

CHEESE MARKET NEWS®

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



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Roth Grand Cru Surchoix wins World Championship Contest

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MADISON, Wis. — Wisconsin brought home the world title in a historic win at this year's World Championship Cheese Contest. Roth Grand Cru Surchoix from Emmi Roth USA, Fitchburg, Wisconsin, topped a record 2,959 entries from 23 countries and 31 states to become the contest's first world champion from the United States since 1988.

"This is a tremendous honor," says Tim Omer, president and managing director, Emmi Roth USA. "Our cheesemakers in Monroe, Platteville and Shullsburg are producing amazing cheese, and I'm thrilled they are being recognized for their achievements on this level."

The winning Roth Grand Cru Surchoix, a smear-ripened hard cheese made by Team Emmi Roth USA, received the top score in the final round of 16 with 98.882 out of 100 points.

First runner-up, with a score of 98.758, was Urnäsch Hornkühkäse, a smear-ripened semi-soft cheese made by Johannes Schefer of Urnäsch Milchspezialitäten AG, Urnäsch, Switzerland.

An aged Gouda, North-Holland BOB Special Old Extra, made by Team Lutjewinkel North-Holland Gold of FrieslandCampina Export, Wolvega, Netherlands, was named second runner-up overall with a score of 98.754.

"The cheeses judged at this competition are, without a doubt, the best in the world, and all of the cheesemakers who participated here are to be commended," says John Umhoefer, executive director of the Wisconsin Cheese Makers Association, which hosts the biennial competition. "Win margins are incredibly thin, often with just tenths of a point separating the medalists from the rest of the pack."

In addition to the champion and two runners-up, the top 16 finalists of the contest

include: Medium Cheddar made by Winchester Cheddar Team, Parmalat, Winchester, Ontario; Holland Gouda made by Team Steenderen, Friesland Campina Export, Wolvega, Netherlands; Winnimere made by Jasper Hill Farm, Cellars at Jasper Hill, Greensboro, Vermont; Urs made by Juerg Fluekiger, Sennerei Spluegen, Pleuegen, Switzerland; Paradiso Silver made by Beemster Reduced Fat, Beemster Cheese, Westbeemster, Netherlands; North-Holland BOB low salt made by Team Lutjewinkel North-Holland Gold, Friesland Campina Export, Wolvega, Netherlands; Camembert, 60-percent fat made by Claus Katzenberger, Kaeserei Altenburger Land GmbH Co. KG, Lumpzig, Germany; Ewenique made by Reggie Jones, Central Coast Creamery, Paso Robles, California; Bergrausch made by Aschwanden, Bergkäserei Aschwanden, Seelisberg, Switzerland; Extra-Aged Pleasant Ridge Reserve made by Andy Hatch, Uplands Cheese, Dodgeville, Wisconsin; Gruyère AOP Switzerland made by Jäggi Jean-Daniel, Fromagerie de Grandcour, Grandcour, Switzerland; Arzberger Aurum made by Moestl Franz & Team, Al-

menland Stollenkaese GmbH, Passail, Austria; and Pajarete Curado de Cabra y Oveja made by Quesos Artesanos Pajarete, Lopicomo S.L., Villamartin, Spain.

The three top-scoring entries in each category were:

• Cheddar, Mild (0 to 3 months)

Best of Class: Balderson Cheddar Team, Parmalat, Winchester, Ontario, *Mild Cheddar*, 99.55.

Second: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Mild Cheddar*, 99.45.

Third: Glanbia Foods Inc. Blackfoot, Idaho, *Mild White Cheddar*, 99.25.

• Cheddar, Medium (3 to 6 months)

Best of Class: Winchester Cheddar Team, Parmalat, Winchester, Ontario, *Medium Cheddar*, 99.45.

Second: Daniel Stearns, Agropur, Weyauwega, Wisconsin, *Cheddar cut from 640*, 99.40.

Third: 2nd Shift Production, Great Lakes Cheese, Adams, New York, *Cheddar*, 99.35.

• Cheddar, Sharp (6 months to 1 year)

Best of Class: Jerry Coolbeth, Cabot Creamery Cooperative, Cabot, Vermont, *Vermont*

Turn to CHEDDAR, page 7 ⇨

West Virginia legalizes raw milk; outbreak investigated

CHARLESTON, W.Va. — West Virginia Gov. Earl Ray Tomblin last week signed a bill that will allow the distribution of raw milk in the state via herd share agreements. The bill, SB 387, officially becomes law in May.

Until now, West Virginia regulations prohibited the sale of raw milk for human consumption, the sale of raw milk for pet consumption, herd share agreements and giving away raw milk. Last year, Tomblin vetoed a herd share bill that passed through the legislature. The margins of lawmakers supporting the bill this year were bigger in both the House and the Senate than they were last year.

Under the newly-passed bill, raw milk consumers entering into a herd share agreement with a dairy must sign a document acknowledging the inherent dangers of raw milk. The dairy farmer must have a signed agreement with any responsible party obtaining milk through the herd share, and the farmer must file a copy of each agreement with the state's commissioner of agriculture. The shareholder dairy also must meet health requirements established by the state veterinarian for milk producing animals.

The bill also outlines reporting requirements if an illness is directly related to the consumption of raw milk. The state commissioner of agriculture may propose rules governing herd share operations but is not required to do so. Any proposed rule must go through the state's Legislative Rule-Making and Review Committee before going to the full legislature for a vote on approving the rules.

Earlier this week, the *Charleston Gazette-Mail* reported that West Virginia's Bureau of Public Health is investigating a complaint of an outbreak of illnesses that might have been caused by raw milk passed out by a West Virginia lawmaker to celebrate the passage of the bill. The bureau confirms that an official complaint was made March 8 alleging that the distribution of raw milk was in violation of the law and that it may have caused an outbreak of disease. The investigation is ongoing. **CMN**

USDA increases forecast of butter price in report

WASHINGTON — USDA lowered its 2016 U.S. milk production forecast by 300 million pounds in its latest "World Agricultural Supply and Demand Estimates" report released this week as a smaller decline in the national cow herd is more than offset by slower growth in milk per cow.

U.S. milk production in 2016 now is forecast at 211.6 billion pounds, up 3.0 billion pounds from 2015 milk production.

In the report, USDA also lowered its fat and skim-solids basis export forecasts due to strong competition in international whey product markets and large world supplies. Exports of a number of other dairy products are facing increased competition as well. Fat basis exports in 2016 are now forecast at 8.2 billion pounds, down 100 million pounds from last month, and exports on a skim-solids basis are forecast at 36.3 billion pounds, down 700 million

Turn to USDA, page 14 ⇨

CDFA calls public hearing on Class 4b dairy pricing

SACRAMENTO, Calif. — The California Department of Food and Agriculture (CDFA) has called a public hearing to consider amendments to the Class 4b pricing formula in the Stabilization and Marketing Plans for Market Milk for the Northern California and Southern California Marketing Areas.

The April 11 hearing will consider amendments

Turn to CDFA, page 14 ⇨

MARKET INDICATORS



Chicago Mercantile Exchange Cash prices for the week ended March 11, 2016

	Monday March 7	Tuesday March 8	Wednesday March 9	Thursday March 10	Friday March 11
Cheese Barrels					
Price	\$1.4600	\$1.4650	\$1.4650	\$1.4700	\$1.4700
Change	NC	+1/2	NC	+1/2	NC
Cheese 40-lb. Blocks					
Price	\$1.5200	\$1.5200	\$1.5100	\$1.5100	\$1.5000
Change	NC	NC	-1	NC	-1

Weekly average (March 7-11): Barrels: \$1.4660(+.0230); 40-lb. Blocks: \$1.5120(+.0360).

Weekly ave. one year ago (March 9-13, 2015): Barrels: \$1.5450; 40-lb. Blocks: \$1.5680.

	Monday March 7	Tuesday March 8	Wednesday March 9	Thursday March 10	Friday March 11
Grade A NDM					
Price	\$0.7425	\$0.7400	\$0.7450	\$0.7500	\$0.7700
Change	+1/4	-1/4	+1/2	+1/2	+2

Weekly average (March 7-11): Grade A: \$0.7495(-.0175).

	Monday March 7	Tuesday March 8	Wednesday March 9	Thursday March 10	Friday March 11
Grade AA Butter					
Price	\$2.0050	\$1.9700	\$1.9600	\$1.9825	\$1.9875
Change	-3 1/2	-3 1/2	-1	+2 1/4	+1/2

Weekly average (March 7-11): Grade AA: \$1.9810(-.0115).

Class II Cream (Major Northeast Cities): \$2.2715(+.0429)-\$2.4906(-.0419).

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Weekly Cold Storage Holdings March 7, 2016

	On hand		Week		Change since March 1		Last Year	
	Monday	Change	Pounds	Percent	Pounds	Change	Pounds	Change
Butter	22,175	+1,238	+990	+5	10,171	+12,004		
Cheese	95,336	+1,882	+1,506	+2	94,782	+554		

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

CLASS III PRICE

(Dollars per hundredweight, 3.5% butterfat test)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2010	14.50	14.28	12.78	12.92	13.38	13.62	13.74	15.18	16.26	16.94	15.44	13.83
2011	13.48	17.00	19.40	16.87	16.52	19.11	21.39	21.67	19.07	18.03	19.07	18.77
2012	17.05	16.06	15.72	15.72	15.23	15.63	16.68	17.73	19.00	21.02	20.83	18.66
2013	18.14	17.25	16.93	17.59	18.52	18.02	17.38	17.91	18.14	18.22	18.83	18.95
2014	21.15	23.35	23.33	24.31	22.57	21.36	21.60	22.25	24.60	23.82	21.94	17.82
2015	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
2016	13.72	13.80										

STAFF

Susan Quarne, Publisher
(PH 608/831-6002; FAX 608/831-1004)
email: squarene@cheesemarketnews.com

Kate Sander, Editorial Director
(PH 509/962-4026; FAX 509/962-4027)
email: ksander@cheesemarketnews.com

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

Rena Archwamety, News/Web Editor
(PH 608/288-9090; FAX 608/288-9093)
email: rena@cheesemarketnews.com

Chelsey Dequaine, Assistant Editor
(PH 608/288-9090; FAX 608/288-9093)
email: cdequaine@cheesemarketnews.com

REGULAR CONTRIBUTORS

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

ADVERTISING/SUBSCRIPTION ORDERS & INFO

Contact: Susan Quarne - Publisher
P.O. Box 628254, Middleton, WI 53562
PHONE 608/831-6002 • FAX 608/288-9093

WEBSITE: www.cheesemarketnews.com

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CHEESE FUTURES* for the week ending March 10, 2016

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

	Fri., March 4	Mon., March 7	Tues., March 8	Wed., March 9	Thurs., March 10
MAR16	1.517 3,999	1.523 3,999	1.523 3,995	1.523 3,992	1.521 3,986
APR16	1.489 3,667	1.497 3,659	1.499 3,661	1.486 3,665	1.495 3,645
MAY16	1.491 3,731	1.492 3,742	1.493 3,745	1.484 3,763	1.476 3,770
JUN16	1.494 3,382	1.494 3,409	1.497 3,412	1.487 3,469	1.479 3,490
JUL16	1.534 3,135	1.534 3,166	1.541 3,172	1.530 3,223	1.524 3,255
AUG16	1.580 3,058	1.578 3,087	1.581 3,091	1.572 3,131	1.567 3,152
SEP16	1.607 2,751	1.607 2,781	1.609 2,784	1.603 2,815	1.593 2,826
OCT16	1.623 2,431	1.624 2,454	1.624 2,455	1.613 2,508	1.600 2,528
NOV16	1.624 2,750	1.625 2,774	1.625 2,774	1.611 2,831	1.600 2,852
DEC16	1.626 2,552	1.626 2,585	1.626 2,594	1.609 2,627	1.600 2,666
JAN17	1.629 294	1.626 304	1.618 318	1.605 323	1.599 340
FEB17	1.641 248	1.639 262	1.621 276	1.604 284	1.595 302
MAR17	1.655 213	1.654 228	1.641 242	1.619 250	1.609 268
APR17	1.663 177	1.659 192	1.655 192	1.634 194	1.620 197
MAY17	1.669 177	1.670 191	1.661 192	1.641 192	1.639 192
JUN17	1.671 148	1.671 149	1.665 149	1.654 149	1.640 159
JUL17	1.689 34	1.688 34	1.688 34	1.667 39	1.653 39

Total Contracts Traded/ Open Interest	555/32,777	564/33,046	210/33,116	843/33,485	605/33,697
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Daily market prices are available by visiting CME's online statistics sites at <http://www.cmegroup.com>.

*Total Contracts Traded/Open Interest reflect additional months not included in this chart.

DRY WHEY FUTURES* for the week ending March 10, 2016

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

	Fri., March 4	Mon., March 7	Tues., March 8	Wed., March 9	Thurs., March 10
MAR16	25.500 669	25.500 669	25.400 669	25.200 669	25.200 669
APR16	25.575 628	25.600 630	25.200 634	25.250 633	24.875 632
MAY16	25.700 665	25.850 669	25.350 675	25.250 674	25.250 674
JUN16	25.625 636	26.000 637	25.375 645	25.125 647	25.475 647
JUL16	26.025 431	26.025 431	25.550 445	25.500 445	25.275 451
AUG16	26.250 426	26.250 426	25.750 442	25.500 444	25.325 450
SEP16	26.100 417	26.200 417	25.900 433	25.750 434	26.000 440
OCT16	27.000 353	27.000 353	26.775 365	26.750 368	27.000 369
NOV16	27.700 305	27.700 305	27.425 315	27.250 316	27.400 316
DEC16	27.700 315	27.925 315	27.600 322	27.500 323	27.500 323
JAN17	29.600 29	29.600 29	29.600 29	29.600 29	29.600 29
FEB17	30.500 28	30.500 28	30.500 28	30.500 28	30.500 28
MAR17	27.025 31	28.000 31	28.025 31	28.025 31	28.025 31
APR17	27.025 25	28.000 25	28.025 25	28.025 25	28.025 25

Total Contracts Traded/ Open Interest	29/5,053	20/5,060	118/5,153	32/5,161	35/5,179
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Daily market prices are available by visiting CME's online statistics sites at <http://www.cmegroup.com>.

*Total Contracts Traded/Open Interest reflect additional months not included in this chart.

Dry Products*

March 11, 2016

NONFAT DRY MILK

Central & East: low/medium heat \$.7100(-4)-\$.8400; mostly \$.7500(-1)-\$.8100.

high heat \$.8500(-3)-\$1.1000.

West: low/medium heat \$.6850(-2 1/2)-\$.8200; mostly \$.7200-\$.7700(-1).

high heat \$.8400-\$1.1025(+1/2).

Calif. manufacturing plants: extra grade/grade A weighted ave. \$.7590(-.0172) based on 12,313,745 lbs.

WHOLE MILK POWDER (National): \$1.1700-\$1.4475.

EDIBLE LACTOSE

(FOB) Central and West: \$.1800-\$.3200; mostly \$.1950-\$.2550(+1/2).

WHEY POWDER

Central: nonhygroscopic \$.1800-\$.2900(+1); mostly \$.2200-\$.2650(+1/2).

West: nonhygroscopic \$.2300-\$.3050(-1/2); mostly \$.2300-\$.2700.

(FOB) Northeast: extra grade/grade A \$.2200(-2 3/4)-\$.2900(+3/4).

ANIMAL FEED WHEY (Central): Whey spray milk replacer \$.1250(-1/2)-\$.2150.

WHEY PROTEIN CONCENTRATE (34 percent): \$.5400-\$.7300; mostly \$.5400-\$.6200.

DRY BUTTERMILK

(FOB) Central & East: \$.7200-\$.8250(-2 1/2).

(FOB) West: \$.7200(+6)-\$.8100(-1 1/2); mostly \$.7400-\$.8000.

CASEIN: Rennet \$2.2200-\$3.0500(-30); Acid \$2.3600-\$3.2000(-30).

*Source: USDA's Dairy Market News

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NEWS/BUSINESS



USDA: Total volume of conventional dairy ads up, but cheese ads down 15 percent

APPLETON, Wis. — The total volume of conventional dairy advertisements increase 3 percent last week from the prior week, but conventional cheese ads were down 15 percent, says USDA's Agricultural Marketing Service (AMS) in its latest weekly National Dairy Retail Report released March 4.

AMS says national conventional varieties of 8-ounce natural cheese blocks last week had a weighted average advertised price of \$2.29, up from \$2.25 one week earlier but down from \$2.33 one year earlier.

Natural varieties of 1-pound cheese blocks last week had a weighted average advertised price of \$3.63, down from \$3.61 one year earlier and \$4.99 one year

earlier, AMS says, while 2-pound cheese blocks had a weighted average advertised price of \$6.20, up from \$5.65 one week earlier but down from \$7.32 one year ago.

AMS says natural varieties of 8-ounce cheese shreds last week had a weighted average advertised price of \$2.28, up from \$2.26 one week earlier but down from \$2.67 one year earlier, while 1-pound cheese shreds had a weighted average advertised price of \$3.72, up from \$3.49 one week earlier but down from \$4.33 one year earlier.

Meanwhile, national conventional butter in 1-pound packs last week had a weighted average advertised price of \$2.90, down from \$2.96 one week earlier and \$3.02 one year ago, AMS says. CMN

Fonterra Co-op reduces milk price forecast

AUCKLAND, New Zealand — Fonterra Cooperative Group Ltd. has reduced its forecast farmgate milk price for the 2015/16 season from NZ\$4.15 per kilogram milk solids (kgMS) to NZ\$3.90 per kgMS.

When combined with the forecast earnings per share range of 45-55 cents, this amounts to a total forecast available for payout of NZ\$4.35-\$4.45 per kgMS and would currently equate to a forecast cash payout of NZ\$4.25-\$4.30 per kgMS to a fully shared-up farmer after retentions.

Fonterra is forecasting New Zealand milk production to be at least 4 percent lower than last season as farmers respond to ongoing low prices by reducing herd sizes and feeding significantly less supplementary feed, which is expected to have an impact on this season's production.

Fonterra Chairman John Wilson says difficult conditions in the global dairy market have put further pressure on the forecast.

"This further reduction in the forecast farmgate milk price is the last thing farmers want to hear in what is proving to be a very challenging season," Wilson says.

"Management is fully focused on

reducing cost and generating cash right across the business," he adds. "The continuing lift in financial performance and our balance sheet strength will provide opportunities to support our farmers' cash flows. We will provide an update on this at our interim results on March 23."

Fonterra CEO Theo Spierings says dairy exports and imports have been imbalanced for the past 18 months due to European production increasing more than expected and lower demand from China and Russia.

"The time frame for rebalancing has moved out and largely depends on production reducing — particularly in Europe — in response to these unsustainably low global dairy prices," Spierings says.

"The long-term fundamentals for dairy are positive with demand increasing at over 2 percent a year due to the growing world population, increasing middle classes in Asia, urbanization and favorable demographics," he adds. "Our forecast is based on no significant changes to either supply or demand globally before the end of the year. However, a reduction in the supply available for export before then could mean prices recover earlier than currently expected." CMN

National Dairy Products Sales Report

For the week ended: 3/5/16 2/27/16 2/20/16 2/13/16

	3/5/16	2/27/16	2/20/16	2/13/16
Cheese 40-lb. Blocks:				
Average price ¹	\$1.5049	\$1.5040	\$1.4933	\$1.4958
Sales volume ²	11,658,815	*13,020,176	13,014,284	12,916,651
Cheese 500-lb. Barrels:				
Average price ¹	\$1.5685	\$1.5958	\$1.5833	\$1.5797
Adj. price to 38% moisture	\$1.4965	*\$1.5205	\$1.5126	\$1.5074
Sales volume ²	9,833,272	*8,779,044	9,508,649	9,673,471
Moisture content	35.02	*34.93	35.10	35.02
Butter:				
Average price ¹	\$2.0330	\$2.0737	*\$2.1303	*\$2.1496
Sales volume ²	3,680,475	4,146,845	*5,463,315	*4,959,124
Nonfat Dry Milk:				
Average price ¹	\$0.7626	*\$0.7675	*\$0.7703	*\$0.7628
Sales volume ²	25,640,164	*14,567,959	*16,394,969	*16,344,419
Dry Whey:				
Average price ¹	\$0.2530	*\$0.2590	\$0.2462	\$0.2361
Sales volume ²	6,142,267	*6,649,968	8,716,340	7,429,199

¹/Revised. ²Prices weighted by volumes reported. ³Sales as reported by participating manufacturers. Reported in pounds. More information is available by calling AMS at 202-720-4392.

MARKET INDICATORS



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CME FUTURES for the week ended March 10, 2016

Class III Milk*

	Fri., March 4	Mon., March 7	Tues., March 8	Wed., March 9	Thurs., March 10	
MAR16	13.78	4,244	13.87	4,041	13.82	3,986
APR16	13.53	5,141	13.63	5,139	13.48	5,104
MAY16	13.53	4,067	13.54	4,078	13.43	4,183
JUN16	13.63	3,447	13.63	3,559	13.62	3,619
JUL16	14.04	2,827	14.00	2,839	14.00	2,893
AUG16	14.50	2,450	14.44	2,470	14.43	2,501
SEP16	14.77	2,433	14.74	2,446	14.72	2,461
OCT16	15.00	1,963	15.00	1,976	15.00	1,989
NOV16	15.00	1,858	15.00	1,869	15.00	1,879
DEC16	15.00	1,754	15.00	1,772	15.00	1,782
JAN17	15.02	310	15.00	322	14.96	325
FEB17	15.05	241	15.00	238	15.00	243
MAR17	15.17	202	15.15	205	15.12	211
APR17	15.25	142	15.25	142	15.25	142
MAY17	15.35	136	15.35	136	15.35	136
Total Contracts Traded/ Open Interest	767/31,690	723/31,787	499/31,986	803/32,168	769/32,267	

Class IV Milk*

	Fri., March 4	Mon., March 7	Tues., March 8	Wed., March 9	Thurs., March 10	
MAR16	13.18	226	13.18	228	13.18	221
APR16	13.38	267	13.38	264	13.38	263
MAY16	13.52	286	13.52	286	13.40	285
JUN16	13.82	256	13.65	253	13.65	253
JUL16	14.00	262	13.92	261	13.92	261
AUG16	14.47	206	14.47	206	14.47	206
SEP16	14.70	177	14.70	177	14.70	177
OCT16	14.83	230	14.83	230	14.66	230
NOV16	14.91	149	14.91	149	14.86	149
DEC16	14.89	170	14.89	170	14.85	170
JAN17	14.85	5	14.85	5	14.44	8
Total Contracts Traded/ Open Interest	2/2,260	10/2,256	5/2,258	14/2,249	12/2,242	

Cash-Settled NDM*

	Fri., March 4	Mon., March 7	Tues., March 8	Wed., March 9	Thurs., March 10	
MAR16	78.425	1,159	78.725	1,149	78.600	1,151
APR16	79.625	1,076	79.775	1,078	79.800	1,087
MAY16	80.875	972	80.900	995	80.900	957
JUN16	82.200	865	82.250	854	82.350	853
JUL16	84.250	682	84.500	689	84.600	701
AUG16	86.700	600	87.075	605	87.250	611
SEP16	88.250	459	88.950	459	89.500	461
OCT16	90.750	346	91.100	344	91.150	339
NOV16	91.025	311	92.050	319	92.125	323
Total Contracts Traded/ Open Interest	496/6,844	317/6,868	209/6,859	544/6,709	154/6,724	

Cash-Settled Butter*

	Fri., March 4	Mon., March 7	Tues., March 8	Wed., March 9	Thurs., March 10	
MAR16	204.000	975	200.625	964	199.025	954
APR16	206.025	998	204.025	1,017	200.025	1,041
MAY16	208.475	806	206.500	811	201.500	816
JUN16	209.350	754	207.400	756	204.025	772
JUL16	212.000	518	210.000	520	206.000	523
AUG16	214.500	528	212.000	533	207.800	539
SEP16	215.500	467	213.000	469	209.025	469
OCT16	211.525	361	212.000	362	210.000	374
NOV16	210.525	280	210.675	280	209.400	288
DEC16	206.025	190	205.500	197	204.500	207
Total Contracts Traded/ Open Interest	90/5,890	122/5,922	179/5,986	221/6,107	167/6,112	

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



Perspective: Industry Issues

Bob Wolter is a mergers and acquisitions advisor for CBS-Global, Green Bay, Wisconsin. He is a guest columnist for *Cheese Market News*®.

The six types of buyers for your business

There is a reason it's called exit planning — the steps involved in determining how to ultimately leave the company you've built require careful thought, deliberate consideration, and plenty of time.

There are many directions you can take in the sale of a company, and considering who you'll eventually find at the other side of the negotiation table is one of the most important things to understand as you get started down the path to an exit.

There are six common buyers you will likely encounter as you market a business for sale. As each have differing priorities and represent unique outcomes for the business, educating yourself on each buyer type is one of the first steps in beginning to plan the sale of your company.

1. Strategic buyers

One of the most likely buyers of a company is another company. The businesses that pursue growth through acquisition are often referred to as "strategic buyers." This name is bestowed because the companies look for acquisition targets that are aligned with their core strategy, rather than other characteristics of a company, such as financial metrics.

One advantage of selling to a strategic buyer is that your business might command a higher sale price. Strategies

will often pay a premium for the synergies that make your business a natural fit alongside their own.

Typically, however, the higher acquisition price can come at a cost. Synergies often accompany redundancies between the two companies that may be eliminated during the merger or acquisition. By selling to a strategic, you risk the jobs of employees in departments that overlap from company to company (such as accounting, human resources and marketing). In addition, the brand and identity you've worked to build for your business may be absorbed by that of a competitor.

As a result, selling to a corporation is ideal for business owners looking for a lucrative exit, where the future direction of the company and its employees is not the primary concern.

2. Private equity

Private equity (PE) firms are investment vehicles for institutional investors or high net-worth individuals. Limited partners (LPs) invest their money into funds that general partners (GPs) of the PE firm use to buy companies, typically within a specific industry. PE executives seek to maximize the growth of the portfolio companies over five to seven years before selling them and earning a return for themselves and their investors.

PE executives bring the financial

resources and the corporate acumen to take your operations to the next level, and in many cases they will retain company owners and operators for on-the-ground expertise, making them a great option if you'd prefer to retain a piece of your equity stake. Selling to a PE firm is a great way to help your business realize its full potential.

Given the nature of their funds, however, private equity firms are usually looking to maximize the profitability of your business in the short term. This overarching thesis will inform a lot of the decisions they make for your business.

3. Family office

Family offices resemble private equity firms in some respects, but they differ in important ways. Rather than acting as investment vehicles for groups of high net-worth individuals and institutional investors, family offices invest the money of a single wealthy family, typically with a focus on the industry that netted that family its fortune. Family offices' primary objective is ensuring that familial wealth spans multiple generations.

As a result, as compared to private equity firms, family offices tend to hold more conservative portfolios, invest on longer time horizons and take far less active roles in their portfolio companies.

However, family offices are scarce and difficult to reach. Since they invest with only cash (and not debt), the sale prices they offer are usually lower than their PE or strategic counterparts. Family offices are ideal for the business owner looking for industry guidance and/or direction.

4. Holding company

Holding companies (also known as shell companies) exist primarily for the sole purpose of owning other companies. Typically they do not sell any products or services of their own. Instead, they generate revenue from the dividends and earnings of the stock they own in other businesses. The most famous example is Warren Buffett's Berkshire Hathaway.

Holding companies often seek a controlling stake in the companies under their umbrellas, which means that while selling part or all of your business to a holding company can be a relatively simple way to cash in equity, the additional support brings

more cooks into the kitchen. Instead of running the business solo, you have to confer with new members of the board.

Keep in mind also that while holding companies owned by others might make good buyers, there can be tax benefits in certain instances to forming your own holding company as part of your sale process.

5. Search fund

If the idea of managing a sale primarily through an individual is appealing, then exploring search funds can be a great option. Search funds consist typically of an individual, backed by a team of investors, looking to buy a business and take over the operations.

Often, that individual is a recent MBA graduate who aspires to operate a business. His or her team of investors is willing to buy the company for the individual to operate, confident that he or she will generate a return.

While this scenario involves a "green" buyer and any associated risks, it can nevertheless be a great way to ensure the long-term vitality of your business by infusing the C-suite with youth and energy. If you'd like to see your business continue on without you and you are willing to bet on ambition, then selling to a search fund is a great option.

6. Your employees

Selling to new parties — such as the above options — can welcome some measure of change on the direction and/or operations of your business once ownership is transferred. If you're looking for an exit opportunity that allows your company to maintain its current course in your absence, look no further than your employees.

An employee-stock ownership plan (ESOP) will gradually transfer the company's equity into retirement packages for your employees, while a leveraged ESOP provides the employees with debt to buy the owner out of a portion, if not all, of his or her equity up front. ESOPs provide employees with valuable measures of input and control, but they also add administrative hurdles that can slow future development. CMN

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

NEWS/BUSINESS

USDA lowers 2016 fiscal year agricultural export forecast to \$125 billion in latest outlook

WASHINGTON — In its latest "Outlook for U.S. Agricultural Trade," USDA revised its forecast for agricultural exports in fiscal year 2016 to \$125.0 billion, \$6.5 billion less than its November forecast and \$14.7 billion below fiscal year 2015 exports.

Lower prices, strong competition and reduced demand account for most of the decline, according to the report published Feb. 25 by USDA's Economic Research Service and Foreign Agricultural Service.

Meanwhile, USDA's February forecast for fiscal 2016 ag imports is a record \$118.5 billion, down \$3.5 billion from November but up \$4.5 billion from fiscal year 2015. The U.S. agricultural trade surplus is forecast at \$6.5 billion, down from \$25.7 billion in fiscal year 2015 and the lowest since fiscal year 2006.

USDA's forecast for dairy product exports in fiscal year 2016 is reduced \$700 million to \$4.9 billion in the February report, as exporters face weak

import demand, low prices and strong competition from the European Union. This latest revision also brings the forecast for dairy product exports under the fiscal year 2015 total of \$5.6 billion.

U.S. dairy product imports for fiscal year 2016 are forecast at \$3.4 billion, down \$100 million from November's forecast as well as from the fiscal 2015 total of \$3.5 billion. USDA's forecast for cheese imports in fiscal 2016 remains unchanged at \$1.4 billion, up from \$1.3

billion in fiscal 2015.

In its economic outlook, USDA says strong economic fundamentals in the United States and improved growth elsewhere in the developed world supported world economic growth of approximately 2.8 percent in 2015. Higher world growth of 3.1 percent is expected in 2016. Global trade volume growth in 2015 is estimated at only 0.8 percent USDA notes, but it is expected to recover to 3.2 percent in 2016. CMN

NEWS/BUSINESS



WOW Logistics announces development of new corporate office in Menasha, Wisconsin

APPLETON, Wis. — WOW Logistics Co. recently announced that it is developing plans to build a new, 24,000-square-foot corporate office in Menasha, Wisconsin.

WOW Logistics has entered into a development agreement with the Town of Menasha. The proposed site is 7.2-acre plat located in the McMahon Business Park.

"This project is a result of the exponential growth WOW Logistics Co. has experienced over the last few years," says Howard Kamerer, president and CEO, WOW Logistics. "Our growth is due to the successful launch and execution of new supply chain solutions, warehouse infrastructure and expansion of WOW's Trade Finance Program."

Kamerer adds this project is the culmination of a true team effort with town of Menasha officials including Dale Youngquist, town chairman; Jeffery Sturgell, administrator; and George Dearborn, director of community development.

"The town of Menasha worked hand-in-hand with WOW Logistics Co. in order to understand our needs and challenges. As a result, we are in the approval process of establishing a new tax incentive district," Kamerer says.

WOW Logistics notes it selected the town of Menasha site after an exhaustive search for the ideal property and municipality in which to expand. Leading that search was Manny Vasquez, vice president of economic development for the

Fox Cities Regional Partnership, whom Kamerer calls "an invaluable resource."

"It's exciting that the project continues to move forward," Vasquez says. "This new corporate headquarters means a new tax base and the retention of more than 70 good-paying jobs in the Fox Cities, and is yet another example of the power of public-private partnerships."

WOW Logistics has set a goal of breaking ground on the project in July, with a target completion in early 2017. The progressive building design will focus on collaboration spaces, as well as expanded conference areas. It also will include an innovative cafeteria-style kitchen and dining area, onsite clinic exam room to support wellness programs, and an

outdoor pavilion, which will extend work and recreation space outdoors.

"I am excited to be building in the McMahon Business Park," Kamerer says. "With existing development projects underway, like Community First Credit Union, this evolving area will provide a variety of amenities that our employees value, such as restaurants, banking and day care."

Headquartered in Appleton, Wisconsin, WOW Logistics is a nationally-recognized leader in the third-party logistics industry. WOW maintains a total of 6 million square feet of warehouse space, including 22 million cubic feet of refrigerated area, throughout 19 locations in two states. CMN

Roos Foods pleads guilty to misdemeanor violation, ordered to pay \$100,000 fine

WASHINGTON — Roos Foods Inc., a cheese manufacturer based in Kenton, Delaware, last week pleaded guilty to a misdemeanor violation in the U.S. District Court for the District of Delaware. U.S. Magistrate Judge Sherry R. Fallon accepted the company's guilty plea and sentenced Roos Foods to pay a fine of \$100,000.

In addition to the Roos Foods' guilty plea, the company and its principals, Ana A. Roos and Virginia Mejia, agreed to a consent decree of permanent injunction.

Roos Foods distributed several varieties of ready-to-eat cheese, including Ricotta, Queso Fresco and fresh cheese

curd and sold and distributed its products to wholesale customers in Maryland, New Jersey, Virginia and Washington, D.C., according to criminal information filed Jan. 22, 2016. A civil complaint along with the proposed consent decree also was filed on that date. The criminal charge and civil complaint allege that Roos distributed cheese connected to a 2014 outbreak of *Listeria monocytogenes*. (See "Roos Foods pleads guilty to misdemeanor, enters into civil agreement with FDA" in the Jan. 29, 2016, issue of Cheese Market News.)

"The Department of Justice will use all of the tools available to us — criminal and civil — to ensure that the food we buy is free from dangerous bacteria and is safe to eat," says Principal Deputy Assistant Attorney General Benjamin C. Mizer, head of the U.S. Department of Justice's (DOJ) Civil Division. "We will continue to work aggressively with the Food and Drug Administration to combat and deter

conduct leading to the distribution of adulterated food to consumers."

The criminal information alleges that in February 2014, the Centers for Disease Control and Prevention (CDC) reported that a total of eight people (five adults and three newborns) in Maryland and California were infected with *Listeria monocytogenes*. According to the CDC, several of the Maryland patients reported having eaten soft or semi-soft cheeses in the month before becoming ill. (See "FDA suspends food facility registration of Roos Foods, details findings of investigation" in the March 14, 2014, issue of Cheese Market News.)

Following a report that *Listeria monocytogenes* had been isolated from cheese manufactured by Roos Foods, FDA inspected the firm's Kenton, Delaware, facility and established that ready-to-eat cheese products were prepared, packed or held under unsanitary conditions and may have become contaminated with

filth or rendered injurious to health. FDA alleges numerous failures to implement effective monitoring and sanitation controls in accordance with current good manufacturing practices.

In March 2014, FDA suspended the food facility registration of Roos Foods after determining there was a reasonable probability that food manufactured, processed, packed or held by Roos Foods would cause serious adverse health consequences or death to humans. A company without a food facility registration cannot distribute any food products. Roos Foods has not reopened.

"Consumers rely on the FDA to help ensure that their food is safe and wholesome," says Deputy Commissioner Howard Sklamberg of FDA's Global Regulatory Operations and Policy. "When companies put themselves above the law and produce food that puts the public's health at risk, we will see that they are brought to justice." CMN

Agri-Mark to expand Chateaugay facility

ALBANY, N.Y. — Agri-Mark Inc. and Empire State Development announced yesterday that the dairy cooperative will invest nearly \$30 million to expand its cheese manufacturing facility in Chateaugay, New York.

The expansion and restoration of Agri-Mark's facility involves rebuilding the current 110,641-square-foot manufacturing facility, reengineering the layout of the facility, and purchasing new machinery and other equipment. Empire State Development will support Agri-Mark with up to \$6 million in funding, including \$4 million in Economic Transformation Program funds to retain 106 full-time jobs and modernize the Chateaugay operations.

The Agri-Mark cooperative produces cheese under the McCadam and Cabot brands and is owned by dairy farms in six states, including 600 farms New York.

"Our farmers are making a substantial investment in our cheese plant in Chateaugay because we believe that the New York dairy industry has a strong future, and our farm families are part of that future," says Neal Rea, Agri-Mark chairman. "By undertaking this project we are letting everyone in Chateaugay and the surrounding communities know that we are here to stay and the jobs and benefits we bring are also here to stay." CMN

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EVENTS



The Global Cow announces Cheese, Please agro-tourism course will be April 9-16

BRATTLEBORO, Vt. — Global Dairy Outreach, Madison, Wisconsin, and The Global Cow Ltd., Brattleboro, Vermont, will offer Cheese, Please, an agro-tourism course, April 9-16 in Milwaukee.

Cheese, Please combines cheese-making; visits to cow and goat dairy farms, processors and retailers; attendance at the International Cheese Technology Expo; and discussions with experts on value-added products and marketing. The course is geared toward Spanish-speaking farmers who already have a farm, but want to add a value-added product.

All training, materials, guided visits, ground transportation, meals, hotel and translation into English (cheese-making done in the cheese plants will be in Spanish) and Spanish is included in the price of \$2,975. Registration is limited to 20 people.

"We have had requests from previ-

ous clients to provide this sort of experience," says Karen Nielsen, Global Dairy Outreach. "Dairy farmers around the world are looking closely at their costs. Making a value-added product, like cheese, can give farmers more control over their profitability. But it's a different business, and it's not for everyone."

Jill Stahl Tyler, founder, The Global Cow, says the goal in designing the course was to give information that helps producers decide if this is a possible route for them.

"Being able to visit dairies who have already made this transition helps to analyze your own possibilities," she says. "Being able to actually make cheese, to see what it takes and what the process is, that's so important when you have to make this sort of a decision."

For more information, visit <http://www.globalcow.com/ag-in-the-usa/cheese-please>. CMN

Second Carolina Mountain Cheese Fest to be April 24 in Asheville, North Carolina

FAIRVIEW, N.C. — The Western North Carolina (WNC) Cheese Trail will host the second annual Carolina Mountain Cheese Fest April 24 at Highland Brewing Co. in Asheville, North Carolina.

The festival includes cheesemakers, cheese and beer pairings, workshops and vendors. WNC Cheese Trail says it will highlight its cheesemakers and members with opportunities for attendees to learn about, taste and purchase local, artisan cheeses.

"The festival aims to connect the

attendees to the local cheesemaking community," WNC Cheese Trail says.

Festival attendees can speak with cheesemakers, attend workshops, observe cheesemaking demonstrations, cheese pairings and cooking demonstrations using local cheeses.

"Last year was an amazing success and brought a lot of well-deserved attention to WNC cheesemakers and other local businesses," says Katie Moore, director, Carolina Mountain Cheese Fest.

For more information, visit <http://www.wnccheesetrail.org>. CMN

Keller and Heckman announce Practical Food Law Seminar will be April 12-14

SAN FRANCISCO — Keller and Heckman LLP has announced its annual Practical Food Law Seminar will be April 12-14 at the Hyatt Regency San Francisco. The course will provide food industry members with a presentation of the applicable statutory and regulatory framework for foods. The course will focus on food safety as well as labeling and advertising.

Program highlights include the latest developments on the Food Safety Modernization Act (FSMA), strategies for surviving inspections, recall and enforcement issues, food safety concerns, testing issues and import

requirements.

Keller and Heckman also says there will be a focus on advertising and promotion with an emphasis on the impact of consumer class action lawsuits; regulatory and legislative policy governing labeling and advertising; challenging and defending competitive claims; and substantiating "Establishment Claims."

The registration fee before March 11 is \$1,300. After March 11, the registration fee is \$1,500.

For more information, visit <http://www.khlaw.com/Practical-Food-Law-Seminar-2016-SF>. CMN

Registration open for CDR's World of Cheese from Pasture to Plate course

MADISON, Wis. — Registration is open for Wisconsin Center for Dairy Research's (CDR) World of Cheese from Pasture to Plate course April 25-29 at the University of Wisconsin-Madison's Babcock Hall. The course is aimed at educating retailers, culinary professionals, end users, brokers, distributors, retailers and marketers in the art and science of cheesemaking.

According to CDR, the course features lectures covering cheesemaking, cheese handling and display, packaging fundamentals, cheese economics, and the basics of cheese grading and evaluation. The hands

on sessions include cheesemaking, grading lab and cheese functionality demos. Attendees will receive a participation certificate at the end of the course.

The course is designed to give noncheesemakers a broad knowledge of the cheesemaking process while emphasizing the uniqueness of cheese products and is designed as a survey course for participants, not to address technical research issues. Registration is \$800.

For more information, visit <http://www.cdr.wisc.edu/shortcourses/woc16>. CMN

PEOPLE



Comings and goings ... comings and goings

CSK Food Enrichment, Oostburg, Wisconsin, has appointed **Rebecca Hohlstein** and **Keith Trinrud** sales managers for its newly-expanded U.S. operations. Both join Todd Mews on the technical sales/service team. Their responsibilities are CSK's line of cultures for cheese and fresh fermented products.

FDA's Deputy Commissioner for Foods and Veterinary Medicine **Michael Taylor** announced this week he is leaving the agency June 1. As part of a succession plan that ensures both continuity in the program and strong new leadership for the future, **Stephen Ostroff** will become the next deputy commissioner for foods and veterinary medicine upon Taylor's departure. Ostroff led the FDA as acting commissioner until the recent confirmation of Robert Califf as FDA commissioner.

Foremost Farms USA, Baraboo, Wisconsin, has named **Declan Roche** senior director of ingredient sales and marketing. Roche reports to Doug Wilke, senior vice president of dairy ingredients, product technology and business ventures. Roche most recently held the position of director of technical training

at Kerry Group, Beloit, Wisconsin.

Organic Valley, La Farge, Wisconsin, has announced **Logan Peterman** will lead organic research initiatives as the agricultural research and analytics manager. Peterman will lead on-farm data collection and analysis for farm advisory staff, while serving as the liaison to the organic agricultural research community.

Swiss Valley Farms, Davenport, Iowa, has announced **Chris Hoeger** as its new interim CEO. Hoeger worked nine years in retail sales management before taking a sales position with Swiss Valley Farms in 2001. In 2004, he became director of sales and a part of the co-op's executive management team. In 2008, Hoeger became vice president of procurement and member relations.

Agriculture Secretary Tom Vilsack has selected **Warren Preston** as USDA's deputy chief economist. He has served as senior economist for agricultural policy in the Office of the Chief Economist (OCE) since August 2015, after serving as USDA's acting deputy chief economist beginning in February 2015. He joined USDA in 1992. CMN

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NEWS/BUSINESS



CHEDDAR

Continued from page 1

Sharp Cheddar, 99.35.

Second: Balderson Cheddar Team, Parmalat, Winchester, Ontario, *Sharp Cheddar*, 99.20.

Third: Robert Martinez, Maple Leaf Cheesemakers Inc., Monroe, Wisconsin, *English Hollow*, 99.10.

• Cheddar, Aged 1-2 years

Best of Class: Land O'Lakes Kiel Team, Masters Gallery Foods, Inc., Plymouth, Wisconsin, *NH24 V.13 Land O'Lakes Kiel*, 99.65.

Second: Maple Leaf Cheesemaking Team, Maple Leaf Cheesemakers, Inc., Monroe, Wisconsin, *English Hollow Cheddar*, 99.60.

Third: Fred Hart, Cabot Creamery Cooperative, Cabot, Vermont, *Vermont Cheddar, Farmhouse Reserve*, 99.55.

• Cheddar, Aged 2 Years or Longer

Best of Class: Daniel Stearns, Agropur, Weyauwega, Wisconsin, *Cheddar cut from 640*, 98.40.

Second: Mark Stahl, Great Lakes Cheese, Adams, New York, *Cheddar*, 98.05.

Third: Land O'Lakes Kiel Team, Masters Gallery Foods, Inc., Plymouth, Wisconsin, *DNY6 V.54 Land O'Lakes Kiel*, 98.00.

• Bandaged Cheddar, Mild to Medium

Best of Class: Chris Roelli, Roelli Cheese Co., Shullsburg, Wisconsin, *Mild Cheddar Wheel Cellar Cured*, 99.65.

Second: Wayne Hintz, Red Barn Family Farms, Appleton, Wisconsin, *5-year Heritage Weis Old World Style White Cheddar*, 99.10.

Third: Kevin Rachu, Nasonville Dairy Inc., Marshfield, Wisconsin, *Bandaged Cheddar*, 98.90.

• Bandaged Cheddar, Sharp to Aged

Best of Class: Artisan Cheese Exchange, Henning Cheese, Kiel, Wisconsin, *3-year-old Bandage Cheddar*, 98.35.

Second: Wayne Hintz, Red Barn Family Farms, Appleton, Wisconsin, *3-Year Heritage Weis Reserve Old World Style White Cheddar*, 98.30.

Third: Wayne Hintz, Red Barn Family Farms, Appleton, Wisconsin, *1-year Heritage Weis Old World Style White Cheddar*, 97.65.

• Colby

Best of Class: Team 1 Arena, Arena Cheese, Arena, Wisconsin, *Colby Deli Longhorn*, 99.75.

Second: Team 2 Arena, Arena Cheese, Arena, Wisconsin, *Colby Deli Longhorn*, 99.70.

Third: Team 3 Arena, Arena Cheese, Arena, Wisconsin, *Colby Deli Longhorn*, 99.55.

• Monterey Jack

Best of Class: Tillamook County Creamery, Tillamook, Oregon, *Stirred Curd Monterey Jack*, 99.25.

Second: Tillamook County Creamery, Tillamook, Oregon, *Stirred Curd Monterey Jack*, 99.10.

Third: Team Meister 2, Meister Cheese, Muscoda, Wisconsin, *Monterey Jack*, 99.05.

• Marbled Curd Cheese

Best of Class: Shawn Sadler, Associated Milk Producers Inc., Colby/Jack, 99.55.

Second: Tillamook County Creamery, Tillamook, Oregon, *Stirred Curd Colby Monterey Jack*, 99.30.

Third: Parmalat Cheddar Team, Parmalat, Winchester, Ontario, *Balderson Marble Cheddar*, 99.25.

• Baby Swiss Style

Best of Class: Mike Nelson, Chalet Cheese Co-op, Monroe, Wisconsin, *40-pound Baby Swiss block*, 98.80.

Second: Jeffrey Helm, Rothenbuhler Cheesemakers, Middlefield, Ohio, *Baby Swiss*, 98.75.

Third: Neal Schwartz, Chalet Cheese Co-op, Monroe, Wisconsin, *20-pound Baby Swiss wheel*, 98.55.

• Rinded Swiss Style Cheese

Best of Class: Hans Spirig, Käserei Gaster-Linth AG, Schänis, Switzerland, *15/11/2015*, 99.60.

Second: Erwin Schmid, Käserei Schmid AG, Buttisholz, Switzerland, *Emmentaler AOP*, 99.40.

Third: Bernhard Näf, Gourmino Switzerland, Guntershausen, Switzerland, *Emmentaler AOP, Gourmino Affinage & Selection*, 99.35.

• Rindless Swiss Style Cheese

Best of Class: Team Guggisberg, Guggisberg Cheese, Millersburg, Ohio, *200-pound Swiss Block*, 99.55.

Second: Team Finlandia, Guggisberg Cheese, Millersburg, Ohio, *Nutty Swiss*, 99.25.

Third: Pearl Valley Cheese, Fresno, Ohio, *Swiss Cheese*, 99.00.

• Mozzarella

Best of Class: Mozzarella Department, Lactalis American Group, Buffalo, New York, *whole-milk low-moisture bulk*, 99.60.

Second: Nampa Mozzarella Team, Lactalis American Group, Nampa, Idaho, *Galbani whole-milk low-moisture Mozzarella*, 99.55.

Third: Roger Krohn, Agropur, Luxemburg, Wisconsin, *low-moisture Mozzarella*, 99.50.

• Mozzarella, Part Skim

Best of Class: Roger L. Krohn, Agropur, Luxemburg, Wisconsin, 99.40.

Second: Pat Doell, Agropur, Luxemburg, Wisconsin, 99.35.

Third: Ben Miller, Foremost Farms, Richland Center, Wisconsin, 99.10.

• Provolone, Mild

Best of Class: Foremost Farms USA, Chilton, Wisconsin, *Provolone*, 98.30.

Second: Angel's Team, Dairy Farmers of America, Turlock, California, *Mild Provolone*, 98.15.

Third: Team Clayton, Foremost Farms USA, Clayton, Wisconsin, *Mild Provolone*, 98.05.

• Provolone, Aged

Best of Class: Team 2, Empire Cheese Inc., Cuba, New York, 98.25.

Second: Edgar's Team, Dairy Farmers of America, Turlock, California, 97.95.

Third: Team 3, Empire Cheese Inc., Cuba, New York, 97.70.

• Smoked Provolone



Photo by Chelsey Dequaine/Cheese Market News

2016 CHAMPIONS — Roth Grand Cru Surchoix (center) from Emmi Roth USA received the 2016 World Championship Cheese title. First runner-up was Urnäser Hornkuhkäse (left) from Urnäser Milchspezialitäten of Switzerland, and second runner-up was North-Holland BOB Special Old Extra Gouda (right) from Friesland Campina Export of the Netherlands.

Best of Class: Team 3, Empire Cheese Inc., Cuba, New York, 99.50.

Second: Team 1, Empire Cheese Inc., Cuba, New York, 99.25.

Third: Team 2, Empire Cheese Inc., Cuba, New York, 99.20.

• Ricotta

Best of Class: Tomas Robles, BelGio-

ioso Cheese Inc., Green Bay, Wisconsin, *BelGioioso Ricotta con Latte Whole Milk*, 99.60.

Second: Joe Taranto, Montena Taranto Foods, Ridgefield, New Jersey, *Traditional*, 99.55.

Third: Liam Callahan, Bellwether

Turn to RICOTTA, page 8 ⇨

NOTICE

Certification Preventive Controls Qualifield Individual Workshop



May 10 -12, 2016 ~ Madison, WI

In order to comply with the Preventive Controls for Human Food regulation of the Food Safety Modernization Act (FSMA), food companies must train a Preventive Controls Qualified Individual (PCQI) to develop a food safety plan for its manufacturing facilities.

The American Dairy Products Institute will hold a two and a half day course developed by the Food Safety Preventive Controls Alliance (FSPCA) so that companies can meet the requirements for a PCQI and achieve compliance. The course will use the standardized curriculum that is recognized by FDA.

Successful completion will result in the attendee achieving "Preventive Controls Qualified Individual Certification."

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NEWS/BUSINESS



RICOTTA

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Farms, Petaluma, California, *Whole Milk Jersey Basket Ricotta*, 99.35.

- **Parmesan**

Best of Class: Lake Country Dairy Team, Arthur Schuman Inc., Fairfield, New Jersey, *Cello Riserva Artisan Reserve Parmesan Wheel*, 99.35.

Second: Steve Bierhals, BelGioioso Cheese Inc., Green Bay, Wisconsin, *BelGioioso American Grana*, 99.10.

Third: Eau Galle Cheese Factory Inc., Durand, Wisconsin, *Aged Parmesan*, 98.60.

- **Fresh Asiago**

Best of Class: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Asiago Southwest*, 99.80.

Second: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Asiago Southwest*, 99.45.

Third: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Asiago Southwest*, 98.40.

- **Aged Asiago (over 6 months)**

Best of Class: Lake Country Dairy Team, Arthur Schuman Inc., Fairfield, New Jersey, *Lake Country Dairy Organic Asiago Wheel*, 99.15.

Second: Lake Country Dairy Team, Arthur Schuman Inc., Fairfield, New Jersey, *Cello Riserva Hand Crafted Asiago Wheel*, 99.00.

Third: Eau Galle Cheese Factory Inc., Durand, Wisconsin, *Aged Asiago*, 97.80.

- **Feta**

Best of Class: Terry Lensmire, Agropur, Weyauwega, Wisconsin, 99.10.

Second: Micah Klug, Agropur, Weyauwega, Wisconsin, 98.90.

Third: David Schmidt, Agropur, Weyauwega, Wisconsin, 98.85.

- **Feta, Flavored**

Best of Class: Terry Lensmire, Agro-

pur, Weyauwega, Wisconsin, *Feta cheese with Peppercorn*, 99.40.

Second: Micah Klug, Agropur, Weyauwega, Wisconsin, *Feta cheese with Peppercorn*, 99.25.

Third: Micah Klug, Agropur, Weyauwega, Wisconsin, *Feta cheese with Basil & Tomato*, 99.15.

- **Havarti**

Best of Class: Ed Giamarino, Arla Foods, Kaukauna, Wisconsin, *9-pound Havarti Loaf*, 99.60.

Second: Tom Schmidt, Arla Foods, Kaukauna, Wisconsin, *9.5-pound Havarti Loaf*, 99.30.

Third: Dennis Schneider, Arla Foods, Kaukauna, Wisconsin, *9-pound Havarti Loaf*, 99.10.

- **Havarti, Flavored**

Best of Class: Dave Buholzer, Klondike Cheese Co., Monroe, Wisconsin, *Dill Havarti*, 99.35.

Second: Dennis Schneider, Arla Foods, Kaukauna, Wisconsin, *9-pound Havarti with Caraway*, 99.30.

Third: Team Edelweiss, Edelweiss Creamery, Monticello, Wisconsin, *Dill Havarti*, 99.25.

- **Gorgonzola**

Best of Class: Imperia Foods, Montfort, Wisconsin, Team 3; Arthur Schuman Inc., Fairfield, New Jersey; *Montforte Gorgonzola Wheel*, 97.40.

Second: Per Olesen, Bornholms Andelmejeri, Klemensker, Denmark, *Bornzola 60+ Batch 5003*, 97.10.

Third: Team Seymour, Great Lakes Cheese, Seymour, Wisconsin, *Gorgonzola*, 96.80.

- **Gruyere**

Best of Class: Jäggi Jean-Daniel, Fromagerie de Grandcour, Grandcour, Switzerland, *Gruyère AOP Switzerland: 50% de MG/ES*, 99.55.

Second: Pasquier Frédéric Echarlens, Mifroma, Ursy, Switzerland, *Gruyère AOP Mifroma Cavern*, 99.45.

Third: Urs Leuenberger, Gourmino Switzerland, Hinterfultigen, Switzerland, *Le Gruyère AOP, Gourmino Affinage & Selection*, 99.40.

- **Appenzeller**

Best of Class: Marcel & Urs Gabriel, SO Appenzeller Käse GmbH, Appenzell, Switzerland, 99.40.

Second: Stefan Jud, SO Appenzeller Käse GmbH, Appenzell, Switzerland, 99.35.

Third: Josef Hardegger, SO Appenzeller Käse GmbH, Appenzell, Switzerland, 99.25.

- **Open Class: Alpine Cheeses**

Best of Class: Juerg Fluekiger, Sennerei Spluegen, Spluegen, Switzerland, *Urs*, 99.55.

Second: Othmar Pichler and Team, Obersteirische Molkerei eGen, Knittelfeld, Austria, *Sölkaler*, 99.00.

Third: Bergsenn AG, Ennetbürgen, Switzerland, *Mountain Cream, Grisons fine, mature cave-ripened*, 98.80.

- **String Cheese**

Best of Class: Cesar Luis, Cesar's Cheese, Random Lake, Wisconsin, *Hand Stretched String Cheese*, 99.65.

Second: Cesar and Heydi Luis, Cesar's Cheese, Random Lake, Wisconsin, *Cesar's String Cheese*, 98.50.

Third: Cesar Luis and Cesar Luis Jr., Cesar's Cheese, Random Lake, Wisconsin, *String Cheese batch 3*, 98.15.

- **String Cheese, Flavored**

Best of Class: Tim Entringer, Baker Cheese Factory Inc., St. Cloud, Wisconsin, *Jalapeno Peppers*, 99.50.

Second: Burnett Dairy Team, Burnett Dairy, Grantsburg, Wisconsin, *Hot Pepper String Cheese*, 99.15.

Third: Burnett Dairy Team, Burnett Dairy, Grantsburg, Wisconsin, *Smoked String Cheese*, 99.05.

- **Cottage Cheese**

Best of Class: West Seneca Culture Division, Upstate Niagara Cooperative,

West Seneca, New York, *4-percent Cottage Cheese with Pineapple*, 98.85.

Second: Cottage Cheese Dept., Crystal Creamery, Modesto, California, *4-percent Cottage Cheese*, 98.00.

Third: West Seneca Culture Division, Upstate Niagara Cooperative, West Seneca, New York, *4-percent Cottage Cheese with Chive*, 97.20.

- **Fresh Mozzarella**

Best of Class: Jennifer Garvey, BelGioioso Cheese Inc., Green Bay, Wisconsin, *BelGioioso Burrata - 4-ounce Ball*, 99.70

Second: Team Quality, Quality Cheese Inc., Vaughan, Ontario, *Fresh Mozzarella Log*, 99.65.

Third: Team Aguas, Caputo Cheese, Melrose Park, Illinois, *Burrata*, 99.60.

- **Blue-Veined, Exterior Molding**

Best of Class: Reinhard Rosenauer, Berglandmilch eGen, Wels, Austria, *Schärddinger Dolce Bianca; Fat content: 65% FDM, 37g/100g cheese*, 99.20.

Second: NZ Team, Whitestone Cheese Co., Oamaru, New Zealand, *Vintage Windsor Blue*, 98.75.

Third: Reinhard Rosenauer, Berglandmilch eGen, Wels, Austria, *Schärddinger Österkron höhlengereift; Fat content: 55% FDM, 33g / 100g cheese*, 98.70.

- **Blue-Veined**

Best of Class: Champignon North America, Käseerei Champignon, Lauben/Allgäu, Germany, *Grand Noir*, 98.95.

Second: Kuba Hemmerling & TeamPoint Reyes Farmstead Cheese Co., Point Reyes, California, *Point Reyes Original Blue*, 98.90.

Third: Leif Skov Jensen, Bornholms Andelmejeri, Klemensker, Denmark, *Danablu 60+*, 98.85.

- **Brick, Muenster**

Best of Class: Chad Duhai, Zimmerman Cheese, South Wayne, Wisconsin, *Brick*, 99.40.

Second: Valley View Cheese Team, Valley View Cheese Co-op, South Wayne, Wis., *Muenster*, 99.35.

Third: Steve Stettler, Decatur Dairy Inc., Brodhead, Wis., *Brick*, 99.30.

- **Edam**

Best of Class: Team Marum, FrieslandCampina Export, Wolvega, Netherlands, *Edam Noord/Wester*, 99.20.

Second: Team Marum, FrieslandCampina Export, Wolvega, Netherlands, *Frico Edam matured*, 99.10.

Third: Ryan Onkels, Arla Foods, Kaukauna, Wisconsin, *5-pound Edam Loaf*, 98.90.

- **Gouda, Mild**

Best of Class: Team Steenderen, FrieslandCampina Export, Wolvega, Netherlands, *Holland Gouda*, 99.40.

Second: Gary Grossen, UW Madison Babcock Dairy, Madison, Wisconsin, *Gouda, Mild*, 99.20.

Third: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, *Marieke Gouda Belegen*, 99.15.

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NEWS/BUSINESS



GOUDA

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• Gouda, Aged

Best of Class: Team Lutjewinkel North-Holland Gold, FrieslandCampina Export, Wolvega, Netherlands, *North-Holland BOB special old "extra,"* 99.40.

Second: Old Amsterdam, Westland Kaasexport BV, Huizen, Netherlands, *Old Amsterdam - Full Fat,* 99.25.

Third: Team Steenderen, FrieslandCampina Export, Wolvega, Netherlands, *Gouda Old,* 99.15.

• Gouda, Flavored

Best of Class: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, *Marieke Gouda Caraway,* 99.25.

Second: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, *Marieke Gouda Truffle,* 99.05.

Third: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, *Marieke Gouda Burning Melange,* 99.00.

• Smoked Gouda

Best of Class: Scott Ness, Old Europe Cheese Inc., Benton Harbor, Michigan, *Natural Smoked Gouda,* 99.60.

Second: Marieke Gouda Team, Marieke Gouda, Thorp, Wisconsin, *Marieke Gouda Smokes,* 99.55.

Third: Eric Steltenpohl, Saxon Cheese LLC, Cleveland, Wisconsin, *Smoked Big Eds Gouda with BBQ Rub,* 99.50.

• Brie

Best of Class: Jasper Hill Farm, Cellars at Jasper Hill, Greensboro, Vermont, *Moses Sleeper,* 99.40.

Second: Team Troldhede, Arla Foods, Videbak, Denmark, *Gyldenrod,* 99.15.

Third: Paul Sutter, Natural Pastures Cheese Co., Courtenay, British Columbia, *Comox Brie,* 98.90.

• Camembert

Best of Class: Claus Katzenberger, Kaeserei Altenburger Land GmbH Co. KG, Lumpzig OT Hartha, Germany, *Camembert, 60-percent fat in dry matter,* 99.75.

Second: Israel Gil, Old Europe Cheese Inc., Benton Harbor, Michigan, *Camembert Traditionnel,* 99.70.

Third: Paul Sutter, Natural Pastures Cheese Co., Courtenay, British Columbia, *Comox Camembert,* 99.60.

• Open Class: Soft Ripened Cheeses

Best of Class: Concept Fresh Vertriebs GmbH, Pucking, Austria, *Bio Selection PUR,* 98.80.

Second: Food Venture Center, Cellars at Jasper Hill, Greensboro, Vermont, *Harbison,* 98.50.

Third: Team Marin French, Marin French Cheese, Petaluma, California, *Petite Supreme,* 98.30.

• Open Class: Flavored Soft Ripened Cheeses

Best of Class: Team Marin French, Marin French Cheese, Petaluma, California, *Triple Creme Brie with Black Truffles,* 99.70.

Second: Concept Fresh Vertriebs GmbH, Pucking, Austria, *Bio Selection WEIN,* 99.65.

Third: Murray's Cheese & Four Fat Fowl, Murray's Cheese, Long Island City,

New York, *The Other Stephen, bloomy rinded cow cheese w/stout flavor,* 99.60.

• Fresh Hispanic Cheeses (Quesos Frescos)

Best of Class: Team WW Dairy, WW Dairy, Monroe, Wisconsin, *Queso Fresco,* 99.55.

Second: Marquez Brothers International, Hanford, California, *Queso Casero,* 99.50.

Third: Team Supremo, V&V Supremo Foods, Chicago, *Queso Fresco,* 99.45.

• Hispanic Melting Cheeses (Quesos para Fundir)

Best of Class: Tom Dahmen, Chula Vista Cheese for V&V Supremo Foods, Browntown, Wisconsin, *Queso Oaxaca Ball,* 99.85.

Second: Team Nuestro Queso,

Nuestro Queso LLC, Kent, Illinois, *Queso Oaxaca Ball,* 99.80.

Third: Team Toscana, Toscana Cheese Co., Secaucus, New Jersey, *Oaxaca Cheese,* 99.70.

• Hard Hispanic Cheeses

Best of Class: Gerardo Navarro, Quesos Navarro, Tepatitlan, Mexico, *Cotija,* 99.85.

Second: Team Supremo, V&V Supremo Foods, Chicago, *Cotija Wheel,* 99.80.

Third: Team Supremo, V&V Supremo Foods, Chicago, *Cotija Wheel,* 99.75.

• Smear Ripened Soft Cheeses

Best of Class: Jasper Hill Farm, Cellars at Jasper Hill, Greensboro, Vermont, *Winnimere,* 99.15.

Second: Concept Fresh Vertriebs GmbH, Pucking, Austria, *Bio Selection*

ROT, 98.85.

Third: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria, *Arzberger Argentum,* 98.70.

• Smear Ripened Semi-soft (Semi-hard) Cheeses

Best of Class: Johannes Schefer, Urnäsch Milchspecialitäten AG, Urnäsch, Switzerland, *Urnäscher Hornkuhkäse,* 99.40

Second: Hans Kurmann, Alois Koch AG, Gonten, Switzerland, *24 Wochen - Höhlengereift,* 99.35.

Third: Käseerei Gabriel, Oberbüren, Switzerland, *Stärnächäs extra spicy: maturation of 8 months, made with swiss silage-free cow milk, min. 50% FDM,* 99.25.

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SMEAR

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• Smear Ripened Hard Cheeses

Best of Class: Team Emmi Roth USA, Emmi Roth USA, Fitchburg, Wisconsin, *Roth Grand Cru Surchoix*, 99.80.

Second: Team Emmi Roth USA, Emmi Roth USA, Fitchburg, Wisconsin, *Roth's Private Reserve*, 99.70.

Third: Andy Hatch, Uplands Cheese, Dodgeville, Wisconsin, *Pleasant Ridge Reserve*, 99.65.

• Pepper Flavored Monterey Jack, Mild Heat

Best of Class: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Pepper Jack*, 99.50.

Second: Maple Leaf Cheesemaking Team, Maple Leaf Cheesemakers Inc., Monroe, Wisconsin, *Pepper Jack*, 99.45.

Third: Steve Tollers, Lynn Dairy Inc., Granton, Wisconsin, *Pepper Jack*, 99.30.

• Pepper Flavored Monterey Jack, Medium Heat

Best of Class: Joseph Farms Cheese, Joseph Gallo Farms, Atwater, California, *Pepper Jack Cheese - Monterey Jack w/jalapeno peppers*, 99.40.

Second: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Pepper*

Jack, 99.35.

Third: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Pepper Jack*, 99.25.

• Pepper Flavored Monterey Jack, High Heat

Best of Class: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Habanero Jack*, 99.65.

Second: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Habanero Jack*, 99.50.

Third: Tillamook County Creamery, Tillamook, Oregon, *Stirred Curd Red and Green Jalapeno Pepper Jack*, 99.45.

• Open Class: Pepper Flavored Cheeses, Mild Heat

Best of Class: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Southwest Reserve*, 99.70.

Second: John (Randy) Pitman, Mill Creek Cheese, Arena, Wisconsin, *Pepper Quesadilla*, 99.65.

Third: WCG 12th and 3rd St., Wisconsin Cheese Group, Monroe, Wisconsin, *Fresco with Jalapeno*, 99.60.

• Open Class: Pepper Flavored Cheeses, Medium Heat

Best of Class: Kurt Keusen, Gourmino Switzerland, Hinterfultigen, Switzerland, *Swiss Chili*, 99.55.

Second: Bruce Workman, Fair Oaks

Farms, Fair Oaks, Indiana, *Pepper Havarti*, 99.45.

Third: Team Emmi Roth USA, Emmi Roth USA, Fitchburg, Wisconsin, *Roth 3 Chile Pepper Gouda*, 99.40.

• Open Class: Pepper Flavored Cheeses, High Heat

Best of Class: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Habanero Cheddar*, 99.00.

Second: Zahirovic Samir, Glanbia Twin Falls, Twin Falls, Idaho, *Ghost Pepper Cheddar*, 98.90.

Third: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Habanero Cheddar*, 98.45.

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

Best of Class: Decatur Team, Decatur Dairy Inc., Brodhead, Wisconsin, *Smoked Mediterranean Herb Havarti*, 99.55.

Second: Blue Team, Rogue Creamery, Central Point, Oregon, *Smokey Blue*, 99.40.

Third: Steve Stettler, Decatur Dairy Inc., Brodhead, Wisconsin, *Smoked Pepper Havarti*, 99.35.

• Open Class: Smoked Hard Cheeses

Best of Class: Tillamook County Creamery, Tillamook, Oregon, *Smoked Yellow Cheddar*, 99.35.

Second: Fernando Chavez-Sandoval, Gold Creek Farms, Woodland, Utah, *Smoked Romano*, 99.20.

Third: Tillamook County Creamery, Tillamook, Oregon, *Smoked Yellow Cheddar*, 99.15.

• Open Class: Soft Cheeses

Best of Class: Team Toscana, Toscana Cheese Co., Secaucus, New Jersey, *Fresh Burrata*, 99.65.

Second: Nampa Mascarpone Team, Lactalis American Group, Nampa, Idaho, *Galbani Mascarpone*, 99.50.

Third: Narragansett Creamery, Providence Specialty Products, Providence, Rhode Island, *Crescendo Stracchino di Crescenza*, 99.15.

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

Best of Class: Aschwanden, Bergkäserei Aschwanden, Seelisberg, Switzerland, *Bergausch*, 99.50.

Second: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria, *Teichalmer*, 99.45.

Third: Reinhard Rosenauer, Berglandmilch eGen, Wels, Austria, *Schärldinger Moosbacher; Fat Content: 45% F.D.M.; 27g/100g cheese; Moisture content: 41%*, 99.40.

• Open Class: Hard Cheeses

Best of Class: Andy Hatch, Uplands Cheese, Dodgeville, Wisconsin, *Extra-Aged Pleasant Ridge Reserve*, 99.30.

Second: Moestl Franz & Team, Almenland Stollenkaese GmbH, Passail, Austria, *Bergkaese mit Rotwein*, 99.25.

Third: Käserei Gabriel, Oberbüren, Switzerland, *Galluskäse: maturation of at least 10 months, made with Swiss silage-free cow milk, min. 45% FDM*, 99.15.

• Open Class: Flavored Soft Cheeses

Best of Class: Losurdo Foods Fresh Mozzarella Crew, Losurdo Foods Inc.,

Heuvelton, New York, *Fresh Mozzarella w/Fresh Basil, Sundried Tomato*, 99.25.

Second: Travis Gritt, BelGioioso Cheese Inc., Green Bay, Wisconsin, *BelGioioso Burrata with Black Truffles*, 98.80.

Third: Louis Vazquez, BelGioioso Cheese Inc., Green Bay, Wisconsin, *Zesty Marinated Hand Braided Fresh Mozzarella*, 98.75.

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

Best of Class: Migros Zürich, Käsehandel Sprecher, Gossau, Switzerland, *Vollfett aus therm. Milch, Höhe 8cm, Reifung ca 4-5Mt., runde Form, Halbhartkäse, 4,8kg*, 99.55.

Second: Johannes Schefer, Urnäster Milchspezialitäten AG, Urnäsch, Switzerland, *Urnäscher Holzfasskäse*, 99.15.

Third: Lake Country Dairy Team, Arthur Schuman Inc., Fairfield, New Jersey, *Habanero and Lime Rubbed Fontal Cheese*, 99.10.

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

Best of Class: Don LeMesurier, Glanbia Foods, Twin Falls, Idaho, *Walnut Monterey Jack*, 99.30.

Second: Team SWC, Southwest Cheese LLC, Clovis, New Mexico, *Cranberry Mango Monterey Jack*, 99.25.

Third: Mike Matucheski, Sartori Co., Antigo, Wisconsin, *Reserve Espresso BellaVitano*, 99.10.

• Open Class: Flavored Hard Cheeses

Best of Class: Juerg Fluekiger, Sennerei Spluegen, Spluegen, Switzerland, *Spluegen Indien*, 99.70.

Second: Mike Matucheski, Sartori Co., Antigo, Wisconsin, *Reserve Chipotle BellaVitano*, 99.55.

Third: Mike Matucheski, Sartori Co., Antigo, Wisconsin, *Reserve Rosemary & Olive Oil Asiago*, 99.45.

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

Best of Class: Team Steenderen, FrieslandCampina Export, Wolvega, Netherlands, *Milner Mild*, 99.40.

Second: AlAwad Adieb, Glanbia Twin Falls, Twin Falls, Idaho, *Reduced Fat Monterey Jack*, 98.95.

Third: Team Steenderen, FrieslandCampina Export, Wolvega, Netherlands, *Milner Cumin*, 98.85.

• Reduced Fat Hard Cheeses

Best of Class: Beemster Reduced Fat, Beemster Cheese, Westbeemster, Netherlands, *Paradiso Silver*, 99.25.

Second: Team Steenderen, FrieslandCampina Export, Wolvega, Netherlands, *Milner Aged*, 99.20.

Third: Beemster Reduced Fat, Beemster Cheese, Westbeemster, Netherlands, *Beemster Lite*, 99.05.

• Lowfat Cheeses

Best of Class: Team Lake Norden, Lake Norden Cheese Co., Lake Norden, South Dakota, *Lite Mozzarella*, 99.20.

Second: Ricotta Department, Lactalis American Group, Buffalo, New York, *Low Fat Whey Based Ricotta*, 99.00.

Third: Ricotta Department, Lactalis

Turn to LOWFAT, page 11 ⇨

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LOWFAT

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American Group, Buffalo, New York, *Fat Free Whey Based Ricotta*, 98.90.

• **Reduced Sodium Cheeses**

Best of Class: Team Lutjewinkel North-Holland Gold, FrieslandCampina Export, Wolvega, Netherlands, *North-Holland BOB low salt*, 99.55.

Second: Night Shift 2, Glanbia Foods, Twin Falls, Idaho, *Reduced Sodium Cheddar*, 99.45.

Third: Team Lake Norden, Lake Norden Cheese Co., Lake Norden, South Dakota, *Reduced Sodium Provolone*, 99.40.

• **Cold Pack Cheese, Cheese Food**

Best of Class: Team Pine River, Pine River Pre-Pack, Newton, Wisconsin, *Swiss and Almond Cold Pack Cheese Food*, 99.35.

Second: Team Pine River, Pine River Pre-Pack, Newton, Wisconsin, *Aged Asiago Cold Pack Cheese Food*, 99.25.

Third: Team Pine River, Pine River Pre-Pack, Newton, Wisconsin, *Garlic and Herb Cold Pack Cheese Food*, 99.10.

• **Cold Pack Cheese Spread**

Best of Class: Carr Valley Cheese Makers, Carr Valley Cheese Co. Inc. LaValle, Wisconsin, *Swiss Almond Cold Pack Spread*, 99.35.

Second: Team Mercks Blue Diamond, Bel Brands USA, Little Chute, Wisconsin, *Mercks Horseradish Cold Pack Cheese Spread*, 99.30.

Third: Team Scott's of Wisconsin, Scott's of Wisconsin, Sun Prairie, Wisconsin, *Chunky Blue Cold Pack Cheese Spread*, 99.20.

• **Spreadable Natural Cheeses**

Best of Class: California Dairies, Inc. Visalia, California, *Real Cream Cheese*, 97.90.

Second: Team Luana, Swiss Valley Farms Cooperative, Luana, Iowa, *Cream Cheese*, 97.75.

Third: Alouette Marketing, Alouette Cheese USA, Mahwah, New Jersey, *Smithfield Neufchatel 8-ounce*, 97.65.

• **Spreadable Natural Cheeses, Flavored**

Best of Class: Alouette Marketing, Alouette Cheese USA, Mahwah, New Jersey, *Alouette Le Petite Fromage Parmesan Basil*, 99.70.

Second: KH Beaver Dam Plant, Kraft Heinz, Beaver Dam, Wisconsin, *Philadelphia Soft Cream Cheese Spread - Chive & Onion*, 99.60.

Third: ABC Team, Belje d.d., Darda, Croatia, *ABC Chive cream cheese*, 99.55.

• **Pasteurized Process Cheeses**

Best of Class: Process Slice Team, Associated Milk Producers Inc., Portage, Wisconsin, *American Swiss Pasteurized Process Cheese Slices*, 99.30.

Second: Team Slice, Land O'Lakes, Spencer, Wisconsin, *Swiss American Cheese*, 99.20.

Third: Team Slice, Land O'Lakes, Spencer, Wisconsin, *Sharp American Cheese - Slice*, 99.00.

• **Pasteurized Process Cheeses, Flavored**

Best of Class: Joe Wilson, Biery Cheese Co., Louisville, Ohio, *Pasteurized Process Bacon Cheddar*, 99.45.

Second: Dave Radley, Yancey's Fancy Inc., Corfu, New York, *Wasabi Cheddar*, 99.15.

Third: Williams Team No. 1, Williams Cheese Co., Linwood, Michigan, *Smoked Pepper Pasteurized Cheese*, 98.50.

• **Pasteurized Process Cheese Spread**

Best of Class: Tony Gessler, Lactalis American Group, Merrill, Wisconsin, *President Wee Brie Cheese Spread*, 99.25.

Second: Williams Team No. 1, Williams Cheese Co., Linwood, Michigan, *Buffalo Blue Cheese Spread*, 99.10.

Third: Team Old Amsterdam, Westland Kaasexport BV, Huizen, NH Netherlands, *Old Amsterdam Creme/Spreadable*, 99.05.

• **Soft Goat's Milk Cheeses**

Best of Class: Aged Cheese Team, Vermont Creamery, Websterville, Vermont, *Fresh Crottin*, 99.55.

Second: Concept Fresh Vertriebs GmbhH, Pucking, Austria, *Schlierbacher Ziegenfrischkäse Natur*, 99.35.

Third: Team Laura Chenel's, Laura Chenel's Chevre, Sonoma, California, *Chabis*, 99.25.

• **Flavored Soft Goat's Milk Cheeses**

Best of Class: Alicia Rogers, Montchevre-Betin Inc., Belmont, Wisconsin, *4-ounce Sundried Tomatoes & Basil Goat Cheese*, 99.45.

Second: Team Laura Chenel's, Laura Chenel's Chevre, Sonoma, California, *Pimento & Garlic Log*, 99.40.

Third: Team Idyll, Idyll Farms, Northport, Michigan, *Idyll Pastures with Garlic and Herbs - flavored fresh goat cheese*, 99.35.

• **Flavored Soft Goat's Milk Cheeses with Sweet Condiments**

Best of Class: Dennis Cardy, Montchevre-Betin Inc., Belmont, Wisconsin, *Rondin Honey*, 99.30.

Second: Percy Mendoza, Montchevre-Betin Inc., Belmont, Wisconsin, *10.5 Cranberry Cinnamon Goat Cheese*, 99.15.

Third: Team Laura Chenel's, Laura Chenel's Chevre, Sonoma, California, *Fresh Chevre with Orange Blossom Honey*, 99.10.

• **Surface (Mold) Ripened Goat's Milk Cheeses**

Best of Class: Team Idyll, Idyll Farms, Northport, Michigan, *Idyll Gris - soft ripened, ash dusted goat cheese*, 99.30.

Second: Team Idyll, Idyll Farms, Northport, Michigan, *Idyll Gris - soft ripened, ash dusted goat cheese*, 99.10.

Third: Los Cameros, Lácteos Martínez S.L., Haro, Spain, *Los Cameros Semi-Hard Goat's Cheese - P.D.O. Queso Camerano*, 99.05.

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

Best of Class: Wijngaard Kaas, Gourmet Foods International, Atlanta, Georgia, *Wijngaard Kaas Goat Gouda*, 99.50.

Second: Cris Bockhop, Montchevre-Betin Inc., Belmont, Wisconsin, *2-pound Crumble Plain*, 99.45.

Third: Reggie Jones, Central Coast Creamery, Paso Robles, California, *Goat Gouda - 4 months*, 99.40.

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

Best of Class: Carr Valley Cheesemakers, Carr Valley Cheese Co. Inc., LaValle, Wisconsin, *Sweet Vanilla Cardona*, 99.65.

Second: Cheeseland-Holland, Zegveld, Netherlands, *Honey Bee Goat Cheese*, 99.50.

Third: Maxorata, Grupo Ganaderos de Fuerteventura S.L., Puerto Del Rosario, Spain, *Maxorata semicurado pimenton*, 99.45.

• **Hard Goat's Milk Cheeses**

Best of Class: Reggie Jones, Central Coast Creamery, Paso Robles, California, *Goat Cheddar*, 99.40.

Second: Maxorata, Grupo Ganaderos de Fuerteventura S.L., Puerto Del Rosario, Spain, *Maxorata curado pimenton*, 99.25.

Third: Anne Doe, Boston Post Dairy LLC, Enosburg Falls, Vermont, *Tres Bonne-nutty, fruity, goat milk cheese, aged 3-5 months, gouda style with yellow paracoat finish*, 99.20.

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

Best of Class: Reggie Jones, Central Coast Creamery, Paso Robles, California, *Ewenique*, 99.55.

Second: Ibesa, Benavente, Spain, *DM Semicurado*, 99.50.

Third: Moestl Franz & Team, Almenland Stollenkaese Gmbh, Passail, Austria, *Arzberger Bellino*, 98.40.

• **Flavored Soft & Semi-soft Sheep's Milk Cheeses**

Best of Class: Brenda Jensen, Hidden Springs Creamery, Westby, Wisconsin,

Driftless - Honey/Lavender, 99.75.

Second: Quesos La Vasco Navarra S.A., Olazagutia, Spain, *Queso de Oveja Ahumando V de Navarra*, 99.60.

Third: Brenda Jensen, Hidden Springs Creamery, Westby, Wisconsin, *Driftless - Cranberry Cinnamon*, 99.55.

• **Surface (Mold) Ripened Sheep's Milk Cheeses**

Best of Class: Moestl Franz & Team, Almenland Stollenkaese Gmbh, Passail, Austria, *Arzberger Aurum*, 99.65.

Second: Concept Fresh Vertriebs GmbhH, Pucking, Austria, *Bio Selection Schaf PUR*, 99.60.

Third: Moestl Franz & Team, Almenland Stollenkaese Gmbh, Passail, Austria, *Arzberger Knappenkaese*, 99.45.

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

Best of Class: Ibesa, Benavente, Spain, *Fundador Curado*, 99.50.

Second: GLC, Queserias Entrepinares for Great Lakes Cheese, Valladolid, Spain, *Queso pasteurizado de leche de oveja*, 99.45.

Third: Liam Callahan, Bellwether Farms, Petaluma, California, *San Andreas - aged sheep milk*, 99.35.

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

Best of Class: Quesos Artesanos

Turn to SHEEP, page 12 ⇨

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NEWS/BUSINESS



SHEEP

Continued from page 11

Pajarete, Lopicomo S.L., Villamartin, Spain, *Pajarete Gran Reserva*, 99.60.

Second: Cedar Grove Team, Cedar Grove Cheese, Plain, Wisconsin, *Donatello*, 99.45.

Third: Los Cameros, Lácteos Martínez S.L., Haro, Spain, "Los Cameros" *Aged Sheep's Cheese- 1 year*, 99.15.

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

Best of Class: Carr Valley Cheesemakers, Carr Valley Cheese Co. Inc., LaValle, Wisconsin, *Canaria*, 99.50.

Second: Ilbesa, Benavente, Spain, *Esquila Mezcla Curado*, 99.35.

Third: GLC, Queserias Entrepinares for Great Lakes Cheese, Valladolid, Spain, *Queso ibérico de mezcla de leche de vaca, cabra y oveja*, 99.25.

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

Best of Class: Lorraine Lambiase, Lumazu LLC dba Nettle Meadow, Warrensburg, New York, *Apple Cider Syrup Fromage Frais*, 99.40.

Second: Alexis's Team, La Maison Alexis de Portneuf Inc., St. Laurent, Quebec, *Snow Goat Fig & Oranges*, 98.90.

Third: Maxorata, Grupo Ganaderos de Fuerteventura S.L., Puerto Del Rosario, Spain, *Selectum semicurado pimentón*, 99.60.

• **Surface (Mold) Ripened Mixed Milk Cheeses**

Best of Class: Sheila Flanagan, Lumazu LLC dba Nettle Meadow, Warrensburg, New York, *Kunik*, 99.45.

Second: Claus Katzenberger, Kae-

serei Altenburger Land GmbH Co. KG, Lumpzig, Germany, *Altenburger Ziegenkaese, soft cheese made of 85-percent cow milk and 15-percent goat milk*, 99.35.

Third: Sandra Proulx, Happy Days Dairies Ltd., Salmon Arm, British Columbia, *Double Decker; Cow on Top Goat on the Bottom*, 99.20.

• **Hard Mixed Milk Cheeses**

Best of Class: Quesos Artesanos Pajarete, Lopicomo S.L., Villamartin, Spain, *Pajarete Curado de Cabray Oveja*, 99.75.

Second: Brenda Jensen, Hidden Springs Creamery, Westby, Wis., *Meadow Melody Grande Reserve*, 99.70

Third: Miguel Angel García Baquero, Lacteas García Baquero S.A., Alcazar de San Juan, Spain, *Reserva Blending Hard Cheese*, 99.55.

• **Salted Butter**

Best of Class: California Dairies Inc., Visalia, California, 99.40.

Second: Team 2, O-AT-KA Milk Products Co-op Inc., Batavia, New York, 99.00.

Third: Reedsburg 3rd Shift, Foremost Farms USA, Reedsburg, Wisconsin, 98.95.

• **Unsalted Butter**

Best of Class: California Dairies Inc., Visalia, California, *unsalted butter*, 99.90.

Second: West Point Dairy Products, West Point, Nebraska, *European-Style unsalted butter*, 99.85.

Third: Team Holstebro Butter, Arla Foods a.m.b.a., Skanderborg, Denmark, *unsalted butter Lurpak*, 99.80.

• **Flavored Butter**

Best of Class: Pine River Dairy, Manitowoc, Wisconsin, *Cinnamon & Honey Butter*, 99.40.

Second: Epicurean Butter, Federal Heights, Colorado, *Sea Salt & Cracked Black Pepper Butter*, 98.95.

Third: Bekkum Family, Nordic Creamery, Westby, Wisconsin, *Unsalted Cultured Butter*, 98.85.

• **Yogurt, Cow's Milk**

Best of Class: Ron Paris, Sugar River Dairy, Albany, Wisconsin, *Whole Milk Plain Yogurt*, 99.85.

Second: West Seneca Culture Division, Upstate Niagara Cooperative, West Seneca, New York, *Whole Milk Cupset Plain*, 99.60.

Third: Karoun Dairies Inc., San Fernando, California, *Karoun Whole Milk Yogurt*, 99.55.

• **Flavored Yogurt, Cow's Milk**

Best of Class: Marquez Brothers International, Hanford, California, *Yogurt Mango*, 99.70.

Second: Marquez Brothers International, Hanford, California, *Yogurt Guava*, 99.65.

Third: Richland Center-West, Schreiber Foods, Richland Center, Wisconsin, *Aussie-style Blueberry Yogurt*, 99.45.

• **Lowfat Yogurt, Cow's Milk**

Best of Class: West Seneca Culture Division, Upstate Niagara Cooperative, West Seneca, New York, *Lowfat Cupset Plain*, 99.75.

Second: Karoun Dairies Inc., San Fernando, California, *Karoun Lowfat Yogurt*, 99.55.

Third: Karoun Dairies Inc., San Fernando, California, *Gopi Indian Style Lowfat Yogurt*, 99.40.

• **Flavored Lowfat Yogurt, Cow's Milk**

Best of Class: West Seneca Culture Division, Upstate Niagara Cooperative, West Seneca, New York, *Lowfat Blended Yogurt - Orange Cream*, 99.05.

Second: Ludwig Dairy, Inc., Dixon, Illinois, *Yogurt 5 Grain Twist - Strawberry & Grains*, 99.00.

Third: West Seneca Culture Division, Upstate Niagara Cooperative, West Seneca, New York, *Lowfat Blended Yogurt - Coffee*, 98.90.

• **High Protein Yogurt, Cow's Milk**

Best of Class: Cultured Products Team, Cabot Creamery Cooperative, Cabot, Vermont, *Vermont Greek Yogurt 10-percent*, 99.55.

Second: Tillamook County Creamery, Tillamook, Oregon, *0-percent Plain Farmstyle Greek Yogurt*, 99.25.

Third: West Seneca Culture Division, Upstate Niagara Cooperative, West Seneca, New York, *Nonfat Greek Plain*, 99.15.

• **Flavored High Protein Yogurt, Cow's Milk**

Best of Class: Richland Center-West, Schreiber Foods, Richland Center, Wisconsin, *Greek Nonfat Black Cherry*, 99.70.

Second: West Seneca Culture Division, Upstate Niagara Cooperative, West Seneca, New York, *Vanilla Greek Yogurt*, 99.65.

Third: Adam Buholzer, Klondike Cheese Co., Monroe, Wisconsin, *Odyssey Greek Yogurt Peach*, 99.60.

• **Yogurt, All Other Milks**

Best of Class: Paul Sutter, Natural Pastures Cheese Co. Ltd., Courtenay, British Columbia, *McClintock's Farm Water Buffalo Yogurt*, 98.80.

Second: George Roehrig and Team LaClare, LaClare Farms, Malone, Wisconsin, *LaClare Farms Goat Milk Yogurt - Blueberry*, 98.50.

Third: Ron Paris, Sugar River Dairy, Albany, Wisconsin, *Whole Sheep Milk Yogurt*, 98.40.

• **Drinkable Culture Products, All Flavors/All Milks**

Best of Class: Ludwig Dairy, Inc., Dixon, Illinois, *Kefir - Plain, reduced fat milk*, 99.80.

Second: Ben Gregersen, Sierra Nevada Cheese Co., Willows, California, *Graziers Grass-Fed Kefir Plain*, 99.55.

Third: Alex Quiles, Tropical Cheese Industries Inc., Perth Amboy, New Jersey, *Mango*, 99.45.

• **Open Class: Shredded Cheese, Flavored & Unflavored**

Best of Class: Team 4, Jerome Cheese Co., Jerome, Idaho, *Colored Cheddar/ Monterey Jack Shred Blend*, 99.05.

Second: Northside Team-Plymouth, Great Lakes Cheese, Plymouth, Wis., *16-ounce Parmesan Matchstick Package*, 99.00.

Third: Masters Gallery Foods Inc., Plymouth, Wisconsin, *Essential Everyday Shredded Colby Jack*, 98.95.

• **Open Class: Shredded Cheese Blends, Flavored & Unflavored**

Best of Class: Masters Gallery Foods Inc., Plymouth, Wisconsin, *Harris Teeter Shredded Mozzarella Provolone with Spice Blend*, 99.55.

Second: Jeff Mattes, Chula Vista Cheese Co./ V&V Supremo Foods, Browntown, Wisconsin, *Queso Quesadilla/Queso Oaxaca Blend*, 99.10.

Third: Team Appleton Shred, Foremost Farms USA, Appleton, Wisconsin, *Three cheese blend Mozzarella/Provolone/Cheddar*, 98.90.

• **Prepared Cheese Foods**

Best of Class: Paul Gretzinger, BelGioioso Cheese Inc., Green Bay, Wisconsin, *BelGioioso Fresh Mozzarella Prosciutto Basil Roll*, 99.60.

Second: Team Pasture Pride, Pasture Pride Cheese, Cashton, Wisconsin, *Juustoleipa Italiano*, 99.55.

Third: Carr Valley Cheese Co. Inc., LaValle, Wisconsin, *Bread Cheese*, 99.15.

• **Natural Snack Cheese**

Best of Class: Team Arthur Schuman, Arthur Schuman Inc., Fairfield, New Jersey, *Cello Whisps*, 99.75.

Second: Team Supremo, V&V Supremo Foods, Chicago, *Queso Fresco*, 99.55.

Third: Team Arthur Schuman, Arthur Schuman Inc., Fairfield, New Jersey, *Cello Whisps - Parmesan*, 99.35.

• **Cheese Based Spreads**

Best of Class: Williams Team No. 1, Williams Cheese Co., Linwood, Michigan, *Garden Vegetable Gourmet Spreadable Cheese*, 98.90.

Second: Owl's Nest Bluediamond, Bel Brands USA, Little Chute, Wisconsin, *Owl's Nest Horseradish Cheese Spread*, 98.40.

Third: Team Owl's Nest Diamond, Bel Brands USA, Little Chute, Wisconsin, *Owl's Nest Cheddary Cheese Spread*, 97.80. CMN



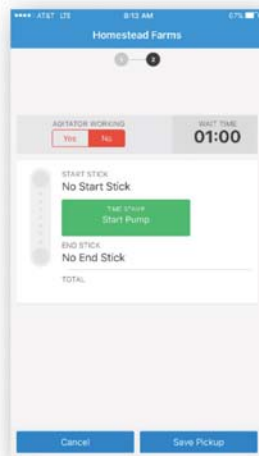
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CHEESE MARKET NEWS

● HELP WANTED 7

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The Wisconsin Milk Marketing Board is looking for a Manager of Dairy Company Communications.

The Opportunity: We are looking for a sales or marketing person with exceptional account management skills and experience in the dairy industry. Reporting to the VP of Dairy Company Communications and Technical Services, the successful candidate will develop business relationships with assigned dairy companies in accordance with WMMB marketing plan and program offerings. It is an excellent opportunity to belong to an innovative organization in a growing industry.

Our Requirements: Qualified candidates must have at least five years of account management experience, preferably in the dairy industry. Knowledge of the retail and foodservice industries, marketing and sales is preferred; and the ability to confidently speak in front of groups is essential. Analytical, organizational and computer skills are absolutely necessary. A Bachelor's Degree in Business or Marketing is preferred. Must be willing to travel extensively.

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NEWS/BUSINESS



FAPRI annual baseline examines cow numbers, dairy prices over the next several years

COLUMBIA, Mo. — The next 10 years could be difficult for farmers. That was the message of the Food and Agricultural Policy Research Institute (FAPRI) annual baseline report delivered to Congress on March 10.

“We are looking at several years of pretty tight financial situation for U.S. agriculture,” says Pat Westhoff, director of FAPRI at the University of Missouri. “Farm income is less than half of the 2013 peak, and we expect it to remain low for the next several years.”

The FAPRI baseline uses a model with different variables to project a range of market outcomes for 2017-2025. Westhoff says some of the resulting 500 outcomes are much higher or lower than the averages in the report.

Cattle, hog, chicken and milk prices have declined because of increased production and weak export demand, Westhoff notes. The strength of the

dollar is a factor in the drop in exports. While it's very difficult to predict any change in the value of the dollar, Westhoff doesn't expect the dollar to stay as strong as it was last year.

Modest increases in net farm income are projected in the baseline report, but when adjusting for inflation, 2025 net farm income will be about the same as it was in 2015.

For dairy specifically, the report notes that after increasing by nearly 200,000 cows between 2010 and 2015, the U.S. dairy herd has begun to decline. Lower profitability is projected for milk production in 2016. While margins are not expected to revisit the lows of 2009, financial pressure will lead to fewer cows for the next several years before cow numbers begin to pick up again in 2020. The baseline has cow numbers reaching 2015 levels again in 2024.

While this week's “World Agricul-

tural Supply and Demand Estimates” report from USDA mentions slower growth in milk per cow (see related article this issue), FAPRI says milk production per cow is projected to grow by 2.0 percent in 2016. This will cause more milk production growth in 2016 than last year, despite fewer cows.

Strong demand for butter in international and U.S. markets shielded butter prices from the sharp declines experienced by cheese and nonfat dry milk in 2015. Nonfat dry milk prices are projected to remain below \$1 per pound again in 2016, FAPRI says. The last time prices averaged this low for two consecutive years was 2004-2005, the FAPRI report notes.

Cheese prices lagged butter by more than \$1 per pound for two months in 2015. This gap is projected to narrow to near 30 cents in 2016 and 2017, FAPRI says.

U.S. butter prices remained much higher than in international markets for the second consecutive year in 2015, causing the U.S. to be a small net importer.

In 2015, cheese net exports fell by nearly 35 percent as U.S. prices held a small premium versus Oceania cheese prices. International markets for whole milk powder and nonfat dry milk remain

weak. Little improvement is expected for international demand strength until China resumes major purchases, the report notes.

FAPRI also looks at food prices for consumers. The Consumer Price Index (CPI) for dairy is expected to retreat this year as milk prices decline, FAPRI says.

With stocks of most food commodities at comfortable to burdensome levels, most food prices are projected to decline in real terms for the next few years. Food price growth is projected to approximate the general inflation rate in the long term, FAPRI says.

U.S. residents spent just 6.5 percent of total consumer expenditures on food at home in 2014. This compares to 9.3 percent in Canada, 13.5 in Japan, 20.5 in Argentina and 42.1 in the Philippines, the report says.

U.S. consumers continue to spend a larger portion of their food dollars on purchases consumed outside the home. Food at home spending declines in real terms from 2014-2017, according to the report.

For more information, FAPRI's U.S. Baseline Briefing Book is available at <http://www.fapri.missouri.edu/publication/2016-u-s-baseline-briefing-book/>. CMN

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USDA

Continued from page 1

pounds from last month's report.

The import forecast is increased on both a fat and skim-solids basis. Imports on a fat basis are forecast at 7.0 billion pounds, up 1.1 billion pounds from last month's forecast, while imports on a skim-solids basis are forecast at 6.4 billion pounds, up 200 million pounds from last month's forecast.

Continued strength of the U.S. dollar is expected to keep the United States as an attractive market for dairy products, USDA says. Expectations of a relatively wide spread between U.S. and international butter prices will support increased butterfat imports while cheese imports will likely benefit from

continued demand strength.

The butter price forecast is raised as demand remains firm. USDA upped its 2016 butter price forecast to \$2.010-\$2.100 per pound from its forecast of \$1.990-\$2.090 last month.

Meanwhile, USDA's cheese price forecast is lowered to \$1.505-\$1.565 and the nonfat dry milk (NDM) forecast is lowered to \$0.770-\$0.820. The dry whey forecast is unchanged at \$0.230-\$0.260.

The 2016 Class III price is forecast at \$13.60-\$14.20 per hundredweight, down from \$14.05-\$14.75 last month. The Class IV price forecast, at \$13.05-\$13.75, is unchanged at the midpoint as the higher butter price forecast offsets a lower NDM price.

The 2016 all-milk price forecast is lowered to \$14.95-\$15.55, down from \$15.30-\$16.00 in last month's report. CMN

CDFA

Continued from page 1

raised by alternative proposals, which must be received by the department's Dairy Marketing Branch no later than 4 p.m. March 28. CDFA strongly encourages all alternative proposals to be sent electronically via email to dairy@cdfa.ca.gov or faxed to 916-900-5341. Alternative proposals also may be mailed to Hearing Officer, c/o CDFA Dairy Marketing Branch, 1220 N Street, Sacramento, California 95814.

At the hearing, CDFA will receive testimony and evidence, both oral and documentary. Interested parties who wish to introduce testimony and/or exhibits should provide the hearing officer with six copies of such documents for the official record.

CDFA's entire hearing exhibit will be available for public inspection on April 4 at the Dairy Marketing Branch office, 2800 Gateway Oaks Drive, Sacramento, California, 95833.

For more information and updates, visit <https://www.cdfa.ca.gov/dairy/uploader/postings/hearings/>. CMN

NEWS/BUSINESS



National Milk Producers Federation votes to support TPP agreement, opposes TTIP

WASHINGTON — The National Milk Producers Federation (NMPF) voted this week to support the Trans-Pacific Partnership (TPP) agreement and is urging Congress to pass the agreement this year.

In addition to adopting a resolution of support for TPP, the NMPF board this week expressed its opposition to moving forward with the U.S.-European Union Transatlantic Trade and Investment Partnership (TTIP) in light of Europe's continued refusal to remove barriers to U.S. dairy exports.

"Taken in its entirety, the TPP agreement is positive for the U.S. dairy industry," says Jim Mulhern, president and CEO, NMPF. "Although it achieves less than we wanted in terms of throwing open new markets in Japan and Canada, I am particularly pleased that we did not concede to a huge surge in new imports."

Mulhern adds that the TPP agreement also contains important provisions designed "to knock down other trade barriers, such as food safety disputes, and to challenge the growing number of restrictions limiting trade of foods with commonly-used name such as 'parmesan.'"

Despite its endorsement, NMPF says in order to make sure that U.S. dairy farmers and exporters receive the full benefit of the package, U.S. government agencies must take concrete steps to ensure the diligent enforcement of the agreement's provisions with U.S. trading partners. The NMPF resolution also urged the United States to establish proper enforcement measures regarding access granted to the domestic market and monitor compliance with those measures after the TPP is implemented.

NMPF's board also formally registered its view that, given the lack of significant export inroads in the agreement, the TPP market access package should not be used as a template for future U.S. trade agreements.

NMPF's position reflects a detailed assessment of the entire package conducted by the staffs of both NMPF and

the U.S. Dairy Export Council (USDEC). NMPF's board weighed several factors in making its decision to support the TPP agreement, including:

- The net effect on the U.S. dairy industry of all TPP market access concessions is expected to be neutral to slightly positive, with the most notable U.S. export gains coming in Canada and Japan, along with somewhat smaller increases in new imports.

- There is the potential for the agreement to expand over time to include additional participants in Asia, particularly nations that currently—or soon—will have trade agreements with major dairy competitors. NMPF says it

is imperative that the United States remain a key player in the region as it works to expand future U.S. exports.

- The TPP contains new geographical indications (GI) provisions establishing a more equitable international model on registering GIs for food. The text does not directly block the EU from inappropriately restricting the use of common food names important to global trade, NMPF says, but it does significantly strengthen the ability for the United States to combat barriers when they arise, thereby helping preserve market access opportunities for U.S. companies.

At the same time it voted to support the TPP, the NMPF board went on record

to oppose any further advancement of the TTIP negotiations with the EU that does not include fully addressing U.S. dairy export concerns related to SPS, technical barriers to trade and common name issues.

Mulhern says at the present time, "the negotiations have not demonstrated concrete progress towards addressing food safety challenges and other non-tariff trade barriers. In addition, we remain extremely concerned" about the EU's efforts to claw back common food names for its members. The failure to resolve these issues in the TTIP, he says, "would exacerbate the existing U.S. dairy trade deficit



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National Milk Producers Federation approves changes in FARM program version 3.0

ARLINGTON, Va. — The National Milk Producers Federation (NMPF) board of directors this week approved changes to the National Dairy Farmers Assuring Responsible Management (FARM) Program to strengthen the effectiveness and credibility of its animal care standards.

According to NMPF, revisions to the FARM Program occur every three years and are based on input from farmers, veterinarians and others involved in the FARM Program's Technical Writing Group, NMPF's Animal Health and Wellbeing Committee and recommendations received through a public comment period.

The revision process began in May 2015, and the NMPF board's decision to approve the recommended revisions was the final step in the nearly 10-month process. The updates approved will be reflected in version 3.0 of the program when it is implemented Jan. 1, 2017.

"The core of the FARM Program is the concept of continuous improvement," says Jim Mulhern, president and CEO, NMPF. "Not only do dairy farmers in the program work hard to evolve and improve their practices over time, but we work hard to ensure the FARM Program guidelines reflect the more up-to-date scientific

research and advice from our technical experts."

NMPF says one outcome of the revisions is a greater emphasis on accountability among program participants. The advisory committees identified several FARM Program guidelines that they felt deserved heightened focus and attention. Criteria include a greater emphasis on employee training, having a documented veterinarian-client patient relationship, updated protocols on euthanasia and non-ambulatory cattle and the cessation of tail docking.

Though evaluations on the new version of the FARM Program won't

begin until January 2017, NMPF says new resources and training materials will be available to program participants beginning this April to help prepare for the changes. CMN

U.S. dairy export volumes up 10 percent in January

WASHINGTON — In January, U.S. exporters shipped 304.4 million pounds of milk powders, cheese, butterfat, whey and lactose overseas, up 10 percent from January 2015, but the lowest volume over the last year on a daily-average basis. According to the U.S. Dairy Export Council's latest export report and USDA data, total January U.S. dairy exports were valued at \$362.3 million, down 10 percent from a year ago and the lowest figure since January 2011, reflecting soft global dairy markets. *(The volumes released by USDA and USDEC are in metric tons; Cheese Market News has converted the data to pounds by multiplying by 2,204.6.)*

January U.S. cheese exports totaled 48.4 million pounds, down 8 percent from the prior year and the lowest since December 2012. Cheese exports to South Korea were down 57 percent and Japan down 16 percent, offsetting a 30-percent increase in shipments to Mexico, USDEC reports.

Nonfat dry milk/skim milk powder lead U.S. dairy export volume in January, with overseas sales of 94.6 million pounds reported by USDEC, up 23 percent from the prior year and the most ever for that month. Large sales gains were posted in Southeast Asia (up 58 percent), led by the Philippines, Indonesia and Vietnam. Sales to Mexico were up 6 percent from a year ago, though volume was lower than the last four months of 2015.

January U.S. exports of whey products totaled 73.2 million pounds, up 7 percent from the previous year. Shipments of whey protein concentrate (WPC) were up 20 percent in January, offsetting declines in whey protein isolate (down 20 percent) and dry sweet whey (down 1 percent). Total U.S. whey exports to China were down 8 percent in January despite a 39 percent jump in shipments of WPC, USDEC says.

January lactose exports were up 25 percent, while butterfat shipments were up only fractionally from last January, USDEC says. Exports of whole milk powder were down 58 percent and milk protein concentrate down 10 percent.

On a total milk solids basis, USDEC notes U.S. exports were equivalent to 12.5 percent of U.S. milk production in January, down from 14.0 percent in 2015. Imports were equivalent to 4.4 percent of production, the highest since February 2009. CMN

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