reader Response Card on p. 20

**Cheese Contest**

Continued from p. 22

**CLASS 51 - SEMI SOFT GOAT'S (Continued)**

**Second Award:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Billy Blue, 99.05

**Third Award:** Team ABB, Mt. Sterling Cheese Co-op, Mt. Sterling, WI, Mild Raw Goat Milk Cheddar Daisy, 99.00

**CLASS 52 - FLAVORED SEMI SOFT GOAT'S MILK CHEESES**

**Best of Class:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Cocoa Cardona, 99.30

**Second Award:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Sweet Vanilla Cardona, 98.30

**Third Award:** Evin Evans, Split Creek Farm, Anderson, SC, Split Creek Farm Farmstead Goat Feta, 97.50

**CLASS 53 - HARD GOAT'S MILK**

**Best of Class:** Team TFI-1, Tumalo Farms, Bend, OR, Classico, 99.40

**Second Award:** Team Saxon, Saxon Homestead Creamery, Cleveland, WI, LaClare Farm Evalon, 98.95

**Third Award:** Team ABB, Mt. Sterling Cheese Co-op, Mt. Sterling, WI, Raw Goat Milk Sharp Cheddar, 98.90

**CLASS 54 - SOFT & SEMI SOFT SHEEP'S MILK CHEESES**

**Best of Class:** Brenda Jensen, Hidden Springs Creamery, Westby, WI, Driftless, 99.10

**Second Award:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Cave Aged Marisa, 98.55

**Third Award:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Marisa, 98.50

**CLASS 55 - FLAVORED SOFT & SEMI SOFT SHEEP'S MILK**

**Best of Class:** Brenda Jensen, Hidden Springs Creamery, Westby, WI, Driftless-Honey/Lavender, 99.00

**Second Award:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Black Sheep Truffle, 98.85

**Third Award:** Brenda Jensen, Hidden Springs Creamery, Westby, WI, Driftless-Basil, 98.65

**CLASS 57 - HARD SHEEP'S MILK**

**Best of Class:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Virgin Pine Native Sheep, 98.80

**Second Award:** Bob Wills, Cedar Grove for WI Sheep Dairy Co-op, River Falls, WI, Dante, 98.75

**Third Award:** Carolyn Wentz, Everona Dairy, Rapidan, VA, Shenandoah, 97.95

**CLASS 58 - SOFT & SEMI SOFT MIXED MILK CHEESES**

**Best of Class:** Rod Volbeda, Willamette Valley Cheese, Salem, OR, Perrydale, 99.40

**Second Award:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Melange, 99.10

**Third Award:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Canaria, 99.05

**CLASS 59 - FLAVORED SOFT & SEMI SOFT MIXED MILK**

**Best of Class:** Alan Bekkum, Nordic Creamery, Plain, WI, Sarah Select with Peppers, 97.60

**Second Award:** Team Franklin Foods, Franklin Foods, Enosburg Falls, VT, Vermont Gourmet Artisanal Chevre & Roasted Garlic, 97.30

**Third Award:** Alan Bekkum, Nordic Creamery, Plain, WI, Feddost, 95.85

**CLASS 60 - SURFACE RIPENED MIXED MILK CHEESES**

**Best of Class:** Sid Cook, Carr Valley Cheese Co., La Valle, WI, Cave Aged Mellage, 99.05

**Second Award:** Team Marin French, Marin French Cheese Company, Petaluma, CA, Melange Brie, 96.95

**Third Award:** Tom Torkelson, Pasture Pride Cheese, LLC, Cashton, WI, CowBilly, 96.35

**CLASS 61 - HARD MIXED MILK**

**Best of Class:** Alan Bekkum, Nordic Creamery, Plain, WI, Smoked Capriko, 99.00

**Second Award:** Alan Bekkum, Nordic Creamery, Plain, WI, Capriko Reserve, 98.75

**Third Award:** Bob Wills, Cedar Grove for WI Sheep Dairy Co-op, River Falls, WI, Mona, 98.65

**CLASS 62 - SALTED BUTTER**

**Best of Class:** Donald Much, Grassland Dairy Products, Inc., Greenwood, WI, 99.25

**Second Award:** Butter Team #2, O-AT-KA Milk Products, Batavia, NY, 98.50

**Third Award:** Team Larsen's Creamery, Larsen's Creamery, Inc., Clackamas, OR, 98.40

**CLASS 63 - UNSALTED BUTTER**

**Best of Class:** Marcus Holzl, Grassland Dairy Products, Inc., Greenwood, WI, 98.95



Assistant chief judge Stan Dietsche (left), provides samples to expert judges Sandy Toney and Marc Baters during final round judging to determine the top three winners in this year's cheese contest.

**Second Award:** Wayne Fleischmann, Grassland Dairy Products, Inc., Greenwood, WI, 98.65

**Third Award:** Donald Much, Grassland Dairy Products, Inc., Greenwood, WI, 97.70

**CLASS 64 - RETAIL PACKAGING**

**Best of Class:** Kurt Premo, Crave Brothers Farmstead Cheese, LLC, Waterloo, WI, Petit Frere, 95.00

**Second Award:** Blue Team 1, Rogue Creamery, Central Point, OR, Blue Wedges, 93.00

**Third Award:** Anthony Mongiello, Formaggio Italian Cheese Special-

ties, Hurleyville, NY, Betta Brie, 90.50.

**CLASS 65 - OPEN CLASS SHREDDED**

**Best of Class:** Masters Gallery Team, Masters Gallery Foods, Inc., Plymouth, WI, Shredded Reduced Fat Cheddar, 98.80

**Second Award:** Masters Gallery Team, Masters Gallery Foods, Inc., Plymouth, WI, Finely Shredded Parmesan, 98.65

**Third Award:** Appleton #3, Foremost Farms USA, Appleton, WI, Shredded Mozzarella, 98.25. r

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**CHEESE CASH PRICES - March 16 - 20, 2009 CME**

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	CHEDDAR BARRELS	40-LB. BLOCKS	AA BUTTER	GRADE A NFDM	EXTRA GRADE NFDM
<b>MONDAY</b> March 16	\$1.3250 (+¾)	\$1.2550 (+½)	\$1.1850 (NC)	\$0.8325 (NC)	\$0.8500 (NC)
<b>TUESDAY</b> March 17	\$1.3400 (+1½)	\$1.2675 (+1¼)	\$1.1850 (NC)	\$0.8325 (NC)	\$0.8500 (NC)
<b>WEDNESDAY</b> March 18	\$1.3400 (NC)	\$1.2675 (NC)	\$1.1825 (-¼)	\$0.8325 (NC)	\$0.8500 (NC)
<b>THURSDAY</b> March 19	\$1.3700 (+3)	\$1.3050 (+3¾)	\$1.1825 (NC)	\$0.8325 (NC)	\$0.8500 (NC)
<b>FRIDAY</b> March 20	\$1.2975 (-7¼)	\$1.2925 (-1¼)	\$1.1825 (NC)	\$0.8325 (NC)	\$0.8500 (NC)
<b>Week's AVG Change</b>	<b>\$1.3345</b> <b>(+0.0545)</b>	<b>\$1.2775</b> <b>(+0.0365)</b>	<b>\$1.1835</b> <b>(+0.0050)</b>	<b>\$0.8325</b> <b>(NC)</b>	<b>\$0.8500</b> <b>(NC)</b>
<b>2008 AVG Same Week</b>	<b>\$1.7670</b>	<b>\$1.8215</b>	<b>\$1.3365</b>	<b>\$1.3000</b>	<b>\$1.3000</b>

**DIRECTLY FROM THE CME FLOOR - RICE DAIRY**

It's been a pretty hectic week in the dairy market with some good trading in cheese and some limit prints in the futures.

Starting out the week we saw both blocks and barrels get bid up to where they settled around ½ a penny higher on nine trades. With cheese higher it didn't take long for futures to start running around 25 - 30 higher.

Tuesday brought more of the same with cheese being bid and futures running anywhere from 20 - 30 higher. Only difference between the two was that we saw no trades in the cash market on Tuesday.

Things came to a halt on Wednesday with not a single market being made in the cash session. On the screen we saw bids just get hit across the board with futures going from being just above unchanged to trading as low as 40 lower across 2009.

Thursday's session definitely made this week a rollercoaster ride with cheese being bid up as much as 3 ¾ cents higher with seven trades all day. It took about ten minutes after the cash session for the futures to run limit up in almost every month in 2009.

Rounding out the week barrels came under some pressure settling 7 ¼ cents lower with blocks settling 1 ¼ lower on 18 trades between the two. With futures up around 30 - 40 higher before cash, it didn't take long for bids to start getting hit both in the pit and on the screen. After the session things died down a bit where we settled futures around 10 - 15 points below unchanged.

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

**WHEY MARKETS**

FOR THE PERIOD MARCH 16, 2008 - MARCH 20, 2009

<b>Whey Protein Concentrate—Central and West:</b> Edible 34% Protein: .5375(+2¼)–.5900(NC)    Mostly: .5400(+1½)–.5550(+¼)
<b>Dry Whey—Central (Edible):</b> Nonhygroscopic: .1650(+½)–.1875(NC)    Mostly: .1675(+½)–.1725(+¼)
<b>Dry Whey—West (Edible):</b> Nonhygroscopic: .1500(-1)–.2200(+¼)    Mostly: .1800(+1)–.2000(+½)
<b>Dry Whey—Northeast:</b> .1825(+1) - .2200(+2)
<b>Lactose—Central and West:</b> Edible: .0800(NC)–.2400(NC)    Mostly: .1025(+¼)–.1650(NC)
<b>Casein:</b> Rennet: \$3.2500(NC)–\$3.5000(NC)    Acid: \$2.8000(NC)–\$3.4000(NC)
<b>Animal Feed Whey—Central:</b> Milk Replacer: .1150(NC)–.1400(NC)

**HISTORICAL MONTHLY AVERAGE BLOCK PRICES**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'98	1.4300	1.4214	1.3737	1.2732	1.2358	1.5169	1.6204	1.6575	1.7165	1.8189	1.8628	1.8971
'99	1.4929	1.3189	1.3300	1.3224	1.2389	1.3974	1.6307	1.8943	1.6183	1.3031	1.1435	1.1545
'00	1.1285	1.1090	1.1139	1.1032	1.0950	1.2050	1.2345	1.2460	1.2953	1.0463	1.0588	1.1233
'01	1.0912	1.2184	1.3161	1.4180	1.6023	1.6599	1.6699	1.7126	1.7174	1.3346	1.2668	1.2567
'02	1.3242	1.2076	1.2113	1.2448	1.2009	1.1299	1.0889	1.1575	1.2041	1.1950	1.0891	1.1322
'03	1.1507	1.0920	1.0817	1.1225	1.1421	1.1864	1.5123	1.6000	1.6000	1.5876	1.3932	1.3383
'04	1.3062	1.3958	1.8197	2.1687	1.9925	1.7105	1.4486	1.5734	1.5702	1.5170	1.6960	1.5923
'05	1.6269	1.4929	1.5317	1.5413	1.4774	1.5065	1.5035	1.4249	1.5639	1.4470	1.3756	1.4224
'06	1.3335	1.1989	1.1638	1.1651	1.8155	1.1924	1.1630	1.2354	1.2933	1.2347	1.3745	1.3223
'07	1.3180	1.3408	1.3823	1.4628	1.7211	2.0100	1.9138	1.9554	1.9929	1.8957	2.0926	2.0083
'08	1.8257	2.0023	1.8234	1.8826	2.0976	2.0350	1.9673	1.7398	1.8762	1.7963	1.7099	1.5132
'09	1.0833	1.2171										

**Cheddar Near \$5.00**

(Continued from p. 1)

cent higher than in February of 2008. The CPI for cheese and related products has now declined six straight months, after peaking at 222.456 last August.

The US city average price for a pound of natural Cheddar cheese was \$4.922 in February, down more than nine cents from January but more than 31 cents higher than in February 2008. Retail Cheddar prices have been between \$4.92 and \$5.097 since last October.

The US city average price for a pound of American processed cheese was \$4.049 in February, down more than seven cents from January and down one cent from February 2008.

February's CPI for fresh whole milk was 194.363, down 6.4 percent from January and 11.7 percent lower than in February 2008. This is the first time the whole milk CPI has been under 200 since May of 2007.

February's CPI for "milk" was 134.775 (December 1997=100), down 5.7 percent from January and 10.0 percent below February 2008. The CPI for "milk" hadn't been under 140 since June of 2007.

The US city average price for a gallon of whole milk was \$3.319, down almost 26 cents from January

and 55 cents below February of 2008. The last time the average retail price for a gallon of whole milk was under \$3.40 per gallon was in May of 2007.

Since then, retail whole milk prices were over \$3.80 per gallon from August 2007 through February 2008, dropped only as low as \$3.76 per gallon in May of 2008, then hit a record high of \$3.96 last July before falling in five of the next six months.

February's CPI for butter was 170.888, down 6.0 percent from January and 0.6 percent lower than in February 2008. This was the lowest butter CPI since last March, when it was 165.499.

The US city average price for a pound of grade AA stick butter was \$3.033, down more than 11 cents from January and down more than two cents from February 2008. Retail butter prices haven't been below \$3.00 per pound in the BLS survey since last March (butter prices weren't reported for June through September 2008).

February's CPI for ice cream and related products was 200.962, down 0.4 percent from January but 5.7 percent higher than in February 2008. February's CPI for ice cream and related products was the second-highest ever, trailing only January's 201.745. r

**U.S.D.A. ACCEPTED. SETTING NEW STANDARDS IN CHEESE SHREDDER DESIGN**

**CCX-D**

- Attached swing-away infeed hopper lends to sanitation and ease of maintenance.
- Fully-enclosed 10 HP motor.
- Sheet metal access panels are rigidly attached eliminating the need of removal from the machine. This reduces cleaning cycle time and the chance that panels may be damaged.
- All surfaces are sloped to promote drainage and simplify cleaning.
- Machine mounts using tapped holes rather than bolt flanges, so exposed threads are eliminated.
- Optional distinctive 3" diameter round tube frame promotes simple washdowns. Height dimension will vary depending on customer requirements.
- Integrated electrical panel is easily accessible without adding bulk to the overall dimensions of the machine.
- All stainless steel exterior is highly polished to Ra64 to deter bacterial growth. All product contact parts are highly polished to Ra32 or better to meet or exceed U.S.D.A. guidelines including the cutting chamber, infeed hopper, impeller, and the cutting head to promote sanitation.
- Infeed hopper cone extends into impeller opening to assist product feeding.
- Impeller shaft is constructed from hardened stainless steel to promote the life of the drive. Splined impeller drive design absorbs overall torque transmission and improves sanitation. O-ring seals off passages that connect product contact areas and non-product contact areas to promote sanitation.

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For more information, circle #28 on the Reader Response Card on p. 20