USDA Hikes Dairy Product, Milk Price Forecasts On Strong Demand

**Non-Dairy Products Would No Longer Be Allowed To Use Dairy Terms Such As Cheese, Milk Under Senate Bill**

**Washington**—US Sen. Tammy Baldwin (D-WI) on Thursday introduced legislation that would require non-dairy products made from nuts, seeds, plants and algae to stop using dairy terms such as milk, cheese or yogurt.

Baldwin’s Defending Against Imitations and Replacements of Yogurt, milk and cheese to Promote Regular Intake of Dairy Everyday Act (DAIRY PRIDE Act) notes that imitation dairy products, such as plant-based products derived from nuts, soybeans, rice, hemp, coconut and other foods that imitate milk, yogurt, and cheese, often do not provide the same nutrition content as real milk, cheese and yogurt derived from dairy cows, and that plant-based products labeled as milk “are misleading to consumers.

The US Food and Drug Administration (FDA) has regulations that define milk and cream as the “lacteal secretion, practically free from colostrum, obtained by the complete milking of one or more healthy cows.” This definition further applies to milk used to create other dairy products, including cheese and yogurt, the bill states.

Given the proliferation of plant-based products in the marketplace that are mislabeled as milk despite the standard of identity defined for this substance, enforcement by FDA against these practices should

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**Categorization Scheme Based On pH, Water Proposed For Raw Milk Cheese Safety**

Champaign, IL—A cheese categorization proposed in a study published in the *Journal of Dairy Science* aims to facilitate product assessment for food safety risks and provide scientifically validated guidance on effective interventions for general cheese categories.

The study, “Consensus categorization of cheese based on water activity and pH: A rational approach to systemizing cheese diversity,” was written by A. Trmcić, R. Ralaya and M. Wiedmann, Cornell University; L. Meunier-Goddik, Oregon State University; C. Donnelly, University of Vermont; K. Glass, Food Research Institute, University of Wisconsin-Madison; D. D’Amico, University of Connecticut; E. Meredith, Wegmans Food Markets; M. Kehler, Jasper Hill Farm; N. Tranchina, Murray’s Cheese; and C. McCue, New York State Department of Agriculture and Markets.

Whereas aging of certain raw milk cheeses for at least 60 days currently provides one codified approach for producing a product that complies with regulatory requirements, new food safety standards under the Food Safety Modernization Act (FSMA) will require scientific validation of process controls (similar to critical control points), which often will require comprehensive data sets on prevalence, survival, and growth of target pathogens in a given product, the study noted.

Although challenge studies have often been used to validate process controls, a recent risk assessment conducted by the US

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**Exports on a fat basis are reduced slightly for 2017, but are raised on a skim-solids basis. Dairy import forecasts are unchanged for 2017. Dairy product prices and milk prices for 2016 are adjusted to incorporate December price data. Those 2016 prices are as follows (dairy product prices are the simple average of monthly prices calculated by AMS from weekly average dairy product prices for class price computations):

Cheese: $1.6050 per pound, down from 2015’s average of $1.6454 per pound and also down from 2014’s average of $2.1551 per pound.

Butter: $2.0777 per pound, up from 2015’s average of $2.0670 per pound but down from 2014’s average of $2.1361 per pound.

Dry whey: 28.75 cents per pound, down from 2015’s average of 38.04 cents per pound and 2014’s average of 65.38 cents per pound.

Nonfat dry milk: 82.92 cents per pound, down from 2015’s average of 90.16 cents per pound and 2014’s average of $1.7682 per pound.

Class III prices $14.87 per hundredweight, down 93 cents from 2015 and down $7.47 from 2014.

Class IV price $13.77 per hundredweight, down $5.47 from 2015 and down $8.32 from 2014.

All milk prices $16.20 per hundredweight, down 92 cents from 2015 and down $7.77 from 2014.

For 2017, all prices are raised from last month’s forecast due to demand strength. For dairy products in 2017, USDA now forecasts that cheese prices will average $1.6750 to $1.7550 per pound, butter prices will average $2.0950 to $2.2050 per pound, dry whey prices will average 41.5 to 44.5 cents per pound, and nonfat dry milk prices will average 99.0 cents to $1.0500 per pound.

Milk prices in 2017 are now forecast as follows: Class III, $16.35 to $17.15 per hundred; Class IV, $15.25 to $16.15 per hundred; and all milk, $17.60 to $18.40 per hundred.

This month’s 2016/17 US corn outlook is for lower production, reduced feed and residual use, increased corn used to produce

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**Saratoga Cheese Chairman Pleads Guilty To Securities Fraud, Tax Fraud, Grand Larceny**

Albany, NY—Lawrence D. Rosenbaum, Albany, NY, has pleaded guilty to grand larceny, securities fraud and tax fraud for fraudulently soliciting hundreds of thousands of dollars from investors for a kosher and halal cheese factory in upstate New York and bioenergy companies in New York state and Costa Rica, according to New York Attorney General Eric T. Schneiderman.

According to the prosecution, Rosenbaum is an insurance broker who owned and operated Rosenbaum Financial Services in Albany, NY, for decades. In approximately 2001, Rosenbaum formed a limited liability company, Saratoga Cheese Company LLC, and

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**USDA Hikes Dairy Product, Milk Price Forecasts On Strong Demand**

Fonterra Reports 4.8% Drop In December Milk Collections In NZ; FAO Dairy Price Index Rises

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released Thursday, raised all of its 2017 dairy product and milk price forecasts from a month ago due to demand strength.

The agency’s milk production estimate for 2016 was raised on slightly larger milk cow numbers. Last year’s milk production is now estimated to have totaled a record 212.5 billion pounds, up 100 million pounds from the December forecast and 3.9 billion pounds higher than 2015’s record production.

The 2017 milk production forecast is raised 300 million pounds from last month, to 217.1 billion pounds, as improved returns support increases in both milk cow numbers and milk per cow.

Fat and skim-solids basis exports for 2016 are raised on recent trade data. Dairy imports are unchanged.

Exports due to demand strength. For dairy products in 2017, USDA now forecasts that cheese prices will average $1.6750 to $1.7550 per pound, butter prices will average $2.0950 to $2.2050 per pound, dry whey prices will average 41.5 to 44.5 cents per pound, and nonfat dry milk prices will average 99.0 cents to $1.0500 per pound.

Milk prices in 2017 are now forecast as follows: Class III, $16.35 to $17.15 per hundred; Class IV, $15.25 to $16.15 per hundred; and all milk, $17.60 to $18.40 per hundred.

This month’s 2016/17 US corn outlook is for lower production, reduced feed and residual use, increased corn used to produce nonfat dry milk, cheese and yogurt derived from dairy cows, and that plant-based products labeled as milk “are misleading to consumers.

The US Food and Drug Administration (FDA) has regulations that define milk and cream as the “lacteal secretion, practically free from colostrum, obtained by the complete milking of one or more healthy cows.” This definition further applies to milk used to create other dairy products, including cheese and yogurt, the bill states.

Given the proliferation of plant-based products in the marketplace that are mislabeled as milk despite the standard of identity defined for this substance, enforcement by FDA against these practices should
Some 32 members of the US House of Representatives recently called on Robert Califf, commissioner of the US Food and Drug Administration, to investigate the use of the term “milk” by manufacturers of plant-based products and take appropriate action against these manufacturers.

In their letter (as reported in our Dec. 16, 2016 issue), the lawmakers claimed that the use of the term “milk” by these manufacturers is misleading to consumers, harmful to the dairy industry, and a violation of milk’s standard of identity. And as reported on our front page this week, US Sen. Tammy Baldwin has introduced legislation that would require non-dairy products to stop using dairy terms.

So are consumers really being misled by these plant-based beverages? In at least one way, it doesn’t appear that they are. That is, most if not all of these products are pretty clearly labeled as to their source.

For example, the Silk product line from WhiteWave Foods includes beverages clearly labeled “Soymilk” or “Almondmilk.” It would be difficult if not impossible for consumers to be confused about the source of those “milk” products.

But while these products are clearly labeled as to their source, they’re still using the term “milk,” and there’s just something wrong with that. Here’s what we mean.

Organizations such as the Dairy Farmers of Wisconsin spend over a century touting the nutritional benefits of dairy products. And as reported on our front page this week, US Sen. Tammy Baldwin has introduced legislation that would require non-dairy products to stop using dairy terms.

And some of milk’s imitators should also be good sources of protein. If you visit the website of the Almond Board of California (www.almonds.com), you’ll learn that an ounce of almonds contains six grams of protein, which is as much as an egg.

But the aforementioned Silk Almondmilk contains all of one gram of protein on one cup-equal serving.

Some dairy industry has spent over 100 years touting the protein content of milk, only to have pretenders such as Silk come along with plant-based “milk” products that contain very little protein. That strikes us as pretty misleading.

Some of these plant-based products are also trying to cash in on milk’s calcium benefit. Indeed, some products are touting the fact that they contain more calcium than does milk. For example, Silk Soymilk claims to have 50 percent more calcium than dairy milk.

And at a glance the product’s ingredient list reveals the delicious-sounding sources of that calcium (or at least some of it): tricalcium phosphate and calcium carbonate. Interesting, especially in this era in which consumers are looking for short ingredient lists and ingredients they can readily identify and easily pronounce.

Indeed, we can’t help but notice that some of these plant-based “milks” are sort of modern technological marvels, created in some of the world’s most advanced laboratories. Meanwhile, marketers of these products position them as superior alternatives to milk produced on “factory farms” (whatever that means).

But are today’s consumers really going to prefer a modern technological marvel produced in a laboratory over nature’s most perfect food (milk)?

Another interesting aspect of these plant-based products is that many if not most of them claim to be “dairy-free.” Yes, they’re dairy-free all right — except when it comes to their names. In that case, plant-based “milks” made from everything from hemp seeds to pea protein don’t seem to have enough confidence in their products to market them without using a product descriptor associated for centuries with ruminants.

Related to that point, it’s worth keeping in mind that this issue isn’t just about “milk.” Everything from cheese and yogurt to butter and ice cream now have alternative plant-based versions (for an interesting overview of this point, visit the Plant Based Foods Association’s website, at plantbasedfoods.org, and check out what its members are producing these days).

The dairy versions of most of these products have standards of identity that were created years ago to, among other things, promote honesty and fair dealing in the interest of consumers. So there are at least a couple of problems when plant-based products use the term “cheese” on their label.

First, FDA’s standards of identity for cheese specifically state that milk “means the lacteal secretion, practically free from colostrum, obtained by the complete milking of one or more healthy cows...” Yes, that definition should be updated from “cows” to “ruminants,” to account for all the cheeses now on the market.”

Second, FDA’s cheese standards also specify such things as fat and moisture content. But when a plant-based “cheese” is labeled as being “Provolone style,” it is actually adhering to the provisions of the standard of identity for Provolone! Probably not even close.

No doubt about it, there is a future for plant-based “dairy” foods in the US market. As we reported a few weeks ago, some 3 percent of US consumers say they follow a strict vegan or vegetarian diet and another 6 percent say they are mostly vegan or vegetarian (for more details, please see “Almost 10% Of US Consumers Say They Are Mostly Vegan Or Vegetarian, Survey Finds,” on page 13 of our Dec. 16, 2016 issue).}

Thus, it’s safe to say there are several million consumers out there who will avoid animal-sourced dairy products no matter what. Marketers of plant-based “dairy” products shouldn’t have to keep stealing traditional, well-established dairy names to take advantage of that demand.}

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Importance Of Trade To US Farmers ‘Cannot Be Overstated’, Farm Groups Tell Trump

Washington—The importance of trade to US farmers and ranchers “cannot be overstated,” more than a dozen US farm organizations told President-elect Donald J. Trump and Vice President-elect Mike Pence in a recent letter.

Among the groups signing the letter were National Milk Producers Federation (NMPF), American Farm Bureau Federation, National Farmers Union, American Soybean Association, National Corn Growers Association, National Pork Producers Council, National Cotton Council, National Sorghum Producers, and National Association of Wheat Growers.

“We know that securing positive benefits for American farmers, ranchers, and workers in trade will be a priority in your Administration,” the letter stated. “This includes enforcing existing agreements so that other countries abide by their commitments, as well as expanding market access for US producers through new agreements.”

As the Trump administration assembles its team and policies, “US agricultural trade interests must be maintained, not only in existing markets but by expanding access to new markets,” the letter continued.

“Disturbing US agricultural exports to countries such as China, Canada and Mexico “would have devastating consequences for our farmers and the many American processing and transportation industries and workers supported by these exports,” the letter continued.

Trump has already begun assembling his trade team. Last week, he announced that he intends to nominate Robert Lighthizer as US Trade Representative.

Lighthizer served under President Ronald Reagan as deputy US Trade Representative, playing a major role in developing trade policy for the Reagan administration and negotiating roughly two dozen bilateral international agreements on a variety of topics, from grain to steel.

Lighthizer also served as chief of staff for the US Senate Finance Committee where, for the past two decades, he has represented Trump and his family in diverse legal and business affairs.

Greenblatt currently serves as executive vice president and chief legal officer of The Trump Organization where, for the past two decades, he has represented Trump and his family in diverse legal and business affairs.

Greenblatt “has a history of negotiating substantial, complex transactions on my behalf, as well as the expertise to bring parties together and build consensus on difficult and sensitive topics,” Trump said.

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be improved to avoid misleading consumers, the legislation says. According to the National Milk Producers Federation (NMPF) and the International Dairy Foods Association (IDFA), both of which endorsed the measure, the Baldwin bill would require FDA to issue a guidance for nationwide enforcement of the dairy definitions within 90 days. It would also require FDA to report to Congress two years after the bill’s enactment to hold the agency accountable for this update in its enforcement obligations.

“Imitation products have gotten away with using dairy’s good name for their own benefit, which is against the law and must be enforced,” Baldwin commented. “These plant-based products are imitations, but they are not substitutes for the comprehensive nutrient package offered by real milk,” said Michael Dykes, IDFA’s president and CEO. “The reason we have food standards is to preserve the integrity and consistency of what’s inside the packages. Milk should be milk.”

“For too long, the FDA has turned a blind eye to the misbranding of imitation dairy products, despite the decades-old federal law that milk comes from animals, not vegetables or nuts,” said Jim Mulhern, NMPF’s president and CEO. “None of these imitators provides the same high quality and quantity of nutrition offered by real milk. Sen. Baldwin’s DAIRY PRIDE Act will simply ensure that FDA enforces current law by requiring marketers of these imitation products to call them something other than milk.”

Wisconsin Dairy Products Association (WDPA) supports Baldwin’s legislation, “which protects the integrity and image of whole-some and nutritious dairy products,” said Brad Legreid, WDPA’s executive director.

“The FDA has already clearly defined milk, and liquid from a plant does not fit this definition,” said Mark Frederixon, Blair Division manager for Associated Milk Producers, Inc. “Existing regulation should be enforced, reserving the use of the term ‘milk’ exclusively for those products that deliver the nutritional value only found in dairy.”

David Cooper, general manager of FarmFirst Dairy Cooperative, thanked Baldwin “for taking the initiative to protect the definition of milk, cheese and yogurt. Your advocacy supports the hard and honest work of dairy farmers in Wisconsin and throughout the nation, and more importantly, supports clear and accurate information to be shared on food labels, something consumers deserve.”

“The federal government has promised to ensure that the term ‘milk’ on store shelves can only be used on dairy products. But they have fallen short on that promise,” said Steve Erka of the Midwest Dairy Coalition. Baldwin’s bill “will help ensure that products labeled as milk are indeed dairy products.”

“Milk and other real dairy products offer an almost unbeatable level and variety of nutrition. Mis-labeling non-dairy foods confuses people buying these products and misleads them about the nutritional value of the items they purchase. It also hurts dairy farmers and related businesses,” said John Holevoet, director of government affairs, Dairy Business Mark eting Cooperative.

“This bill is simply asking the FDA to adequately enforce the laws already on the books,” Holevoet added. “It’s a small step that could have a very big positive impact.”

“Cooperative Network strongly supports efforts to protect the integrity of dairy products by requiring national enforcement of the sensible labeling requirements we already have on the books. When misbranded items are corrected, we believe consumers will choose real dairy products over imitations,” said Tom Liebe, president and CEO of the Cooperative Network.

“Wisconsin Farmers Union fully supports the introduction and swift passage of the DAIRY PRIDE Act,” said Darin Von Ruden, WFU’s president. “Our grassroots, member-driven policy opposes any changes in the FDA definition of milk, cheese or other products made with milk and opposes the use of the word ‘milk’ to designate any product not derived from mammals.”

The DAIRY PRIDE Act is also supported by Bonangard Creameries, Ellsworth Cooperative Creamery, First District Association, Dairy Business Association, Midwest Dairymen’s Company and Scenic Central Milk Producers.

“We don’t need competition from plant-based drinks being labeled as milk and sending a false message to consumers, and also falsely advertising them as being better than cow’s milk. When compared on nutrients and price, cow’s milk still comes out on top,” said Jim Smidel of Brothers Smidé Farms, LLP, Kewaunee, WI.

“While imitation may be the sincerest form of flattery, the increasingly common practice of labeling beverages as milk when they quite obviously are not is wrong and misleading,” said Brad Nevin, a dairy farmer from Rice Lake, WI, and member-owner of AMPI. Baldwin’s bill “simply asks FDA to enforce current regulations meant to uphold the standards of identity, and integrity, of milk.”

Washington—The FDA has halted the use of two antibiotics because of residues found in milk intended for human consumption. The two preparations, used to treat mastitis in dairy herds, resulted in milk residues of the antibiotics neomycin and dihydrostreptomycin.

25 YEARS AGO
Jan. 10, 1992: Washington—There have been some marked changes in the American food supply over the past two decades—including changes in dairy product consumption—and these changes have affected nutrient levels of the food supply. Whole milk consumption has declined in the last 20 years, but cheese consumption, as well as use of lowfat milks and creams, has risen.

Monroe, WI—Albert Deppeler, well-known Wisconsin cheese maker and longtime manager of the Chalet Cheese Co-op here, retired this week. Deppeler joined Chalet Cheese in June of 1939, when the co-op had 12 farmers. He was named manager in January 1946.

10 YEARS AGO
Jan. 12, 2007: Brewster, OH—Brewster Dairy, Inc. announced this week that it has reached an agreement to purchase the former Kraft Foods cheese production plant in Rupert, ID. The 200,000 square foot plant made Cream cheese and String cheese. As soon as Kraft vacates the Rupert plant, Brewster will begin installing new cheesemaking equipment.

Central Point, OR—Ignazio “Ig” Vella, dubbed the “Godfather of Artisan Cheese,” will be presented with a lifetime achievement award this week on behalf of Carlos Petrini, founder of Slow Food Intenational. Vella is known throughout the US for his contributions to artisan cheesemaking. Vella’s father, Tom, founded Oregon’s Rogue Creamery in 1935.
Groups To Trump: Canada’s Pricing Policy Costing US At Least $150 Million In MPC Exports

Washington—Three US dairy organizations and the National Association of State Departments of Agriculture (NASDA) highlighted Canada’s latest actions taken in “direct violation” of its trade commitments with the US with respect to dairy in a letter to President-elect Donald J. Trump.

The letter was signed by National Milk Producers Federation (NMMP), International Dairy Foods Association (IDFA) and US Dairy Export Council (USDEC), along with NASDA, which represents the elected and appointed commissioners, secretaries and directors of the departments of agriculture in all 50 states and four US territories.

Provincial policies for ingredient class milk pricing, adopted last April, are displacing US dairy exports into Canada and cost- ing the US thousands of jobs on farms, in processing plants and throughout the supply chain, the letter said. This negative impact is conservatively estimated at $150 million worth of ultra-filtered milk exports being lost by companies in Wisconsin and New York, who are “highly reliant” on their trade with Canada.

In fact, the entire US dairy industry is being hurt, as milk prices are being driven down nationally by Canada’s trade actions, the letter continued. And these displaced US dairy exports are also depress- ing global skim milk prices.

USDA estimates that each $1 billion of US dairy exports gener- ates over 20,000 US jobs and almost $3 billion of economic output, and US dairy suppliers are reporting that they are already los- ing business because of Canada’s pricing programs, the letter said.

“To add insult to injury the Canadian industry has put for- ward a National Ingredients Strateg- ey that in broad terms would take the provincial programs and nationalize them, putting further pressure on the economics of the American communities that export ultra-filtered milk and other dairy products to Canada,” the letter continued.

“Having an even wider impact on America’s dairy farmers and processors, additional large vol- umes of skim milk powder will be forced onto the thinly traded global market resulting in a fur- ther depression of prices that will negatively impact the revenues of dairy farmers around the world,” the letter added.

The US dairy industry is already restricted by Canada’s “exorbitant tariffs” and the limited market access granted under the North American Free Trade Agreement (NAFTA), the letter noted.

“As one of our top trading part- ners, Canada’s flouting of its trade obligations is unacceptable,” the letter stated. “It is clear that these policies were implemented to intentionally block imports from the United States and are there- fore in direct violation of Canada’s trade commitments under NAFTA and the World Trade Organiza- tion.”

“The US dairy industry is highly competitive internationally, and overseas markets represent a vital source of future growth opportu- nities including thousands of new American jobs,” the letter added. “Not long ago, the United States was a net importer of dairy prod- ucts, but now our nation benefits from a dairy trade surplus of over $2 billion.”

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Global Market For Dairy Alternatives Projected To Grow 13.8% Through 2024, To $26 Billion

Albany, NY—The global market for dairy alternatives has already experienced a considerably posi- tive reception from consumers over the recent past, and several factors are enabling the leaders in this market to embark on expan- sion strategies as well as consolid- ation tactics to gain a better share in the market over the coming years, according to a report from Trans- parency Market Research (TMR).

The key players from the global dairy alternatives market have found a considerable volume of success from the regions of North America and Europe, but the regional leader of the market, Asia Pacific, is expected to continue dominating the overall demand volume for dairy alternatives over the coming years, TMR said.

Dairy producers in this region have been enjoying a massive demand volume for milk and dairy products over many years, and as consumer awareness towards alter- natives increases, a part of this huge demand is expected to be replaced by demand for dairy alternatives, the company predicted.

The global dairy alternative mar- ket is expected to reach US$9.32 billion by the end of 2016. After being projected at a compound annual growth rate of 13.8 percent within a forecast period from 2016 to 2024, this market’s revenue is expected to reach US$26.31 bil- lion by 2024.

“One of the key factors that work in favor of any market that caters to alternatives to an estab- lished one is an increase in the number of consumers or end users that are seeing it as a better option than the original. In the case of the dairy and dairy products markets, it is a growing number of consum- ers that are finding themselves to be lactose intolerant or feel that they are better off not consuming lactose. The count of both con- sumers is increasing at a fairly high rate across the world and is thus the prime factor augmenting the global dairy alternatives market,” commented a TMR analyst.

Another factor driving the global dairy alternatives market is the growing array of options made available by market players. The presence of “milks” made from soy, almond, rice, hemp, oats, and hazelnut is seen to be increasing on store shelves thanks to the ramped-up production rates and better marketing strategies.
Farm At Doe Run Wins Best Of Show For Third Straight Year At Pennsylvania Farm Show Cheese

HARRISBURG, PA—Seven Sisters cheese made by Matt Hettlinger and Samuel Kennedy from The Farm at Doe Run, Coatesville, took home its third consecutive Best in Show title here last week at the Pennsylvania Farm Show Cheese Competition.

Second place went to Emily Montgomery of Calkins Creamery, Honesdale, for her Smoke Signal entry, and The Creamery Collection Batch, also submitted by Doe Run’s Hettlinger and Kennedy, won third place.

This year’s contest drew a total of 44 entries, weighing from four ounces to 200 pounds. Judging took place Dec. 9, 2016 and winners were announced Jan. 7, 2017.

Kerry Kaylegian, dairy foods research and extension associate with Penn State University’s College of Agricultural Sciences, served as head coordinator for the cheese contest.

Before the judging panel evaluated each entry on aroma, body, texture and taste, it was also judged on the product’s packaging and scaling. Visitors were also able to taste samples of contest entries, and a different creamery representative was on-site to sell products each day of the show.

First, second and third place winners in each of the contest classes are as follows:

COWS’ MILK CHEESES

Cheddar, Colby & Monterey Jack

First place: Ben Glick, Alpine Heritage Creamery, Paradise, Johnnys’ Chowhounds Cheddar
Second: Ben Glick, Alpine Heritage Creamery, Paradise Cheddar
Third: David Esh, Lykens Valley Creamery, Millersburg, Cheddar

Swiss & Alpine Style

First place: Tom Weber, Penn Cheese, Winfield
Second place: Richard Koller, Fairview Swiss Cheese, Fredonia

Soft Cheeses

First place: Dave Jones, Titusville Dairy Products Co., Titusville, Cottage Cheese
Second place: Melanie Dietrich Cochran, Keswick Creamery at Carrock Farm, Newburg, Whole Milk Ricotta
Third place: Tom Weber, Penn Cheese, Vache

Mold-Ripened Cheeses

First: Emily Montgomery, Calkins Creamery, Honesdale, Noblette
Second place: Stephanie Angstadt, Valley Milkhouse, Oley, Thistle
Third place: Matthew Ryorchewicz, Goat Rodeo Farm & Dairy, Allison Park, More Cowbell

Semi-Hard, Semi-Hard & Hard

First place: Matt Hettlinger and Samuel Kennedy, The Farm at Doe Run, Coatesville, Seven Sisters
Second place: Elizabeth Stoudt, Stoudts Wonderful Good, Adamstown, Farmhouse Feta

GOAT’S MILK CHEESES

Soft Cheese

First place: Jennifer Bradbury, Camelot Valley, Dover, Chevre
Second place: Matthew Ryorchewicz, Goat Rodeo Farm & Dairy, Fresh Chevre

Mold Ripened Cheese

First place: Matthew Ryorchewicz, Goat Rodeo Farm & Dairy, Chickabiddy
Second place: Al and Catherine Renzi, Yellow Springs Farm, Chester Springs, Black Diamond
Third place: Tom Weber, Penn Cheese, Ricotta Chiesi with Black Truffles

MIXED MILK, ALL MILK CHEESES

Blue Veined

First place: Stephanie Angstadt, Valley Milkhouse, Blue Bell
Second place: Melanie Dietrich Cochran, Keswick Creamery, Blue Suede Moo

Washed Rind, Smear Ripened

First place: Matt Hettlinger and Samuel Kennedy, Farm at Doe Run, Hickory on the Hill
Second place: Stephanie Angstadt, Valley Milkhouse, Lady’s Slipper

Smoked Cheese

First place: Emily Montgomery, Calkins Creamery, Smoke Signal
Second place: Elizabeth Stoudt, Stoudts Wonderful Good, Lady Bel
Third place: Tom Weber, Penn Cheese, Smoked Black Jack

OPEN CLASSES

Semi-Sof, Semi-Hard, Hard Goat, Sheep & Mixed Milk

First place: Matt Hettlinger and Samuel Kennedy, Farm at Doe Run, Hickory on the Hill
Second place: Al and Catherine Renzi, Yellow Springs Farm, Fieldstone
Third place: Thomas Schaer, Meadowset Farm & Apiary, Landenberg, The Camel’s Back

Flavored Cow, Goat, Sheep & Mixed Milk

First place: Will Reid, Amazing Acres Goat Dairy, Elverson, Sea Smoke

Thousands Of Visitors Slated To Gather For Oregon Cheese Festival

Central Point, OR—Tickets are now on sale for the 15th annual Oregon Cheese Festival, here March 18-19 at Rogue Creamery.

To kick off the festival, a dinner will be held introducing guests to members of the Oregon Cheesemakers Guild on Friday night, March 17, at the Inn at the Commons in Medford, OR.

The dinner will benefit the Cheesemakers Guild, and each course will spotlight a cheese made by one of the festival’s artisans, paired with a local wine, beer or cider.

Brian Keyser, founder of Casefulia Cheese & Wine Café in New York and Casellula at Alphabet City in Pittsburgh, will be the special guest. Together with chef Leigh Friend, Keyser is also co-author of Composing the Cheese Plate.

Open to the public, the festival itself will take place Saturday and Sunday under two huge tents at Rogue Creamery.

Thousands of visitors will sample cow, goat and sheep cheese from Oregon creameries, including Rogue Creamery, Ancient Heritage Dairy, Oregon State University, Ochsa Creamery, Tillamook County Creamery, Willamette Valley Cheese Co., Fern’s Edge Goat Dairy, Oak Leaf Creamery, Rivers Edge Chevre, Briar Rose Creamery, Face Rock Creamery, Portland Creamery, Rogue Creamery, and many others.

“The farmers’ market format will present an interactive experience between makers and visitors, giving everyone an opportunity to talk about the product, the process and learn each individual cheese maker’s story,” said Rogue Creamery president David Grennell.

Southern Oregon & other local culinary artisans and beverage providers will also attend. Samples and/or sales will be offered at each booth.

A $15 entry fee includes tastings and demonstrations; tickets purchased at the door will be $20.

Entry tickets can be purchased in advance at www.oregoncheese-guild.org/event/13th-annual-oregon-cheese-festival.

In addition, a $10 wine, beer and spirit tasting fee is available and includes a commemorative glass with the Oregon Cheese Guild logo.

For more information visit the Oregon Cheese Guild website at www.oregoncheeseguild.org or contact Rogue Creamery at (866) 396-4704.
Patent Awarded For Method Of Separating Milk Components, Nutritional Compositions

Kraft Gets Patent For Process Cheese-Type Products Made Without Emulsifying Salts

Washington—The US Patent and Trademark Office (USPTO) this week awarded a patent for an invention related to a method of separating components from milk, and also to compositions prepared separating components from milk,发明相关到一种方法分离乳成分，并制备分离乳成分的复合物。

Inventors are Shakeel Ur-Rehman, John M. Dunker, Michael J. McCluskey, Timothy J. Gomez, and Richard J. Seguin. The patent was assigned to fairlife, LLC.

The invention provides methods for the separation of milk components comprising the sequential steps involving membrane-based, chromatographic and density-based separation processes.

An embodiment of the invention provides a method for preparing a dairy composition by initially separating individual milk components from milk, followed by subsequently mixing the separated components in the desired combination and ratio.

An aspect of the invention provides dairy compositions that possess varying ranges of fat, protein, lactose, and minerals.

Compositions of the invention are formulated such that they are derived by combining the various components separated from milk by the methods of the claimed invention.

Embodiments of the invention provide compositions prepared from one or more milk components selected from the group consisting of cream, skim milk, UF permeate, UF retentate, DF permeate, DF retentate, NF permeate, NF retentate, RO permeate, RO retentate, and MF retentate. Variability predetermined amounts of each of the fractions generated by the methods of the invention may be combined to obtain compositions comprising desirable ranges of milk components such as lactose, fat, proteins and minerals.

The compositions of this invention can be formulated into different types of dairy products. For example, the dairy product can be an unflavored or a flavored milk, or a dairy drink, dairy beverage or dairy cocktail.

The compositions can also be frozen to yield an ice cream or other frozen dessert, or they can be formulated into a yogurt. And the compositions of this invention can be optionally fortified with a protein source, a mineral source, a carbohydrate source or a mixture.

This is the second patent awarded to fairlife LLC in the last two months. Meanwhile, the USPTO recently awarded a patent for an invention directed to process cheese-type products prepared with calcium-reduced ingredients but without emulsifying salts and methods of producing such process cheese-type products without emulsifying salts.

Inventors are Gary Francis Smith and Edwin Rivera. The patent was assigned to Kraft Foods Group Brands LLC.

Described in the patent is a process cheese-type product comprising natural cheese and a calcium-reduced casein source, wherein the process cheese-type product does not contain significant levels of emulsifying salts. Generally, the process cheese-type product contains natural cheese with about 2.5 to 25 percent (solid basis) calcium reduced casein source.

For purposes of this invention, “significant levels” of emulsifying salts are generally above about 0.5 percent. Thus, the products of this invention contain less than about 0.5 percent emulsifying salts, preferably less than about 0.2 percent emulsifying salts, and more preferably no added emulsifying salts.

Generally, the process cheese products of this invention have less than about 25 milligrams of sodium per ounce, preferably less than about 270 milligrams of sodium per ounce, and more preferably less than about 240 milligrams of sodium per ounce, while maintaining perceived saltiness at levels normally associated with process cheese.

Generally, the process cheese-type products of this invention will have an overall moisture level of about 35 to 60 percent. Preferably, the cheese product comprises natural cheese in the range of about 20 to about 87 percent, a source of whey protein in the range of about 0 to about 20 percent (solid basis), and a calcium reduced casein source in the range of about 0.8 to about 25 percent (solid basis).

The relative amounts of natural cheese and water will vary depending on the type of product desired. In one embodiment, the calcium reduced casein source contained in the cheese described in this patent may be produced using ultrafiltration, diafiltration, cation exchange, acidification, dialysis, chelation, as well as similar techniques and combinations thereof.

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2017 WISCONSIN CHEESE INDUSTRY CONFERENCE

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Raw Milk Cheese

(Continued from p. 1)

Food and Drug Administration (FDA) and Health Canada used Listeria monocytogenes in soft-ripened cheese as a model to illustrate how a risk assessment approach can be used to identify different practices that are equivalent with regard to risk reduction provided.

For example, this risk assessment specifically suggested that alternative interventions, such as testing the raw milk and final cheese for the presence of L. monocytogenes, may provide a similar level of protection as pasteurization.

Other similar risk-assessment studies also emphasize the importance of the safety of initial raw milk used in the production of soft-ripened cheese, as well as other cheese varieties such as Cheddar, Feta and Blue.

As these studies use specific cheese types as models, the question remains if and how conclusions of individual risk assessments can be extrapolated to other cheese types and varieties. A wide range of types and varieties of cheese with diverse characteristics have considerable effects on pathogen growth and survival, the study noted. For example, raw milk cheese currently produced or sold in the US may include a 60-day aged Brie cheese with pH well above 7 and moisture 53 percent, as well as two-year aged Parmigiano Reggiano with pH 5.4 and 30 percent moisture.

“Whereas one may argue that science-based interventions have to be developed and validated individually for each cheese produced by a given facility, considering seasonal variations in milk quality, composition, and possibly aging; this approach would probably be too expensive to be implemented widely, particularly by businesses that FSMA defines as small or very small,” the study stated.

To facilitate widespread use of information obtained from risk-assessment studies, as well as identify the gaps and plan additional studies that would facilitate development and validation of science-based preventive controls, the study’s authors outlined a categorization scheme that provides for 30 general categories of cheese.

They are further proposing that this categorization scheme could be used to assess the risk of survival and growth of L. monocytogenes and other pathogens; and evaluate the effectiveness of different interventions (e.g., 60-day aging) for a cheese or set of cheeses chosen to represent the highest-risk make or set of cheeses chosen to represent competing microbes, temperature, as well as interactions of these factors.

**Proposed Cheese Categories**

As a base for their systematization and categorization of raw milk cheese, the study’s authors used Table B of FDA’s 2013 Food Code. Building on this table, the authors defined a set of more granular pH and water activity categories to better represent the pH and water activity range of different raw milk cheeses.

The pH and water activity data from 273 different cheese samples collected in the marketplace throughout New York state were used to provide an initial assessment of the distribution of cheeses commercially available in the United States. These 273 cheese samples were selected to capture the diversity of cheese present on the market. No attempt was made to create a representative market basket reflecting the quantity of the different cheese types consumed.

The categorization proposed in this study will allow for a collaborative effort to define food safety risks and corresponding interventions for different raw milk cheeses (by dividing studies on different cheese categories among research groups), but would still allow individual cheese producers to conduct a separate assessment of the specific product they produce.

The categorization system proposed in the study does not capture all possible variations that can occur within a given category, between different producers of the same cheese type, or even variations within batches produced by the same producer.

However, categorizing cheese by easily measurable characteristics will also allow cheese makers to categorize their cheeses and access initial scientifically validated guidance on effective interventions for cheeses in a given category.

**Arla Foods UK Opens Facility For Storing, Maturing Cheese**

Whitchurch, England—Arla Foods UK has officially opened a new storage facility for storing and maturing its cheeses, it has announced.

Cheeses from Arla’s plants in Taw Valley, Llandyrog and Lockerbie will now go to the purpose-built facility in Whitchurch, Shropshire, England.

Once matured, the cheese is moved to Arla’s nearby cutting and packing site in Oswestry before being shipped to retail stores.

Previously, the cheeses were stored and matured at a number of locations but now the process is managed by a sole supplier, the company announced.

As the beginning of last year, Arla signed a long-term contract with Shropshire-based storage and distribution company, Grocontinental, to build and manage the facilities following the dairy company’s review of its current suppliers.

The new 32,000-pallet chilled store was officially opened by Michiel de Jonge, senior vice president, Arla Global Logistics, and Ray Crockett, chairman of Grocontinental. The facility will feature high-density racking along with dedicated cheese grading facilities.

“Arla has committed to grow its UK business by nearly a third by 2020, as part of the company’s global strategy for growth and to position Arla as the champion of British dairy,” said Ian Brown, vice president, Arla Foods UK Logistics.

**FrieslandCampina Acquires Majority Stake In Pakistani Dairy Firm Engro Foods**

Amersfoort, the Netherlands—FrieslandCampina has acquired a majority stake of 51 percent in Engro Foods, which it describes as Pakistan’s second largest dairy producer.

Through the strategic alliance, Engro Corporation will remain a significant shareholder and partner in Engro Foods, which will continue to operate under its own name.

FrieslandCampina and Engro Foods expect to take advantage of the conversion of the Pakistani dairy market from loose to packaged dairy consumption, which is expected to accelerate in the near future as a result of the growing middle class, a desire for higher quality milk and increasing urbanization.
FDA Releases Updated Draft Guidance On Controlling Listeria In Ready-To-Eat Foods

Washington—The US Food and Drug Administration (FDA) today released an updated draft guidance for the food industry entitled “Control of Listeria monocytogenes in Ready-To-Eat Foods.”

The revised draft guidance is intended for anyone who is subject to FDA’s regulation, “Current Good Manufacturing Practice, Hazard Analysis, and Risk-Based Preventive Controls for Human Food,” and who manufactures, processes, packs, or holds ready-to-eat (RTE) foods.

Ready-to-eat foods mean any food that is normally eaten in its raw state or any other food, including a processed food, for which it is reasonably foreseeable that the food will be eaten without further processing that would significantly minimize biological hazards.

FDA had made available in February 2008 a draft guidance for industry entitled “Control of Listeria monocytogenes in Refrigerated or Frozen Ready-To-Eat Foods.” Since issuing that 2008 draft guidance, FDA conducted rulemaking to amend the current good manufacturing practice (CGMP) requirements in part 110 of the CFR to modernize them and establish and implement preventive controls requirements in new part 117.

Part 117 also includes new requirements for domestic and foreign facilities that are required to register to establish and implement hazard analysis and risk-based preventive controls for human food. The new human food preventive controls requirements are part of FDA’s implementation of the Food Safety Modernization Act.

FDA has revised the 2008 draft Listeria guidance to reflect the comments it has received on that draft guidance, the amended CGMP requirements, the new human food preventive controls requirements, and the recommendations of its Food Advisory Committee.

The revised draft guidance is intended to explain FDA’s current thinking on procedures and practices to help food establishments that are subject to part 117 to comply with the CGMP requirements of part 117 (e.g., for personnel, buildings and facilities, equipment and utensils, and production and process controls) during the production of an RTE food that is exposed to the environment prior to packaging and the packaged food does not receive a treatment or otherwise include a control measure (such as a formulation lethal to L. monocytogenes) that would significantly minimize L. monocytogenes; and comply with certain human food preventive controls requirements regarding environmental pathogens in such RTE foods.

Listeria monocytogenes is an environmental pathogen that can contaminate foods and cause a mild, non-invasive illness (called listerial gastroenteritis) or a severe, invasive illness (called listeriosis), the guidance explained. Although temperatures below freezing prevent the growth of L. monocytogenes, the pathogen can multiply slowly at refrigeration temperatures. As a result, refrigeration is less effective as a control measure for L. monocytogenes than for other foodborne pathogens, such as Salmonella.

Listeriosis is largely associated with RTE foods. It is well established that foods that pose the greatest risk of foodborne listeriosis are those RTE foods that have intrinsic characteristics (such as pH and water activity) that support the growth of L. monocytogenes, whereas the RTE foods that pose the least risk of foodborne listeriosis are foods that have intrinsic characteristics that prevent the growth of L. monocytogenes.

It is also well established that L. monocytogenes does not grow when: the pH of the food is less than or equal to 4.4; the water activity of the food is less than or equal to 0.92; and the food is formulated to contain a combination of factors scientifically demonstrated to be effective in preventing growth (the “hurdles” concept).

Examples of RTE foods that support the growth of L. monocytogenes and that have been found to be contaminated with L. monocytogenes, according to the guidance, are unpasteurized and pasteurized milk, high-fat dairy products, soft unripened cheese, semi-soft cheese and soft-ripened cheese.

An example of an RTE food that does not support the growth of L. monocytogenes, but has been found to be contaminated with L. monocytogenes, is ice cream, the guidance noted.

L. monocytogenes is widespread in the environment, the guidance said. It can be readily isolated from humans, domestic animals, raw agricultural commodities, and food packing and processing environments, particularly cool damp areas, and it has been shown to persist in equipment and the processing environment in harborage sites.

In addition to being able to survive and grow at refrigeration temperatures, L. monocytogenes tolerates high salt concentrations (such as in non-chlorinated brine chiller solutions) and survives frozen storage for extended periods. It also survives acid conditions and is more resistant to heat than many other non-spore forming foodborne pathogens, although it can be killed by heating procedures such as those used to pasteurize milk.

The application of CGMPs and preventive controls requirements to the production of RTE foods can significantly minimize or prevent contamination of an RTE food with L. monocytogenes, the guidance stated.

FDA is accepting public comments on the draft guidance beginning on January 27. The guidance can be downloaded at: www.fda.gov/Food/GuidanceRegulation/GuidanceDocuments/RegulatoryInformation/default.htm.

For more information, circle #8 on the Reader Response Card on p. 14.
Awards.

For 6th Annual US Dairy Sustainability Awards

Rosemont, IL—The Innovation Center for US Dairy is now accepting nominations for the sixth annual US Dairy Sustainability Awards.

Nominations are open through March 1, 2017. All segments along the US dairy value chain and those who promote dairy-related health and wellness are eligible to submit nominations in the following categories:

Outstanding Dairy Processing and Manufacturing Sustainability: Recognizes dairy processors and manufacturers whose businesses exemplify the triple bottom line of sustainability. Successful nominees have demonstrated measurable progress and corporate commitment.

Outstanding Dairy Farm Sustainability: Recognizes three farms that serve as examples of socially responsible, economically viable and environmentally sound dairy production. Successful nominees take a holistic approach to sustainability and provide replicable results that can inspire greater industrywide change.

Outstanding Achievement in Resource Stewardship: Recognizes dairy operations (both on and off the farm) that have measurable success in managing their resources with optimal efficiency and quality. Successful nominees have implemented efficiencies or innovations in areas such as energy, water and soil conservation, manure and waste management and/or renewable energy generation.

Outstanding Achievement in Community Partnerships: Recognizes collaborations (both on and off the farm) that improve lives and communities by making positive impacts on health and wellness, hunger relief, workforce development and/or environmental stewardship. Successful nominees will demonstrate instances in which organizations collaborate with other stakeholders in their community to develop practical and effective solutions for shared challenges and goals.

“Communities, urban and rural, benefit from the individual and collective efforts of dairy farmers and dairy companies that work to advance sustainability,” said Barbara O’Brien, president of the Innovation Center for US Dairy. “We are excited to collect and share success stories that exemplify this commitment, and we continue to depend on people to nominate themselves, their business partners and their neighbors.”

An independent panel of judges will evaluate all nominations. To submit nominations, visit www.usdairy.com.

Nominations Due Mar. 3

For 6th Annual US Dairy Sustainability Awards

Thirty-year dairy industry veteran ALLEN SAYLER has joined EAS Consulting Group, LLC, as the new senior director for food and cosmetic consulting services. Sayler has been an independent consultant for EAS since 2012, particularly in the areas of food and dairy processing, food additives and FDA food compliance issues. Sayler has spent more than 30 years in the dairy industry, including 12 years as vice president of regulatory affairs and international standards at the International Dairy Foods Association (IDFA). Before that, he served in the dairy division at USDA’s Agricultural Marketing Service, and with FDA’s Milk Safety Branch. Sayler also spent 10 years as assistant dairy commissioner for the North Dakota Department of Agriculture. Prior to joining EAS full time, he was a managing partner of the Center for Food Safety & Regulatory Solutions. Sayler is active in several organizations, including the National Conference on Interstate Milk Shipment (NCIMS), the International Association for Food Protection (IAFP), International Dairy Federation and Institute of Food Technologists and the FDA Alumni Association.

KNUD VINDFELDT will step down from the executive board of Chr. Hansen Holding A/S on Feb. 28 after more than 25 years with the company and 11 years in executive management. Vindfeldt joined Chr. Hansen in 1991 and was appointed member of the executive board of Chr. Hansen Holding A/S and head of the Cultures & Enzymes Division in 2005. Last year, he was named chief operating officer and deputy CEO. Vindfeldt will continue to support Chr. Hansen as an advisor to the CEO for six months. Following this change, the executive board will consist of chief executive officer CÉSAR DE JONG and chief financial officer SØREN WESTH LONNING. As previously announced, THOMAS SCHAPER will join Chr. Hansen as chief security officer and executive board member.

CHRIS ROBERTS has joined Land O’Lakes, Inc. as executive vice president and chief operating officer, dairy foods. He comes to Land O’Lakes from Cargill, where he was president of the Cargill Value Added Proteins Division. Roberts’ appointment marks the reunification of all Land O’Lakes Dairy businesses, including the global powder organization, under one executive in a new position for the company.

HEATHER SOUBRA has been promoted to the newly-created position of chief of staff for the International Dairy Foods Association (IDFA), effective immediately. Soubra will manage the office of IDFA president and CEO Michael Dykes, while working to enhance and expand member services. She will also continue to serve as executive office liaison with other trade associations, and handle special projects like the creation of a new summer internship program. Soubra joined IDFA in 2008 and most recently served as director of industry relations and special projects.

TJITTSKE BOLT will join the Dutch Dairy Association Feb. 1 as process manager of international dairy affairs, responsible for international dairy policy and all matters concerning trade. Bolt succeeds JAN MAARTEN VRJ, who retired last week. Bolt has previously worked as senior policy officer at the Ministry of Economic Affairs and at the former Ministry of Agriculture and Fisheries, where she served as the point of contact for the dairy industry.

JENNIFER HAYES has been named commissioner of the Canadian Dairy Commission (CDC) for a three-year term effective immediately. Co-owner of a third-generation dairy farm on Quebec’s Gaspe Peninsula, Hayes has years of government experience as an active member of L’Union des Producteurs Agricoles (UPA) and its specialized dairy syndicate.

PERSONNEL

DEATHS

ALLEN WHEELER, 83, Lewiston, UT, passed away in his home Nov. 21, 2016, of acute leukemia. A graduate of North Cache High School, Wheeler married the love of his life, Dolores Gossner Wheeler, on September 17, 1955. Allen and Dolores bought a small home and acreage in Lewiston, where they built a life on a farm and raised crops, cattle and two daughters, Trish and Dixie. Farming was in his blood; he said he never worked a day in his life because he loved what he did. In his later years, he found time to stop at several “offices,” where he made many friends and solved the world’s problems before making it to Gossner Foods for lunch every day with Dolores.

MACHINE & AUTOMATION, INC.

For more information, circle #10 on the Reader Response Card on p. 14
Bubbies Homemade Ice Cream Acquired By Kenex Holdings

Chicago—Kenex Holdings, an investment holding company based in Chicago, has announced that it has completed the acquisition of Bubbles Homemade Ice Cream & Desserts, an Aiea, HI-based manufacturer of mochi ice cream.

Bubbles was founded in 1985 by Keith Robbins, and has since grown into a leading manufacturer of mochi ice cream (described as a combination of ice cream wrapped in a sweetened rice confection) in the US. Bubbles also has an international footprint, with distribution into France, Mexico, Norway, Russia, Saudi Arabia, Sweden, Switzerland, and the United Arab Emirates.

“Kenex is the perfect fit with Bubbles’ culture and this partnership will allow Bubbles to continue to grow and spread joy and peace through mochi. I believe this transaction will benefit our staff and our customers, a paramount goal of mine as I begin to transition into retirement,” Robbins said.

“I am thankful that Kenex shares my passion for the product and vision for Bubbles so that the company can perpetuate its vision and goals,” Robbins added.

Kenex has partnered with a group of industry experts, led by Rick Schaffer, who will join Bubbles as CEO. Schaffer was most recently the vice president of retail sales at Grecian Delight, a marketer and manufacturer of Greek and Mediterranean food products in the US.

“I couldn’t be more thrilled to be part of this great organization,” Schaffer said. “I look forward to working with the Bubbles team as we build upon the world-class organization Keith has so diligently assembled. Bubbles’ products and reputation are an ideal foundation as we position ourselves for growth.”

“We are excited to acquire Bubbles and invest in the next phase of its growth,” said Nick Kuneman, a partner at Kenex. “Keith has built a phenomenal company and brand that possesses a product that is second to none in the market.

“Kenex has a proven strategy of working with family-owned companies to navigate leadership transition,” Kuneman continued. “With Rick’s leadership, we have built out a team of active operators and managers as well as an experienced-advisory board that will foster continued growth and success.”

Kenex is an active investor in the food industry. This is the company’s second platform investment in the frozen sector (Imperial Frozen Foods, a frozen fruit supplier, was acquired in 2014).

Saratoga Cheese

(Continued from p. 1)

which he claimed would develop a halal and kosher cheese plant in New York’s Capital Region, using local dairy products and a cheese coagulator that he had learned about when he was an exchange student in Germany decades earlier. In 2006, Rosenbaum reformed this entity as Saratoga Cheese Corporation, with the stated purpose of developing a cheese manufacturing facility in Cayuga county.

Also according to prosecutors, Rosenbaum created additional related entities, including Saratoga Milk Corporation, which he claimed would oversee the milk production for his cheese plant, and Saratoga Bio Gas Corporation, which he claimed would develop alternative energy uses for the waste produced by the milk and cheese facilities.

Between April 2006 and October 2012, according to prosecutors, Rosenbaum solicited nearly $1 million in private investments in Saratoga Cheese Corporation and its related entities by promising investors substantial returns and shares of stock in his corporations. Rosenbaum then used his various corporate entities as personal bank accounts, diverting over $600,000 to himself by writing checks payable to himself, transferring funds to other accounts, and making numerous cash withdrawals, including withdrawals in both the Albany area and in Costa Rica.

None of the production or processing facilities for which Rosenbaum solicited funds were ever built, prosecutors noted. Rosenbaum was arraigned on a 27-count indictment on June 20, 2016, in Albany County Supreme Court, charging him with one count of grand larceny in the second degree, eight counts of grand larceny in the third degree, 10 counts of securities fraud under the Martin Act, one count of scheme to defraud in the first degree, five counts of repeated failure to file personal income tax returns under the New York Tax Law, and two counts of criminal tax fraud in the fourth degree.

On January 5, 2017, Rosenbaum pleaded guilty to the crimes of grand larceny in the second degree, securities fraud under the Martin Act, and repeated failure to file personal income tax returns under the New York Tax Law, under the securities fraud indictment.

Pursuant to Rosenbaum’s plea agreement, he agreed to execute nearly $1 million in civil judgments against himself in favor of his individual investor victims, the New York State Tax Department, and Transamerica Insurance Corporation. He will be sentenced on March 16, 2017, to three to nine years in state prison, and the attorney general’s office has agreed the resolution will satisfy both indictments pending against him.

For more information, circle #11 on the Reader Response Card on p. 14.
The two-day symposium kicks off Tuesday night with a welcome reception. Wednesday’s agenda begins with a session on the latest developments in the dairy ingredients industry led by Phil Kelly of Ireland’s Teagasc Food Research Center.

Veronique Lagrange with the US Dairy Export Council (USDEC) will cover dairy ingredient export trends and opportunities, and a roundtable discussion will focus on novel dairy ingredient and technology opportunities. Speakers include Cal Poly professor emeritus Phil Tong; Steven Dimler, Abbott Nutrition; and Jason Hwang, Frito Lay.

The afternoon session – emerging processing technologies for creating novel dairy ingredients – will be chaired by Geoffrey Smithers of the National Dairy Council. Kansas State University’s Jayendra Amacharla will cover the use of nano-scale aqueous ozone to remove biofilms from dairy membranes, and Tetra Pak’s R.J. Twoford will discuss plant design considerations for reducing water usage in membrane processing of dairy ingredients.

Another session on advances in separation and drying technologies will be chaired by Rohit Kapoor of the National Dairy Council. Kansas State University’s Jayendra Amacharla will cover the use of novel dairy ingredients for nutritional product formulation. Rosemary Walzem of Texas A&M University will also highlight the effect of dairy ingredients on gut microbiome and gut health.

The final day kicks off at 8:30 a.m. with a session on advances in membrane technologies. After lunch, Cal Poly’s David Everett will lead a talk on lipid-derived dairy ingredients. NDC’s Moshe Torres-Gonzalez will cover the changing nutrition opinions on milkfat, and Micel Britten of Australia’s CSIRO, and Penn State’s Sor Emmeritus Phil Tong; Steven Speaker and technology opportunities. The two-day symposium kicks off Tuesday night with a welcome reception. Wednesday’s agenda begins with a session on the latest developments in the dairy ingredients industry led by Phil Kelly of Ireland’s Teagasc Food Research Center.

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Market Place

The “Industry’s” Market Place for Products, Services, Equipment and Supplies, Real Estate and Employee Recruitment

Cheesemaker / Apprentice Cheesemaker
Door Artisan Cheese Company, LLC is a new Artisan Cheese Company located in beautiful Egg Harbor, WI in Door County.

Our company will specialize in manufacturing small batch artisan cheeses using numerous styles of cheeses, many of which will be Traditional and American originals. We are looking for the right person to be able to craft unique original cheeses and to work in an exciting and fast paced work environment.

We offer a full benefits plan including Major Medical Health, Vacation and Performance bonus plan. If interested in this dream opportunity, please submit resume to:

Michael C. Brennenstuhl
Door Artisan Cheese Company, LLC
8103 N Hwy 42, Egg Harbor, WI 54209
Email: mike@doorartisancheese.com
Cell: (920) 883-5340

1. Equipment for Sale

1.1. Equipment for Sale

MSA 200 WESTFALIA SEPARATOR. J ust arrived. Perfect Bowl condition - NO PITTING. Two for sale. Call Great Lakes Separators at (920) 863-3306 or email dlambert@dalez.net.

HIGH CAPACITY SEPARATOR: Alfa-Laval hrmpx 718 HGV hemetic separator. 77,000 pounds per hour separation/110,000 pounds per hour standardization. Call Great Lakes Separator at (920) 863-3306 or email dlambert@dalez.net.

SEPARATOR NEEDS - Before you buy a separator, give Great Lakes a call. TOP QUALITY, reconditioned machines at the lowest prices. Call Dave Lambert, Great Lakes Separators at (920) 863-3306; email dlambert@dalez.net.

1.2. Equipment Wanted

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 email dlambert@dalez.net.

3. Cheesecloth

CHEESECLOTH FOR ALL YOUR CHEESEMAKING NEEDS- Grade 60 (32x28) White Cheesecloth: $242/Case. 36” Wide x 60 Yards. All construction, medical grade. Microfiber and dairy wipers too. Contact Lucy Baoutou at Monarch Brands by emailing lucyb@monarchbrands.com or call 267-238-1643.

Have other hard-to-find items? Advertise their availability here. Call 608-246-8430 for more information or visit www.cheesereporter.com.

4. Walls, Flooring

EPOXY OR FIBERGLASS floors, walls, tank-linings, and tile grouting. Installed by M&W Protective Coating Co. LLC. For more information, please call (715) 234-2251.

EXTRUTECH PLASTICS 5 sanitary POLY BOARD® panels provide bright white, non-porous, easily cleanable surfaces, perfect for non-food contact applications. CFIJA and USDA accepted and Class A for smoke and flame. Call 888-818-0118 or eplastics.com.

5. Real Estate


1.3. Equipment for Sale

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

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

7. Promotion & Placement

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

8. Help Wanted

LICENSED CHEESE MAKER and Production Supervisor for Fond du lac, WI production. For more information, contact billb@sanfordroso.com or call 608-592-2700.

PLANT MANAGER: for a small-medium size Dairy Plant in Pittsburgh, PA. 7 -10 years in food production, milk intake, P&L, proven leadership, change mgmt. For more information, contact billb@sanfordroso.com or call 608-592-2700.

9. Consultants

Are you a consultant and looking to help the industry? Or are you looking for some help? Advertise here. Call 608-246-8430; email info@cheesereporter.com or visit www.cheesereporter.com for more information.

10. Cheese & Dairy Products

10.1. Dairy Plants

For hard to find products, supplies or employees, visit www.cheesereporter.com or e-mail info@cheesereporter.com or 608-246-8430 or 608246-8431.

Nuesto Queso, an award winning Hispanic cheese company is seeking a 2nd shift Sanitation Supervisor to join our team!

Responsibilities include:
- Supervising 10 hourly employees through all processes of cleaning and maintaining high level sanitation
- Work with Quality Manager to develop and implement SOP’s
- Encourage, train and mentor hourly employees.
- Establish goals and objectives; meet sanitation, cleanliness, quality and food safety requirements

Qualifications include:
- High school diploma or equivalent
- 3+ years’ experience in dairy manufacturing sanitation
- Ability to communicate in English in all forms (reading, writing and speaking)
- Computer skills including Microsoft Word, Excel and Access.
- Ability to learn internal computer systems

If you are interested in joining a fast growing company that offers competitive benefits including medical, dental, vision, life, 401(k) to name a few plus very competitive wages!

If you are interested in learning more about this position or interested in applying, please email questions and/or resume to Amanda.maestas@nuestroqueso.com

Sanitation Supervisor
NORTHWEST ILLINOIS

Nuesto Queso, a Wisconsin based Hispanic cheese company is seeking a Sanitation Supervisor to join our team!

Responsibilities include:
- Supervising 10 hourly employees through all processes of cleaning and maintaining high level sanitation
- Work with Quality Manager to develop and implement SOP’s
- Encourage, train and mentor hourly employees.
- Establish goals and objectives; meet sanitation, cleanliness, quality and food safety requirements

Qualifications include:
- High school diploma or equivalent
- 3+ years’ experience in dairy manufacturing sanitation
- Ability to communicate in English in all forms (reading, writing and speaking)
- Computer skills including Microsoft Word, Excel and Access.
- Ability to learn internal computer systems

If you are interested in joining a fast growing company that offers competitive benefits including medical, dental, vision, life, 401(k) to name a few plus very competitive wages!

If you are interested in learning more about this position or interested in applying, please email questions and/or resume to Amanda.maestas@nuestroqueso.com

11. Buyers, Distributors

Looking for someone to help market your product? Advertise here.

12. Milk

SHEEP MILK: The Wisconsin Sheep Dairy Cooperative has sheep milk available for the 2017 season. $7.00 CWT. Lowest price ever. Call Emily: 715-360-8552 or email embeiseiger@sheepmilk.biz.

14. Warehousing

FREEZER SPACE AVAILABLE: We have expanded and have freezer space available. Please contact Bob at Martin Warehouse at 608-435-6561 ext #229 or email Bob at bobs@martin-milk.com

REFRIGERATION, DRY & FROZEN STORAGE SPACE AVAILABLE: We’ve added cooler space and a heated dry storage area. Contact Eric at SUGAR RIVER COLD STORAGE at 1-877-283-5840 or email srcs@bhs.net

17. Miscellaneous

For more information on any of these advertisers, contact 608-246-8430; email info@cheesereporter.com or visit our online supplier directory at www.cheesereporter.com

Classifieds
Classified Advertising
Phone: (608) 246-8430; Fax: (608) 246-8431
E-mail: classifieds@cheesereporter.com

CHEESE REPORTER
### California Class 1 Minimum Prices & Other Advanced Prices - February 2017

**Class I:**

<table>
<thead>
<tr>
<th>Product</th>
<th>Lb. Fat</th>
<th>Lb. SNF</th>
<th>Lb. Fluid</th>
<th>Per CWT</th>
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</thead>
<tbody>
<tr>
<td>Northern CA</td>
<td>$2.5726</td>
<td>$0.8210</td>
<td>$0.0226</td>
<td>$18.13</td>
</tr>
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<td>Southern CA</td>
<td>$2.5726</td>
<td>$0.8210</td>
<td>$0.0227</td>
<td>$18.40</td>
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</tbody>
</table>

**Statewide Average CWT Price**
- Based Upon Production: $18.15
- Based Upon Utilization: $18.28

### Commodity Market Prices

**Product**
- Cheese, US 40-block, CME: $1.6700
- AA Butter, CME: $2.2753
- CA Extra Grade & Grade A NFDPM: $0.9811
- Western Dry Whey (Mostly): $0.4313

### Commodity Reference Price for February Class 1 - $18.6049

### CHEESE REPORTER

**READER RESPONSE CARD**

(Print Your Name and Address Clearly Below)

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>City/State/Zip</th>
<th>E-Mail</th>
<th>Phone</th>
</tr>
</thead>
</table>

**TYPE OF BUSINESS:**

- **Dairy Processor**
- **Cheese Manufacturer**
- **Cheese Processor**
- **Other dairy processor**
- **Dairy Marketing/Storage**
- **Dairy Marketing**
- **Dairy Shipping/Transport**
- **Dairy Manufacturing**
- **Dairy Distribution**
- **Dairy Testing/Research**
- **Dairy Feed/Impurities**
- **Dairy Slaughter/Processing**
- **Other dairy products**
- **Other**

**FOR INFORMATION ABOUT THE ADVERTISEMENTS OR NEW PRODUCT INFORMATION, CIRCLE THE NUMBER BELOW WHICH CORRESPONDS TO THE ADVERTISEMENT OR ARTICLE IN WHICH YOU ARE INTERESTED.

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
<th>11</th>
<th>12</th>
</tr>
</thead>
</table>

**Issue Date:** 3/13/17

### RELCO® A D V A N T A G E

- Expand existing process systems
- Skilled systems
- Custom protocols
- Piping installations services
- Process tanks & vessels
- ASME certified welders
- Built to USDA & 3-A standards

### DAIRY PRODUCT SALES

**January 11, 2017 - AM'S National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade dry whey; and Extra Grade and USPH Grade A nonfortified NDM.**

<table>
<thead>
<tr>
<th>Style and Region</th>
<th>Jan. 7</th>
<th>Dec. 31</th>
<th>Dec. 24</th>
<th>Dec. 17</th>
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<tr>
<td>40-Pound Block Cheddar Cheese Prices and Sales</td>
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<td></td>
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<tr>
<td>Weighted Price</td>
<td>1.746</td>
<td>1.7644</td>
<td>1.7882</td>
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<tr>
<td>Dollars/Pound</td>
<td>1.7600</td>
<td>1.7350</td>
<td>1.7200</td>
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<tr>
<td>Sales Volume</td>
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<td>12,825,800</td>
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<tr>
<td>US</td>
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<tr>
<td>50-Pound Barrel Cheddar Cheese Prices &amp; Sales &amp; Moisture Content</td>
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<td></td>
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<td>Weighted Price</td>
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<td>1.7761</td>
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<tr>
<td>Dollars/Pound</td>
<td>1.7600</td>
<td>1.7350</td>
<td>1.7200</td>
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<tr>
<td>Sales Volume</td>
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<td>15,628,402</td>
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<tr>
<td>Weighted Price Adjusted to 80% Moisture</td>
<td>1.6567</td>
<td>1.6813</td>
<td>1.7040</td>
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<tr>
<td>Dollars/Pound</td>
<td>1.7600</td>
<td>1.7350</td>
<td>1.7200</td>
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<tr>
<td>Sales Volume</td>
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<td>12,825,800</td>
<td>12,825,800</td>
<td>12,825,800</td>
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<tr>
<td>US</td>
<td>14,226,639</td>
<td>15,628,402</td>
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<tr>
<td>Weighted Price Moisture Content</td>
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<td>Percent</td>
<td>37.22</td>
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<td>Butter</td>
<td>2.2742</td>
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<td>Dollars/Pound</td>
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<td>34.75</td>
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<td>36.39</td>
<td>36.39</td>
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<tr>
<td>Cheese</td>
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<td>0.9967</td>
<td>0.9688</td>
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<tr>
<td>Dollars/Pound</td>
<td>1.0139</td>
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<td>0.9688</td>
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<td>Sales Volume</td>
<td>11,699,902</td>
<td>11,788,401</td>
<td>19,943,051</td>
<td>16,267,875</td>
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### DAIRY FUTURES PRICES

**SETTLING PRICE**

<table>
<thead>
<tr>
<th>Date</th>
<th>Month</th>
<th>Class III*</th>
<th>Class IV*</th>
<th>Dry Whey*</th>
<th>NDM*</th>
<th>Butter*</th>
<th>Cheese*</th>
</tr>
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<tbody>
<tr>
<td>1-6</td>
<td>January 17</td>
<td>16.62</td>
<td>16.29</td>
<td>42.8000</td>
<td>104.250</td>
<td>224.000</td>
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<td>16.62</td>
<td>16.29</td>
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<td>1-6</td>
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<td>16.70</td>
<td>16.70</td>
<td>43.4500</td>
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<tr>
<td>1-6</td>
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<td>16.70</td>
<td>16.70</td>
<td>43.4500</td>
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<td>16.70</td>
<td>16.70</td>
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<td>104.250</td>
<td>224.000</td>
<td>1.6960</td>
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<td>1-6</td>
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<td>16.70</td>
<td>16.70</td>
<td>43.4500</td>
<td>104.250</td>
<td>224.000</td>
<td>1.6960</td>
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<tr>
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<td>16.70</td>
<td>16.70</td>
<td>43.4500</td>
<td>104.250</td>
<td>224.000</td>
<td>1.6960</td>
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<td>104.250</td>
<td>224.000</td>
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<td>16.70</td>
<td>16.70</td>
<td>43.4500</td>
<td>104.250</td>
<td>224.000</td>
<td>1.6960</td>
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<tr>
<td>1-6</td>
<td>October 17</td>
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<td>16.70</td>
<td>43.4500</td>
<td>104.250</td>
<td>224.000</td>
<td>1.6960</td>
</tr>
<tr>
<td>1-6</td>
<td>November 17</td>
<td>16.70</td>
<td>16.70</td>
<td>43.4500</td>
<td>104.250</td>
<td>224.000</td>
<td>1.6960</td>
</tr>
<tr>
<td>1-6</td>
<td>December 17</td>
<td>16.70</td>
<td>16.70</td>
<td>43.4500</td>
<td>104.250</td>
<td>224.000</td>
<td>1.6960</td>
</tr>
</tbody>
</table>

*Cash Settlement*
Cheese sales have increased. Western contacts report supplies of fresh cheese blocks are tighter, but still good quality. NORTHEAST - JAN. 11: Current cheese production is active, although generally lighter than year-end holiday levels. Recent winter storms have caused interruptions in production and demand. Milk supplies are tight, especially as retailers get back into the market after assessing their post-holiday inventories. Sales are fair to good, as orders for party trays improve. Foodservice orders are steady. Cheddar agro programs are rebuilding supplies. Cheese yields are good, but off for better grades.

'WEST - JAN. 11: Western dairy contacts report that although milk intakes are getting used more heavily in bottling, there is still plenty of milk available for making cheese. Cheese production is active and cheese stocks are slowly rebuilding following the peak holiday demand. Industry contacts report strong prices for the season, especially cut milk inventories, are a little tight. But supplies of blocks with more milk, and barrels are more readily available. Domestic cheese consumption varies as some producers report that sales are softening while others report a slight uptick in cream demand. However, the trend is not expected to be sustained. Buying interest varies as some producers report buying back into the market, while others are holding off placing new orders. Bulk sales remain slow. Some producers and brokers report that sales for the next several days will be limited to short-term or immediate needs until the butter market stabilizes.

'CENTRAL - JAN. 12: With more clouds in the South Central area, milk handling is still highly active. Futures volumes trended marginally lower during the last several days. However, the trend is not expected to be long-term. Milk handlers indicate trends for on-farm pickup volumes are steady to building. Butter demand is rebounding as higher cheese prices are stimulating usage, especially in single serve containers. Restaurant demand is moderate. Demand from Class II soft serve and ice cream and the kick-in for manufacturing for condensed skim and cream is higher. Producers are moving higher volumes on multi-serve and stack/cup/line is trending higher to meet spring orders. Cream cheese producers are taking higher volumes as well as other markets. Cream loads are moving into Classes II, III, and IV. Cream availability on the spot market is mixed as higher cream volumes are clearing into contracts within the region, but spot cream loads from the East region are five to 10 percent lower than in the Central. Multiples are higher as demand builds for cream, ranging 1.08 - 1.21. Demand for spot milk loads from cheese plant operators is steadily higher. With increased demand, some of the cream is being consumed for making cream cheese, a trend that is expected to be higher prices for spot milk loads. EAST - JAN. 11: Northeast and Mid-Atlantic milk production is mostly steady, with seasonal increases in some areas of the region. Excess milk supplies have declined, as wintry conditions prompt infusions in pipeline volumes, the tightening of mutual aid pipelines, with the reopening of schools and universities. Class I demand in the 5th cluster is strong, as retailers continue to follow an influx of demand due to recent winter snow storms. Spot loads from the Northeast for spot loads are moving into Classes II, III, and IV. Milk production is growing in Florida. Sales have increased in the West region of the country. Shipments out of state declined to 50 loads compared to 150 exports last week, due to the higher prices and activity and volumes moving to ultra-filtration plants. The fluid cream market remains weak with multiples lowering to flat market for some exchanges.'
MARKET OPINION - CHEESE REPORTER

Cheese Comment: There was no block market activity at all on Monday. Four cars of blocks were sold Tuesday, the last on a bid at $1.7200, which set the price. Wednesday’s block market activity was limited to an unfilled bid for 1 car at $1.7350, which raised the price. On Thursday, the only block market activity was a bid-based sale of 1 car at $2.2775, which lowered the price. The barrel price jumped Tuesday on a bid-based sale of 1 car at $1.6300, and rose Wednesday on a bid-based sale of 1 car at $1.6400.

Butter Comment: The butter price jumped Monday on an offer-based sale of 1 car at $2.3075, fell Wednesday on an uncovered offer of 1 car at $2.2775, declined Thursday on a bid-based sale of 1 car at $2.2450, and rose Friday on an uncovered offer of 1 car at $2.2250.

NDM Comment: The NDM price dropped Monday on an offer-based sale of 1 car at $2.1136, rose Tuesday on an unfilled bid for 1 car at $2.1145, increased Wednesday on a bid-based sale of 1 car at $2.1145, and rose Thursday on a bid-based sale of 1 car at $2.1214.

HISTORICAL MONTHLY AVG BUTTER PRICES

<table>
<thead>
<tr>
<th>Month</th>
<th>Price</th>
<th>Change</th>
<th>Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>February</td>
<td></td>
<td></td>
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<tr>
<td>March</td>
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<tr>
<td>April</td>
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<td>May</td>
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<td></td>
</tr>
<tr>
<td>December</td>
<td></td>
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</table>

CME CASH PRICES - JANUARY 9 - 13, 2017

Visit www.cheesereporter.com for daily prices

<table>
<thead>
<tr>
<th>CHEDDAR SELLING BARRELS</th>
<th>CHEDDAR 40-LB BLOCKS</th>
<th>AA BUTTER</th>
<th>GRADE A NDM</th>
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</thead>
<tbody>
<tr>
<td>MONDAY</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>January 9</td>
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<tr>
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<td>WEDNESDAY</td>
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<td>$1.7350 (+)</td>
<td>$2.3755 (+) $1.0300 (+)</td>
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<td>THURSDAY</td>
<td>$1.6400 (+)</td>
<td>$1.7500 (+)</td>
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<td>FRIDAY</td>
<td>$1.6400 (+)</td>
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Week’s AVG Change

<table>
<thead>
<tr>
<th>Week’s AVG Change</th>
<th>Price</th>
<th>Total Sales</th>
</tr>
</thead>
<tbody>
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<td>Week’s AVG</td>
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<tr>
<td>Week’s AVG</td>
<td>$1.6250 (+)</td>
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<tr>
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<td>$1.4870 (+)</td>
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Release Date - January 13, 2017

Animal Feed Whey—Central: Milk Replacer: .3150 (NC) – .4200 (+4) For more information, circle # 33 on the Reader Response Card on p. 14

Cheese markets continued on Monday with a redefined market. While demand continued to underpin buoyant international and domestic demand continued to underpin the market.

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