CHESE MARKET NEWS®

The Weekly Newspaper Of The Nation's Cheese And Dairy/Deli Business



MADISO sheep's

◆ Guest column: 'Prevention and control of yeast and molds in cheese.' For details, see page 4.

INSIDE

- **◆ Partnership finalized for Michigan facility.** For details, see page 5.
- **♦ RPI drops 2 percent.** For details, see page 6.
- ★ Retail WATCH Exclusive: Stella brand gets updated look, adds organic products to lineup. For details, see page 7.

French sheep's milk cheese, Esquirrou, is World Champion

MADISON, Wis. — A hard sheep's milk cheese called Esquirrou, made in France at Mauleon Fromagerie by Michel Touyarou and imported by Savencia Cheese USA of New Holland, Pennsylvania, has been named the 2018 World Champion Cheese.

Earning a score of 98.376 out of 100 in last night's final judging round, Esquirrou (pronounced ehs-keer-oo) bested a recordbreaking 3,402 entries in the 2018 World Champion Cheese Contest, held at the Monona Terrace Convention Center in Madison, Wisconsin. Esquirrou is crafted in the Pyrénées region of France, aged no less than 90 days, and features nutty notes and a toasted wheat aroma.

First runner-up in the contest, with a final round score of 98.267, is Arzberger Ursteirer, a hard cow's milk cheese aged in a silver mine and made by Franz Moestl and Team of Almenland Stollenkäse in Passail, Austria. Mont Vully Bio — a raw milk cheese washed with Pinot Noir wine and made by Ewald Schafer of Fromagerie Schafer in Cressier, Switzerland — earned the second runner-up position with a score of 98.256 in the final round.

"We salute World Championship Cheese Contest winners for their innovation and commitment to excellence in their craft," says John Umhoefer, executive director of the Wisconsin Cheese Makers Association, which hosts the biennial competition.

A total of 26 nations were represented in this year's contest, and U.S. cheesemakers earned gold medals in 87 of the 121 contest classes. Switzerland came in second with nine golds, and cheesemakers in Netherlands earned seven golds.

Among American states, Wisconsin dominated the competition with 47 gold medals. Idaho, New York, and Vermont tied in the state rankings with six gold medals. Cheesemakers in New Jersey earned four top spots.

The World Championship Cheese Contest, initiated in 1957, is the largest technical cheese, butter, and yogurt competition in the world. A team of 56 internationally-renowned judges evaluated all entries over the three-day competition.

In addition to the champion and two runners-up, the top 20 finalists of the contest include: English Hollow Cheddar made by Maple Leaf Cheesemaking Team, Maple Leaf Cheesemakers Inc., Monroe, Wisconsin; Burrata made by Team Aguas, Caputo Cheese, Melrose Park, Illinois; Mont Vully Bio made by Ewald Schafer, Fromagerie Schafer, Cressier, Switzerland; Baby Swiss made by Team Steenderen, FrieslandCampina Export, Wolvega, Friesland, Netherlands; Mild Gouda made by Eric Steltenpohl, Saxon Cheese LLC, Cleveland, Wisconsin; North-Holland PDO Special Old Big Wheel made by Team Lutjewinkel North-Holland Gold, FrieslandCampina Export, Wolvega, Friesland, Netherlands; Arzberger Ursteirer made by Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria; Teichalmer made by Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail,

Austria; Le Maréchal made by Fromagerie Le Maréchal SA, Granges-Marnand, Vaud, Switzerland; Sartori Reserve Espresso BellaVitano made by Mike Matucheski, Sartori Co., Antigo, Wisconsin; De Graafstroom Oud made by De Graafstroom, Bleskensgraaf, Zuid Holland, Netherlands; Chebrie made by Woolwich Dairy's Team, Saputo Dairy Products Canada G.P., Orangeville, Ontario; Coupole made by Aged Cheese Team, Vermont Creamery, Websterville, Vermont; Fromage de Chévre made by Dummermuth+Kursner, Fromagerie, Gimel, Vaud, Switzerland; Holland Master Geit PDO made by Team Gerkesk-FrieslandCampina looster, Export, Wolvega, Friesland, Netherlands; Bio Vallée Brebidoux made by Yan Sutterlin, La Fromathèque, Martigny-Croix, VS, Switzerland; Esquirrou entered by Savencia Cheese USA, New Holland, Pennsylvania (imported from France); Cave Aged Chandoka made by David Rogers and Team LaClare, LaClare Family Creamery, Malone, Wisconsin; Sartori Limited Edition Pastorale Blend made by Mike Matucheski, Sartori Co., Antigo, Turn to CHAMPION, page 11 ⇒

Dairy stakeholders call for U.S. leadership on IP issues

WASHINGTON — Several food, beverage and agriculture organizations recently sent a letter welcoming Andrei Iancu as the new director of the U.S. Patent and Trademark Office (USPTO). The organizations also asked Iancu to maintain critical department roles and functions to help address inappropriate geographical indications (GIs) and other intellectual property rights concerns.

"We are concerned that internal changes USPTO may be contemplating would disrupt USPTO's ability to effectively tackle these concerns and represent America's policy interests as they relate to these issues," says the letter signed by the International Dairy Foods Association, National Milk Producers Federation, Grocery Manufacturers Association, U.S. Dairy Export Council, Consortium for Common Food Names (CCFN), American Farm Bureau Federation, National Council of Farmer Cooperatives, North American Meat Institute, USA Rice and the Wine Institute.

The groups say, as an example, that consistent collaboration with USPTO's overseas attachés and U.S.-based policy team has been a key factor in USPTO's ability to educate foreign governments on GI issues.

The groups say they have worked closely with the department's Office of Policy and International Affairs (OPIA) and called its staff "expert allies" in advancing their shared goals of reducing trade barriers in foreign markets and curbing predatory efforts by foreign competitors. OPIA also plays an essential role in protecting American companies' use of common food names, the groups add.

"We appreciate your commitment to strong leadership on IP policy and ask that you keep these concerns in mind as you evaluate how to best structure USPTO resources for efficiency and effectiveness," the groups say.

Meanwhile, in testimony before the Office of the U.S. Trade *Turn to IP, page 6* \Rightarrow

Midwest distributor Lipari Foods buys Jim's Cheese

WARREN, Mich. — Lipari Foods, a Midwest food distributor based in Warren, Michigan, this week announced the acquisition of the cheese cutting and packaging business of Jim's Cheese LLC, Waterloo, Wisconsin.

Jim's Cheese is known for its large selection of specialty, aged and cut out cheeses and has been supplying Wisconsin cheese since 1955.

The acquisition will be a great addition to Lipari Foods' offerings of quality products and will expand its manufacturing capabilities, company officials say, noting the acquisition will operate under the JLM Manufacturing division of Lipari Foods.

Lipari's plan is to continue to be the premier "perimeter of the store and specialty" distributor, the company notes.

"We are excited to team up with an established, service-driven *Turn to BUY, page 6* ⇒

RD Smith Co. acquired by Crane Engineering

EAU CLAIRE, Wis. — Crane Engineering, a Wisconsin distributor of fluid technology solutions, this week announced that it has finalized the acquisition of RD Smith Co. Inc., a long-standing fluid processing equipment distributor based in Eau Claire, Wisconsin, serving Wisconsin, Minnesota and northern Iowa.

The deal adds more

Turn to DEAL, page 6

⇒

MARKET INDICATORS



Chicago Mercantile Exchange

Cash prices for the week ended March 9, 2018

	Monday	Tuesday	Wednesday	Thursday	Friday
	March 5	March 6	March 7	March 8	March 9
Cheese Barrels Price Change	\$1.5125	\$1.5150	\$1.5100	\$1.5100	\$1.4975
	+3 3/4	+1/4	-1/2	NC	-1 1/4
Cheese 40-lb. Bloc Price Change	\$1.6025 +4 1/4	\$1.6025 NC	\$1.5600 -4 1/4	\$1.5800 +2	\$1.5700 -1

Weekly average (March 5-9): Barrels: \$1.5090(+.0375); 40-lb. Blocks: \$1.5830(+.0480). Weekly ave. one year ago (March 6-10, 2017): Barrels: \$1.4235; 40-lb. Blocks: \$1.4325.

Grade A NDM					
Price	\$0.6500	\$0.6475	\$0.6475	\$0.6475	\$0.6850
Change	-1 1/4	-1/4	NC	NC	+3 3/4

Weekly average (March 5-9): Grade A: \$0.6555(-.0165).

Grade AA Butter Price Change \$2.2025 +1/4	\$2.2325	\$2.2300	\$2.2175	\$2.2050
	+3	-1/4	-1 1/4	-1 1/4

Weekly average (March 5-9): Grade AA: \$2.2175(+.0245).

Class II Cream (Major Northeast Cities): \$2.5000(+.0096)-\$2.7851(+.0998).

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Weekly Cold Storage Holdings March 5, 2018 On hand Week **Change since March 1 Last Year** Monday Change **Pounds** Percent **Pounds** Change **Butter** +1,997+79920,782 +4 17,752 +3,030 -454Cheese 86,965 -1,134 86,955

(These data, which include government stocks and are reported in thousands of pounds, are based on reports from $a\ limited\ sample\ of\ cold\ storage\ centers\ across\ the\ country.\ This\ chart\ is\ designed\ to\ help\ the\ dairy\ industry\ see\ the$ trends in cold storage between the release of the National Agricultural Statistics Service's monthly cold storage reports.)

CHEESE FUTURES* for the week ending March 8, 2018

(Listings for each day by month, settling price and open interest)

	Fri., M	Iarch 2	Mon., I	March 5	Tues.,	March 6	Wed., M	Iarch 7	Thurs., N	March 8
MAR18	1.541	3,724	1.545	3,724	1.545	3,694	1.541	3,700	1.543	3,700
APR18	1.536	3,478	1.546	3,499	1.542	3,513	1.529	3,531	1.529	3,551
MAY18	1.544	3,067	1.553	3,071	1.546	3,057	1.533	3,064	1.537	3,095
JUN18	1.596	2,895	1.600	2,890	1.596	2,902	1.583	2,909	1.585	2,916
JUL18	1.648	2,135	1.652	2,135	1.651	2,169	1.641	2,176	1.644	2,184
AUG18	1.680	2,064	1.682	2,069	1.680	2,074	1.676	2,080	1.671	2,089
SEP18	1.700	2,077	1.702	2,073	1.699	2,069	1.699	2,085	1.695	2,091
OCT18	1.706	1,826	1.706	1,826	1.705	1,828	1.700	1,847	1.698	1,849
NOV18	1.700	1,941	1.700	1,941	1.695	1,947	1.694	1,965	1.695	1,971
DEC18	1.689	1,701	1.689	1,701	1.685	1,702	1.684	1,712	1.676	1,718
JAN19	1.670	260	1.670	260	1.670	269	1.670	274	1.665	275
FEB 19	1.670	121	1.670	121	1.670	128	1.670	133	1.670	133
MAR 19	1.662	46	1.662	47	1.666	49	1.666	54	1.666	54
APR 19	1.669	9	1.669	9	1.669	9	1.669	14	1.669	14
Total Contracts Traded/										
Open Interest 87/25,362		121	/25,384	195	5/25,428	262/	25,577	214/25,673		

Daily market prices are available by visiting CME's online statistics sites at http://www.cmegroup.com. *Total Contracts Traded/Open Interest reflect additional months not included in this chart

DRY WHEY FUTURES for the week ended March 8, 2018

(Listings for each day by month, settling price and open interest)

	Fri., Ma	rch 2	Mon., Ma	irch 5	Tues., Ma	arch 6	Wed., Ma	irch 7	Thurs., M	arch 8
MAR18	25.000	478	25.000	479	25.000	479	25.500	479	26.000	485
APR18	25.700	448	26.000	450	26.000	451	25.800	448	26.475	450
MAY18	25.925	421	26.250	421	26.000	421	26.000	421	27.250	423
JUN18	26.550	380	26.550	380	26.550	379	26.550	379	27.375	379
JUL18	27.250	320	27.250	320	27.250	322	27.250	328	27.525	328
AUG18	27.625	246	27.650	246	27.650	249	27.750	251	27.775	251
SEP18	28.400	310	28.500	309	28.500	309	28.550	315	29.000	317
OCT18	28.600	269	28.600	269	28.600	269	28.600	269	29.300	274
NOV18	28.500	289	28.500	289	28.500	289	28.500	289	29.125	289
DEC18	29.000	292	29.000	292	29.000	292	29.000	292	29.500	292
JAN19	30.500	12	30.500	12	30.500	12	30.500	12	30.500	13
FEB19	30.750	2	30.750	2	30.750	2	30.750	2	30.750	2
MAR 19	31.000	6	31.000	6	31.000	6	31.000	6	31.025	6
APR 19	32.500	2	32.500	2	32.500	2	32.500	2	32.500	2
MAY 19	32.000	2	32.000	2	32.000	2	32.000	2	32.000	2
Total Contracts Traded/										
Open Interest 21/3,477		/3,477	4.	/3,479	9	/3,484	58/	3,495	66/	3,513

Daily market prices are available by visiting CME's online statistics sites at http://www.cmegroup.com

CLASS III PRICE

(Dollars per hundredweight, 3.5% butterfat test)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2012	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
2013	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
2014	21.15	23.35	23.33	24.31	22.57	21.36	21.60	22.25	24.60	23.82	21.94	17.82
2015	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
2016	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
2017	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
2018	14.00	13.40										

STAFF

Susan Quarne. Publisher

(PH 608/831-6002; FAX 608/288-9093) email: squarne@cheesemarketnews.com Kate Sander, Editorial Director (PH 509/962-4026; FAX 608/288-9093)

Alyssa Mitchell, Managing Editor (PH 608/288-9090; FAX 608/288-9093) email: amitchell@cheesemarketnews.com Rena Archwamety. Senior Editor (PH 608/288-9090; FAX 608/288-9093)

email: rena@cheesemarketnews.com Mallory Leonard, Assistant Editor (PH 608/288-9090; FAX 608/288-9093) email: mlennard@cheesemarketnews.com

REGULAR CONTRIBUTORS

Creative Business Services. FCStone. International Dairy Foods Association, Eric Meyer, National Milk Producers Federation, Rice Dairy, John Umhoefer, WOW Logistics, **Edward Zimmerman**

Contact: Susan Ouarne - Publisher P.O. Box 628254, Middleton, WI 53562

ADVERTISING/SUBSCRIPTION ORDERS & INFO PHONE 608/831-6002 • FAX 608/288-9093

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Dry Products*

March 9, 2018

NONFAT DRY MILK

low/medium heat \$.6800-\$0.7550(-1/2); Central & East:

mostly \$.7000(-2)-\$.7400. high heat \$.8300(-2)-\$.9800

low/medium heat \$.6150(-1/4)-\$.7500(-3); West:

mostly \$.6500(-4)-\$.7200(-3). high heat \$.8500(-1)-\$.9400(-1/2).

Calif. manufacturing plants: extra grade/grade A weighted ave. \$.7174(+.0003)

based on 18,283,285 lbs.

WHOLE MILK POWDER (National):

\$1.4000-\$1.5000.

EDIBLE LACTOSE

(FOB) Central and West: \$.1650(+1/2)-\$.3500; mostly \$.1800(+1)-\$.2450.

WHEY POWDER

nonhygroscopic \$.2000(-1 1/2)-\$.3100(-2); Central:

mostly \$.2200-\$.2500. nonhygroscopic \$.2100-\$.3200; West: mostly \$.2200-\$.2800.

extra grade/grade A \$.2500-\$.2900(-1/4). (FOB) Northeast:

ANIMAL FEED WHEY (Central): Whey spray milk replacer \$.1500-\$.2150.

WHEY PROTEIN CONCENTRATE (34 percent): \$.6000(+1)-\$.9400; mostly \$.6400-\$.7600.

DRY BUTTERMILK

(FOB)Central & East: \$.6700-\$.7900(-1).

(FOB) West: \$.6800-\$.7700; mostly \$.6900(-1)-\$.7200(-1).

CASEIN: Rennet \$2.3275(+10 1/4)-\$2.4225(+13 3/4); Acid \$3.0200(+3)-\$3.3500.

*Source: USDA's Dairy Market News

NEWS/BUSINESS



USDA, HHS invite public comments on topics, questions for Dietary Guidelines

WASHINGTON — USDA and the U.S. Department of Health and Human Services (HHS) in the Federal Register last week announced a new step in the Dietary Guidelines for Americans (DGA) development process. For the first time, the departments are seeking public comments on the proposed priority topics and supporting scientific questions that will guide the development of the upcoming 2020-2025 edition of the DGA.

The Dietary Guidelines for Americans serve as the cornerstone of federal nutrition programs and policies. This new public comment stage at the beginning of the DGA development process helps maintain the integrity of the process and ensure transparency in communicating the topics that meet the priorities of federal nutrition programs, USDA and HHS say, noting this new approach allows for more public participation over this multiyear development process. It also improves customer service by being more responsive to stakeholder recommendations and feedback.

"The American taxpayer is an essential customer — indeed, a shareholder," says Brandon Lipps, Acting Deputy Under Secretary for Food, Nutrition and Consumer Services at USDA, the administrative lead for the 2020-2025 DGA. "We're proud to be taking this important step forward towards greater transparency and ensuring that the American public's voice is heard throughout this process."

USDA and HHS are proposing a life stage approach for this edition of the DGA, focusing on priority scientific questions from birth through older adulthood. The 2014 Farm Bill mandated that, starting with the 2020-2025 edition, the DGA provide guidance for women who are pregnant, as well as infants and toddlers from birth to 24 months.

In addition to a focus on life stages, the topics and supporting questions for public comment reflect a continued focus on patterns of what Americans eat and drink as a whole, on average and over time, not on individual foods or food groups, USDA and HHS say.

The 2020-2025 DGA topics proposed USDA and HHS are based on four criteria:

- Relevance: The topic is within the scope of the DGA and its focus on foodbased recommendations, not clinical guidelines for medical treatment;
- Importance: The topic has new, relevant data and represents an area of substantial public health concern, uncertainty and/or knowledge gap;
- Potential federal impact: There is a probability that guidance on the topic would inform federal food and nutrition policies and programs; and
- Avoiding duplication: The topic is not currently addressed through existing evidence-based federal guidance (other than the Dietary Guidelines).

USDA and HHS will consider all public comments submitted in finalizing the list of topics and supporting questions to be examined in the development of the 2020-2025 DGA.

Interested parties may submit comments through March 30, 2018. The topics, supporting scientific questions, and link to submit public comments is available at DietaryGuidelines.gov.

After finalizing the topics and supporting questions, USDA and HHS will post a public call for the Dietary Guidelines Advisory Committee nominations. The areas of expertise needed will be based on the final topics and supporting scientific questions, resulting in a coordinated and efficient scientific review.

For more information, contact Kristin Koegel with USDA's Food and Nutrition Service at 703-305-7600 or email dietaryguidelines@cnpp.usda.gov. CMN

National Dairy Products Sales Report

For the week ended:	3/3/18	2/24/18	2/17/18	2/10/18
Cheese 40-lb. Blocks:				
Average price ¹	\$1.5513	\$1.5308	\$1.5266	\$1.5357
Sales volume ²	11,968,798	*12,606,249	12,258,160	12,959,794
Cheese 500-lb. Barrels:				
Average price ¹	\$1.5332	*\$1.4821	\$1.4573	\$1.4392
Adj. price to 38% moisture	\$1.4574	\$1.4082	\$1.3871	\$1.3720
Sales volume ²	12,364,849	*12,537,051	12,890,581	13,609,999
Moisture content	34.77	34.75	34.86	34.96
Butter:				
Average price ¹	\$2.1373	*\$2.1069	*\$2.0828	*\$2.1305
Sales volume ²	6,490,650	*7,449,760	*7,167,284	*6,127,092
Nonfat Dry Milk:				
Average price ¹	\$0.7012	*\$0.7112	*\$0.7118	*\$0.7133
Sales volume ²	16,942,074	*18,900,984	*25,515,774	*22,239,993
Dry Whey:				
Average price ¹	\$0.2589	*\$0.2551	*\$0.2502	*\$0.2527
Sales volume ²	5,655,252	*7,476,561	10,539,246	10,400,148

*/Revised. ¹/Prices weighted by volumes reported. ²/Sales as reported by participating manufacturers. Reported in pounds.

MARKET INDICATORS

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CME FUTURES for the week ended March 8, 2018 Class III Milk*

	Fri., M	arch 2	Mon., M	Iarch 5	Tues., N	Aarch 6	Wed., M	March 7	Thurs., M	Iarch 8
MAR18	14.12	4,337	14.15	4,395	14.17	4,405	14.13	4,338	14.16	4,318
APR18	14.09	3,576	14.19	3,651	14.15	3,628	14.02	3,664	14.10	3,649
MAY18	14.23	2,739	14.30	2,744	14.25	2,750	14.14	2,774	14.20	2,767
JUN18	14.75	2,268	14.78	2,274	14.77	2,283	14.63	2,281	14.68	2,268
JUL18	15.27	1,731	15.33	1,734	15.33	1,738	15.23	1,741	15.25	1,745
AUG18	15.63	1,526	15.67	1,527	15.65	1,535	15.59	1,535	15.62	1,535
SEP18	15.89	1,682	15.90	1,680	15.87	1,697	15.82	1,698	15.87	1,699
OCT18	15.95	1,331	15.95	1,335	15.90	1,341	15.88	1,346	15.87	1,345
NOV18	15.83	1,295	15.83	1,295	15.79	1,294	15.79	1,292	15.80	1,293
DEC18	15.75	1,216	15.75	1,216	15.71	1,217	15.69	1,221	15.72	1,222
JAN19	15.52	83	15.52	83	15.52	83	15.46	83	15.50	83
FEB 19	15.57	43	15.57	43	15.57	43	15.51	44	15.56	44
MAR19	15.64	40	15.64	40	15.64	40	15.55	41	15.57	41
APR 19	15.50	32	15.50	32	15.50	32	15.50	32	15.50	32
MAY 19 15.54 31		31	15.54	31	15.54	31	15.54	31	15.54	31
Total Contracts Traded/										
Open Interest 407/22.113			471	/22,263	570)/22.300	692	2/22.304	62	4/22,255

Class IV Milk

	Fri., Ma	arch 2	Mon., March 5		Tues., Ma	arch 6	Wed., M	Iarch 7	Thurs., March 8	
MAR18	13.38	276	13.38	266	13.38	223	13.25	221	13.25	221
APR18	13.40	231	13.36	231	13.36	212	13.28	211	13.28	211
MAY18	13.69	154	13.63	154	13.63	154	13.48	154	13.48	154
JUN18	13.85	162	13.85	162	13.85	162	13.69	162	13.74	162
JUL18	14.05	148	14.05	153	14.05	166	14.05	166	14.05	166
AUG18	14.39	147	14.33	153	14.33	161	14.33	161	14.32	162
SEP18	14.55	132	14.55	137	14.55	147	14.55	149	14.53	150
OCT 18	14.77	118	14.74	123	14.74	133	14.74	135	14.74	145
NOV 18	14.92	120	14.90	125	14.90	135	14.90	137	14.90	147
DEC 18	14.93	101	14.93	106	14.93	116	14.93	118	14.93	128
Total Contra	acts Trade	ed/								
Open Interest 20/1,589		64	4/1,610	75.	/1,609	17	7/1,614	34	1/1,646	

Cash-Settled NDM*

	Fri., M	arch 2	Mon., M	arch 5	Tues., M	arch 6	Wed., Ma	arch 7	Thurs., M	larch 8
MAR18	71.250	1,327	71.250	1,328	71.000	1,331	71.000	1,331	70.725	1,347
APR18	70.125	1,195	69.975	1,205	69.000	1,183	68.525	1,148	69.375	1,148
MAY18	71.375	931	71.000	947	69.900	941	69.600	930	70.800	934
JUN18	73.150	821	72.325	823	71.450	817	71.200	814	72.650	820
JUL18	75.275	670	74.300	697	73.075	731	73.000	788	74.500	786
AUG 18	76.975	520	76.350	551	75.025	571	74.800	602	76.200	608
SEP 18	79.000	534	78.200	556	77.000	600	76.700	636	77.825	642
OCT 18	80.500	403	80.025	467	79.100	515	78.525	528	79.675	540
NOV18	82.000	319	81.775	338	80.725	354	80.025	363	81.850	373
DEC 18	83.350	348	83.250	369	81.750	370	81.325	368	82.625	385
Total Contr	acts Trad	led/								
Open Inter	est 51	4/7,374	439	7,595	68'	7/7,746	658	3/7,851	239/	7,941

Cash-Settled Butter*

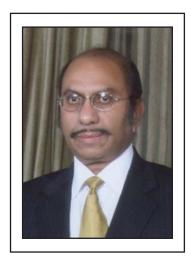
	Fri., Ma	rch 2	Mon., Ma	irch 5	Tues., M	arch 6	Wed., Ma	irch 7	Thurs., M	arch 8
MAR18	221.500	1,380	222.500	1,380	222.500	1,377	220.000	1,377	220.000	1,376
APR18	224.500	1,160	225.000	1,162	228.250	1,172	226.500	1,190	223.500	1,183
MAY18	227.000	972	228.000	974	230.750	996	229.000	1,002	226.500	1,012
JUN18	228.000	990	229.500	991	232.500	995	230.750	1,003	228.750	1,007
JUL18	230.250	773	231.050	773	233.100	770	232.000	768	230.975	772
AUG18	232.250	506	232.250	506	234.450	500	234.125	507	233.025	524
SEP 18	232.025	421	232.025	421	234.500	423	234.200	418	234.200	421
OCT 18	233.100	365	233.100	365	235.000	365	235.300	373	235.300	386
NOV 18	233.500	294	233.500	294	235.625	294	235.625	294	235.625	296
DEC 18	231.800	227	231.800	227	233.400	227	234.250	237	234.250	237
Total Contracts Traded/										
Open Inter	est 18	0/7,090	19	/7,095	9	8/7,121	195	7,171	162	2/7,216

Daily market prices are available by visiting CME's online statistics sites at http://www.cmegroup.com.
*Total Contracts Traded/Open Interest reflect additional months not included in this chart.

GUEST COLUMNIST



CMN Exclusive!



Perspective: Cheese Technology

Dr. Mali Reddy serves as president of the American Dairy and Food Consulting Laboratories and International Media and Cultures (IMAC Inc.), Denver, Colorado. He holds several degrees including M.S. and Ph.D. degrees from Iowa State University in food technology and microbiology. He is a guest columnist for this week's issue of *Cheese Market News*®.

Prevention and control of yeast and molds in cheese

Since yeast and molds are widespread in the environment, controlling them in cheese involves an integrated multiprong approach.

How to reduce yeast and molds during the manufacture of cheese?

Raw milk: Raw milk contains vegetative yeast and mold spores. Despite popular belief, some of them may not be inactivated by pasteurization. It is good practice to activate the lacto peroxidase (LP) system in raw milk using milk silo cultures. The end products of the LP system will not only inhibit some yeasts but also pathogenic bacteria.

<u>Bulk starters:</u> Fully-grown bulk starters (that are designed to inhibit yeast and molds) will have hydrogen peroxide, bacteriocins and natural organic acids. When such bulk starters are used at the beginning of vat fill, the natural LP sys-

tem gets activated due to the presence of natural microbial hydrogen peroxide, thus inhibiting some of the thermally injured yeasts in the vat milk.

Use of mold inhibitors in the cheese: If the Code of Federal Regulations (CFR) allows a product to use the approved antimycotics in a particular standard of identity product, use them. They can be applied either into the body of the cheese (added at the time of kneading in Mozzarella cheese) or in some cases onto the surface of cheese, as per the CFR requirements.

Brine tanks: Brine tanks are a major source of yeast and mold contamination because of the constant aeration and infusion of residual sugars and brokendown protein products from the cheese. Proven Brine Guard cultures can protect the brine with the production of

inhibitory compounds and bacteriocins, reducing nutrients for yeast and mold.

How to reduce yeast and molds in the shredding or dicing operation of cheese?

Sanitation: The shred room must be fogged with chlorine periodically to eliminate airborne contamination. Floors and walls must be regularly swept and sanitized. Only least-dusty anti-caking agents should be used in shredding plants to eliminate crusting on floors, ceilings and walls, in addition to being safer for employees. Cheese solids impregnated with anti-caking agents, typically what you see on the floors of shred plants, encourage the growth of yeast and molds through retention of moisture.

Anti-caking agents: As far as possible, limit the use of dry blended and dusty anti-caking agents as it is difficult to eliminate the contamination of yeast and molds when they are blended in an exposed atmosphere. If a dry blended anti-caking agent has an anti-molding ingredient in it, naturally it tests negative for yeast and molds. When it is diluted after applying onto the cheese, the subdued yeast and molds will grow and spoil the product. The anti-caking agent must be spray dried, with high heat, at low pH, to destroy the yeast, molds and their spores.

Generally dry blended anti-caking agents will not have mold inhibitors uniformly distributed because of the variation in the size of the particles. The best approach is to totally liquefy the ingredients of the anti-caking agent along with the mold inhibitor (to arrive at nano particles) and then spray dry to arrive at the smallest particle size, uniformly micro-coated anti-caking agent. This will allow the mold inhibitor to uniformly micro-coat the shredded

or diced cheese and thus will not let yeast and molds grow. This has been proven with 100-percent success in commerce. It is important because the latest stringent request by end users is that the shredded or diced cheese should not mold for at least one month after opening the packages.

How to reduce the growth of yeast and molds in the packaged cheese?

Nitrogen gas flushing (with or without carbon dioxide) will reduce or minimize the concentration of oxygen in the package. If the oxygen concentration is less than 0.5 ppm, according to literature, the mold proliferation will be retarded. Unfortunately, some yeasts are facultative anaerobic and can multiply even if oxygen is reduced to 0.5 ppm. Non-oxygen permeable packaging material will prevent the growth of yeast and molds as long as there are no pinholes, tears or improper sealing. Chemical anti-molding inhibitors will retard the yeast and molds provided the initial concentration of yeast and molds are significantly low.

The use of oxygen-reducing enzymes (glucose oxidase) will limit the growth of yeast and molds, again provided there is no breach in the packaging material. The best prevention is to use a combination of natural glucose oxidase enzyme, chemical mold inhibitor and oxygen impermeable packaging material.

Since elimination of yeast and molds is a constant battle, basic sanitation and employee education — from making cheese to packaging — cannot be ignored. CMN

The views expressed by CMN's guest columnists are their own opinions and do not necessarily reflect those of Cheese Market News®.

NEWS/BUSINESS



BARABOO, Wis. — Foremost Farms USA this week announced it has agreed to sell its pharmaceutical lactose business located in Rothschild, Wisconsin, to Kerry Biofunctional Ingredients Inc., a division of the Ireland-based Kerry Group.

Foremost Farms says it has a longstanding strategic relationship with Kerry in the pharmaceutical lactose business, under which Foremost Farms manufactured both its own products under the Foremost Farms brand, Fast-Flo, as well as Kerry products under the Kerry brand, Sheffield. Kerry marketed those products worldwide in conjunction with its global excipients business.

"Both companies decided that to strategically compete in the pharmaceutical business, the manufacturing and marketing of these products need to be combined under one ownership to remain competitive in today's rapidlychanging environment," says Michael Doyle, president and CEO, Foremost Farms.

Foremost Farms will continue to have a strategic relationship with Kerry in the pharmaceutical business by providing its members' milk solids to the Rothschild plant for the manufacture of pharmaceutical lactose by Kerry in a long-term supply agreement, Doyle notes.

"Together both companies believe this will be the best way to drive profitability and growth in this marketplace while still protecting the interests of both companies into the future," he says. "This sale fits Foremost Farms USA's long-term strategy by reinvesting the proceeds from the sale of this business into other value-added whey protein products/businesses that will position us to profitably compete in the global market using our members' quality milk solids." CMN

USDA raises 2018 milk production forecast on milk per cow growth in first half of year

WASHINGTON — USDA's forecast for 2018 U.S. milk production is raised from its forecast last month on more rapid growth in milk per cow in the first half of the year.

In its "World Agricultural Supply and Demand Estimates" report released Thursday, USDA forecasts 2018 milk production at 219.0 billion pounds, up 300 million pounds from last month's report.

In the same report, USDA also reduces its forecast for 2018 imports on a fat and skim-solids basis due to slower sales of a number of processed dairy products.

The forecast for fat-basis exports is raised by 100 million pounds on increased cheese sales to 9.6 billion pounds. The 2018 forecast for exports on a skim-solids basis also is raised on stronger sales of both cheese and whey products from 42.5 billion pounds to 42.8

billion pounds.

Annual product price forecasts for cheese and butter are raised from the previous month as recent prices have increased. Cheese is now forecast to average \$1.545-\$1.605 per pound and butter is forecast to average \$2.210-\$2.300.

However, continued large supplies of nonfat dry milk (NDM) are expected to pressure NDM prices, and the NDM forecast is reduced from \$0.715-\$0.775 last month to \$0.700-\$0.750. The whey price forecast is reduced to \$0.265-\$0.295.

The Class III price forecast is raised to \$14.30-\$14.90 per hundredweight on the cheese price projection, while the Class IV price is down to \$13.25-\$13.95, as the lower NDM price more than offsets a higher butter price forecast, USDA says.

The all-milk price is for ecast at \$15.75-\$16.35, unchanged at the midpoint. CMN

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NEWS/BUSINESS



Prices mixed at latest Global Dairy Trade auction; GDT releases 2017 annual report

AUCKLAND New Zealand — The Global Dairy Trade (GDT) price index fell 0.6 percent, and average commodity prices were mixed Tuesday following the latest auction on GDT, Fonterra's internet-based sales platform.

No lactose prices were published at Tuesday's auction. Other average prices and the percent change from last month are as follows:

- Anhydrous milkfat: US\$6,245 per metric ton FAS (\$2.8327 per pound), down 3.2 percent.
- Butter: US\$5,280 per metric ton FAS (\$2.3950 per pound), down 1.0 percent.
- Buttermilk powder: US\$1,959 per metric ton FAS (\$0.8886 per pound), down 4.3 percent.
- Cheddar: US\$3,759 per metric ton FAS (\$1.7051 per pound), up 1.7 percent.

- Rennet casein: US\$5,128 per metric ton FAS (\$2.3260 per pound), up 2.2 percent.
- Skim milk powder (SMP): US\$2,051 per metric ton FAS (\$0.9303 per pound), up 5.5 percent.
- Whole milk powder: US\$3,232 per metric ton FAS (\$1.4660 per pound), down 0.8 percent.

The next trading event will be held March 20.

GDT this week announced that it has initiated a review of the factors leading to price outcomes for ultra high temperature (UHT) SMP product in contract periods 1, 2 and 3 in trading event 207. The review has been initiated in consultation with the GDT Events Oversight Board and will investigate the observed differences in winning prices for the UHT SMP product, relative to the SMP medium heat product in the relevant contract periods.

To provide assurance to market participants, a summary of findings will be published prior to the next auction March 20, GDT says.

Meanwhile, GDT this week released its 2017 annual report.

"While Global Dairy Trade is best known for its price discovery role, we view our purpose more broadly. It is to provide trading platforms and information that enhance the confidence of buyers and sellers to trade in global and local dairy markets," says Eric Hansen, GDT director.

During the nearly 10 years it has operated, GDT Events have facilitated the trade of more than US\$21 billion cumulative value of dairy products to buvers from more than 80 countries, the report says. More than 40 specifications of dairy ingredients now are offered and more than 6.3 million metric tons (14 billion pounds) of dairy ingredients have been traded.

The report notes work has begun on a significant platform upgrade for GDT Events, which will provide the latest digital features and greater user flexibility.

The first phase of the new generation platform is scheduled to begin this year.

In September, GDT Events' first multi-seller pool was announced. Three of the leading U.S. lactose producers registered to participate in the pool, including Agropur Inc., Hilmar Ingredients and Valley Queen Cheese. Several other leading dairy producers have expressed interest in joining in 2018, the report says.

This year for the first time, GDT provided the opportunity for businesses to further deepen their connections by meeting face-to-face with each other at its inaugural GDT Buyers' Conference, held in November in Singapore. The event, held alongside the NZX Global Dairy Seminar, brought together buyers and sellers from around the world with GDT's own senior team and members of the GDT Events Oversight Board during a series of presentations and networking sessions.

The report notes that registered sellers and products on GDT increased over the course of 2017. The largest increase was seen in the lactose product group, rising from three to eight products offered. The largest offering is in the SMP product group due to the large number of supply regions, the report says.

Participating bidders per quarter were stable during 2017, averaging 260 across 2017. Winning bidders averaged 232, the report adds.

The report says consistent with previous years, North Asia and Southeast Asia and Oceania were the most active regions, comprising more than 50 percent of total participating bidders.

Average prices in 2017 were higher for anhydrous milkfat (AMF), up 58 percent; SMP, up 3 percent; and whole milk powder, up 25 percent. AMF reached an all-time high of US\$7,119 per metric ton FAS in October.

Meanwhile, average prices in 2017 also were higher for butter, up 64 percent; buttermilk powder, up 10 percent; Cheddar, up 24 percent; and rennet casein, up 12 percent. Butter reached an all-time high in July of US\$6,537 per metric ton FAS.

The average price of lactose was 22 percent higher in 2017 and reached an all time high of US\$971 per metric ton FAS in June.

For more information, visit www.globaldairytrade.info.

Partnership finalized for Michigan facility

NOVI, Mich. — Glanbia plc, Dairy Farmers of America (DFA) and Select Milk Producers this week announced they have finalized a joint venture partnership to build, supply and operate a new large-scale cheese and whey production facility in Michigan, now expected to be commissioned in the second half of 2020.

Glanbia, DFA and Select Milk are the existing joint venture partners behind the Southwest Cheese facility in Clovis, New Mexico. In this new Michigan joint venture, Glanbia will hold 50 percent of the equity of the venture, with DFA and Select Milk holding the balance. Glanbia will be the operational, technical and commercial partner in the Michigan venture, which mirrors the arrangement the partners have in the Southwest Cheese joint venture, company officials note.

In addition, Michigan Milk Producers Association (MMPA) will continue to participate in the project as a strategic milk supplier to the new facility. (For more information on the project, see previous coverage including our new "Plants in Progress" series in last week's issue.)

"We are delighted that we have concluded an agreement on the Michigan joint venture with our existing partners in Southwest Cheese to build, supply and operate this new facility," says Brian Phelan, CEO, Glanbia Nutritionals. "The partners have a strong working relationship that has evolved over many years and a strong track record working

together to successfully run large-scale cheese and whey facilities. We are also delighted that MMPA will continue to be closely associated with the project as a valued strategic milk supplier. We look forward to progressing at speed now to build and commission the new facility."

Ken Nobis and Joe Diglio, president and general manager, respectively, of MMPA, say MMPA looks forward to its continued involvement in the project.

"In addition to the investment MMPA members currently have in dairy manufacturing facilities and the joint cheese plant project, we understand additional capacity will need to be constructed," Nobis and Diglio say.

They note that as an extension to MMPA's existing strategic alliance with Foremost Farms USA at MMPA's Constantine, Michigan, plant, the two cooperatives are working together on a cheese barrel line at MMPA's Middlebury Cheese Co. facility in Middlebury, Indiana, that initially will process up to an additional 500,000 pounds of milk per day.

MMPA also is actively involved in Foremost Farms dairy campus project in Greenville, Michigan, they add.

"Given the dynamics of the Michigan market, we continue to support collaboration in all that we are doing to maximize returns to dairy producers," Nobis and Diglio say. "We are excited about the potential of these cooperative efforts and the impact they will have on the dairy industry." CMN

Carrington Farms acquires Tera'swhey

CLOSTER, N.J. — The Carrington Tea Co. LLC, doing business as Carrington Farms, has acquired Tera'swhey of Madison, Wisconsin. Founded in 2009 and made from grass fed dairy cows in Wisconsin, Tera's is the first line of USDA certified organic whey proteins in the United States.

Carrington Farms is a natural foods company with products that are distributed in retailers nationwide. This acquisition will help accelerate Carrington Farms' efforts to deliver protein powders that meet consumers' changing tastes and preferences, the company says.

"At Carrington Farms, we are always aiming to provide simple, clean and real products to our consumers, and adding Tera's whey to our parent brand portfolio is a representation of our commitment as a leading natural foods company," says David Eben, Carrington Farms' CEO. CMN

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NEWS/BUSINESS



Continued from page 1

Representative (USTR) Thursday, CCFN urged the U.S. government to intensify its efforts to repel attempts by the European Union (EU) to confiscate generic terms within major trading markets, as well as within the United States itself. CCFN's testimony was presented as part of the USTR's preparation of its annual Special 301 review of intellectual property rights protections among U.S. trading partners.

"The persistent and serious problem of the EU's transgressions regarding geographical indications (GIs) continues to be highly problematic for the U.S. food and agriculture sector," says CCFN Senior Director Shawna Morris. "It will require continued vigilance and action on the part of the U.S. government. We ask vou to continue the core objectives outlined in the 2017 report and to continue to enhance U.S. efforts to hold our trading partners to their commitments."

In extensive written testimony and oral comments. CCFN notes that in 2017, the EU's GI efforts "reached a fever pitch," especially in terms of trade agreements that the EU forged with some of the United States' largest and most important trading partners: Mexico, Japan, China and $the\,Mercosur\,nations.\,As\,part\,of\,each$ of these agreements in 2017, "the EU consistently sought to confiscate common food and beverage names to block competition in those markets."

Morris says the United States must continue to hold other nations to their trade commitments concerning market access, but also to intellectual property rules that they already have established within their own countries.

The EU's GI strategy expands beyond free trade deals and in 2017 also included the EU's disregard of established international standards under the Codex Alimentarius, CCFN adds. Moreover, the list of products the EU is targeting continues to change and expand. In the area of GI and trademark filings, CCFN notes that entities supported by European governments continue to attempt to misuse the U.S. trademark system to try to inappropriately register certification marks within the United States for terms that have long been generic.

"We strongly recommend that further improvements are made to the PTO trademark review process to more effectively ensure that the U.S. system can safeguard the rights of producers that use common names," Morris says.

CCFN says it appreciates the strong and swift U.S. government responses over the past year to the EU's competition-restricting efforts on GIs and urges the administration to continue those efforts and to intensify opposition to what amounts to a growing threat to the U.S. food and agricultural sector. CMN

BUY

Continued from page 1

company like Jim's Cheese," says Spiro Liras, vice president of manufacturing at JLM Manufacturing. "Adding their capabilities to all that Lipari and JLM offer means increased value for all of our customers." CMN

DEAL

Continued from page 1

high-value manufacturers to Crane Engineering's offerings, including Fristam Pumps, APV (an SPX FLOW Brand) and Dixon Sanitary. It also extends Crane's distribution capabilities into Minnesota and Iowa, the company says.

"We are excited to build on RD Smith's history of success," says Lance Crane, president and CEO, Crane Engineering. "For over 85 years, RD Smith focused on providing dairy manufacturers with industry-leading quality equipment and service. Now, we're combining that with Crane Engineering's 79 years of family ownership, technical expertise, field service and repair, and access to the latest technology. This positions us on a strong platform for growth."

Fritz Smith, current owner and president of RD Smith, will help facilitate the transition.

"I'm proud of everything our team has accomplished," Smith says. "It has been an honor to serve our customers and lead our team over the last eight decade. Handing over the keys to a company who would look out for our customers was important to me. I'm certain, given their team of experts and broad capabilities, Crane Engineering is the best possible choice for our customers."

Crane adds that his company looks forward to RD Smith employees joining the team.

"Our team is committed to uninterrupted service and a seamless transition for RD Smith customers," he says.

Crane Engineering plans to operate from both RD Smith's Eau Claire and Kimberly, Wisconsin, locations. CMN

RPI drops 2 percent December to January

WASHINGTON — With same-store sales and customer traffic retreating from December's strong levels, the National Restaurant Association's Restaurant Performance Index (RPI) fell sharply in January. The RPI, a monthly composite index that tracks the health of and outlook for the U.S. restaurant industry, stood at 100.9 in January, down 2.0 percent from 102.9 in December.

January's decline returned the RPI to the range that generally has been in place for the last year. Prior to December's sharp increase, which was driven by a spike in same-store sales and customer traffic, the RPI had an average reading of 100.8 during 2017.

The Restaurant Performance Index consists of two components — the Current Situation Index and the Expectations Index. The Current Situation Index, which measures current trends in four industry indicators (same-store sales, traffic, labor and capital expenditures), stood at 99.4 in January, down 3.5 percent from December. The Expectations Index, which measures restaurant operators' six-month outlook for four industry indicators (same-store sales, employees, capital expenditures and business conditions), stood at 102.4 in January, down 0.5 percent December.

Restaurant operators reported a net increase in same-store sales for the third consecutive month in January, though results were much softer than December's levels. Along with sales, restaurant operators also reported softer customer traffic levels in January. Twenty-six percent of restaurant operators reported an increase in customer traffic between January 2017 and January 2018, down from 51 percent who reported higher traffic in December. Fifty-two percent of operators said their customer traffic declined in January, up from 25 percent who reported similarly in December.

Restaurant operators reported somewhat dampened capital spending levels. Fifty-two percent of restaurant operators said they made a capital expenditure for equipment, expansion or remodeling during the last three months, down from 62 percent who reported similarly last month.

Forty-three percent of restaurant operators expect to have higher sales in six months (compared to the same period in the previous year), down from 57 percent last month, which represented the highest level in nearly three years. Restaurant operators also are generally optimistic about the direction of the economy. Forty-two percent of restaurant operators said they expect economic conditions will improve in six months, up slightly from 41 percent last month. Only 8 percent of operators think economic conditions will worsen in six months.

Looking forward, a majority of restaurant operators are planning for capital expenditures. Sixty-one percent of restaurant operators plan to make a capital expenditure for equipment, expansion or remodeling in the next six months, up slightly from 60 percent last month. CMN

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PEOPLE



Comings and goings ... comings and goings

Markus Mühleisen has been named **Arla Foods**' new head of Germany. As managing director and group vice president of Germany, he is responsible for Arla Foods' business in Germany and Austria. Mühleisen succeeds Winfried Meier, who

will be leaving Arla Foods at the end of April. **Brad Millerbernd**, previously of Millerbernd Process Systems, Winsted, Minnesota, has joined Custom Fabricating & Repair, Marshfield, Wisconsin, as director of technical sales. CMN



CHEESE MARKET NEWS®

Retail WATCH

NEWS & MARKETING IDEAS TO HELP SELL MORE CHEESE

Stella brand gets updated look, adds organic products to lineup

MILWAUKEE — Found in retail cases nationwide, the Stella cheese brand, which includes a wide range of Italian cheeses, has a long history dating back nearly a century.

As the story goes, Count Bolognese, an Italian diplomat, was enamored with Wisconsin's rolling pastures, clear waters and pure milk. To bring a little bit of his homeland to this beautiful new countryside he loved, Bolognese began making authentic Parmesan cheese on a small farm on Lake Nebagamon in northern Wisconsin in 1923, hiring a master cheesemaker from Italy. The cheese caught the fancy of the locals, and over the years continued to grow in popularity.

"The deli space is very competitive, and consumers are naturally drawn to the most appealing items first. We redesigned the line in an effort to grab the attention of shoppers straight from the shelf."

Kristy Klug SAPUTO SPECIALTY CHEESE

The brand's ownership and where it's produced has changed over the years, but the cheesemakers along the way have followed the principles of the brand's founders by paying close attention to the details. Montreal-based Saputo, a leading North American dairy business with worldwide annual sales of C\$11 billion, acquired Stella Foods in 1997 and continues building on that heritage with its manufacturing and marketing expertise.

From shredded to crumbled and sharp to sweet, today the wide range of Stella Italian-style cheeses includes Aged Asiago, Fontinella (a cheese exclusive to Saputo). Romano, Blue, Fontina. Fresh Mozzarella, Organic Fresh Mozzarella, Parmesan, Organic Parmesan, Gorgonzola, Italian Sharp, Kasseri and 3-Cheese Italian Blend.

The Stella brand particularly appeals to female foodies who are seeking easy ways to dress up their everyday meals, according to Kristy Klug, marketing manager, Saputo Specialty Cheese. Besides numerous offerings for retail, the brand also is available for foodservice.

In addition to being recognized by consumers for its quality, the Stella brand has received numerous accolades over the years, including its Aged Asiago winning Best of Class at the 2017 U.S. Championship Cheese Contest.

The Stella brand is always innovating, and the entire line received an updated new look, inspired by the Italian countryside, at the end of 2017. Each Stella cup and wedge now features a recipe photo to inspire shoppers to make every day gourmet.

"The deli space is very competitive, and consumers are naturally drawn to the most appealing items first. We redesigned the line in an effort to grab the attention of shoppers straight from the shelf," Klug says.

"We completed an extensive consumer research project to help us make sound decisions on the redesign. Not only did this research help us determine the packaging design and colors that are most appealing to consumers, it also provided interesting insight into their thoughts surrounding our cheeses," Klug continues. "Our biggest takeaway from the research was that consumers value Stella as an easy-to-use addition that makes their everyday meals something special."

The new look has been incorporated on the brand's website, social media and a recent influencer marketing campaign. The redesign received an American Packaging Design Award from Graphic Design USA magazine last month. This isn't the first time Stella has been recognized by the magazine; in 2015, the Stella website won the Graphic Design USA American Web Design Award, recognized for providing visitors with a high-quality user experience including unique recipes and beverage pairings.

In recent months, Saputo has tapped into consumer interest in organic foods



ORGANIC OFFERINGS — Saputo, owner of the Stella brand, has tapped into consumer interest in organic foods by adding organic offerings to the Stella lineup. Saputo also offers organic cheeses under other brands.

by adding organic offerings to the Stella line up. (Saputo also offers organic cheeses under other brands.)

"We will be using a variety of tactics to market our new organic cheese, including an upcoming influencer marketing campaign. Through this, a well-known food blogger will be cooking with **Stella Organic Fresh** Mozzarella."

Kristy Klug SAPUTO SPECIALTY CHEESE

Stella Organic Fresh Mozzarella launched this past summer and is available in 4-ounce balls and 8-ounce logs.

"We will be using a variety of tactics to market our new organic cheese, including an upcoming influencer marketing

campaign," Klug says. "Through this, a well-known food blogger will be cooking with Stella Organic Fresh Mozzarella. Keep your eyes tuned to our social media pages to catch this campaign. We'll be posting the recipe as well as a step-bystep recipe video created by the blogger."

The company continues to add other new products and packaging to the Stella brand as well, backing them with marketing dollars.

In the past year, the Stella brand has focused its marketing programs on a few key products, including its aged Parmesan, Klug says.

Stella Parmesan is carefully aged for more than 10 months to give it a distinctive and slightly nutty flavor with a hard, granular texture. This domesticallyproduced favorite is the perfect complement to any delicious pasta dish, salad or pizza, Klug says.

Honing in on quality and convenience, this last year the company introduced Shredded Parmesan, Shaved Parmesan and a 3-Cheese Blend of shredded Asiago, Parmesan and Romano cheeses in 8-ounce pillow bags. This style of packaging is new to the Stella brand and includes a hand-wrapped twist tie at the top, re-emphasizing the brand's focus on quality and attention to detail.

In 2018, the Stella brand is releasing new additions to its line of Fresh

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Also in *Retail* WATCH:

Dorothy's debut ... Page 8

Jarlsberg launches new brand campaign ... Page 10



Dorothy's debut

Savencia Cheese USA, a France-based company with numerous operations in the United States, held a ribbon-cutting event this week for its new "Dorothy's" brand at its plant in Lena, Illinois. The brand is named after Dorothy Demeter, a pioneer in the U.S. dairy industry. The Demeter family, former owners of the plant known as Kolb-Lena, have a long history with the facility. The brand includes two cheeses, "Comeback Cow" and "Keep Dreaming." From left to right are Peter Sload, regional sales manager, Savencia Cheese USA; Ashish Mehta, R&D manager, Savencia Cheese USA; Nicholas Van Berkum, Iowa State University; John Brunner, business France; and Mourad Hannin, French Consulat. In the front with the ribbon are Fred Demeter (son of Dorothy), Savencia Cheese USA; Guillaume Lacroix, General Consul of France in Chicago; Dominique Huth, CEO, Savencia Cheese USA; Dennis Bergman, village president of Lena, Illinois; Gilbert Bourgoin, plant manager, Savencia Cheese USA; Roland Barthelemy, chairman of the International Cheese Guild; and Harley Schoenfeldt, sales manager, Savencia Cheese USA. In the back of the picture are Lena's village board members and Savencia Cheese USA team. (See "Dorothy's brand launched in honor of dairy pioneer" in the Jan. 12, 2018, issue of Cheese Market News.) (Photo courtesy of Sebastien Lehembre, senior brand manager, Savencia Cheese USA)



Love is at the heart of Dorothy's cheese. As a 1930s farm girl, Dorothy Kolb fell in love with the cows at her grandfather's Illinois creamery. She took that love to Iowa State, where she became the first woman to earn a degree in dairy science. Dorothy met and married a fellow cheeselover, and together, they forged cheesy love and lovely cheese (and a few kids, too).

Decades later, their love story lives on in these delicate, floral-shaped soft cheeses. Experience the passion of our cheesemaker who trained under Dorothy. Taste it in every savory bite. Feel the weighty heritage of these cheeses, for eye-popping flavor and creamy textures you'll return to, again and again.



For more information please visit www.dorothyscheese.com

Sonoma Creamery introduces savory cheese snack bars

SONOMA, Calif. — Sonoma Creamery is introducing crispy, savory snack bars baked from real cheese and simple ingredients.

Building on the concept of Sonoma's successful Cheese Crisp line, Sonoma Cheese Crisp Bars come in five flavors: Parmesan, Everything Cheddar, Savory Seed, Pepper Jack and Bacon Cheddar. Light and crunchy, the bars are high in protein and low in carbs, with 0 grams of sugar and 110-120 calories per 2-bar pack, the company says.

"Our Cheese Crisp Bars are the perfect solution to satisfy those midday or afternoon cravings but without all that sugar or the long ingredient list which you find in most snack bars," says John Crean, president and CEO of Sonoma Creamery. "It's the single serve, savory snack bar option that everyone has always wanted but nobody was able to come up with until now!"

In the coming months, shoppers will be able to find Sonoma Cheese Crisp Bars in the bar section, check lane, grab-n-go and other merchandising areas where they usually look for bars and other betterfor-you single serve snacks, the company says. The vertical packaging emphasizes the flavors with strong color schemes, and each bar package has a window right in the center of the package where the product is visible.

"We think the audience will be broad, starting with adults looking for an onthe-go healthy snack that is not sugary or loaded with whey, soy or other protein powders that make bars taste chalky and artificial," Crean says. "We use only a small number of high-quality, simple ingredients — nothing you can't pronounce. For this reason, we think many parents looking for wholesome and nutritious non-sugary snacks for their kids will also gravitate towards our Cheese Crisp Bars."

The bars are made of real cheese and baked, never fried, he adds. Each bar has a target retail price point of \$1.99.

For more information, visit www.sonomacreamery.com. CMN

Consumers want better-for-you, convenient cheese

ROCKVILLE, Md. — Packaged Facts recently released a new report, "U.S. Food Market Outlook 2018," in which it examines and forecasts how current trends across 14 food retail categories will influence growth through 2022.

Packaged Facts counts "the continued evolution of cheese" among the five most intriguing trends and opportunities identified in its 2018 outlook.

"America's love affair with cheese is both deepening and evolving," it says. "Consumers increasingly want healthier, better-for-you cheese that isn't only low in fat or sodium, but is fresh, organic and made from healthier milk."

Today's busy consumers also demand convenience, and manufacturers continue to offer products and packaging that are easy to use and store, and that are portable. Cheese manufacturers are capitalizing on snacking and on-the-go eating trends with a slew of new products in special cuts, sizes and packs.

"Packaged Facts forecasts innovation will continue to maximize the experience of eating cheese with unique takes on flavor and indulgence, craftsmanship and authenticity, and health and nutrition," the report says.

Other key trends identified in Package Facts' report include cereal reimagined, emphasis on chocolate as "food" not "candy," a deepening of the e-commerce market for meal and snack bars, and bread baked for digestive health.

For more information about the report, visit https://www.packagedfacts.com/food-beverage-market-c84/. CMN

STELLA

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Mozzarella including Stella Fresh Mozzarella Pearls and Stella Sliced Fresh Mozzarella. With a clean, milky flavor and soft, delicate texture reminiscent of the fresh Mozzarella originally handmade in the Italian countryside, this cheese is designed and packaged for convenience and is perfect for topping Caprese salads, Klug says.

"We know that today's consumer is on-the-go and needs fast, simple solutions. That said, they don't want to serve dinners that look or feel rushed. We're constantly developing new products that fit those needs."

Kristy Klug SAPUTO SPECIALTY CHEESE

Leveraging Saputo's marketing prowess, the Stella brand has undertaken a number of marketing campaigns, working with bloggers and social media to bring information to its target audience.

One of the brand's national consumer promotions was the recently completed



Photo courtesy of Saputo Specialty Cheese

FORMAT VARIETY — The Stella brand offers cheese in a number of formats, including wedges and shreds. This last year the brand introduced cheeses in 8-ounce pillow bags. This style of packaging is new to the Stella brand and includes a hand-wrapped twist tie at the top, re-emphasizing the brand's focus on quality and attention to detail.

Stella "Taste of Authenticity" recipe contest. For the promotion, Stella encouraged consumers to submit original recipes featuring Stella cheeses for a chance to win up to \$3,000. The top 30 recipes were prepared by professional chefs, judged and photographed, and the finalists will be featured on the Stella website and social media pages in the coming months.

In 2018, the Stella brand will continue to be heavily supported through print

and digital ads, influencer marketing and social media campaigns, Klug says.

"We know that today's consumer is on-the-go and needs fast, simple solutions," Klug says. "That said, they don't want to serve dinners that look or feel rushed. We're constantly developing new products that fit those needs. And from mobile couponing to quick instructional recipe videos, we've update our marketing tactics to better align with our consumers' lifestyles." CMN

Runners promote Arla's Lacprodan Hydro.365

VIBY J, Denmark—Brazilian marathon runner Adriano Bastos and Danish orienteer and cross-country runner Maja Alm have signed on as ambassadors for Lacprodan Hydro.365, the whey protein hydrolysate developed by Arla Foods Ingredients for sports nutrition products.

Bastos is a marathoner and triathlete with 27 years of experience in the sport, 16 of them as a professional. His accolades include winning the Walt Disney World Marathon for seven consecutive years from 2003 to 2010 and then for an eighth time in 2013. His personal best for a marathon is 2 hours, 15 minutes and 39 seconds, which was set at the World Athletics Championships in Berlin in 2009.

According to Arla, whey protein hydrolysates are proteins that have been finely chopped, or "pre-digested," so they are absorbed more quickly by the body than standard proteins. This ensures they get to work faster on helping the muscles recover after exercise, reducing recovery time between training sessions and events, the company says.

Alm has won six gold medals in the orienteering world championships, including a trio of consecutive victories in 2015, 2016 and 2017. In cross-country, she has taken gold in the Danish national

championships five times and is the current reigning champion.

In 2014, Alm participated in a study in which 18 runners took part in a one-week camp consisting of 13 training sessions. The runners were divided into two group of nine, with one group consuming traditional sports drinks containing carbohydrates and electrolytes before each session, while the other group consumed pure Hydro.365 before each session and both a sports drink and Hydro.365 after.

At the conclusion of each training session, runners underwent a 4-kilometer run test. The results demonstrated that the Hydro.365 athletes performed better than the sports drink only group, with a mean improvement of 17 seconds, and they also experienced less muscle damage than the other group, according to Arla.

As ambassadors, Bastos and Alm will help Arla Foods Ingredients highlight the recovery benefits of Lacprodan Hydro.365 to sports nutrition users. They are joining three existing brand ambassadors: Brazilian ultramarathon runner Marcio Villar, Danish Crossfit star Filip Yang Fisker and Danish triathlete Allan Steen Olesen.

For more information, visit www.arlafoodsingredients.com or www.hydro365.info. **CMN**



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Retailer index reveals Trader Joe's, Costco, Amazon are top three U.S. grocery retailers

NEW YORK — Customer data science company Dunnhumby recently released its inaugural Retailer Preference Index, a comprehensive, nationwide study that explores the evolving \$700 billion U.S. grocery landscape.

The study surveyed 11,000 U.S. households and analyzed consumer emotional sentiment for 59 grocery retailers and then combined the survey data with the retailers' financial performance to create each retailer's preference index. The top 10 retailers with the highest preference index scores (ranked from 1-10) include: Trader Joe's, Costco, Amazon, H-E-B, Walmart, Wegmans, Aldi, Sam's Club, Sprouts Farmers Market and Whole Foods Market.

"Does the grocery retail world really need another top 10 list?" says Jose Gomes, managing director of North America for Dunnhumby. "We believe there is a need because other studies either rank retailers on financial measures or survey responses, never both. Our model captures the complexity of customers' preferences and their actual choices by quantifying the relationship between how they perceive a retailer with their emotional connection and the financial performance."

The study found that the top quartile retailers share four effective strategies:

- Price-focused. Aldi's focus on price and certain high-volume staple categories like dairy and packaged foods secured the discount retailer with high rankings on price and overall performance. Stores that index high enough on price can often sacrifice on convenience, speed, digital and personalized discounts and information and still rank highly.
- Quality-focused. Although Whole Foods Market performs below average on prices, it still achieves a high overall score because it indexes high on quality, the study found.
- Value-focused. Trader Joe's, Costco, Sprouts Farmers Market and H-E-B all indexed high on quality and price.
- Price-focused and supported by digital execution. Walmart's success in digital translates into a high ranking, and the retailer also indexes high on price and convenience, the study says. Target ranked second on digital execution but ranked only average on the other supporting factors, moving it out of the top quartile of the study.

"We firmly believe that retailers must differentiate themselves today to be competitive in face of the myriad of options shoppers have," Gomes says. "Differentiation begins with the retailer identifying the shoppers that they can serve better than their competition. A solid customer first strategy, backed by

customer data science, will help the retailer focus its finite resources and attention on the customers that are the most important to their success. This study is intended as a first step on that path of understanding."

Other key findings from the study include:

- Price and quality are the most important preference drivers. Retailers with a weak value core should focus on shoring up that weakness before turning attention to other drivers such as convenience, rewards or speed.
- The top performing grocery retailers include relatively recent entries into the 100-year-old supermarket business and are more likely to be a national banner. All of these banners, except H-E-B, were either established or began to expand around the 1980s, which allowed many of them to carefully select store locations. As a result, many of these banners can focus and differentiate their prices, products and store experience more effectively than

older mainstream banners.

- The second-best performing quartile of retailers include some of the higher performing, older grocery banners including Meijer, Publix and Kroger. This quartile has the highest top of mind recall and the second highest financial performance. This group does not perform as well as the top quartile because their price and quality scores are not as strong, but this second group differentiates itself by excelling at secondary preference drivers, such as promotions, rewards and information.
- Manyundifferentiated mainstream banners are delivering minimal value to their shoppers. Even though many have been shopped at for a longer period, they have the weakest emotional connection. They must focus on improving value perceptions and reconnect with their shoppers or profitability will be a challenge in an increasingly competitive market, the study says.

For more information, visit www.dunnhumby.com. CMN

Jarlsberg launches new brand campaign

DARIEN, Conn. — Jarlsberg Cheese recently announced it has launched its biggest-ever multifaceted advertising campaign in more than a decade. The campaign debuts this month in the New York Metropolitan area, using a new communication brand platform, "Life's Best Served With Jarlsberg." The campaign runs through April 13 with potential to expand nationwide and internationally.

The campaign, targeted toward older millennials and echo boomers, will highlight the memories people build around Jarlsberg.

"As millennials and echo boomers—aka older millennials — enter the peak ages where rituals around family life and cuisine are reestablished, we want to ensure they're reminded of Jarlsberg; its great taste, and the pleasant memories they associate with it. After all, life's best served with Jarlsberg," says Valerie Liu, marketing manager, Jarlsberg Cheese.

The refreshed brand platform will be leveraged across digital ads, brand ambassadors and influencers, in-store mobile, digital coupons and more to accelerate awareness, brand interest and opportunities for purchase. The new platform repositions Jarlsberg as a premium-quality, versatile cheese and is designed to foster lasting emotional connections with both new and existing consumers. Additionally, Jarlsberg will debut a Times Square billboard in New York City.

A new microsite, www.jarlsberg.com/lifes-best-served, serves as the center of the campaign where shoppers can find coupons, recipes and inspiration. Traffic will be driven and supported by campaign media that touches on all points of the consumer journey, from awareness and education to engagement and purchase intent.

"We are dedicated to long-term brand building to inspire shoppers nationwide, which ultimately translates to shoppers buying more Jarlsberg and making more memories," Liu says.

The campaign creative, all digital elements, advertising, website and media buying is being handled by Digital Surgeons with offices in New Haven, Connecticut, and New York City.

Jarlsberg also recently partnered with celebrity chef George Duran to create Easter-themed recipes using Jarlsberg cheese. The recipes include "Hop To It Jarlsberg Breakfast Egg Muffins," "Easter Bunny Jarlsberg Puff Pastry Swirls" and "Easter Basket Jarlsberg Festive Salmon Cake." CMN



Cello Whisps offered in single-serve packs

FAIRFIELD, N.J. — Schuman Cheese has debuted new single-serve packaging for its Cello Whisps bite-sized crispy cheese snacks. Previously available in 2.12-ounce resealable pouches, Cello Whisps now are also available in 0.63-ounce individual serving sizes.

Schuman Cheese introduced the new size as well as its latest flavors of Cello Whisps at this week's Natural Products Expo West in Anaheim, California. New Bacon BBQ Cheddar Whisps feature baked sharp Cello Cheddar and smoky bacon barbecue spices. A blend of tomato and basil spices are paired with Cello's award-winning Parmesan for new Tomato Basil Parmesan Whisps, which can be enjoyed as a snack or lend flavor atop a salad or pasta dish, Schuman Cheese says. The new flavors join the award-winning lineup of original varieties including Parmesan, Cheddar and Asiago & Pepper Jack.

Whisps are available to both retail and foodservice markets. For more information, visit www.cellowhisps.com. **CMN**

For more information please visit www.dairyfoodusa.com



CHAMPION

Continued from page 1

Wisconsin; and Bufarolo made by CFC & Quattro Portoni, Crown Finish Caves with Quattro Portoni Bergamo, Brooklyn, New York and Italy.

The three top-scoring entries in each category were:

• Cheddar, Mild (0 to 3 months)

Best of Class: Team Middlebury, Cabot Creamery Cooperative, Middlebury, Vermont, Cheddar, 99.50.

Second: AMPI Blair Cheese Floor, Associated Milk Producers Inc. (AMPI), Blair, Wisconsin, Mild Cheddar, 99.35.

Third: Balderson Cheddar Team, Parmalat, Winchester, Ontario, Balderson Mild Cheddar, 99.30.

• Cheddar, Medium (3 to 6 months)

Best of Class: Team Cabot, Cabot Creamery Cooperative, Cabot, Vermont, Cheddar, 99.15.

Second: NZMP, Fonterra Cooperative Group Ltd., Auckland, New Zealand, Cheddar, 99.05.

Third: Team Cabot, Cabot Creamery Cooperative, Cabot, Vermont, Cheddar, 99.00.

• Cheddar, Sharp (6 months to 1 year)

Best of Class: Balderson Cheddar Team, Parmalat, Winchester, Ontario, Balderson 1-year-old Cheddar, 99.00.

Second: Kiel Production Team, Land O'Lakes Inc., Kiel, Wisconsin, Sharp, 98.50.

Third: Winchester Cheddar Team, Parmalat, Winchester, Ontario, *Sharp Cheddar*, 98.45.

• Cheddar, Aged 1-2 years

Best of Class: Maple Leaf Cheesemaking Team, Maple Leaf Cheesemakers Inc., Monroe, Wisconsin, English Hollow Cheddar, 99.20.

Second: Team Chateaugay, McCadam Cheese, Chateaugay, New York, Cheddar, 98.60.

Third: Jerome-Team 3, Agropur, Jerome, Idaho, *Aged Cheddar*, 98.45.

• Cheddar, Aged 2 Years or Longer

Best of Class: Suljo Alic, Glanbia Nutritionals, Twin Falls, Idaho, Cheddar aged 2+ years, 99.30.

Second: Juan Gomez, Glanbia Nutritionals, Twin Falls, Idaho, Cheddar aged 2+ years, 99.05.

Third: Stephanie Deitch, Glanbia Nutritionals, Twin Falls, Idaho, *Cheddar aged 2+ years*, 99.00.

• Traditional Waxed Cheddar, Mild to Medium

Best of Class: Juan Hernandez, Glanbia Nutritionals, Twin Falls, Idaho, Bandage Cheddar Medium, 96.85.

Second: Saxon Cheese LLC, Cleveland, Wisconsin, Old English Style Cheddar, aged 5 months, 96.25.

Third: Wayne Hintz, Red Barn Family Farms, Appleton, Wisconsin, *Heritage Weis Cheddar Cheese*, 96.20.

• Traditional Waxed Cheddar, Sharp to Aged

Best of Class: Wayne Hintz, Springside Cheese Corp., Oconto Falls, Wisconsin, Aged Cheddar, 99.30. Second: Wayne Hintz, Red Barn Family Farms, Appleton, Wisconsin, Aged Heritage Weis Cheddar Cheese, 98.90.

Third: Wayne Hintz, Red Barn Family Farms, Appleton, Wisconsin, Aged Heritage Weis Cheddar Cheese, 98.30.

Burrata

Best of Class: Team Aguas, Caputo Cheese, Melrose Park, Illinois, Burrata, 99.60.

Second: Team Aguas, Caputo Cheese, Melrose Park, Illinois, Burratini 4-ounce, 99.45.

Third: Castelli Team 1, Castelli America, Ashville, New York, *Burrata*, 99.35.

• Natural Rinded Cheddar

Best of Class: Darrell Demeter, Door Artisan Cheese Co., Egg Harbor, Wisconsin, Cave Aged English Cheddar, 99.15.

Second: GVC Cheesemakers, Grafton Village Cheese, Brattleboro, Vermont, Queen of Quality Clothbound Cheddar, 98.90.

Third: GVC Cheesemakers, Grafton Village Cheese, Brattleboro, Vermont, Queen of Vermont Clothbound Cheddar, 98.65.

• Colby

Best of Class: Team 2 Arena, Arena Cheese, Arena, Wisconsin, Colby Deli Longhorn, 99.40.

Second: Laura Sant, Glanbia Nutritionals, Twin Falls, Idaho, Colby, 98.75.

Third: Sejad Zukic, Glanbia Nutritionals, Twin Falls, Idaho, Colby, 98.70.

Monterey Jack

Best of Class: Team Cabot, Cabot Creamery Cooperative, Cabot, Vermont, Monterey Jack, 99.05.

Second: Tillamook Team 1, Tillamook County Creamery, Tillamook, Oregon, Stirred Curd Monterey Jack, 98.95.

Third: Team Wapsie, Wapsie Valley Creamery, Independence, Iowa, Monterey Jack, 98.90.

• Marbled Curd Cheese

Best of Class: Cheese Team 1, AMPI, Jim Falls, Wisconsin, Colby Jack, 99.50.

Second: Tillamook Team 1, Tillamook County Creamery, Tillamook, Oregon, Stirred Curd Marbled Curd Colby Monterey Jack, 99.10.

Third: Team Chateaugay, McCadam Cheese, Chateaugay, New York, *Colby Jack*, 98.90.

• Rinded Swiss Style Cheese

Best of Class: Fritz Baumgartner, Mountain Dairy Mühlekehr, Gourmino AG, Bellmund, Schweiz, Switzerland, Emmentaler AOP Switzerland, 99.50.

Second: Ruedi Studerus, Dorfkäserei Thundorf, Ruedi Studeus, Thundorf, Thurgau, Switzerland, Emmentaler Switzerland AOP, 99.30.

Third: Thomas Neuenschwander, Käserei Neuenschwander AG, Güttingen, Thurgau, Switzerland, *Emmentaler AOP*, 99.25.

• Rindless Swiss Style Cheese

Best of Class: Thomas Neuenschwander, Käserei Neuenschwander AG, Güttingen, Thurgau, Switzerland, Bodensee Switzerland Swiss, 98.25.

Second: Team Guggisberg, Guggisberg Cheese, Millersburg, Ohio, Aged Swiss Block, 97.55.

Third: Team Finlandia, Guggisberg Cheese, Millersburg, Ohio, *Finlandia Swiss*, 97.45.

• Mozzarella

Best of Class: Team Lake Norden, Agropur, Lake Norden, South Dakota, low-moisture whole-milk Mozzarella, 99.35

Second: Angela's Team, Dairy Farmers of America, Turlock, California, whole-milk Mozzarella 2018, 98.70.

Third: Mozzarella, Lactalis American Group Inc., Buffalo, New York, wholemilk Mozzarella, 98.30.

• Mozzarella, Part Skim

Best of Class: Ramon's Team, Dairy Farmers of America, Turlock, California, part-skim Mozzarella 2018 #5, 97.00.

Second: New Wilmington Team, Dairy Farmers of America, New Wilmington, Pennsylvania, low-moisture part-skim Mozzarella, 96.65.

Third: New Wilmington Team, Dairy Farmers of America, New Wilmington, Pennsylvania, low-moisture part-skim Mozzarella, 96.35.

• Provolone, Mild

Best of Class: Team Three, Empire Cheese Inc., Cuba, New York, 99.85.

Second: Team Two, Empire Cheese Inc., Cuba, New York, 99.80.

Third: Team Clayton A, Foremost Farms USA, Clayton, Wisconsin, 99.65.

• Provolone, Aged

Best of Class: Team Clayton B, Foremost Farms USA, Clayton, Wisconsin, Aged Provolone, 97.90.

Second: Al Steger, BelGioioso Cheese Inc., Green Bay, Wisconsin, BelGioioso Aged Provolone Mandarini, 97.75.

Third: Team One, Empire Cheese Inc., Cuba, New York, *Aged Provolone*, 97.50.

Smoked Provolone

Best of Class: Pat Doell, Agropur, Luxemburg, Wisconsin, Smoked Provolone Cheese, 98.65.

Second: Saputo's Team, Saputo Dairy Products Canada G.P., St. Laurent, Quebec, *Smoked Caciocavallo*, 98.35.

Third: Team Three, Empire Cheese Inc., Cuba, New York, *Smoked Provolone*, 97.75.

• Ricotta

Best of Class: Team Calabro, Calabro Cheese Corp., East Haven, Connecticut, Hand Dipped Ricotta, 99.60.

Second: Team Sierra Cheese, Sierra Cheese Co., Compton, California, Ricotta part skim, 99.50.

Third: Maplebrook Farm, North Bennington, Vermont, Maplebrook Farm Ricotta Alta RA0616, 99.45.

• Parmesan

Best of Class: Tim Dudek, BelGioioso
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Another New Innovation In Cheese Cutting Technology



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PARMESAN

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Cheese Inc., Green Bay, Wisconsin, *Bel-Gioioso Parmesan*, 99.20.

Second: Lake Country Dairy Team, Schuman Cheese, Fairfield, New Jersey, Cello Artisan Reserve Parmesan Wheel, 98.85

Third: Lake Country Dairy Team, Schuman Cheese, Fairfield, New Jersey, Cello Organic Copper Kettle Parmesan Wheel, 98.75.

• Alcohol Washed Rind/Smear-Ripened Cheese

Best of Class: Ewald Schafer, Fromagerie Schafer, Cressier, Fribourg, Switzerland, Mont Vully Bio, 98.85.

Second: Ewald Schafer, Fromagerie Schafer, Cressier, Fribourg, Switzerland, Mont Vully Classique, 98.55.

Third: Team Doe Run, The Farm at Doe Run, Coatesville, Pennsylvania, *Bathed in Victory*, 98.50.

• Fresh Asiago

Best of Class: Eric Steltenpohl, Saxon Creamery, Cleveland, Wisconsin, Whole Milk Asiago (Fresh Style) Aged 5 months, 99.65.

Second: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, Southwest Asiago, 99.40.

Third: Jim Demeter, Door Artisan Cheese Co., Egg Harbor, Wisconsin, Crema Pressato, 98.95.

• Aged Asiago (over 6 months)

Best of Class: Lake Country Dairy Team, Arthur Schuman Inc., Fairfield, New Jersey, Cello Hand Crafted Asiago Wheel, 99.15.

Second: Erin Radtke, Sartori Co., Antigo, Wisconsin, Sartori Reserve Extra-Aged Asiago, 98.90.

Third: Lake Country Dairy Team, Arthur Schuman Inc., Fairfield, New Jersey, Cello Extra Aged Asiago Wheel, 98.30.

• Baby Swiss Style

Best of Class: Team Steenderen, FrieslandCampina Export, Wolvega, Friesland, Netherlands, Baby Swiss 1, 99.45.

Second: Reggie Jones, Central Coast Creamery, Paso Robles, California, Holey Cow Wheel, 99.35.

Third: Jamie Fahrney, Chalet Cheese Co-op, Monroe, Wisconsin, 40-pound Block Baby Swiss, 98.95.

• Feta

Best of Class: Micah Klug, Agropur, Weyauwega, Wisconsin, Feta, 99.10.

Second: Steve Webster, Klondike Cheese Co., Monroe, Wisconsin, Odyssey Feta, 99.05.

Third: Adam Buholzer, Klondike Cheese Co., Monroe, Wisconsin, *Odyssey Feta*, 98.90.

• Feta, Flavored

Best of Class: Team Nörager Mejri, Nordex Food A/S, Nörager Mejeri, Nörager, Denmark, Salad cheese, herb oil with olives, 99.75.

Second: Justin Lowery, Klondike Cheese Co., Monroe, Wisconsin, Odyssey Tomato & Basil Feta, 99.70.

Third: Micah Klug, Agropur, Weyauwega, Wisconsin, Feta cheese with

Garden Herb, 99.60.

• Brick, Muenster

Best of Class: Dave Buholzer, Klondike Cheese Co., Monroe, Wisconsin, Brick, 99.60.

Second: Steve Buholzer, Klondike Cheese Co., Monroe, Wisconsin, Muenster. 99.50.

Third: John (Randy) Pitman, Mill Creek Cheese, Arena, Wisconsin, *Muenster*, 99.45.

• Havarti

Best of Class: Team Edelweiss, Edelweiss Creamery LLC, Monticello, Wisconsin, 99.65.

Second: Steve Stettler, Decatur Dairy Inc., Brodhead, Wisconsin, 99.40.

Third: Ron Bechtolt, Klondike Cheese Co., Monroe, Wisconsin, 99.30.

• Havarti, Flavored

Best of Class: Ed Giamarino, Arla Foods, Kaukauna, Wisconsin, Havarti Loaf with Dill, 99.35.

Second: Team Edelweiss, Edelweiss Creamery LLC, Monticello, Wisconsin, Havarti Onion, 99.20.

Third: Steve Stettler, Decatur Dairy Inc., Brodhead, Wisconsin, Havarti with Dill, 98.95.

• String Cheese

Best of Class: Damaris, Cesar's Cheese, Random Lake, Wisconsin, Whole Milk; Hand Stretched; Batch 3, 98.85.

Second: Upstate Farms Cheese-Team 1, Upstate Niagara Cooperative Inc., Buffalo, New York, Low Moisture Part Skim String Cheese, 98.80.

Third: Cesar Luis, Cesar's Cheese, Random Lake, Wisconsin, Whole Milk; Hand Stretched; Batch 1, 98.55.

• String Cheese, Flavored

Best of Class: Anthony Mongiello, Formaggio Italian Cheese Specialties, Hurleyville, New York, Strings of Cheese Truffle Oil & Basil, 99.70.

Second: Kevin Entringer, Baker Cheese Factory Inc., St. Cloud, Wisconsin, Jalapeno Peppers, 99.45.

Third: Karoun Dairies LLC, Turlock, California, Hand Braided String, marinated with Olive Oil, Garlic and Herbs, 99.40.

• Cottage Cheese

Best of Class: Team Sal Iorio, Muuna, Princeton, New Jersey, Muuna Mango Cottage Cheese, 99.05.

Second: Cottage Team, Westby Co-op Creamery, Westby, Wisconsin, 4-percent Large Curd Cottage Cheese, 99.00.

Third: Quincy Team, Prairie Farms Dairy, Quincy, Illinois, 4-percent small curd cottage cheese, 98.95.

• Fresh Mozzarella

Best of Class: Team Aguas, Caputo Cheese, Melrose Park, Illinois, Nodini Knots, 99.55.

Second: Losurdo Foods Curd Crew, Losurdo Foods Inc., Heuvelton, New York, Ovellini in water, 99.40.

Third: Crave Brothers Team, Crave Brothers Farmstead Cheese LLC, Waterloo, Wisconsin, Fresh Mozzarella, 99.35.

• Blue-Veined, Exterior Molding

Best of Class: Champignon North America Inc., Käserei Champignon, Lauben, Bavaria, Germany, Cambozola Black, 99.40. Second: Organic Rogue River Blue, Rogue Creamery, Central Point, Oregon, Organic Rogue River Blue, 99.25.

Third: Team Troldhede, Arla Foods, Troldhede, Videbaek, Denmark, *SAGA*, 99.20.

• Blue-Veined Cheeses

Best of Class: Arethusa Farm Dairy, Bantam, Connecticut, Arethusa Blue, 97.55.

Second: Tove Beck, Team Hoegelund, Arla Foods Hoegelund, Vojens, Jutland, Denmark, Danablu/Danish Blue Cheese Ekstra, 97.40.

Third: Jim Ingvorsen, Bornholms Andelsmejeri, Klemensker, Bornholm, Denmark, *Danablu*, 97.35.

Gorgonzola

Best of Class: Jeff Allen, BelGioioso Cheese Inc., Green Bay, Wisconsin, BelGioioso CreamyGorg, 99.45.

Second: Paolo Leonardi, IGOR, Cameri, NO, Italy, Wheel of Gorgonzola Piccante, 99.40.

Third: Michael Stub-Holm, Bornholms Andelsmejeri, Klemensker, Bornholm, Denmark, *Mycella 60+ pasteurized milk solid 58 percent*, 99.35.

• Edam

Best of Class: Team Marum, FrieslandCampina Export, Wolvega, Friesland, Netherlands, Frico Edam Mild PDO, 98.05.

Second: Royal A-ware: Cheesemakers Heerenveen, Royal A-ware, Almere, Flevoland, Netherlands, Edam Holland 40 percent ball, 97.85.

Third: Team Marum, Friesland Campina Export, Wolvega, Friesland, Netherlands, *Edam Noord/Wester PDO*, 97.75.

• Gouda, Mild

Best of Class: Eric Steltenpohl, Saxon Cheese LLC, Cleveland, Wisconsin, Gouda aged 3 months, 99.85.

Second: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, Marieke Gouda Belegen 4-6 month, 99.80.

Third: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, Marieke Gouda Young, 99.75.

• Gouda, Aged

Best of Class: Team Lutjewinkel North-Holland Gold, FrieslandCampina Export, Wolvega, Friesland, Netherlands, North-Holland PDO Special Old Big Wheel, 99.75.

Second: Westland, Westland Kaas Export B.V., Huizen, Noordholland, Netherlands, Old Amsterdam Original 48+, 99.70.

Third: Gary Grossen, Babcock Hall Dairy, Madison, Wisconsin, *Aged Gouda*, 99.65.

• Gouda, Flavored

Best of Class: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, Marieke Gouda Onion Garlic, 99.35.

Second: Vlado Cvijetic, Glanbia Nutritionals, Twin Falls, Idaho, Gouda/ Green Olives & Pimento, 99.30.

Third: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, Marieke Gouda Cumin, 99.25.

• Smoked Gouda

Best of Class: Eric Steltenpohl, Saxon Cheese LLC, Cleveland, Wisconsin,

Smoked Gouda Aged 8 months, 99.65.

Second: Saxon Creamery Team, Saxon Cheese LLC, Cleveland, Wisconsin, Smoked Gouda Aged 3 months, 99.25.

Third: Maple Leaf Cheesemaking Team, Maple Leaf Cheesemakers Inc., Monroe, Wisconsin, Aged Smoked Gouda, 99.15.

• Brie

Best of Class: Lactalis, Belmont, Wisconsin, 2-pounds triple cream, 99.55.

Second: Lactalis, Belmont, Wisconsin, 8-ounce Brie, 99.45.

Third: Lactalis, Belmont, Wisconsin, *2-pounds Brie*, 99.40.

• Camembert

Best of Class: Agropur, St. Hubert, Quebec, Camembert L'Extra 170-gram, 99.45.

Second: Lactalis, Belmont, Wisconsin, 2-pounds Camembert, 99.40.

Third: Team Sutter, Natural Pastures Cheese Co., Courtenay, British Columbia, Comox Camembert, 99.35.

• Open Class: Soft Ripened Cheeses

Best of Class: Jasper Hill Farm, Cellars at Jasper Hill, Greensboro, Vermont, Harbison, 99.90.

Second: Champignon North America Inc., Käserei Champignon, Lauben, Bavaria, Germany, Rougette Bavarian Red, 99.75.

Third: DuVillage's Team, La Fromagerie DuVillage 1860 Inc., St. Laurent, Quebec, *Le Pleine Lune*, 99.70.

• Open Class: Flavored Soft Ripened Cheeses

Best of Class: Team Marin French, Marin French Cheese, Petaluma, California, Triple Crème Brie with Black Truffles, 99.40.

Second: Team MTC, Mt. Townsend Creamery, Port Townsend, Washington, Tufflestack: Truffle Soft Ripened, 99.35.

Third: Champignon North America, Käserei Champignon, Lauben/Allgäu, Bavaria, Germany, Champignon Mushroom, 99.20.

• Gruyere

Best of Class: Laiterie-Fromagerie, Hunkeler Erich, Sommentier, Schweiz, Switzerland, Gruyère AOP, 99.80.

Second: Vincent Tyrode, Fromagerie Tyrode Sàrl, L'Auberson, VD, Switzerland, Gruyère AOP, 99.40.

Third: Michael Spycher, Mountain Dairy Fritzenhaus, Gourmino AG, Lenzburg, Aargau, Switzerland, Le Gruyère AOP, 1704-4035 day 27, 99.30.

• Appenzeller

Best of Class: Elmar Stadelmann, SO Appenzeller Käse GmbH, Appenzell, AI, Switzerland, Appenzeller Käse, 99.70.

Second: Marcel Gabriel, SO Appenzeller Käse GmbH, Appenzell, AI, Switzerland, Appenzeller Käse, 99.65.

Third: Niklaus Allenspach, SO Appenzeller Käse GmbH, Appenzell, AI, Switzerland, *Appenzeller Käse*, 99.40.

• Open Class: Alpine Cheeses

Best of Class: Fromagerie Moléson SA, Orsonnens, FR, Switzerland, La Fleur des Alpes, 99.65.

Second: Samuel Trachsel, Lustenberger & Dürst SA, Walde, SG, Switzerland, Lustenberger 1862, 99.60.

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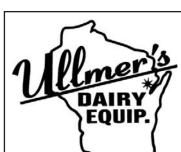


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ALPINE

Continued from page 12

Third: Team Baldauf Käse, Gebr. Baldauf GmbH & Co. KG, Lindenberg, Bavaria, Germany, Alpkäse Junior, 99.55.

• Washed Rind/Smear Ripened Soft Cheeses

Best of Class: Jasper Hill Farm, Cellars at Jasper Hill, Greensboro, Vermont, Willoughbu, 99.85.

Second: Jasper Hill Farm, Cellars at Jasper Hill, Greensboro, Vermont, Winnimere, 99.80.

Third: Von Trapp Farmstead, Cellars at Jasper Hill, Greensboro, Vermont, *Oma*, 99.65.

• Washed Rind/Smear Ripened Semisoft (Semi-hard) Cheeses

Best of Class: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria, Arzberger Ursteirer matured 6 months, 99.55.

Second: Yaser Yilmaz Crew, Gmundner Molkerei, Gmunden, Austria, Gmundner Milch Traunkirchner Raclette 50-percent fdm, 99.45.

Third: Othmar Pichler and Team, Obersteirische Molkerei eGen, Knittelfeld, Austria, *Landgräfin Marie*, 99.40.

• Washed Rind/Smear Ripened Hard Cheeses

Best of Class: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria, Teichalmer matured 9 months, 99.55.

Second: Ewald Schafer, Fromagerie Schafer, Cressier, Fribourg, Switzerland, 99.50.

Third: Team Emmi Roth, Emmi Roth USA, Monroe, Wisconsin, Roth Grand Cru Reserve Wheel, 99.40.

• Pepper Flavored Monterey Jack,

Best of Class: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, Pepper Jack, 99.80.

Second: Damir Vukmirovic, Glanbia Nutritionals, Twin Falls, Idaho, Pepper Jack, 99.60. *Third:* Maple Leaf Cheesemaking Team, Maple Leaf Cheesemakers Inc., Monroe, Wisconsin, *Twin Grove Chipotle Jack*, 99.55.

• Pepper Flavored Monterey Jack, Medium Heat

Best of Class: Kelly Hanlett, Glanbia Nutritionals, Twin Falls, Idaho, Red & Green Habanero Peppers. 98.85.

Second: Vjekoslav Bampa, Glanbia Nutritionals, Twin Falls, Idaho, Red Habanero Pepper, 98.80.

Third: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, Habanero Jack. 98.75.

• Pepper Flavored Monterey Jack, High Heat

Best of Class: Adelita Smriko, Glanbia Nutritionals, Twin Falls, Idaho, Red Habanero Pepper, 99.00.

Second: Bothwell Cheese, New Bothwell, Manitoba, Bothwell Habanero with Cracked Black Pepper, 98.95.

Third: Maryann Swinney, Glanbia Nutritionals, Twin Falls, Idaho, Red Habanero Pepper, 98.90.

• Open Class: Pepper Flavored Cheeses, Mild Heat

Best of Class: Team Hennings, Saputo Cheese USA, Milwaukee, Hatch Pepper Cheddar, 99.55.

Second: John (Randy) Pitman, Mill Creek Cheese, Arena, Wisconsin, Chile Pepper Brick, 99.50.

Third: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, Southwest Reserve, 99.45.

• Open Class: Pepper Flavored Cheeses, Medium Heat

Best of Class: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, Habanero Colby Jack, 99.10.

Second: Matt Erdley, Klondike Cheese Co., Monroe, Wisconsin, Odyssey Sweet Heat Feta, 99.05.

Third: John (Randy) Pitman, Mill Creek Cheese, Arena, Wisconsin, Chile Pepper Muenster, 98.95.

• Open Class: Pepper Flavored Cheeses, High Heat

Best of Class: Team Emmi Roth, Emmi Roth USA, Monroe, Wisconsin, Roth Chipotle Havarti Loaf, 98.85.

Second: Dave Turner, Glanbia Nutritionals, Twin Falls, Idaho, Red Habanero Gouda, 98.30.

Third: Mosco, Cooper, Prichard, Romesser, Yancey's Fancy Inc., Corfu, New York. *Ghost Penner Cheddar*: 98.25.

• Latin American Style Fresh Cheeses

Best of Class: Roberto Encarnación, Tropical Cheese Industries Inc., Perth Amboy, New Jersey, Queso Blanco, 99.10.

Second: Team V&V Supremo Foods, V&V Supremo Foods Inc., Chicago, Queso Fresco, 98.85.

Third: Marquez Brothers International, Hanford, California, *Queso Cremoso*, 98.75.

• Latin American Style Melting Cheeses

Best of Class: Dan Reed, Chula Vista Cheese Co./V&V Supremo Foods, Browntown, Wisconsin, Oaxaca Cheese Ball, 99.10.

Second: Sam Sweeney, Chula Vista Cheese Co./V&V Supremo Foods, Browntown, Wisconsin, Oaxaca Cheese Ball, 98.90.

Third: Jeff Mattes, Chula Vista Cheese Co./V&V Supremo Foods, Browntown, Wisconsin, *Oaxaca Cheese Ball*, 98.85.

• Latin American Style Hard Cheeses

Best of Class: Gerardo Navarro, Quesos Navarro, Tepatitlan, Jalisco, Mexico, Cotija Añejo Navarro, 99.60.

Second: Marquez Brothers International Inc., Hanford, California, Cotija, 99 05

Third: Team Emmi Roth, Emmi Roth USA, Monroe, Wisconsin, Roth Original GranQueso Wheel, 98.45.

Paneer

Best of Class: Specialty Cheese Production Team, Specialty Cheese Co. Inc., Reeseville, Wisconsin, 40-pound Block Paneer Cheese, 98.55.

Second: Specialty Cheese Production Team, Specialty Cheese Co. Inc., Reeseville, Wisconsin, 40-pound Block Part Skim Paneer, 98.45.

Third: Specialty Cheese Production Team, Specialty Cheese Co. Inc., Reeseville, Wisconsin, 40-pound Block Organic Paneer, 98.30.

• Open Class: Soft Cheeses

Best of Class: Bill Codr, BelGioioso Cheese Inc., Green Bay, Wisconsin, BelGioioso Mascarpone, 99.60.

Second: Randy Wolter, BelGioioso Cheese Inc., Green Bay, Wisconsin, Bel-Gioioso Crema di Mascarpone, 99.55.

Third: Sønderhaven, 9700 Brønderslev, Denmark, 45-1-1, 99.50.

• Open Class: Semi-soft (Semi-hard) Cheeses

Best of Class: Alpine Cheese team, Alpine Cheese/ValleyView, South Wayne, Wisconsin, Butterkase, 99.20.

Second: Team Lake Country Dairy, Schuman Cheese, Fairfield, New Jersey, Cello Fontal, 99.10.

Third: John (Randy) Pitman, Mill Creek Cheese, Arena, Wisconsin,

Farmer Cheese, 99.05.

• Open Class: Hard Cheeses

Best of Class: Fromagerie Le Maréchal SA, Granges-Marnand, Vaud, Switzerland, Le Maréchal, 98.65.

Second: Team Emmi Roth, Emmi Roth USA, Monroe, Wisconsin, Roth Pavino Cheese Wheel, 97.70.

Third: Saxon Creamery Team, Saxon Cheese LLC, Cleveland, Wisconsin, Alpine Style 16 months, 97.00.

• Open Class: Hard Cheeses with Natural Rind

Best of Class: Team Doe Run, The Farm at Doe Run, Coatesville, Pennsylvania, St. Malachi, 99.45.

Second: Team Emmi Roth, Emmi Roth USA, Platteville, Wisconsin, Roth Grand Cru Reserve Block, 99.40.

Third: Naturkäserei TegernseerLand eG, Kreuth, Bayern, Germany, *Tegernseer Bergkas alt*, 99.35.

• Open Class: Flavored Soft Cheeses

Best of Class: Crave Brothers Team, Crave Brothers Farmstead Cheese LLC, Waterloo, Wisconsin, Marinated Fresh Mozzarella, 99.50.

Second: Dean Egnarski, BelGioioso Cheese Inc., Green Bay, Wisconsin, BelGioioso Burrata with Black Truffles, 99.45.

Third: Losurdo Foods Ball Line Crew, Losurdo Foods Inc., Heuvelton, New York, Fresh Mozzarella with Fresh Basil and Sundried Tomato, 99.20.

• Open Class: Flavored Semi-soft (Semi-Hard) Cheeses

Best of Class: Markus Hartmann, Sennerei Schnifis Reg Genmbh, Schnifis, Vorarlberg, Austria, Der echte Schnifner Laurentius mild, 99.40.

Second: Lake Country Dairy Team, Schuman Cheese, Fairfield, New Jersey, Yellow Door Creamery Tuscan Rubbed Fontal Cheese, 99.10.

Third: Lake Country Dairy Team, Schuman Cheese, Fairfield, New Jersey, Yellow Door Creamery Bergamot Hibiscus Rubbed Fontal, 99.05.

• Open Class: Flavored Cheeses with Sweet or 'Dessert' Condiments

Best of Class: Mike Matucheski, Sartori Co., Antigo, Wisconsin, Sartori Reserve Espresso BellaVitano, 99.40.

Second: Mike Matucheski, Sartori Co., Antigo, Wisconsin, Sartori Reserve Merlot BellaVitano, 99.35.

Third: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, Marieke Gouda HoneyClover, 99.30.

• Open Class: Flavored Hard Cheeses

Best of Class: Team Almena, Saputo Cheese USA, Milwaukee, Rosemary Asiago, 99.45.

Second: Mike Matucheski, Sartori Co., Antigo, Wisconsin, Sartori Reserve Black Pepper BellaVitano, 99.40.

Third: Jean-Louis Berthier, Glanbia Nutritionals, Twin Falls, Idaho, *White* Cheddar/Green Olives & Pimento, 99.00.

• Open Class: Smoked Soft and Semisoft (Semi-hard) Cheeses

Best of Class: Maple Leaf Cheese-making Team, Maple Leaf Cheesemakers, Inc., Monroe, Wisconsin, Smoked Fontina, 99.45.

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EVENTS

ICTE partners with USDEC and WMMB for exporting, cheese marketing outlook

MADISON, Wis. — International Cheese Technology Expo (ICTE) is partnering with the U.S. Dairy Export Council (USDEC) and Wisconsin Milk Marketing Board (WMMB) April 17-19 at the Wisconsin Center in Milwaukee.

"ICTE 2018 will offer insight from the industry's foremost authorities on dairy trade, sales and marketing — programming we know offers real value to cheese manufacturers and processors in today's competitive global marketplace," says Judy Keller, events director for Wisconsin Cheese Makers Association, the organization which, along with the Center for Dairy Research, hosts ICTE.

Secretary Tom Vilsack of USDEC will

deliver ICTE 2018's keynote address on Wednesday, April 18, detailing key prospects for U.S. dairy exports. His address will lead into talks on trade challenges and opportunities from USDEC leaders.

On Thursday, April 19, WMMB will lead talks focused on the continued growth of specialty cheese markets. WMMB CEO Chad Vincent and WMMB Vice President of Market Research Jen Walsh will reveal market data on the latest trends before joining a panel of retail and foodservice buyers who will share their insights on what the marketplace wants.

For more information, visit www.cheeseexpo.org. CMN

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OPEN

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Second: Team Lake Norden, Agropur, Lake Norden, South Dakota, Smoked lowmoisture whole-milk Mozzarella, 99.40.

Third: Global Foods International, Schiller Park, Illinois, Smoked Natural Mozzarella Loaf, 99.30.

• Open Class: Smoked Hard Cheeses

Best of Class: Team Meister 4, Meister Cheese, Muscoda, Wisconsin, Smoked Cheddar, 99.60.

Second: Team Meister 3, Meister Cheese, Muscoda, Wisconsin, Smoked Cheddar, 99.15.

Third: Troy Morfin, Glanbia Nutritionals, Twin Falls, Idaho, Smoked Cheddar, 98.95.

• Reduced Fat Soft & Semi-soft (Semi-hard) Cheeses

Best of Class: De Graafstroom, Bleskensgraaf, Zuid Holland, Netherlands, De Graafstroom 30+ Oud, 99.80.

Second: Sjoerd Hiemstra, Beemster, Westbeemster, Netherlands, Paradiso Silver, 99.65.

Third: Amanda Olson, Agropur, Hull, Iowa, *Reduced Fat Monterey Jack - cut* 640, 99.60.

• Reduced Fat Hard Cheeses

Best of Class: Day Shift 1, Glanbia Nutritionals, Twin Falls, Idaho, Reduced Fat Cheddar, 99.05.

Second: Westland, Westland Kaas Export B.V., Huizen, Noordholland, Netherlands, Old Amsterdam Light, 98.90.

Third: Team Steenderen, FrieslandCampina Export, Wolvega, Friesland, Netherlands, Holland Master Cantenaar, 98.75.

• Lowfat Cheeses

Best of Class: Steve Buholzer, Klondike Cheese Co., Monroe, Wisconsin, Odyssey Low Fat Feta, 99.85.

Second: Ricotta, Lactalis American Group, Buffalo, New York, Low Fat Ricotta, 99.70.

Third: Steve Webster, Klondike Cheese Co., Monroe, Wisconsin, *Odyssey Fat Free Feta.* 99.70.

• Reduced Sodium Cheeses

Best of Class: Granarolo Team, Granarolo, Parma, Parma, Italy, Trecento Italian Cheese, 30-percent less salt, 99.25.

Second: De Graafstroom, Bleskensgraaf, Zuid Holland, Netherlands, De Graafstroom 35+ Belegen, 99.15.

Third: Team Lutjewinkel North-Holland Gold, FrieslandCampina Export, Wolvega, Friesland, Netherlands, Reduced-fat semi-hard low-salt, 99.10.

• Cold Pack Cheese, Cheese Food

Best of Class: Team Pine River, Pine River Pre-Pack, Newton, Wisconsin, Extra Sharp Cheddar Cold Pack, 99.55.

Second: Team Pine River, Pine River Pre-Pack, Newton, Wisconsin, Port Wine Cold Pack Cheese Food, 99.50.

Third: Team Pine River, Pine River Pre-Pack, Newton, Wisconsin, Swiss and Almond Cold Pack Cheese Food, 99.40.

• Cold Pack Cheese Spread

Best of Class: Team Pine River, Pine River Pre-Pack, Newton, Wisconsin, Pepper Jack Cold Pack Cheese Spread, 99.35.

Second: Team Bel Brands USA, Bel Brands USA, Little Chute, Wisconsin, Kaukauna Sharp Spreadable Cheese, 99.15.

Third: Lon Riedel, Lactalis American Group, Merrill, Wisconsin, Black Diamond Extra Sharp Spreadable Cheese, 98.85.

• Spreadable Natural Cheeses

Best of Class: Luana Cream Cheese Team, Prairie Farms, Monona, Iowa, Cream Cheese, 99.15.

Second: Smithfield Cream Cheese, Savencia Cheese USA, New Holland, Pennsylvania, Smithfield Cream Cheese, 98.80.

Third: Product Lifecycle and Strategies, Schreiber Foods, Green Bay, Wisconsin, *Whipped Cream Cheese*, 98.75.

• Spreadable Natural Cheeses, Flavored

Best of Class: Product Lifecycle and Strategies, Schreiber Foods, Green Bay, Wisconsin, Hazelnut Cream Cheese Spread, 99.85.

Second: Brian Storm, Lactalis American Group, Merrill, Wisconsin, Rondelé Organic Garden Vegetable Spreadable Cheese, 99.80.

Third: Product Lifecycle and Strategies, Schreiber Foods, Green Bay, Wisconsin, *Strawberry Cream Cheese Spread*, 99.75.

• Pasteurized Process Cheeses

Best of Class: Process Loaf Team, Associated Milk Producers Inc., Portage, Wisconsin, Colored American Pasteurized Process Cheese Loaf, 99.25.

Second: Prairie Farms Cheese Division, Prairie Farms Dairy, Rochester, Minnesota, Pasteurized Process Swiss American 05RP01301801, 98.75.

Third: Ornua Ingredients, Hilbert, Wisconsin, Italian American #7776023IT24, 98.70.

• Pasteurized Process Cheeses, Flavored

Best of Class: Cheesemakers Zaandam, Royal A-ware, Almere, Flevoland, Netherlands, Smoked Processed Goat, 99.20.

Second: Old Croc Cheese, Trugman-Nash & Gilman Cheese Corp., Millburn, New Jersey, Old Croc Horseradish Pasteurized Process Cheddar, 99.15.

Third: Fox, Fields, Stout, Yancey's Fancy Inc., Corfu, New York, Pasteurized Process Cheddar with Jalapenos & Peppadews. 99.05.

• Pasteurized Process Cheese Slices

Best of Class: Old Croc, Trugman-Nash LLC, Millburn, New Jersey, Old Croc Roasted Garlic & Herb Pasteurized Process Slices, 99.10.

Second: Team Slice, Land O'Lakes, Inc., Spencer, Wisconsin, Yellow American Slices-Lot 32599390, 99.05.

Third: Slice Shift A, Bongards Premium Cheese, Bongards, Minnesota, Processed American Swiss Slice on Slice, 98.35.

• Pasteurized Process Cheese Spread

Best of Class: Birkum Ost, Arla Foods, Odense SOE, Denmark, Penny Kräuter L022, 99.55.

Second: Birkum Ost, Arla Foods, Odense SOE, Denmark, Alpenmark

Salami L023, 99.35.

Third: Alouette Creme de Brie, Savencia Cheese USA, New Holland, Pennsylvania, *Alouette Creme de Brie*, 99.25.

• Soft Goat's Milk Cheeses

Best of Class: Woolwich Dairy's Team, Saputo Dairy Products Canada G.P., Orangeville, Ontario, *Chebrie*, 99.65.

Second: Aged Cheese Team, Vermont Creamery, Websterville, Vermont, Fresh Crottin, 99.40.

Third: Team Idyll, Idyll Farms, Northport, Michigan, *Idyll Pastures-*Soft, slightly tangy goat cheese, 99.20.

• Flavored Soft Goat's Milk Cheeses

Best of Class: Team Idyll, Idyll Farms, Northport, Michigan, Idyll Pastures with Fennel Pollen-Flavored, 99.45.

Second: Team Foecking, Montchevre-Betin Inc., Belmont, Wisconsin, 4-ounce Garlic & Herb Non GMO, 99.35.

Third: Team Adams, Montchevre-Betin Inc., Belmont, Wisconsin, Rondin Garlic & Herb, 99.30.

• Flavored Soft Goat's Milk Cheeses with Sweet Condiments

Best of Class: Team Mackenzie, Mackenzie Creamery, Hiram, Ohio, Cognac Fig Chevre, 99.35.

Second: Team Mackenzie, Mackenzie Creamery, Hiram, Ohio, Apricot Ginger Chevre, 99.25.

Third: Woolwich Dairy's Team, Saputo Dairy Products Canada G.P., Orangeville, Ontario, Chevrai Lemon & Lime, 98.95.

• Surface (Mold) Ripened Goat's Milk Cheeses

Best of Class: Aged Cheese Team, Vermont Creamery, Websterville, Vermont, Coupole, 99.90.

Second: Carr Valley Cheese Makers, Carr Valley Cheese, La Valle, Wisconsin, Snow White Goat Cheddar, 99.85.

Third: Cypress Grove, Arcata, California, *Humboldt Fog Grande*, 99.80.

• Washed Rind/Smear Ripened Goat's Milk Cheeses

Best of Class: Dummermuth +Kursner, Fromagerie, Gimel, Vaud, Switzerland, Fromage de Chèvre, 99.60.

Second: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria, Silberziege, 99.55.

Third: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria. Capellaro. 98.75.

• Semi-soft (Semi-hard) Goat's Milk Cheeses

Best of Class: Team Gerkesklooster, FrieslandCampina Export, Wolvega, Friesland, Netherlands, Holland Master Geit PDO, 99.45.

Second: Cheeseland/Rouveen, Cheeseland, Seattle/Netherlands, Dutch Girl, 99.20.

Third: Team CONO, Beemster, 1464 MB, Netherlands, *Beemster Goat Cheese*, 99 15

• Flavored Semi-soft (Semi-hard) Goat's Milk Cheeses

Best of Class: Maxorata, Grupo Ganaderos de Fuerte Ventura, Puerto Del Rosario-Fuerteventura, Las Palmas, Spain, Maxorata Majorero PDO - Semicured with Paprika, 99.85.

Second: Carr Valley Cheese Makers, Carr Valley Cheese, La Valle, Wisconsin, Black Goat Truffle, 99.55.

Third: Carr Valley Cheese Makers, Carr Valley Cheese, La Valle, Wisconsin, *Cocoa Cardona*, 99.50.

• Hard Goat's Milk Cheeses

Best of Class: Vandersterre Holland Team, Vandersterre Holland, Bodegraven, Zuid-Holland, Netherlands, Boer'n Trots Honey Goat, 99.60.

Second: Anne Doe, Boston Post Dairy, Enosburg Falls, Vermont, Boer'n Trots Honey Goat, 99.00.

Third: Team Gerkesklooster, FrieslandCampina Export, Wolvega, Friesland, Netherlands, *Frico Chevrette Matured PDO*, 98.55.

• Soft Sheep's Milk Cheeses

Best of Class: Green Dirt Farm, Weston, Missouri, Fresh Plain, 99.30.

Second: Brenda Jensen, Hidden Springs Creamery, Westby, Wisconsin, Driftless Natural, 98.50.

Third: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria, Arzberger Bellino, 98.25.

• Semi-soft (Semi-hard) Sheep's Milk Cheeses

Best of Class: Yan Sutterlin, La Fromathèque, Martigny-Croix, VS, Switzerland, Bio Vallée Brebidoux, 99.55.

Second: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria, Arzberger Aurum, 99.45.

Third: Arvanitis SA, Thessaloniki, Greece, Yioryo Feta Barrel Aged, 99.35.

• Flavored Soft & Semi-soft (Semihard) Sheep's Milk Cheeses

Best of Class: Brenda Jensen, Hidden Springs Creamery, Westby, Wisconsin, Driftless - Cranberry Cinnamon, 99.25.

Second: Brenda Jensen, Hidden Springs Creamery, Westby, Wisconsin, Driftless - Honey/Lavender, 99.20.

Third: Brenda Jensen, Hidden Springs Creamery, Westby, Wisconsin, Driftless - Sundried Tomato Garlic, 99.00.

• Surface (Mold) Ripened Sheep's Milk Cheeses

Best of Class: Green Dirt Farm, Weston, Missouri, Woolly Rind, 98.30.

Second: Gemma Cambero, Hacienda Zorita, San Pelayo de Guareña, Salamanca, Spain, Flor de queso con moho, 97.60.

Third: Nettle Meadow Team, Nettle Meadow Cheese Co., Warrensburg, New York, *Simply Sheep*, 96.95.

• Hard Sheep's Milk Cheeses (0-3 months)

Best of Class: Etorki Reserve, Group Savencia Cheese, New Holland, Pennsylvania/France, Etorki Reserve, 99.55.

Second: Cheeseland/Verduin, Cheeseland Inc., Seattle/Netherlands, Ewephoria Medium Aged, 99.45.

Third: Jean-Paul Martin, Lactalis American Group, Buffalo, New York, Istara P'tit Basque Wax, 99.40.

• Hard Sheep's Milk Cheeses (3-9 months)

Best of Class: Esquirrou, Group Savencia Cheese, New Holland, Pennsylvania/France, Esquirrou, 99.45.

Turn to SHEEP, page 16 ₽





Photo by Alyssa Mitchell/Cheese Market News

WORLD CHAMPION — Silvain Diedrichs, R&D manager with Savencia Cheese USA, New Holland, Pennsylvania, stands with the World Champion Esquirrou, a hard sheep's milk cheese made in France at Mauleon Fromagerie and imported by Savencia Cheese USA.

SHEEP

Continued from page 15

Second: Fratelli Pinna, Fratelli Pinna Industria Casearia S.p.A., Thiese, SS, Italy, Medoro (Pecorino Sardo DOP), 99.15.

Third: Dehesa de Los Llanos S.L., Albacete, Castilla La Mancha, Spain, Queso D.O. Manchego artesano Dehesa de Los Llanos Curado, 98.85.

• Hard Sheep's Milk Cheeses (9 months or longer)

Best of Class: World Class Sheep Cheese of Wisconsin, Eckerman Sheep Co., Antigo, Wisconsin, Smooth, Mellow, Old World Flavor, Fall 2016, 99.20.

Second: Manuel Viaño, Lácteas Castellano Leonesas S.A./Reny Picot, Fresno De La Ribera, Zamora, Spain, Señorio De Montelarreina Gran Reserva, 98.70.

Third: Angel Exojo, Manchega Ojos Del Guadiana, Daimiel, Ciudad Real, Spain, *Artisan Manchego Cheese*, 98.35.

• Soft & Semi-soft (Semi-hard) Mixed Milk Cheeses

Best of Class: Reggie Jones, Central Coast Creamery, Paso Robles, California, Seascape, 98.75.

Second: Victor Martin Osona, El Gran Cardenal S.A., Medina Del Camp, Valladolid, Spain, El Gran Cardenal Iberico, 98.50.

Third: Mark Ruttner, BelGioioso Cheese Inc., Green Bay, Wisconsin, BelGioioso Crumbly Gorgonzola with Sheep's Milk, 98.05.

• Flavored Soft & Semi-soft (Semihard) Mixed Milk Cheeses

Best of Class: Sirana Gligora, Kolan, Croatia, Žigljen iz vinskog dropa, 99.60.

Second: Maxorata, Grupo Ganaderos De Fuerteventura, S.L., Puerto Del Rosario- Fuerteventura, Las Palmas, Spain, Alisios with Paprika, 99.50.

Third: Sirana Gligora, Kolan, Croatia, Žigljen dozreo u dropu masline, 99.45.

• Surface (Mold) Ripened Mixed Milk Cheeses

Best of Class: David Rogers and Team LaClare, LaClare Family Creamery,

Malone, Wisconsin, Cave Aged Chandoka NZ Cheddar Style Mixed, 99.25.

Second: Carr Valley Cheese Makers, Carr Valley Cheese, La Valle, Wisconsin, Cave Aged Mellage, 98.70.

Third: Nettle Meadow Team, Nettle Meadow Cheese Co., Warrensburg, New York, *Briar Summit*, 98.65.

• Hard Mixed Milk Cheeses

Best of Class: Mike Matucheski and Erin Radtke, Sartori Co., Antigo, Wisconsin, Sartori Limited Edition Pastorale Blend, 99.85.

Second: Katie Fuhrmann and Team LaClare, LaClare Farms, Malone, Wisconsin, Chandoka, 99.80.

Third: Nettle Meadow Team, Nettle Meadow Cheese Co., Warrensburg, New York, *Slate Ridge*, 99.75.

• Open Class: All Other Milk Cheeses

Best of Class: CFC & Quattro Portoni Bergamo, Crown Finish Caves LLC, Brooklyn, New York/Italy, Bufarolo, 99.50.

Second: Bruno Gritti, Quattro Portoni, Cologno al Serio, Italy, Casatica, 99.40.

Third: Team Calabro, Calabro Cheese Corp., East Haven, Connecticut, *Ricotta di Bufala*, 99.35.

• Salted Butter

Best of Class: Team Holstebro Mejeri, Arla Foods - Holstebro Mejeri, Holstebro, Denmark, 20 x 250 gram Salted, 99.80.

Second: Jonas Nørtoft, Bornholms Andelsmejeri. Klemensker, Bornholm, Denmark, Lurpak salted butter - pasteurized - milk solid 84-percent, 99.55.

Third: Team West Springfield, Cabot Creamery Cooperative, West Springfield, Massachusetts, *Creamery Butter*, 99.15.

Unsalted Butter

Best of Class: Valio Seinäjoki butter team, Finlandia Cheese Inc., Helsinki, Finland, Finlandia Butter Unsalted, 99.70.

Second: NZMP, Fonterra Cooperative Group Ltd., Auckland, Auckland Central, New Zealand, Fonterra Te Rapa Unsalted Butter, 99.45.

Third: Isigny Sainte Mere, Isigny Sur

Mer, Normandie, France, AOP Isigny Unsalted Butter, 99.25.

Flavored Butter

Best of Class: Al Bekkum, Nordic Creamery, Westby, Wisconsin, Garlic and Basil Butter, 99.05.

Second: Pine River Dairy, Manitowoc, Wisconsin, Loaded Baked Potato Butter, 98.80.

Third: Winchester Butter Team, Parmalat, Winchester, Ontario, *Lactantia Lemon Herb Butter*, 98.75.

• Yogurt, Cow's Milk

Best of Class: West Seneca Cultured Division, Upstate Niagara Cooperative Inc., Buffalo, New York, Whole Milk Cupset Yogurt, 99.05.

Second: Team Schreiber, CROPP Cooperative/Organic Valley, La Farge, Wisconsin, Organic Grassmilk Plain Yogurt, 98.85.

Third: North Country Dairy, Upstate Niagara Cooperative Inc., Buffalo, New York, *Whole Milk Blended Yogurt*, 98.80.

• Flavored Yogurt, Cow's Milk

Best of Class: North Country Dairy, Upstate Niagara Cooperative Inc., Buffalo, New York, Whole Milk Yogurt - Very Cherry, 99.20.

Second: Marquez Brothers International, Hanford, California, Strawberry, 98.95.

Third: Team Schreiber, CROPP Cooperative/Organic Valley, La Farge, Wisconsin, Organic Grassmilk Vanilla Yogurt, 98.85.

• Flavored Lowfat Yogurt, Cow's Milk

Best of Class: Yodelay Yogurt, Madison, Wisconsin, Yodelay Yogurt - Rhubarb, 99.95.

Second: Yodelay Yogurt, Madison, Wisconsin, Yodelay Yogurt-Tart Cherry, 99.90.

Third: Yodelay Yogurt, Madison, Wisconsin, *Yodelay Yogurt - Pineapple*, 99.85.

• High Protein Yogurt, Cow's Milk

Best of Class: Eric Weidman, Siggi's Dairy, New York, Triple Cream (9-percent fat) Skyr, 99.65.

Second: Team Cabot, Cabot Creamery Cooperative, Cabot, Vermont, 10-percent Greek Yogurt, 99.60.

Third: Eric Weidman, Siggi's Dairy, New York, 4-percent Fat Skyr, 99.20.

• Flavored High Protein Yogurt, Cow's Milk

Best of Class: Adam Buholzer, Klondike Cheese Co., Monroe, Wisconsin, Odyssey Greek Yogurt Peach, 99.60.

Second: Adam Buholzer, Klondike Cheese Co., Monroe, Wisconsin, Odyssey Greek Yogurt Vanilla, 99.50.

Third: Steve Buholzer, Klondike Cheese Co., Monroe, Wisconsin, *Odyssey Greek Yogurt Lowfat Peach*, 99.40.

• Yogurt, All Other Milks

Best of Class: George Roehrig and Team LaClare, LaClare Farms, Malone, Wisconsin, LaClare Farms Goat Milk Yogurt - Blueberry, 99.15.

Second: George Roehrig and Team LaClare, LaClare Farms, Malone, Wisconsin, Goat Milk Yogurt - Strawberry, 98.85.

Third: Alberto Montesdeoca, Biogranja Montesdeoca S.L., Guia de Isora, Santa Cruz de Tenerife, Spain, *Yogur de*

Cabra Natural, 98.65.

• Drinkable Culture Products, All Flavors/All Milks

Best of Class: Yodelay Yogurt, Madison, Wisconsin, Yodelay Yogurt - Pineapple, 99.90.

Second: Ludwig Dairy, Inc., Dixon, Illinois, Kefir - Plain, 99.85.

Third: Yodelay Yogurt, Madison, Wisconsin, Yodelay Yogurt - Rhubarb, 99.80.

• Open Class: Shredded Cheese,

Flavored & Unflavored

Best of Class: Jerome - Team 4, Agropur, Jerome, Idaho, Sharp Cheddar
Feather Shred, 98.25.

Second: South Production-Plymouth, Great Lakes Cheese, Plymouth, Wisconsin, Sharp 2-pound Shred, 97.75.

Third: North 1, Great Lakes Cheese, Plymouth, Wisconsin, Matchstick Parmesan, 97.70.

• Open Class: Shredded Cheese Blends, Flavored & Unflavored

Best of Class: Masters Gallery Foods Inc., Plymouth, Wisconsin, Gourmet Cheddar Blend, 99.15.

Second: Masters Gallery Foods Inc., Plymouth, Wisconsin, Italian Cheese Blend, 98.80.

Third: Jace Johnsrud, Chula Vista Cheese Co./V&V Supremo Foods, Browntown, Wisconsin, Chihuahua/Oaxaca Blend, 98.75.

• Prepared Cheese Foods

Best of Class: Carr Valley Cheese Makers, Carr Valley Cheese, La Valle, Wisconsin, Chipotle Bread Cheese, 99.60.

Second: Anthony Mongiello, Formaggio Italian Cheese Specialties, Hurleyville, New York, Applewood Smoked Stuffed Mozzarella, 99.40.

Third: Team Brunkow, Brunkow Cheese, Darlington, Wisconsin, Brunuusto Baked Cheese Original, 99.30.

• Natural Snack Cheese

Best of Class: Jose Mora, BelGioioso Cheese Inc., Green Bay, Wisconsin, BelGioioso Fresh Mozzarella Snacking Cheese, 99.00.

Second: Ben Shibler, Ponderosa Dairy Products, Kewaunee, Wisconsin, Ponderosa Farmstead Whisps, 98.95.

Third: Ben Shibler, Ponderosa Dairy Products, Kewaunee, Wisconsin, *Farmstead Mini Whisps*, 98.90.

• Natural Sliced Cheese

Best of Class: Team Sebastian, Franklin Foods, Boca Raton, Florida, Goat Gouda Slices with Bell Pepper & Herbs, 98.70.

Second: Team Sebastian. Franklin Foods, Boca Raton, Florida, Goat Gouda Slices, 98.60.

Third: Team Cabot, Cabot Creamery, Cabot, Vermont, Sliced Cheddar S2, 98.05.

• Cheese Based Spreads

Best of Class: Key Ingredient Market, Bath, Pennsylvania, Champagne Cheddar, 99.70.

Second: Key Ingredient Market, Bath, Pennsylvania, Garlic Cheddar Spread, 99.45.

Third: Michele Sawyer, Red Clay Gourmet, Winston Salem, North Carolina, Classic Sharp Cheddar Pimiento Cheese, 99.30. CMN

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Secretary Tom Vilsack, President & CEO, U.S. Dairy Export Council will discuss opportunities around the globe for U.S. dairy exports, followed by a deep dive on export opportunities by USDEC experts.



Driving Growth of Specialty Cheeses

Wisconsin Milk Marketing Board will reveal data on trends and consumers for specialty cheese marketers and gather a panel of retail and foodservice buyers to describe what the marketplace wants next from your company.



Pathogen Control in Dairy Plants

Innovation Center for U.S. Dairy will highlight current research, resources, and food safety topics impacting dairy manufacturers today.



Dairy Ingredients in the Global Food Market

Center for Dairy Research (CDR) looks at whey and milk proteins, and permeate, from the perspective of competing products and what the global marketplace is seeking.



Cheese Quality Issues and Solutions

Center for Dairy Research (CDR) leads a technical session on cheesemaking improvements perfect for cheesemakers everywhere.



Artisan Track Cheese Workshop

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TUESDAY, APRIL 17

5:00-7:00 P.M. Tetra Pak Opening Reception

7:00-10:00 P.M. WCMA Young Professionals Event

WEDNESDAY, APRIL 18

8:00 A.M. TO NOON Keynote Address & Morning Seminars

9:00 A.M.-1:00 P.M. Collegiate Dairy Products Contest

11:30 A.M.-5:00 P.M.
ICTE Exhibits &
Complimentary Lunch

12:30-4:30 P.M.
Ideas Showcase in
the Exhibit Hall

3:30-4:30 P.M.
Collegiate Contest
Awards Ceremony

5:00-7:00 P.M. Chr. Hansen Reception & Auction of Champion Cheeses

THURSDAY, APRIL 19

8:00-9:15 A.M. Industry Recognition Breakfast

9:30 A.M. TO NOON Morning Seminars

11:30 A.M.-4:00 P.M.
ICTE Exhibits &
Complimentary Lunch

12:30-3:30 P.M. Ideas Showcase in the Exhibit Hall

5:00-8:30 P.M.

Champions Reception & World Championship Cheese Contest Awards Banquet

8:30-MIDNIGHT
Afterglow Reception

Exhibits are FREE to Dairy Manufacturers