



CHEESE REPORTER

Vol. 144, No. 1 • Friday, June 21, 2019 • Madison, Wisconsin



Dairy Margin Coverage Payments To Be Triggered Frequently: USDA

Washington—US Department of Agriculture (USDA) projections as of early 2019 indicate that, over the 10-year baseline period, payments to dairy producers under the new Dairy Margin Coverage (DMC) program “will be triggered frequently,” the agency said in its final DMC rule, which was published Tuesday.

The final rule implements the requirements of the dairy programs administered by USDA’s Farm Service Agency (FSA) on behalf of the Commodity Credit Corporation (CCC). The DMC program, which was authorized by the 2018 farm bill), replaces the Margin Protection Program (MPP-Dairy) for dairy producers.

Sign up for the new DMC got underway Monday.

DMC is a voluntary program for dairy producers involving fees and coverage-based premiums at most levels that provides payments when the calculated national margin for a month falls below the producer’s selected margin trigger. The “margin” is the difference between the average national price of a hundredweight of milk and the

national average price of the feed components (corn, soybean meal, and hay) needed to produce that milk. For example, if the average price of milk is \$20.00 per hundredweight and the average cost of soybean meal, corn, and hay needed to produce that milk is \$12.00 per hundred, the margin is \$8.00 a hundredweight.

The Dairy Margin Coverage program provides a greater subsidized margin protection to producers compared to the expired MPP-Dairy, which is expected to lead to greater participation, USDA said. DMC expands options for dairy operations to buy higher coverage for margins up to \$9.50 per hundredweight, at incremental premium increases of 50 cents per hundred. The coverage limit under MPP-Dairy was \$8.00 per hundred.

In addition, the premium structure of the DMC program favors high coverage levels for Tier I production history, according to USDA. Further, dairy operations are now able to cover as little as 5 percent of their production history compared to 25 percent minimum for MPP-Dairy.

Dairy operations are allowed to participate concurrently in DMC and Livestock Gross Margin Insurance for Dairy (LGM-Dairy), which also has the potential to increase DMC participation, USDA said. Finally, operations that were excluded from participating in MPP-Dairy during 2018 because they were participating in LGM-Dairy can sign up for 2018 MPP-Dairy coverage retroactively.

As a result of these changes, payments to producers from DMC are expected to be greater than for MPP-Dairy, USDA said. With national feed costs expected to average about \$9.14 over the life of the DMC program (which, under the 2018 farm bill, ends on Dec. 31, 2023), margins are expected to average \$8.50 per hundredweight through 2023, even as milk prices recover from 2018 lows.

DMC payments are less likely to trigger in the second half of the baseline period, 2024-2029, assuming lower feed prices and higher milk prices bring average margins near \$10.29 per hundredweight.

• See **Frequent Payments**, p. 8

US Milk Production Fell 0.1% In May; Output Fell In Half Of Reporting States

Washington—US milk production in the 24 reporting states during May totaled 18.128 billion pounds, down 0.1 percent from May 2018, USDA’s National Agricultural Statistics Service (NASS) reported Tuesday.

The May milk production figures are the first to include Georgia as one of the monthly milk production reporting states. Previously, NASS reported monthly milk production for 23 reporting states.

For the 24 reporting states during May, compared to May 2018, milk production was higher in 10 states, with those increases ranging from 0.4 percent in both Michigan and South Dakota to 5.4 percent in Texas; down in 12 states, with those declines ranging from 0.2 percent in both Iowa and Minnesota to 11.4 percent in Illinois; and unchanged in Georgia and Vermont.

Milk production per cow in the 24 reporting states averaged 2,062 pounds for May, 11 pounds above May 2018.

The number of milk cows on farms in the 24 reporting states in May was 8.793 million head, 55,000 head less than a year earlier but 5,000 head more than a month earlier.

Milk production for the entire US during May totaled 19.055 billion pounds, down 0.4 percent from May 2018. That was the second milk production decline in

• See **Less Milk In May**, p. 6

Wisconsin State Fair Dairy Products Contest Winners Announced

West Allis, WI—First, second and third place top finishers in the Wisconsin State Fair Dairy Products Contest were announced today.

Dairy companies from around the state submitted a record-breaking number of 445 cheese, butter and other dairy product entries. Contest judging took place here Thursday.

The 2019 Grand Master Cheesemaker, along with this year’s other winning cheese, butter and other dairy product manufacturers, will be recognized during the Blue Ribbon Dairy Products Auction here Thursday, Aug. 8.

This year’s contest featured 27 cheese classes; two butter classes;

• See **Wisconsin State Fair**, p. 10

Milk Pooled On Federal Orders In ‘18 Set Record; Class I Use Was 28.9%

Washington—Total receipts of milk pooled under federal milk marketing orders in 2018 totaled a record 141.7 billion pounds, up 4.6 percent from 2017, according to *Measures of Growth in Federal Milk Orders*, which was released last Friday by USDA’s Agricultural Marketing Service (AMS).

Data in the report includes the California federal order, which became effective Nov. 1, 2018.

In November and December 2018, receipts of milk pooled under the California federal order totaled about 4.1 billion pounds. Thus, without the California order, receipts of milk pooled under federal orders last year would have totaled 137.6 billion pounds, still up 1.5 percent from 2017’s record volume.

The quantity of pooled milk used as Class I last year totaled

40.9 billion pounds, up about 300 million pounds from 2017. That total includes about 927 million pounds of pooled milk used in Class I on the California order in November and December.

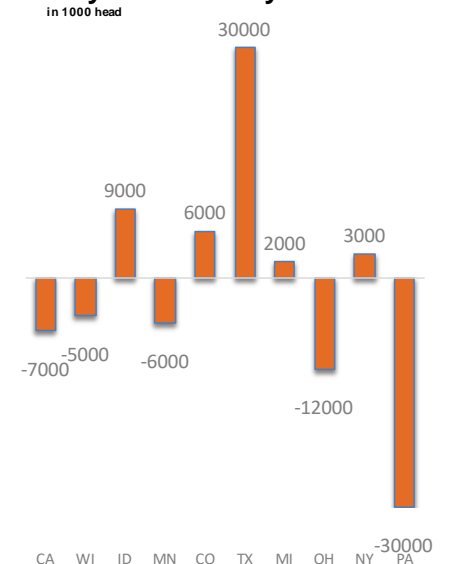
Without that milk, the quantity of pooled milk used as Class I in 2018 would have totaled just over 40 billion pounds, the lowest volume since 1974, when 39.3 billion pounds of milk was used as Class I.

In 2018, the percent of producer milk used as Class I was a record low 28.9 percent, down from 30 percent in 2017. Last year was the sixth consecutive year in which less than one-third of the producer milk pooled under federal orders was used as Class I.

The percent of producer milk

• See **Federal Order Milk**, p. 9

Change In Milk Cows May 2018 vs. May 2019 in 1000 head





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

Cheese Reporter Publishing Co. Inc. © 2019

2810 Crossroads Drive, Suite 3000
Madison, WI 53718-7972
(608) 246-8430 • Fax (608) 246-8431
<http://www.cheesereporter.com>

DICK GROVES
Publisher/Editor

e-mail: dgroves@cheesereporter.com
608-316-3791

MOIRA CROWLEY
Specialty Cheese Editor
e-mail: mcrowley@cheesereporter.com
608-316-3793

KEVIN THOME
Advertising & Marketing Director
e-mail: kthome@cheesereporter.com
608-316-3792

BETTY MERKES
Classifieds/Circulation Manager
e-mail: info@cheesereporter.com
608-316-3790

REGULAR CONTRIBUTORS:
Jen Pino-Gallagher, Bob Cropp, Neville McNaughton, Dan Strongin, John Umhoefer
You can e-mail our contributors at:
contributors@cheesereporter.com

The Cheese Reporter is the official publication of the following associations:

California Cheese & Butter Association
Lisa Waters,
1011 Pebble Beach Dr, Clayton, CA 94517

Central Wisconsin Cheesemakers' and Buttermakers' Association
Jim Mildbrand
jim.mildbrand@gmail.com

Cheese Importers Association of America
204 E St. NE, Washington, DC 20002

Eastern Wisconsin Cheesemakers' and Buttermakers' Association
Barb Henning, Henning's Cheese
21812 Ucker Road, Kiel, WI 53042

International Dairy-Deli-Bakery Association
8317 Elderberry Road, Madison, WI 53717

Missouri Butter & Cheese Institute
Terry S. Long, 19107 Factory Creek Road,
Jamestown, MO 65046

Nebraska Cheese Association
Ed Price, Fremont, NE 68025

New York State Cheese Manufacturer's Assn
Kathryn Boor, 11 Stocking Hall,
Cornell University, Ithaca, NY 14853

North Central Cheese Industries Assn
Lloyd Metzger, SDSU, Box 2104,
Brookings, SD 57007

North Dakota Cheese Makers' Assn
Chuck Knetter, Medina, ND 58467

Ohio Swiss Cheese Association
Lois Miller, P.O. Box 445,
Sugar Creek, OH 44681

South Dakota State Dairy Association
Howard Bonnemann, SDSU, Box 2104,
Brookings, SD 57007

Southwestern Wisconsin Cheese Makers' Association
Myron Olson, Chalet Cheese Coop,
N4858 Cty Hwy N, Monroe, WI 53566

Wisconsin Association for Food Protection
Bob Wills
PO Box 620705, Middleton WI 53562

Wisconsin Cheese Makers' Association
John Umhoefer, 5117 W. Terrace Dr.,
Suite 402, Madison, WI 53718

Wisconsin Dairy Products Association
Brad Legreid, 8383 Greenway Blvd.,
Middleton, WI 53562

EDITORIAL COMMENT



DICK GROVES

Publisher / Editor
Cheese Reporter
e: dgroves@cheesereporter.com
tw: @cheesereporter

That's a lot of repealed dairy programs for a single farm bill, and at least a couple of those repealed programs had been around for decades.

Government Involvement In Dairy Ebbs, Flows, And Never Ends

Once upon a time, Congress passed a farm bill that terminated three dairy programs that had been around for a number of years. Then, just in the past year, the US Department of Agriculture has implemented three different programs that, at least to some extent, bring those repealed dairy programs back to life.

The farm bill to which we refer is the 2014 farm bill, which was debated by Congress for a couple of years before finally being approved by both the Senate and House and signed into law by then-President Obama in the first few weeks of 2014.

The dairy title of that 2014 farm bill contained three sections. The first section established the Margin Protection Program for Dairy, and the third section established a new Dairy Product Donation Program.

Part II of the 2014 farm bill was actually titled: "Repeal or Reauthorization of Other Dairy-Related Provisions."

What that part of the farm bill did include the following: it repealed the Dairy Product Price Support Program, which had been in operation since 1949; it repealed the Dairy Export Incentive Program, which was originally established under the 1985 farm bill; and it temporarily continued and then repealed the Milk Income Loss Contract program, which dated back more than a decade, in various forms.

Oh, and the 2014 farm bill also repealed the Federal Milk Marketing Order Review Commission, which had been created under the 2008 farm bill but was subject to the availability of appropriations (money) to be carried out and thus never got off the ground (a separate Dairy Industry Advisory Committee was established by USDA in 2009 under the rules of the Federal Advisory Committee Act).

That's a lot of repealed dairy programs for a single farm bill, and at least a couple of those repealed programs had been around for decades. To put this in a bit of his-

torical context, the 2018 farm bill repealed the Dairy Product Donation Program, which was established under the 2014 farm bill but never became operational, while also creating a new Milk Donation Program.

And the 2008 farm bill didn't repeal any dairy programs.

What the dairy industry is now learning (or relearning) is that it doesn't take a new farm bill to create new dairy programs. And in fact, some relatively new USDA programs look quite a bit like some programs that were repealed by the aforementioned 2014 farm bill.

What we're referring to here is the trade mitigation measures that were initially launched by USDA last year, and will be repeated this year, to help dairy and other farmers in response to trade damage from retaliation and trade disruption by US trading partners.

One aspect of trade mitigation is the Market Facilitation Program, under which USDA will provide \$14.5 billion in direct payments to producers. Dairy producers will receive a per hundredweight payment based on production history.

The old MILC program also provided direct payments to dairy producers on eligible milk marketings. While there are major differences between the MILC program and the relatively new MFP, it's also pretty easy to see a similarity: direct payments to producers are direct payments to producers.

Then there's the \$1.4 billion Food Purchase and Distribution Program, under which USDA's Agricultural Marketing Service will purchase surplus commodities affected by trade retaliation, such as milk, for distribution by USDA's Food and Nutrition Service to food banks, schools, and other outlets serving low-income individuals.

This program, of course, is reminiscent of the older Dairy Product Price Support Program, under which USDA's Commodity Credit Corporation purchased surplus cheese, butter and nonfat dry milk and then, well, at least from time

to time USDA then had to figure out what to do with all of its surplus dairy commodities.

There is at least one huge difference, however, between the old dairy price support program and the relatively new Food Purchase and Distribution Program (beyond the fact that the old program was authorized and reauthorized by Congress and the new program was developed by USDA).

That is, as noted earlier, USDA is planning to spend \$1.4 billion to purchase dairy and other commodities under this new program. Under the dairy price support program, the CCC spent more than that to purchase surplus dairy products for at least six consecutive marketing years (fiscal years), including a high of \$2.6 billion in the 1982-83 marketing year.

Those huge purchases of surplus dairy products back in the 1980s also led to the passage of the Temporary Emergency Food Assistance Act, which required USDA to donate CCC-owned commodities to eligible recipient agencies (this is the infamous cheese giveaway program).

Today, TEFAP (the "T" now stands for "The"; it no longer stands for "Temporary") distributes about half a billion dollars annually of USDA foods to food banks across the US.

Finally, USDA will issue \$100 million through the Agricultural Trade Promotion Program to help develop new export markets on behalf of producers. This isn't exactly the DEIP, or even close, but it's still USDA spending money to boost ag exports.

All of this reminds us of the old French proverb: The more things change, the more they stay the same. Or, to paraphrase another old saying, old dairy programs never die, they just fade away temporarily and come back in another form.

Cheese Reporter welcomes letters to the editor. Comments should be sent to Dick Groves, at dgroves@cheesereporter.com.

Volume Of Milk Pooled On California Federal Order Set New Record In May

Woodland, CA—The volume of milk pooled on the California milk marketing order in May totaled 2.584 billion pounds, the highest monthly volume pooled during the order's first seven months.

The previous high was 2.258 billion pounds of milk pooled, in March. The lowest volume of milk pooled on the California order was 1.83 billion pounds, in February. That was the only month in which less than 2 billion pounds of milk was pooled on the order.

During the first six months in which California's federal order was in effect, California's milk output ranged from a low of 3.2 billion pounds in February to a high of 3.6 billion in March. Thus, over 1 billion pounds of milk was depooled in each of those six months.

In May, California's production totaled 3.577 billion pounds; thus, it appears that just under 1 billion pounds of milk was depooled.

Thanks to the record volume of milk pooled on the order, California ranked second among the 11 federal orders, trailing only the Upper Midwest, where a total of 3.247 billion pounds was pooled.

On the Northeast order, which had previously ranked second in volume terms among the 11 federal orders, a total of 2.354 billion pounds of milk was pooled in May.

In May, for the second consecutive month, more than 1 billion pounds of milk was pooled in Class IV on the California order; specifically, Class IV milk totaled 1.175 billion pounds, and the California order's Class IV utilization was 45.5 percent. That utilization percentage was the second-highest in the order's seven months of existence, trailing only April's 46.1 percent. California's Class IV utilization in January was just 2.6 percent.

The California order's Class IV utilization percentage of 45.5 percent for May was the highest among all federal orders. The only other orders in which more than one-third of the milk was pooled in Class IV in May were the Arizona order, at 38.8, and the Pacific Northwest order, at 34.8 percent.

In terms of Class IV volume, just one other federal order had more than half a billion pounds of milk pooled in Class IV in May; that was the Northeast order, where Class IV volume for May totaled 506.7 million pounds.

A total of 794.9 million pounds of milk was pooled in Class III on the California order in May, which is the second-lowest volume ever, trailing only April's 610.6 million pounds. In May, California ranked second in terms of Class III milk volume, trailing only the Upper Midwest's 2.789 billion pounds.

California's Class III utilization percentage was 30.8 percent in

May, up from 28 percent in April but still the second straight month in which Class III accounted for less than a third of all milk pooled on the California order.

California's 30.8 percent Class III utilization in May trailed five other orders: Upper Midwest, 85.9 percent; Central, 46.18 percent; Pacific Northwest, 40.8 percent; Southwest, 39.05 percent; and Mideast, 34.6 percent.

A total of 470.3 million pounds of milk was pooled in Class I on the California order in May, the highest volume since January's 483.5 million pounds. That volume trailed only two orders: Northeast, at 703.5 million pounds; and Mideast, at 555.9 million pounds.

California's Class I utilization percentage for May was 18.2 percent, the lowest in the order's seven-month existence. The previous low was 19.8 percent, in March. The state's Class I utilization percentage had reached a high of 24 percent in January.

California's May Class I utilization percentage of 18.2 percent was lower than all other orders except for the Upper Midwest, where Class III utilization was just 7.3 percent in May. Class I utilization on the Pacific Northwest order was 18.9 percent in May.

A total of 143.8 million pounds of milk was pooled in Class II on the California order in May, the highest Class II volume in the order's seven-month history.

Federal orders with higher Class II volumes in May included the Northeast, at 538.2 million

pounds; and the Mideast, at 309 million pounds.

California's Class II utilization percentage was 5.6 percent in May, the highest utilization percentage in the order's history. Still, the only orders with a lower Class II utilization percentage than California in May were the Upper Midwest, at 2.5 percent; and the Pacific Northwest, at 5.5 percent.

The producer price differential (PPD) on the California order in May was 55 cents cwt, up from 46 cents per hundred in April.

California's statistical uniform price in May was \$16.93 per hundred, the highest statistical uniform price in the order's history. Class prices for May were as follows: Class I, \$18.52 per hundred; Class II, \$16.48 per hundred; Class III, \$16.38 per hundred; and Class IV, \$16.29 per hundred.

ARE YOU LOOKING TO MAXIMIZE
UP-TIME AND QUALITY WHILE
MINIMIZING COST AND WASTE?



Tetra Pak® Casomatic Systems provide the equipment you need to produce semi-hard cheese gently and efficiently. Using Tetra Pak proven technologies, you will obtain maximum efficiency and optimal flexibility, repeatable results and the most accurate weight and moisture. All while reducing labor. Efficient, Flexible & Accurate. Contact us to improve your bottom line.

Moving food forward. Together. Processing with Tetra Pak
www.tetrapakusa.com



For more information, visit www.tetrapakusa.com

Weather, Stocks Cause Higher Feed Prices

Dairy Situation & Outlook by Bob Cropp

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

The good news is milk prices continue to improve. The Class III price which was as low as \$13.89 in February will improve about \$2.40 in June to around \$16.30. The Class IV which was as low as \$15.48 in January will improve about \$1.30 to around \$16.80 in June.

Much lower milk production is the driver for improved milk prices. For the US compared to a year earlier, April's milk production was up just 0.3 percent with May down 0.4 percent. Cow numbers in May were 9.333 million head, down 89,000 since January or 0.9 percent lower than a year ago. The continued exiting of dairy producers and the slaughter of cows running 5.0 percent higher than a year ago is reducing the size of the dairy herd. Milk per cow was also well below trend being up just 0.6 percent. Of the 24 reporting states 14 had fewer cows and 11 had lower total milk production.

In May two states lead the way in increases in milk production, Texas at 5.4 and Colorado at 3.6 percent. Production for other Western states were: California and Idaho up 1.3 and 1.4 percent respectively. In the Northeast production was up 1.0 percent in New York. Production was up just 0.4 percent for South Dakota with production down 0.2 for both Iowa and Minnesota and 0.4 for Wisconsin.

Lower milk production relates to lower dairy product production. Compared to a year earlier April butter production was 4.8 percent lower, American cheese production 2.8 percent lower with total cheese production just 0.2 percent

higher, NDM production 2.6 percent lower and dry whey production 13.7 percent lower.

Fluid (beverage) milk sales continue the downward trend with April sales 3.1 percent lower than a year ago and year-to-date sales 2.5 percent lower.

While lower than a year ago, dairy exports are supportive of milk prices. With lower milk production exports do not need to be as high to support milk prices. For the first four months of the year exports on a volume basis were the third highest with 2018 being the highest and 2014 the second highest.

Much lower exports to China is the factor for reduced volumes. China's retaliatory tariffs and the African swine fever resulted in April exports being 64 percent lower than a year ago. Cheese exports have held up. While April cheese exports were 1 percent lower than a year ago, year-to-date exports are 7 percent higher. April exports were down 25 percent for NDM/SMP, 71 percent for butterfat and 31 percent for total whey products. Yet on a total solids basis exports were equivalent to 14.4 percent of milk production.

The stock level of dairy products is also improving. Compared to a year ago April 30th stocks were 5.4 percent lower for butter, just 0.3 percent higher for American cheese stocks and 4.0 percent higher for total cheese stocks. However, dry whey stocks and NDM stocks were 8.9 percent and 1.6 percent higher.

Milk prices should improve further as we progress through the rest

of the year. USDA now forecasts milk production for the year to be just 0.3 percent higher than 2018, the result of cow numbers averaging 0.7 percent lower and milk per cow 1.0 percent higher.

It looks like feed prices will be higher. Alfalfa hay prices will be higher. Current hay stocks are tight and there are reports of winter kill in some areas along with a challenge of harvesting quality first cutting due to wet weather. Delayed corn planting and unplanted acres means higher corn prices. Tighter feed supplies, lower quality forages along with higher feed prices will likely continue to reduce cow numbers and dampen milk per cow this fall and winter.

Butter and cheese sales are expected to continue to show modest growth. Exports will still support to milk prices. It doesn't look like the trade dispute with China will end soon. But, in May US eliminated tariffs on steel and aluminum from Mexico and Mexico in turn eliminated its tariffs on US cheese. This could be positive for cheese exports later this year and going into 2020.

As of now we could see the Class III price in the low \$17's by August and in the mid to high \$17's by fourth quarter. Some are predicting Class III even in the \$18's. Class IV could be in the low \$17's by July and in the mid \$17's fourth quarter. If this holds true, Class III would average about \$16.30 for the year compared to \$14.61 in 2018 and the Class IV price would average about \$17.00 compared to \$15.09 in 2018.

FROM OUR ARCHIVES

50 YEARS AGO

June 20, 1969: Chicago—Pure Milk Association here and seven Wisconsin dairy co-ops have asked USDA for a hearing on proposed changes to an order regulating the handling of milk in the Chicago marketing area. Proposed changes include the rules under which dairy plants qualify for the federal market.

Washington—The USDA has proposed amending federal milk marketing orders to clarify minimum price regulation on so-called "filled" milk as "a beverage containing either fresh liquid skim milk, or skim milk reconstituted from nonfat dry milk" to which vegetable fat or oil as been added to replace natural butterfat in regular bottled milk.

25 YEARS AGO

June 17, 1994: Madison—The Wisconsin Specialty Cheese Institute has received a grant of \$44,900 to research and identify new niche specialty cheese products for Wisconsin's small cheese plants. The WSCI and president Paul Scharfman were recipients of 10 Ag Development and Diversification grants.

Washington—US Ag Secretary Mike Espy announced the appointment of 20 members to the new National Fluid Milk Processor Promotion Board. MilkPEP's newly-appointed executive director is Charles Decker, Jr., who will lead the consumer education campaign.

10 YEARS AGO

June 19, 2009: Wellington, New Zealand—The New Zealand Food Safety Authority recently released proposed rules that will further facilitate the production, sale, export and import of unpasteurized milk products that have an acceptable bacterial safety level. Supporters of greater access to raw milk products cited factors such as improved consumer choice; appreciation of the flavor, texture and perceived nutritional qualities of such products; and a desire for local manufacturers to be able to make the same range of products as could be imported.

Sacramento, CA—Cypress Grove Chevre of Arcata won Best of Show here this week at the 2009 California State Fair Commercial Cheese Competition with its Purple Haze fresh chevre entry, dusted with lavender and fennel pollen.

Superior ingredients. Innovative solutions.

CAP

Capstone® Anti-caking agents

Capstone® anti-caking agents help food processors mitigate the high cost and price variability of key ingredients. State-of-the-art ingredients technologies assure product integrity and quality for products. Recommended for use in shredded and crumbled cheeses.

agropuringredients.com | customsolutions@agropur.com
2340 Enterprise Avenue | La Crosse, Wisconsin 54603

©2018 Agropur MSI LLC


AGROPUR
Ingredients | Custom Solutions

For more information, visit www.agropuringredients.com

Global Dairy Trade Price Index Declines 3.8%; Only Rennet Casein Price Rises

Auckland, New Zealand—The price index on this week's semi-monthly Global Dairy Trade (GDT) dairy commodity auction declined 3.8 percent from the previous auction, held two weeks ago.

That marked the third straight decline in the GDT price index. Previous declines in the index were 3.4 percent in June's first auction and 1.2 percent in May's second auction.

Prior to the declines in the three most recent auctions, the GDT price index had increased in 11 consecutive auctions, dating back to November 2018.

In this week's auction, which featured 166 participating bidders and 118 winning bidders, prices were higher for rennet casein and lower for Cheddar, skim milk powder, whole milk powder, butter, anhydrous milkfat, and lactose.

Results from this week's GDT auction, with comparisons to the auction held two weeks ago, were:

Cheddar cheese: The average winning price was \$3,781 per metric ton (\$1.71 per pound), down 4.3 percent. Average winning prices were: Contract 3 (September), \$3,835 per ton, down 2.3 percent; Contract 4 (October), \$3,715 per ton, down 6 percent; and Contract 5 (November), \$3,860 per ton, down 4.2 percent.

Skim milk powder: The average winning price was \$2,358 per ton (\$1.07 per pound), down 3.5 percent. Average winning prices were: Contract 1 (July), \$2,355 per ton, down 5 percent; Contract 2 (August), \$2,343 per ton, down 3.5 percent; Contract 3, \$2,374 per ton, down 0.8 percent; Contract 4, \$2,390 per ton, down 3.5 percent;

and Contract 5, \$2,360 per ton, down 3.8 percent.

Whole milk powder: The average winning price was \$3,006 per ton (\$1.36 per pound), down 4.3 percent. Average winning prices were: Contract 1, \$3,009 per ton, down 4.7; Contract 2, \$3,016 per ton, down 5.3 percent; Contract 3, \$2,990 per ton, down 3.3 percent; Contract 4, \$3,000 per ton, down 3.8 percent; and Contract 5, \$3,004 per ton, down 3.3 percent.

Butter: The average winning price was \$4,553 per ton (\$2.06 per pound), down 5.7 percent. Average winning prices were: Contract 1, \$4,700 per ton, down 10.1 percent; Contract 2, \$4,565 per ton, down 7.2 percent; Contract 3, \$4,517 per ton, down 6.4 percent; Contract 4, \$4,540 per ton, down 2.8 percent; and Contract 5, \$4,520 per ton, down 1.7 percent.

Anhydrous milkfat: The average winning price was \$5,530 per ton (\$2.51 per pound), down 3.3 percent. Average winning prices were: Contract 2, \$5,529 per ton, down 4.8 percent; Contract 3, \$5,538 per ton, down 2.2 percent; Contract 4, \$5,529 per ton, down 2.6 percent; and Contract 5, \$5,523 per ton, down 2.4 percent.

Rennet casein: The average winning price was \$7,494 per ton (\$3.40 per pound), up 2.3 percent. Average winning prices were: Contract 1, \$8,000 per ton; Contract 2, \$7,866 per ton, up 1.1 percent; Contract 3, \$7,265 per ton, up 2.4 percent; and Contract 4, \$7,053 per ton, up 3.9 percent.

Lactose: The average winning price was \$875 per ton (39.7 cents per pound), down 2.2 percent. That was for Contract 2.

FDA Agrees To Designate High-Risk Foods By Sept. 2020

Washington—Under a settlement reached in a lawsuit filed by the Center for Food Safety (CFS), the US Food and Drug Administration (FDA) has agreed to designate its list of high-risk foods required by the Food Safety Modernization Act (FSMA) by Sept. 8, 2020.

The FSMA requires FDA to designate high-risk foods for which additional recordkeeping requirements are appropriate and necessary to protect the public health. The FSMA also requires FDA to publish the list of high-risk foods on its website at the time when the agency issues final rules to establish the additional recordkeeping requirements for high-risk foods.

FDA in February of 2014 opened a docket to obtain comments and scientific data and information that would help the agency implement that section of the FSMA. The agency received over 50 comments from dairy and food organizations and others in response to its request for input. But it has yet to designate any high-risk foods, according to the CFS.

Last October, the CFS filed a lawsuit, in the US District Court

for the Northern District of California, alleging that FDA violated FSMA and the Administrative Procedure Act (APA) by failing to meet the statutory deadlines regarding high-risk foods.

Under the settlement reached earlier this month, FDA agreed to designate the list of high-risk foods required by FSMA by Sept. 8, 2020; publish a proposed rule on recordkeeping requirements for the designated high-risk foods as required by FSMA by that same date, and publish a final rule by Nov. 7, 2022; and publish the list of high-risk foods required by FSMA upon publication of the final rule.

"After years of stalling, FDA can no longer delay enacting the FSMA high-risk food regulations," said Jaydee Hanson, CFS policy director.

The FSMA specifically states that the designation of high-risk foods must be based on, among other things, the known safety risks of a particular food; likelihood that a particular food has a high potential risk for microbiological or chemical contamination or would support the growth of pathogenic microorganisms; and likelihood of contamination and steps taken during the manufacturing process to reduce the possibility of contamination.



Innovative products, customer-driven solutions.



Exceptional customer service from design to installation.



Delivering leading edge solutions and high quality cheese making equipment proven to produce higher yields and higher consistency with higher profits.

www.APT-INC.com

APT@APT-INC.COM | 877.230.5060 | An Employee Owned Company

Dairy Connection Inc.
Celebrating 20 years

Making the connection for artisan and specialty creameries since 1999

Cultures | Enzymes | Custom Blends | Technical Expertise
No minimum purchase on hundreds of stock items

Dairy Connection, Inc.
www.dairyconnection.com | 608-242-9030 | info@dairyconnection.com

For more information, visit www.dairyconnection.com

For more information, visit www.APT-Inc.com

Less Milk In May

(Continued from p. 1)

three months for the entire US; March milk production had been down 0.6 percent from March 2018.

California's May milk production totaled 3.577 billion pounds, up 1.3 percent from May 2018, due to 7,000 fewer milk cows but 35 more pounds of milk per cow.

California's April milk output had been up 2.6 percent from April 2018.

Wisconsin's May milk production totaled 2.652 billion pounds, down 0.4 percent from May 2018, due to 5,000 fewer milk cows and unchanged milk per cow. Wisconsin's April milk production estimate was revised down by 2 million pounds, but was still up 0.4 percent from April 2018.

Milk production in Idaho during May totaled 1.343 billion pounds, up 1.4 percent from May 2018, due to 9,000 more milk cows but unchanged output per cow. Idaho's April milk production was revised up by 17 million pounds, so output was up 3.6 percent from April 2018, rather than up 2.2 percent as initially estimated.

New York's May milk production totaled 1.323 billion pounds, up 1 percent from May 2018, due to 3,000 more milk cows and 10 more pounds of milk per cow. New

York's April milk output was revised up by 7 million pounds, so production was up 2.5 percent from April 2018, rather than up 1.9 percent as originally estimated.

May milk production in Texas totaled 1.195 billion pounds, up 5.4 percent from May 2018, due to 30,000 more milk cows but five less pounds of milk per cow.

Texas's April milk output had been up 6.7 percent from April 2018.

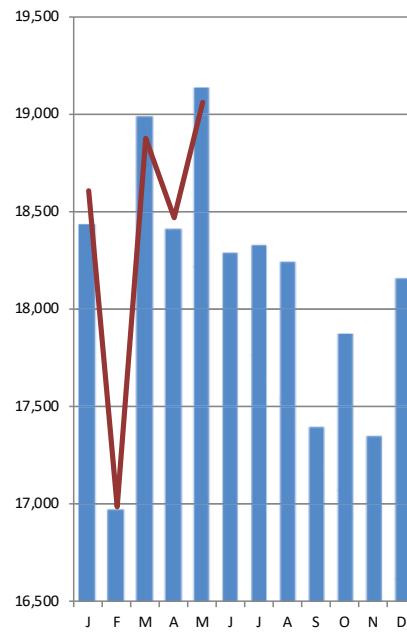
Michigan's May milk production totaled 990 million pounds, up 0.4 percent from May 2018, due to 2,000 more milk cows but unchanged output per cow. Michigan's April milk production had been up 1.6 percent from a year earlier.

Pennsylvania's May milk production totaled 887 million pounds, down 7 percent from May 2018, due to 30,000 fewer milk cows and 25 less pounds of milk per cow.

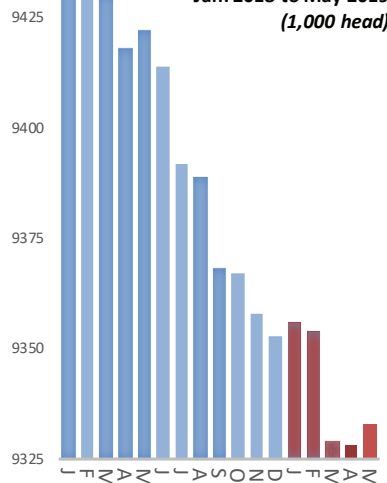
Pennsylvania's April milk output had been down 7.1 percent from April 2018.

May milk production in Minnesota totaled 858 million pounds, down 0.2 percent from May 2018, due to 6,000 fewer milk cows but 20 more pounds of milk per cow. Minnesota's April milk production was revised up by 4 million pounds, so output was up 0.4 percent from

Total US Milk Production
2018 vs. 2019
(in millions of pounds)



Total Milk Cows
Jan. 2018 to May 2019
(1,000 head)



Milk Production by State

STATE	May 2018	May 2019	% Change	Change Cows
California	3531	3577	1.3	-7000
Wisconsin	2663	2652	-0.4	-5000
Idaho	1324	1343	1.4	9000
New York	1310	1323	1.0	3000
Texas	1134	1195	5.4	30000
Michigan	986	990	0.4	2000
Pennsylvania	954	887	-7.0	-30000
Minnesota	860	858	-0.2	-6000
New Mexico	727	721	-0.8	-8000
Washington	584	587	0.5	1000
Ohio	498	476	-4.4	-8000
Iowa	453	452	-0.2	-3000
Arizona	446	427	-4.3	-9000
Colorado	392	406	3.6	6000
Indiana	370	360	-2.7	-5000
Kansas	324	327	0.9	4000
South Dakota	235	236	0.4	2000
Vermont	234	234	nc	-1000
Oregon	219	222	1.4	1000
Florida	223	212	-4.9	-7000
Utah	204	198	-2.9	-3000
Illinois	176	156	-11.4	-9000
Georgia	156	156	nc	nc
Virginia	148	133	-10.1	-8000

millions of pounds 1,000 head

What's New in UV Water Disinfection Systems?



Introducing the UVE0 Series from Aquionics

The UVE0 is the latest UV Water Disinfection System Platform on the market and is validated for Pasteurized Equivalent Water (PEW) Applications. The latest Lamp Technology, Flow Dynamics Modeling, and Controls Technology make the UVE0 a compelling alternative to older UV product platforms.



Latest Lamp Technology

- One Lamp utilized instead of multiple at higher flow rates.
- 9000 Hrs Lamp life compared to 4000 Hrs in competitors

Optimized Flow Chamber

- System can be installed without straight pipe runs to meet validation requirements.
- EPA validated and FDA PMO 2017 compliant for Pasteurized Equivalent Water Applications.

PLC Controls

- AB 850 Series PLC as standard for ease of process integration.

Dramatically Lower Cost of Ownership

- Reduced downtime – fewer lamps and lamp changes

Contact the experts at Valcour Process Technologies and Aquionics to discuss your UV water disinfection application.



"Enabling Extraordinary Cheese Production, Converting, Packaging, Inspection, Sustainability, and Project Solution Opportunities for our Customers."

518.561.3578 • ValcourProcessTech.com

For more information, visit www.valcourprocesstech.com

April 2018, rather than down 0.1 percent as initially estimated.

New Mexico's May milk production totaled 721 million pounds, down 0.8 percent from May 2018, due to 8,000 fewer milk cows but 35 more pounds of milk per cow. New Mexico's April milk output had been down 3.9 percent from April 2018.

Washington's May milk production totaled 587 million pounds, up 0.5 percent from May 2018, due to 1,000 more milk cows but unchanged output per cow. Washington's April milk output was revised up by 4 million pounds, so production was up 0.7 percent from April 2018, rather than unchanged as originally estimated.

Superior Solutions FLOW PLATES



- Welds polished on front, cleaned on back
- T-304 or T-316 Stainless Construction
- Constructed on 3/16" or 1/4" thick plate
- Fabricated with Tri-Clamp, Bevel Seat or John Perry ferrules
- 1 1/2" formed lip on all four sides or with side tabs
- 3" long butt weld tube or fitting on back

You can count on AWI Manufacturing to provide high quality flow plates when you need them.

We fabricate per your design.

AWI MANUFACTURING

E: sales@awimfg.com

www.awimfg.com

Tel: 888.272.2600

Winsted, MN 55395

For more information, visit www.awimfg.com

USDA To Relocate ERS, NIFA To Kansas City Region; AAEA Disputes Savings

Washington—US Secretary of Agriculture Sonny Perdue late last week announced that the US Department of Agriculture (USDA) will relocate its Economic Research Service (ERS) and National Institute of Food and Agriculture (NIFA) from Washington to the Kansas City region.

Major benefits of the relocation, according to USDA, include: improve the agency's ability to attract and retain highly qualified scientific and administrative staff with training and interests in agriculture; place important USDA resources closer to many USDA stakeholders; enhance strategic interagency partnerships with positions in Washington focused on collaboration; and benefit US taxpayers through savings on employment costs and rent.

USDA had announced last August that it would undertake the relocations. The agency conducted a cost benefit analysis and conservative estimates indicate a savings of almost \$300 million nominally over a 15-year lease term on employment costs and rent or about \$20 million per year.

But economists with the Agricultural and Applied Economics Association (AAEA) reviewed the benefit-cost analysis released by USDA and found that USDA leadership failed to follow federal guidelines for the analysis. Their review found a major underestimate of true costs.

In fact, according to three AAEA member economists, moving ERS and NIFA to the Kansas City region will cost taxpayers between \$83 million and \$182 million. They said USDA's underesti-

mate arises from two errors in its original justification: overstating the cost of keeping the agencies in the Washington, DC, region; and failing to take into account the lost value of research from staffers who resign or retire rather than move.

Translated into 2019 dollars, the combined values of these corrections result in a loss to taxpayers of \$37 to \$128 million, rather than the USDA prediction of a \$193 million gain, the economists said.

Adding in the value of research benefits that are lost due to employee attrition turns the net impact to a negative for US taxpayers, the AAEA economists said. Government researchers' findings are worth millions of dollars to taxpayers.

ERS and NIFA currently have vacancy rates of 20 and 26 percent, respectively, and internal sources predict that 50 to 75 percent of employees mandated to move will opt to leave the agencies rather than do so, the AAEA economists noted.

The Kansas City region "provides a win-win: maximizing our mission function by putting taxpayer savings into programmatic outputs and providing affordability, easy commutes, and extraordinary living for our employees," Perdue said. "The Kansas City region has proven itself to be hub for all things agriculture and is a booming city in America's heartland."

Several weeks ago, when USDA announced a list of finalists for the relocation of ERS and NIFA, members of the Safe Food Coalition called on Congress to stop the effort.

Investigators Looking Into Whether Fair Oaks Farm Animal Abuse Was Coerced

Fair Oaks, IN—A prosecutor said investigators are looking into whether an animal rights group worker coerced employees at Fair Oaks Farms into the abuse of young calves that was captured on undercover video.

Jeff Drinski, Newton county prosecutor, said a witness has corroborated allegations from an abuse suspect that the Animal Recovery Mission (ARM) employee encouraged the abuse at Fair Oaks Farms. Drinski said detectives will try to interview the group's employee.

Richard Couto, ARM's founder, called the allegation "ridiculous and absurd," and said none of the group's video shows any encouragement of abuse.

Last week, authorities released the names of three former employees of Fair Oaks Farms who were charged with animal cruelty follow-

ing ARM's release of undercover video showing workers kicking and throwing calves. Prosecutors had charged them with misdemeanor beating of a vertebrate animal, and arrest warrants were issued for the three men.

Investigators said other "persons of interest" were being interviewed in the case.

ARM last week had released a second investigation following its Operation Fair Oaks Farm Dairy Adventure in Indiana.

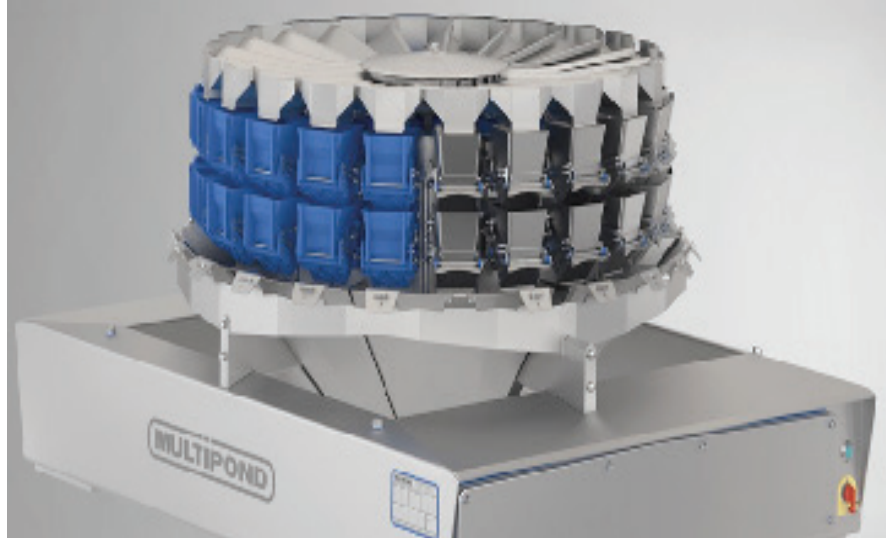
Between February and April 2019, an ARM investigator had been hired as a milker by a Fair Oaks Farms dairy in Indiana. Within the first few hours of this investigator's employment, the investigator "witnessed extreme and violent animal abuse," according to ARM.

Fair Oaks Farm is one of the 30 suppliers to The Coca-Cola Company's partners at fairlife. Fair Oaks Farms said it is taking "full responsibility for actions depicted in recent videos."

For more details locate the June 7 and June 14 issues by scanning the QR Code on p. 2 of this issue.

MULTIPOND

MULTIPOND Weighing Technology and multihead weighing systems stand for maximum accuracy, performance and reliability.



TESTING AND SHOWROOM FACILITY
JUST A SHORT DRIVE AWAY

For over 70 years we have been offering weighing and packaging solutions.

Call today to schedule your product trial!

MULTIPOND America Inc.
Green Bay, WI
920.490.8249



www.multipond.com

Your source for 3M™ Products

Personal Safety



E-A-R™ • Peltor™

Food Safety



Clean-Trace™ • Petrifilm™

Commercial Care



Doodlebug™ • Scotch-Brite™

Water Filtration



Aqua-Pure™ • Cuno

3M

NELSON JAMESON
INC.

1-800-826-8302 • nelsonjameson.com
sales@nelsonjameson.com

For more information, visit www.nelsonjameson.com

For more information, visit www.multipond.com

Frequent Payments

(Continued from p. 1)

Stochastic modeling results indicate that DMC would trigger significant outlays under current baseline projections, USDA noted. Allowing variation around the means for milk prices and feed ingredient costs in a stochastic model generates annual gross estimates averaging to \$1.3 billion per year and collection of \$89 million per year in fees and premiums paid by dairy program participants.

For the five-year life of the DMC Program, net expenditures through 2023 are projected by USDA to average \$1.2 billion annually.

Dairy Indemnity Payments

The final rule USDA published also extends the Dairy Indemnity Payment Program (DIPP) through 2023 and amends the regulations to incorporate a specific period of time for which claims for the same loss will be eligible for indemnification under DIPP.

The purpose of DIPP is to indemnify dairy farmers and manufacturers of dairy products who, through no fault of their own, suffer income losses with respect to milk or milk products that were removed from commercial markets because such milk or milk products contained certain harmful pesticide residues, chemicals, or toxic substances, or were contaminated by nuclear radiation or fallout.

The final rule is adding a specific timeframe that will limit the period of time that a dairy claimant under DIPP is eligible to receive indemnification. This is a discretionary change, USDA said.

Current DIPP rules indemnify losses until such time as the dairy is reinstated to the commercial market by a state regulatory agency. The large majority of claims for indemnification to affected farmers under DIPP typically range from two to 10 days for which their milk has been removed from the commercial market before such milk has been reinstated by a state regulatory agency.

However, some claims submitted for indemnification could span the course of several months. In these circumstances, FSA will limit indemnification for the same loss to a period not to exceed 18 months.

The current regulation does not have a limit on the time period for which an eligible dairy can receive DIPP payments for the same contaminating event. Accordingly, discretionary changes are being made to DIPP to limit indemnification to not extend past the time period that the impacted dairy cows in the dairy herd are no longer lactating or impacted dairy cows in gestation have delivered a calf and are no longer lactating from its most immediately preceding birth after the contaminating event, not to exceed 18 months.

The 18-month period is based on a 10-month lactation period after the calf is born, overlapping breeding period, and a remaining six-month pregnancy term, USDA explained. The 18-month period also accounts for approximately two months of the 18-month period the cow may not be producing milk during the dry period between lactations. At any time when the impacted dairy cows are dry from lactating from its most immediately preceding birth after the contaminating event the occurrence will no longer be eligible for indemnification.

Any indemnification payment beyond this specified time period would be for milk from cows that have completed the gestation period prior to the contaminating event and lactation period following birth, or from cows that were conceived after the initial contaminating event that caused the milk to be removed from the market.

Once the dairy is required to remove their milk from the commercial market, such dairy producer knows or has reason to know the presence of contamination and it is reasonable that such dairy should take such actions as to not allow their cows to be further exposed to such contamination.

Once the contaminating event has occurred and the dairy has been directed to remove their milk from the market, any subsequently purchased or bred animals are not eligible for assistance under DIPP.

The limitation will prevent a claimant from receiving indemnification in perpetuity for the same contaminating event. So this rule specifies a timeframe for which dairies are eligible to be indemnified for the same contaminating event or activity under DIPP.

Minnesota Program Will Provide Financial Assistance To Dairy Farmers

St. Paul, MN—The Minnesota Department of Agriculture (MDA) is rolling out its new Dairy Assistance, Investment and Relief Initiative (DAIRI) program to provide financial assistance for dairy producers who enroll for five years of coverage in the new USDA Farm Service Agency's Dairy Margin Coverage (DMC) program.

Applications to the program are being accepted now through Oct. 1, 2019. In order to qualify, farmers must have produced less than 160,000 hundredweights of milk in 2018 and have signed up for five years of coverage through the DMC program during its current enrollment period between June 17, 2019 and Sept. 20, 2019.

The MDA will issue payments on a rolling basis. Producers can expect to receive their first payments roughly two to four weeks after successfully applying. They will be paid based on production levels, up to 50,000 hundredweights of milk produced in 2018. The payment amount is 10 cents per hundredweight.

An application form, a W-9, a copy of their DMC enrollment form, and a statement from their processor(s) detailing the amount of milk produced in 2018 are required to complete an application.

Producers may receive a second payment this fall after the application period has ended, depending on remaining available funds.

Additional information and the application forms are available at www.mda.state.mn.us/dairi.

Products & Components for Food Manufacturing



Mezzanines, Platforms & Stairs

Sanitary Valves & Pumps

3-A Equipment Leveling Feet

Floor Drains & Clean Outs

Koss is a preferred provider of quality products to the cheese, dairy and other sanitary industries.

From pumps to platforms, filters to fittings, and strainers to spray balls, we've got you covered.



kossindustrial.com
Green Bay, WI
1-800-844-6261

For more information, visit www.kossindustrial.com

Food Processing Corrosion-Proof Wall and Ceiling Panels Poly Board® Panels

Time Tested Superior Quality Exceptional Value Since 1992

- Smooth - Nonporous
- Easy to Clean
- Sanitary
- Perfect for Incidental Food Contact
- High-Gloss - Bright White
- Water-Proof — Highly Reflective
- Will Not Rot, Rust, Mildew, or Corrode
- Quick Installation with Custom Length Panels and No Exposed Fasteners
- Class A for Smoke and Flame
- Made in the U.S.A.

Suspended Ceiling Panels and Doors also Available



EXTRUTECH PLASTICS, INC.
5902 West Custer St., Manitowoc, WI 54220
Phone: 888-818-0118 • Fax: 920-684-4344
www.epiplastics.com • E-mail: info@epiplastics.com
ISO 9001-2008 QMS Certified

P2400 - 24" Panel

MADE IN THE USA

For more information, visit www.epiplastics.com

Federal Order Milk

(Continued from p. 1)

used as Class I in federal orders hasn't been above 40 percent since 2004, when it was 43.6 percent, and hasn't been above 50 percent since 1979.

The number of producers pooled under federal orders last year, 32,061, was 2.8 percent lower than in 2017, while the average daily delivery of producer milk per pooled producer, 12,448 pounds, was 10.7 percent higher than in 2017.

There were 233 pooled handlers in federal orders last year, up from 217 pooled handlers in 2017 and the highest number since 2012, when there were 237.

Federal orders last year accounted for 65 percent of all milk sold and 66 percent of fluid grade milk sold to US plants and milk dealers. In 2000, the first year in which federal order reforms were in effect, federal orders accounted for 70 percent of all milk sold and 72 percent of fluid grade milk sold to US plants and milk dealers.

The AMS report includes federal order statistics dating back to 1947. Historical comparisons in some of the categories included in the report include:

—The number of federal orders reached a high of 83 in 1962, declined to 31 in 1999 (the year before federal order reforms consolidated the number of federal orders down to 11), fell to 10 in 2004 when the Western order was terminated, and rose to 11 last year when the California order became effective.

—Receipts of producer milk under federal orders rose from just under 15 billion pounds in 1947 to 84 billion pounds in 1980, 102.4 billion pounds in 1990, 116.9 billion pounds in 2000 and 126.9 billion pounds in 2010.

—The percent of producer milk used as Class I was 65.5 percent in 1947, then declined to 61.5 percent in 1970, 48.9 percent in 1980, 42.8 percent in 1990, 39.3 percent in 2000 and 35.4 percent in 2010.

—The volume of producer milk used as Class I increased from 9.8 billion pounds in 1947 to 40.1 billion pounds in 1970, 41 billion pounds in 1980, 43.8 billion pounds in 1990 and a record 46 billion pounds in 2002 before falling to a low of 40.6 billion pounds in 2017.

—The number of pooled producers on federal orders increased from 135,830 in 1947 to a high of 192,947 in 1961, dropped under 100,000 in 1992 and fell below 50,000 in 2007.

—The number of pool handlers on federal orders increased from 991 in 1947 to a high of 2,314 in 1961 before dropping below 2,000 in 1965, under 1,000 in 1983 and below 500 in 1999.

Trump Orders Agencies To Review Advisory Panels, Terminate One-Third

Washington—President Trump last Friday signed an executive order requiring that each federal agency evaluate the need for each of its current advisory committees established under the Federal Advisory Committee Act (FACA) and those advisory committees that are authorized by law but not required by statute.

Under the executive order, each agency will have to, by Sept. 30, 2019, terminate at least one-third of its current committees established under the FACA, including committees for which the stated objectives of the committee have been accomplished; subject matter or work of the committee has become obsolete; primary functions have been assumed by another entity; or agency determines that the cost of operation is excessive in relation to the benefits to the federal government.

The government-wide combined total number of eligible committees cannot exceed 350, under the executive order.

According to a 2016 Congressional Research Service (CRS) report, the number of active FACA committees has hovered around 1,000 committees in any given fiscal year. Around 70,000 serve as members of FACA committees and subcommittees in any given year. Costs to operate federal advisory committees have varied over time and ranged from a low of \$334.7 million in fiscal 2014 to a high of \$451.3 million in 2006.

The US Department of Health and Human Services (HHS) operates the greatest number of federal advisory committees, with 248 active committees in fiscal year 2015, the CRS report noted.

Within HHS, the Food and Drug Administration (FDA)'s Center for Food Safety and Applied Nutrition (CFSAN) previously had a Food Advisory Committee, but it was terminated in December of 2017. At its last meeting, the Food Advisory Committee discussed FDA's policies related to the presence of *Listeria monocytogenes* in foods.

FDA also has a Science Board, which provides advice to the commissioner and other appropriate officials on specific complex scientific and technical issues important to FDA and its mission.

The USDA had the second greatest number of active committees in fiscal 2015, with 163, the CRS noted.


For example, USDA's Agricultural Marketing Service (AMS) works with four FACAs, including the National Organic Standards Board (NOSB), which considers and makes recommendations on a wide range of issues involving the production, handling, and processing of organic products.

Just last week, USDA's Foreign Agricultural Service (FAS) published a notice that the secretary of agriculture, in coordination with the US trade representative, intends to renew the charters for the Agricultural Policy Advisory Committee (APAC) and the related six Agricultural Technical Advisory Committees (ATACs) for Trade to provide detailed policy and technical advice, information, and recommendations regarding trade barriers, negotiation of trade agreements, and implementation of existing trade agreements affecting food and agricultural products.


The 2020 Dietary Guidelines Advisory Committee (DGAC), which was established earlier this year, is also governed under the provisions of the FACA. The DGAC's work will end with the release of that scientific report.

In the area of food safety, the National Advisory Committee on Microbiological Criteria for Foods (NACMCF) provides scientific advice and recommendations to the secretaries of agriculture and HHS on public health issues relative to the safety and wholesomeness of the US food supply.

Enclosed Finishing Vats



Kusel Enclosed Finishing Vats (EFV's) are specially engineered for larger production plants and designed for your unique high capacity requirements.



www.kuselequipment.com
sales@kuselequipment.com
 920-261-4112-phone

For more information, visit www.kuselequipment.com

Clean-in-Place Systems Value-Added Technology



Featuring EDT Liquid-Activated, Retractable CIP Spray Nozzles designed to remain in place during production.

This value-added technology eliminates the repetitive tasks of installing and removing spray devices; and provides a reliable, repeatable CIP cycle.

Give us a call. Today.



Evaporator Dryer Technologies, Inc.
 1805 Ridgeway Street • Hammond, Wisconsin 54015 USA
 Tel. 715.796.2313 • Fax. 715.796.2378
 Website: www.evapdryertech.com • Email: info@evapdryertech.com



For more information, visit www.evapdryertech.com

Wisconsin State Fair

(Continued from p. 1)

five yogurt classes; three sour cream classes; and two new fluid milk classes.

The top three entries in each class include:

Mild Cheddar

First place: Timothy Stearns, Agropur, Weyauwega, 99.60

Second place: Dan Stearns, Agropur, Weyauwega, 98.30

Third place: Team Sartori, Sartori Cheese, Plymouth, Sartori Old World Cheddar, 98.25

Aged Cheddar

First place: Dan Stearns, Agropur, Weyauwega, 99.025

Second place: Henning's Cheese For The Artisan Cheese Exchange, The Artisan Cheese Exchange, Sheboygan, Deer Creek The Imperial Buck, 98.55

Third place: Henning's Cheese For The Artisan Cheese Exchange, Deer Creek The Stag, 98.375

Colby, Monterey Jack

First place: Bill Stocker, Shullsburg Creamery, Shullsburg, Colby Jack Longhorn, 99.00

Second place: Henning's Cheese For The Artisan Cheese Exchange, Deer Creek The Robin, 98.85

Third place: William Hanson, Arena Cheese, Arena, Traditional Longhorn Colby, 98.65

Swiss Styles

First place: Shullsburg Team, Prairie Farms, Monona, Baby Swiss Wheel, 98.85

Second place: Jamie Fahrney, Chalet Cheese Co-op, Monroe, Baby Swiss Wheel, 98.20

Third: Josh Johnson, Chalet Cheese Co-op, Baby Swiss, 97.90

Brick, Muenster

First place: John (Randy) Pitman, Mill Creek Cheese, Arena, Muenster, 99.25

Second place: Steve Stettler, Decatur Dairy, Brodhead, Brick, 99.20

Third place: Matt Henze, Decatur Dairy, Brick, 99.15

Mozzarella

First place: Roger Krohn, Agropur, Luxemburg, LMPS Mozzarella, 98.40

Second place: George Crave, Crave Brothers Farmstead Cheese, Waterloo, Fresh Mozzarella, 98.30

Third place: Jesse Thompson, Foremost Farms USA, Appleton, Whole Milk Mozzarella, 98.15

String Cheese

First place: Heydi Luis, Cesar's Cheese, Random Lake, Oaxaca Style Hand Stretched String Cheese, 99.30

Second place: Cesar Luis, Cesar's Cheese, Oaxaca Style Hand Stretched String Cheese, 99.125

Third place: Damaris Luis, Cesar's Cheese, Oaxaca Style Hand Stretched String Cheese, 98.95

Blue Veined Cheese

First place: Team Almena, Saputo Cheese, Milwaukee, Blue, 99.00

Second place: Team Emmi Roth Seymour, Emmi Roth USA, Seymour, Gorgonzola, 98.85

Third place: Team Almena, Saputo Cheese, Milwaukee, Blue cheese, 98.70

Feta

First place: Micah Klug, Agropur, Weyauwega, 99.650

Second place: Steve Webster, Klondike Cheese, Monroe, 99.275

Third place: Steve Buholzer, Klondike Cheese, 99.150

Flavored Pepper Cheese

First place: Maple Leaf Cheese, Monroe, Chipotle Jack, 99.40

Second place: Kevin Entringer, Baker Cheese, St. Cloud, Jalapeño String Cheese, 99.25

Third place: Maple Leaf Cheese, Chipotle Gouda, 99.10

Flavored Soft Cheese

First place: Kristi Wuthrich, Klondike Cheese, Odyssey Mediterranean Feta, 99.325

Second place: Justin Lowery, Klondike Cheese, Odyssey Tomato & Basil Feta, 99.20

Third place: Steve Webster, Klondike Cheese, Odyssey Tomato & Basil Feta, 99.15

Flavored Semi Soft Cheese

First place: Lake Country Dairy, Turtle Lake, Dijon Herb rubbed Fontina, 99.30

Second place: John (Randy) Pitman, Mill Creek Cheese, Caraway Brick, 99.250

Third: Henning's Cheese For the Artisan Cheese Exchange, Deer Creek The Carawaybou, 99.20

Smoked Cheese

First place: Shawn Sadler, AMPI, Jim Falls, Colored Cheddar with Smoke Flavoring, 98.850

Second place: Team Saxon, Mosaic Meadows, Malone, Big Ed's Smokehaus Gouda, 98.80

Third place: Maple Leaf Cheese, Smoked Aged Cheddar, 98.600

Flavored Hard Cheese

First place: Sartori Cheese, Plymouth, Sartori Reserve Rosemary & Olive Oil Asiago, 99.35

Second place: Sartori Cheese, Sartori Reserve Balsamic BellaVitano, 99.15

Third place: Sartori Cheese, Sartori Reserve Merlot BellaVitano, 98.80

Smear Ripened Cheese

First place: Emmi Roth USA, Pavino Wheel, 99.20

Second place: Lake Country Dairy, Altu, 99.075

Third place: Lake Country Dairy, Monteau, 99.00

Cold Pack Cheese, Cheese Food

First place: Pine River Pre-Pack, Newton, Swiss & Almond Cold Pack, 99.60

Second place: Pine River Pre-Pack, Chunky Bleu Flavor Cold Pack, 99.50

Third place: Scott's of Wisconsin, Sun Prairie, Swiss Almond Cold Pack, 99.30

Pasteurized Process Cheese, Cheese Food, Cheese Spread

First: Gilman Cheese, Gilman, Shelf Stable Ultra Sharp, 98.20

Second place: Russ Evans, AMPI, Portage, Pasteurized Process American, 98.05

Third place: Russ Evans, AMPI, Pasteurized Process American Swiss, 97.90

Reduced Fat Or Lite Cheese

First place: Luke Buholzer, Klondike Cheese, Odyssey Reduced Fat Peppercorn Feta, 99.20

Second place: Matt Erdley, Klondike Cheese, Odyssey Reduced Fat Tomato & Basil Feta, 98.95

Third place: Steve Webster, Klondike Cheese, Odyssey Reduced Fat Feta, 98.90

Open Class - Soft & Spreadable

First: Scott's of Wisconsin, Creamery Dessert Cheese Spread, 98.55

Second place: George Crave, Crave Brothers Farmstead Cheese, Mascarpone, 98.50

Third place: Scott's of Wisconsin, Alacreme Garlic and Herb Cheese Spread, 98.35

Havarti

First place: Matt Henze, Decatur Dairy, 99.50

Second place: Steve Stettler, Decatur Dairy, 99.45

Third place: Decatur Dairy, 99.05

Flavored Havarti

First place: Luke Buholzer, Klondike Cheese, Buholzer Brothers Dill Havarti, 99.50

Second place: Ron Bechtolt, Klondike Cheese, Buholzer Brothers Dill Havarti, 99.375

• See Wisconsin State Fair, p. 11



STANDARD COP SERIES

CUSTOM CLEANING SOLUTIONS



TITAN COP SERIES

Visit: www.ancoequipment.com Call: (920) 569-3530 Email: info@ancoequipment.com

Wisconsin State Fair

(Continued from p. 1)

Third place: Ron Buholzer, Klondike Cheese, Buholzer Brothers Dill Havarti, 99.30

Open Class - Semi Soft Cheese

First place winner: Eric Schmid, Brunkow Cheese, Darlington, Brun-uusto Brunkow's Baked Cheese, 99.35

Second place: Maple Leaf Cheese, Fontina, 98.775

Third place: Cedar Grove Cheese, Plain, Butterkase, 98.65

Open Class - Hard Cheese

First place: Lake Country Dairy, Cello Copper Kettle Organic Parmesan, 99.575

Second place: Lake Country Dairy, Cello Romano, 99.35

Third place: Lake Country Dairy, Cello Copper Kettle Parmesan, 99.15

Flavored Goat Milk Cheese

First place: Team LaClare, Mosaic Meadows, Malone, Honey Goat Cheese, 98.70

Second place: Team LaClare, Mosaic Meadows, Blueberry Vanilla Goat Cheese, 98.65

Third place: Saputo Cheese, Milwaukee, Cranberry Cinnamon Fresh Goat Cheese, 98.60

Natural Goat Milk Cheese

First place: Saputo Cheese, Milwaukee, Goat Feta, 99.15

Second place: Cedar Grove Cheese, Smoked Capriko, 99.10

Third place: Saputo Cheese, Milwaukee, Bucheron, 99.00

Latin American Cheese

First place: John (Randy) Pitman, Mill Creek Cheese, Queso Para Fundir, 98.825

Second place: Hector Larraga, Mexican Cheese Producers, Darlington, Fresco Natural, 98.65

Third place: Casey Berget, V&V Supremo Foods/Chula Vista Cheese, Browntown, Oaxaca Ball, 98.425

Sheep & Mixed Milk Cheese

First place winner: Mike Matucheski, Sartori Cheese, Antigo, Sartori Limited Edition Pastorale Blend, 99.00

Second place: Eckerman Sheep Company, Antigo, Ewemazing, 98.75

Third place: Eckerman Sheep Company, Antigo, Lovely Lamb, 97.95

Salted Butter

First place: Mary Burmaster, Foremost Farms USA, Reedsburg, 3rd Shift, 99.60

Second place winner: Team JS, Scott's of Wisconsin, JS Salted Butter, 99.45

Third place: Diana Seep, Foremost Farms USA, Reedsburg, 2nd Shift, 99.35

Unsalted Butter

First place: Team Weyauwega, Scott's of Wisconsin, Weyauwega Unsalted Butter, 98.65

Second place winner: Al Bekkum, Nordic Creamery, Westby, 98.60

Third place: Scott's of Wisconsin, Sun Prairie, Old World Creamery Unsalted Butter, 98.40

Flavored High Protein Yogurt

First place: Steve Buholzer, Klondike Cheese, Odyssey Vanilla Yogurt, 99.80

Second place: Adam Buholzer, Klondike Cheese, Odyssey Peach Yogurt, 98.65

Third place: Matt Martin, Klondike Cheese, Odyssey Pomegranate Acai Yogurt, 97.10

Unflavored High Protein Yogurt

First place: Matt Martin, Klondike Cheese, Odyssey 2% Greek Yogurt, 94.55

Second place: Adam Buholzer, Klondike Cheese, Odyssey Greek Yogurt, 93.60

Third place: Westby Co-op Creamery, Westby, Kalona Organic Whole Milk Plain Greek Yogurt, 92.75

Open Flavored Yogurt

First place winner: Yodelay Yogurt, Madison, Rhubarb Swiss Yogurt, 96.75

Second place: Yodelay Yogurt, Cherry Swiss Yogurt, 95.75

Third place winner: Yodelay Yogurt, Strawberry Swiss Yogurt, 95.50

Open Unflavored Yogurt

First place: CROPP/Organic Valley, LaFarge, Organic Grass Milk Plain Yogurt, 93.850

Drinkable Cultured Products

First place: Team Weber's Farm Store, Nasonville Dairy, Marshfield, Low Fat Raspberry Kefir, 99.50

Second place: Team Weber's Farm Store, Nasonville Dairy, Low Fat Strawberry Kefir, 96.25

Third place: Lifeway Foods, Waukesha, Lifeway Lowfat Sweetened Kefir, 95.50

Open Flavored Sour Cream

First place: Westby Co-op Creamery, French Onion Dip, 97.20

Second place: Westby Creamery, Organic French Onion Dip, 95.70

Open Unflavored Sour Cream

First place: Westby Co-op Creamery, Organic Sour Cream, 94.50

Second place: Westby Co-op Creamery, Sour Cream, 94.25

Third place: Adam Buholzer, Klondike Cheese, Odyssey Sour Cream, 93.00

Lowfat Sour Cream

First place: Adam Buholzer, Klondike Cheese, Odyssey Reduced Fat Greek French Onion Dip, 95.75

Second place: Adam Buholzer, Klondike Cheese, Odyssey Reduced Fat Greek Sour Cream, 94.00

Third place: Matt Martin, Klondike Cheese, Odyssey Reduced Fat Greek Bell Pepper Dip, 92.50

2% White Fluid Milk

First place: Team LaClare, Mosaic Meadows, Low Fat Goat Milk, 99.60

Second place: Lamers Dairy, Appleton, 2% Milk, 99.50

Third place: James Baerwolf, Sassy Cow Creamery, Columbus, 2% White Milk, 97.50

2% Chocolate Fluid Milk

First place: Team Weber's Farm Store, Nasonville Dairy, Reduced Fat Chocolate Milk, 100.0

H&C Automated Solutions

At H&C we are constantly developing solutions to enhance efficiency and drive growth

Our solutions offer enhanced return on investment and operational efficiency:

- ▶ Reduced work injuries
- ▶ Increased running times
- ▶ Increased product quality
- ▶ Reduced wastage
- ▶ Smaller footprint

US Toll Free 800-351-1745
NZ Phone +64 6 872 7140
Email enquiries@hadencustance.com

H&C HADEN & CUSTANCE
www.hadencustance.com

Business Brokerage • M&A • Commercial Real Estate **▶ Experts since 1979**

Specialists in the Dairy and Cheese Industry

Structuring and closing successful deals in the dairy and cheese industry is a proven niche for Creative Business Services.

We respect the hard work you've invested in your past, work tirelessly to understand and value what sets you apart, and position you perfectly for your unique chosen future.

Maintaining a long list of qualified buyers who are actively looking to purchase, we welcome the chance to prove the advantage we deliver to you.

Every step of the way, we deliver professional, efficient service that is proven to result in a successful outcome.

Let's do this together.

Bob Wolter
 Artisan Dairy Specialist
 Business Transaction Specialist
 Phone 312.576.1881
 bwolter@cbs-global.com
 www.cbs-global.com

Creative Business Services
 CBS-Global.com
 319 N. Broadway, Green Bay, WI 54303
 Phone 920.432.1166 • Toll free 800.366.5169

For more information, visit www.cbs-global.com

COMING EVENTS

www.cheesereporter.com/events.htm

Dairy Cares of Wisconsin 9th Annual Garden Party For Children's Hospital Set For July 27

Group Seeking Industry Sponsors As Part Of Fundraising Efforts

DePere, WI—Dairy Cares of Wisconsin is seeking businesses and individuals to join in supporting fundraising efforts for Children's Hospital of Wisconsin.

Over the last eight years, Dairy Cares' sponsors and donors have collectively raised over \$1 million.

As Dairy Cares approaches its ninth year, the non-profit organization invites businesses and individuals to join its cause. Sponsoring partners receive event recognition for their tax-deductible gift during the annual garden party, which is set for Saturday, July 27 at the home of Jim and Annette Ostrom here.

"In Wisconsin, we are blessed with being the best place in the country to milk cows and do business," said Jim Ostrom, co-founder of Dairy Cares.

The Dairy Cares committee selected Children's Hospital as its recipient because of the organization's broad reach.

Headquartered in Milwaukee, the Children's Hospital of Wisconsin provides statewide care through 40 different locations.

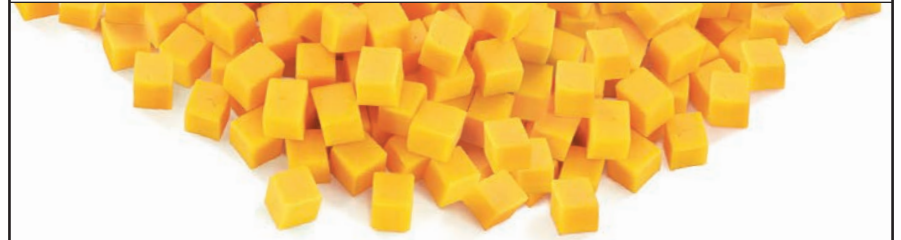
"Nearly everyone we have met has an experience of somebody they know who was touched by the Children's Hospital of Wisconsin and how they care for young children who are ill," Ostrom said. "We invite our friends from the dairy community and beyond to pledge their support and demon-

strate just how much dairy truly does care about the children and families of Wisconsin."

Partial List Of Corporate Sponsors

Dairy Cares thanked the following sponsors for their support, including but not limited to Milk Source; American Foods Group, LLC; BMO; Briskley Brothers; Semex; CRA; Hank Olson Construction; Pieper Electric; S. Meyer Electric Service; Ag Electrical Service, LLC; Bill Lorrigan Construction; Drake Dairy; Family Insurance Center; Ferguson Family Foundation; Fox Structures; Louis and Paula Gentine; GHD Services, Inc.; Grassland Butter/Wuethrich Foundation; Great Lakes Cheese Company; LDS, Inc.; Masters Gallery Foods; Michael Best; Oshkosh Storage; Rice Dairy; Schenck SC; Shiloh Dairy; Tilth Agronomy; Vanderloop Equipment Company; Von Briesen & Roper; Aring Equipment Company; BelGioioso Cheese; Contestoga Energy Partners; KSI Supply; 3-D Dairy, LLC; Bayland Buildings; Berlin Feed, Inc.; Boumatic; BoviSync; Cargill; Commodity Risk Management Group; Cornette Farm Supply; CP Feeds; James and Katie DiGangi; Kiel Veterinary Clinic; Klondike Cheese; Landmark Services Cooperative; Leading Edge Consulting; Kristy Page; & Rick Schwenck; Leedstone; Meister Cheese Company; Mueller Excavating; Nasonville Dairy; Nemetz Neshota Ridge Homestead; Charles Nett; North-

We look at cheese differently.



...because we don't just see cheese, we see the whole picture.

DEVILLE
TECHNOLOGIES
INDUSTRIAL FOOD CUTTING SOLUTIONS
1.866.404.4545 www.devilletechnologies.com

ern Metal & Roofing; Novak's Cheese Enterprises; Pagel's Ponderosa Dairy; Remer Farms; Richard & Mary Jane Hermann; Sixel & Schwinn; Schmalz Custom Landscaping; Tri County Overhead Door; Van Beek Natural Science; Van Raay Dairy Farms; Vanderkinter Farms; John & Keri Vosters; and Zoetis.

Donations are accepted online at www.chw.org/dairycares. Those who have a login to Amazon can go to www.amazon.com and search for "Dairy Cares." By choosing "Dairy Cares" as the charity and purchasing items through amazon.com, a small portion of every purchase will go to Dairy Cares.

For more information on becoming a Dairy Cares sponsor, visit www.dairycaresofwisconsin.org.

PLANNING GUIDE

June 23-25: Summer Fancy Food Show, Javits Convention Center, New York, NY. Visit www.specialtyfood.com.

July 15-16: WDPA Dairy Symposium, Door County, WI. See www.wdpa.net for details.

July 16-18: Second Annual Dairy Experience Forum, Saint Paul RiverCentre. For more details, visit www.dairyexperienceforum.com.

July 21-24: IAFP Annual Meeting, Kentucky International Convention Center, Louisville, KY. For more information, visit www.foodprotection.org.



Director of Operations Wohlt Creamery LLC

A subsidiary of Ellsworth Cooperative Creamery

At Ellsworth Cooperative Creamery, pride is the most important ingredient in the products we make. We are 300+ patron dairy-families strong, with each of our member farms committing 365-days-a-year to producing the highest quality milk. And then there's the dedication of our cheesemakers, production and packaging teams, putting out the best product possible. It's that sense of pride and commitment that makes our cheeses taste so good and making us dairy proud for over 100 years.

As part of our growth, we are seeking an experienced, **Director of Operations** to add to our team at Wohlt Creamery in New London WI. Where we process, package, and distribute our award-winning processed cheeses.

As Director of Operations for Wohlt Creamery you will:

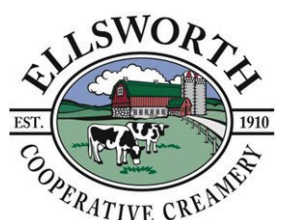
- Develop and execute the company's business strategies in order to attain the goals of the board
- Prepare and implement comprehensive business plans to facilitate achievement by planning cost-effective operations and market development activities
- Communicate and maintain trust relationships with Customers, Vendors, and all levels of staff at all facilities
- Direct production control operations to ensure the operating needs of the company are met.
- Support and initiate change in the production and production control to promote continuous improvement. Manage the evaluation of continuous improvement and recommend capital requirements as justified by the business plan.
- Inspire confidence within all employees and overcome resistance while promoting a team environment.

To be our Director of Operations you will need:

- Bachelor's degree preferred with advanced knowledge of processed cheese manufacturing
- A minimum of 5-7 years of job-related experience in the industry
- A proven record of leading operational teams and the development and achievement of strategic corporate goals
- Unquestionable Integrity
- Above average organizational and interpersonal skills as well as above average communication skills including written, verbal and computer programs knowledge

For consideration, please email resume and cover letter with salary requirements to Human Resources at: lynnb@eccreamery.net

Chosen candidates must pass a pre-employment drug and alcohol screening. Wohlt Creamery LLC is an EOE



Your Source For New & Used Dairy Processing Equipment

Ullmer's Dairy Equipment & Fabrication



We offer the following services:

Laser Cutting
Bending
Rolling
Custom Fabrication & Welding



Contact Us Today!
www.ullmers.com

Paul: paul@ullmers.com
Trevor: trevor@ullmers.com
Or call: 920-822-8266



MARKET PLACE

CLASSIFIED ADVERTISING
phone: (608) 246-8430 fax: (608) 246-8431
e-mail: classifieds@cheesereporter.com

The "Industry's" Market Place for Products, Services, Equipment and Supplies, Real Estate and Employee Recruitment



Classified Advertisements should be placed by Thursday for the Friday issue. Classified ads charged at \$0.75 per word. Display Classified advertisements charged at per column inch rate. For more information, call 608-316-3792 or email kthome@cheesereporter.com

1. Equipment for Sale

EQUIPMENT FOR SALE: Cryovac Rotary Chamber Vac Model 8610-14. 4 chambers with 14" dual seal wire set-up. Chamber product size is 12"x14" or 6"x18". Machine is 460 volt 3 phase. Completely refurbished. Call 608-437-5598 x 2344 or email: akosharek@dairyfoodusa.com

WESTFALIA SEPARATORS: New arrivals! Great condition. Model numbers 120, 130, 170 and 200. All water savers. Call **GREAT LAKES SEPARATORS** at (920) 863-3306 or e-mail drlambert@dialez.net.

ALFA-LAVAL SEPARATOR: Model MRPX 518 HGV hermetic separator. Can be set up for warm or cold. Call **GREAT LAKES SEPARATORS** at (920) 863-3306 or e-mail drlambert@dialez.net.

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

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

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

2. Equipment Wanted

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

4. Walls & Ceiling

EXTRUTECH PLASTICS Sanitary POLY BOARD® panels provide bright white, non-porous, easily cleanable surfaces, perfect for non-food contact applications. CFIA and USDA accepted and Class A for smoke and flame. Call EPI Plastics at **888-818-0118** or www.epiplastics.com for more information.

Manways & Inspection Ports



Sanitary, Heavy-Duty Prevents CIP Solution, Air and Powder Leakage

Evaporator Dryer Technologies, Inc.
www.evapdryertech.com

5. Real Estate

DAIRY PLANTS FOR SALE: <http://dairyassets.webs.com/acquisitions-mergers-other>. Contact Jim at 608-835-7705; or by email at jim-cisler7@gmail.com

6. Positions Wanted

7. Help Wanted

8. Promotion & Placement

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

10. Cheese & Dairy Products

AGED CHEDDAR FOR SALE: 4 year old Sharp White Cheddar 40# blocks. Produced August-December 2014 in Wisconsin. Available in full truckload or pallet quantities in Wisconsin. Please call Zach at 847-573-4982 or email him at z.mills@hoogwegtus.com with inquiries.

KEYS MANUFACTURING:

Dehydrators of scrap cheese for the animal feed industry. Contact us for your scrap at (217) 465-4001 or email keysfmfg@aol.com.

12. Warehousing

FREEZER SPACE available at our warehouse facilities in Wisconsin and Utah. We have expanded and have freezer and cooler space available. Please contact Bob at **MARTIN WAREHOUSING** at 608-435-2029 or email at bobs@martinmilk.com.

Lead Licensed Cheesemaker

Door Artisan Cheese Company, LLC, is located in the heart of Door County Wisconsin in beautiful Egg Harbor, WI. We are looking to add a Licensed Cheesemaker to our team. Our company is rapidly becoming recognized for producing Championship quality Artisan Cheeses. In our two years of operation we have been awarded 4 major awards for the quality of our diverse Artisan cheese varieties.

With a new state of the art production facility, including three aging caves, we are able to craft the most unique Artisan cheeses in the industry.

We are seeking to hire a Licensed Cheesemaker to produce and oversee all Cheese Production Activities. The candidate must have the following:

- 5 years as Licensed Cheesemaker
- HTST Operators License
- Working knowledge of HACCP and Food Safety Plans
- Experience in leading a small cheesemaking team in the manufacture of our cheeses.

We offer a competitive salary, and a benefit package that includes Major Medical Health Insurance; employee supported Dental Plan; vacation; and Performance bonus plan. If interested in this dream opportunity, please submit resume to:

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



Plant Manager - Malone, WI

Come join our team! Mosaic Meadows is bringing together the finest artisanal creameries in the world. Our products have won top honors at the U.S. Cheese Championship, World Cheese Championship, Good Food Awards and more... and we're just getting started! We are in growth mode and expanding our processing capabilities. Our cheesemakers benefit from an experienced sales, marketing and service team as well as a coast-to-coast broker-and-distribution network. Join the best and make us even better.

Overall responsibilities: Manage all Chevre operations and Hard Cheese make production, product safety, quality, consistency and standardizing production process. Direct safety program, production efficiency and assist with expansion projects. Meet customer expectations and sales volumes.

Preferred experience: Experience in Chevre operations and Hard Cheese make production preferred. Experience leading and supervising others. Knowledge of cheese affinage process, food safety controls and sanitation programs. Familiar with FMO/FDA compliance and State and Federal regulations. Working knowledge of lean production, shrink reduction, and pasteurization concepts and regulatory requirements.

If interested, please send resumes to:

Mosaic Meadows, LLC
Attn: Human Resources
N3569 Vanden Bosch Rd.
Kaukauna, WI 54130

Or apply online at: www.indeed.com by searching Plant Manager in Malone, WI

Mosaic Meadows, LLC and its subsidiaries will consider applicants for any position without regard to any applicant's race, color, religion, creed, gender, national origin, age, disability, marital or veteran status, sexual orientation, or any other legally protected status.



QA/Control Technician

Cedar Valley Cheese is a third generation, family-owned, cheese company centrally located between Milwaukee and Sheboygan in southeastern Wisconsin. We produce over 40 million pounds of Mozzarella and Provolone cheese annually. We also operate a state-of-the-art conversion facility, shredding and dicing a variety of cheese for a growing customer base.

We are seeking an experienced person to join our quality assurance/quality control department. Experience in a cheese manufacturing facility is preferred. Familiarity with HACCP, SQF, and Food Safety is also a plus. An ability to be a self-starter as well as a team player is required. This is a first shift position.

As part of this department, you will be cross-trained in all facets of the department and will have a key role in:

- Developing standards and improving our manufacturing processes.
- Actively participating in all audits, inspections and surveys.
- Collecting and testing products from start to finish.



Cedar Valley Cheese offers a generous compensation package as well as flexible time off.

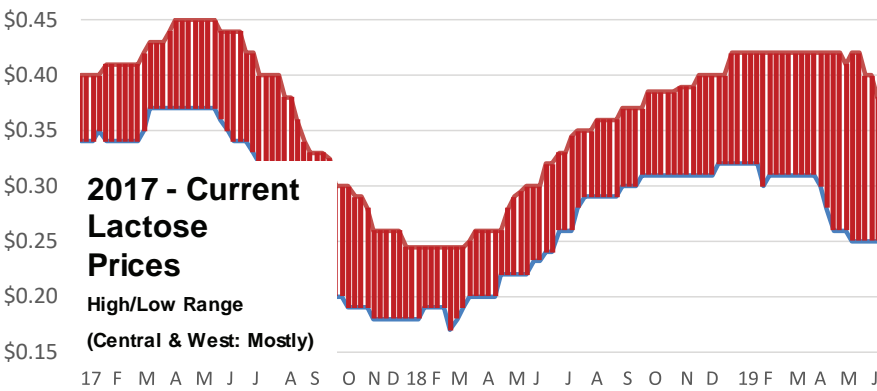
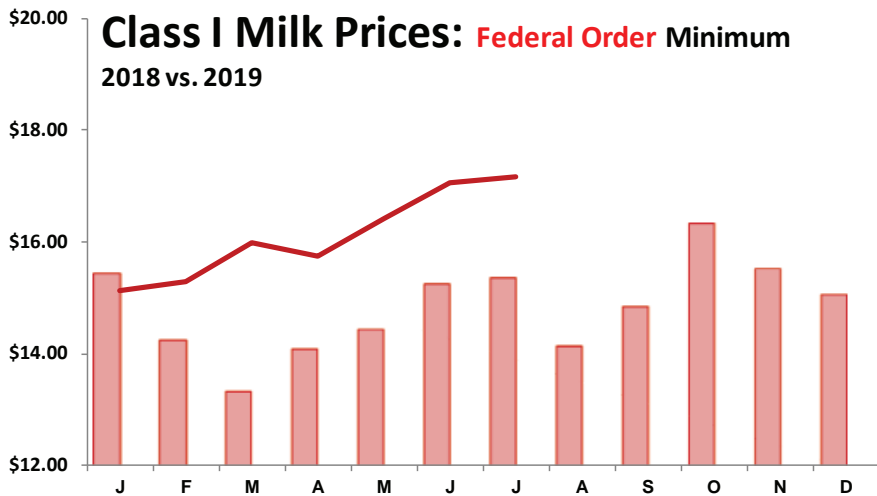
If you have an interest in this position, please send your resume and cover letter to: bruce@cedarvalleycheese.com.

Federal Order Class 1 Minimum Prices & Other Advanced Prices - July 2019

Class I Base Price (3.5%)	\$17.18 (cwt)
Base Skim Milk Price for Class I	\$8.18 (cwt)
Advanced Class III Skim Milk Pricing Factor	\$7.09 (cwt)
Advanced Class IV Skim Milk Pricing Factor	\$7.78 (cwt)
Advanced Butterfat Pricing Factor	\$2.6529 (lb.)
Class II Skim Milk Price	\$8.48 (cwt)
Class II Nonfat Solids Price	\$0.9422 (lb.)

Two-week Product Price Averages:

Butter	\$2.3622 lb.
Nonfat Dry Milk	\$1.0407 lb.
Cheese	\$1.6745 lb.
Dry Whey	\$0.3669 lb.



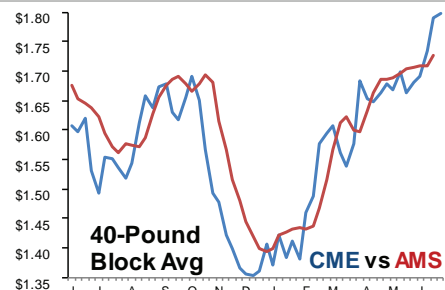
DAIRY FUTURES PRICES

SETTLING PRICE		*Cash Settled					
Date	Month	Class III*	Class IV*	Dry Whey*	NDM*	Butter*	Cheese*
6-14	June 19	16.31	16.80	36.750	104.225	237.025	1.6940
6-17	June 19	16.28	16.80	36.375	104.100	236.875	1.6940
6-18	June 19	16.28	16.80	36.325	104.100	236.750	1.6950
6-19	June 19	16.28	16.80	35.775	104.100	239.350	1.6964
6-20	June 19	16.29	16.86	36.250	104.100	237.400	1.6950
6-14	July 19	16.85	17.19	35.750	105.500	241.875	1.7510
6-17	July 19	16.81	17.17	35.650	105.550	241.500	1.7500
6-18	July 19	16.87	17.01	35.250	105.000	239.750	1.7620
6-19	July 19	16.95	17.00	35.000	104.850	243.000	1.7690
6-20	July 19	17.11	17.02	35.500	104.925	240.975	1.7840
6-14	August 19	17.17	17.42	35.750	107.350	243.750	1.7890
6-17	August 19	17.15	17.32	35.175	107.300	243.175	1.7870
6-18	August 19	17.17	17.28	34.700	106.700	242.000	1.7960
6-19	August 19	17.23	17.24	34.700	106.250	244.550	1.8000
6-20	August 19	17.38	17.22	34.800	105.775	242.650	1.8130
6-14	September 19	17.44	17.57	35.600	108.400	244.750	1.8130
6-17	September 19	17.44	17.50	34.950	108.100	244.750	1.7940
6-18	September 19	17.39	17.40	34.400	107.475	243.250	1.8180
6-19	September 19	17.43	17.40	34.650	106.950	246.000	1.8200
6-20	September 19	17.53	17.40	34.900	107.000	244.000	1.8290
6-14	October 19	17.46	17.63	35.500	110.000	243.925	1.8210
6-17	October 19	17.49	17.61	35.050	109.400	244.150	1.8240
6-18	October 19	17.46	17.52	34.175	108.750	242.750	1.8250
6-19	October 19	17.48	17.52	34.300	108.900	244.550	1.8250
6-20	October 19	17.57	17.49	34.600	108.500	243.000	1.8330
6-14	November 19	17.32	17.62	35.550	111.250	241.225	1.8050
6-17	November 19	17.36	17.56	35.275	110.725	240.550	1.8120
6-18	November 19	17.36	17.46	34.000	110.250	239.000	1.8190
6-19	November 19	17.36	17.41	34.225	109.800	242.000	1.8180
6-20	November 19	17.42	17.41	34.600	109.550	239.000	1.80230
6-14	December 19	16.90	17.46	35.700	112.425	235.475	1.7650
6-17	December 19	16.95	17.44	36.075	111.900	234.850	1.7720
6-18	December 19	16.95	17.37	34.475	111.000	233.500	1.7790
6-19	December 19	16.98	17.15	34.475	111.775	236.000	1.7780
6-20	December 19	17.04	17.20	34.500	110.525	233.250	1.7830
6-14	January 20	16.46	17.25	35.925	113.500	229.050	1.7180
6-17	January 20	16.48	17.25	35.000	113.200	229.500	1.7280
6-18	January 20	16.49	17.25	34.875	113.000	229.000	1.7310
6-19	January 20	16.50	17.18	35.000	112.250	229.050	1.7300
6-20	January 20	16.55	17.18	35.000	112.225	229.000	1.7350
6-14	February 20	16.43	17.21	36.100	114.700	228.475	1.7150
6-17	February 20	16.41	17.21	36.075	114.250	228.500	1.7240
6-18	February 20	16.42	17.21	34.500	113.975	228.250	1.7270
6-19	February 20	16.46	17.21	35.000	113.600	228.250	1.7270
6-20	February 20	16.50	17.21	35.000	113.225	228.250	1.7300
6-14	March 20	16.40	17.33	36.025	115.500	229.050	1.7190
6-17	March 20	16.43	17.33	35.000	115.400	229.000	1.7280
6-18	March 20	16.50	17.33	34.725	115.000	229.000	1.7330
6-19	March 20	16.50	17.33	34.950	114.500	229.000	1.7340
6-20	March 20	16.55	17.33	35.000	113.600	229.000	1.7380
6-14	April 20	16.44	17.36	35.925	115.975	228.475	1.7250
6-17	April 20	16.50	17.36	35.925	115.975	229.025	1.7310
6-18	April 20	16.52	17.36	35.375	115.975	229.025	1.7320
6-19	April 20	16.52	17.36	35.375	116.225	229.025	1.7340
6-20	April 20	16.58	17.36	35.375	115.625	229.025	1.7380

Interest - June 20 22,359 8,789 2,814 9,573 8,455 19,961

DAIRY PRODUCT SALES

June 19, 2019—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 NFD. *Revised



	June 15	June 8	May 25	May 18
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price	Dollars/Pound			
US	1.7264	1.7093*	1.7092	1.7073
Sales Volume	Pounds			
US	13,329	11,702,686*	11,139,315	13,242,275
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Contest				
Weighted Price	Dollars/Pound			
US	1.6657	1.7058	1.7439	1.7717
Adjusted to 38% Moisture	Dollars/Pound			
US	1.5845	1.6227	1.6626	1.6878
Sales Volume	Pounds			
US	13,937,581	12,068,982	11,343,395	12,115,922
Weighted Moisture Content	Percent			
US	34.82	34.83	34.97	34.92
Butter				
Weighted Price	Dollars/Pound			
US	2.3801	2.3484*	2.3474	2.3425
Sales Volume	Pounds			
US	3,169,092	4,121,059*	4,184,198	2,932,874
Dry Whey Prices				
Weighted Price	Dollars/Pounds			
US	0.3671	0.3667	0.3714	0.3753*
Sales Volume	Pounds			
US	6,447,151	5,372,228	5,494,127*	6,466,955
Nonfat Dry Milk				
Average Price	Dollars/Pound			
US	1.0438	1.0378*	1.0329*	1.0284
Sales Volume	Pounds			
US	21,423,333	22,277,364*	21,907,329*	18,837,750

CHEESE REPORTER SUBSCRIBER SERVICE CARD

PLEASE SEND ME MORE INFORMATION ON:
 Advertising Subscribing Subscription Change Other

If changing subscription, please include your old and new address below

New Subscriber Info

Name _____
 Title _____
 Company _____
 Address _____
 City/St/Zip _____
 E-Mail Phone _____

Old Subscriber Info

Name _____
 Title _____
 Company _____
 Address _____
 City/St/Zip _____
 E-Mail Phone _____

TYPE OF BUSINESS:
 Cheese Manufacturer
 Cheese Processor
 Cheese Packager
 Cheese Marketer(broker, distributor, retailer)
 Other processor (butter, cultured products)
 Whey processor
 Food processing/Foodservice
 Supplier to dairy processor

JOB FUNCTION:
 Company Management
 Plant Management
 Plant Personnel
 Laboratory (QC, R&D, Tech)
 Packaging
 Purchasing
 Warehouse/Distribution
 Sales/Marketing

Circle, copy and FAX to (608) 246-8431 for prompt response

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - JUNE 14: Cheese market sentiment is mixed. Block prices met their highest point since early 2017. However, there is a large block to barrel price rift. Contacts are aware that a gap larger than a dime creates market instability. Questions arise as to whether block prices will recede to meet barrel prices or the inverse. Milk availability levels kept cheese production active across the nation. Reported spot milk prices were \$.50 over to \$1.00 under Class. Demand reports are mixed, but mainly steady. Midwestern reports are mostly positive, but contacts suggest the +\$1.70 block price has some buyers stepping back. Cheese inventories remain long, particularly barrels.

NORTHEAST- JUNE 19: Northeast cheese production is active with available milk supplies keeping plants operating at/near capacity. Most manufacturers' supplies are sufficient for filling near-term orders. Some plants are building inventories. Regional retail and foodservice demands have been steady currently.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb blocks: \$2.2450 - \$2.5300 Process 5-lb sliced: \$1.7275 - \$2.2075
Muenster: \$2.2300 - \$2.5800 Swiss Cuts 10-14 lbs: \$3.1250 - \$3.4475

MIDWEST AREA - JUNE 19: Cheese demand reports have remained somewhat positive this week. Curd, specialty cheese and Mozzarella/Provolone producers have all reported a similar, steady order upswing in recent weeks. Production has increased and some cheese makers are reporting some deeper discounts on spot milk. The spot milk range was \$.50 under to \$3 under Class. Most of the prices are falling around \$1 under Class. This week, spot milk prices looked a little more historically apt than in the past month. Week 25 spot milk prices were \$3 to \$4 under, while in 2017 during this time, spot milk ranged from \$1 under to \$4 under Class. Aptly, cheese producers also report fairly busy production schedules. Some plant managers suggest seven-day work-weeks for the near term. In spite of the block to barrel price rift, markets are seeing some upward pressure last week and early this week.

Wholesale prices delivered, dollars per/lb:

Brick 5# Loaf: \$2.1575 - \$2.5825 Cheddar 40# Block: \$1.8800 - \$2.2800
Monterey Jack 10#: \$2.1325 - \$2.3375 Mozzarella 5-6#: \$1.9575 - \$2.9025
Muenster 5# \$2.1575 - \$2.5825 Process 5# Loaf: \$1.6575 - \$2.0175
Grade A Swiss 6-9#: \$2.6400 - \$2.7575 Blue 5# Loaf: \$2.4250 - \$3.4950

WEST - JUNE 19: Western cheese contacts are trying to scrutinize every bit of market information to understand the recent rise in cheese prices. The firming prices, while giving some hope that the cheese market may achieve a comfortable, oneiric state, seem to be supported by the feeling that buyer interest has improved, and supplies may be tightening. Retail accounts, foodservice and export demand have all been steady, or better than average. Industry contacts report blocks are relatively tight, and barrels are plentiful, but not as abundant as they were some time ago. And while many cheese facilities are running at or near full production, milk supplies are adequate for most cheese processing needs. However, **some contacts contend the improvement within cheese pricing is not an insuperable market condition.** There is still enough unease to remind many that until trade issues are resolved and stocks are held in balance, volatility and recidivism could take cheese prices back down.

Wholesale prices delivered, dollars per/lb: Cheddar 10# Cuts: \$2.0975 - \$2.3175
Cheddar 40# Block: \$1.9175 - \$2.3600 Monterey Jack 10#: \$2.1075 - \$2.3800
Process 5# Loaf: \$1.6750 - \$1.9300 Swiss 6-9# Cuts: \$2.7225 - \$3.1525

FOREIGN -TYPE CHEESE - JUNE 19: Demand from food retailers as well as from large consumers is even, but Southern European customers are requesting more semi-hard cheese. The volume of cheese shipped to other countries is within seasonal norms. The US imports of EU cheese is stable.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	\$2.6400 - 5.2300	\$2.3025 - 3.7900
Gorgonzola:	\$3.6900 - 5.7400	\$2.8100 - 3.5275
Parmesan (Italy):	0	\$3.6900 - 5.7800
Romano (Cows Milk):	0	\$3.4925 - 5.6475
Sardo Romano (Argentine):	\$2.8500 - 4.7800	0
Reggianito (Argentine):	\$3.2900 - 4.7800	0
Jarlsberg (Brand):	\$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	\$3.1625 - 3.4850
Swiss Cuts Finnish:	\$2.6700- 2.9300	0

WHOLESALE BUTTER MARKETS - JUNE 19

WEST: In the West, butter plants are running steady to slow because cream is more difficult to get. Ice cream producers are taking a big chunk of the cream, leaving less volumes for butter manufacturing. Nonetheless, the present supplies of butter are balanced with the needs of the market. Butter retail demand for inventories' replenishment post Father's Day is solid. With some schools out for the summer, sales might decline a bit. Meanwhile, the domestic demand for butter is stable. According to contacts, there is a wait and see strategy used in some buyers' decision-making process. Bulk butter prices are following the same trend as last week.

CENTRAL: Although butter market prices have shied away from \$2.40 since early last week, market sentiment remains resolute. Even as cream is expected to reach its annual peak on tightness soon, some butter plant managers relayed nabbing a load in their price comfort zone this week. Cream loads in parts of the Midwest

and elsewhere in the region are still to be had in the mid 1.20s in some cases. Ice cream production has been delayed by wet, cool weather according to contacts. On the production side, churning remains partially active beside micro-fixing. Some butter plants are less active in production generally, as cream prices have them on partial hiatuses. Butter demand remains steady. Salted bulk butter is moving at overages and expected to for the near term.

NORTHEAST: Output levels are steady in the region as ice cream continues to absorb a large percentage of available cream. In some instances, bulk is being pulled from storage and reworked to meet current butter purchases. The level of interest outweighs butter availability in the spot market. That being said, **manufacturers are showing some willingness to sell butter stocks, but at higher prices.** Of as much interest to many market participants are manufacturers' butter stocks moving out of the west, eastward.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Conventional dairy ad numbers declined 18 percent this week. Organic dairy ad numbers increased 8 percent. There are over 14 times more conventional dairy ads than organic dairy ads. The most advertised product/category this week is conventional ice cream in 48- to 64-ounce containers. The average advertised price, \$2.79, decreased 12 cents from last week.

Conventional cheese ad numbers decreased 16 percent. The average price for conventional 8-ounce shred cheese is \$2.29, up 16 cents from last week. **The average price for organic 8-ounce shred cheese is \$3.09, resulting in an \$0.80 organic price premium.** The national weighted average advertised price for conventional milk half-gallons is \$1.35, compared to \$4.47 for organic milk half-gallons, an organic price premium of \$3.12.

Conventional yogurt ad numbers increased 12 percent. Organic yogurt ads increased 19 percent. The average advertised price for conventional Greek yogurt in 4- to 6-ounce containers is \$0.97. The average price for organic Greek yogurt in 4- to 6-ounce containers, \$1.33, results in a \$0.36 organic price premium. There are over 71 times more ads for conventional 4- to 6-ounce Greek yogurt than organic 4- to 6-ounce Greek yogurt.

RETAIL PRICES - CONVENTIONAL DAIRY - JUNE 21

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.17	3.87	2.85	2.58	3.45	2.84	3.20
Cheese 8 oz block	2.23	2.27	2.36	1.66	2.21	2.47	1.80
Cheese 1# block	4.21	3.57	4.99	2.92	4.99	NA	NA
Cheese 2# block	5.65	NA	NA	4.99	NA	5.99	5.53
Cheese 8 oz shred	2.29	2.41	2.25	2.13	2.07	2.47	2.22
Cheese 1# shred	4.78	3.99	4.99	3.79	4.99	NA	NA
Cottage Cheese	1.93	2.09	1.93	2.20	2.25	1.21	2.00
Cream Cheese	2.32	1.98	2.94	1.82	2.00	2.00	2.00
Flavored Milk 1/2 gallon	2.15	NA	2.50	2.00	1.99	1.99	NA
Flavored Milk gallon	2.58	NA	NA	NA	NA	2.69	1.99
Ice Cream 48-64 oz	2.79	2.86	2.61	2.84	2.75	2.98	2.53
Milk 1/2 gallon	1.35	2.50	.88	.94	1.19	1.99	NA
Milk gallon	2.70	NA	3.99	NA	2.86	2.62	1.99
Sour Cream 16 oz	1.76	1.80	1.94	1.66	1.87	1.32	2.19
Yogurt (Greek) 4-6 oz	.97	.96	.98	.96	.97	.96	.87
Yogurt (Greek) 32 oz	3.63	3.88	3.47	3.50	3.63	3.90	3.47
Yogurt 4-6 oz	.48	.52	.46	.45	.47	.47	.49
Yogurt 32 oz	2.87	2.82	2.99	2.50	2.50	2.49	3.29

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:	Yogurt 32 oz:	\$4.28
Butter 1 lb:	Greek Yogurt 4-6 oz:	\$1.33
Cheese Block 8 oz:	Flavored Milk 1/2 gallon:	\$2.99
Cheese Shred 8 oz:	Milk 1/2 gallon:	\$4.47
Cottage Cheese 16 oz:	Milk gallon:	\$5.81
Yogurt 4-6 oz:	Sour Cream 16 oz:	\$2.61

DRY DAIRY PRODUCTS - JUNE 20

NDM - CENTRAL: Low/medium heat NDM trading was slower as prices slipped on the top of the range while holding steady at all other facets. Producers are suggesting buyers are pushing back at prices toward the \$1.10 area, as more milk flows into drying/balancing in the region. Still, producers suggest buyers are willing to pay closer to that \$1.04 - \$1.06 point, particularly for recently-produced loads, as they remain somewhat hard to find. Mexican demand is said to be steady to slightly down, and the same could be said for market sentiment this week.

NDM - WEST: The market is showing some signs of weakness. **Global sales are slower to materialize as some Mexican buyers compare US prices to that of the EU skim milk powder (SMP).** There is a resistance for prices at the top of the range. According to market participants, the US NDM is pricier compared to the EU SMP. Low/medium heat NDM inventories are generally in good balance with sales, but in some cases they are tight. Production is ongoing, but declining due to lesser milk supplies in the West. High heat NDM prices are within the same range as the prior week. Inquiries for high heat NDM are higher than usual due

to more requests coming from other regions. However, because of limited supplies, not all requests can be satisfied.

NDM - EAST: Eastern low/medium NDM markets are steady to lower. NDM production schedules vary, as some plants in the region note significantly less milk intake volumes. Plant stocks, in the East, are adequate for filling most near-term customer accounts. Spot trading is sluggish. Many buyers/traders have settled into a wait-and-see mind frame with significantly less purchases, beyond contractual agreements. Overall, NDM demand is fair to good into ice cream, cheese, bakery and dry blend facilities. High heat NDM production is increasing at some dryer operations.

LACTOSE: As Q2 draws to a close and contracting for Q3 is getting settled, industry contacts note downward pressure on prices. So far, contract prices have had a stabilizing effect on market prices, but spot sales are trending lower. Impacts from African swine fever and issues with trade partners are proving to be challenging. Demand from some markets has evaporated and the effects are felt throughout the lactose complex.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
06/17/19	41,790	90,995
06/01/19	38,572	94,438
Change	3,218	-3,443
Percent Change	8	-4

CME CASH PRICES - JUNE 17 - JUNE 21, 2019

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY June 17	\$1.6050 (NC)	\$1.7500 (-3/4)	\$2.3775 (+1/4)	\$1.0525 (NC)	\$0.3550 (-3/4)
TUESDAY June 18	\$1.6450 (+4)	\$1.7800 (+3)	\$2.3625 (-1/2)	\$1.0500 (-1/4)	\$0.3425 (-1/4)
WEDNESDAY June 19	\$1.6900 (+4 1/2)	\$1.8000 (+2)	\$2.3750 (+1/4)	\$1.0450 (-1/2)	\$0.3425 (NC)
THURSDAY June 20	\$1.7200 (+3)	\$1.8225 (+2 1/4)	\$2.3875 (+1/4)	\$1.0400 (-1/2)	\$0.3425 (NC)
FRIDAY June 21	\$1.7375 (+1 3/4)	\$1.8250 (+1/4)	\$2.3900 (+1/4)	\$1.0450 (+1/2)	\$0.3425 (NC)
Week's AVG Change	\$1.6795 (+0.1100)	\$1.7995 (+0.0100)	\$2.3785 (-0.0100)	\$1.0465 (-0.0080)	\$0.3450 (-0.0145)
Last Week's AVG	\$1.5695	\$1.7895	\$2.3885	\$1.0545	\$0.3595
2018 AVG Same Week	\$1.3215	\$1.5305	\$2.3000	\$0.762	\$0.3945

MARKET OPINION - CHEESE REPORTER

Cheese Comment: A total of 7 cars of blocks were sold Monday, the last at \$1.7500, which set the price. Four cars of blocks were sold Tuesday, the last at \$1.7725; an unfilled bid for 1 car at \$1.7800 then set the price. Three cars of blocks were sold Wednesday, the last at \$1.8000, which set the price. Three cars of blocks were sold Thursday, the last at \$1.8225, which set the price. Two cars of blocks were sold Friday, the last at \$1.8250, which set the price. The barrel price increased Tuesday on a sale at \$1.6450, rose Wednesday on a sale at \$1.6900, increased Thursday on a sale at \$1.7200, and rose Friday on a sale at \$1.7375.

Butter Comment: The butter price rose Monday on a sale at \$2.3775, declined Tuesday on an uncovered offer at \$2.3625, increased Wednesday on a sale at \$2.3750, rose Thursday on an uncovered offer at \$2.3875 (following a sale at \$2.3900), and increased Friday on a sale at \$2.3900.

NDM Comment: The price declined Tuesday on an uncovered offer at \$1.0500, fell Wednesday on a sale at \$1.0450, declined Thursday on a sale at \$1.0400, then rose Friday on an uncovered offer at \$1.0450 (following a sale at \$1.0475).

Dry Whey Comment: The price declined Monday on a sale at 35.50 cents, and fell Tuesday on a sale at 34.25 cents.

WHEY MARKETS - JUNE 17 - JUNE 21, 2019

RELEASE DATE - JUNE 20, 2019

Animal Feed Whey—Central: Milk Replacer:	.2500 (NC) – .2900 (-2)
Buttermilk Powder:	
Central & East:	1.0300 (NC) – 1.0950 (+1 1/2)
West:	.9800 (NC) – 1.0650 (NC)
Mostly:	1.0000 (NC) – 1.0500 (NC)
Casein: Rennet:	3.2950 (+17 1/4) – 3.6300 (+10 1/2)
Acid:	\$3.1425 (+2) - \$3.2650 (+1)
Dry Whey—Central (Edible):	
Nonhygroscopic:	.2900 (NC) – .4000 (NC)
Mostly:	.3300 (NC) – .3750 (-1/2)
Dry Whey—West (Edible):	
Nonhygroscopic:	.3025 (+1/4) – .4275 (-1/2)
Mostly:	.3200 (NC) – .3900 (NC)
Dry Whey—NorthEast:	.3200 (NC) – .4200 (+1/4)
Lactose—Central and West:	
Edible:	.2000 (NC) – .4800 (NC)
Mostly:	.2500 (NC) – .3700 (-1)
Nonfat Dry Milk —Central & East:	
Low/Medium Heat:	1.0250 (NC) – 1.0800 (-1)
High Heat:	1.1525 (+1/4) – 1.2000 (NC)
Mostly:	1.0350 (NC) – 1.0700 (NC)
Nonfat Dry Milk —Western:	
Low/Medium Heat:	1.0000 (NC) – 1.0975 (NC)
High Heat:	1.1500 (NC) – 1.2550 (NC)
Mostly:	1.0300 (NC) – 1.0700 (NC)
Whey Protein Concentrate—Central and West:	
Edible 34% Protein:	.8000 (NC) – 1.0800 (NC)
Mostly:	.8550 (+1/2) – 1.0000 (NC)
Whole Milk—National:	1.6500 (NC) – 1.7100 (+1)

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

HISTORICAL MONTHLY AVERAGE BLOCK 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							

European Union Sells Remaining 162 Tons Of Public Stocks Of Skim Milk Powder

Brussels, Belgium—At the last tender sale, the remaining 162 tons of skim milk powder, out of a total, original amount of 380,000 tons in public stocks, were sold, fully emptying as a result the total stocks bought and managed by the European Commission.

Following the dairy market crisis that hit European Union (EU) dairy producers with lower prices in 2015-16, the European Commission bought from 2015 to 2017 a total of 380,000 tons of skim milk powder through public intervention. The objective was to stabilize the market and support dairy farmers' income.

From the end of 2016, a process of monthly and later bi-monthly public tenders was opened by the Commission to sell the skim milk powder back into the market without disrupting it. Two and one-half years since the first public tender, the public stocks are now empty and the milk price has increased, from 26 cents per kilogram in the summer of 2016 to 34 cents per kilogram in May of 2019.

"Today's sale of the last remaining public stocks of skimmed milk

powder closes a chapter," said EU Agriculture Commissioner Phil Hogan. "The disposal of the stock, without impacting on the price of skimmed milk powder, is a vindication of the Commission's patience and prudent management of the whole process since 2015.

"The results of the Commission's actions are higher prices and a stable market," Hogan said.

"It also illustrates the necessity and the efficiency of the Common Agricultural Policy's instruments," Hogan added. "The right tools acted as a vital safety net during a time of significant market disturbance and their appropriate and timely deployment has helped to secure the viability of hundreds of thousands of European dairy farmers."

With today's sale of 162 tons, there is no SMP left of the original 380,000 tons and all 14 EU member countries that were storing the SMP on behalf of the Commission have managed to empty their stock.

EU exports of skim milk powder jumped 35.2 percent year-over-year in the first quarter of 2019, indicating that the majority of the released intervention stocks has returned to the market by now, Rabobank reported in its "Dairy Quarterly Q2 2019" report, which was released this week.



Put Urschel to the Test

Your Partner in Productivity

As a valuable service to our customers, Urschel offers sample test cutting free-of-charge. This may assist with R&D, help explore different machines to decide on a capital purchase, or discover additional cutting capabilities for your existing Urschel machinery. As your partner in productivity, Urschel

provides expertise, so you continue to succeed in this everchanging, dynamic industry.

Turn to Urschel to provide valuable resources for all of your cutting requirements. Customers may schedule a visit to attend a test cutting of their product, or simply ship samples for test cutting. Visitors are also welcome to schedule a plant tour to learn more about Urschel state-of-the-art manufacturing practices.

URSHEL
The Global Leader in Food Cutting Technology

Set-up a free test-cut of your product:

Toll Free: +1.844.URSCHEL (877.2435) | info@urschel.com | www.urschel.com

* Urschel, Urschel logo symbol, and The Global Leader in Food Cutting Technology are registered trademarks of Urschel Laboratories, Inc. U.S.A.

For more information, visit www.urschel.com