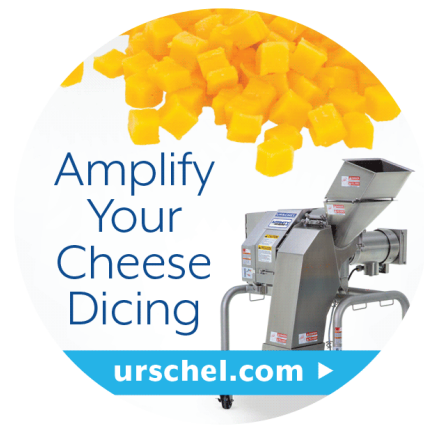




CHEESE REPORTER

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USDA Seeks Comments On Retail Concentration's Impact On Industry

FTC, Justice Department To Host Listening Forums On Effects Of Mergers, Acquisitions

Washington—The US Department of Agriculture (USDA) is requesting comments and information from the public to assist the agency in preparing a report on the effect of retail concentration and retailers' practices on the conditions of competition in the food industries.

Last July, President Biden issued an executive order on "Promoting Competition in the American Economy," which created a White House Competition Council and directed federal agency actions to enhance fairness and competition across the US economy. The executive order directs the secretary of agriculture, among other things, to submit a report on the effect of retail concentration and retailers' practices on food industry competition.

Consolidation in food retail and related parts of the supply chain, such as distribution, present potential risks of unfair and anticompetitive practices throughout the food supply chain, USDA noted

in a notice published in Thursday's *Federal Register*. Increases in concentration have been an important trend in food retail over the last few decades, as the share of single-store firms or local chains has declined from 55 percent in 1977 to 35 percent as of 2007, while the concentration ratio of the four largest food retailers hit 34 percent in 2019.

Foodservice distribution is concentrated in certain markets as well, with two firms dominating upwards of 70 percent of the national broadline distribution market, USDA stated. Further, insufficient analytic attention has been paid to the connections between retail, distribution, and processing firms and the implications for competition in the food and agricultural supply chains.

The rise in food retail and distribution concentration in recent decades potentially impacts agricultural producers and small, midsize and otherwise independent (SME) processors, as well as potentially

ultimately impacting consumers, USDA stated. Concentration in food retail and distribution may magnify and contribute to consolidation among meat and poultry processing firms, among other food system market participants. Such firms themselves may consolidate to secure leverage against consolidated food retail firms, which in turn may make it more difficult for SME processors to access food retail markets.

USDA said it will use public comments received through the notice to inform its policymaking and advocacy to help increase fairness and competition in food retail and related segments of US food and agricultural markets.

The agency is also interested in comments addressing the role that grants, loans, and other programs and services may play to enhance access to retail markets by agricultural producers, SME food processors, and other local and regional food enterprises.

Commenters may further provide information relevant to promoting local and regional food

• See **Food Competition**, p. 4

Biden Administration Launches Initiative To Improve Supply Chain Data Flow

Washington—The Biden administration on Tuesday announced the launch of Freight Logistics Optimization Works (FLOW), an information-sharing initiative to pilot key freight information exchange between parts of the goods movement supply chain.

FLOW includes 18 initial participants that represent diverse perspectives across the supply chain, including private businesses, warehousing, and logistics companies, ports, and more. These stakeholders will work together with the administration to develop a proof-of-concept information exchange to ease supply chain congestion, speed up the movement of goods, and ultimately cut costs for businesses and consumers.

The US Department of Transportation (DOT) will lead this effort, playing the role of a broker and convener to bring supply chain stakeholders together to solve problems and overcome coordination challenges. This initial phase aims to produce a proof-of-concept freight information exchange by the end of the summer.

FLOW is designed to support businesses throughout the supply chain and improve accuracy of information from end to end for a more resilient supply chain.

Initial business partners in FLOW include Land O'Lakes,

• See **Supply Chain Data**, p. 11

By Not Stopping 'Feta' Exporters, Denmark Hasn't Met Legal Obligations: Advocate General

Luxembourg—By failing to stop the use by Danish producers of the registered name "Feta" for cheese intended for export to third countries, Denmark has failed to fulfill its obligations under European Union (EU) law, Advocate General Tamara Capeta stated in an opinion delivered Thursday.

Feta was registered as a protected designation of origin (PDO) in the EU in 2002.

Since then, under the PDO, the term can only be used for cheese originating in the specified geographical area in Greece and complying with the relevant product specification.

• See **Danish 'Feta'**, p. 10

US Dairy Exports Increased 17% In January; Dairy Imports Jumped 32%

January Cheese Exports Rose 17%; Cheese Imports Declined 1%

Washington—US dairy exports during January were valued at \$583.3 million, up 17 percent from January 2021, according to figures posted last Friday by USDA's Foreign Agricultural Service (FAS).

That's the lowest monthly dairy export value since February 2021, when exports were valued at \$557.8 million. Following that month, exports topped \$600 million in value for nine consecutive months before dipping to \$594.7 million in December 2021.

Leading markets for US dairy exports in January, on a value

basis, with comparisons to January 2021, were: Mexico, \$133.8 million, up 32 percent; Canada, \$68.3 million, up 9 percent; Philippines, \$47.1 million, up 46 percent; China, \$45.7 million, up 13 percent; South Korea, \$38.6 million, up 25 percent; Japan, \$29.1 million, up 18 percent; Indonesia, \$21.2 million, up 26 percent; and Vietnam, \$19.9 million, down 12 percent.

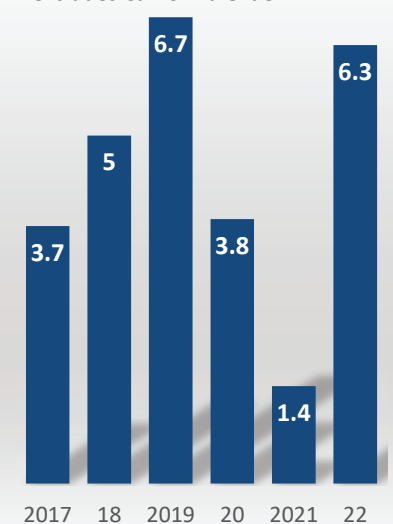
US dairy imports during January were valued at \$318.1 million, up 32 percent from January 2021. That's the fifth straight month in which US dairy imports have topped \$300 million in value.

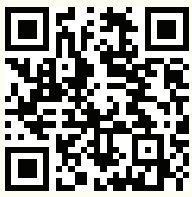
Leading sources of US dairy imports in January, on a value basis, with comparisons to January 2021, were: New Zealand,

• See **Jan. Dairy Trade**, p. 6

Volume of Milk Pooled in Class 3

billions of pounds
*excludes California Order





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

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'Dietary Guidelines For Americans' Really Needs Fixing

Reading through the US Department of Agriculture's recently released final rule that establishes transitional standards for the child nutrition program requirements related to milk, sodium, and whole grains, we came to the conclusion that any long-term improvements to those standards will require, for starters, some changes to the Dietary Guidelines for Americans.

And we're not optimistic that will happen.

As reported on our front page back on Feb. 4, USDA's final rule, among other things, allows local operators of the National School Lunch Program and School Breakfast Program to offer flavored, low-fat (1 percent) milk for students in grades kindergarten through 12 and for sale as a competitive beverage. The final rule also allows flavored, lowfat milk in the Special Milk Program for Children and in the Child and Adult Care Food Program for participants ages six and older. The final rule also modifies the proposed sodium standards.

So what does this final rule have to do with the Dietary Guidelines for Americans? Quite a bit, as it turns out. Just from a "mentions" perspective, the final rule (which was published in the Feb. 7, 2022 edition of the *Federal Register*) mentions the Dietary Guidelines for Americans approximately 50 times.

For example, regarding the milk standard, in a 2020 proposed rule, USDA had proposed to continue to allow schools the option to offer flavored, lowfat milk in reimbursable school meals. Notably, the agency received a total of 4,684 comments on this proposal, of which 91 supported the proposed rule and 4,585 opposed the proposed rule (eight comments were "mixed").

Some opponents stated that the proposed change is inconsistent with the Dietary Guidelines for Americans.

USDA said its final rule balances various factors, including

the current Dietary Guidelines. But the agency added that, while it appreciates comments on whole milk, allowing whole milk in the school meal programs would not align with recommendations in the latest edition of the Dietary Guidelines.

Regarding sodium reduction targets, USDA noted that the transitional standards in its final rule align with the US Food and Drug Administration's recent voluntary sodium reduction targets for the food industry, and that FDA's goal of supporting reductions in sodium intake is consistent with the latest edition of the Dietary Guidelines for Americans.

Consistent with statutory requirements, USDA's intention is to ensure that the sodium targets for school meals reflect the goals of the current Dietary Guidelines, which recommend reducing average sodium intake from current levels, USDA explained in its final rule.

So, what does the future look like in the areas of milk choices and sodium reduction in child nutrition programs? For starters, keep in mind that USDA's final rule establishes "transitional standards." The final rule is intended for two school years only: 2022-23 and 2023-24.

In that final rule, USDA also explains that its long-term goal is to establish regulations that align school meal nutrition standards with the Dietary Guidelines, 2020-2025. The agency intends to issue a proposed rule in fall 2022 which will address school meal nutrition standards for school year 2024-25 and beyond.

That new rulemaking will consider the areas addressed through the final rule and ensure that the long-term standards are consistent with the goals of the Dietary Guidelines, 2020-2025 and nutrition science, as required by the National School Lunch Act.

One problem with that approach is that, by the time USDA finalizes

the decades-long dietary advice to reduce saturated fat intake has actually done more harm than good, and that sodium reduction efforts may end up doing the same, particularly when it comes to reducing sodium in cheese products, where it provides many quality and safety benefits.

school meal nutrition standards for school year 2024-2025 and beyond, the federal government will already be undertaking the preparation of the next edition of the Dietary Guidelines for Americans.

It's been less than a year and a half since the federal government (USDA and the Department of Health and Human Services, FDA's parent agency) issued the latest edition of the Dietary Guidelines for Americans.

Work on the latest edition of the Dietary Guidelines actually got underway roughly two years before the final report was released. That means that work on the next edition could begin within the next year or so, and thus would "overlap" with USDA's school lunch rulemaking.

Unfortunately, we're not optimistic that the next edition will offer any relief when it comes to either the fat content of milk and other dairy products, or sodium reduction. This despite considerable evidence that the decades-long dietary advice to reduce saturated fat intake has actually done more harm than good, and that sodium reduction efforts may end up doing the same, particularly when it comes to reducing sodium in cheese products, where it provides many quality and safety benefits.

Finally, it's worth noting that, at least when it comes to milk served in schools, some members of Congress are trying to bypass the Dietary Guidelines. Among other things, US Rep. Glenn Thompson (R-PA), the top Republican on the House Ag Committee, a year ago introduced legislation that would permit schools to offer students whole, reduced fat, lowfat, and fat-free flavored and unflavored milk.

The Dietary Guidelines will continue to guide child nutrition programs, but when it comes to school milk and sodium, it looks like they'll continue to guide those programs in the wrong direction.

February Class IV Volume Fell Below 1.0 Billion Pounds For Seven Orders

Washington—The volume of milk pooled in Class IV in February in the seven federal milk marketing orders that pay dairy farmers a producer price differential (PPD) fell below 1.0 billion pounds for just the second time since the California federal order became effective in November 2018, according to the February uniform price announcements for those seven orders.

Meanwhile, Class III volume on those seven orders in February topped 6.0 billion pounds, the third straight month in which Class III volume on the seven orders exceeded that level.

For those seven orders in, Class IV volume totaled 833.6 million pounds, down 175 million pounds from January and down 2.4 billion pounds from February 2021. Since the California federal order became effective, Class IV volume on the seven orders has only dropped below 1.0 billion pounds once; that was in February 2019, when it totaled 941 million pounds.

Class IV volume on the California order alone topped 1.0 billion pounds in eight months in 2019, all 12 months in 2020 and the first 10 months of 2021. But Class IV volume on the California order has now been under 100 million pounds for three straight months.

For the fourth straight month, all seven orders reported positive PPDs, ranging from 28 cents per hundredweight on the Upper Midwest order to \$2.76 per hundred on the Northeast order.

Class III volume on the California order totaled 1.22 billion pounds, down 43 million pounds from January but up almost 1.2 billion pounds from February 2021. That's the third straight month in which Class III volume on the order topped 1.0 billion pounds.

February Class III utilization on the California order was 70.7 percent, up from 68.9 percent in January and up from just 1.25 percent in February 2021. That's the first time ever that California's Class III utilization topped 70 percent.

Class IV volume on the California order totaled 51.3 million pounds, down 18 million pounds from January and down 1.28 billion pounds from February 2021. Utilization was 3.0 percent, down from 3.8 percent in January and 72.6 percent in February 2021.

Class III volume on the Upper Midwest order in February totaled 2.14 billion pounds, down 77 million pounds from January but up 1.8 billion pounds from February 2021. That's the second straight month in which Class III volume on the Upper Midwest order topped 2.0 billion pounds.

Class III utilization on the Upper Midwest order was 89.7

percent, up from 89.0 percent in January and up from 38.0 percent in February 2021.

Class IV volume on the Upper Midwest order totaled 17.6 million pounds, down 10.6 million pounds from January and down 151 million pounds from February 2021. Class IV utilization was 0.7 percent, down from 1.1 percent in January and down from 18.9 percent in February 2021.

On the Southwest order, Class III volume totaled 682.7 million pounds, down 34.8 million pounds from January but up 654 million pounds from February 2021. Utilization was 64.8 percent, up from 63.3 percent in January and up from 3.0 percent in February 2021.

Class IV volume on the Southwest order in February totaled 11.9 million pounds, down 3.1 million pounds from January and down 507 million pounds from February 2021. Class IV utilization was 1.1 percent, down from 1.3 percent in January and down from 55.2 percent in February 2021.

Class III volume on the Central order totaled 584 million pounds, down 38 million pounds from January but up 534 million pounds from February 2021. Class III utilization was 49.9 percent, up from 49.6 percent in January and up from 5.7 percent in February 2021.

Class IV volume on the Central order in February totaled 143.7 million pounds, down 15 million pounds from January and down 182 million pounds from February 2021. Class IV utilization was 12.3 percent, down from 12.7 percent in January and down from 37.3 percent in February 2021.

On the Mideast order in February, Class III volume totaled 600.8

million pounds, down 95.7 million pounds from January but up 406 million pounds from February 2021. Class III utilization was 47.0 percent, up from 45.2 percent in January and up from 15.2 percent in February 2021.

February Class IV volume on the Mideast order totaled 37.7 million pounds, down 91.9 million pounds from January and down 220 million pounds from February 2021. Class IV utilization was 2.9 percent, down from 8.4 percent in January and down from 20.1 percent in February 2021.

Class III volume on the Northeast order totaled 584 million pounds, down 38 million pounds from January but up 59 million pounds from February 2021. Utilization was 28.3 percent, up from 28.1 in January and up from 25.0 percent in February 2021.

February Class IV volume on the Northeast order totaled 353.8 million pounds, down 39 million pounds from January and down 40 million pounds from February 2021. Class IV utilization was 17.1 percent, down from 17.8 percent in January and down from 18.7 percent in February 2021.

Class III volume on the Pacific Northwest order totaled 287.7 million pounds, down 33.4 million pounds from January but up 136 million pounds from February 2021. Class III utilization was 42.9 percent, down from 44.8 percent in January but up from 27.1 percent in February 2021.

Class IV volume on the Pacific Northwest order in February totaled 217.6 million pounds, up 1.8 million pounds from January but down 24 million pounds from February 2021. Class IV utilization was 32.5 percent up from 30.1 percent in January but down from 43.0 percent in February 2021.

UK Retailer Scraps 'Use By' Dates On Its Own Brand Milk, Encourages Use Of Sniff Test Instead

Morecambe, UK—UK retailer Morrisons earlier this year scrapped "Use By" dates on 90 percent of its own brand milk, and is encouraging its customers to use a sniff test, to help reduce food waste in the home.

Morrisons anticipates the move will stop millions of pints of its own brand milk from being thrown away every year. Morrisons had already scrapped "Use By" dates across some of its own-brand yogurt and hard cheese ranges in 2020.

"Use By" dates will be scrapped from Morrisons own brand British and Scottish milks, Morrisons For Farmers milks and Morrisons organic milks in store — supplied into Morrisons by Arla farmers. Morrisons South West milk and The Best Jersey milk are yet to be converted.

Morrisons will instead encourage its customers to use a simple sniff test to check if their milk is still good to consume. The milk packaging will show "Best Before" dates to indicate to customers when they should drink it by, to get the best taste. Drinking milk after a "Best Before" date is not a food safety issue, Morrisons stated.

Research shows fresh milk can often last a number of days past the "Use By" date shown on the bottle, Morrisons noted. However, UK customers are routinely throwing away milk, as they incorrectly believe the milk is unsafe to drink.

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Food Competition

(Continued from p. 1)

systems, creating new market opportunities (including for value-added agriculture and value-added products), advancing efforts to transform the food system, meeting the needs of the agricultural workforce, supporting and promoting consumers' nutrition security, particularly for low-income populations, and supporting the needs of underserved and small to mid-sized producers and processors.

USDA's request for information includes but is not limited to four areas: competition and impacts, business practices, information and supply chain market structures, and policy responses.

Comments must be received by May 16; submitted at www.regulations.gov; the docket number is AMS-AMS-22-0026.

USDA is also seeking comments and information regarding competition in two other areas: competition and the intellectual property system for seeds and other agricultural inputs; and access to fertilizer: competition and supply chain concerns. Those requests for comments were also published in Thursday's *Federal Register*, and they both also have a comment deadline of May 16, 2022.

DOJ-FTC Merger Guidelines

Meanwhile, the US Department of Justice (DOJ) and the Federal Trade Commission (FTC) on Thursday announced that they will host a series of listening forums to hear from those who have experienced firsthand the effects of mergers and acquisitions beyond antitrust experts, including entrepreneurs, start-ups, farmers, investors and independent businesses.

The four forums will be held virtually over the next three months

and helmed by Assistant Attorney General Jonathan Kanter of the Antitrust Division and FTC Chair Lina M. Khan.

The first forum, which will focus on food and agriculture, will be held on Mar. 28, at 3:00 p.m. Eastern time. Other forums and focus areas will be: April 14, health care; April 27, media and entertainment; and May 12, technology.

Kanter and Khan will attend each event with staff from both agencies. At each event, they will provide a brief introduction, followed by remarks from each speaker. Speakers will include independent business owners, entrepreneurs, farmers, workers and other market participants. At the conclusion of the speakers' remarks, members of the public will have an opportunity to comment.

The forums will supplement the agencies' recent request for comments on merger enforcement guidelines to ensure that the agencies hear from affected groups who might not otherwise participate in the process.

In January, the DOJ's Antitrust Division and FTC launched an inquiry strengthening enforcement against illegal mergers.

This week, the agencies extended by one month the deadline to submit comments as part of their process to modernize the merger guidelines to better detect and prevent anticompetitive deals.

The new deadline to submit comments is April 21, 2022. Comments may be submitted at www.regulations.gov; the docket number is FTC-2022-0003. As of this week, more than 200 comments had already been submitted.

Legislation Addresses Mergers

Also this week, US Sen. Elizabeth Warren (D-MA) and US Rep. Mondaire Jones (D-NY) intro-

duced the Prohibiting Anticompetitive Mergers Act, which they said would ban the biggest, most anticompetitive mergers and give the DOJ and FTC the teeth to reject deals in the first instance without court orders and to break up harmful mergers.

The legislation makes "prohibited mergers" illegal, including: deals valued over \$5 billion; deals resulting in market shares over 33 percent for sellers or 25 percent for employers; and deals resulting in highly concentrated markets.

The legislation also establishes procedures for the federal government to conduct retrospective reviews and break up harmful deals.

The legislation is endorsed by more than 70 agriculture, antitrust, labor and advocacy organizations.

"Organic farmers are being harmed by extreme consolidation in the food system. Right now, dozens of organic dairy farmers in New England are facing an economic crisis because one of the very few buyers of organic milk is shifting to large farms in other regions of the country," said Kate Mendenhall, director of the Organic Farmers Association.

"The Organic Farmers Association supports the Prohibiting Anticompetitive Mergers Act because farmers and the resilience of our food supply suffer when already dominant companies are allowed to get even bigger," Mendenhall continued. "Stopping the growth of mega-mergers is the first step in getting more buyers and a fair price for organic farmers."

"Organic dairy farm families thrive on competition to set a fair price for their organic milk," said Liz Bawden, board president, Northeast Organic Dairy Producers Alliance. The NODPA supports the legislation "to provide a living wage for all farmers."

FROM OUR ARCHIVES

50 YEARS AGO

March 17, 1972: Washington—The FDA has issued a statement that there is significant consumer interest that the labels of standardized foods bear complete information of the ingredients. The FDA is looking to move as rapidly as possible provisions to require label declaration of all optional ingredients, except for flavorings, colorings, etc.

Washington—A new minimum wage bill has been approved by the House Education & Labor Committee, which would raise the present minimum from \$1.60 to \$2.00 per hour, a 25 percent increase.

25 YEARS AGO

March 21, 1997: Kiel, WI—Stoelting, Inc. recently hosted a delegation of 14 dairy experts from Armenia, Belarus, Russia and Ukraine as part of an eight-week training program sponsored by the US Department of Commerce.

Belleville, WI—Family Fresh Pack here has received a \$15,000 early planning award and \$25,000 micro-loan for an expansion project that includes the design and layout of a new cheese spread production line. Roth Kase of Monroe, WI, also announced an agreement with Avant Garde Foods of Bloomfield, NJ, to sell and distribute Avant Garde's 'The Original Spreadables' line.

10 YEARS AGO

March 16, 2012: New Ulm, MN—Associated Milk Producers, Inc. has entered into an agreement to sell its Cass-Clay Creamery, recognized in the Upper Midwest for fluid milk, ice cream and cultured products like yogurt and sour cream, to Kemps, LLC. Kemps will also acquire the Cass-Clay milk processing operation in Fargo, ND.

Fallon, NV—Quail Hollow, a subsidiary of Dairy Farmers of America, has purchased a 31.5-acre parcel here and intends to build a state-of-the-art dairy ingredient manufacturing facility capable of producing value-added products for domestic and global customers. The facility will be equipped to process 2.0 million pounds of raw milk daily, producing 90 million pounds of dried dairy products annually.

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Global Dairy Trade Price Index Falls For First Time In '22; Product Prices Mixed

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 0.9 percent from the previous auction, held two weeks ago.

That's the first decline in the GDT price index since the last auction of 2021.

The GDT auction featured 109 winning bidders, prices were higher for Cheddar cheese, skim milk powder and anhydrous milkfat, and lower for butter, whole milk powder and lactose. Butter-milk powder wasn't offered, and an average price for sweet whey powder wasn't available.

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

Cheddar cheese: The average winning price was \$6,412 per metric ton (\$2.91 per pound), up 0.3 percent. Average winning prices were: Contract 1 (April), \$6,261 per ton, down 5.8 percent; Contract 2 (May), \$6,310 per ton, down 3.7 percent; Contract 3 (June), \$6,334 per ton, down 2.9 percent; Contract 4 (July), \$6,470 per ton, up 1.6 percent; and Contract 6 (September), \$6,630 per ton, up 16.2 percent.

Skim milk powder: The average winning price was \$4,545 per ton (\$2.06 per pound), up 1.6 percent. Average winning prices were: Contract 1, \$4,601 per ton, down 0.9 percent; Contract 2, \$4,524 per ton, up 2.3 percent; Contract 3, \$4,547 per ton, up 1.1 percent; Contract 4, \$4,567 per ton, up 0.8 percent; and Contract 5 (August), \$4,592 per ton, up 1.7 percent.

Whole milk powder: The average winning price was \$4,596 per ton (\$2.08 per pound), down 2.1 percent. Average winning prices were: Contract 1, \$4,559 per ton, down 2.5 percent; Contract 2, \$4,599 per ton, down 2.7 percent; Contract 3, \$4,602 per ton, down 2.5 percent; Contract 4, \$4,646 per ton, up 1.5 percent; and Contract 5, \$4,635 per ton, down 2.4 percent.

Butter: The average winning price was \$6,958 per ton (\$3.16 per pound), down 1.8 percent. Average winning prices were: Contract 1, \$6,980 per ton, down 1.6 percent; Contract 2, \$6,941 per ton, down 2.5 percent; Contract 3, \$6,945 per ton, down 2.7 percent; Contract 4, \$6,975 per ton, down 0.9 percent; and Contract 5, \$7,030 per ton, up 2.3 percent.

Anhydrous milkfat: The average winning price was \$7,111 per ton (\$3.22 per pound), up 0.4 percent. Average winning prices were: Contract 1, \$7,085 per ton, up 0.1 percent; Contract 2, \$7,129 per ton, unchanged; Contract 3, \$7,110 per ton, up 1.7 percent; Contract 4, \$7,112 per ton, up 0.1

percent; and Contract 5, \$7,098 per ton, down 0.3 percent.

Lactose: The average winning price was \$1,618 per ton (73.4 cents per pound), down 0.6 percent. That was for Contract 2.

ASB Bank, in its "Commodities Weekly" report, called the 0.9 percent drop in the GDT price index "a flea bite on the nose of Goliath given how far prices have come." With whole milk prices up almost 23 percent in 2022 thus far, "a wee dip is all a bit much of a muchness — particularly given the lift in SMP prices (which have underperformed WMP) shows demand for powder is still strong. The same is true of butter prices, which had

been on a massive bull run over the past dozen auctions."

Market fundamentals still support prices holding their ground or advancing further in the near term, ASB Bank noted. There still isn't much sign that tight global supply conditions will ease with any alacrity. Stretched capacity and rising cost pressures remain constraints on output globally, while in much of the Southern Hemisphere, there's the overlay of unfavorable weather conditions.

ASB Bank is retaining its milk price forecasts of \$9.50 per kilogram of milk solids and \$9.20 per kilogram of milk solids for this season and next, while noting that there's "a lot of uncertainty" out there still, with the impact of Russia's invasion of Ukraine still a big question mark.

Fonterra this week announced its 2022 interim results for the first half of its financial year, and Miles Hurrell, Fonterra CEO, said the cooperative has "continued to see strong demand for our products across multiple markets at a time of constrained supply."

Regarding the second half of the financial year, Fonterra's Hurrell said the forecast farmgate milk price range of \$9.30 to \$9.90 per kilogram of milk solids remains unchanged.

"In the medium term, we expect the supply and demand outlook to go some way towards underpinning a strong milk price next season," Hurrell said.

There are "a number of risks we are continuing to watch closely," including the conflict in Ukraine, Hurrell added.

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Jan. Dairy Trade

(Continued from p. 1)

\$54.4 million, up 16 percent; Ireland, \$49.3 million, up 201 percent; Italy, \$42.2 million, up 22 percent; France, \$28.4 million, up 29 percent; Canada, \$21.3 million, up 24 percent; Mexico, \$13.1 million, up 35 percent; Denmark, \$11.0 million, up 50 percent; and

January 2021, were: Mexico, 16.7 million pounds, up 74 percent; South Korea, 11.5 million pounds, down 8 percent; Japan, 6.1 million pounds, down 1 percent; Australia, 5.5 million pounds, up 82 percent; and Dominican Republic 2.1 million pounds, up 44 percent.

Nonfat dry milk exports during January totaled 131.0 million pounds, down 6 percent from

pounds, up 13 percent from January 2021.

January butter exports totaled 7.8 million pounds, up 25 percent from January 2021. Ice cream exports in January totaled 10.9 million pounds, down 2 percent from a year earlier.

Butter, Casein Imports Rise

US cheese imports during January totaled 29.2 million pounds, down 1 percent from January 2021. The value of those cheese imports, \$108.6 million, was up 6 percent from a year earlier.

Leading sources of US cheese imports during January, on a volume basis, with comparisons to January 2021, were: Italy, 7.0 million pounds, up 14 percent; France, 4.2 million pounds, up 20 percent; United Kingdom, 1.6 million pounds, up 92 percent; Switzerland, 1.47 million pounds, down 13 percent; Spain, 1.45 million pounds, up 4 percent; Netherlands, 1.3 million pounds, down 5 percent; Nicaragua, 1.07 million pounds, down 30 percent; and Norway, 1.05 million pounds, up 107 percent.

Imports of butter and other butterfat-based products (primarily anhydrous milkfat) during January totaled 8.9 million pounds, up 61 percent from January 2021. Butter imports during January totaled 6.4 million pounds, up 116 percent from a year earlier.

Casein imports during January totaled 11.1 million pounds, up 18 percent from January 2021. Imports of caseinates during January totaled 3.9 million pounds, up 14 percent from January 2021.

January imports of Chapter 4 milk protein concentrates (MPCs) totaled 6.2 million pounds, up 22 percent from January 2021.

Imports of Chapter 35 MPCs during January totaled 4.2 million pounds, up 400 percent from a year earlier.

Food Distributors Troyer Foods, Stanz Foodservice Merge

South Bend, IN, and Goshen, IN—Mark Harman, president of Stanz Foodservice, and Dick Arrington, president of Troyer Foods, have announced the merger of their two northern Indiana-based food distribution companies on Feb. 22, 2022.

Originally known as Stanz Cheese Company, Stanz Foodservice was established in South Bend, IN, in 1923 by brothers Emil and Henry Stanz. Prior to starting their own distribution business, Emil had been a warehouseman and cheese maker in Milwaukee, WI, and worked for Morris & Company out of Chicago, IL. After gaining experience with Morris & Company on the procurement side, Emil began selling cheese products in Illinois, Ohio, and Indiana for another smaller firm.

Emil saw the development of roads in Indiana and believed that truck delivery was probably going to be a growth area.

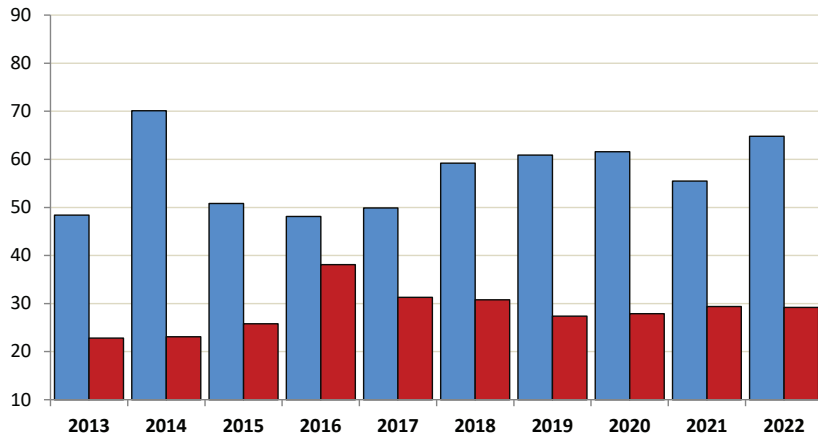
He talked with Henry about the possibilities who had similar experience in the cheese business and they decided to develop their own company.

Today, Stanz Foodservice occupies a 152,000-square-foot multi-temperature facility on its nearly 13-acre campus and is one of the Midwest's largest independent foodservice distributors.

Troyer Foods was founded in 1948 in Vandalia, MI, by brothers Elroy and Al Troyer. By 1958, Elroy had purchased and moved the company to Goshen, IN, where it focused on poultry and other retail proteins. Over the past 20 years, Troyer's has added foodservice to its product and customer mix.

US Cheese Exports vs Imports

January of 2013- 2022; Million of pounds



Netherlands, \$10.6 million, down 14 percent.

Cheese exports during January totaled 64.8 million pounds, up 17 percent from January 2021. The value of those cheese exports, \$133.8 million, was up 18 percent from a year earlier.

Leading markets for US cheese exports during January, on a volume basis, with comparisons to

January 2021. The value of those exports, \$195.5 million, was up 22 percent from January 2021.

Exports of dry whey during January totaled 26.7 million pounds, down 34 percent from January 2021. Whey protein concentrate exports during January totaled 21.5 million pounds, down 10 percent from January 2021. Lactose exports during January totaled 64.9 million



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Organic Valley Launches Program To Reach Carbon Neutrality Through Carbon Insetting

Anaheim, CA—Organic Valley last week announced the launch of a program to reach carbon neutrality through a new carbon insetting program that will incentivize and assist Organic Valley farmers with implementing regenerative, climate-smart farming practices.

The cooperative made the announcement during a panel of climate experts, farmers and food brands at Natural Products Expo West.

The CCIP, or CROPP Carbon Insetting Program, is designed to help Organic Valley reach carbon neutrality through real-world, deep emission reductions and carbon sequestration on member farms. This program will help Organic Valley become the first major dairy brand to reduce farm emissions without reliance on carbon offsets, the cooperative said.

Practices being considered for the 2022 CCIP pilot include tree plantings, improved manure management, renewable energy, energy efficiency, and enhanced grazing and cropland practices.

“Carbon insetting is about so much more than simply reducing a company’s carbon footprint, it is about businesses investing in the ecosystems their suppliers and farmers depend on to increase their resiliency and provide significant, measurable benefits to communities surrounding the value chain,” said Nicole Rakobitsch, Organic Valley’s director of sustainability.

Carbon insetting continues to gain traction among companies seeking an earth-centered approach to supply chains and carbon impact, Organic Valley said.

Taking part in the panel at Natural Products Expo West, in addition to Rakobitsch, were: Alter Eco senior director of sustainability Antoine Ambert; Climate Collaborative executive director Courtney Pineau; Organic Valley farmer-member and board president Steve Pierson; and PUR project director of global programs Andrew Nobrega.

“Addressing climate change and our diverse environmental challenges will require a fundamental change to how companies perceive and take responsibility for their emissions and impacts across their supply chains,” Nobrega said.

“Insetting is a tool that unlocks the potential for a company to internalize their environmental and social impacts, and engage directly with their producers, communities, and productive landscapes for a better and more resilient future,” Nobrega added.

USDA Partners With Northwest Seaport Alliance To Ease Port Congestion

Seattle, WA—US Secretary of Agriculture Tom Vilsack today announced plans for repositioning containers of agricultural goods near port terminals to help improve service for shippers of US-grown agricultural commodities.

The US Department of Agriculture (USDA) is partnering with Northwest Seaport Alliance (NWSA) to enhance access to a 49-acre “pop up” site to accept either dry agricultural or refrigerated containers for temporary storage at NWSA in Seattle to reduce operational hurdles and costs, so they can more quickly be loaded on ships at the export terminals.

The NWSA includes the marine

cargo operations of the ports of Seattle and Tacoma, WA, and is the fourth-largest container gateway in the US, according to the USDA.

Congestion-induced impacts to vessel schedules and prioritization of returning containers empty to Asia have significantly raised barriers for exporting agricultural products in containers, resulting in lost markets and disappointed customers. The Northwest Seaport Alliance has seen a nearly 30 percent decline in the export of agricultural commodities in the last six months of 2021 and the ratio of loaded versus empty container exports has shifted to predomi-

nantly empty containers since May 2021.

USDA’s partnership with the NWSA’s existing near-dock facility in Seattle is part of the Biden administration’s Supply Chain Task Force efforts with state and local governments and builds on earlier efforts. USDA’s efforts to increase capacity at the NWSA follow the agency’s announcement on Jan. 31, 2022, of a similar partnership with the Port of Oakland in California, and a US Department of Transportation partnership with the Port of Savannah in Georgia.

“This new pop-up port project will give Washington farmers a place to store their products so they’re ready to make the next available ship,” said US Sen. Maria Cantwell (D-WA).

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IDFA Now Accepting Applications For 19th Dairy Safety Recognition Awards

Washington—The International Dairy Foods Association (IDFA) is now accepting applications for its 19th annual Dairy Industry Safety Recognition Awards.

Companies must be an IDFA member to enter.

The submission deadline is May 13, and award winners will be notified this summer.

Now in its 19th year, the awards honor dairy processing facilities and trucking operations for outstanding worker safety performance and management.

New this year, IDFA is placing equal weight to an applicant's essay and statistical data as health and safety experts recommend emphasis on leading indicators and EHS management as essential components of a worker safety program.

Examples of leading indicators include number of inspections conducted, number of safety and health hazards identified, decreased time for hazard abatement, increased employing training, safety suggestions implemented, and job hazard analyses completed.

"The Dairy Industry Safety Recognition Awards spotlights dairy businesses that have gone above and beyond in proactive workplace safety programs to prevent illness and injuries," said Danielle Quist, IDFA vice president of regulatory affairs and counsel.

Processing & Trucking Operations
Dairy processing and trucking operations will be judged on occupational injury and illness performance rates, which are recorded in each operation's "Summary of Work-Related Injuries and Illnesses" report.

Companies are required to post their OSHA 300A forms from February 1 through April 30 following the year covered by the form, IDFA said.

Applicants will also provide a written essay explaining the components of their safety and health programs and how the company is using leading indicators as an essential driver of worker safety.

To be eligible for an award, a processing facility or transportation operation must implement an effective and innovative health and safety program and have illness and injury rates below industry averages reported by the Bureau of Labor Statistics.

"Workplace safety is not just a priority for dairy companies, it is at the heart of each business and essential to productivity," Quist said.

"These safety awards are just one way for companies to demonstrate their planning and successful strategies for maintaining a culture of safety throughout the company," she said.

"Safety achievements can be a strong indicator of success and through this awards process, we hope to encourage all dairy facilities to continuously approach safety as a priority and engage all levels of employees and managers in the process," Danielle Quist continued.

The 2022 award program rules, regulations and application form are available online at www.idfa.org, and there is no fee to enter, IDFA stated.

For more information, contact Quist at dquist@idfa.org or (202) 220-3508.

OBITUARIES

Karl Klug Of Schreiber Foods, Cheese Industry Leader, Passes

Sturgeon Bay, WI—Karl Klug, 93, whose cheese industry career spanned several decades, died March 8 here at the Door County Medical Center.

Klug started his cheese industry career at the family cheese plant in Morrison, WI, working alongside his father, Edwin Klug. Following his father's retirement, Karl became head cheese maker, specializing in aged, raw milk Cheddar.

Klug went on to earn his degree at the University of Wisconsin-Madison, working summers for the US Department of Agriculture (USDA) as a grader of cheese and butter in government storage in Chicago and New York.

In 1965, Klug kicked off his 29-year career with the L.D. Schreiber Cheese Company (now Schreiber Foods) in Green Bay, where he managed the procurement of cheese and ingredients, and established business relationships in the US, Ireland, New Zealand and Europe.

Klug provided technical advice to cheese makers around the US, and was involved in the development of the first McDonald's cheese slices.

Klug also assisted in the success of World and US Championship Cheese Contests sorting cheese prior to judging competitions.

"Karl savored every kind of cheese, and enjoyed sharing his

knowledge with others," Klug's obituary noted.

PERSONNEL

JOE CLARKE has joined **Allied Blending, LP**, as the new quality assurance manager at the company's facility in Keokuk, IA. Clarke brings several years of food industry quality management experience to his new role. Along with a degree from Western Illinois University, Clark is SQF practitioner certified, PCQI certified, HACCP certified, and trained in the FEMA Management, Response and Command System.

LINDSEY HESS has joined the **Wisconsin Cheese Makers Association (WCMA)** as the programs and office coordinator, responsible for supporting WCMA's growing collection of educational trainings, webinars, networking events, and other member services. In her new role, Hess will manage office operations, assist with WCMA's leadership trainings, webinars and scholarships, and support the Championship Cheese Contests and CheeseExpo.

The **Wisconsin State Fair Dairy Promotion Board** has welcomed **STEPHANIE HAMMERLY** as program assistant. Hammerly will manage promotions, scholarships, and social media, along with Dairy Lane and milking demonstrations at the Wisconsin State Fair. She will also assist with the Blue Ribbon Dairy Products Auction & Contest. Hammerly brings communications and event planning to the board.

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Bill Would Ensure Schools Offer At Least One Flavored Milk Option

Washington—US Rep. Elise Stefanik (R-NY) has introduced legislation that would ensure schools participating in the National School Lunch Program offer students at least one flavored milk option.

The legislation, the Protecting School Milk Choices Act, would prevent local limitations on flavored milk in the federal school lunch program in order to preserve the choices of schools and students, Stefanik noted. The bill was introduced in light of New York City Mayor Eric Adams' proposal to ban flavored milk in the city's schools.

"Instead of taking away milk choices from students, my bill will give them better access to essential dairy nutrients critical for their development," Stefanik said. "Let our New York students drink chocolate milk!"

Last week, a bipartisan group of nine House members from the state of New York, including Stefanik, urged Adams to continue offering children the choice of flavored milk every day in New York City schools.

"The Protecting School Milk Choices Act of 2022 ensures that schools continue to comply with the most recent Dietary Guidelines for Americans report that recommends offering lowfat flavored milk as a means of ensuring children get milk's 13 essential nutrients for growth, development, healthy immune function, and overall wellness," said Michael Dykes, president and CEO of the International Dairy Foods Association (IDFA).

"A wide majority of parents and medical and nutritional professionals know that offering lowfat flavored milk increases school meal participation, reduces food waste, and maintains the high nutritional value of school meals for children and adolescents," Dykes continued.

"The goal of every parent and educator should be providing young people with healthy, well-balanced school meals. Countless studies have proven the nutritional value of milk to a growing child, and it is important that school menus recognize this," said David Fisher, president of New York Farm Bureau.

The Protecting School Milk Choices Act of 2022 is being co-sponsored by US Reps. Chris Jacobs (R-NY), Andrew Garbarino (R-NY) and Mariannette Miller-Meeks (R-IA).

French Company To Build \$25 Million Yogurt, Dairy Desserts Plant In NY State

Batavia, NY—La Fermière, a family-owned French yogurt and desserts company, has committed to building a 45,000-square-foot yogurt and dairy desserts production facility at the Genesee Valley Agri-Business Park in Batavia, NY, with plans for future, additional expansion, New York Gov. Kathy Hochul announced Wednesday.

The total project cost has been placed at \$25.8 million. La Fermière expects to be operational at the Batavia site by November of 2023.

Empire State Development is assisting this project with up to \$1.35 million in performance-based Excelsior Job Tax Credits in exchange for job creation commitments. Genesee county, Greater Rochester Enterprise, and Invest Buffalo are providing support for the company's growth in the state.

Founded in Marseille, France, in 1952, as a yogurt producer, La Fermière was purchased by Groupe Tarpinian in 2002. In the mid to late 2010s, La Fermière began working with a New York state-based co-packer in an effort to bring its French yogurt to the US market. The company had considered site locations throughout the US for its manufacturing facility but ended up selecting New York, the leading yogurt-producing state in the country.

"We are very excited to launch this project of building our very first yogurt and dessert production facility in Batavia, New York," commented Jean-Jacques Tarpinian, La Fermière's president and CEO. "The Batavia site meets our main requirements for success: quality milk and large cream supply, logistics hub and workforce availability.

"Being close to local farmers, at the heart of milk production, was key for us, as we will use up to 6 million gallons of milk every year," Tarpinian continued. "Our five-year presence in the US market expanded beyond our expectations.

"This state-of-the-art facility will help us achieve our very ambitious goal in the US market, which offers large opportunities by manufacturing the best all natural yogurts and desserts, with innovative recipes and process," Tarpinian added.

"We are proud to welcome La Fermière to New York state as they expand their business in Genesee county, a major win for dairy in New York state," said New York Agriculture Commissioner Richard A. Ball. "By choosing New York, La Fermière has highlighted the strength and diversity of our state's dairy industry, which continues to attract new businesses

and produce delicious, world-class dairy products for all to enjoy. Having La Fermière's US production facility located in New York will create new jobs and increase demand for New York dairy farmers' milk, which is certainly a win-win for our dairy farmers and our communities.

"We look forward to partnering with La Fermière as they put down roots here and look forward to the continued success and expansion of the Genesee Valley Agribusiness Park," Ball added.

"La Fermière is a premier yogurt company, and we are thrilled that they are expanding jobs, economic growth and the dairy industry in western New York. Now more than ever, our consumers need locally produced foods, and farmers need outlets for their milk to increase their profitability," said Catharine Young, executive director of the New York State Center of Excellence for Food and Agriculture at Cornell AgriTech. "We look forward to continuing to work with La Fermière as they increase their product lines and build their new cutting-edge plant in our state.

Located in the town of Batavia, Genesee county, the Genesee Valley Agri-Business Park was developed as the largest food and beverage greenfield in the northeastern US to connect the region's agricultural production, talent and transportation networks.

The 250-acre Ag Park and surrounding area has become the "Dairy Processing Hub" of the Northeast, according to a press release from Hochul's office, with more than 1 million square feet of operations and approximately 1,000 workers employed across multiple production and supply chain companies.

"La Fermière, and recent investments by O-AT-KA Milk Products, Dairy Farmers of America, HP Hood, Upstate Niagara Cooperative, and Yancey's Fancy show that Genesee county is the ideal place for dairy processing growth," said Genesee County Legislature Chair Shelley Stein.

"La Fermière's expansion at the Genesee Valley Agri-Business Park in Batavia places them in the heart of the New York State dairy shed, with access to a fully integrated supply chain to assist them with logistics," said Matt Hurlbutt, Greater Rochester Enterprise president and CEO.



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Danish 'Feta'

(Continued from p. 1)

In this infringement proceeding, the EC, supported by Greece and Cyprus, claims that Denmark has breached its obligations under EU regulations by failing to prevent or stop the use of the name "Feta" for cheese produced in Denmark but intended to be exported.

Denmark, however, claimed that the regulation, Regulation 1151/2012, applies only to products sold in the EU, and does not cover exports to third countries. Denmark, therefore, does not deny that it does not prevent or stop the producers in its territory from using the name "Feta" if their products are intended to be exported to third countries where the EU has not yet concluded an international agreement guaranteeing the protection of that name.

Capeta noted that Denmark's position is "hardly surprising," given the fact that the production and export of cheese under the name "Feta" existed in Denmark since the 1960s, which predates the registration of "Feta" as a PDO in 2002. It even seems that an incentive to export cheese under the name "Feta" existed as a result of EU export refunds.

Danish producers compete, together with producers of what Capeta called "fake Feta," with genuine "Feta" producers on the markets of third countries where the name "Feta" is not protected.

In her opinion, Capeta considers that regulation 1151/2012 covers exports to third countries.

Capeta offered several reasons responding to the parties arguments in the Feta proceeding.

First, she acknowledged that, from Denmark's perspective, such a reading might represent an obsta-

cle to trade. The prohibition of exports to third countries of cheese under the name "Feta" produced on Danish territory can be justified by reasons based on the protection of intellectual property rights.

Prohibition of exports to third countries of cheese called "Danish Feta" produced in Denmark is within the reach of the EU legislative powers, whereas, for example, the prohibition of selling "Wisconsin Feta" in the US market "is not," Capeta stated. In her opinion, "it is not disproportionate for the EU to do what it can to safeguard the competitive position of the EU PDO producers."

Second, Capeta considers that the intellectual property interpretive perspective, as advanced by the EC and the interveners, adequately explains the legislative intent behind the regulation. The purpose of PDOs as intellectual property rights is to enable fair competition to producers of PDO products in exchange for their efforts to maintain and guarantee the high quality of their products. That enables survival of traditional businesses and ensures the diversity of products in the market.

Capeta adds that Regulation 1151/2012 was adopted on the dual legal basis of the EU's Common Agricultural Policy and EU intellectual property rights. That indicates that the main idea behind that regulation is the improvement of the situation of EU agricultural producers through providing intellectual property protection to products involving traditional ways of production.

Further, there is a record of EU actions on both the internal and international levels which form a credible and coherent EU policy aimed at the highest possible level of protection of EU products whose

quality can be recognized by their connection to a defined geographical area, Capeta noted.

When placed within the overall EU policy aimed at the protection of PDOs, the understanding of Regulation 1151/2012 to the effect that it prohibits the exports of products unlawfully using registered names even to third countries where such protection is not (yet) offered, seems to be the interpretation that best reflects the will of the EU legislature.

Capeta therefore proposed to the Court to declare that Denmark has failed to fulfill its obligations under Regulation 1151/2012 by not preventing or stopping the use of the name "Feta" on cheese produced in Denmark but intended for export to third countries.

In response to the second claim, Capeta considers that Denmark has not breached its duty of loyal cooperation, either alone or in conjunction with the provisions of Regulation 1151/2012.

In particular, she emphasized that the fact that a member country has a different understanding of EU law than the Commission does not amount in itself to infringement of the principle of sincere cooperation on the part of that member country. Systems based on the rule of law resolve interpretive disputes by empowering courts to say what the meaning of the law is.

The Court of Justice of the European Union noted that the Advocate General's opinion is not binding on the Court of Justice; it is the role of the Advocates General to propose to the Court, in complete independence, a legal solution to the cases for which they are responsible. The judges of the Court are now beginning their deliberations in this case; judgment will be given at a later date.

Canadian Foodtech Firm's Animal-Free Milk Moves Closer To Store Shelves

Montreal, Quebec—Opalia, an early-stage foodtech company that makes whole milk using mammary cells, said it has reached a crucial in-lab milestone on its path toward commercialization of animal-free cow's milk.

Opalia last week announced the elimination of fetal bovine serum (FBS), a commonly used component of synthetic cell growth, from its cell-based manufacturing process.

"By successfully replacing FBS with a cheaper, non-animal-derived cell growth substrate, we have reduced the cost and risk of manufacturing cell-based milk, bringing Opalia one step closer to introducing consumers to no-compromises, animal-free dairy," said Jennifer Cote, co-founder and CEO of Opalia. "Our new FBS replacement substrate enables us to reliably grow our mammary cells to cost-effectively scale up production of sustainable and fully functional animal-free milk."

FBS is extracted from the placenta of pregnant cows and is frequently used to cultivate cells and tissue outside of their normal environment, according to Opalia. However, FBS is costly and subject to high levels of batch-to-batch variation that reduces its reliability. Further, the fact that FBS is extracted from live animals has made it a non-starter for Opalia.

"We are 100 percent focused on manufacturing a dairy product that negates any potential harm to animals and eliminates the massive environmental impact of traditional dairy production," Cote commented.

Using enhanced mammary epithelial cells that grow and lactate inside a bioreactor that replaces the in vivo environment of the cow udder, Opalia said it is able to manufacture all of the functional components of traditional dairy without involving any animals in the process.

Opalia said its animal-free milk contains all of the functional components of traditional cow milk, which can be dialed in to any desired specifications for an unlimited number of applications. The company's aim is to partner with companies that use milk in their products to target a wide range of applications from food to cosmetics and pharmaceuticals.

Based in Montreal, Opalia is privately funded and backed by companies that include Big Idea Ventures, Sustainable Food Ventures, and CULT Food Science. For more information, visit opaliafoods.com.

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Supply Chain Data

(Continued from p. 1)

Target, Albertsons, Gemini Shippers and True Value. Logistics and warehousing members include FedEx, UPS, Prologis and CH Robinsin, while chassis members include DCLI (Direct Chassis Link Inc.) and FlexiVan. Port authority members include the Port of Long Beach, Port of Los Angeles and Georgia Ports Authority, while ocean carrier members include CMA CGM and MSC and terminal operator members include Fenix Marine Terminal and Global Container Terminals.

“As a farmer-owned cooperative, spanning the entire agricultural supply chain, optimization, innovation, and visibility are key components of a healthy and resilient agricultural industry. Land O’Lakes looks forward to partnering with the US Department of Transportation to develop solutions to improve the supply chain ecosystem,” commented Yone Dewberry, Land O’Lakes SVP and chief supply chain officer.

“We look forward to helping drive this important initiative forward,” said Gene Seroka, executive director of the Port of Los Angeles. “This nationwide supply chain data visibility effort will support system resiliency, improve our trade competitiveness and empower American businesses to get products to market with greater consistency and reduced cost.”

“As the largest intermodal chassis provider in the United States, DCLI works closely with partners across the supply chain. We look forward to supporting the Biden administration’s Freight Logistics Optimization Works initiative and its efforts to improve data sharing in ways that enhance the movement of cargo through our nation’s ports,” said Bill Shea, DCLI’s CEO.

Tom Madrecki, vice president of supply chain and logistics at the Consumer Brands Association, said the announcement “is a significant step forward in addressing what Consumer Brands has long-identified as a critical supply chain need.”

“Our current suboptimal data infrastructure and lack of appropriate data sharing undermines the competitiveness of the US supply chain and US national security,” said Jeff Weiss, chief counsel to the Supply Chain Optimization and Resilience (SCORE) Coalition. “The SCORE Coalition applauds the administration for taking steps to address this urgent issue by endorsing the concept of a national freight data portal and agreeing to work closely with the private sector to bring it to fruition.”

“By enabling greater collaboration, real time visibility, and ability to plan for supply chain actors,

a portal would enhance the efficiency, agility, and resilience of the US supply chain and make the US less vulnerable to supply chain disruptions,” Weiss added.

Supply Chain Roundtable

In other supply chain-related news, the National Milk Producers Federation (NMPF) and US Dairy Export Council (USDEC) joined the US House’s bipartisan Problem Solvers Caucus in a roundtable Thursday to discuss additional steps Congress could take to address the ongoing export supply chain crisis facing US exports, including dairy.

Jaime Castaneda, executive vice president for policy development and strategy for USDEC and NMPF and NMPF, spoke during a panel discussion moderated by US Reps. Jim Costa (D-CA) and Dusty Johnson (R-SD) to identify

the challenges exporters are facing in securing container and vessel space, unprecedented congestion, and record fees to ship products to international customers.

“A conservative estimate of the supply chain challenges for dairy exporters in 2021 is over \$1.5 billion in higher direct costs, reduced value, and lost sales,” Castaneda noted in his remarks. “If this continues, we risk losing ground to our competitors in highly competitive foreign markets, which has ripple effects on the paychecks of American dairy farmers and the thousands of workers who support the export supply chain.”

“The Problem Solvers Caucus is known for its laser-like focus on delivering practical legislative solutions. We’re proud to be part of that process today in identifying additional areas where Con-

gress can act to help alleviate the supply chain snarls that have been limiting US dairy producers’ ability to export,” said Jim Mulhern, NMPF’s president and CEO.

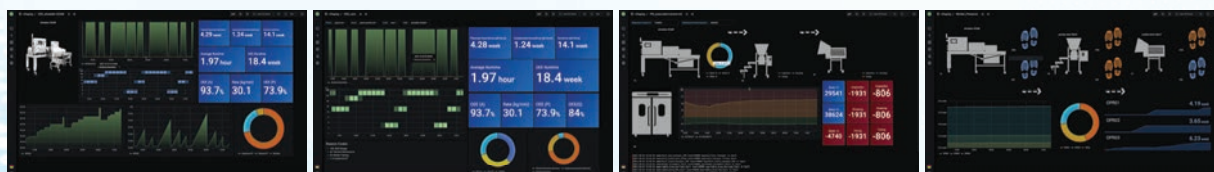
“Last year proved to be a very difficult and unsustainable environment for US dairy exporters, as supply chain challenges risked American agricultural exporters’ reputation as reliable suppliers. I have heard directly from customers their intent to switch suppliers to our competitors solely because of these congestion issues,” said Krysta Harden, USDEC’s president and CEO.

Other organizations speaking at the event included the American Trucking Association, National Retail Federation, Agricultural Transportation Coalition and the National Association of Manufacturers.

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COMING EVENTS

www.cheesereporter.com/events.htm

Advanced Cheese Technology Workshop Returns May 9-13 To Babcock Hall

Madison—Hands-on, in-person cheese instruction returns to Babcock Hall here on the University of Wisconsin-Madison campus May 9-13, 2022.

Hosted by the Center for Dairy Research (CDR), online registration is open for the five-day Advanced Cheese Technology Short Course, designed for students who want to know more about details of the cheesemaking process.

Completion of the course will give students six months' credit towards the apprenticeship requirement for a Wisconsin cheese maker's license.

The cheese maker license exam will not be given at the Advanced Cheese Technology Short Course, CDR noted.

Students must complete CDR's Cheesemaking Fundamentals course prior to registration. For those students who have not completed quizzes from the Cheesemaking Fundamentals class, they can return to Cheesemaking Fundamentals in Canvas and complete the course and exam.

Students who sign-up without completing the exam will be charged a \$50 processing fee, removed from the course and issued a refund.

The workshop features four days of classroom lectures on cheesemaking production principles and technology, along with an optional, hands-on cheesemaking lab offered on the fifth day. Friday's optional lab will conclude at noon, organizers stated.

CA Artisan Cheese Guild To Offer Online Specialty Cheese Technology Workshop

Davis, CA—The California Artisan Cheese Guild (CACG) has partnered with professor and dairy specialist Moshe Rosenberg with the University of California-Davis for a special online specialty cheese technology course next month.

Designed for artisan cheese makers, this course will address the needs and challenges associated with small-scale cheesemaking.

It will also emphasize the importance of terrior in regional, specialty cheese production, and will look at the opportunities and challenges of using goat, sheep and other milk sources.

It consists of five three-hour sessions led by Rosenberg, from 2 p.m. to 5 p.m. PST on the following dates: April 11, April 14, April 18, April 21 and April 25.

The goal is to provide students with the basic understanding and practical information needed to successfully design, prepare and market high quality, commercially competitive cheeses.

Rosenberg will introduce and discuss the scientific and technical disciplines that determine milk quality, the transformation of milk to curd and, later on, the development of cheese quality attributes.

Rosenberg will discuss the relationship between terrior and cheesemaking practices that help cheese makers create products with regional uniqueness.

The course will also discuss opportunities and challenges associated with the use of goat, sheep and cow's milk in cheesemaking.

Rosenberg will cover the quality, composition and process ability of goat, ewe and cow's milk; cold storage of milk and its implications on cheesemaking and on quality; and the impact of somatic cell count on cheese manufacture.

Specific topics of study also include microorganisms and enzymes in cheesemaking; transforming milk into curd – acid and enzymatic curds; and “in-the-vat” curd manipulations – controlling moisture content, acidity, texture and quality.

Other sessions will cover curd drainage and pressing; dry salting and brining operations; affinage operations; flavor and texture development in cheese; and designing cheese quality attributes.

Rosenberg will guide students through wisely selecting enzymes and microbial starters; choosing the right equipment for cheesemaking; proper cleaning and sanitizing procedures; and how to troubleshoot cause and effect in the manufacturing process.

Early registration for the class ends April 3. Cost to register prior to the deadline is \$100 for CACG members and \$150 for non-members. Visit www.cacgcheeseguild.org to sign up and more information.

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PLANNING GUIDE

Oregon Dairy Industries Annual Convention: April 12-13, Salem Convention Center, Salem, OR. Visit www.oregondairy.org.

Cheese Expo: April 12-14, Wisconsin Center, Milwaukee, WI. Visit www.cheeseexpo.org for updates and online registration.

ADPI/ABI Joint Annual Meeting: April 24-26, Hyatt Regency Downtown, Chicago. Visit www.adpi.org.

International Dairy Deli Bakery Association (IDDBA) Meeting & Expo: June 5-7, Atlanta, GA. Visit www.iddba.org for details.

Summer Fancy Food Show: June 12-14, Javits Center, New York. Visit www.specialtyfood.com.

ADSA 2022 Annual Meeting: June 19-22, Kansas City, MO. Check www.adsa.org for updates and registration details.

IFT Annual Meeting & Expo: July 10-13, Hybrid Virtual and In-Person Event, Chicago. Visit www.iftevent.org for updates.

WDPA Dairy Symposium: July 11-12, Landmark Resort, Door County, WI. Visit www.wdpa.net for upcoming details.

American Cheese Society Annual Meeting: July 20-23, Portland, OR. Visit www.cheesesociety.org for more details.

Idaho Milk Processors Association Annual Meeting: Aug. 11-12, Sun Valley, ID. Details available soon at www.impa.us.

IDF World Dairy Summit: Sept. 12-15, New Delhi, India. Check www.fil-idf.org for updates.

NCCIA Annual Meeting: Oct. 12-13, Embassy Suites Airport, Minneapolis, MN. Visit www.northcentralcheese.org.

NMPF, DMI, UDIA Joint Annual Meeting: Oct. 24-26, Aurora, CO. Check www.nmpf.org for updates and registration information.

Speaker Lineup Set For IDDBA June 5-7

Atlanta, GA—The International Dairy-Deli-Bakery Association released the speaker lineup for its show here June 5-7 at the Georgia World Congress Center.

Top leadership and motivational experts are committed to speak, along with world-renowned entertainers. A partial speaker roster includes Kindra Hall, author of *Stories that Stick* and the newly released *Choose Your Story, Change Your Life*; customer service and leadership expert Dennis Snow; former NFL player and motivator Jon Dorenbos; and race car driver Dale Earnhardt Jr.

The return of IDDBA's in-person show will also feature a special Monday night performance by country music singer Tim McGraw.

“As we look forward to once again bringing our IDDBA community back together, we are excited to add an amazing list of speakers and entertainers to this year's show schedule,” said IDDBA vice president of marketing Whitney Atkins.

Online registration is open, with days passes available along with full registration options. For event details and to sign up online, visit www.iddba.org/iddba-show/participate.





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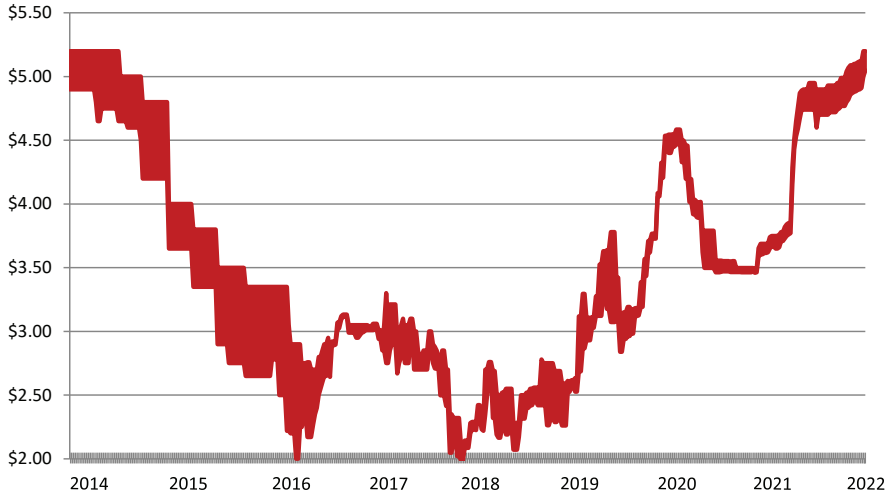


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DAIRY FUTURES PRICES

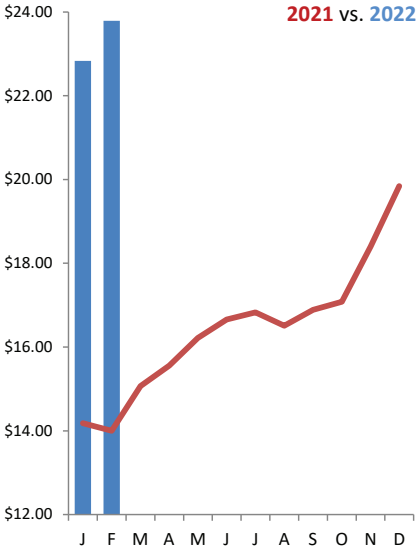
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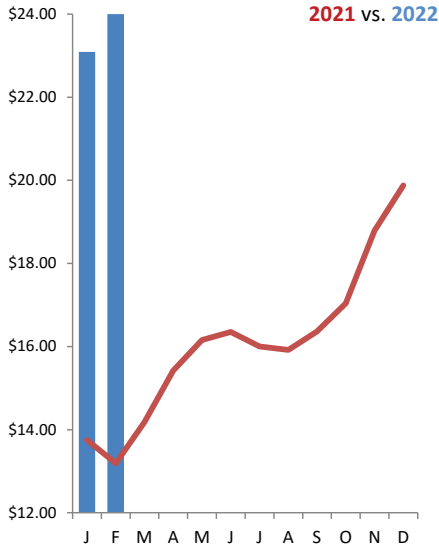
Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
3-11	Mar 21	22.35	24.80	79.100	180.500	2.085	2.0430	271.000
3-14	Mar 21	22.40	24.80	79.100	180.500	2.085	2.0500	271.500
3-15	Mar 21	22.37	24.80	79.100	180.500	2.085	2.0450	269.500
3-16	Mar 21	22.38	24.80	79.500	180.400	2.085	2.0420	269.575
3-17	Mar 21	22.39	24.80	79.500	180.000	2.085	2.0530	270.850
3-11	April 21	23.82	25.15	78.250	183.250	2.200	2.2150	272.550
3-14	April 21	23.90	25.20	76.250	184.500	2.220	2.2250	272.500
3-15	April 21	23.41	25.05	75.750	182.850	2.170	2.1750	268.875
3-16	April 21	22.88	24.86	78.750	182.975	2.160	2.1270	267.750
3-17	April 21	23.23	24.89	78.750	182.975	2.165	2.1580	268.250
3-11	May 22	24.00	25.15	75.250	185.000	2.253	2.2430	270.000
3-14	May 22	24.12	25.24	73.250	186.500	2.253	2.2660	270.350
3-15	May 22	23.87	25.15	73.250	186.000	2.210	2.2320	266.100
3-16	May 22	23.33	24.95	76.000	185.200	2.200	2.2030	264.000
3-17	May 22	23.75	24.88	75.250	184.750	2.210	2.2400	265.925
3-11	June 22	24.02	25.01	73.500	185.725	2.285	2.2500	268.275
3-14	June 22	24.20	25.15	71.750	186.025	2.285	2.2860	269.000
3-15	June 22	24.09	24.97	71.750	186.875	2.285	2.2590	264.900
3-16	June 22	23.70	24.97	73.750	186.550	2.250	2.2400	263.500
3-17	June 22	23.95	24.85	73.750	185.650	2.240	2.2540	265.675
3-11	July 22	23.90	24.86	71.000	185.500	2.259	2.2500	267.500
3-14	July 22	24.17	25.00	71.000	186.000	2.292	2.2900	267.500
3-15	July 22	24.00	24.90	70.000	187.200	2.291	2.2700	264.525
3-16	July 22	23.70	24.80	71.500	186.650	2.291	2.2480	262.125
3-17	July 22	24.00	24.80	71.500	186.150	2.280	2.2670	264.400
3-11	Aug 22	23.80	24.84	71.000	184.500	2.276	2.2550	266.750
3-14	Aug 22	24.09	25.00	69.000	185.500	2.306	2.2900	266.750
3-15	Aug 22	24.00	25.00	70.750	186.950	2.306	2.2800	265.250
3-16	Aug 22	23.69	24.75	71.000	185.600	2.306	2.2520	260.000
3-17	Aug 22	24.00	24.68	71.000	185.100	2.306	2.2530	260.000
3-11	Sept 22	23.60	24.46	68.250	183.900	2.268	2.2450	265.750
3-14	Sept 22	23.93	24.70	68.250	183.900	2.301	2.2780	267.000
3-15	Sept 22	23.88	24.70	68.275	184.100	2.301	2.2780	265.250
3-16	Sept 22	23.65	24.70	69.000	184.000	2.301	2.2580	259.625
3-17	Sept. 22	23.89	24.57	69.000	183.750	2.301	2.2710	261.000
3-11	Oct 22	23.10	24.30	66.000	181.750	2.238	2.2350	263.000
3-14	Oct 22	23.62	24.35	66.000	182.250	2.276	2.2500	263.500
3-15	Oct 22	23.46	24.25	65.475	182.350	2.286	2.2600	263.500
3-16	Oct 22	23.30	24.25	66.275	182.275	2.286	2.2350	258.525
3-17	Oct 22	23.40	24.24	66.275	182.050	2.286	2.2520	258.525
3-11	Nov 22	22.80	23.75	64.500	180.000	2.226	2.2000	258.000
3-14	Nov 22	23.10	23.90	64.500	181.000	2.259	2.2360	259.975
3-15	Nov 22	22.95	23.90	62.500	181.000	2.259	2.2280	259.975
3-16	Nov 22	22.87	23.90	63.500	181.000	2.259	2.2180	255.025
3-17	Nov 22	23.00	23.95	63.500	180.250	2.259	2.2220	256.000
3-11	Dec 22	22.10	23.35	63.000	178.000	2.146	2.1400	252.000
3-14	Dec 22	22.37	23.50	63.000	179.500	2.179	2.1780	252.000
3-15	Dec 22	22.42	23.40	61.500	180.000	2.186	2.1800	252.000
3-16	Dec 22	22.33	23.25	62.000	180.000	2.186	2.1720	247.025
3-17	Dec 22	22.38	23.42	62.000	179.000	2.186	2.1760	248.000
3-11	Jan 23	21.50	22.42	59.525	173.875	2.085	2.1000	240.000
3-14	Jan 23	21.66	22.50	59.525	175.700	2.116	2.1170	240.000
3-15	Jan 23	21.62	22.50	59.525	175.875	2.125	2.1250	240.000
3-16	Jan 23	21.60	22.55	59.525	175.875	2.125	2.1250	240.000
3-17	Jan 23	21.65	22.55	59.525	175.875	2.127	2.1270	239.500

Interest - March 17	32,400	14,717	2,481	9,839	1,485	17,112	11,413
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Class 2 Milk Price 2021 vs. 2022



Class 4 Milk Price 2021 vs. 2022

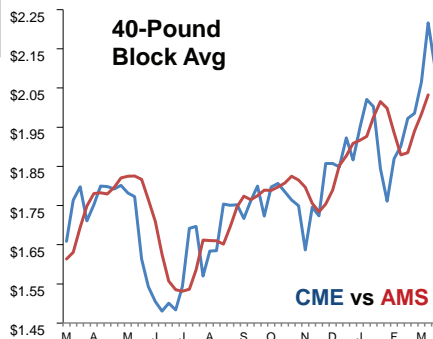


AVG MONTHLY ANIMAL FEED PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	.3785	.4002	.4055	.3900	.3888	.3936	.3878	.3448	.3055	.2590	.2305	.2008
'18	.1980	.1888	.1836	.1907	.1915	.2326	.2346	.2767	.3042	.3384	.3263	.3275
'19	.3655	.3376	.3105	.2852	.2718	.2725	.2657	.2598	.2550	.2509	.2446	.2924
'20	.2900	.2997	.2973	.2968	.3098	.2914	.2680	.2540	.2767	.2895	.3142	.3416
'21	.3784	.3913	.4752	.5469	.5613	.5255	.4719	.4168	.4024	.4643	.4853	.5100
'22	.5638	.6624										

DAIRY PRODUCT SALES

March 16, 2022—AMS' National Dairy Products Sales Report. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM. *Revised



Week Ending	March 12	March 5	Feb. 26	Feb. 19
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	2.0329	1.9836*	1.9397	1.8846
Sales Volume	Pounds			
US	11,550,852	12,255,647*	12,927,444	12,760,255
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Content				
Weighted Price	Dollars/Pound			
US	2.0886	2.0640*	2.0179	1.9650
Adjusted to 38% Moisture	Dollars/Pound			
US	1.9842	1.9650*	1.9241	1.8776
Sales Volume	Pounds			
US	14,534,846	13,945,728	13,434,805*	12,225,363
Weighted Moisture Content	Percent			
US	34.74	34.88	34.98*	35.11
AA Butter				
Weighted Price	Dollars/Pound			
US	2.7297	2.6887	2.7075	2.6900*
Sales Volume	Pounds			
US	4,576,247	4,594,688	4,339,846	4,671,666*
Extra Grade Dry Whey Prices				
Weighted Price	Dollars/Pound			
US	0.7958	0.7989*	0.7943	0.7912
Sales Volume	Pounds			
US	4,512,759	5,397,509*	4,389,016	5,568,527
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.7987	1.7817	1.7680*	1.7421
Sales Volume	Pounds			
US	21,326,352	22,437,435*	20,659,995	22,070,520*

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DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - MARCH 11: Cheese makers say that milk inventories are available for them to run busy production schedules in the Northeast and West. Milk availability varies, based on location, throughout the Midwest. Western cheese production is steady, though plant managers say that they are unable to run full schedules due to labor shortages and delayed deliveries of production supplies. International demand for western cheese is strong as export purchasers are buying loads to meet anticipated second and third quarter needs. Domestic prices cheese are lower than loads available from other countries.

NORTHEAST - MARCH 16: Northeastern cheese makers are receiving steady milk supplies. Cheese production is robust in the region. Cheese stocks are plentiful, but good demand from domestic and international markets aids in keeping inventory growth manageable. Retail orders are steadily strong. Consumer demand remains hearty, and some grocery chains are featuring cheese promotions in weekly circulars with regularity. Foodservice demand is steady to stronger overall. While pockets of decreased institutional demand exist as schools rotate through spring recesses, restaurant orders are growing.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb blocks: \$2.6600 - \$2.9475 Process 5-lb sliced: \$2.1525 - \$2.6325
Muenster: \$2.6475 - \$2.9975 Swiss Cuts 10-14 lbs: \$3.5150 - \$5.8375

MIDWEST AREA - MARCH 16: Demand for cheese is steady to higher in both retail and foodservice markets. Cheese market outlooks are mixed. Some stakeholders remain bearish as US cheese prices remain competitive on the global market, while others believe that recent price increases for cheese will slow consumer purchasing. Spot cheese availability is unchanged. Contacts report that milk availability varies throughout the Midwest. Down time, at some plants in the region, has caused some milk to be available to purchasers nearby. Meanwhile, other parts of the region are experiencing some tightness as production facilities are making use of milk supplies internally. Cheese production is steady.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf: \$2.7025 - \$3.9125 Mozzarella 5-6#: \$2.2325 - \$3.3200
Brick 5# Loaf: \$2.4325 - \$3.0000 Muenster 5# Loaf: \$2.4325 - \$3.0000
Cheddar 40# Block: \$2.1550 - \$2.6975 Process 5# Loaf: \$2.0300 - \$2.4975
Monterey Jack 10# \$2.4075 - \$2.7550 Grade A Swiss 6-9#: \$3.0300 - \$3.1475

WEST - MARCH 16: Export demand for cheese is strengthening, driven largely by lower prices offered for US-produced loads of cheese in comparison to other internationally produced loads. Contacts say that some purchasers in Asia are looking to secure loads now for their fourth quarter needs. Spot cheese loads are available but, reportedly, tightening. Stakeholders say that port congestion and truck driver shortages continue to delay load deliveries. Cheese makers are pulling heavily on milk supplies in the region, as they are running busy schedules to work through these milk supplies. Plant managers say that labor shortages and delayed deliveries of production supplies are preventing them from running at capacity.

Wholesale prices delivered, dollars per/lb: Monterey Jack 10#: \$2.3800 - \$2.6550
Cheddar 10# Cuts: \$2.3925 - \$2.5925 Process 5# Loaf: \$2.0475 - \$2.3025
Cheddar 40# Block: \$2.1450 - \$2.6350 Swiss 6-9# Cuts: \$3.3225 - \$3.7525

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

Variety	Date: 3/16	3/9	Variety	Date: 3/16	3/9
Cheddar Curd	\$2.59	\$2.48	Mild Cheddar	\$2.54	\$2.48
Young Gouda	\$2.36	\$2.24	Mozzarella	\$2.29	\$2.22

FOREIGN -TYPE CHEESE - MARCH 16: The Western European cheese market remains steady, with continuous demand and very tight stocks. Reports about this market have changed little in recent months because market conditions have not changed appreciably. Official Western European January 2022 cheese production data has been slow to appear. As the first to report Western European cheese production for the first month of 2022, Italy had reduced January 2022 cheese production. Throughout the primary Western European cheese producing areas, persistent tight supplies are widely expected to continue into coming months, keeping prices near or above current levels.

Selling prices, delivered, dollars per/lb:

	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.5175 - 4.0050
Gorgonzola:	\$3.6900 - 5.7400	\$3.0250 - 3.7425
Parmesan (Italy):	0	\$3.9050 - 5.9950
Romano (Cows Milk):	0	\$3.7075 - 5.8625
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	0	0
Swiss Cuts Switzerland:	0	\$3.5500 - 3.8750
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

NDM PRODUCTS - MARCH 17

NDM - CENTRAL: Central spot markets have been fairly quiet the first half of the week, as prices remain generally firm. Buyers who are looking for Q3 coverage hesitate to make a move just yet, as the flush pushes NDM manufacturers to process higher levels of condensed skim. Meanwhile, NDM loads for exports are being delayed. High heat NDM available supplies are shrinking, as low heat NDM takes up designated dryer time.

NDM - WEST: Low/medium heat NDM markets are showing some bearishness this week. Some spot sellers with excess loads of NDM in storage are moving loads into Mexico at prices in the low 1.80s. These lower priced loads have, reportedly, had a downward effect on expected border pricing. Contacts say that export demand has declined, as some export sellers continue to price loads above these expected rates.

Domestic demand for low/medium heat NDM is steady. The truck driver shortage and port congestion are causing delays to load deliveries. Low/medium heat NDM inventories are available for spot purchasing.

NDM - EAST: Low/medium heat NDM markets lunged higher at the top of the pricing range in a week of limited NDM transactions. Offerings are mostly non-existent as several manufacturers express being short on supplies, with a vast majority of NDM volumes on hand contracted several quarters in advance. Dryers are moderately busier, subsequent to milk supplies being redirected to balancing following an issue at a processing plants. Sources say there is no high heat NDM milk available in the East spot market. With the additional condensed skim moving to drying, it is likely to remain that way through the week.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional ads increased by 8 percent, while total organic ads grew by 12 percent. Ice cream in 48- to 64-ounce containers was the most advertised conventional dairy product this week, while half-gallon milk was the most advertised organic dairy product. Flavored milk in the gallon packaging saw the largest increase in ad volume for conventional dairy commodities, while unflavored milk in gallon packages garnered the largest percent increase from the previous week's ad numbers in the organic sector.

Conventional cheese ads declined 2 percent this week, while no organic cheese ads were reported. Conventional 8-ounce shred cheese ads were up 16 percent. That package was the most advertised cheese item for the week, with a weighted average advertised price of \$2.68, up by 29 cents from last period.

Total conventional milk ads increased 3 percent, but total organic milk ads fell 1 percent. Ads for organic half-gallon milk had a weighted average advertised price of \$4.40. Ads for conventional half-milk gallon containers show a weighted average advertised price of \$2.08.

RETAIL PRICES - CONVENTIONAL DAIRY - MARCH 18

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.98	4.18	4.36	3.15	3.95	3.17	4.08
Cheese 8 oz block	2.29	2.31	2.29	2.36	2.75	2.00	2.38
Cheese 1# block	4.31	3.20	NA	NA	NA	4.88	NA
Cheese 2# block	6.65	NA	NA	NA	NA	7.32	5.91
Cheese 8 oz shred	2.68	2.61	3.00	2.79	2.63	2.39	3.02
Cheese 1# shred	2.81	2.77	NA	NA	NA	2.77	2.77
Cottage Cheese	2.01	2.45	2.22	1.36	NA	1.55	NA
Cream Cheese	1.72	2.04	1.70	1.57	1.49	1.61	1.46
Flavored Milk 1/2 gallon	2.31	2.77	NA	NA	NA	1.84	1.61
Flavored Milk gallon	3.99	4.73	NA	3.98	NA	2.89	3.66
Ice Cream 48-64 oz	3.38	3.28	3.37	3.33	4.84	3.13	3.09
Milk 1/2 gallon	2.08	2.30	3.79	NA	NA	1.75	1.82
Milk gallon	3.42	3.84	NA	NA	3.69	2.89	2.73
Sour Cream 16 oz	1.88	1.90	2.05	1.56	NA	1.70	1.84
Yogurt (Greek) 4-6 oz	.97	.99	.98	.91	1.02	.86	1.06
Yogurt (Greek) 32 oz	4.27	4.40	4.40	3.93	3.88	4.14	3.47
Yogurt 4-6 oz	.56	.62	.50	.54	NA	.50	.56
Yogurt 32 oz	2.52	1.92	2.89	2.64	2.56	2.16	1.92

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

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:			
Butter 1 lb:	\$5.60	Greek Yogurt 4-6 oz:	NA
Ice Cream 48-64 oz:	\$5.99	Greek Yogurt 32 oz:	\$3.99
Cheese 8 oz block:	NA	UHT Milk 8 oz:	NA
Cottage Cheese 16 oz:	\$3.98	Milk 1/2 gallon:	\$5.99
Yogurt 4-6 oz:	NA	Milk gallon:	\$5.69
Yogurt 32 oz:	\$3.65	Sour Cream 16 oz:	\$2.85
		Cream Cheese 8 oz:	NA

WHOLESALE BUTTER MARKETS - MARCH 16

WEST: Demand for cream is picking up, with customers reporting more interest from ice cream makers in the region. Cream inventories are available to meet demand but continue to tighten. Some regional butter makers are working to rebuild their inventories and are utilizing their cream supplies internally, rather than selling any on the spot market. Butter makers are running busy schedules. Some plant managers report that the ongoing shortage of tankers and truck drivers is causing them to discard a few loads of liquid buttermilk. Retailers are increasing their orders of butter in preparation for upcoming spring holidays. Contacts report that food service demand is strengthening as warmer weather and loosening COVID restrictions are drawing in more customers. Butter inventories are tight, but spot purchasers say that salted butter is more available than unsalted.

capacity due to labor shortages. Demand for butter is steady to higher in foodservice markets; retail demand is unchanged. Butter inventories are mixed. Some stakeholders say that they have sufficient stocks for the coming months, while others are working to increase their inventories.

NORTHEAST: As butter production plants churn discretely around specific needs, overall output is steady to slightly lower. Heavy cream use from Class II and Class III, as those operations increase production runs on ice cream, ice cream mix, and cream cheese means less butter being churned. Nonetheless, butter manufacturers are moderately comfortable with stock levels. Cream multiples range 1.32-1.37. Domestic demand for butter is good ahead of the holiday, with promotions being filled and sales ramping up. Print shipments to retail stores are on-going. Contacts report that while the February foodservice sale numbers were soft, some are seeing improvements near to normal sales levels for March. It is still hard to find bulk butter that is not committed. Therefore, the East region bulk butter price continues to range \$0.0800 to \$.1000 cents above the market As it stands, the domestic butter market is seeing unsettled pricing.

CENTRAL: As the equinox approaches, demand for cream is trending higher. Contacts report that ice cream makers are pulling more on cream supplies as they ramp up production in anticipation of upcoming spring holidays and warmer weather. Butter makers are running busy schedules in the region, utilizing available loads of cream. Some plant managers say that they are running below

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
03/14/22	46,448	89,730
03/01/22	41,079	89,465
Change	5,369	265
Percent Change	13	0

CME CASH PRICES - MARCH 14 - 18, 2022

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NDFM	DRY WHEY
MONDAY March 14	\$2.0300 (+2)	\$2.1900 (NC)	\$2.7350 (+2½)	\$1.8450 (+½)	\$0.7575 (NC)
TUESDAY March 15	\$2.0200 (-1)	\$2.1200 (-7)	\$2.7350 (NC)	\$1.8450 (NC)	\$0.7575 (NC)
WEDNESDAY March 16	\$1.9800 (-4)	\$2.0500 (-7)	\$2.7350 (NC)	\$1.8450 (NC)	\$0.7600 (+¼)
THURSDAY March 17	\$1.9850 (+½)	\$2.0775 (+2¾)	\$2.7000 (-3½)	\$1.8625 (+1¼)	\$0.7600 (NC)
FRIDAY March 18	\$2.0300 (+4½)	\$2.1300 (+5¼)	\$2.7250 (+2½)	\$1.8460 (-¼)	\$0.7600 (NC)
Week's AVG \$ Change	\$2.0090 (-0.0435)	\$2.1135 (-0.0945)	\$2.7260 (-0.0075)	\$1.8515 (+0.0035)	\$0.7590 (+0.0015)
Last Week's AVG	\$2.0525	\$2.2080	\$2.7335	\$1.8480	\$0.7575
2021 AVG Same Week	\$1.5080	\$1.7980	\$1.7020	\$1.1665	\$0.6045

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Monday's block market activity was limited to an uncovered offer of 1 car at \$2.2000, which left the price unchanged at \$2.1900. On Tuesday, 1 car of blocks was sold at \$2.1200, which set the price. One car of blocks was sold Wednesday at \$2.0500, which set the price. Six cars of blocks were sold Thursday, the last at \$2.0775, which set the price. Two cars of blocks were sold Friday, the last at \$2.1300, which set the price. The barrel price rose Monday on a sale at \$2.0300, declined Tuesday on an uncovered offer at \$2.0200, fell Wednesday on an uncovered offer at \$1.9800, rose Thursday on a sale at \$1.9850, and increased Friday on a sale at \$2.0300.

Butter Comment: The price increased Monday on a sale at \$2.7350, declined Thursday on a sale at \$2.7000, then rose Friday on an unfilled bid at \$2.7250. There were 17 carloads of butter traded this week at the CME.

Nonfat Dry Milk Comment: The price rose Monday on a sale at \$1.8450, increased Thursday on an unfilled bid at \$1.8625, then fell Friday on a sale at \$1.8600. There were 14 carloads of NDM traded this week at the CME.

Dry Whey Comment: The price increased Wednesday on a sale at 76.0 cents.

WHEY MARKETS - MARCH 14 - 18

RELEASE DATE - MARCH 17, 2022

Animal Feed Whey—Central: Milk Replacer: .6500 (NC) – .7000 (NC)

Buttermilk Powder:

Central & East: 1.7500 (NC) – 1.8500 (NC) West: 1.7000 (NC) – 1.7800 (NC)
Mostly: 1.7100 (NC) – 1.7500 (-1)

Casein: Rennet: 5.0500 (+5) – 5.2000 (NC) Acid: 6.3500 (+5) – 6.7000 (NC)

Dry Whey—Central (Edible):

Nonhygroscopic: .6500 (-5) – .8500 (+1) Mostly: .7600 (-½) – .7900 (-1)

Dry Whey—West (Edible):

Nonhygroscopic: .7000 (-¼) – .8625 (+1¾) Mostly: .7400 (-1) – .7800 (-1)

Dry Whey—NorthEast: .7575 (NC) – .8325 (-1)

Lactose—Central and West:

Edible: .3200 (NC) – .5300 (NC) Mostly: .3600 (NC) – .4700 (+2)

Nonfat Dry Milk —Central & East:

Low/Medium Heat: 1.8450 (-1½) – 1.9800 (+4) Mostly: 1.8900 (NC) – 1.9300 (NC)
High Heat: 2.0000 (NC) – 2.0500 (NC)

Nonfat Dry Milk —Western:

Low/Medium Heat: 1.7975 (-2) – 1.9350 (NC) Mostly: 1.8100 (-1) – 1.8500 (-1)
High Heat: 1.9500 (-1½) – 2.0850 (NC)

Whey Protein Concentrate—34% Protein:

Central & West: 1.6000 (NC) – 1.9000 (+3½) Mostly: 1.6500 (NC) – 1.7500 (NC)

Whole Milk—National: 2.1000 (NC) – 2.4200 (NC)

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

HISTORICAL CME AVG BLOCK CHEESE PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'09	1.0883	1.2171	1.2455	1.2045	1.1394	1.1353	1.1516	1.3471	1.3294	1.4709	1.5788	1.6503
10	1.4536	1.4526	1.2976	1.4182	1.4420	1.3961	1.5549	1.6367	1.7374	1.7246	1.4619	1.3807
'11	1.5140	1.9064	1.8125	1.6036	1.6858	2.0995	2.1150	1.9725	1.7561	1.7231	1.8716	1.6170
'12	1.5546	1.4793	1.5193	1.5039	1.5234	1.6313	1.6855	1.8262	1.9245	2.0757	1.9073	1.6619
'13	1.6965	1.6420	1.6240	1.8225	1.8052	1.7140	1.7074	1.7492	1.7956	1.8236	1.8478	1.9431
'14	2.2227	2.1945	2.3554	2.2439	2.0155	2.0237	1.9870	2.1820	2.3499	2.1932	1.9513	1.5938
'15	1.5218	1.5382	\$1.5549	1.5890	1.6308	1.7052	1.6659	1.7111	1.6605	1.6674	1.6175	1.4616
'16	1.4757	1.4744	1.4877	1.4194	1.3174	1.5005	1.6613	1.7826	1.6224	1.6035	1.8775	1.7335
'17	1.6866	1.6199	1.4342	1.4970	1.6264	1.6022	1.6586	1.6852	1.6370	1.7305	1.6590	1.4900
'18	1.4928	1.5157	1.5614	1.6062	1.6397	1.5617	1.5364	1.6341	1.6438	1.5874	1.3951	1.3764
'19	1.4087	1.5589	1.5908	1.6619	1.6799	1.7906	1.8180	1.8791	2.0395	2.0703	1.9664	1.8764
'20	1.9142	1.8343	1.7550	1.1019	1.6704	2.5620	2.6466	1.7730	2.3277	2.7103	2.0521	1.6249
'21	1.7470	1.5821	1.7362	1.7945	1.6778	1.4978	1.6370	1.7217	1.7601	1.7798	1.7408	1.8930
'22	1.9065	1.9379										

USDA Report Highlights Agency's Efforts To Advance Nutrition Security

New York—US Secretary of Agriculture Tom Vilsack on Thursday announced a report that highlights the US Department of Agriculture's (USDA) commitment to advancing nutrition security.

The report, "USDA Actions on Nutrition Security," summarizes how USDA is leveraging its existing authorities, resources, and touchpoints to support nutrition security with a primary focus on activities from the agency's food, nutrition, and consumer services mission area.

Nutrition security builds on food security, emphasizing the co-existence of food insecurity and diet-related diseases and disparities, the report said. A household is considered food secure if all members, at all times, can access enough food for an active, healthy life.

Nutrition security, in turn, means consistent access, availability, and affordability of foods and beverages that promote well-being, prevent disease and, if needed, treat disease, particularly among racial/ethnic minority populations, lower-income populations, and rural and remote populations.

USDA's work to advance nutrition security focuses on four pil-

lars: providing nutrition support throughout all stages of life; connecting all consumers with healthy, safe, affordable food sources; developing, translating and enacting nutrition science through partnership; and prioritizing equity every step of the way.

In the area of connecting all consumers with healthy, safe, affordable food, the report noted that USDA is expanding access to and increasing consumption of healthy and nutritious food through tactics like using incentive programs to promote access to healthy eating.

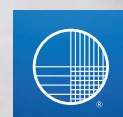
The agency administers several incentive programs to encourage the purchase of nutritious foods, including the Healthy Fluid Milk Incentive pilot program.

The International Dairy Foods Association (IDFA) "applauds USDA's continuing focus on nutrition security and the overall health and wellness of Americans. Our nation's dairy foods makers are proud to produce a wide variety of healthy and nutritious dairy products that are affordable and consistently available, for people of all ages," said Michael Dykes, IDFA's president and CEO.

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- Creating an Effective Cheese Grading Program
- Hot Topics in Quality Cheesemaking
- Recruiting & Retaining an Effective Workforce
- Dairy Sustainability

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Join thousands of colleagues, friends, and customers at exciting events

- WCMA Job Fair
- Tetra Pak Welcome Reception
- WCMA Young Professionals Outing
- Amcor Continental Breakfast
- RELCO Opening Keynote
- Chr. Hansen Reception & Championship Cheese Auction
- Custom Fabricating and Repair Afterglow Reception

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- WCMA Recognition Breakfast exclusively sponsored by DSM Food Specialties
- World Champions Reception exclusively sponsored by IFF
- World Champions Awards Banquet

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CHEESE EXPO EXHIBITS AND NETWORKING

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SCHEDULE AT A GLANCE

TUESDAY, APRIL 12

WCMA Job Fair
3:00-5:00 p.m.

Tetra Pak Welcome Reception
5:00-7:00 p.m.

WCMA Young Professionals Event
7:00-9:00 p.m.

WEDNESDAY, APRIL 13

Amcor Continental Breakfast
7:00-8:00 a.m.

RELCO Opening Keynote & Morning Seminars
8:00 a.m.-12:00 p.m.

Collegiate Dairy Products Evaluation Contest
9:00 a.m.-1:00 p.m.

Exhibits & Complimentary Lunch
11:00 a.m.-5:00 p.m.

Collegiate Contest Awards Ceremony
3:30-4:30 p.m.

Chr. Hansen Reception & Championship Cheese Auction
5:00-7:30 p.m.

THURSDAY, APRIL 14

WCMA Recognition Breakfast Exclusively Sponsored by DSM Food Specialties
8:00-9:15 a.m.

Morning Seminars
9:30 a.m.-12:00 p.m.

Exhibits & Complimentary Lunch
11:00 a.m.-4:00 p.m.

World Champions Reception exclusively sponsored by IFF
4:30-5:30 p.m.

World Champions Awards Banquet
5:30-8:00 p.m.

Custom Fabricating & Repair Afterglow Reception
8:30 p.m.-12:00 a.m.

PRE- REGISTRATION ENDS APRIL 4

After April 4, all registrations will take place onsite.

CheeseExpo.org

Ace Chemical Products, Inc.	251	Deville Technologies Inc.	801	Karl Schnell Inc.	809	Rieger Flow Products, LLC	508
Ace Sanitary	1536	Dirty Ducts Cleaning and Environmental	308	KEI Steam Solutions, Inc.	1049	River Valley Logistics, LLC.	132
Advanced Detection Systems	1405	Diversey F&B	1810	Keller, Inc.	1882	Rocket Industrial	632
Advanced Process Technologies - APT	1001	Dixon Sanitary	1153	Kelley Supply, Inc.	1227 & 1327	RSM US LLP	1816
AFCO - A ZEP Company	1508	DORAL Corporation	1525	Kersia	1415	Rubber Fab	1513
AGC Heat Transfer, Inc.	1846	Dorner Manufacturing Corp.	1854	KING-GAGE, A NOSHOK Company	1864	RWS Design And Controls, Inc.	400
Agropur Ingredients	1349	DR Tech, Inc.	837	KJ Cold Storage, LLC	1534	Rytec High Performance Doors	234
Air Quality Process	635	DSM Food Specialties USA, Inc.	821	Koch Separation Solutions & RELCO	1043	Safe Food Resources	140
Airgas, an Air Liquide company	105	DualTemp Clauger	327	Koss Industrial, Inc.	615	Sani-Matic, Inc.	651
Alce North America, Inc.	213	Duncan Company	1012	Kraemer Brothers, LLC	740	Sanitary Design Industries, LLC	710
Alfa Laval Inc.	1553	Dynaco Entrematic	342	KROHNE/Durable Controls	343	Sapal SA	1523
Allied Blending LP	1015	Eagle Product Inspection	1151	Kurita America Inc.	404	Sapphire Flavors & Fragrances	1011
ALLIEDFLEX Technologies, Inc.	1834	Ecolab, Inc.	1210	Kusel Equipment Co.	1440	Schenck Process	433
ALPMA USA	1421	ELPLAST America Inc.	1353	Kwik Bond Polymers	551	Schneider & Schneider Mechanical	1016
ALS Marshfield	122	Endress+Hauser	402	Lallemand	535	Seiberling Associates, Inc., A Haskell Company	742
AmbaFlex	127	Energencs	744	Laporte Consultants Corporation	1537	Separators, Inc.	500
Amcor Flexibles North America	527	Energy Panel Structures, Inc.	1451	LCI Corporation	1844	Setric Best Inc.	253
Ampco Pumps Company Inc.	109	Enerquip, LLC	1149	LETICO Inc.	1053	SEW-EURODRIVE	1110
AMS Steam Products, LLC	227	Engineering Specialists	1868	Loos Machine & Automation	1121	Shambaugh & Son, LP.	427
Anderson Chemical Co./ Sanitation Technologies	1401	ePac Flexible Packaging	1866	M4 Control Systems	837	Sheffield Machine Knife	124
Anderson Chemical Co./Water Management	1403	ErgonArmor	1252	Malisko Engineering, Inc	1541	Shuttleworth	727
Anderson-Negele	212	Evaporator Dryer Technologies, Inc.	648	MANN+HUMMEL Water & Fluid Solutions Inc.	849	SoffTrace Ltd	413
Applied Science, Inc.	1343	Excel Engineering, Inc.	1248	Marchant Schmidt, Inc.	749	Spancrete - Wells	1502
Aquachem of America Inc.	144	Extrutech Plastics Inc.	441	Martin Milk Service and Martin Warehousing	405	Staab Construction Corp.	1818
Archway Brick & Tile, LLC	252	F.N. Sheppard & Co.	653	Massman Automation Designs, LLC	1878	Stainless Technologies LLC	1250
Arena Products	714	Fiberglass Solutions LLC	344	Masters Gallery Foods, Inc.	1219	Staubli Robotics	645
Atlantium Technologies	451	First Choice Ingredients	214	Matrix Packaging Machinery	727	Steel & O'Brien Manufacturing	141
AVID Risk Solutions	612	FLAIR Flexible Packaging Corporation	1507	Matrix Sciences	312	Strategybytes, LLC	1111
AWI Manufacturing	248	Flavorseal	126	McFinn Technologies	642	Stuart W. Johnson & Company Inc.	453
Axiflow Technologies, Inc.	421	Flexxray	200	McMahon Associates	1830	Suedpack Oak Creek Corporation	1211
Baker Tilly	138	Fluid Path Products, LLC	143	MCT Dairies Inc.	1317	SUEZ Water Technologies & Solutions	115
Baldwin Supply Company	1860	FoodSafe Drains	226	Mead & Hunt, Inc.	948	Summit Refrigeration Group	1814
Bassett Mechanical	1504	Fortress Technology, Inc.	1303	Membrane Process & Controls, Inc.	1544	SupplyOne Wisconsin	101
Batzner Pest Control	301	Foss	1137	Membrane System Specialists, Inc.	1241	Sweetener Supply	1417
Baumer Ltd.	1840	Foth	1548	Memmert USA, LLC	103	Symbiont Science, Engineering and Construction Inc	748
BELL-MARK	513	Fredman Bag Company	1411	Milk Moovement	1802	Synder Filtration	649
Benchmark	727	Fresh-Lock by Presto	544	Miron Construction Co., Inc.	415	Tauber	640
Bentley Instruments	348	Fristam Pumps USA	304	Mohawk Technology	242	TC Transcontinental Packaging	815
Bepex International	1820	Fromagex	1527	Multi-Conveyor LLC	1400	Technology Group International	336
Berry Global	1850	FSNS, A Certified Group Company	1532	MULTIPOND America Inc	121	Tecnal	1309
Best Sanitizers, Inc.	1824	FT System North America LLC	750	Multivac, Inc.	601	Teel Plastics, Inc.	1852
BFR Systems	1884	Gamay Food Ingredients	244	Munters Corporation	237	Tetra Pak Inc.	1027
Bioionix, Inc.	1445	Garon Foods Inc.	1870	Natec USA LLC	549	The Boldt Company	752
bioMerieux, Inc.	1550	GEA Systems North America	743	National Utilities Co.	1503	The Bosen Company	1449
Bruker Optics	1427	Gemak Gıda Endüstri Makinaları ve Tic AŞ	151	Nelson-Jameson, Inc.	721	The Probst Group, LLC	504
Burkert Fluid Control Systems	1540	G-M-I, Inc	1444	Nercon Conveyor Systems	113	Toray Membrane USA	502
BW Flexible Systems	1402	Gray	443	Northfield Corporation	203	TREIF USA	507
Caloris Engineering	440	Great Northern Corporation	409	Nutriceps, LLC	537	Trilogy Essential Ingredients	1858
CEM Corporation	240	Green Bay Packaging Inc.	340	oplek-Danulat, Inc.	449	Tweet/Garot Mechanical	1441
Center for Dairy Research	927	H&C Automated Solutions	1148	Oterra	1880	UltraSource LLC	1201
CES/Foodlogistik USA	208	Handmann	701	Packaging Corporation of America	1435	United Industries, Inc.	215
Charter Next Generation	243	Harpak-Ulma Packaging, LLC.	1333	Page & Pedersen International, Ltd	917	United Scale a Transcat Co.	533
Cheese Market News	1412	HART Design & Manufacturing, Inc.	341	Paul Mueller Company	233	Urschel Laboratories, Inc.	501
Cheese Reporter	332	Heritage Manufacturing, Inc.	145	Pentair	403	Valcour Process Technologies	303
Chem-Aqua, Inc.	1531	Heron Innovators, Inc.	616	PerkinElmer, Inc.	540	Valley Cold Transit and Storage	1874
ChemStation Wisconsin LLC	135	Hotsy Cleaning Systems, Inc	1517	Piller TSC Blower Corporation	1543	VDG (Van der Graaf)	715
Chr. Hansen, Inc.	627	Hurckman Mechanical Industries Inc.	1152	Plunkett's Pest Control	1539	Viking Masek Global Packaging Technologies	1535
Christakis Agathangelou Ltd.	1408	Hydrite	621	Powder Process-Solutions	1545	Vivolac Cultures Corporation	314
Clayton Industries	541	Hygienea	611	POWER Engineers, Inc.	643	VNE Corporation	1500
Clean Logix	1351	ID Technology	727	PPI Technologies Group	134	Wabash	517
Clean Water Technology, Inc.	201	IFF	1021	Precision Biolabs	1414	WCR, Inc.	1808
Campeer Financial	300	IFM Efector, Inc.	851	ProActive Solutions USA, LLC	1313	WDS Construction	202
Complete Control Solutions	133	IML Containers	1409	ProFood World	350	Webber/Smith Associates, Inc.	1804
Complete Filtration Resources	118	Immel Construction	1876	Proleit Corp.	512	Weber, Inc.	937
Control Concepts, Inc.	1812	Inficon	1452	ProMach	727	Weiland Logistics	552
CP Packaging LLC	650	Ingredient	1341	Protective Coating Specialists, Inc.	302	Weimer Bearing & Transmission	130
Crane Engineering	204	International Dairy Foods Association (IDFA)	1448	Provisur Technologies	309	Werner Electric Supply	1514
CRB	514	International Machinery Exchange	401	PSSI Chemical Innovations	146	Westfalia Technologies, Inc.	644
Creative Business Services	241	International Media & Cultures, Inc.	1509	PureLine	249	Winpak	1037
Custom Fabricating & Repair, Inc.	219	ISG	716	QLC, Inc.	1305	WIPOTEC-OCS	548
Cybertrul Engineering	950	Ivarson, Inc.	1321	Quadbeam Technologies Ltd.	913	Wisconsin Aging & Grading Cheese Inc.	1301
Dahmes Stainless Inc.	737	J&W Instruments	1806	QualiTru Sampling Systems	137	Wit Gas Controls	1433
Dairy Connection Inc.	1416	J. Reiftenmaier USA	352	Quality Tank Solutions, LLC	1862	Wonderware Midwest	636
Dairy.com	205	J.P. Morgan	510	Qualtech Inc	1115	WOW Logistics	216
Dairy Farmers of Wisconsin	927	Jay R. Smith Mfg.	116	Quest Industrial	727	Zepnick Solutions, Inc.	943
DCI, Inc.	641	JBT - A&B Process Systems	1345	RathGibson	652	Zone Mechanical	245
Delkor Systems, Inc.	901	Jeneil Biotech Inc.	128	Reflectronics, Inc.	1150		
Defectapro Products	1832	Kagetec Industrial Flooring	1549	Reiser	1101		