Taylor Cheese among those awarded Dairy 30x20 grants

By Emily King

WEYAUWEGA, Wis. — This week Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) Secretary Ben Brancel announced Taylor Cheese in Weyauwega, Wis., is receiving a Grow Wisconsin Dairy 30x20 Grant for dairy processors.

“We’re excited to receive this grant,” says Robert Ehrenberg, co-owner, Taylor Cheese. “We look forward to the bright future and partnership with DATCP. The DATCP and Wisconsin Gov. Scott Walker are assets to our dairy industry. This new program for processors like us will help stimulate growth for Taylor Cheese.”

The Grow Wisconsin Dairy 30x20 Processor Grant is intended to facilitate operational changes, improve profitability and foster innovation in the dairy industry. This grant can be customized to meet the needs of individual processors and can be used to hire consultants to address specific business needs such as product research or staff development.

The total amount available for the Grow Wisconsin Dairy 30x20 Processor Grant is $200,000. Recipients must match 20 percent of the total award, spent on activities as described in the grant application. Other recipients of Dairy 30x20 grants this week include:

- Marron Foods, Durand: $37,000.
- Dairyactive Technologies, Markesan: $50,000.
- Cedar Valley Cheese, Beloit: $37,500.
- Shullsburg Creamery, Shullsburg: $22,000.
- Specialty Cheese, Reeveville: $26,500.

“This new program will help dairy processors explore new technologies and resolve regulatory issues in order to ensure a demand for quality Wisconsin milk,” Brancel says. “Processors will be able to reach new markets and position themselves for long-term success.”

CHEESE MARKET NEWS®
The Weekly Newspaper Of The Nation's Cheese And Dairy/Deli Business

Volume 34                          June 27, 2014                      Number 23

Steadfast sandwich love in U.S. provides home for cheese

By Alyssa Mitchell

MADISON, Wis. — They come in various shapes and sizes, can be hot or cold, and the possibilities for toppings are virtually endless. One thing is for sure: Americans love their sandwiches, and many feature one key ingredient — cheese.

“Sandwiches are the No. 1 food that we eat in this country,” says Harry Balzer, chief industry analyst for the NPD Group, Chicago. “It was true 10 years ago, it’s true today, and it will probably be true 10 years from now.”

Balzer says portability and variety/customization are two of the top driving forces of sandwiches’ popularity.

“Sandwiches fit our lifestyle — they’re easy to put together, they’re portable, they can be a cheaper meal option but still have a meal’s worth of fresh ingredients,” he says. “They have a broad appeal and really can be made unique for every individual.”

Balzer also notes that in 2013, 43 percent of sandwiches made at home included cheese.

“The varieties of cheese on sandwiches has increased, and there has been a movement toward more natural products, he adds. Cheese also is a complement to many other sandwich ingredients such as different meats.

Norseland Inc., Darien, Conn., makers of Jarlsberg cheese, says it is seeing Jarlsberg more frequently on menus across the country, from grilled cheese sandwiches to pressed paninis to burgers and wraps.

Norseland offers Jarlsberg, Smoked Jarlsberg and Jarlsberg Lite, and the company also carries Snøfrisk, a Norwegian cream cheese blend that is 80 percent goat’s milk and 20 percent cow’s cream.

Combinations of soft, fresh and creamed cheese blends, like Snøfrisk, often are paired with cured and smoked fish on open-face Nordic-style sandwiches, says Deborah Seife, general manager of marketing, Norseland Inc.

“It’s also great for breakfast wraps,” she says.

Seife notes that smoked foods also continue to be popular with consumers, and Norseland recently introduced Jarlsberg Hickory Smoked in loaf form for delis.

“We feel Jarlsberg is the quintessential sandwich cheese,” she says. “It’s mild nuttiness and buttery mouth-feel make it a perfect cheese for practically any sandwich combination.”

Seife adds that Jarlsberg has “great meltability,” making it appealing for hot sandwich es, especially grilled cheese, “which continues to be the most popular ‘comfort food’ sandwich trend.”

Sliced cheese for sandwich es is a key segment of business at Sargento Foods Inc., Plymouth, Wis. The company offers several lines of sliced cheeses, including its regular and reduced fat sliced line, Ultra Thin line and Natural Blends line.

The Ultra Thin line in particular was created with the health-conscious consumer in mind, notes Erin Price, marketing director, Sargento Foods.

Each cheese slice contains 45 or fewer calories, and the line encompasses a range of flavors such as Sharp Cheddar, Provolone, Longhorn Colby, Baby Swiss and more.

“This line is really tapping into a big consumer trend right now,” Price says. “It’s a simple idea but gives people the taste of real, natural cheese but with fewer calories per slice.”

The Ultra Thin line recently was recognized by Nielsen with a Breakthrough Innovation Award. Out of more than 3,400 new consumer product introductions in the United States, Nielsen selected a list of 14 winners. The award is given based on three criteria: distinctiveness, relevance and endurance. The product must be a game-changer that can withstand the test of time.

“Sargento Ultra Thin Sliced Cheeses surpassed these standards by addressing an unmet consumer need with all the flavor of natural cheese in only 45 calories or fewer per slice,”

Cheese, butter stocks down significantly from prior year

WASHINGTON — Total natural cheese in U.S. cold storage amounted to 1.07 billion pounds at the end of May, up 3 percent from 1.04 billion pounds at the end of April but down 7 percent from the 1.15 billion pounds in cold storage at the end of May 2013, according to data recently released by USDA’s National Agricultural Statistics Service (NASS).

American cheese in cold storage totaled 656.8 million pounds May 31, 2014, up 1 percent from April’s 646.8 million pounds but down 8 percent from the 714.5 million pounds in cold storage May 31, 2013.

Swiss cheese in cold storage totaled 30.8 million pounds at the end of May, up 9 percent from April 2014’s 28.3 million pounds and 6 percent higher than the 29.1 million pounds in cold storage at the end of May 2013.

Cheese & Butter Contest winners

WEST ALLIS, Wis. — Top cheeses were selected among nearly 350 entries in 26 classes at the 2014 Wisconsin State Fair Dairy & Cheese & Butter Contest, which took place yesterday at the Wisconsin State Fair Park.

The 2014 Grand Master Cheesemaker will be named and the winning cheesemakers recognized Turn to RESULTS, page 14

Turn to STOCKS, page 16

Cheese, butter stocks down significantly from prior year

WASHINGTON — Total natural cheese in U.S. cold storage amounted to 1.07 billion pounds at the end of May, up 3 percent from 1.04 billion pounds at the end of April but down 7 percent from the 1.15 billion pounds in cold storage at the end of May 2013, according to data recently released by USDA’s National Agricultural Statistics Service (NASS).

American cheese in cold storage totaled 656.8 million pounds May 31, 2014, up 1 percent from April’s 646.8 million pounds but down 8 percent from the 714.5 million pounds in cold storage May 31, 2013.

Swiss cheese in cold storage totaled 30.8 million pounds at the end of May, up 9 percent from April 2014’s 28.3 million pounds and 6 percent higher than the 29.1 million pounds in cold stockage at the end of May 2013.

Cheese, butter stocks down significantly from prior year

WASHINGTON — Total natural cheese in U.S. cold storage amounted to 1.07 billion pounds at the end of May, up 3 percent from 1.04 billion pounds at the end of April but down 7 percent from the 1.15 billion pounds in cold storage at the end of May 2013, according to data recently released by USDA’s National Agricultural Statistics Service (NASS).

American cheese in cold storage totaled 656.8 million pounds May 31, 2014, up 1 percent from April’s 646.8 million pounds but down 8 percent from the 714.5 million pounds in cold storage May 31, 2013.

Swiss cheese in cold storage totaled 30.8 million pounds at the end of May, up 9 percent from April 2014’s 28.3 million pounds and 6 percent higher than the 29.1 million pounds in cold stockage at the end of May 2013.
MARKET INDICATORS

Chicago Mercantile Exchange
Cash prices for the week ended June 27, 2014

<table>
<thead>
<tr>
<th>Monday June 23</th>
<th>Tuesday June 24</th>
<th>Wednesday June 25</th>
<th>Thursday June 26</th>
<th>Friday June 27</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cheese Barrels</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Price</td>
<td>$2.0150</td>
<td>$2.0235</td>
<td>$2.0425</td>
<td>$2.0500</td>
</tr>
<tr>
<td>Change</td>
<td>+1/2</td>
<td>+1/3</td>
<td>+1</td>
<td>+2/3</td>
</tr>
<tr>
<td>Cheese 40-lb.</td>
<td>Price</td>
<td>$2.0100</td>
<td>$2.0250</td>
<td>$2.0250</td>
</tr>
<tr>
<td>Block Price</td>
<td>Change</td>
<td>+1</td>
<td>+1/2</td>
<td>+1/2</td>
</tr>
</tbody>
</table>
| Weekly average (June 23-27): Barrels: $2.0100 (+0.0570); 40-lb. Blocks: $2.0240 (+0.0540).
| Grade A NDM | Price          | $1.8250          | $1.8250          | $1.8075       | $1.8075       |
| Change         | NC             | NC               | -3/4            |
| Weekly average (June 23-27): Grade A: $1.8180 (+0.0070). |
| Grade AA Butter | Price        | $2.2650          | $2.3900          | $2.3500       | $2.3575       |
| Change         | +5             | +5/4             |
| Weekly average (June 23-27): Grade AA: $2.3360 (+1.1600). |

Weekly Cold Storage Holdings

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cheese</td>
<td>90,054</td>
<td>90,045</td>
<td>90,036</td>
<td>90,028</td>
<td>90,019</td>
</tr>
<tr>
<td>Change</td>
<td>-1</td>
<td>-1</td>
<td>-1</td>
<td>-1</td>
<td></td>
</tr>
<tr>
<td>Change since Jan</td>
<td>+23,470</td>
<td>+23,470</td>
<td>+23,470</td>
<td>+23,470</td>
<td></td>
</tr>
<tr>
<td>Change since Jan 1</td>
<td>+23,470</td>
<td>+23,470</td>
<td>+23,470</td>
<td>+23,470</td>
<td></td>
</tr>
</tbody>
</table>

CLASS III PRICE

<table>
<thead>
<tr>
<th>Year</th>
<th>Jan</th>
<th>Feb</th>
<th>Mar</th>
<th>Apr</th>
<th>May</th>
<th>Jun</th>
<th>Jul</th>
<th>Aug</th>
<th>Sep</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>19.32</td>
<td>17.03</td>
<td>18.00</td>
<td>16.76</td>
<td>18.18</td>
<td>20.22</td>
<td>20.15</td>
<td>17.26</td>
<td>16.17</td>
<td>15.51</td>
<td>15.28</td>
<td>15.30</td>
</tr>
<tr>
<td>2012</td>
<td>17.05</td>
<td>16.16</td>
<td>15.72</td>
<td>15.72</td>
<td>15.23</td>
<td>15.23</td>
<td>16.63</td>
<td>16.73</td>
<td>19.00</td>
<td>21.20</td>
<td>20.33</td>
<td>18.66</td>
</tr>
<tr>
<td>2013</td>
<td>18.14</td>
<td>17.25</td>
<td>16.73</td>
<td>15.82</td>
<td>15.82</td>
<td>17.34</td>
<td>17.81</td>
<td>18.14</td>
<td>18.22</td>
<td>18.83</td>
<td>18.95</td>
<td>18.93</td>
</tr>
</tbody>
</table>

STAFF
Susan Quane, Publisher (PHI 608/311-6002; FAX 608/311-1004) e-mail: squane@cheesemarketnews.com
Kate Sander, Editorial Director (PHI 508/962-0206; FAX 508/962-0297) e-mail: kate@cheesemarketnews.com
Allysa Mitchell, Senior Editor (PHI 608/298-4000; FAX 608/298-9053) e-mail: allysa@cheesemarketnews.com
Emily King, Assistant Editor (PHI 608/298-4000; FAX 608/298-9053) e-mail: emking@cheesemarketnews.com

REGULAR CONTRIBUTORS

SUBSCRIPTIONS & BUSINESS STAFF
E-mail: sub@cheesemarketnews.com Phone: (PHI 608/913-6002; FAX 608/311-1004)
Contact: Susan Quane - Publisher. P.O. Box 63254, Middleton, WI 53562 PHONE 608/313-6002 e-mail: squane@cheesemarketnews.com

SUBSCRIPTION INFORMATION
Cheese Market News®, Publication #0598-030, (ISSN 0891-3503), is published weekly by Quarme Publishing LLC, 4602 Signature Drive, Middleton, WI 53562; Phone 608/298-4000; FAX 608/298-9053. Periodical postage paid at Madison, WI; Postmaster: Send address changes to Cheese Market News®, Cheesemarketnews.com. Subscriptions, P.O. Box 63254, Middleton, WI 53562; phone 3179 for requests or call direct at 608/913-6800. All rights reserved under the United States International and Pan-American Copyright Conventions. No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means, mechanical, photographic, electronic recording or otherwise, without the prior written permission of Quarme Publishing LLC. Opinions expressed in articles are those of the authors and do not necessarily reflect the views of Quarme Publishing LLC and cheese Market News®. Cheese Market News® does not endorse the products of any advertiser and does not assume any liability for any loss or damage caused by service or materials in the material contained herein, unless such loss or damage results from negligence, accident or any other cause whatsoever. Copyright 2014 by Quarme Publishing LLC

DISCLAIMER: Cheese Market News® has made every effort to provide accurate current as well as historical market information. However, we do not guarantee the accuracy of these data and do not assume liability for errors or omissions.
Reprinted with permission from the June 27, 2014, edition of CHEESE MARKET NEWS® © Copyright 2013 Quarme Publishing LLC; PH: (508) 962-0426; www.cheesemarketnews.com
CMA to double its capacity in new facility

BARTLETT, Ill. — Cheese Merchants of America (CMA) has moved into a significantly larger facility in Bartlett, Ill. Located approximately 8 miles west of its plant in Carol Stream, Ill., the new facility is more than two-and-a-half times larger at 277,000 square feet (versus 105,000 square feet).

CMA completed the move on its scheduled date of June 1, which concluded a year of planning followed by a year of construction.

“The move into this new facility sets the stage for us to expand our cheese processing operation and more efficiently and effectively serve customers,” says Jim Smart, vice president of sales, CMA.

The new facility allows CMA to immediately double its capacity from processing 60 million pounds annually to more than 120 million pounds. In anticipation of future growth, the production capacity can double again, reaching a maximum of 240 million pounds a year.

CMA installed two additional grating lines, another shredding line, an additional canning fill line, two more cheese dryers and tripled its packaging area.

CMA says one of its most important priorities was to ensure every piece of cheese—from raw materials to shipped product—was maintained under its quality control systems.

This includes:
- Raw material storage is now consolidated under one roof from warehouses across the country.
- All cheese is 100 percent refrigerated throughout the entire production system.
- All cheese is aged in house.
- CMA can now handle 800 packages to 50 pound bulk packs.
- CMA automated with robotics and palletizers and added a new sealing system.

“We are just thrilled to have moved into such a spectacular facility,” Smart says. “And we’re excited to be able to take full advantage of new technology and expanded capabilities to ensure our customers receive the highest quality cheese products—both on time-and in the exact quantities they ordered.” CMA

MCT Dairies affiliate Trugrnash-Nunn unveils ‘Croc Bites’ aged Australian Cheddar snacks

MILLBURN, N.J.—Trugrnash-Nunn LLC, an affiliate of MCT Dairies, has recently unleashed “Croc Bites,” snack-size portions of the Old Croc Australian Sharp Cheddar.

“Anything but tame, Croc Bites deliver the mouth-filling bold bite that today’s cheese lovers are looking for,” company officials say.

Available in 6-ounce retail bags, 18-ounce club packs and 50-count single-serve displays, Croc Bites are cut from the block of 9-month aged Australian white sharp cheddar. The all-natural cheese snacks are crafted with the milk of grass-fed cows with no added hormones and aged for a more “cheddary” taste, company officials say.

Individually wrapped in convenient 3/4-ounce portions, Croc Bites are an ideal on-the-go snack and are just 90 calories each, officials add.

“The demand for bolder, more flavorful cheeses is at an all-time high, and Old Croc continues to deliver,” says Ken Meyers, CEO, Trugrnash-Nunn. “Croc Bites are a quick and easy way for cheese lovers to enjoy the rich, bold taste of Old Croc, America’s fastest-growing imported cheddar anytime... and anywhere.”

Croc Bites are distributed by Trugrnash-Nunn LLC, an affiliate of MCT Dairies based in Millburn, N.J. For more information, visit www.oldcroccheese.com.
Is this OK with you?

The federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our elected and appointed officials should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order?

You get the idea. Our federal government has taken a big step into the marketplace for food and it’s not OK with me. I think our federal government should be focused on issues that individual Americans can’t control by themselves, rather than telling us all we can and cannot do in the minute details of our daily lives.

A few examples come quickly to mind. What about all of the issues that have been raised about the Veterans Administration and the asylum service provided to our veterans? Or what about Russia taking over nearby countries with no more than a small slap at the bank accounts of a handful of wealthy Russians? Or what about providing some leadership on immigration reform or getting our federal fiscal house in order? The views expressed by CMN’s guest columnists are their own opinions and do not necessarily reflect those of Cheese Market News®.

Cheese advertising volume down 9 percent from two weeks earlier, says AMS report

WASHINGTON — Cheese advertising volume decreased 9 percent nationally from two weeks ago, following declines of 7 percent each of the two preceding periods, says USDA’s Agricultural Marketing Service (AMS) in its latest biweekly National Dairy Retail Report released Thursday.

AMS says national conventional varieties of natural cheese in 8-ounce blocks this week had a weighted average advertised price of $2.44, down from $2.62 two weeks earlier but up from $2.30 one year earlier.

Natural varieties of 1-pound cheese blocks this week had a weighted average advertised price of $4.43, up from $4.05 two weeks earlier and $3.59 one year earlier, AMS says, while 2-pound blocks had weighted average advertised price of $7.84, up from $7.10 two weeks earlier and $6.62 one year ago.

AMS says 8-ounce cheese shreds this week had a weighted average advertised price of $2.30, down from $2.57 two weeks earlier but up from $2.16 one year earlier, while 1-pound cheese shreds had a weighted average advertised price of $4.72, up from $4.73 two weeks earlier and $3.06 one year ago.

Meanwhile, national conventional butter in 1-pound packs this week had a weighted average advertised price of $3.51, up from $3.24 two weeks earlier, AMS says.
**Saputo/Business**

**Saputo Cheese USA introduces new items at Summer Fancy Food Show in New York**

RICHFIELD, Wis. — The specialty cheese group of Saputo Cheese USA Inc. is launching seven new specialty cheese items this month. In addition, a variety of value-added enhancements are being unveiled under the Nikos brand of U.S.-produced Feta cheeses.

All of the new items can be viewed in the company’s booth at the Summer Fancy Food Show, June 29-July 1 in New York City.

The Stella brand of artisanal cheeses has been crafted with a rich heritage of Italian cheesemaking using authentic Old World recipes since 1923, Saputo officials say. The line’s three most recent additions are available in half-wheels that have been carefully hand-rubbed with an array of herbs and spices in the following varieties: Mediterranean Parmesan, Rosemary & Leek and Black Pepper Romano.

For consumers seeking premium aged Cheddar cheeses, the Black Creek line now offers a Double Smoked aged Cheddar cheeses, the Black Romano.

Medium Asiago and Black Pepper Mediterranean Parmesan, Rosemary and spices in the following varieties: hand-rubbed with an array of herbs half-wheels that have been carefully made to the line, making it even more appealing to consumers, Saputo says. Nikos cheeses now are rBST-free, certified halal and shipped via sustainably configured pallets.

For more information, visit www.saputospecialty.com.

**CDC submits letter opposing 4a price hike**

SACRAMENTO, Calif. — California Dairy Campaign (CDC) President Joe Augusto last week sent a letter to the California Department of Food and Agriculture (CDFA) on behalf of CDC producer members, requesting that CDFA deny a petition for a hearing to consider increases in the manufacturing cost allowances in the state’s 4a milk pricing formula.

In a letter dated June 16, California Dairies Inc. (CDI) requested a hearing on the 4a formula, arguing that since the manufacturing cost allowances were last changed in 2011, costs have trended higher and further adjustments to butter and powder manufacturing cost allowances are warranted. (See “California Dairies Inc. submits petition to CDFA to consider Class 4a pricing formula revision” in last week’s issue of Cheese Market News.) CDI proposes the manufacturing cost allowance for the milkfat price formula be raised 0.53 cents and for solids-non-fat be raised 2.36 cents.

In its letter of opposition, dated June 19, CDC says increasing the manufacturing cost allowance in the 4a formula as CDI calls for in its petition would significantly increase the differential between the 4a price and the federal order Class IV milk price, creating an even greater inequity in the state’s dairy pricing system than already exists.

“Dairy producers have undergone unprecedented financial hardship in recent years and should not be required to pay higher 4a manufacturing cost allowances given the profitability of that class of milk in the domestic and international market,” Augusto says in the letter.

He adds that as a result of the drought, California dairy producers continue to pay record high feed costs, face looming feed shortages, and have incurred a range of additional costs due to the lack of water availability. Yet he says these cost increases are not factored into the milk pricing formulas.

“Although dairy producer prices have improved, the future for many dairy producers is uncertain due to the tremendous losses suffered up until this point,” he writes. “As dairy producers recover from the financial losses sustained over many years, they simply cannot afford to pay more in manufacturing cost allowances.”

**For more information please visit www.saputospecialty.com**

---

**SHREDDING SYSTEMS**

Unparalleled Consistency and Operator Control

With models to suit all production levels, Johnson Industries’ cheese shredders are designed to reduce fines, easily adjusted to suit a variety of shred types, and capable of blending two or more cheeses simultaneously.

For more information please visit www.johnsonindint.com
FDA officials clarify proposed changes to Nutrition Facts info, serving size on food labels

WASHINGTON — Participants at the International Dairy Foods Association (IDFA) Regulatory RoundUP learned new details this week about proposed changes to the Nutrition Facts label’s serving size requirements and reviewed changes to the mandatory declaration of nutrients and vitamin C to be declared, saying that would no longer require vitamin A and vitamin C to be declared, saying these would be replaced by vitamin D and potassium.

Paula Trumbo, Ph.D., nutrition programs, FDA, also provided an overview of changes to the mandatory declaration of nutrients and discussed the new provisions for added sugars. She also reviewed the proposed changes that would no longer require vitamin A and vitamin C to be declared, saying these would be replaced by vitamin D and potassium.

She notes that when vitamin A is added to fortified milk or dairy product, as is required for reduced-fat milks and dairy foods, this would trigger the need to include vitamin A on the label. These modifications are part of FDA's proposed changes to the nutrition labels for all packaged foods and beverages. If approved, the new labels would place a greater emphasis on total calories and added sugars, and change Daily Values for certain nutrients, including vitamin D and potassium. FDA also proposes changes to serving size requirements for ice cream and other products in an effort to reflect more accurately the amount that people usually eat or drink.

(See “FDA unveils proposal to update Nutrition Facts label on foods” in the Feb. 26, 2014, issue of Cheese Market News.)

In response to the proposed rule, IDFA is preparing extensive comments to submit by the Aug. 1 deadline. CMN

IDFA launches new logo and statement

WASHINGTON — The International Dairy Foods Association (IDFA) has launched a new logo and added a positioning statement to its brand.

“We made the decision to refresh our brand to support IDFA’s strategic plan, which establishes goals that build on our legacy of accomplishments,” says Connie Tipton, president and CEO, IDFA. “The new logo and positioning statement represent the organization’s vision of a future filled with the potential for innovation and growth.”

The new positioning statement, “Making a difference for dairy,” speaks to the greater purpose of the organization as well as IDFA’s services — advocacy, education, networking, training and subject matter expertise.

IDFA describes its new logo as having moved from the literal representation of specific products to a symbolic representation of the breadth of dairy foods, including cultured products and innovations yet to come.

Red has been the mainstay color of the IDFA logo for a long time, so this color palette will evolve with the red to help connect the old and new, and keep visual recognition and consistency. IDFA debuted its updated brand this week at the association’s first Regulatory RoundUP meeting, June 24-25 in Washington, and during the long-standing Washington Conference June 25-26.

For more information, contact Peggy Armstrong, vice president of communications, IDFA, at parstrm@idfa.org. CMN
**Irish Dairy Board celebrates completion of state-of-the-art $12 million facility expansion**

By Alyssa Mitchell

HILBERT, Wis. — The Irish Dairy Board (IDB) on Wednesday celebrated the grand opening of a new $12 million expansion at Thiel Cheese & Ingredients LLC.

The new facility is part of an $80 million expansion investment made by IDB in their U.S. food ingredients business. The investment expands the production capability of the business by more than 40 percent and continues to support the 115 jobs that exist in the business, 110 of them at the Thiel facility, says Neil Cox, president of IDB’s U.S. Food Ingredients.

“Thiel Cheese is a well-established, successful, performing business with a lot of know-how in the existing management team, which has largely remained in place,” Cox says.

“We are excited to open this state-of-the-art facility at Thiel Cheese & Ingredients in Wisconsin, and today’s opening represents the largest investment to date at the ribbon cutting ceremony held Wednesday. Wisconsin, like Ireland, has a proud tradition of producing some of the best dairy products in the world and has developed into a hub of innovation for cheese production. This new facility enhances our ability to create innovative food solutions that meet the evolving needs of our U.S. customer base and their brands.”

IDB is Ireland’s largest exporter of dairy products including its Kerrygold and Bublinier brands. It entered the U.S. food ingredients market in 2008 with the formation of Meadow Ingredients in Byron, Minn., before acquiring the Thiel business in 2011. Since then, the Thiel business, which supplies cheese and cheese-based ingredients to some of America’s largest food companies, has grown strongly with sales rising to $80 million in 2013, up 13 percent, Cox notes. (See “Irish Dairy Board purchases Thiel Cheese & Ingredients from FCG Partners LP” in the Nov. 4, 2011, issue of Cheesemarket News.)

Simon Coveney, Irish Minister for Agriculture, Food and the Marine, says that the new facility will further strengthen the positioning of Ireland and Irish agribusiness expertise in the United States as well as support the economic prospects of Irish dairy farmers.

“We are entering an exciting time for the Irish dairy sector as EU milk quotas will be abolished next April, and today’s opening represents the kind of investment which will help the sector realize its true potential,” he says.

“We are creating, year by year, ingredient by ingredient, a global footprint for the Irish dairy industry,” he adds.

“This facility is good news for our board members,” says Kevin Lane, CEO, IDB. “We’re happy so many of our customers are here today and want to continue to delight you with products made at this facility.”

Aaron Forde, chairman of the board, IDB, adds that “at IDB, we see Wisconsin as the Silicon Valley of the cheese business.

“Generations of families have worked here,” he says. “Today’s opening is strategic and important for IDB and provides us with greater scale in the cheese ingredient business here in the U.S. for our customers. This opening wouldn’t be possible without the hard work of a lot of people in Ireland and the U.S.”

The new Thiel development includes a Customer Innovation Center created to develop new products and functional dairy solutions for Thiel’s U.S. food ingredients and foodservice customers, keeping the company at the forefront of the food ingredients business in the United States, Cox says.

The Thiel facility boasts some of the most advanced cheese processing equipment in the U.S. dairy industry, notes Gary Kerrigan, president and chief operating officer, Thiel Cheese.

“We can manipulate flavor and melt and are formulating products at a more competitive price point to meet customers’ needs,” Kerrigan says.

To innovate in a cooked application, processed cheese is easier to use vs. natural, he adds.

Michael J. Scheller, senior director of research and development for Thiel Cheese, notes that the technological advancements at the new facility allow the company to develop new concepts to bring to its customers.

“They send us samples, and we work to replicate those at a more competitive price point,” he says. “We often make a better product as well.”

Scheller notes the R&D department’s slogan is “If you can imagine it, we can create it.”

Bayland Building Inc., Green Bay, Wis., facilitated construction of the new Thiel facility, which took approximately 10 months, says Lance VanDen Heuvel, sales representative who attended Wednesday’s event.

“It’s state-of-the-art — the kitchen facilities, training area, everything. They did not hold back; everything is the best of the best,” he says.

Cox says the Thiel facility’s focus on R&D and innovation makes a statement to the company’s capabilities and customer approach.

“We want to build on relationships with customers with a very technical staff,” he says.

Scheller and Kerrigan note that while there is market volatility in pure products such as milk, cheese and butter, formulating products with dairy ingredients allows the company to take some of the volatility out of the products to offer customers more fixed pricing.

“We’re able to match competitors’ products and deliver a certain level of quality,” Scheller says.

Cox notes that Thiel is a young business in relative terms but that the new facility is a platform for growth.

“I think we absolutely will expand here or at our other U.S. facility as we have capacity that is not fully utilized today and could expand further,” he says. CMN
**SHAPE UP!**

**WITH KADOVA CHEESE MOULDS**

Visit Us Online www.ivarsoninc.com

Kadova moulds are manufactured in light-weight FDA approved materials which are resistant to temperature changes, are uniform in shape and size, and are unbreakable during normal operation.

Their unique four-piece design provides you lower maintenance times and shorter press times; thereby increasing your overall production.

- Suitable for manual and automatic presses
- Unique four-part construction allows for easy replacement of parts
- Unbreakable during normal use

---

**Schreiber Foods opens new home office**

GREEN BAY, Wis. — Schreiber Foods on Monday opened its new home office in downtown Green Bay, Wis. The 250,000-square-foot, $85 million facility consolidates several of Schreiber’s offices in the area, including main offices, labs and a culinary center. Approximately 600 employees work at the home office.

Earlier this year, Schreiber announced the new state-of-the-art facility was being constructed with sustainability in mind, using foundation footings already in place, LEED certification and the addition of green space to show Schreiber’s commitment to corporate responsibility.

With estimated annual sales of $4.5 billion and several manufacturing plants across the United States and abroad, Schreiber Foods is the world’s largest employee-owned dairy company and a leading supplier of natural and process cheeses to the grocery and foodservice industries. CMN

**Ibex Drinkable Yogurt announces two new flavors, new formula, organic certification**

WASHINGTON — Ibex Drinkable Yogurt, a brand of Skyland Foods, now will be certified organic, available in new flavors and made with a new functional formula packed with probiotics and prebiotics, says Brandon Partridge, founder and CEO, Skyland Foods.

The new Ibex, which will still feature its signature black bottles and less-sugar approach, will be available early next month, he says.

“We are excited to bring organic Ibex to our fans and customers, who told us this was something they wanted,” Partridge says. “In addition to organic ingredients, we are also rolling out two new, delicious flavors — Coconut and Raspberry — and a new, functional formula powered by probiotics and prebiotics.”

Partridge adds customers will be pleased to know that the company has accomplished these improvements to Ibex without raising its price.

Skyland Foods will debut Ibex at the Summer Fancy Food Show, held June 29-July in New York City. CMN

**Atalanta highlights cheeses at Fancy Food**

ELIZABETH, N.J. — Atalanta Corp., multi-national food importer, is ready to celebrate the Summer Fancy Food Show with award-winning specialties and new brands. Here are a couple highlights of its featured products:

- **Snowdonia Cheese Co.**
  - Each piece of cheese is carefully crafted in Snowdonia’s facility located in North Wales. Snowdonia’s award-winning favorites include: The Little Black Bomber, a classic mature Cheddar enrobed in black wax; the Red Devil, a spicy combination of chilies and peppers dressed in bright red wax; and Green Thunder, a Cheddar mixed with garlic and herbs.
- **Spanish Cheese & Accompaniment Selection**
  - Atalanta’s new fixed weight authentic Spanish specialties include Don Juan Manchego and Espania Iberico, Rosemary and Don Wine goat cheeses. Its line of fixed weight accompaniments by Don Juan include Fruit and Nut Cakes, Quince Paste, Marcona Almonds and Nature Terrae Allioli Mediterranean Sauces.

For more information visit www.atalantacorp.com. CMN

**Arla receives award for acid whey process**

ÅRHUS, Denmark — Arla Foods Ingredients has received a 2014 Institute of Food Technologists (IFT) Food Expo Innovation Award for a process solution that enables Greek yogurt producers to convert acid whey waste into added-value dairy products (see “Arla process could convert 1 million tons of acid whey into value-added products” in the June 20, 2014, issue of Cheese Market News).

Arla was awarded for what it calls a unique and simple process using a Nutrilac dairy protein to turn acid whey into a range of products that can be sold at a high margin on consumer markets.

The award was presented during the opening ceremony for this year’s IFT Food Expo in New Orleans. Arla was one of three recipients of the award, which honors outstanding innovation in products, equipment and services. Ten jurors judged a total of 27 entries on criteria including degree of innovation, technical advancement, benefits to consumers and manufacturers and scientific merit. CMN
New DFA plant in Fallon, Nev., now producing dry milk

FALLON, Nev. — Dairy Farmers of America’s (DFA) new $85 million state-of-the-art plant located here is now producing dry milk products, the co-op says.

“This is a once-in-a-kind facility focused on quality, safety and traceability,” says Wesley Clark, Fallon facility manager, DFA. “No other dairy ingredient processing plant in the United States has as high of a level of hygiene safeguards. From how milk is handled in the receiving bays to the state-of-the-art filtration system, safety of the product is our No. 1 priority.”

DFA broke ground on the plant in 2012. The 110,000-square-foot facility is located on a 315-acre parcel in Phase II of Fallon’s New River Business Park and has the ability to produce dried dairy ingredients such as whole milk powder on a demand basis, DFA says. (See “Dairy Farmers of America holds groundbreaking for new 110,000-square-foot plant in Nevada” in the April 20, 2012, issue of Cheese Market News.)

The facility currently is processing an average of 1.5 million pounds of raw milk per day with the ability to process up to 2 million pounds of raw milk per day once the plant is running at full capacity.

“We constructed the facility with the customer in mind and were fortunate enough to have global customers lined up during the building process,” says Glenn Wallace, chief operating officer, ingredients, for DFA’s Global Dairy Products Group.

“Dialogue with the customers allowed us to ensure we were able to meet their needs for certain formulations, while providing the highest food safety and traceability standards,” he says. “The Fallon plant serves as a gateway to the global marketplace and helps open new doors for the cooperative.” CMN

MADISON, Wis. — The evolution of Wisconsin’s agriculture industry is the subject of an upcoming episode of “Discover Wisconsin.” Premiering June 28-29, “America’s Dairyland — Dairy Evolution” airs statewide Saturday, June 28, at 10 a.m. on FSN Wisconsin.

Collin Geraghty, Mariah Haberman and Eric Paulsen host the episode with Haberman kicking things off at Future Farm in Baldwin, Wis.

Geraghty then checks out Milwaukee’s Clock Shadow Creamery — the brainchild of Master Cheesemaker Bob Willis.

Haberman heads to Polk County in northwestern Wisconsin to meet Emil “Moe” Norby, who in 2008, uncovered an innovative solution to trim costs on road salt by using cheese brine as an additive.

Also on the episode, Paulsen finds himself at USDA Forest Products Lab in Madison, Wis., where farmers’ use of manure for more than just fertilizing their fields is explained.

“America’s Dairyland — Dairy Evolution” was produced in partnership with the Wisconsin Milk Marketing Board and Discover Wisconsin. For more information, visit www.wisconsindairy.com. CMN

Discover Wisconsin to premiere ‘America’s Dairyland — Dairy Evolution’ on TV June 28

Pine River draws trade show attention with eye-catching themes

By Kate Sander

NEWTON, Wis. — Trade shows are great for many things — showcasing a company’s products and services, introducing new offerings, meeting with existing and potential customers and, if you’re honest, sore feet, long hours and the occasional airport hassle. For Phil and Mary Lindemann of Pine River Pre-Pack Inc., maker of cold pack cheese spreads, trade shows are all of those things plus something more: the opportunity to dress up, be creative and have fun.

For the Lindemanns, “dress up” doesn’t mean donning a suit or a company shirt.

“I love wearing a costume. Life is a costume party,” Mary Lindemann says.

Many years ago, the husband/wife team decided to have some fun at the Association of Fund-Raising Distributors & Suppliers’ annual show in January, and they began developing a detailed theme complete with costumes for their booth and themselves. Their efforts were well received, and eventually the duo expanded the dress up for their exhibit at the International Dairy-Deli-Bakery Association’s (IDDBA) June show as well.

“It gets people to stop by and remember us,” Lindemann adds. “It makes us more approachable.”

Each year, all aspects of Pine River Pre-Pack’s booths tie into the theme of the Lindemanns select. This year, they chose a “Wizard of Oz” theme with Mary Lindemann dressed as Dorothy and Phil Lindemann as the Scarecrow.

Every detail, down to the red shoes, was covered, and the backdrop of the booth included a sign proclaiming, “There’s no place like Pine River Pre-Pack.”

Each theme isn’t simply fun and eye-catching — the Lindemanns also work to tie the theme into the company’s offerings of high-quality cold pack cheese spreads.

Last year, to celebrate 50 years in business, the Lindemanns dressed up as cave people and celebrated “The Greatest Invention Since the Wheel.” Their booth featured a time line dating to BC (before cheese) when the wheel was invented, then as the time line moved along there was the cheese wheel, and then, finally, the cheese into cheese spread.

Another year, they did “Cold Pack Rocks” with a rock concert theme and “award tour” shirts featuring the many awards Pine River Pre-Pack’s products have garnered over the years.

One year, when IDDBA’s show theme was “The Greatest Show on Earth,” the Lindemanns made their booth’s packaging crate into a circus wagon and did a circus theme where Mary Lindemann dressed as the ringmaster.

This year’s “Wizard of Oz” theme drew a great deal of attention at IDDBA, Lindemann says, noting that many people stopped by just to have their pictures taken with Dorothy and the Scarecrow. At the same time, the Lindemanns had the opportunity to get customers’ perspectives on the company’s new Chunky Bleu cold pack, already an award winner at this year’s World Championship Cheese Contest, a wasabi flavor that is currently in development and the company’s hotter-than-hot ghost pepper spread. They also had the opportunity to share Pine River Pre-Pack’s latest achievement — Safe Quality Foods (SQF) Level 2 certification that was achieved in May.

“We passed with flying colors, and are now working on SQF Level 3,” Mary Lindemann says.

The Lindemanns work together to come up with their themes. Mary Lindemann says the actual theme often starts with Phil and that he develops the booth backdrops while she works on the costumes. It’s probably not a coincidence that when her children were growing up they usually won dress up spirit days at school.

Last year, to celebrate 50 years in business, the Lindemanns dressed up as cave people and celebrated “The Greatest Invention Since the Wheel.” Their booth featured a time line dating to BC (before cheese) when the wheel was invented, then as the time line moved along there was the cheese wheel, and then, finally, the cheese into cheese spread.

Another year, they did “Cold Pack Rocks” with a rock concert theme and “award tour” shirts featuring the many awards Pine River Pre-Pack’s products have garnered over the years.

One year, when IDDBA’s show theme was “The Greatest Show on Earth,” the Lindemanns made their booth’s packaging crate into a circus wagon and did a circus theme where Mary Lindemann dressed as the ringmaster.

This year’s “Wizard of Oz” theme drew a great deal of attention at IDDBA, Lindemann says, noting that many people stopped by just to have their pictures taken with Dorothy and the Scarecrow. At the same time, the Lindemanns had the opportunity to get customers’ perspectives on the company’s new Chunky Bleu cold pack, already an award winner at this year’s World Championship Cheese Contest, a wasabi flavor that is currently in development and the company’s hotter-than-hot ghost pepper spread. They also had the opportunity to share Pine River Pre-Pack’s latest achievement — Safe Quality Foods (SQF) Level 2 certification that was achieved in May.

“We passed with flying colors, and are now working on SQF Level 3,” Mary Lindemann says.

The Lindemanns work together to come up with their themes. Mary Lindemann says the actual theme often starts with Phil and that he develops the booth backdrops while she works on the costumes. It’s probably not a coincidence that when her children were growing up they usually won dress up spirit days at school.

Next year’s theme is already in the planning stages; the Lindemanns came up with it in the car on their way to a cheese event in Green Bay. Will they give people a hint of what’s to come?

“Never ever,” says Mary Lindemann with a smile.

Stay tuned for 2015. CMN
Price says.

She adds that the Ultra Thin line allows consumers the freedom to enjoy cheese more often with thinner slices. With consumers also increasingly looking for bolder flavors, Sargento offers its Natural Blends line, which blends two cheese flavors together for a unique taste experience, Price says. “The reasons our customers are selling so many sandwiches is because they’re portable with great variety and can be served hot or cold.” Dorman adds that cheese really ups the flavor ante on sandwiches.

“Great Lakes’ New York Adams Aged Cheddar also takes things to the next level with a “wow” flavor factor,” Dorman says. “Ten to 20 years ago, it was just American, Swiss and Cheddar on sandwiches,” he says. “We’re seeing more aged cheese on sandwiches because it adds value.”

For consumers seeking bolder flavor, Great Lakes Cheese offers its customers varieties like Chipotle Cheddar, available in 1/2- and 3/4-ounce slices, Dorman notes. “We also can provide custom sizes depending on customers’ needs,” he says.

Dorman also notes that thin-sliced cheeses are proving popular with consumers, and Great Lakes is providing private label customers with a thin-sliced cheese alternative.

With analysts like Balzer anticipating steady to increasing sandwich consumption moving forward, cheese companies have the opportunity to continue innovating with new flavors and varieties. “A lot of our consumers tell us that cheese is a key component to their sandwiches,” Price says. “It adds something special and creamy. That’s why we’re so focused on having so many varieties.”

Price adds that Sargento Foods continues to look at consumer trends within the deli and specialty section at retail. “We are listening to what consumers are looking for and will continue to innovate to meet their needs,” she says.

Seife notes that at Norseland, Jarlsberg and Jarlsberg Lite, both pre-sliced packages and loaf form for slicing at the deli, are an extremely important part of the company’s business. “For those consumers who like getting their cheese sliced prior to order or those who need to ‘grab and go’ with the pre-sliced format, providing both to meet their lifestyle needs and particular choices is essential to the ongoing success of Jarlsberg,” she says.

Dorman says sliced cheese for sandwiches is a core part of Great Lakes Cheese’s business. “We’re seeing more customers moving in this direction,” he says.

Dorman notes that technological advancements in high-speed slicers also have amped up the varieties of cheeses for sandwiches since they allow companies to slice full-fat cheeses like Havarti. “Twenty years ago, a lot of our customers were slicing cheese themselves, but today we can do it better with thin slicing and portion control,” he says.

Meijer breaks ground on Ohio dairy plant

TIPP CITY, Ohio — Midwest grocery chain Meijer recently broke ground on its first dairy production facility in Ohio. The new facility in Tipp City, Ohio, will employ about 100 people who will help produce a variety of dairy products including milk, cottage cheese and yogurt.

The $100 million, 173,000-square-foot expansion will include a 105,000-square-foot dairy facility, which will service 100 stores in Ohio, Indiana, Illinois and Kentucky. Meijer plans to begin hiring for the new Tipp City dairy facility later this year.

“Meijer is very pleased to continue our investment and growth in Ohio,” says Mark Murray, co-CEO of the Grand Rapids, Michigan-based retailer. “This expansion allows us to enhance our commitment to provide the freshest products for our customers, while growing our manufacturing capabilities and Meijer brand offerings.”

Meijer operates 207 supercenters and grocery stores in the Midwest and employs more than 60,000 people across five states.
Wisconsin Dairy Council reached about 31 percent of all fourth grade students in the state this school year. It continues to promote dairy as part of the Fuel Up to Play 60 program and work with all grade levels. The Wisconsin Dairy Council team also does radio and television interviews around the state.

Direct producer-to-consumer communication also has seen a 33-percent increase in the number of requests for materials for farm tours. The greatest increase was seen in the eight-years-and-younger age group, which had a 50-percent increase over the prior year. Additionally, WMMB’s support of the County Dairy Leader Group provides materials and funding for more than 80 June Dairy Month breakfasts and other events statewide.

Representatives from United Dairy Industry Association (UDIA) and Dairy Management Inc. (DMI) presented to the WMMB board some of the programs funded by the 5 cents of the checkoff. The board says it would like to look for ways WMMB and UDIA/DMI can partner together on more programs. The board also heard updates on the work being done with Domino’s, McDonald’s and Taco Bell. UDIA/DMI also manages the funding arm of the Fuel Up to Play 60 program that has been implemented by the Wisconsin Dairy Council. Discussions will continue between the two boards on areas where they can complement each other’s programs.

In addition to the reports from WMMB staff, UDIA and DMI, the board also paid tribute to three of its directors who ended their terms with this meeting.

Retiring from the WMMB board were Sarah Lloyd, Wisconsin Dells; Lyle Jensen, Amery; and Mary Wackershauser, Lancaster. Wackershauser was the longest-tenured director, having begun her first term July 1, 1988. She received a standing ovation from the board and staff.

Wisconsin Milk Marketing Board reviews promotional and marketing results for fiscal year

Reprinted with permission from the June 27, 2014, edition of CHEESE MARKET NEWS® © Copyright 2014 Quarne Publishing LLC; PH: (509) 962-4026; www.cheesemarketnews.com
2014 ADPI Dairy Ingredient Seminar to discuss current U.S. trends and forecasts

SHELLBEACH, Calif. — The 2014 ADPI Ingredient Seminar will be taking place here at The Cliffs Resort Oct. 21-22.

To start the seminar, Phil Tong, California Polytechnic State University, will present dry dairy ingredient challenges and opportunities. Phol Plourd, Blinling & Associates, Mary Ledman, Ledman & Associates, and Christian Elmiston, Land O’Lakes Inc., will then lead an economic panel discussion. Closing out the morning there will be a presentation on genetically modified organisms, and Joey Fernandez, Land O’Lakes Dairy Producer, will talk about the California dairy outlook.

After lunch Dr. Bryan Helwig, Dairy Management Inc., James Hrusovsky, United Dairymen of Arizona, Craig Sherwin, Davisco Foods International, and a General Mills representative will lead a dairy proteins panel discussion.

The first day of the symposium will kick off with a presentation on milk protein concentrate research by John Lacey, Wisconsin Center for Dairy Research (CDR). CDR’s Rich Hartel will follow with a session on co-products research. Maykel Verschueren, NIZO, is to speak about predictive modeling, and Chris Bloore, Pacific Process Ltd., will round out the morning with his session, “Evaporator/Dryer Optimization Through the Use of Viscometer and Sticky Point/Humidity Controls.”

Following lunch Bill Weissinger, FDA in Chicago, will discuss the Food Safety Modernization Act from an FDA perspective; Edith Wilken, Leprino Foods, is to cover traceability; Bryan Helwig, Dairy Management Inc., will go over protein nutrition research; “Codex Issues Impacting the U.S. Dairy Industry,” will be presented by Allen Sayer Center for Food Safety and Regulatory Issues Impacting the U.S. Dairy Industry will be presented by Allen Sayer, Center for Food Safety and Regulatory Solutions; and the final session of the day will be “Cost Effective Savings & Sustainability with Industrial Heat Pumps,” by Joel Levin. The first day of the symposium will wrap up with a reception.

Day two is to include CDR’s Karen Sherwin presentation on whey quality; Lloyd Metzger, South Dakota State University, will speak about micellar casein research; MaryAnne Drake from North Carolina State University will lead a session on dairy ingredient flavors; “MPC vs. WPC: Similarities/Differences as well as Different Applications,” will be presented by K.J. Burrington, CDR; and to conclude the symposium sessions, “Evaporator/Dryer Optimization Through the Use of Viscometer and Sticky Point/Humidity Controls.”

Following lunch Bill Weissinger, FDA in Chicago, will discuss the Food Safety Modernization Act from an FDA perspective; Edith Wilken, Leprino Foods, is to cover traceability; Bryan Helwig, Dairy Management Inc., will go over protein nutrition research; “Codex Issues Impacting the U.S. Dairy Industry,” will be presented by Allen Sayer, Center for Food Safety and Regulatory Solutions; and the final session of the day will be “Cost Effective Savings & Sustainability with Industrial Heat Pumps,” by Joel Levin. The first day of the symposium will wrap up with a reception.

Day two is to include CDR’s Karen Sherwin review on acid whey research; Lloyd Metzger, South Dakota State University, will speak about micellar casein research; MaryAnne Drake from North Carolina State University will lead a session on dairy ingredient flavors; “MPC vs. WPC: Similarities/Differences as well as Different Applications,” will be presented by K.J. Burrington, CDR; and to conclude the symposium sessions, “Evaporator/Dryer Optimization Through the Use of Viscometer and Sticky Point/Humidity Controls.”

Following lunch Bill Weissinger, FDA in Chicago, will discuss the Food Safety Modernization Act from an FDA perspective; Edith Wilken, Leprino Foods, is to cover traceability; Bryan Helwig, Dairy Management Inc., will go over protein nutrition research; “Codex Issues Impacting the U.S. Dairy Industry,” will be presented by Allen Sayer, Center for Food Safety and Regulatory Solutions; and the final session of the day will be “Cost Effective Savings & Sustainability with Industrial Heat Pumps,” by Joel Levin. The first day of the symposium will wrap up with a reception.

Day two is to include CDR’s Karen Sherwin presentation on whey quality; Lloyd Metzger, South Dakota State University, will speak about micellar casein research; MaryAnne Drake from North Carolina State University will lead a session on dairy ingredient flavors; “MPC vs. WPC: Similarities/Differences as well as Different Applications,” will be presented by K.J. Burrington, CDR; and to conclude the symposium sessions, “Evaporator/Dryer Optimization Through the Use of Viscometer and Sticky Point/Humidity Controls.”

Following lunch Bill Weissinger, FDA in Chicago, will discuss the Food Safety Modernization Act from an FDA perspective; Edith Wilken, Leprino Foods, is to cover traceability; Bryan Helwig, Dairy Management Inc., will go over protein nutrition research; “Codex Issues Impacting the U.S. Dairy Industry,” will be presented by Allen Sayer, Center for Food Safety and Regulatory Solutions; and the final session of the day will be “Cost Effective Savings & Sustainability with Industrial Heat Pumps,” by Joel Levin. The first day of the symposium will wrap up with a reception.

Registration is $375 for ADPI members and $475 for non-members. For more information or to register go to www.adpi.org/events. CMN

Obituary

Emerita Alcantara

FOREST PARK, Ill. — Emerita Alcantara died here May 28, at the age of 71.

Alcantara spent her career as a dairy industry nutritionist and served with the Dairy Council of Wisconsin and the National Dairy Council. Alcantara is survived by her husband, Roy Kallas; sister, Dr. Zenaida Alcantara; two step-grandchildren; six great-grandchildren; and two nephews. CMN
Cornell University offers Fluid Milk Processing & Testing for Quality & Safety course

ITHACA, N.Y. — Cornell University’s Department of Food Science is holding a Fluid Milk Packaged for Consumption — Processing & Testing for Quality & Safety course July 30-Aug. 1. The program will take place in the Food Science Conference Center in Stocking Hall on the Cornell campus in Ithaca, N.Y. The workshop is designed for those involved and interested in fluid milk processing and testing with the intent of providing the tools to support and improve on quality assurance and control and food safety programs for bottled milks.

The course will be taught by Cornell Dairy Foods Extension staff and industry experts. While the course design assumes participants have some prior knowledge of dairy microbiology and processing, critical concepts will be reviewed and expanded on for those who do not. This course can be taken as a stand-alone program, but it also fulfills the core training requirement of a Cornell Dairy Foods Certificate for Fluid Milk after all required prerequisite courses have been taken.

Preregistration is required. Enrollment is limited to 30 participants. The early registration fee is $450 per person for N.Y. companies and $540 for those out of state if paid before July 21; registration fees paid after that date will be higher.

For more information or to register go to www.dairyextension.foodscience.cornell.edu/content/fluid-milk-processing-quality-and-safety-july-30-august-1-2014-workshop-registration-form. CMN
Aug. 8 during the Blue Ribbon Cheese & Butter Auction. The auction, also held at the Wisconsin State Fair Park, features the sale of the blue-ribbon entries and is a fundraiser for the Wisconsin State Fair Dairy Promotion Board. Proceeds from the auction will fund scholarships for students pursuing dairy-related degrees and support the House of Moo dairy education center as well as the Wisconsin State Fair Milking Demonstrations.

The top entries in each class are:

- **Mild Cheddar**
  First: Team Foremost Farms, Foremost Farms USA, Marshfield, Wis., 99.1.
  Second: Dan Stearns, TregA Foods, Weyauwega, Wis., 98.95.
  Third: Terry Lensmire, Agropur, Weyauwega, Wis., 98.8.

- **Aged Cheddar**
  First: Team Foremost Farms, Foremost Farms USA, Marshfield, Wis., 99.88.
  Second: Todd Lippert, Foremost Farms USA, Lancaster, Wis., 99.6.
  Third: Team Black Creek, Saputo Specialty Cheese, Richfield, Wis., 99.25.

- **Colby, Monterey Jack**
  First: Jeff Wideman, Maple Leaf Cheese, Monroe, Wis., Monterey Jack, 98.95.

- **Swiss Styles**
  First: Jamie Fahrney, Chalet Cheese Co-op, Monroe, Wis., Baby Swiss Block, 98.95.
  Second: Silver Blum, Chalet Cheese Co-op, Monroe, Wis., Swiss Wheel, 98.55.
  Third: Mike Nelson, Chalet Cheese Co-op, Monroe, Wis., Baby Swiss Block, 98.0.

- **Brick, Muenster**
  First: Jon Jay Lewis, Decatur Dairy, Brodhead, Wis., Muenster, 99.53.
  Third: Josh Johnson, Zimmerman Cheese, South Wayne, Wis., Brick, 99.0.

- **Mozzarella**
  Third: Terry Lensmire, Agropur, Luxemburg, Wis., Low-Moisture Mozzarella, 99.75.

- **String Cheese**
  First: Cesar Lujis, Cesar’s Cheese, Random Lake, Wis., Hand-Stretched String Cheese, 98.7.
  Third: Mike Knaus, Weyauwega Star Dairy, Weyauwega, Wis., String Cheese, 96.75.

- **Blue-veined Cheese**
  First: Andy Koenig, Lake County Dairy, Turtle Lake, Wis., Gorgonzola, 99.3.
  Third: Gary Humboldt, Saputo Specialty Cheese, Richfield, Wis., Blue Cheese, 98.65.

- **Feta**
  Second: Adam Buholzer, Klondike Cheese Co., Monroe, Wis., Feta in Brine, 98.75.
  Third: Saputo Specialty Cheese Team, Saputo Specialty Cheese, Richfield, Wis., Mediterraneo Feta, 98.35.

- **Flavored Pepper Cheese**
  First: Mariike Penterman, Holland's Family Cheese, Thorp, Wis., Gouda Jalapeño, 99.5.
  Second: Dan Reed, Chula Vista Cheese, Brownstown, Wis., Queso Quesadilla with Jalapeño Peppers, 99.35.

- **Flavored Soft Cheese**
  First: Terry Lensmire, Trega Foods, Weyauwega, Wis., Feta with Basil & Tomato, 99.8.
  Third: Jim Demeter, Klondike Cheese Co., Monroe, Wis., Mediterraneo Herb Feta, 99.05.

- **Flavored Semi-Soft Cheese**
  First: John (Randy) Pitman, Mill Creek Cheese, Arena, Wis., Caraway Muenster, 99.65.
  Second: John (Randy) Pitman, Mill Creek Cheese, Arena, Wis., Caraway Brick, 99.6.
  Third: Mariike Penterman, Holland's Family Cheese, Thorp, Wis., Gouda Black Pepper Mix, 99.53.

- **Smoked Flavored Cheeses**
  First: Dennis Schliem, Zimmerman Cheese, South Wayne, Wis., Smoked Brick, 99.45.

We craft cheese and dairy products with that “more to love” quality built into every bite.

- Farm-to-Fridge Ideology is Who We Are
- Amazing Wisconsin Cheeses From Our Family to Yours
- Specializing in Cheese Spreads, Dips & Snacks
- Serving Retail, Distributors, Food Service & Fundraising Efforts
- Over 100 Years of Cheese Making Experience
- “Quality at a Premium” with Dedicated QA/QC Technicians & Product Development Programs

NO BUSINESS IS TOO BIG OR TOO SMALL... let us work with you to get exactly the right products you need for your company or organization.

Quality is infused into every product offering a variety of flavors and sizes:
- Cheese Spreads
- Cold Pack Cheese Food
- Pasteurized Process Cheese
- Cheese Dip Snack Cup
- Beer Cheese
- Fudge Cheese
- Cheese Balls & Logs

**Award Winning Cheese**

1st Place 2013 WDE Cheese Competition (Sharp Cheddar Cheese Dip)
1st Place 2013 Wisconsin State Fair Blue Ribbon Cheese Contest (Creamy Sharp Cheddar Cold Pack)
3rd Place 2013 Wisconsin State Fair Blue Ribbon Cheese Contest (Creamy Bacon Cheddar Cold Pack)

**Scott’s of Wisconsin**

1500 Clarmar Drive • Sun Prairie, WI 53590
608.837.8020 • info@scottsows.com www.scottsows.com

We are committed to quality. Just ask our customers why they love Scott’s of Wisconsin — and why they love to work with us.

For more information please visit www.scottsows.com

Reprinted with permission from the June 27, 2014, edition of CHEESE MARKET NEWS® © Copyright 2014 Quarne Publishing LLC; PH: (509) 962-4026; www.cheesemarketnews.com
WINNERS
Continued from page 14
Second: Roger Larson, Maple Leaf Cheese, Monroe, Wis., Smoked Gouda, 99.4.
Third: Marieke Penterman, Holland’s Family Cheese, Thorp, Wis., Cheese, Monroe, Wis., Antigo, Wis.,
Smoked Gouda, 98.95.
• Flavored Hard Cheeses
  First: Mike Matucheski, Sartori Co., Antigo, Wis., Ohi BellaVitano, 99.2.
  Third: Mike Matucheski, Sartori Co., Antigo, Wis., Balsamic BellaVitano, 98.75.
• Smear Ripened Cheeses
  First: Jaimie Hoffman, Woolwich Dairy USA, Lancaster, Wis., Blueberry
  Third: Adam Knapp, Woolwich Dairy USA, Lancaster, Wis., Thin Herb, 99.3.
• Pasteurized Process Cheese, Cheese Food, Cheese Spread
  Second: Shawn Schult, Lactalis USA, Merrill, Wis., Wed Brie, 99.65.
• Reduced Fat or Lite Cheese
  First: John Wahl, Foremost Farms USA, Clayton, Wis., Reduced Fat Lacey Swiss, 98.95.
  Second: Jim Demeter, Klondike Cheese Co., Monroe, Wis., Reduced Fat Feta in Brine, 98.85.
  Third: Open Class - Soft and Spreadable Cheese
  First: Ben Shibli, BelGioioso Cheese, Green Bay, Wis., Mascarpone, 99.85.
• Open Class - Semi-Soft Cheese
  First: Steve Stettler, Decatur Dairy, Brodhead, Wis., Havarti, 99.15.
  Second: Brett Krattiger, Maple Leaf Cheese, Monroe, Wis., Gouda, 99.1.
  Third: Gary Groszen, Babcock Hall Dairy Plant, Madison, Wis., Gouda, 98.8.
• Open Class - Hard Cheese
  First: Saxon creamery Team, Saxon Cheese, Cleveland, Wis., SaxonAmpal, 99.8.
  Second: Team Enmi Roth, Enmi Roth USA, Monroe, Wis., Private Reserve, 99.7.
• Flavored Goat Milk Cheese
  First: Jaimie Hoffman, Woolwich Dairy USA, Lancaster, Wis., Blueberry Vanilla Chervi, 99.7.
  Third: Adam Knapp, Woolwich Dairy USA, Lancaster, Wis., Fine Herb Chervi, 99.05.
• Flavored Goat Milk Cheese
  First: Ron Henningsfield, ClockShad ow Creamery, Milwaukee, Chevre, 98.4.
  Third: Adam Knapp, Woolwich Dairy USA, Lancaster, Wis., Original Chevre, 97.35.
• Latin American Cheese
  First: Nick Siedschlag, Chula Vista Cheese, Brookston, Wis., Queso Quesadilla, 99.35.
  Second: John (Randy) Pitman, Mill Creek Cheese, Arena, Wis., Asadero, 99.3.
  Third: Tim Pehl, Chula Vista Cheese, Brownston, Wis., Queso Quesadilla, 98.65.
• Sheep & Mixed Milk Cheese
  First: Tony Ellis, BelGioioso Cheese, Green Bay, Wis., Crumbly Gorgonzola, 99.05.
  Second: Bob Wills, Cedar Grove Cheese, Plain, Wis., Ovelga, 98.8.
  Third: Sid Cook, Carr Valley Cheese, LaValle, Wis., Mobag, 98.7.
• Butter
  First: Jane McKeever, Foremost Farms USA, Beedburg, Wis., Salted Butter, 99.6.
  Third: Jay Winter, Graf Creamery, Bonduel, Wis., Unsalted Butter, 99.25.
CMN
Consortium for Common Food Names files objection to GI application on ‘havarti’ use in EU

WASHINGTON — The Consortium for Common Food Names (CCFN) has filed an objection regarding the geographical indication (GI) proposal that would grant Denmark exclusive use of the name ‘havarti’ in the European Union. CCFN filed its comments late last week in objection to the proposal as part of the EU’s GI review process.

“We expect the European Commission to do the right thing and respect the common name ‘havarti,’ which is used around the world. As we have seen in other cases, there are ways to protect the names of geographical specialty foods and beverages without impeding the rights to use generic food names,” says Jaime Castaneda, CCFN executive director.

“If the EU ultimately registers this GI, it would be one of the most egregious examples of Europe’s GI policy gone wrong,” he adds. “The name ‘havarti’ is not only widely used in many European and non-European countries, but there is also an international product standard for havarti that is recognized globally by Europe and others. If a GI for ‘havarti’ is approved, the EU will clearly be over-stepping a very significant boundary that threatens the free flow of commerce and harms food producers. It would set a terrible precedent.”

A Codex Alimentarius standard for havarti was established in 2007, with Europe’s approval, and CCFN says these international standards play an important role in preventing barriers to trade. The Codex standard was established in part due to significant international production of havarti, demonstrating the fact that this cheese is produced and marketed in many countries throughout the world, CCFN says.

“The havarti application directly undermines this recognized international standard. If the EU moves forward with this application, it will call into question the EU’s commitment to the international standard-setting process,” Castaneda says. “It will also suggest that no common food name — from ‘bologna’ to ‘pizza’ — is safe from EU over-reach and continual expansion of its GI system.”

CCFN argues that a better model for GIs can be seen in recent EU rulings on “Gouda Holland,” “Orkney Scotch Island Cheddar” and “Holstein Tilsiter,” where the approved GIs are protected only as complete names. In these cases the approval notice contains clear language stating that the generic names ‘gouda,’ ‘cheddar’ and ‘tilsiter’ are not restricted in the EU under these applications.

Sartori releases 18 month BellaVitano for 75th anniversary

PLYMOUTH, Wis. — Sartori Co. has announced it will release a new Family Heirloom cheese, 18 month BellaVitano in July. In honor of the company’s 75th anniversary, this exclusive cheese will be available on a limited basis for the remainder of 2014.

Up until the release, Sartori’s 18-month BellaVitano had previously been set aside for family.

“It’s our 75th anniversary this year, and we wanted to find additional ways to share our history with others,” says Jim Sartori, CEO, Sartori. “We thought maybe we could share a family treasure and that’s when we decided to release our 18-month BellaVitano.”

Sartori’s 18-month BellaVitano cheese has fruity, caramelized nutty notes.

“We test the cheese at various times throughout the aging process. As the cheese matures, the flavors become more pronounced and the texture of the cheese alters. This cheese is creamy, yet crumbly due to the aging,” says Mike Matucheski, Sartori Master Cheesemaker.

Sartori’s new cheese will be sold across the nation in specialty cheese retail shops and online at Sartori’s cheese shop. For more information visit www.sartoricheese.com.

STOCKS

Other natural cheese in cold storage totaled 380.1 million pounds at the end of May, 5 percent more than April 2014’s 360.4 million pounds but down 6 percent from its 406.4 million pounds in cold storage at the end of May 2013.

NASS reports total butter in U.S. cold storage was 192.5 million pounds at the end of May 2014, up 11 percent from April 30’s 174.0 million pounds but 40 percent lower than the 322.0 million pounds of butter in cold storage at the end of May 2013.
LARGEST FLUID MILK AUCTION IN YEARS!

Aseptic, UHT, ESL Equip. formerly of FARMLAND & BORDEN
ON-SITE & ONLINE AUCTION: JULY 22-23 - Wallington, NJ
Located 30 minutes from Newark Airport - www.harrydavis.com

- (30) S/S Silos including Aseptic to 60k Gallon
- (15) Aseptic, ESL, UHT, Fresh Milk Filling Lines
- (7) Aseptic, UHT & ESL Pasteurization Systems
- (5) Uniloy Model 350R2 Blow Mold Lines
- New as 2013 Milk Crate & Corrugated Case Handling Systems, Crate Washers, More
- Boilers, Air Compressors, Refrigeration

(2) ADDITIONAL FORMER BORDEN FLUID MILK AUCTIONS!

AUG. 13: Madisonville, KY - (3) Milk Filling Lines, Blow Mold, S/S Tanks, Processors

For more information please visit www.harrydavis.com

HARRY DAVIS & COMPANY
Asset Solutions
Experts Since 1955

www.harrydavis.com
412-765-1170
sales@harrydavis.com

For more information please visit www.harrydavis.com

Having Separator Problems?
Need an independent view of what is wrong and how to correct it? Need operator training? Put my 46+ years of dairy experience working with all makes and models to work for you.

Call for an initial consultation and estimate today.

Separator Consulting Services
Dave Johnson, Owner • 515-262-7698
separatorconsultingservices@gmail.com

For more information please e-mail separatorconsultingservices@gmail.com

Separated Restorations, LLC
- Bowl Repair & Balancing
- Machine Rebuilding & Component Repair
- In-plant Service
- 36+ Years of Experience

Mark Meyers
seprestore@outlook.com
(317) 417-0343
www.seprestore.com
Precision, value and technical support every step of the way!

For more information please visit www.seprestore.com

 Mueller
Proudly Supplying the Food and Dairy Industry for Over 70 Years!

For more information, please contact:
NATIONAL SALES MANAGER – WEST
Mike Veatch • 417-575-9257
mveatch@paulmueller.com
NATIONAL SALES MANAGER – EAST
Jim Hall • 417-575-9234
jhall@paulmueller.com
1-800-MUELLER • www.paulmueller.com

For more information please visit www.paulmueller.com

CHEESE MARKET NEWS helps keep a spotlight on your company’s momentum and reinforces your visibility in the marketplace every week. We share the same level of passion and commitment as all of you manufacturers and suppliers do to support and grow this business.

My goal is to help you increase your success rate no matter what your needs are. Email or call me today to find out how we can set up an ad program or classified placement to help you succeed.

MORE NEWS, MORE SOLUTIONS, MORE CHOICES!

For more information please visit www.ullmers-dairyequipment.com

For more information please visit www.paulmueller.com

For more information please visit www.harrydavis.com

CHEESE MARKET NEWS
Proudly Supplying the Food and Dairy Industry for Over 70 Years!

1-800-MUELLER • www.paulmueller.com
©2013 Paul Mueller Company 429-1

FOR MORE INFORMATION, PLEASE CONTACT:
NATIONAL SALES MANAGER – WEST
Mike Veatch • 417-575-9257
mveatch@paulmueller.com
NATIONAL SALES MANAGER – EAST
Jim Hall • 417-575-9234
jhall@paulmueller.com
1-800-MUELLER • www.paulmueller.com

©Copyright 2014 Quarne Publishing LLC; PH: (509) 962-4026; www.cheesemarketnews.com
ISTANBUL — Finalists and winners in the World Dairy Innovation Awards 2014, sponsored by Tetra Pak, recently were announced at a gala dinner during the 8th Global Dairy Congress in Istanbul. The judging panel considered almost 160 entries from 30 countries in 17 categories.

All entries will be featured in a special Awards Showcase magazine, which will be distributed with Dairy Innovation magazine and made available as a digital edition.

Noosa Yogurt (United States) won the Best Yogurt Category with its Pumpkin Yogurt, Highly commended was Mengnini (China) with Guanyi Yogurt. Finalists in this category were PepsiCo (Russia) with Chudo Collection, Emami (Switzerland) for Joghurtpur and Muller (United Kingdom) with Deluxe Corners.

Stonyfield & WikiFoods (United States) won the Best Ice Cream category with its Frozen Yogurt Pearls, which are organic frozen yogurt balls wrapped in edible skin made from organic fruit. Finalists in this category were Nanyang Polytechnic (Singapore) for Traffic Jam Ice Cream, Meiji (Japan) for Meiji The Premium GRAN Matcha Flavour and Arla Foods (Denmark) for Cheesy Frozen Skyr.

The winner of the Best Dairy Dessert category is Jambo Production LLC (United States) with Derinice. Finalists in this category were Domino’s Pizza Enterprises (Australia) with Salted Caramel Chocolate Mousse and Lac-talis Nestlé (Switzerland) with After Eight Creme Dessert.

Good Whey’s (United Kingdom)ah哉beat won the Best Dairy Drink category. Highly commended is Sütas (Turkey) for its Sütas Light Ayranc. Finalists in this category were Saputo (Canada) for Milk 2 Go Sport, Inner Mongolia Mengnini Dairy (China) with The Natural Grain and First Milk (United Kingdom) for Team Sky CNY Protein Smoothies.

S&D Beverage Innovations (United States) won the Best Children’s Dairy category with its MilkSplash. The finalist in this category was Nanyang Polytechnic (Singapore) with Cuppa Cookies.

Meiji (Japan) won the Best Butter or Dairy Spread with its “Apply before toasting cheese spread.” Finalists in this category were IBD Deutschland (Germany) for KerryGold Flavoured Toasting Cheese Spread. “Best overall concept” award to Stonyfield & WikiFoods (United States) for the AMA annual campaign. Tasty B Campaign and Cayenne (Australia) with Salted Caramel Chocolate Mousse and Lac-talis Nestlé and Wiki Foods (United States) for its Turkey Meal.” Finalists in this category were Quench (United States) for its Turkey Hill Dairy blog The Ice Cream Journal, Saputo (Canada) for Milk 2 Go Sport — Dufour-Lapointe Sisters, Muller Dairy (United Kingdom) for the Muller Rice Tasty B Campaign and Cayenne (Austria) for the AMera annual campaign.

The judging panel gave a special ‘Best overall concept’ award to Stonyfield & WikiFoods (United States) for its Frozen Yogurt Pearls.
At Taylor Cheese, which received $13,500, the grant will be used to enhance the company’s food quality and safety programs.

The company will use its grant to upgrade food-quality audit requirements that are becoming preferred by many customers. The company also plans to become certified as an organic food processor. These two changes will help the company grow its markets in ways that will allow for better margins and more profitability, which could lead to an increase in jobs, DATCP says.

Taylor Cheese is a cut-and-wrap facility that produced 1.5 million pounds of cheese last year. The company completed a 5,000-square-foot expansion and modernization in 2010. Further expansion will come with upgrading equipment to make the production more efficient, Ehrenberg adds.

Marron Foods will use the grant money to seek third-party certification under the Global Food Safety Initiative (GFSI). GFSI requirements have resulted in significant costs to manufacturers who must work to elevate programs, procedures, documentation, training, and testing to levels far exceeding those previously expected, says Rolf Rogers, director of operations, Marron Foods. The company started working toward certification in 2013.

“As a small business, the cost of these activities and capital improvements to the plant can be prohibitive but remain necessary to assure our survival and prospects for growth,” Rogers says. “The Grow Wisconsin Dairy 30x20 Processor Grant program has assisted Marron Foods in this journey. We are happy to report that the two-year process will culminate in the evaluation of our efforts during a multi-date audit of our facility in September.”

The new Grow Wisconsin Dairy 30x20 Processor Grants were implemented in the current state budget as a way to support profitability and efficiency in Wisconsin’s dairy industry. This initiative is designed to work with the Grow Wisconsin Dairy 30x20 Processor Grants Walker announced in 2012.

By assisting Taylor Cheese and Marron Foods, DATCP also hopes to learn about any additions to protocols the companies find necessary to better serve their customers, Brancel says. Many customers no longer have full confidence in products, so they are requiring additional certifications and audits for producers, he says.

“We won’t be spending the money so much on physical additions, but on more training and working toward the whole idea of upgrading our food safety level,” Ehrenberg says. “It takes a tremendous amount of paperwork and time.”

To learn more about the Grow Wisconsin Dairy 30x20 program, contact 555-945-2479 or growwiscodairy@wi.gov, or visit www.datcp.wi.gov/business/business_resources. CMN
Artisan cheese startups face 6-figure costs, according to Oregon State University study

CORVALLIS, Ore. — Aspiring artisan cheesemakers should be prepared to shell out at least a quarter of a million dollars to set up operations, according to an Oregon State University (OSU) study.

OSU researchers developed a tool for predicting artisan cheese startup and operating costs based on a number of factors, including type of milk (like goat, cow and sheep), cheese types (such as Cheddar, Blue and Mozarella), labor expenses, creamery location, marketing and even the fuel needed to transport products to farmers’ markets.

“We wanted to give cheese entrepreneurs a realistic idea about what they’re getting into,” says Lisbeth Goddik, a food science and technology professor in OSU’s College of Agricultural Sciences and co-author of the study. “In this industry, lack of economic data has sometimes made it difficult to craft a business plan, obtain financing and plan for the future.”

OSU’s study is the first to estimate costs for Oregon artisan cheesemakers, Goddik notes. OSU researchers interviewed large- and small-scale cheese companies in Oregon and studied their expenses.

They found that a large-scale artisan cheese company producing 60,000 pounds a year faces startup costs of $623,874, assuming the company purchases its own processing and aging facilities. First-year operation costs are an additional $620,094, the researchers estimate.

A smaller operation producing 7,500 pounds a year would spend about $327,248 to set up processing and aging operations, with a first-year production cost of $653,245, they note.

“Since profits are unlikely in the first few years, access to sufficient capital is critical to survival,” says Cathy Durham, an applied economics professor at OSU who works at OSU’s Food Innovation Center in Portland. She also is a co-author of the study.

“Despite the challenges, the industry is active,” Goddik adds.

In Oregon, the number of artisan cheese manufacturers jumped from three in 1999 to 20 in 2014, according to dairy plant licenses with the Oregon Department of Agriculture (ODA), researchers say.

OSU’s economic model is adaptable so cheesemakers around the world can tailor it to their location and account for other attributes that affect cost. OSU researchers have used the tool in consulting with Oregon cheese startups, as well as artisan cheese entrepreneurs from Canada, France and New Zealand.

Goddik, Durham and former OSU graduate student Andrea Bouma co-authored the study, which was published in the Journal of Dairy Science. The study was funded by the Eckelman Endowment at OSU.

Coach Farm introduces new goat milk flavor

PINE PLAINS, N.Y. — Coach Farm has added individual 1-ounce packaging to its fresh goat cheese line and has created a new flavor for its cultured goat milk beverages.

Each 1-ounce fresh goat cheese button is individually vacuum-packaged. Coach Farm’s Fresh Goat Cheese is now available in 1- and 2-ounce buttons, 4-ounce medallions, 6-ounce disks, 11-ounce logs, 7-ounce hearts, 5-pound bricks, 5-pound fresh curd and 7-ounce reduced-fat sticks.

“As a pre-made grab-and-go snack and meal packaging continues to grow and manufacturers look to elevate the ingredients within the dishes, we wanted to create packaging that meets that demand,” says Steve Margarites, president, Coach Farm. “Additionally, to keep food services costs in line, the chefs we work with have been requesting pre-portioned 1-ounce fresh goat cheese buttons.”

The company’s new flavor for its Yo-Goat line is Blackberry, made with Grade A pasteurized goats milk, live active cultures and no additives or preservatives. Yo-Goat also features Traditional Plain, Blueberry, Strawberry and Peach Mango flavors.

For more information go to www.coachfarm.com.

Sincerely, Brigitte now available in 5-pound loaves

JERSEY CITY, N.J. — Sincerely, Brigitte, a cheese line from Anderson International Foods Inc., recently announced the launch of new 5-pound loaves for cut-and-wrap or slicing.

The Sincerely, Brigitte line currently includes Blue Marble Cheddar, Chipotle, Garlic Basil, Jalapeno Cilantro, Parsley Chive and Tomato Olive.

The cheeses are made using non-animal sourced microbial rennet and starters, and all-natural vegetarian ingredients.

For more information visit www.sincerelybrigitte.com.