



# Cheese Market News®

## Robotics use increasing in dairy, cheese manufacturing

By Rena Archwamety

**MADISON, Wis.** — Automated and robotic solutions have become more prevalent throughout the food industry, and with advanced and user-friendly technologies emerging, more and more cheese and dairy companies have adopted robotics technology to help increase efficiency and safety.

“Overall we have seen an increase in robotic applications across the cheese and dairy industry,” says Jody Zepnick, president, Zepnick Solutions Inc., which provides automation solutions including technologies that include robotics. “Previously, only larger manufacturers were comfortable implementing robots due to the skill level it takes to understand and maintain the equipment. However, the base level of automation and associated technical skill level has increased across the board, and this opens the doors at many smaller and mid-sized organizations to implement more automation, including robotics.”

Over the last decade, the use of robotics in dairy manufacturing has been on a steady climb, says Timothy J. Wilson, vice president of communications, Quest Industrial. All sizes of manufacturers have shown interest for a variety of reasons, such as increased throughput and worker shortages.

“A few of the more popular reasons for implementing robotics into dairy manufacturing are employee development/worker shortages, work-flow ease, production improvement and the reduction of employee injuries,” Wilson says. “The primary functions that our robots perform involve some form of process improvement.”

The greatest benefit of incorporating robots in the cheese and dairy industry, Zepnick says, is that robots provide a vast array of flexible motion within a smaller footprint, without requiring structures that are difficult to implement, operate, maintain and clean. A well-designed robotic application has the flexibility to manipulate product while maintaining a clean

application.

“A prime example is the 640-pound box stacker we have developed, which stacks 640-pound Tosca and Arena boxes up three high, in a very safe, but open, easily accessible and cleanable work cell,” Zepnick says.

Craig A. Souser, president, JLS Automation, notes that one of the greatest benefits of robotics is stepping in for labor that is increasingly hard to find, as well as working on tasks that are highly repetitive and often done in cold and/or wet environments.

*Turn to ROBOTICS, page 8*

### INSIDE

**4**  **Guest Column:**  
Edward Zimmerman

**6** DFA explores using blockchain technology

**11** IME marks 40 years of service to dairy industry

**17** Symbiont's wastewater treatment solutions for dairy maximize system capacity, flexibility

## USDA raises milk production, lowers cheese price forecast

**WASHINGTON** — In its latest “World Agricultural Supply and Demand Estimates” report released this week, USDA increased its milk production forecasts for 2018 and 2019 from the previous month on a more rapid pace of growth in milk per cow. USDA also has increased its cow number forecast for 2019. These changes bring the 2018 milk production forecast to 218.1 billion pounds, up 300 million pounds from last month's report, and the 2019 forecast to 221.4 billion pounds, up 400 million pounds from last month's report.

USDA says the forecasts for fat-basis imports for 2018 and 2019 are raised on continued strength in butterfat imports and slightly higher cheese imports. The 2018 and 2019 skim-solids

basis import forecasts are lowered from the previous month. Exports on a fat-basis are raised for 2018 on stronger cheese exports, but no change is made to the 2019 export forecast.

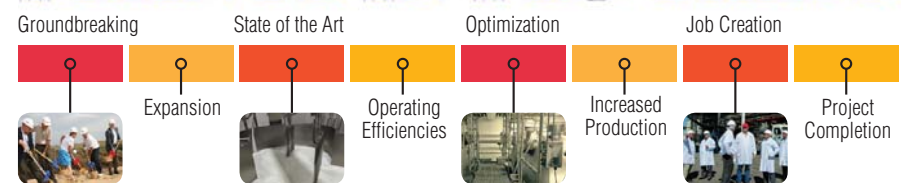
Skim-solids basis exports for 2018 are raised, primarily on stronger nonfat dry milk (NDM) and whey product shipments, USDA says.

For 2018 and 2019, butter and whey price forecasts are raised from the previous month on expected demand strength. Butter now is forecast to average in the \$2.245-\$2.275 per pound range in 2018 and in the \$2.215-\$2.335 range in 2019. Dry whey is forecast to average \$0.330-\$0.340 in 2018 and \$0.385-\$0.415 in 2019.

Meanwhile, the cheese price forecasts are lowered on continued

*Turn to FORECAST, page 16*

## PLANTS IN PROGRESS



## Dairy plant projects across U.S. bright spot for growth

*Editor's note: Plants in Progress is an addition to our ongoing coverage of new facilities and growth in the U.S. dairy sector. As the industry works to meet new demand, growth and expansion are inevitable. Here, we provide a glimpse into new cheese and dairy plants going up around the country — from initial groundbreaking to full operation, and everything in between!*

By Alyssa Mitchell

**MADISON, Wis.** — With ongoing uncertainty over tariffs and trade wars, U.S. consumers' appetite for cheese and dairy products continues to be a bright spot for U.S. manufacturers.

New cheese and dairy operations are sprouting up across the country — from the heart of America's Dairyland in Wisconsin, to the Great Lakes region of Michigan and beyond to the coastal areas of North Carolina and Virginia.

Meanwhile, in Pennsylvania, the Pennsylvania Department of Agriculture and the Center for Dairy Excellence last year commissioned leading dairy economists to conduct a yearlong study

to evaluate opportunities to grow Pennsylvania's dairy industry. They found that an investment in additional dairy processing capacity in the state could generate \$34.7 million annually in combined revenue generation and cost savings.

“Looking ahead, with continued growth in cheese demand within and outside the United States, I expect cheese production capacity to continue to be added, both by existing companies and new entrants,” says Mike McCully, owner of The McCully Group LLC, New Buffalo, Michigan, in a recent guest column for *Cheese Market News*.

Please read on to learn more about these plants in progress ...

*Turn to PLANTS, page 18*







## PUBLISHER'S NOTE



### Perspective: Publisher's Note

Susan Quarne is publisher of *Cheese Market News*® and has been overseeing the inner workings and leadership of the publication since its inception in 1981.

## Here we go!

The ideas of the future do not exist in the past, so it is my pleasure to share the debut of our new logo and redesign of *Cheese Market News*. We want to keep creating and inspiring you, our audience, each and every week.

Please step into our exciting new

world of informative news about cheese and dairy. To us, this investment translates into keeping our brand fresh, clear and targeted because time is money for our busy audience of decision makers.

Our new logo captures the essence of “everything cheese.” You can navi-

gate our newspaper for a quick read because you can directly turn to “Market Indicators,” “Guest Columnists,” “People & Awards” or “Upcoming Events” and are always assured that our “News & Business” coverage is fact-checked, relevant and credible. You will see industry experts quoted throughout our coverage. You know their names — now you can see their opinions bounce off the page.

Plus, we are continually striving to lead the market with exclusive segments including “Plants in Progress,” “Cow to Curd” and our signature *Retail WATCH* each month. New features will be debuting in the coming months as well.

It is our job every week to successfully combine serious news, analysis and attention to detail with passion and integrity. That means we need to be a strong partner to both our readers and advertisers. You have our commitment to do just that.

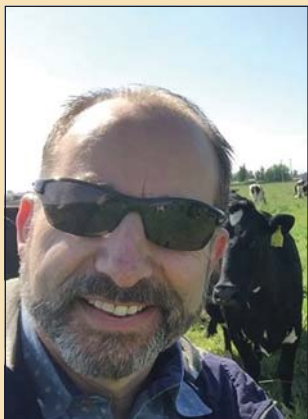
With so many headlines and constant information coming at you, we

thank you for choosing *Cheese Market News* as your trusted news source. After almost four decades of leading the industry with reliable news, *Cheese Market News* is strongly positioned to continue to help grow and support the ever-changing landscape of this vibrant industry.

The cheese and dairy business are full of hard-working professionals who thrive on innovation and change. Our entire industry is “looking for a better way” to produce and sell more cheese and dairy products. Let us help you navigate changing market conditions and take advantage of new opportunities as we report all the breaking headlines each week.

I thank you for your business and loyalty and hope you will enjoy what you read in the pages to come and be inspired to take the cheese business to a higher level. The world is in search of good news (and good cheese), and that is exactly what *Cheese Market News* intends to deliver. **CMN**

## GUEST COLUMNIST *CMN Exclusive!*



### Perspective: Industry Issues

Edward Zimmerman is president of The Food Connector, a sales and marketing company focused on the needs of food manufacturers and distributors. He contributes this column exclusively for *Cheese Market News*®.

## Can the U.S. feed the world?

First, let me get this out of the way; I am an economist by training. Besides being qualified to lead glib discussions using charts, this means that I can legally use phrases such as “all other things being equal” and “Pareto optimality.” In my decades’

long pursuit of economic truth, one topic that has always rung true for me is the idea of comparative advantage. The theory says that certain countries have a natural advantage over other countries in the production of certain goods.

Comparative advantage stems from such factors as availability of raw materials, access to ports, quality of workforce, basic infrastructure, exchange rates and even culture and tradition. Further, the theory goes on to hypothesize that these advantages shift over time as countries respond to competition. In the '50s and '60s, U.S. automakers dominated based on a highly productive factory system and workforce. Coupled with design flair, access to capital and marketing, American car production boomed and many of our automobiles found homes outside of the United States. In the '70s, the Japanese became the low-cost producer of automobiles and flooded our domestic market. Detroit worried that Japan’s competitive advantage would take over the market. Through product improvement and innovation, the United States fought back, and then the Japanese responded with the next round of improved Japanese cars in the likes of Lexus and Acura.

Today, China dominates in the production of low-cost manufactured goods, Japan in electronics, the Saudis in oil, etc. The United States enjoys a competitive advantage in areas such as product innovation, marketing and finance. One other area where we have an overwhelming advantage is that we produce food very economically. This leads to a key question: Can we feed the world?

The American consumer spends approximately 14 percent of their income on food; in many places in the world, consumers spend more than 70 percent. We have developed a system of producing food that includes fantastic variety, freshness and innovation, all at very attractive prices to consum-

ers. The American farmer is the most productive in the world, which is why we have the lowest percentage of our workforce employed in farming than anywhere else. Our packaging and infrastructure allows our finished goods to migrate worldwide and arrive in wholesome fashion.

Grain is the core component for the production of all foods. The efficient production of grain allows for the efficient feeding of animals for both dairy and proteins. The American Great Plains, California’s Central Valley and other key growing areas offer the opportunity to produce a greater amount of feed crops ready for conversion into dairy products. American farmers are efficient grain growers; our technology and innovation allow those grains to feed dairy animals and offer superior milk per cow numbers.

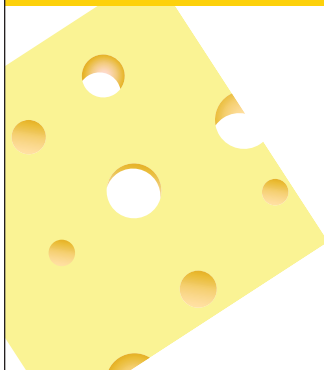
U.S. dairy plants are among the most efficient in the world. Our infrastructure can easily transport product to dozens of international ports throughout the country, to move product offshore. Frankly, with the current amount of importing into the United States, many ships are deadheading back to their ports of origin empty and are looking for backhauls, which adds to our comparative advantage. Finally, customers, both domestically and international are very comfortable with our focus on food safety.

So, in the midst of trade tensions, why talk about exporting?

The United States is pushing for better trade deals. Whether you like the current administration or not, this country has not reviewed our trade policies in many years. It seems the new NAFTA improves the landscape for

Turn to ZIMMERMAN, page 6

### IS YOUR SUSTAINABILITY PROGRAM SWISS CHEESE?



Customers want to do business with environmentally conscious and community-minded companies. If your sustainability commitment is full of holes, you are missing out on the opportunity for increased ROI, improved stock value and enhanced reputation.

**The Food Connector can help.**

CALL TODAY to Receive a No-Cost Topline Audit.

**THE FOOD CONNECTOR**

www.thefoodconnector.com • (415) 785-8539  
dchapman@thefoodconnector.com

For more information please visit [www.thefoodconnector.com](http://www.thefoodconnector.com)



## NEWS/BUSINESS

## Checkoff's Undeniably Dairy fall campaign aims to reconnect Americans with dairy farmers

**ROSEMONT, Ill.** — The fall season can be a time for friends and families to reconnect with one another, often around a holiday meal. This spirit of connection is the impetus behind the fall programming of the Undeniably Dairy campaign, created by the Innovation Center for U.S. Dairy and Dairy Management Inc. (DMI), which manages the national dairy checkoff. A key part of this strategy is giving consumers who are generations removed from the farm an opportunity to have face-to-face conversations with dairy farmers.

“We know through consumer research that people are always looking for ways to reconnect during the fall and holidays, not just with their families and friends, but even to where their food comes from,” says Beth Engelmann, chief marketing communications officer, DMI. “This is our opportunity to help people to reconnect with our farmers and the dairy community behind the real, nutrient-rich and responsibly-produced dairy foods they love.”

The fall program includes content showcasing the stories of individuals who are devoted to dairy and their communities. Events are aimed at reaching consumers and allowing them to engage with dairy farmers, including two in New York City this week. Today and tomorrow, farmers are part of a “food truck experience” at the Grand Central Food Festival (Oct. 12) and Times Square Expo (Oct. 13). A food truck is featuring a chef and dairy farmers providing chocolate milk and grilled cheese sandwiches to attendees.

Each event is including opportunities for consumers to meet farmers, including a 5-foot-tall “Connect Four with a Farmer” game. This takeoff of the classic game features dairy-themed discs (cheese, crops, barns, etc.) that will allow people to have conversations with farmers about subjects such as nutrition, sustainability and cow care.

A 7-foot-tall glass of chocolate milk and life-size cow statues —

ideal for photos to be shared on social media — also is on site, along with other activities.

Another campaign moment is National Farmers Day today. National Farmers Day provides an opportunity to connect with consumers on social media and showcase the real farmers and stories behind the dairy foods people love.

“This is a day where we can rally the entire dairy community and be proud of who we are and what our farmers do,” Engelmann says. “People will be thanking farmers across the country, and it presents

an opportunity for dairy farmers to post their story and share what is real about them, their farm and their family. People will connect the milk that’s on their table to an actual person.”

In addition to the social media rally, Undeniably Dairy is capturing media attention with celebrity Mario Lopez, who is passionate about connecting family around delicious, nutritious foods that fuel, such as dairy. Also, a satellite media tour featuring “Iron Chef” Marc Forgione and New York dairy farmer Nate Chittenden is driving home dairy’s

farm-to-table message.

DMI chair and Pennsylvania dairy farmer Marilyn Hershey says the fall Undeniably Dairy strategy of bringing people and farmers together will make a needed connection.

“We know that when people visit our dairy farms, they often walk away with an appreciation and understanding for the work we do,” Hershey says. “It isn’t realistic for everyone to get out to a farm, but the New York events and social content will be effective ways for our farmers to meet consumers where they are.” **CMN**

### EXPLORE

## URSCHEL TEST CUTTING



Look to Urschel to assist with your R&D of new products or to refine existing processes. Our test cutting facility offers skilled technicians with full knowledge of every Urschel machine. Photos and a complete lab report are provided upon request at no-charge or obligation.



**BOOTH #E7135**  
OCT 14 - 17, MCCORMICK PLACE  
CHICAGO, IL U.S.A.

**URSCHEL®**  
The Global Leader in Food Cutting Technology

Set-up a free test-cut of your product:  
Toll Free: +1.844.URSCHEL (877.2435)  
info@urschel.com | [www.urschel.com](http://www.urschel.com)

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

## USDA seeks to purchase String

**WASHINGTON** — USDA announced this week it is seeking to purchase 756,000 pounds of String cheese.

Offers to supply the government the cheese are due by 9 a.m. Central Time Oct. 23.

For more information, visit <https://portal.wbscm.usda.gov/publicprocurement> under the AMS Dairy folder. **CMN**

For more information please visit [www.urschel.com](http://www.urschel.com)



# GUEST COLUMNIST *CMN Exclusive!*

## ZIMMERMAN

*Continued from page 4*

U.S. dairy in both Mexico and Canada. Maybe Secretary of Commerce, Wilbur Ross, and his team will negotiate better deals with Europe and China? Whether they do or don't, the current president will only be in office two or six more years, and then a new voice will rise. Basing long-run strategy on short-term political considerations is ill advised.

Dairy infrastructure and investment has a 20- to 40-year horizon. Co-ops, private and public companies have to look further down the road to determine how they want to position their businesses for the next era. The consumption of dairy and meat is at a crossroads in this country. Many people

are substituting animal proteins for plant-based foods. This shift is gaining momentum. Younger people in particular are moving in this direction, but even older consumers are choosing both. Flexitarians, people who consume animal protein but replace it several times per week with plant-based foods, have created a huge demand for nut-based cheeses and beverages as well as plant-based meat substitutes. The number of flexitarians is steadily rising.

Consumption based on health and responsibility for the planet are choices that well-educated and well-fed consumers make. People who are hungry or spend a huge percentage of their income on food don't have this luxury. Those consumers reside primarily outside the United States. Make no mistake, the domestic industry remains our primary market; it is growing, but

not as quickly. We economists would say it is increasing at a decreasing rate. The point is that for the long run, international markets represent the future and forward looking dairy companies need to make plans now to create products and marketing plans to capture that business.

Efficient feed production, conversion to finished goods, superior infrastructure, marketing and access to capital are comparative advantages for the American system of food production. Many people in the world are living at subsistence levels. They spend a huge percentage of their income on food. This fact and the absence of property rights are the core reasons why many people live under tyranny. If America can efficiently feed the world, we will improve our own food industries, the balance

sheets of our farmers and the lives of millions around the world. America's greatest export can be freedom and democracy, but those are idealistic principles to people who go to bed at night with empty stomachs. **CMN**

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

## NEWS

### Dairy Farmers of America explores using blockchain technology

**KANSAS CITY, Kan.** — As companies across the globe increasingly embrace blockchain technology, Dairy Farmers of America (DFA) is testing blockchain's capabilities in the area of food and agriculture. DFA has partnered with ripe.io, a food tech startup focused on using blockchain technology to transform the food supply chain for data transparency.

Through the pilot project, DFA is hoping to increase supply chain transparency and better connect its farmer owners with customers.

"Consumers today want to know where their food comes from, and blockchain technology, like ripe.io, gives consumers real-time data, which can really help increase trust and confidence about food production from start to finish," says David Darr, vice president sustainability and member services at DFA.

The pilot project is utilizing the ripe.io platform and leverages data from a group of DFA member farms as well as one of DFA's manufacturing plants to support more consumer engagement.

"We know that there's a lot of application for blockchain technology within agriculture, and we ultimately want to help our dairy farmers be on the forefront," Darr says. "For now, our goal is to evaluate the technology and explore how it might benefit our supply chain."

Recently, ripe.io completed the 2018 Sprint Accelerator program, which is also sponsored by DFA. The Accelerator is a 90-day, immersive program that helps accelerate and grow startup businesses.

"We've led and participated in many other pilot projects and know there are tremendous possibilities with blockchain and agriculture," says Raja Ramachandran, CEO and co-founder at ripe.io. "DFA has been a great partner for us, and we look forward to working with them to better understand the potential value blockchain can provide for dairy." **CMN**



## Thank You 2018 Bidders

A sincere thank you is extended to the winning bidders, participating dairy companies, judges, contest assistants and organizations which helped make the 2018 World Dairy Expo Championship Dairy Product Contest an outstanding success.

<p><b>Cookie Dough Peanut Butter Ice Cream</b> - Oberweis Dairy, North Aurora, IL  <b>Coconut Chocolate Almond I.C.</b> - Oberweis Dairy, North Aurora, IL  <b>Imported Madrigal Cheese Wheel</b> - Lactalis American Group - Buffalo, NY  <b>Whole Milk Ricotta</b> - Lactalis American Group Buffalo, NY</p>	<p><b>Alouette Cucumber &amp; Dill Spread</b> - Savencia Cheese USA, New Holland, PA  <b>Smoked Gouda</b> - Fair Oaks Farms, Fair Oaks, IN  <b>Brie Double Cream</b> - Lactalis USA, Belmont, WI  <b>Brick Cheese</b> - Mill Creek Cheese, Arena, WI</p>	<p><b>Fit &amp; Active Reduced Fat Light String Cheese</b> - ALDI Inc., Batavia, IL  <b>Friendly Farms Nonfat Yogurt</b> - Aldi, Inc., Batavia, IL  <b>Pueblo Lindo Mango Lowfat Drinkable Yogurt</b> - ALDI, Inc. Batavia, IL  <b>Vanilla Bean Ice Cream</b> - ALDI, Inc. Batavia, IL</p>
<p><b>Panela</b> - Marquez Bros. International, Hanford, CA  <b>Queso Fresco Tray</b> - Marquez Bros. International, Hanford, CA  <b>Strawberry Yogurt</b> - Marquez Bros. International, Hanford, CA  <b>Cajeta</b> - Marquez Bros. International, Hanford, CA</p>	<p><b>Cheddar</b> - AMPI, Blair, WI  <b>Monterey Jack</b> - AMPI, Sanborn, IA  <b>Colored American Cheese Slice on Slice</b> - AMPI, Portage, WI  <b>Roth Private Reserve Wheel</b> - Emmi Roth, Monroe, WI</p>	<p><b>Pineapple Habanero Cream Cheese Spread</b> - Williams Cheese Co., Linwood, MI  <b>Evalon-Aged Goat Cheese</b> - LaClare Family Creamery, Malone, WI  <b>Wash Rind/Smear Ripened "Valis" Cave Aged Over 75 Days</b> - Lake Country Dairy Schuman Farms, Comstock, WI</p>
<p><b>Natural Flavor Provolone</b> - Foremost Farms USA, Clayton, WI  <b>Salted Butter</b> - Foremost Farms USA, Reedsburg, WI</p>	<p><b>Old Fashioned Vanilla I.C.</b> - Chocolate Shoppe, Madison, WI  <b>Aged Cheddar</b> - Land O Lakes, Kiel, WI  <b>Chipper I.C. Sandwiches</b> - Whitey's Ice Cream, Moline, IL</p>	<p><b>Gorgonzola Cheese</b> - Prairie Farms Dairy, Fairbault, MN  <b>Plain Cream Cheese</b> - Prairie Farms Dairy, Monona, IA  <b>Salsa Dip</b> - Hilland Dairy Foods, Omaha, NE  <b>Ranch w/ Dill Dip</b> - Hilland Dairy Foods, Omaha, NE</p>
<p><b>Lowfat Blended Strawberry Yogurt</b> - Upstate Niagara Coop. Buffalo, NY  <b>Lowfat Blended Blueberry Yogurt</b> - Upstate Niagara Coop. Buffalo, NY  <b>Lite Sour Cream</b> - Upstate Niagara Coop. Buffalo, NY  <b>French Onion Dip</b> - Upstate Niagara Coop. Buffalo, NY  <b>Chocolate Ice Cream</b> - Chocolate Shoppe I.C. Madison, WI  <b>Peanut Butter Hearts Chocolate I.C.</b> - Chocolate Shoppe I.C., Madison, WI</p>	<p><b>LMWM Mozzarella</b> - DFA, Turlock, CA  <b>Queso Fresco</b> - La Vaquita DFA, Houston, TX  <b>Unsalted Butter</b> - DFA, Winnsboro, TX  <b>Regular Cottage Cheese</b> - Umpqua Dairy, Roseburg, OR  <b>Sour Cream</b> - Umpqua Dairy, Roseburg, OR</p>	<p><b>Dark Chocolate I.C.</b> - Lochmead Dairy, Junction City, OR  <b>Salty Caramel Truffle I.C.</b> - King Cone LLC Plover, WI  <b>Pucker Power Bars</b> - Ice Cream Specialties, St. Louis, MO  <b>Lowfat Vanilla Yogurt</b> - Schreiber Foods, Green Bay, WI  <b>Whole Milk Vanilla Greek Yogurt</b> - Southeastern Grocers, Jacksonville, FL  <b>Black Cherry Frozen Yogurt</b> - Southeastern Grocers, Jacksonville, FL</p>
<p><b>Garlic Butter</b> - Shatto Milk Co., Osborn, MO  <b>NonFat Vanilla Greek Yogurt</b> - HYVEE, Des Moines, IA  <b>String Cheese</b> - CROPP/Organic Valley, LaFarge, WI  <b>Old Fashioned French Vanilla I.C.</b> - Arethusa Farm Dairy, Bantam, CT  <b>Strawberry Ice Cream</b> - Arethusa Farm Dairy, Bantam, CT</p>	<p><b>Jalapeno Flavored String Cheese</b> - Baker Cheese Factory, St. Cloud, WI  <b>Mascarpone</b> - Crave Bros. Farmstead Cheese, Waterloo, WI  <b>Feta Cheese in Brine</b> - Nasonville Dairy, Marshfield, WI  <b>Sharp Cheddar</b> - Land O Lakes, Kiel, WI</p>	<p><b>Marinated Mozzarella</b> - Formaggio Cheese, Hurleyville, NY  <b>Betta Brie w/ Cranberry Almond Topping</b> - Formaggio Cheese, Hurleyville, NY</p>
<p><b>Whole Chocolate Milk</b> - Prairie Farms Dairy, Somerset, KY  <b>2% Lowfat Cottage Cheese</b> - Dean Foods, Rockford, IL  <b>2% Cottage Cheese w/ Mix Ins</b> - Dean Foods, Rockford, IL</p>	<p><b>Raspberry Sherbet</b> - Kemps, Cedarburg, WI</p>	<p><b>Mint Cookie Crumble I.C.</b> - Stewarts Shops I.C. Saratoga Springs, NY  <b>Pistachio Gilato</b> - Stewarts Shops I.C. Saratoga Springs, NY</p>

For more information please visit [www.wdpa.net](http://www.wdpa.net)



## NEWS / BUSINESS

## Dairy Forward Pricing Program expires; farmers may still choose forward pricing contracts

WASHINGTON — Many USDA programs and policies were authorized under the 2014 Farm Bill only through Sept. 30, 2018, including the Dairy Forward Pricing Program.

Beginning Oct. 1, 2018, the authority or funding provided under the 2014 farm bill for USDA to operate a number of these programs, including the Dairy Forward Pricing Program, expired, according to several federal milk marketing order market administrators.

As of Oct. 11, Congress has not passed a new farm bill or legislation to extend the authority for USDA to carry out the Dairy Forward Pricing Program, and USDA

cannot make new commitments to the program. Therefore, proprietary handlers establishing new forward contracts on or after Oct. 1, 2018, will not be exempt from paying minimum federal order prices.

Previously established contracts that expire on or before Sept. 30, 2021, are not impacted.

With the expiration of the Dairy Forward Pricing Program, all dairy producers may still choose to (but are not required to) have forward pricing contracts, according to Victor J. Halverson, market administrator for the Upper Midwest federal order. For producers being paid by proprietary plants, however, such contracts do not

exempt the proprietary plant from its obligation to pay the producer the federal order minimum prices on milk pooled on the order.

The Dairy Forward Pricing Program, which was first authorized by the 2008 Farm Bill and then extended in the 2014 Farm Bill, allowed handlers regulated under the federal order program to pay producers and cooperative associations a negotiated price, rather than the federal order minimum blend price for producer milk if subject to conditions and terms of a forward contract, provided the volume of such milk did not exceed the handler's Class II, III, and IV utilization for the

month on the order that regulated the milk. The program applied to producer milk regulated under federal orders that was not classified as Class I milk or milk otherwise intended for fluid use.

While the Dairy Forward Pricing Program has expired, two dairy programs established under the 2014 Farm Bill don't expire until the end of this year: the Margin Protection Program (MPP) for Dairy and the dairy product donation program.

While no announcements have been made as to the timing of passage of a new farm bill, news reports say ag committee leaders indicate a new bill will be passed in the lame-duck session. CMN

## U.S. dairy exports rise in August

WASHINGTON — U.S. dairy exports in August were valued at \$480.9 million, up 3 percent from August 2017, according to the latest report from the U.S. Dairy Export Council (USDEC). Suppliers shipped 189,897 metric tons of powders, cheese, butterfat, whey products and lactose in August, up 12 percent from August last year.

Cheese exports in August were 28,171 metric tons, down 7 percent from last year, USDEC reports. Cheese shipments to Mexico (6,610 metric tons, down 21 percent from a year ago) were lower for the second straight month. Cheese exports to Central America were up 33 percent, exports to Australia were the most in nine months, and shipments to South Korea were the lowest in seven months. Sales to China and Canada were both off more than 40 percent compared to year-ago levels.

USDEC reports exports of nonfat dry milk/skim milk powder (NDM/SMP) totaled 62,313 metric tons, a 26-percent increase compared to a year ago. Shipments to Mexico were the most since October 2016, while sales to Southeast Asia were up 35 percent. These gains offset declines in exports to China, Pakistan and Japan. USDEC notes that in 2018, U.S. exporters are shipping nearly 13,000 metric tons more of NDM/SMP per month than last year.

Whey exports were up 2 percent in August from a year ago, though newly-implemented tariffs are affecting sales to China, USDEC says. Whey shipments to China were down significantly (-26 percent) for the second straight month, with nearly all of the August decline from lower sales of modified whey (permeate). However, U.S. suppliers continued to move greater volumes of whey products to Southeast Asia, where August sales were 40 percent greater than the prior year.

Lactose exports totaled 34,787 metric tons in August, up 16 percent from August 2017 levels.

USDEC reports on a total milk solids basis, U.S. exports were equivalent to 16.8 percent of U.S. milk production in August, bringing the year-to-date percentage to 16.6 percent. CMN

MERCHANT **MS** SCHMIDT, INC.

*New Inline Electric Cuber*



**MS80ie Cheese Cuber**



**Quick Change Harps**

- Innovative inline design with **smaller footprint**
- Wire breakage detection
- Electric servo actuators **maximize production**
- **Quick change** harps with external tensioning
- **Easy cleaning** with removable sections
- Urethane belts for **better hygiene**
- **Excellent** product containment



**NEW on the Show Floor!**  
Pack Expo International 2018  
**Booth #7103**

**Most Hygienic - Maximum Production - Best Cut Quality**

[www.marchantschmidt.com](http://www.marchantschmidt.com) / Phone: 1 920 921 4760

For more information please visit [www.marchantschmidt.com](http://www.marchantschmidt.com)



## NEWS/BUSINESS

## Austria's Berglandmilch expands specialty cheese production

**VOITSBERG, Austria** — Austria's Berglandmilch recently expanded its specialty cheese facility in Voitsberg, Austria. Cheese production capacity at this site has doubled, and the milk intake facility also has been expanded. A total of 45 million euros has been invested in the site's expansion, and up to 20 additional employees will be added.

This expansion will allow the Voitsberg site to process up to 300 million liters of Austrian milk into almost 30,000 metric tons of cheese for its retail partners in Austria and abroad. Combined with two other facilities in

Styria and Feldkirchen, Austria, Berglandmilch now is the largest cheese producer in Austria.

The facility in Voitsberg already produced specialty cheeses including Schäringer Jerome, Schäringer Moosbacher, Schäringer Mondseer and Schäringer Dachsteiner, sold to customers in Austria and abroad. The dairy expanded to meet growing demand for high-quality Austrian products from Europe, South America, the Middle East and the Far East, the company says.

"Our retail partners appreciate the high quality of Austrian products," says

Josef Braunschöfer, managing director, Berglandmilch. "The investment in production and milk acceptance at the Voitsberg plant will help to keep the transport routes short and efficient, so that the taste of high-quality Austrian milk is even more evident in our products."

Berglandmilch processes around 1.3 billion kilograms of milk per year and employs approximately 1,500 people. The milk is produced by 11,000 dairy farmer-owners, who use only GMO-free, European feed. Forty percent of the raw milk produced in Austria is processed into products in one of the Berglandmilch facilities. **CMN**

## ROBOTICS

*Continued from page 1*

"Our robotic solutions show up to work every day and take no vacations," he says. "Robotics are being used in Souser areas — primary, secondary and palletizing, so a variety of robotic equipment is being implemented."

• **Food and worker safety**

One breakthrough in robots used in the food industry has been the development of machines without guarding or protective covering.

Zepnick notes that collaborative robot technology, which allows people to work in close proximity of robots without guarding, has really changed potential robot applications.

**"Our robotic solutions show up to work every day and take no vacations."**

Craig A. Souser  
JLS AUTOMATION

"While this technology currently has limited applications due to current robot size and speed capabilities, some elements are currently in use, and this advancing safety technology will have a more significant impact as it continues to evolve over the next few years," Zepnick says.

Olivier Cremoux, business development manager North America, Stäubli Robotics, says most of the top producers in Europe rely on Stäubli's more than 25 years of experience in highly hygienic environments including cheese and dairy.

"Stäubli robots with their hygienic design and wash-down capabilities changed the rules in the food industry," Cremoux says. "Stäubli showed that it was possible to develop robots suitable for highly-sensitive environments not using any protective cover. Indeed in some cases, covers were known to facilitate bacteria development, generate high maintenance needs and, at the end, limit the lifetime of the robot protected."

Cremoux also explains how robotics equipment is designed and constructed with specific materials to meet food safety requirements. This includes the avoidance of retention zones and the ability to cope with vigorous cleaning processes.

"Stäubli's development team focuses on the particular problems posed by environments in which food is prepared or handled, such as temperature changes and condensation," Cremoux says. "As a result,



## SUPERIOR PACKAGING STARTS WITH REISER

**Reiser's form/fill/seal technology and packaging expertise are the powerful combination you need to produce a superior package.**

- Versatile machines produce vacuum, MAP and VSP packages.
- Unrivaled package quality at the highest production speeds.
- Consistent, high-quality package seals virtually eliminate leakers.
- Modular machines are tailored to meet your specific requirements.
- Features rapid air forming to allow the use of thinner, less expensive films while maintaining package integrity.
- Hygienic design and stainless steel construction for superior sanitation.
- Backed by Reiser's industry-leading team of service and support experts.



**www.reiser.com**  
Reiser  
Canton, MA • (781) 821-1290  
Reiser Canada  
Burlington, ON • (905) 631-6611



For more information please visit [www.reiser.com](http://www.reiser.com)

Turn to TECHNOLOGY, page 9



## NEWS/BUSINESS

## TECHNOLOGY

Continued from page 8

materials such as plastic or carbon fiber were excluded on principle from our HE (humid environment) robot range. The casing is made of a specially treated, corrosion-resistant aluminum. Heavily stressed parts are made of stainless steel. The surface receives a high-quality coating that makes particle adhesion more difficult.”

• **New technology**

Zepnick says new safety technology, including safety ethernet and safety input/output (I/O), has significantly simplified wiring and enhanced troubleshooting capabilities.

“While smaller companies are looking to implement robotics, the technology is meeting them halfway by providing systems that are easier to troubleshoot and maintain,” he says. “The controllers now provide insight and troubleshooting into the individual safety system I/O and specific logic that was not available a few years ago.”

Additionally, Zepnick Solutions is leveraging 2D and 3D vision systems to provide more intelligent robotics solutions.

“We also leverage 3D printing technology, and we work closely with the USDA as we develop new robotic solutions that operate in the ‘product zone,’” Zepnick says.

Quest Industrial in the last six months has developed and released a line of Intelligent Autonomous Vehicles (IAV) that help in warehousing applications. It also has implemented improvements to its robotics equipment to help retrieve data that can be analyzed.

“Data science is an important part of modern day manufacturing,” Wilson says. “Being able to harness data, whether good or bad, provides management with the needed information to make wise decision.”

Souser says vision systems continue to evolve and solve inspection-related problems in addition to targeting the robots. End effectors also are evolving to handle cheese gently, he adds.

“JLS is introducing a technology called JLS View that is based on the Microsoft HoloLens,” Souser says. “This is aimed to facilitate remote troubleshooting and eliminate or minimize service calls to address a machine problem. It also helps deal with the limited supply of technologists on both ends of the spectrum.”

• **Smart solutions**

Even more crucial to businesses than the latest technology is knowing how that technology will best enhance production. Cremoux says one challenge for cheese and dairy manufacturers is finding a solution that will work in their unique processes and situations.

“It is not a ‘one size fits all’ application for most companies,” he says. “Everyone in the North American cheese/dairy is talking about using robotics to solve their problems, and some are further along than others. The biggest challenge for them is finding partners who are doing more than just selling equipment.”

**“While smaller companies are looking to implement robotics, the technology is meeting them halfway by providing systems that are easier to troubleshoot and maintain.”**

Jody Zepnick  
ZEPNICK SOLUTIONS INC.

Zepnick notes that while there is an increasing opportunity for robotic applications, there also still are many flexible and repetitive applications best served with traditional technology.

“In the cheese/dairy industry, we have seen many robots forced into service where much simpler, traditional technology is still faster and more reliable,” Zepnick says. “Through proper implementation of new and developing robotic technology, robots will continue to grow as a critical part of automation systems across the cheese/dairy processors of all sizes.” **CMN**

## Total conventional dairy ads down 4 percent

WASHINGTON—The total number of conventional dairy advertisements last week decreased 4 percent from the prior week, though conventional cheese ad numbers increased 6 percent, says USDA’s Agricultural Marketing Service (AMS) in its latest weekly National Dairy Retail Report released Oct. 5.

AMS says national conventional varieties of 8-ounce natural cheese blocks last week had a weighted average advertised price of \$2.15, down from \$2.39 one week earlier and \$2.52 one year earlier.

Natural varieties of 1-pound cheese blocks last week had a weighted average advertised price of \$3.76, up from \$3.57 one week earlier and \$3.36 one year earlier, AMS says, while 2-pound

cheese blocks had a weighted average advertised price of \$5.35, down from \$5.77 one week earlier and \$6.30 one year ago.

AMS says natural varieties of 8-ounce cheese shreds last week had a weighted average advertised price of \$2.19, down from \$2.35 one week earlier and \$2.47 one year earlier, while 1-pound cheese shreds had a weighted average advertised price of \$4.55, up from \$3.08 one week earlier and \$3.24 one year earlier.

Meanwhile, national conventional butter in 1-pound packs last week had a weighted average advertised price of \$3.31, up from \$3.16 one week earlier but down from \$3.46 one year ago, AMS says. Conventional butter ads decreased 16 percent last week. **CMN**

## Study suggests dairy fat is not linked to cardiovascular disease in older adults

ROCKVILLE, Md. — Dairy fat is not linked to cardiovascular disease or mortality among older adults, according to a recently-published study in *The American Journal of Clinical Nutrition*.

The study, “Serial measures of circulating biomarkers of dairy fat and total and cause-specific mortality in older adults: the Cardiovascular Health Study,” was designed to investigate prospective associations of serial measures of plasma phospholipid fatty acids with total mortality, cause-specific mortality and cardiovascular disease (CVD) risk among older adults.

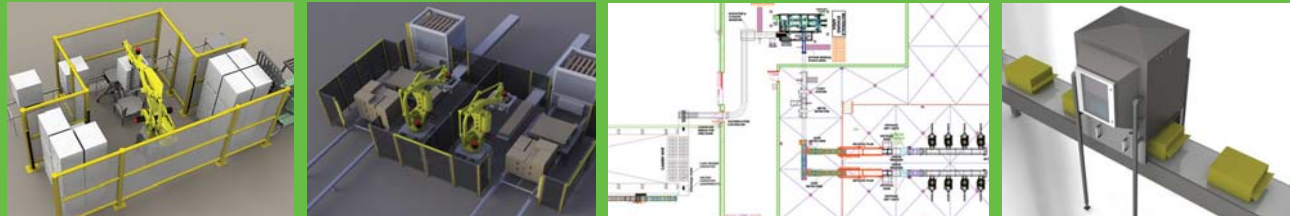
The study examined a number of biomarkers measuring circulating fatty acid concentrations at baseline, 6-year and 13-year observations among 2,907

U.S. adults aged 65 and older who were free of CVD at the beginning of a 22-year period.

Long-term exposure to circulating phospholipid pentadecanoic, heptadecanoic or trans-palmitoleic acids was not significantly associated with total mortality or incident CVD among older adults, the study found. High-circulating heptadecanoic acid was inversely associated with CVD and stroke mortality, and potentially associated with higher risk of non-CVD death, the authors add.

For more information or to access the full study, visit <https://academic.oup.com/ajcn/advance-article-abstract/doi/10.1093/ajcn/nqy117/5052139?redirectedFrom=fulltext>. **CMN**

## From the Brine or Tower to the Pallet



Automation Solutions

Robotic Cells

Vision Systems

Engineering & Design Services

**640 lb. Cheese Box Stacker**

- Proven Reapplication Technology
- Eliminates Safety/Ergonomic Issues
- Built to Last — Minimizes Downtime
- Increases Your Productivity (1.5 Boxes Per Minute)
- Designed Within Your Budget

**40 lb. Block Cheese Palletizing**


- Proven Technology
- Eliminates Safety/Ergonomic Issues
- Built to Last — Minimize Downtime
- Increases Your Productivity — **20 Blocks Per Minute**
- Designed Within Your Budget

**Cheese Packing Lines**

- Complete Automated Cheese Packaging Lines Including Equipment & System Integration from the Brine or Tower to the Pallet — *We Provide it All!*
- Complete Line or Individual Components
- Affordable Solutions
- Designed to Meet Client's Specific Needs
- Built to Last
- Right the First Time, On Time.

**Vision Leak Detection**

- Affordable Vision System
- Minimal Space Requirements
- Find Problems Early — Minimize Rework — Improve Quality
- Robust & Designed for Reliability
- Reduce Leakers to Customers



Contact Us!  
Phone: 920-662-1682  
Toll Free: 877-ZEPNICK  
solutions@zepnick.com

A great place to work with people committed to excellence, creating positive memorable experiences by providing “Personalized Automation Solutions.”

For more information please visit [www.zepnick.com](http://www.zepnick.com)



## UPCOMING EVENTS

### PLMA trade show to be held Nov. 11-13

ROSEMONT, Ill. — The Private Label Manufacturers Association's (PLMA) 2018 Private Label Trade Show will be held at the Rosemont Convention Center outside Chicago Nov. 11-13.

For more than 30 years, PLMA's annual trade show has offered retailers and wholesalers an opportunity to source their private label programs. More than 1,500 companies from 40 countries are expected to exhibit their products at this year's show, including 25 international pavilions. Exhibitors range from small and medium-size companies to national

brand makers who also supply store brands.

PLMA's online Show Preview is available to help buyers and sellers identify products in advance of the show and set up one-on-one meetings. PLMA's Idea Supermarket displays private label programs of retailers around the world to benchmark what the industry is doing.

Companies interested in exhibiting may contact PLMA at [exhibit@plma.com](mailto:exhibit@plma.com).

For more information, visit [www.plmregistration.com](http://www.plmregistration.com). CMN

### California Dairy Sustainability Summit to be Nov. 27-28 at Sacramento Convention Center

SACRAMENTO, Calif. — The inaugural California Dairy Sustainability Summit will be held at the Sacramento Convention Center Nov. 27-28. The summit will showcase California's achievements in sustainable farming practices and provide dairy farmers with a single venue to access technology, services and financial support that can help them reduce operating costs, develop new revenue streams and make further advancements in dairy sustainability.

The event is co-hosted by Dairy

Cares, the Dairy Council of California, the California Milk Advisory Board (CMAB), the California Dairy Quality Assurance Program and the California Dairy Research Foundation. More than 10 other organizations have signed on as event partners, including California's dairy trade associations and major dairy cooperatives, along with Sustainable Conservation and the Western States Dairy Producers Association.

A key theme throughout the two-day trade show and educational sessions will be finding workable approaches that are both environmentally and financially sustainable. The summit will begin with a day of dialogue between dairy farmers, regulatory officials, researchers and others. Panelists and speakers will discuss consumer trends, nutrition and the environment within the context of sustainability. The second day will serve as a forum for dairy farmers and include breakout sessions designed to help farmers utilize the latest research and technology to reduce on-farm costs and benefit from further advancements in environmental stewardship.

**“Consumer trust is a valuable currency.”**

John Talbot  
CALIFORNIA MILK ADVISORY BOARD

Attendees will include California dairy farmers and operators, dairy technology and service providers, elected officials, government agencies that regulate dairy farms, academic researchers, utility providers, nutrition and health professionals, dairy processors and other allied organizations. The event aims to help further advance California's sustainable farming practices and secure dairy's place as a vital part of the state's economy and the global food system.

“Consumer trust is a valuable currency. Showcasing generations of leadership in sustainable farming connects California dairy to the values we all share and helps maintain that trust,” says John Talbot, CEO, CMAB. “This first California Dairy Sustainability Summit creates a platform for sharing and creating future partnerships to ensure we continue to lead the way.”

The summit is organized by Gladstein, Neandross and Associates (GNA) on behalf of the dairy industry. Additional information about speakers and partners will be announced in coming weeks. Early bird registration will be available through Sept. 28. For more information about the summit, to secure a booth space or become a sponsor, visit [CADairySummit.com](http://CADairySummit.com). CMN



FREE QUOTE REQUEST  
1-314-822-5968  
1-314-822-5960

## A TRUSTED NAME IN DAIRY IS NOW A NAME TO TRUST FOR TRANSPORTATION.

Jacoby Logistics combines proven 3PL solutions with decades of dairy industry experience, providing customers a one-stop solution to meet their logistic needs from start to finish – **and every point in between.**

### MULTIPLE TRANSPORTATION METHODS TO SERVE YOU WITH DECADES OF EXPERIENCE & RELIABILITY



### SHIPPER TECHNOLOGY FOR TODAY'S MARKET



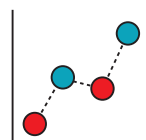
Freight Tracking



Transportation Management



Freight Audit



Reporting

Learn more at [WWW.JACOBYLOGISTICS.COM](http://WWW.JACOBYLOGISTICS.COM)

For more information please visit [www.jacobylogistics.com](http://www.jacobylogistics.com)



## NEWS / BUSINESS

## IME marks 40 years of providing rebuilt equipment, range of services for dairy industry

By Rena Archwamety

**DEERFIELD, Wis.** — When Greg and Denise Mergen started International Machinery Exchange (IME) almost 40 years ago in December 1979, their focus was providing quality used and rebuilt cheese and dairy equipment to smaller and overseas customers.

“We were recycling before recycling was in vogue,” Denise Mergen says.

Greg Mergen, who has a food science degree from the University of Wisconsin and previous experience selling new and used machinery, says initially IME worked with startups on designing facilities and provided quality used equipment to companies both in the United States and abroad. At the time, he says, there was an attitude that equipment for processors in Mexico and other countries didn't have to be as good.

**“One of the things in the early days was we made sure we did it right for our customers. We got a lot of repeat business.”**

Greg Mergen  
INTERNATIONAL  
MACHINERY EXCHANGE

“One of the things in the early days was we made sure we did it right for our customers. We got a lot of repeat business,” Mergen says.

“We started with one other employee and gradually built up,” he adds. “Concentrating on the small guy was key. We sold to large ones, too. If you have an item you want, we would meet the specifications and quality.”

In 1980, IME moved from Windsor, Wisconsin, into the larger facilities of the former Deerfield Creamery Co. building in Deerfield, Wisconsin, where IME remains today. The company achieved increases in sales over the years and now has 16-21 employees, adding subcontractors when it works on larger design projects. It has large and small customers all over the world, including in Puerto Rico, Honduras and Indonesia. Its main focus remains the cheese industry, but it also deals in equipment for other dairy products as well as chocolate makers and breweries. About 80 percent of its current business is in cheese and dairy.

“We sell to anyone with a cow up to cheese companies that produce millions of pounds of cheese a day,” says Jeff Klemp, vice president and

general manager, IME. “Last week we went to a farm that wants to start bottling its own milk. We work with large plants, providing large production equipment, to the little guy stirring by hand.”

Trends that have kept IME extremely busy in recent years include the emergence of smaller artisan producers, as well as dairy farms looking to add value to their milk during periods of low prices. Mergen recalls when he started IME, little cheese factories were closing. This continued for about 25 years, and then people started building them again.

Reconditioned equipment is much more affordable for small plants and startups, often about a third of the price of new equipment. In addition to providing rebuilt equipment, IME will help design plants and processes for new startups and can acquire new equipment for them when necessary.

“In the past four or five years, we've designed three small ice cream startups, two fluid milk producers and three to four cheese plants,” Mergen says. “We'll meet with them, look at the facility — or build a new facility — and consult on square footage. When they sign a package, they get

unlimited revisions for a year.”

Beyond selling equipment and plant design, IME helps its customers throughout the process, providing service and support well beyond the sale. Klemp says some customers will call even if it's about something IME didn't sell them. Accessibility is a key draw for their customers.

“When companies are small, the owners do not have the time or knowledge to handle everything. We do have that service aspect. We won't leave them high and dry after the sale,” Klemp says.

*Turn to IME, page 12*



## Specializing in New and Rebuilt Dairy and Food Processing Machinery and Accessories

- 10,000 Products in Stock
- Over 300 Tanks — From 10 to 50,000 Gallons
- Processors, Kettles and Mixing Tanks — 15 to 5,000 Gallons
- Positive and Centrifugal Sanitary Pumps
- Freon or Ammonia Refrigeration Compressors
- Receivers, Condensers, Coolers and Evaporators
- Ice Builders & Chillers
- HTST Systems, Custom Built with New Controls
- Homogenizers, CIP Systems and Products Conveyors
- Flow Meters, Instruments, Motor Controls and VFDs
- Rapid Response Milkoscope Milk Testers and Much More!

**We Offer In-house Design and Engineering Services for New Plant Startups and New Machinery Lines to Supplement Your Needs; Rigging and Complete Plant Liquidation Services. ASA Senior Appraiser on Staff for Appraisals, Auctions or Liquidations**

Celebrating  
Years in Business!

**40**  
1979 – 2019

**VISIT OUR EXTENSIVE WEBSITE:**  
[www.imexchange.com](http://www.imexchange.com)

*For whatever you need,  
give IME a call!*

**IME...YOUR COMPLETE TRUSTED EQUIPMENT DEALER**

P. O. Box 438 • 214 N. Main Street • Deerfield, WI 53531  
PH: (608) 764-5481 • FAX: (608) 764-8240  
EMAIL: [sales@imexchange.com](mailto:sales@imexchange.com) • WEBSITE: [www.imexchange.com](http://www.imexchange.com)

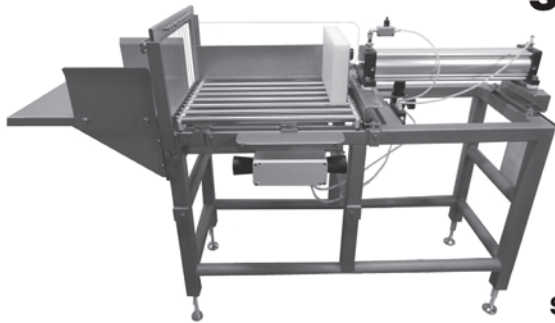
*For more information please visit [www.imexchange.com](http://www.imexchange.com)*



# NEWS / BUSINESS

**More News, More Solutions, More Choices!**  
[www.cheesemarketnews.com](http://www.cheesemarketnews.com) • 608.831.6002

## Another New Innovation In Cheese Cutting Technology



### Single Direction Horizontal Cheese Cutter

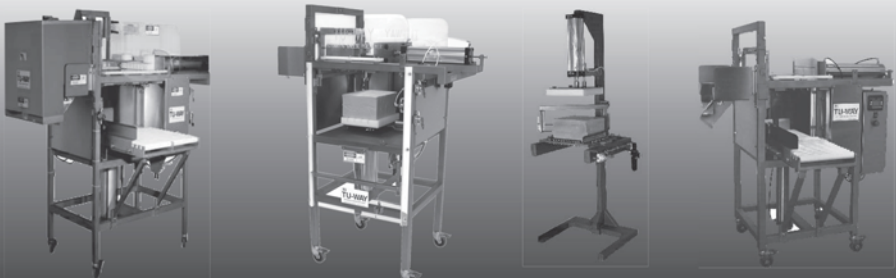
Designed to cut cheese blocks or similar products into uniform portions for retail cuts, dicing, shredding and melting or blending purposes

#### Model 1820 Features:

- Manual Swing Harp can be Added for Additional Cuts
- Reduced Footprint and Production Time with Compact Design



**PUTTING YOU FIRST SINCE 1949**  
**Phone: 1-888-243-6622 or 1-920-458-2189**  
**E-mail: [sales@genmac.com](mailto:sales@genmac.com)**  
**Web: [www.genmac.com](http://www.genmac.com)**



**IMPROVE YOUR PRODUCTION WITH GMC CUTTERS**

For more information please visit [www.genmac.com](http://www.genmac.com)



Photo by Rena Archwamety/Cheese Market News

**BUILDING BUSINESSES** — Greg and Denise Mergen started International Machinery Exchange (IME) almost 40 years ago, providing quality used and rebuilt equipment to cheese and dairy operators as well as designing facilities for startups. Articles about their own business as well as businesses they have worked with are displayed in their Deerfield, Wisconsin, headquarters.

### IME

*Continued from page 11*

Mergen, who also is a certified equipment appraiser and auctioneer, acquires the company's inventory from various channels, from buying a whole plant to receiving surplus people bring in. Oftentimes when people buy new equipment, dealers don't accept trade-ins, so IME purchases the older equipment.

One piece of remanufactured equipment IME particularly is known for is the Duo-Vat, a combined pasteurizer and cheesemaking tank that Mergen invented in 1980. The Duo-Vat, available in capacities from 100

to 500 gallons, is ideal for farmstead cheese plants, small-batch specialty cheese production and pilot plant production testing.

"It's not rocket science," Mergen says. "I found a way to turn an old farm vat into a cheese vat/pasteurizer. We have sold quite a few over the years."

Mergen says what his customers appreciate most about doing business with IME is that it provides consistent, quality products.

"The fact that it works when it gets there — that's always been the important thing, making sure equipment is properly rebuilt and tested," Mergen says. **CMN**

## Middleby Corp. acquires M-TEK

**ELGIN, ILL.** — The Middleby Corp. has announced the acquisition of M-TEK Corp., an industry leader in the development of modified atmosphere packaging (MAP) systems. The MAP process removes oxygen from inside of a package to improve the shelf life of food.

"M-TEK is a best-in-class manufacturer of modified atmosphere packaging equipment that will allow us to further expand our packaging solutions and capabilities within our industrial food processing group," says Selim A. Bassoul, chairman and CEO of Middleby.

According to Middleby, M-TEK is based in Elgin, Illinois, and has approximately \$10 million in annual revenues. M-TEK offers a range of single, multiple and continuous operating models for packaging cheese, meats and other foods.

Middleby manufactures commercial cooking equipment, industrial processing equipment and residential appliances. **CMN**

## Simatek CIPable bag filters at a glance

Setting new standards for sanitary technology

#### Best Available Technology (BAT)

Simatek develops bag filter technology for dairy powder producers needs.

1. Low velocity inlet design to avoid swinging bags and excessive bag wear
2. Focused on health & safety
  - Explosion protection
  - Working environment
  - No confined spaces
3. Single bag leak detection
4. Reduced powder loss
5. Sub-zero can velocity

#### Low Cost of Ownership

Small footprint  
 - Utilization of bags up to 40'  
 - Savings in building cost

1. Reduced energy consumption
  - up to 30% on the exhaust fan
  - up to 80% on the pulsing energy
2. Up-time
  - Flexible bag pulsing system
3. Low maintenance costs
  - Longer bag life
  - Short bag change time
  - Easy preventive maintenance

#### Pulse Air Distributor (PAD)

Simatek's unique single bag pulsing system.

1. Low pressure high volume pulse air facilitates longer bags - 14-20 PSI
2. High energy efficiency claw blower for pulse air
3. Low air to cloth ratio
  - Low pressure drop (delta P)
  - Throughout production run
4. Heated pulse air
  - Eliminating risk of condensation

#### Sanitary Design

Simatek fulfils the highest sanitary requirements.

1. 3-A symbol certification.
2. USDA cleanability acceptance.
3. EN 1672-2 and EHEDG compliance
4. Blockage free USDA certified CIP-nozzles
5. Bag CIP inside and outside
6. Fulltime heating jacket to prevent contamination



#### Simatek A/S

Energienhus, Energivej 3 • DK-4180 Soroe  
 Tel (+45) 58 84 15 00  
[www.simatek.com](http://www.simatek.com) • [office@simatek.dk](mailto:office@simatek.dk)

#### US sales representative

Harry Delint  
[harry.delint@simatek.dk](mailto:harry.delint@simatek.dk)



**SIMATEK**  
 Filter Technology

For more information please visit [www.simatek.com](http://www.simatek.com)



## PEOPLE & AWARDS

### IDDDBA announces new officers, directors

**MADISON, Wis.** — The International Dairy Deli Bakery Association (IDDDBA) announced its 2018-19 officers and board of directors at its annual business meeting, held recently in Rosemont, Illinois.

Rick Findlay, vice president of fresh, Fresh Thyme Farmers Market, assumes the role of the association's chairman of the board. He has served on the board of directors since 2012 and has been involved in many committees.

Erik Waterkotte, senior director of sales, Columbus Craft Meats, will continue to serve on the board of directors as past chairman.

Other officers for 2018-19 are Gaetano Auricchio, executive vice president, BelGioioso Cheese Inc., and executive vice chairman, IDDDBA; Dotty VanderMolen, Midwest director-fresh, Advantage Fresh, and vice chairman, IDDDBA; and Dominique Delugeau, senior vice president of specialty cheese, deli and marketing, Saputo Specialty Cheese, and treasurer, IDDDBA.

Industry leaders elected to serve three-year terms on the board of directors are Darryl Bacon, Casey's General Stores Inc.; Jody Barrick, SuperValu Inc.; Josh Bickford, Clyde's Donuts; Eric Le Blanc, Tyson Foods, Inc.; Christian Lewis, Hubert Co.; Michelle Lieszkovszky, Butterball LLC; Tammy Kampsula, Giant Eagle Inc.; and Dotty VanderMolen, Advantage Fresh.

Additional members of the 2018-19 board of directors are Steve Buffington,

Give and Go Prepared Foods Corp.; Carter Califri, Norseland Inc.; Curt Coolidge, Superior Cake Products Inc./Hostess Brands LLC; Linda Duwve, Emmi Roth USA; Suzanne Fanning, Dairy Farmers of Wisconsin; Alan Hamer, Stefano Foods Inc./Smithfield Foods; Jewel Hunt, Albertsons Companies; Jennifer Johnson, Hormel Foods Corp.; Tom LaRochelle, Lactalis American Group Inc.; Carmela Serebryany-Harris, Upper Crust Ltd.; Peter Sirgy, Reser's Fine Foods; David Stearle, Land O' Lakes; Jerry Suter, Weston Foods Inc.; and John Wellenzohn, Rich Products Corp. **CMN**

### Comings and goings ... comings and goings

The Supervisory Board of **GEA Group Aktiengesellschaft** has appointed **Stefan Klebert** as CEO, effective Nov. 15. He will succeed the long-serving CEO, **Jürg Oleas**, who is going to leave the company after completion of the fiscal year and after handing over the reins in February 2019. Previously, Klebert worked for the industrial group Schuler AG, where he was in charge of the company's growth strategy in his capacity as CEO over the past eight years.

**Siggi's**, maker of Icelandic yogurt, has appointed **Carlos**

**Altschul** the company's new president and CEO. Prior to joining Siggi's, Altschul was vice president of sales at Stonyfield, where he led field sales, go-to-market strategies and shopper marketing across the brand's portfolio. He also previously held senior positions at Danone, where he oversaw sales strategy and category management under the master brand portfolio.

Altschul replaces **Bart Adlam**, Siggi's former president and CEO, who has left the company to pursue a new business opportunity. **CMN**

## Obituary

### Michael J. Ritchie

**APPLETON, Wis.** — Michael Jon Ritchie, 51, died Oct. 9 at St. Elizabeth Hospital in Appleton with his family at his side.

Ritchie was born March 11, 1967, in Appleton, son of Gary and Jean (Gerhardt) Ritchie. He was a 1985 graduate of Appleton East High School.

Ritchie was an avid athlete. He also loved coaching youth baseball and was an avid Packer, Brewer and Badgers fan. Mike also loved campfires, had a dance move or two and a joke to share with everyone. But most of all spending time with his grandson, Jaxon.

Ritchie worked in the cheese industry for many years. He worked in purchasing at Thiel Cheese in Hilbert, Wisconsin, (now Ornu Ingredients North America) and also worked in sales for Winona Foods, Green Bay, Wisconsin.

Ritchie is survived by two children, Megan Ritchie and Cade (Mikayla) Ritchie; grandson, Jaxon; mother, Jean St. Peter; brother, Brian (Laura) Ritchie; niece and nephew, Sydney and Nicholas; and the mother of his children and friend, Keri Ritchie.

A memorial gathering will be held Oct. 14. **CMN**

# THE FUTURE IS NOW



### THE WEBER S6 OFFERS TOP PERFORMANCE WITH A TINY FOOTPRINT

The new **Weber S6 Slicer** presents a full range of further expanded capabilities and applications. The Weber Vario Drive Interleaver system enables independent four lane, quadruple interleaving for the very first time in the world of slicing! The product throat of the S6 has been widened to allow for even larger and more slicing cheese logs to meet the wide range of products in your portfolio. The new design of the S6 takes hygiene and food safety to new heights along with all of the performance benefits you have come to know and expect from Weber.

**weber S6**  
LEARN MORE:  
[WWW.WEBERSLICER.COM](http://WWW.WEBERSLICER.COM)

For more information please visit [www.weberslicer.com](http://www.weberslicer.com)



# NEWS / BUSINESS

**More News, More Solutions, More Choices!**  
[www.cheesemarketnews.com](http://www.cheesemarketnews.com) • 608.831.6002

## Thinking about new filtration technologies to increase margins and grow cheese and whey business?

- Investing in microfiltration and ultrafiltration increases yield and cheese plant throughput providing great opportunities for business development.
- And microfiltration delivers higher value whey for ingredient development.

## Measuring business potential. Planning smart strategies for right plant right market.

**Dairy Advance Business Consulting** provides wide-ranging expertise for investment evaluation and business planning. Inclusive advice that covers technical and business.

### Comprehensive business plan development:

- Evaluating markets
- Selecting best technology
- Building the right plant
- Managing regulatory
- Controlling risk

Dairy Advance has over 30 years of combined business and technical expertise and has advised many leading US and international clients. Please contact Michael Culhane for assistance.

### Dairy Advance Business Consulting

[www.dairyadvance.com](http://www.dairyadvance.com)

Michael Culhane 608-325-4543 [mculhane@dairyadvance.com](mailto:mculhane@dairyadvance.com)

For more information please visit [www.dairyadvance.com](http://www.dairyadvance.com)

## FARM launches Workforce Development

**ARLINGTON, Va.** — The National Dairy FARM Program launched its fourth program area, FARM Workforce Development, Oct. 2. The initiative provides U.S. dairy farm owners and managers educational tools that offer the best management practices for human resources and worker health and safety.

The human resources part of the program focuses on how to best attract, invest in and retain an engaged, high-quality workforce. For the safety portion of the initiative, FARM is collaborating

with the Idaho Dairymen's Association (IDA) to develop a best-in-class safety resource for dairy farm owners and managers to demonstrate continuous commitment to on-farm safety.

According to FARM Program management, these new educational resources will help farmers who want to broaden their understanding and implementation of human resources tools and safety practices for their employees.

For more information on the program area, visit [www.nmpf.com](http://www.nmpf.com).

## With implementation of FMMO, CDFA ends dairy marketing, milk pooling assessments

**SACRAMENTO, Calif.** — The California Department of Food and Agriculture (CDFA) this week announced that, with the implementation of a federal milk marketing order (FMMO) for California, assessments collected for the Dairy Marketing and Milk Pooling Branches of CDFA will be terminated, effective with milk produced after Oct. 31.

The California Food and Agricultural Code authorizes the state secretary of food and agriculture to establish an assessment of Milk Stabilization Administrative Fees on

market milk and manufacturing milk sold in commercial trade channels to fund the operations of CDFA's Dairy Marketing Brand.

However, with the FMMO implementation, both the Dairy Marketing and Milk Pooling branches, and therefore the assessments, will be terminated.

CDFA is implementing a stand-alone quota program. The assessments to administer that program will be collected under different authority, which will be detailed in a separate announcement, CDFA says. **CMN**

## Emmi Roth adds solar panels in Platteville

**PLATTEVILLE, Wis.** — Emmi Roth recently announced the completion of a solar panel installation at its Platteville, Wisconsin, plant. Initiated by a new sustainability goal, Emmi Roth installed 1,602 JA 330 watt panels on the roof of its cheese production facility.

The panels, managed by Eagle Point Solar of Dubuque, Iowa, will reduce the company's carbon footprint by eliminating 14,000 tons of carbon dioxide emissions — equal to saving 1.4 million gallons of gas, recycling 43,000 tons of waste or reducing coal usage by 13 million pounds.

"There are many companies trying to live up to sustainability goals," says Jim Pullen, general manager at Eagle Point Solar. "Emmi Roth is part of a group that actually makes these goals a reality and invests in the environment."

The solar panels will supply 15 percent of the annual electric use of the cheesemaking plant.

"We want to have the lowest possible carbon footprint we could have in the industry," says Tim Omer, president and managing director at Emmi Roth. "This is another step in our commitment to focus on sustainable initiatives, so it's very exciting for all of us here at Emmi Roth."

The company also recently invested in a new anaerobic digester at the same location in Platteville, Wisconsin, in an effort to lower operational costs and remain environmentally responsible for the waste being produced during cheesemaking operations, Omer says. The company's investment in the anaerobic technology also will allow it to utilize biogas as a source of energy in the future.

For more information, visit [www.emmiroth.com](http://www.emmiroth.com). **CMN**



[www.mssincorporated.com](http://www.mssincorporated.com)

715.421.2333

[membrane@mssincorporated.com](mailto:membrane@mssincorporated.com)

## SPECIALIZED FLUID SEPARATION AND PROCESSING

UNDER PROMISE, OVER DELIVER

Filtration Systems

Process Systems

Installation & Control Integration

**Our winning combination of people, integrity, experience, technology and state-of-the-art equipment is prepared to work for all of our customers, current and future, in the food and dairy industry.**

For more information please visit [www.mssincorporated.com](http://www.mssincorporated.com)



## NEWS / BUSINESS

## CCFN says U.S.-Mexico-Canada Agreement breaks new ground with better GI policy

WASHINGTON — Companies in North America that produce foods that bear generic names are praising the U.S. government for the seminal language included in the new U.S.-Mexico-Canada Agreement (USMCA) regarding geographical indications (GI) policy and the protection of common food names.

“USMCA marks a sea change in GI policy, recognizing the equal importance of the protection of distinctive products through GIs and the defense of generic terms long used in the marketplace,” says Jaime Castaneda, executive director of the Consortium for Common Food Names (CCFN). “The U.S. administration demonstrated great leadership in pushing forward many key concepts for effective GI policy, which are of benefit to consumers and producers throughout North America and which CCFN has long promoted and worked on with government leaders. These include commitments on transparency and the ability for stakeholders to object

to pending GIs that may infringe on their rights to use generic terms.”

The USMCA marks the first time the United States has specifically included reference to the rights of generic name users within a trade agreement — a goal CCFN has been working toward for many years. The deal establishes a non-exhaustive list of commonly used cheese names that may not be restricted by Mexico moving forward, including “mozzarella,” “cheddar,” “provolone” and others. In addition, Canada and Mexico will be adopting GI parameters that make it more difficult for any nation to register new GIs that are common

food names, and common name users will be able to oppose GI applications that would monopolize use of generic terms.

“These explicit considerations safeguarding generic terms are essential because the EU continues to move the lines on which names of cheeses, meats, wines and other products are fair game when it comes to abusing GI policies and monopolizing common names and terms,” says CCFN Chairman Errico Auricchio, president of BelGioioso Cheese.

While praising U.S. government leadership in safeguarding generic terms, CCFN remains disappointed in

the Mexican government for succumbing to pressures by the European Union (EU) to give up a number of highly used common names within the Mexico-EU free trade agreement, demonstrating that CCFN’s work in the region is not yet done.

“The confiscation of these generic terms is disruptive to commerce and to pre-existing trade relationships, and in the end does not benefit Mexican retailers, producers or consumers,” Castaneda said. “We continue to work with the U.S. government and others to ensure that current trade to Mexico is minimally affected.” CMN

## Tetra Pak launches Plant Secure total plant management

LAUSANNE, Switzerland — Tetra Pak has launched Tetra Pak Plant Secure, a plant management service that delivers profitability improvements for customers.

The new service starts with a detailed audit of all the equipment and systems across the customer’s value chain. This analysis, combined with Tetra Pak’s knowledge of the industry and benchmark data on food manufacturing, enables its specialists to identify opportunities and implement improvements across the customer’s entire operation. All Tetra Pak Plant Secure contracts come with targets around operational expenditure reduction and capital expenditure optimization.

“Our investment in Industry 4.0 technologies such as artificial intelligence, automation and data velocity has enabled us to better support our customers in the digital era,” says Dennis Jonsson, president and CEO, Tetra Pak Group. “Tetra Pak Plant Secure is a great example of how we use new technology to broaden our perspective and deliver bottom-line benefits for our customers.”

Pilot projects have been carried out in the Americas and in Europe, delivering results that are above customer expectations, Tetra Pak says. For example, an Americas-based dairy producer reduced operational costs by more than 10 percent in the first year of implementation, and the project continues to deliver further savings.

Tetra Pak Plant Secure is being rolled out to all food and beverage companies around the world. CMN



LIKE CHEESE,  
WE'VE GOTTEN  
BETTER WITH AGE.



From the moment milk arrives for processing to the time it's packaged, every step counts. Let Tetra Pak's end-to-end solutions ensure your cheese-making operation is all it can be.

- Customized solutions to meet your needs
- End-to-end expertise to maximize the efficiency, quality and durability of your plant
- A diverse portfolio of processing, forming and packaging equipment
- Support from Tetra Pak® Services to cover every aspect of production, from daily routines to business insights

With a diverse portfolio of technology and a depth of knowledge that spans generations, we're sure we can find the right solutions for you.



Moving food forward. Together.

[www.tetrapakusa.com](http://www.tetrapakusa.com)

For more information please visit [www.tetrapakusa.com](http://www.tetrapakusa.com)



## NEWS / BUSINESS

## Restaurant Performance Index gains in August with same-store sales, customer traffic

WASHINGTON—The National Restaurant Association reports a “healthy” gain in its Restaurant Performance Index (RPI) in August, driven by stronger same-store sales and customer traffic levels. The RPI, which tracks the health and outlook of the U.S. restaurant industry, was 102.0 in August, up 1 percent from 101.1 in July.

The RPI’s August increase was bolstered by broad-based gains in the current situation indicators, which rebounded from softness in July. Restaurant operators reported a net increase in same-store sales for the 10th consecutive month, with customer traffic also turning positive in August.

Forward-looking indicators anticipate continued growth in coming months, though their recent trends have been somewhat choppy, the association says.

Index levels above 100 indicate that key industry indicators are in a period of expansion, while index values below 100 represent a period of contraction. The RPI consists of two components — the Current Situation Index and the Expectation Index.

The Current Situation Index, which measures current trends in four industry indicators (same-store sales, traffic, labor and capital expenditures), was 102.3 in August, up 1.6 percent from July and the highest level since December

2017. August represented the seventh consecutive month in which the Current Situation Index stood above the 100 level in expansion territory.

The Expectations Index, which measures restaurant operators’ six-month outlook for four industry indicators (same-store sales, employees, capital expenditures and business conditions), was 101.7 in August, up 0.4 percent from 101.4 in July. The Expectations Index trended sideways for the last several months after retreating from a nearly three-year high in December, the National Restaurant Association reports.

Restaurant operators reported their strongest net increase in same-store

sales since December 2017. Between August 2017 and August 2018, 58 percent of restaurant operators reported a same-store sales increase, up from 47 percent who reported higher sales in July. Only 21 percent of operators reported a sales decline in August, down from 37 percent in July. August represented the 10th consecutive month in which operators reported a net increase in same-store sales.

Restaurant operators also reported stronger customer traffic results in August, the first time in five months that restaurant operators reported a net increase in customer traffic.

Thirty-eight percent of restaurant operators expect to have higher sales in six months (compared to the same period in the previous year). Only 10 percent of restaurant operators expect their sales volume in six months to be lower than it was during the same period in the previous year.

By comparison, restaurant operators are not quite as bullish about the direction of the overall economy. Twenty-six percent of operators say they expect economic conditions will improve in six months, up slightly from 24 percent who reported similarly last month. Thirteen percent of operators think economic conditions will worsen in six months, while about six in 10 operators think conditions will stay about the same as they are now. **CMN**

### FORECAST

*Continued from page 1*

large supplies. Cheese is forecast to average \$1.570-\$1.580 in 2018, with the mid-point down slightly from the \$1.570-\$1.590 range forecast last month. In 2019, USDA forecasts cheese to average \$1.575-\$1.665, down from its forecast of \$1.590-\$1.690 last month.

The NDM price forecast is unchanged for 2018 and 2019 at \$0.785-\$0.805 and \$0.825-\$0.895, respectively.

The Class III price forecast is lowered for 2018 to \$14.85-\$14.95 per hundredweight. However, for 2019, higher whey prices are expected to more than offset the declines in cheese prices, and the Class III price forecast is raised to \$15.30-\$16.20.

The Class IV price forecast is raised for both years due to higher forecast butter prices. The 2018 Class IV price is forecast at \$14.15-\$14.35, and in 2019 the Class IV price is forecast at \$14.35-\$15.35.

Though it has tightened the expected range, USDA says its 2018 all-milk price forecast is unchanged at the midpoint at \$16.35-\$16.45. The 2019 all-milk price forecast is raised to \$16.85-\$17.75. **CMN**



# GOT BIOGAS?

## TURN WASTE INTO VALUE

Recover Biogas & Green CO<sub>2</sub> from anaerobic digesters

**Pentair Biogas Recovery Systems** utilize membrane and cryogenic technology to recover 100% methane with minimal CO<sub>2</sub> emission. This biogas can be converted to natural gas grid quality biomethane and foodgrade quality CO<sub>2</sub>. Stand-alone CO<sub>2</sub> recovery plants are available as “bolt on” solutions for sites that are recovering biomethane but want to recover the emitted CO<sub>2</sub>.



### USE GREEN CO<sub>2</sub> FOR:

- Carbonation
- pH adjustment
- Dry ice production
- Greenhouses
- Refrigeration

### USE BIOMETHANE FOR:

- Gas to Grid/CNG/LNG
- Vehicle fuel
- Combined Heat and Power (CHP) Engines

P 800.218.3915 • E [hnainfo@pentair.com](mailto:hnainfo@pentair.com) • I [foodandbeverage.pentair.com](http://foodandbeverage.pentair.com)

For more information please visit [www.foodandbeverage.pentair.com](http://www.foodandbeverage.pentair.com)



## NEWS/BUSINESS

## Symbiont's dairy wastewater treatment solutions maximize system capacity, flexibility

By Alyssa Mitchell

**MILWAUKEE** — Symbiont Science, Engineering and Construction Inc. — a nationally recognized full-service engineering, design-build and construction firm — offers cheese and dairy companies customized solutions for wastewater treatment to minimize costs and maximize system capacity and flexibility.

Founded in 1981, Symbiont utilizes innovative engineering technologies that optimize environmental and sustainability goals to enhance communities. The company's core business includes wastewater treatment, waste-to-energy, construction and environmental projects. Symbiont has 120 professional and technical employees, principally located in two offices in Milwaukee, Wisconsin. Additionally, Symbiont has a consistent team of 10 construction managers at project sites across the United States and Canada.

Symbiont primarily works with larger cheese manufacturers producing between 500,000 and 15 million pounds of milk per day. In the dairy industry, wastewater treatment is an increasingly important facet, says Tom Bachman, president, Symbiont.

**“With optimized wastewater treatment system resources, our clients can focus their efforts on long-term planning and development.”**

Tom Bachman  
SYMBIONT

“The cost of energy is going up. The industry continues to utilize more and more chemicals, which affects treatment system bacteria,” he says. “Regulations are becoming more stringent, so our solutions also help our clients protect fish and wildlife.”

Complications that arise in treating cheese wastewater typically involve the removal of fats, oils and grease, Bachman says, noting Symbiont has developed unique treatment methods to cost-effectively anaerobically treat cheese wastewater.

One of Symbiont's anaerobic technologies creates granules, an agglomeration of many anaerobic bacteria that are more resistant to toxic chemicals because they have

less surface area, he adds.

While many vendors will sell an entire wastewater treatment system to customers, the various components are not always right for the overall system at the client's plant. To address this, Symbiont will evaluate multiple vendors to offer clients a customized solution that meets their individual needs.

“At Symbiont, we put together multiple vendor technologies to create a system that includes the best of what everyone makes,” Bachman says. “These systems are cost-effective solutions, and we provide guarantees to our clients, which vendors typically are unable to provide.”

Symbiont's anaerobic systems are designed to produce renewable energy, allowing clients to reduce operating costs in their own facilities — either by burning biogas in their plant boiler or generating their own heat and power.

“We know what works and what doesn't because we've been doing this for 30 years,” Bachman says. “We offer our customers a robust and long-lasting design.”

Symbiont also prides itself on its yearlong equipment and installation warranty, and the company tracks its clients' progress and checks in with prior clients to see how the equipment is working, Bachman says.

“It's not just about a low upfront cost — it's about a low long-term cost,” he says.

For clients who may not know what kind of system their plant requires, Symbiont recommends a Wastewater Assessment.

“Many facilities are not aware that wastewater can hold a hidden asset for economic growth and development — biogas,” Bachman says. “At Symbiont, we have assisted facilities in delivering continuous improvement in operational and treatment efficiency. We have also identified opportunities for energy recovery and useful byproduct generation for our clients. With optimized wastewater treatment system resources, our clients can focus their efforts on long-term planning and development.”

Bachman notes when companies are looking to expand or undergo plant updates, often their wastewater treatment systems also need to be addressed. In a recent project, Symbiont designed a system that combines multiple production sites to anaerobically treat the waste streams of both sites utilizing the existing aerobic treatments systems, he adds.

With its Construction Division, Symbiont also implements projects

more effectively, offering flexible project delivery (owner's representative, construction management, construction management at risk, design-build, EPC, design-build-operate, and design-build-own-operate).

**“We work hand-in-hand with our clients to help them realize cost savings. We do this by openly sharing our ideas and solutions when they come to us with their problems and needs.”**

Tom Bachman  
SYMBIONT

The company's team of construction managers offers clients the ability to accelerate project

schedules due to Symbiont Construction's familiarity with dairy projects and equipment as well as live, on-site quality control and equipment testing.

To further enhance its services, Symbiont is in the process of starting up its own prefabrication shop, Bachman says.

“We anticipate expanding to encompass more in-house services in the future,” he says.

The company is looking to expand its leadership as a premier provider of wastewater treatment in the cheese industry.

“We work hand-in-hand with our clients to help them realize cost savings,” Bachman says. “We do this by openly sharing our ideas and solutions when they come to us with their problems and needs. We also spend time with our clients at their facilities and give them real information from an extensive history of past projects.”

“We look out for our clients,” he adds. “We want them to spend money only when necessary.” CMN

**YOUR CHEESE BUSINESS IS WORTH A FORTUNE. MAKING SURE YOUR WASTEWATER DOESN'T COST A FORTUNE IS OURS.**



**Become a Renewable Energy Producer Through Wastewater Management.**

Our engineering and construction experts help transform your wastewater treatment systems into energy powerhouses. At Symbiont, we know how to make your environmental and sustainability goals a reality. Check out how we save cheese and dairy facilities from breaking their bank through water, wastewater, and renewable energy initiatives — view our projects and more at [SymbiontEngineer.com](http://SymbiontEngineer.com).

**SYMBIONT**  
ENGINEERS • SCIENTISTS • CONSTRUCTORS

For more information please visit [www.symbiontengineer.com](http://www.symbiontengineer.com)



# PLANTS IN PROGRESS



Photo courtesy of Aurora Organic Dairy

**MORE MILK** — Construction on Aurora Organic Dairy's new milk processing facility in Columbia, Missouri, is slated for completion in early 2019. The company plans to process white fluid milk in various sizes, but primarily half-gallon cartons.

## PLANTS

*Continued from page 1*

### • Aurora Organic Dairy, Columbia, Missouri

Construction commenced earlier this year at Aurora Organic Dairy's new milk processing facility in Columbia, Missouri.

Aurora Organic Dairy is an integrated company that produces and processes organic milk products for distribution to grocery stores nationwide. The company is based in Boulder, Colorado.

Marc Peperzak, founder and executive chairman, Aurora Organic Dairy, notes Columbia was the best choice because it offers a location that expands and improves the efficiency of Aurora Organic Dairy's total supply chain, from organic feed, to milk, to consumer.

The first phase of the project encompasses approximately 127,000 square feet for a processing facility and cold storage warehouse. Aurora Organic Dairy plans to process white fluid milk in various sizes, but primarily half-gallon cartons. The project is being financed internally, with approximately \$100 million invested for the first phase.

"The progress is going well and is on schedule for an early 2019 opening date," says Sonja Tuitele, director of communications, Aurora Organic Dairy.

Tuitele says the company is about 95 percent finished with the structure of the plant and has all the equipment in the facility.

"We will be commissioning and testing the equipment as part of the start-up process between now and

when we open," Tuitele says. "We have hired about 42 employees at the new facility and expect to have between 50-55 employees when the plant opens early next year."

### • BelGioioso Cheese Inc., Glenville, New York

Earlier this year, BelGioioso Cheese Inc., headquartered in Green Bay, Wisconsin, announced plans to build a new manufacturing facility in Glenville, Schenectady County, New York, creating 46 new jobs and retaining 31 local employees. To help secure this new investment for New York State, Empire State Development (ESD) agreed to provide up to \$850,000 in performance-based Excelsior Jobs Program tax credits.

BelGioioso Cheese signed a contract with Schenectady County Metroplex Development Authority to purchase 40 acres at the Glenville Business and Technology Park, where it will build the plant.

**"This plant represents a \$25 million investment by the company, and we plan to add**

**nearly 50 new jobs as we increase production capacity."**

Errico Auricchio  
BELGIOIOSO CHEESE

"We plan to build a 100,000-square-foot production facility at the Glenville Business and Technology Park that will manufacture Fresh Mozzarella and other cheese products," says Errico Auricchio, BelGioioso Cheese founder and owner. "The plant represents a \$25 million investment by the company, and we plan to add nearly 50 new jobs as we increase production capacity. We have been working closely with Schenectady County Metroplex and with Empire State Development to bring this new facility to New York state."

According to Jamie Wichlacz, marketing public relations manager for BelGioioso Cheese, construction on the new plant has not yet started and an exact start date has not yet been set.

### • Foremost Farms USA, Greenville, Michigan

Foremost Farms USA this year broke ground on the first phase of a multiyear endeavor, a 55,000-square-foot milk condensing facility in Greenville, Michigan.

Baraboo, Wisconsin-based Foremost Farms in November 2017 acquired the 96-acre parcel on Fitzner Road in the Greenville Industrial Park from the City of Greenville for \$1.1 million.

**From Allergens to Zone Swabbing... 3M™ is your trusted food safety source.**

ATP Testing • Allergen Test Kits • 3M™ Petrifilm™ Plates  
Environmental Sample Collection Products  
3M™ Molecular Detection System • Protective Eyewear

**Request our NEW 3M Food Safety Flyer Today!**

NELSON JAMESON 1-800-826-8302 • nelsonjameson.com  
sales@nelsonjameson.com 3M

For more information please visit [www.nelsonjameson.com](http://www.nelsonjameson.com)

**Come to the experts when you're talking Separators!**

We have been connecting the industry to the right separators for **over 85 years!**

**Honest ideas; fair pricing; grassroots experience. It's just good business.**

**Building a better bottom line by offering:**

- Separators
- Installation & Start Up
- Clarifiers
- 24/7 Trouble Shooting
- Centrifuges
- Family Held Since Early 70s
- "Unbeatable," Competitive Pricing

**Please call today for a custom quote.**

Dave Lambert at 920.863.3306 or  
Dick Lambert at 920.825.7468

### **GREAT LAKES SEPARATORS, INC.**

E1921 County Road J • Kewaunee, WI 54216 • 920.863.3306  
Email: [drlambert@dialez.net](mailto:drlambert@dialez.net) • Fax 920.863.6485

For more information please email [drlambert@dialez.net](mailto:drlambert@dialez.net)

Turn to FOREMOST, page 19



# PLANTS IN PROGRESS



## FOREMOST

Continued from page 18

Foremost Farms is investing \$57.9 million in the new site.

Once open, the plant will condense 3.2 million pounds of raw milk per day (roughly 386,000 gallons). The final product, condensed milk solids such as cream and skim milk, will be used at Foremost facilities and strategic alliance partners around the Midwest for further processing into products such as cheese, butter and yogurt, Foremost Farms says.

At capacity, the plant will be able to condense up to 4 million pounds of raw milk per day. Future phases at the campus call for facilities to process up to 6+ million pounds daily.

Foremost Farms officials say they hope this initial investment will spur the development of a large-scale dairy processing campus over the next several years. The company already is engaged in talks with companies interested in creating value-added production facilities on the campus to serve Foremost's cooperative partners.

"It is an ideal location as a manufacturing base for Foremost Farms USA to unify our seven-state cooperative membership's milk," says Michael Doyle, president and CEO, Foremost Farms. "Our goal is to develop and grow this facility to continually meet the value-added needs of our customers. This, along with further developing our strategic alliance with Michigan Milk Producers Association that began at Constantine, Michigan, will add value for our members and all producers in this market."

The new facility will provide area dairy farmers with a much-needed financial boost due to the current lack of available processing capacity in the state, Foremost Farms adds.

Construction at Greenville is on time and on budget, says Sydney Lindner, director of communications, Foremost Farms.

Lindner notes raw milk silos are installed, intake bays are ready, and the reverse osmosis system, water polishing system and many other plant areas are complete.

"We expect to receive our first milk truckload well before the end of the year," she says. "The new Greenville milk processing plant will help us separate milk solids, lower our transportation and ingredient costs, and allow us to attract strategic partners."

### • Golfo di Napoli Dairy, Warren, Indiana

Golfo di Napoli Dairy recently announced plans to locate a commercial organic cheese plant in Huntington County, Indiana, creating up to 35 new jobs by 2021.

"Indiana's agriculture industry supports approximately 107,500 jobs, providing opportunities for Hoosiers

and their families across the state," says Indiana Lt. Gov. Suzanne Crouch, who also serves as the state's secretary of agriculture. "With nearly 1,000 Hoosier dairies and 26 dairy processing plants, Golfo di Napoli Dairy will have quick and plentiful access to fresh milk, making Indiana the perfect fit for its first U.S. production facility."

Golfo di Napoli Dairy, a newly-established venture, will be owned and operated by a team of fourth-generation cheese producers from Italy. The company plans to invest \$9.5 million to establish the plant, constructing an approximately 30,000-square-foot plant on a 40-acre site in Warren, Indiana. The plant, which will utilize USDA-certified organic milk from Fair Oaks Farms, will produce Mozzarella, Burrata, Ricotta, Provolone and other pasta filata cheeses traditional to the Naples region.

**"We chose Indiana because we believe that it is the perfect location to produce authentic Neapolitan Mozzarella."**

Antonio Somma  
GOLFO di NAPOLI DAIRY

"We chose Indiana because we believe that it is the perfect location to produce authentic Neapolitan Mozzarella, serving customers across the Midwest," said Antonio Somma, president of Golfo di Napoli Dairy. "This facility and our partnership with Fair Oaks Farm will allow us to expand

Turn to GREAT LAKES, page 20



Photo courtesy of Foremost Farms USA

**RAISE THE SILO** — Raw milk silos are installed, intake bays are ready, and reverse osmosis system, water polishing system and many other plant areas are complete at Foremost Farms USA's new 55,000-square-foot milk condensing facility in Greenville, Michigan.

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



Specialists in the Dairy and Cheese Industry



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

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

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

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

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

Let's do this together.

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



For more information please visit [www.cbs-global.com](http://www.cbs-global.com)

## THE RIGHT CHOICE

Membrane products by Toray provide excellent levels of separation for making high quality dairy products. Toray manufactures process and polisher RO, NF, 10K/5K UF, and MF membrane elements ideal for:

- Milk & Whey Protein Concentration
- Milk Solids Concentration
- De-ashing
- Preconcentration
- Permeate Polishing

USDA ACCEPTED, 3A/FDA COMPLIANT




MADE IN THE USA

MF UF NF RO

**TORAY**  
Innovation by Chemistry

Madalyn Epple, Product Manager—Specialty Separations  
tel. (952) 484-9233 / [madalyn@toraymem.com](mailto:madalyn@toraymem.com)

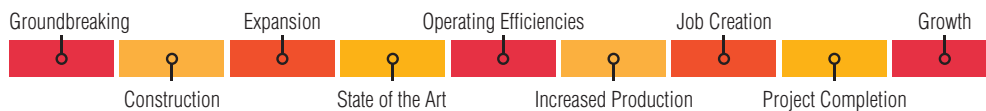
Toray Membrane Europe (Basel, Switzerland)  
tel. +41 61 415-8710 / [info@toraywater.com](mailto:info@toraywater.com)

[WWW.TORAYWATER.COM](http://WWW.TORAYWATER.COM)

For more information please visit [www.toraywater.com](http://www.toraywater.com)



# PLANTS IN PROGRESS



## GREAT LAKES

Continued from page 19

our cheese production expertise to the U.S.”

The company acquired the land earlier this year and construction began Sept. 26. Golfo di Napoli Dairy expects to begin hiring for the new facility before the end of 2018 in order to begin production in February 2019.

### • Great Lakes Cheese, Wausau, Wisconsin

Great Lakes Cheese currently is

building a new \$55 million state-of-the-art cheese packaging plant in Wausau, Wisconsin. The 180,000-square-foot facility is expected to open in January 2019.

Rachel Bisbee, communications manager, Great Lakes Cheese, notes that in addition to the \$55 million project cost, Great Lakes Cheese also has committed to invest \$28 million in equipment in the new facility.

The company currently has a plant in Wausau with 200 employees and will be adding an additional 125 to that number over the next two to three years, Bisbee says.

**“We applaud Great Lakes Cheese for not only investing in our state, but for investing in its workers.”**

Scott Walker  
WISCONSIN GOVERNOR

This summer, Wisconsin Gov. Scott Walker announced that Great Lakes Cheese received a \$500,000 state grant that will assist the company in training workers for the facility.

“As companies like Great Lakes Cheese continue to grow in Wisconsin, it’s imperative that we help those businesses find ways to ensure that their workers receive the training needed to compete in our ever-changing economy,” Walker says. “We applaud Great Lakes Cheese for not only investing in our state, but for investing in its workers.”

Great Lakes Cheese is receiving the \$500,000 Workforce Training Grant from WEDC to train employees on the new equipment and processes at the new facility. The company is matching the state’s investment for training.

Movement of equipment and workers from the existing facility to the new plant will be completed in 2019, Bisbee says, noting that upon project completion, the existing Wausau facility will be donated to the city.

“We are grateful that we can remain in Wausau because we have a strong commitment to our employees here,” says Matt Wilkinson, project manager, Great Lakes Cheese.

A groundbreaking ceremony for the new plant was held in July 2017.

The facility will package Great Lakes Cheese’s precut deli and specialty cheese products and snack cheeses.

### • Joint venture, St. Johns, Michigan — Glanbia Nutritionals, Dairy Farmers of America, Select Milk Producers

Glanbia Nutritionals, Dairy Farmers of America (DFA) and Select Milk Producers Inc. recently announced that they have, subject to the satisfaction of certain conditions, selected the City of St. Johns, Michigan, as the preferred location for their new joint venture large-scale cheese and whey production facility for the state of Michigan, which is now expected to be commissioned in the fourth quarter of 2020 at a cost of \$470 million.

The new facility will process 8 million pounds of milk per day into a range of cheese (300 million pounds per year) and whey products for U.S. and international markets, employing approximately 250 staff when in full production. In addition, the partners confirm that an agreement has been reached with Proliant Dairy Ingredients to process whey permeate. Proliant will invest \$85 million in an adjoining facility, creating up to 38 jobs.

**“The finalization of the preferred location is a critical step on our journey to deliver a new ultra-modern facility in Michigan.”**

Brian Phelan  
GLANBIA NUTRITIONALS

The preferred site in St. Johns meets key selection criteria in terms of strategic location relative to milk supply, strong transport links, a positive business environment and labor availability, the partners say.

The partners have engaged with state and city officials as well as community leaders to address issues such as cost, infrastructure and planning in order to finalize the decision. The Michigan Economic Development Corp. also recently approved a package of incentives that address these areas.

“The finalization of the preferred location is a critical step on our journey to deliver a new ultra-modern dairy facility in Michigan,” says Brian Phelan, CEO of Glanbia Nutritionals. “We want to thank the state and city authorities for their continued support as we move to commence construction as soon as possible.”

“The construction of this plant in St. Johns will not only address a growing industry need for Michigan plant capacity, but it also adds value and



**THINK DIFFERENTLY.**

UNLOADING & STORAGE - PNEUMATIC & MECHANICAL CONVEYING - BATCHING & BLENDING - SIFTING & SIZE REDUCTION - DUST CONTROL - FILLING & PACKAGING

**CUSTOM. SANITARY. SOLUTIONS.**

POWDER HANDLING IS MORE THAN JUST PUTTING EQUIPMENT TOGETHER.  
READY TO THINK DIFFERENTLY?  
CONTACT PPS TODAY.



For more information please visit [www.powder-solutions.com](http://www.powder-solutions.com)

**IVARSON**  
IVARSONINC.COM

### THE IVARSON 640 BCS

The IVARSON 640 BLOCK CUTTING SYSTEM is a proven workhorse in the cheese conversion & packaging industry. Designed specifically for feeding today’s highest output chunk and slice lines, the 640 BCS is engineered with simplicity and sanitation in mind. IVARSON’s reputation for quality assures you that the equipment is constructed with quality materials that stand up to the harshest environment, and the equipment is back by the best service and guarantee in the business.

The IVARSON 640 BCS will deliver loaves and bars to your slice and chunk lines with consistent dimensions and NO TRIM! This means higher efficiency, better yield and increased throughput for your downstream lines.

- ★ Process a 640 pound block in less than 4 minutes, controlled for minimum giveaway
- ★ Fully automated block reduction
- ★ Capable of cutting slabs from 1.4 to 7 inches, accurate to 1/32"
- ★ Quick changes cutting harps allow for multiple formats on the same production run
- ★ Additional downstream cutting technology available



WISCONSIN PROUD. QUESTIONS OR INQUIRIES... GIVE US A CALL! 414-351-0700

For more information please visit [www.ivarsoninc.com](http://www.ivarsoninc.com)

Turn to KALONA, page 21



# PLANTS IN PROGRESS



Photo courtesy of Kalona Creamery

**GAME DAY SQUEAK** — Kalona Creamery recently completed phase two of a project at its Kalona, Iowa, facility to begin making cheese curds. These Iowa Hawkeye inspired labels are used on cheese curds bags on Fridays before Iowa Hawkeye home games.

## KALONA

*Continued from page 20*

supports our local dairy farm families in this area,” adds Greg Wickham, CFO at DFA.

### • Kalona Creamery, Kalona, Iowa

Kalona Creamery recently completed phase two of a project at its Kalona, Iowa, facility to begin making cheese curds.

Kalona Creamery last year held a grand opening celebration for its new Kalona Creamery Shop & Deli, the first phase of the project. The company in the future will embark on a third phase of the project to manufacture hard and soft cheeses.

In addition to cheese curds, the company services house-made ice cream, sells hand-rolled butter and offers a lunch deli window.

Kalona Creamery is a member of the Open Gates Group, an entrepreneurial family of companies in the Kalona, Iowa, area. Open Gates Group oversees and manages the family of companies and provides them with accounting, business development, human resources, training and marketing support. Each business is operated by a managing partner who manages the day-to-day duties and ensures the company’s success.

Kalona Creamery in 2015 purchased the site of its new facility, which formerly housed Twin County Dairy. Twin County Dairy was shuttered in 2014, and Kalona Creamery took the initiative to bring the facility back to life with the idea of focusing on specialty, small-scale operations.

The facility now is up and running with fresh cheese curds. The company started selling them with a launch party Aug. 23, 2018.

“Currently we’re producing our fresh, squeaky cheese curds on Tuesdays and Fridays, including larger batches for local community events like Kalona Fall Festival,” says Emily Miles, digital marketing specialist, Open Gates Group. “We even have Iowa Hawkeye inspired labels we use

on our cheese curd bags on Fridays before Iowa Hawkeye home games.”

### • Looking Glass Creamery, Fairview, North Carolina

After breaking ground in summer 2017, Looking Glass Creamery recently completed its new facility in Fairview, North Carolina.

The project includes a new 2,100-square-foot creamery, featuring a packaging area, bulk tank room, caramel room, mechanical room, employee area and hallway. The main production floor is about 900 square feet, says Jennifer Perkins, who co-owns Looking Glass Creamery with her husband, Andy.

“While construction took longer than expected by several months, we self contracted the construction and came in on budget. All the equipment is in place including a new horizontal cheese press from Fromagex, micro-perforated molds and a 600-gallon

*Turn to LOOKING, page 22*

**More News, More Solutions, More Choices!**  
[www.cheesemarketnews.com](http://www.cheesemarketnews.com) • 608.831.6002

**Superior Quality Process Systems**  
 A&B Process Systems, a business unit of JBT Corporation, designs, fabricates & installs the finest Process Systems available!

**ON TIME & IN BUDGET**  
 We are located in the heart of Dairyland having decades of experience serving the dairy industry. We inspect, & test our products and components to precise standards using the latest technology in our Hygienic & A.S.M.E. Certified facilities.

**Products:** (not limited to)  
 • Clean-in-Place (CIP)  
 • Mix Tanks  
 • Melt Systems  
 • Process Piping Installation  
 • HTST & Vat Pasteurization  
 • HTST Balance Tanks  
 • HTST Hold Tubes  
 • VacuShear®  
 • Flavor Vats  
 • Batching & Blending Systems  
 • Transfer Panels  
 • Modular Process Systems  
 • Water & Wastewater Management

**Services Provided:** (not limited to)  
 • Process Engineering  
 • Custom Design & Fabrication  
 • Automation & Controls  
 • Factory Acceptance Testing  
 • Installation  
 • Documentation  
 • Start-up & Training

**JBT A&B Process Systems**  
 AUTOMATION ENGINEERING FABRICATION INSTALLATION

P. O. Box 86 • Stratford, WI 54484  
 Call today 888.258.2789  
 Visit us at [www.abprocess.com](http://www.abprocess.com) and [www.jbt.com](http://www.jbt.com)

For more information please visit [www.abprocess.com](http://www.abprocess.com)

**Sanitation Chemicals and So Much More!**

**Pass**

Training - SSOP Guidance - Testing & Documentation - Program Audits

**ProActive Audit-Ready Service & Support**

**PROACTIVE SOLUTIONS USA, LLC**

**PROACTIVE SOLUTIONS USA, LLC**

**Sustainable Chemical Solutions**

Providing excellence in sanitation programs through superior products & exceptional service.

(800) 788-7449  
[www.proactivesolutionsusa.com](http://www.proactivesolutionsusa.com)

**Complete Chemical Programs**

Cleaners & Sanitizers  
 Commodity Chemicals  
 Food Ingredients  
 Defoamers & Anti-Foams  
 Contract Cleaning

**ProActive Solutions USA**  
 301 Bridge Street  
 Green Bay, WI 54303

For more information please visit [www.proactivesolutionsusa.com](http://www.proactivesolutionsusa.com)



# PLANTS IN PROGRESS



**More News, More Solutions, More Choices!**  
[www.cheesemarketnews.com](http://www.cheesemarketnews.com) • 608.831.6002

# SERIOUSLY?

**There are better ways to cool your product.**  
 We're here to help. With refrigeration experts in-house there's no need for specialty consultants. We'll help you integrate all your building systems in your next facility.  
 Explore our services: [meadhunt.com/expertise/food](http://meadhunt.com/expertise/food)

**Mead & Hunt**

For more information please visit [www.meadhunt.com/expertise/food](http://www.meadhunt.com/expertise/food)



Photo courtesy of Looking Glass Creamery

**STIR THE CURD** — Harold Schuller, U.S. sales representative for vat manufacturer Van Riet, stirs the curd on Looking Glass Creamery's first test batch of 200 gallons of milk for cheese. Looking Glass Creamery recently completed a new 2,100-square-foot creamery and underground cheese caves in Fairview, North Carolina.

## LOOKING

Continued from page 21

Double O cheese vat from Van Riet," Perkins says.

The project also includes new underground cheese caves encompassing 1,300 square feet. The caves will have four chambers — one brine and three aging caves. Perkins notes the four cellars are all up and running.

"The refrigeration and airflow seem

good so far. We have a twin boiler system and an icebank to heat and cool the milk within one hour or less — this is working well," she says.

Looking Glass Creamery made its first batch in the new facility Aug. 10, and is slowly filling up the caves, hoping to have increased capacity for sales and distribution for some of its cheeses in another month or so, Perkins adds.

On the farm front, the company is migrating to seasonal dairying with its first dry period starting January 2020, Perkins notes.

"We are working with the local Soil & Water board and North Carolina Department of Ag to develop a more intensive rotational grazing system for the pastures," she says.

### • Masters Gallery Foods, Oostburg, Wisconsin

Masters Gallery Foods Inc. earlier this year completed construction on its new 175,000-square-foot packaging and distribution facility in Oostburg, Wisconsin.

The company broke ground on the project in summer 2017, and the plant has been operational since June, with three lines running. More line installs are scheduled throughout the first half of 2019, says Jeff Gentine, president and CEO, Masters Gallery Foods.

The new facility is a natural cheese conversion plant currently producing 8-ounce to 5-pound shreds and slices for retail and foodservice accounts.

The location also has room to allow for up to two additional future expansions, company officials say.

Turn to MASTERS, page 23

## RD SMITH HAS JOINED CRANE ENGINEERING!

### We have some very exciting news!

On March 1, 2018, RD Smith joined the Crane Engineering team.

### We look forward to earning your business with:

1. A larger team of fluid technology experts
2. Expanded equipment options
3. Top-notch service and repair capabilities
4. A team that works as fast as you do

Learn more on our website:

[www.craneengineering.net/welcome-rd-smith](http://www.craneengineering.net/welcome-rd-smith)



**Crane Engineering - HQ**  
 707 Ford St  
 Kimberly, WI 54136  
 920-733-4425

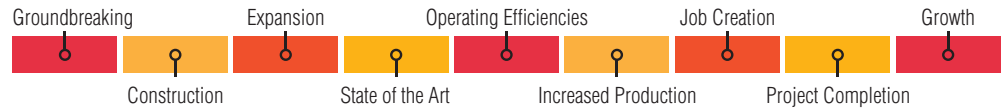
**Crane Engineering - West**  
 2703 Bauer St  
 Eau Claire, WI 54701  
 715-832-3479

**CRANE ENGINEERING**  
[www.craneengineering.net](http://www.craneengineering.net)

For more information please visit [www.craneengineering.net/welcome-rd-smith](http://www.craneengineering.net/welcome-rd-smith)



# PLANTS IN PROGRESS



## MASTERS

Continued from page 22

“Volume is very strong, especially with the retail holiday season upon us. Hiring in Sheboygan County remains our biggest challenge, but we are getting close to filling the last 30-plus open positions,” Gentine says.

### • Richlands Creamery LLC, Blackstone, Virginia

Richlands Creamery LLC is investing \$1.7 million in Dinwiddie County, Virginia, to create a new commercial creamery and 17 new jobs over the next three years.

The new creamery will be located at Richlands Dairy Farm, a commercial dairy and agritourism destination near the town of Blackstone, Virginia. As part of this project, Richlands Creamery is committing to purchasing 100 percent of its agricultural inputs from Virginia farmers, totaling nearly \$1 million.

The Virginia Department of Agriculture and Consumer Services worked with Dinwiddie County to secure this project for Virginia. Gov. Ralph Northam approved a \$20,000 grant from the Governor’s Agriculture and Forestry Industries Development (AFID) Fund, which Dinwiddie County will match with local funds.

“We are so grateful to receive an AFID grant for Richlands Creamery. This grant will allow us to build a milk processing facility with a retail store front to bottle and direct market milk and the best tasting ice cream in Virginia,” says Coley Jones Drinkwater, president of Richlands Creamery. “This, in turn, will keep us from joining the mass exodus of dairy farms across the United States and preserve rural Virginia for all Commonwealth residents and visitors to enjoy during our various agritourism events throughout the year.”

Drinkwater notes the project currently is in the building phase.

“We should be installing equipment by November, and, if all goes well, we will be open at the start of the year,” Drinkwater says.

### • University of Wisconsin-Madison Babcock Hall Dairy Plant and Center for Dairy Research, Madison, Wisconsin

Ground has been broken on a long-anticipated renovation of the University of Wisconsin-Madison’s (UW) Babcock Hall and the Center for Dairy Research (CDR).

The new \$47 million renovation of Babcock Dairy Hall and a new, three-story addition to CDR is being made possible with funding from donors, the state of Wisconsin and UW-Madison. Donors, primarily from Wisconsin’s cheese industry, raised more than \$18 million to support the project.

Rebecca Blank, UW-Madison chancellor, says the facility will be

**“Volume is very strong, especially with the retail season upon us.”**

Jeff Gentine  
MASTERS GALLERY FOODS

one of the premier dairy education and research centers in the nation.

“Most importantly, it’s going to be a hub for discovery and innovation for Wisconsin’s dairy industry, working closely with our faculty and students,” she says.

The project is being conducted in three phases. Phase one, currently underway, includes constructing a new loading dock and milk receiving bay. The demolition of Science House, which took place in early August, also was part of the first phase.

Phase two, anticipated to start in early 2019, involves the construction of the CDR addition. The third phase is the Babcock Hall Dairy Plant renovation, which is expected to begin in early 2020. Projection completion is slated for later in 2020.

The renovation will modernize the dairy plant, adding a new ice cream maker, more freezer and cooler space, an improved raw milk receiving bay, and new piping, pumps and valves to more efficiently move milk and milk products around the plant.

The Babcock Hall Dairy Plant serves as a laboratory and learning facility for students, university researchers and industry personnel. It is utilized for product testing and recipe development, as well as professional training through short courses, college

Turn to UW, page 24



Photo courtesy of Richlands Creamery

**TAKING SHAPE** — Richlands Creamery LLC is investing \$1.7 million in Dinwiddie County, Virginia, to create a new commercial creamery and 17 new jobs over the next three years. The facility is expected to be open by the start of 2019.

## Food Processing

### Corrosion-Proof Wall and Ceiling Panels

## Poly Board® Panels

Time Tested  
Superior Quality  
Exceptional Value  
Since 1992

Suspended Ceiling Panels and Doors also Available

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

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

For more information please visit [www.epiplastics.com](http://www.epiplastics.com)

## CUT 25/HS

## ONE CUT AHEAD

**Dual Lane Cutting Line**

- From 640 lb blocks into fixed weight portions
- Good production rate > 99%
- Give Away < 1%
- Up to 200 portions per minute

Process Technology

Cheese Production Technology

Cutting Technology

Packaging Technology

Service, Technology Consulting

**ALPMA USA LLC**, 3015 Vera Ave  
 Milwaukee, WI 53209 / USA  
 Phone: 414 559 5961  
[axel.vonwardenburg@alpma.com](mailto:axel.vonwardenburg@alpma.com)

[www.alpma.com](http://www.alpma.com)

For more information please visit [www.alpma.com](http://www.alpma.com)

© 2018 CHEESE MARKET NEWS® — This is Cheese Market News’ E-subscription and may not be forwarded to anyone other than the intended paid subscriber without the express permission of Cheese Market News (For more information, contact [ksander@cheesemarketnews.com](mailto:ksander@cheesemarketnews.com))



# PLANTS IN PROGRESS

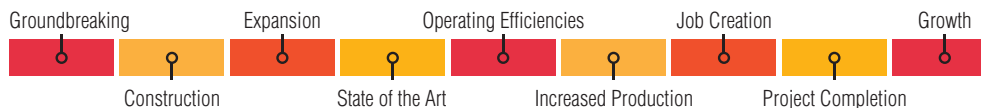


Photo by Alyssa Mitchell/Cheese Market News

**BREAKING GROUND AT BABCOCK** — Phase one is currently underway on a renovation and addition to the University of Wisconsin-Madison's Babcock Hall Dairy Plant and Center for Dairy Research (CDR). The complete project is slated for completion in late 2020.

## UW

Continued from page 23

instruction and research projects.

John Lucey, CDR director, says the project will allow for expanded production of specialty cheese, with nine individual ripening rooms, new cheese vats and other equipment.

The entire square footage of the entire project — including the renova-

tion and addition — is around 77,400 square feet.

The architectural plan for the project was developed with the support of a design team including representatives from UW-Madison, industry groups and the state Division of Facilities Development working with vendor Zimmerman Architectural Studios.

The general contractor of the project is C.D. Smith Construction Inc., Fond du Lac, Wisconsin.

• **WNY Cheese Enterprise LLC, Pavilion, New York — Dairy Farmers of America, Arla Foods, Craigs Station Creamery**

Construction is in progress on a new WNY Cheese Enterprise LLC facility in Pavilion, New York.

Once complete, the facility is expected to be about 29,000 total square feet, including an 8,000-square-foot wastewater reclamation facility, says Doug Glade, executive vice president of commercial operations for Dairy Farmers of America (DFA), majority stake owner in the project.

The joint partnership is 70 percent owned by DFA, 20 percent by Arla Foods and 10 percent by DFA's eight farmer owners of Craigs Station Creamery. DFA holds the management role in the partnership, Arla will market cheese from the facility, and the farmers with Craigs Station Creamery will supply the milk, Glade says.

"The Craigs Station facility, which is built on an actual farm, really led to this phase two partnership with DFA's eight farmer owners in western New York,"

he says. "This partnership is an example of how DFA looks for opportunities to increase demand for dairy while also meeting the needs of the marketplace."

The plant — which is adjacent to Craigs Station Creamery — will produce high-quality, premium New York Cheddar initially and will explore the possibility of producing other premium dairy products in the future, Glade says.

At the plant's full capacity, stakeholders anticipate hiring 32 full-time employees, Glade says. Once complete, the plant is projected to produce about 15.5 million pounds of cheese annually. CMN

*Do you have a new cheese or dairy plant in the works? Let us know, and your company could be featured in the next installment of Plants in Progress! Please contact Alyssa Mitchell at 608/288-9090 or email [amitchell@cheesemarketnews.com](mailto:amitchell@cheesemarketnews.com) with the details.*

## NEWS / BUSINESS

### The Ethical Dairy receives grant to increase cheese production in Scotland

**RAINTON, Scotland** — The Ethical Dairy brand, which makes cheese from milk farmed by the cow-with-calf method (not separating calves from cows after birth), has announced it will increase its cheese production after being awarded funding by the Scottish government.

Finlay's Farm Ltd., the company behind The Ethical Dairy cheese, was

awarded 159,838 pounds (approximately US\$208,285) from the Food Processing, Marketing and Cooperation grant program designed to help producers contribute to Scotland's food and drink economy. The award will allow the cheesemakers to increase production, helping the business meet growing demand while also reducing production costs. CMN



## THE STANDARD

IN HYGENIC BULK POWDER PACKAGING.

RELCO manufactures the most hygienic automated bulk powder packaging systems available on the market. Engineered for sanitary applications, RELCO's Bulk Bag Fillers are tailored to your facility's packaging room requirements. Look to RELCO for your powder handling and bulk powder packaging needs.

Learn more about RELCO solutions at [relco.net/cheesemarketnews](http://relco.net/cheesemarketnews).

**Contact a RELCO expert today:**

320.231.2210  
[sales@relco.net](mailto:sales@relco.net)

   [relco.net](http://relco.net)



## We make **finding** warehouse **space** look easy.

WOW's Managed Warehouse Service will pinpoint and manage storage providers that meet your ever-changing needs.

- ✓ Database containing hundreds of WOW-verified warehouses and carriers
- ✓ Expertise in warehouse legal liability, engineering, and food safety
- ✓ Detailed set of FSMA compliant Standard Operating Procedures
- ✓ Network study capabilities to drive down transportation costs





**MANAGED WAREHOUSE SERVICES**

800-236-3565 | [wowlogistics.com](http://wowlogistics.com)

For more information please visit [www.relco.net/cheesemarketnews](http://www.relco.net/cheesemarketnews)

For more information please visit [www.wowlogistics.com](http://www.wowlogistics.com)



# NEW PRODUCTS

## SPX Flow launches new D4 valve range

CHARLOTTE, N.C. — SPX Flow Inc. has announced the launch of a new range of mix proof hygienic valves.

Used for the separation of dissimilar products, the D4 Series is designed for production flexibility, maximized productivity and reduced product and personnel risk across the food and beverage, dairy, personal care and brewing process industries.

“The D4 Series provides exceptional performance and a wide range of models and standard features to meet our customers’ processing needs,” says Chris Sinutko, global product manager, hygienic valves, food and beverage. “The next generation D4 Series allows extensive cleaning of product contact surfaces and helps to reduce operational cost by minimizing clean-in-place (CIP) losses.”

All D4 Series valves are balanced for dependable operation during pressure spikes and flow in any direction. The valves also include a state-of-the-art control unit with integrated seat lift detection and no external sensors. In addition, the valves do not require compressed air or lifting tools for removal and maintenance, the company says. The downward-opening design is meant to facilitate easy handling and reduce excess weight, resulting in valves that weigh approximately 40 percent less than similar valves. The D4 Series further optimizes inventory investment because the same seal kit can be used across multiple valve

sizes SPX Flow says.

The D4 Series includes the D4 model, which provides either seat lift (SL) or non-seat lift (NSL) cleanability. For critical applications, the DA4 ultra-hygienic model is intended to enhance cleanability of all product contact surfaces. The DA4 is a great replacement for those applications that employ the current generation DA3+ housing.

**“The D4 Series provides exceptional performance and a wide range of models and standard features to meet our customers’ processing needs.”**

Chris Sinutko  
SPX FLOW

The D4 Series models are being produced in the United States and Europe. Each manufacturing site is equipped with machinery and operational teams. Global manufacturing capability makes the D4 series valve a high quality solution with market-leading delivery times, SPX Flow says.

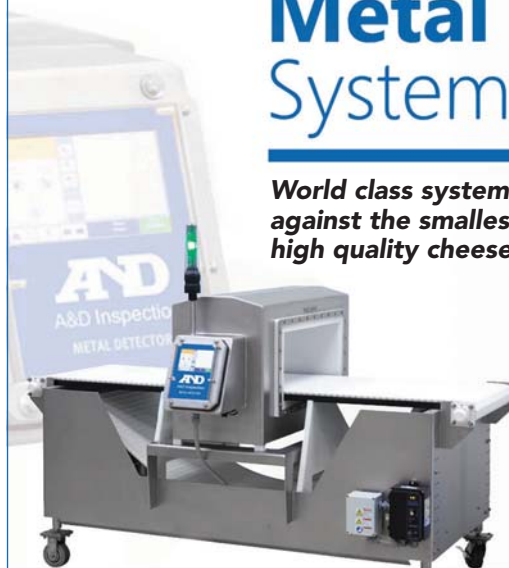
The D4 Series is supported by a range of aftermarket services, a global team of field engineers and distribution centers stocked with inventory of commonly used parts. The company’s support network enables most commonly used spare parts to be delivered in as little as 24 hours, the company says.

For more information, visit [www.spxflow.com](http://www.spxflow.com). CMN

**More News, More Solutions, More Choices!**  
[www.cheesemarketnews.com](http://www.cheesemarketnews.com) • 608.831.6002

## In Line Metal Detection System

**World class system detects and safeguards against the smallest contaminants to ensure safe, high quality cheese products from every vat.**



- » 7" LCD touchscreen display, password protected with four user levels
- » Communication tower lights with audible buzzer to “accept or reject” the product
- » Easily transfer data to and from the touchscreen display via USB or ethernet
- » Entire system is 304 stainless steel, food-grade washdown design with sanitary welds
- » Variable speed, modular belt (speeds up to 240 feet per minute)



**Consumer Safety At The FOREFRONT**



**John Vessely** | Field Sales | 608.219.1905  
United Scale, a Transcat Company  
4123 Terminal Drive, Ste. 230, McFarland, WI 53558  
Weighing Devices and Test Weights | Calibration and Repair Services  
WI Lab: 800.747.4474 | [www.unitedscale.com](http://www.unitedscale.com)  
Mobile: 608.219.1905 | [john.vessely@unitedscale.com](mailto:john.vessely@unitedscale.com)

For more information please visit [www.unitedscale.com](http://www.unitedscale.com)

## NEWS

### Byrne Dairy proposes \$24M expansion

DEWITT, N.Y. — Byrne Dairy has proposed a \$24 million expansion of its ultra dairy plant in DeWitt, New York. The 42,000-square-foot expansion will allow the plant to grow its packaging capability as well as add additional processing capacity and storage space.

Opened in 2004, the plant uses an ultra-high-temperature pasteurization process to extend shelf life up to 150 days. Ultra Dairy processes conventional and organic milks, creams and other dairy products as well as a variety of non-dairy products.

The company is currently working with officials from the Town of Dewitt to secure the necessary approvals for construction of the expansion.

Byrne currently operates a fresh milk plant and ice cream plant in Syracuse, New York, the Ultra Dairy ESL plant in Dewitt, New York, and the Byrne Hollow Farm cultured plant in Cortlandville, New York.

For more information, visit [www.byrnedairy.com](http://www.byrnedairy.com). CMN

## Offering Engineering Solutions and Exceptional Technical Support

**At Evaporator Dryer Technologies we design sanitary, efficient, processing systems for:**

- Whey
- Whey Permeate
- Lactose
- WPC
- Milk Powders
- Cheese Powders
- Flavors
- Infant Formula



**Evaporator Dryer Technologies, Inc.**  
1805 Ridgeway Street • Hammond, WI 54015  
Tel. (715) 796-2313 • Fax. (715) 796-2378  
Email: [info@evapdryertech.com](mailto:info@evapdryertech.com) • [www.evapdryertech.com](http://www.evapdryertech.com)



For more information please visit [www.evapdryertech.com](http://www.evapdryertech.com)



## NEW PRODUCTS

### Fresh-Lock to showcase latest products, celebrate 30th anniversary at Pack Expo

**APPLETON, Wis.** — Fresh-Lock by Presto will celebrate its 30th anniversary at Pack Expo 2018 Oct. 14-17 in Chicago with a special booth design, new equipment and the latest in its packaging and closures technology.

“We are proud to reflect on the past 30 years throughout Pack Expo 2018, as we celebrate all that Fresh-Lock has accomplished,” says Brad Hansen, president at Reynolds Presto Products Specialty Division. “At the same time, we are excited to look to the future and showcase the latest innovations in packaging and manufacturing equipment.”

The Fresh-Lock Pack Expo booth will feature a unique design showcasing the personas that currently are driving consumer trends and the industries impacted by the latest innovations in closures. Show attendees will be able to experience Fresh-Lock’s newest products and developments through interactive displays that offer key industry insights.

“This year’s display will not

only showcase Fresh-Lock’s latest products; it will allow visitors to take a deep dive into consumer trends currently driving the market and the equipment making this packaging possible,” Hansen says.

A full pouch production line will highlight Fresh Lock’s Hurricane, which utilizes rotary over the top insertion (ROTI) for sliders. Hurricane currently is available and compatible with several Fresh-Lock sliders, including one of the company’s newest products, mini Slider.

The Fresh-Lock team also will present on the Innovation Stage during the 2018 show on Oct. 16, discussing how consumer trends are driving the transition from rigid to flexible packaging as well as benefits of resealability and the capital investment required as brands make the switch.

For more information, visit Fresh-Lock’s booth S-2130 at Pack Expo, <https://fresh-lock.com/packexpo/>, or contact [prestofreshlock@reynoldsbrands.com](mailto:prestofreshlock@reynoldsbrands.com). **CMN**

### Claranor offers pulsed light sterilization

**AVIGNON, France** — Claranor, a provider of pulsed light in-line packaging decontamination for beverages and dairy products, has introduced its technology to the infant powdered formula market.

To achieve the dry sterilization needed for infant powdered formula packaging, Claranor has designed a new air-based cooling system to replace the water-cooling system used in other industries. In September, the company launched a range of decontamination equipment dedicated to the baby powdered milk category.

As an instant treatment, pulsed light technology offers accuracy, reproducibility of the decontamination and a high availability compared to UV, Claranor says. It allows the treatment of each pack and makes it easy to manage the production line’s stops and restarts.

Advantages of its infant powder can sterilization, Claranor says, include: high level of efficiency, no heating around the treatment zone, compact equipment easy to integrate on new or existing lines, instant treatment (no preheating time), lower running cost and sustainability (low energy

consumption, no mercury in lamp).

In addition to its powder milk can sterilizer, Claranor has developed a Can End Sterilizer. Integrated around the can end conveyor, this sterilizer decontaminates both sides of the can instantaneously to avoid any contamination during restacking. Each end face gets one flash, no matter what speed the conveyor is moving.

To offer a complete solution for packaging, Claranor has designed a new optical cabinet adapted to the closure with an integrated spoon. Partnering with Aptar dispensing systems, “NEO,” a closure with an integrated transparent spoon, has been developed to ensure the decontamination of the entire surface in contact with the product, including the surface under the spoon.

Claranor, along with its U.S. exclusive distributor IMS, will display a preview of its Infant Powder Cans Pulsed Light Sterilizer at Pack Expo Oct. 14-17 in Chicago at booth S-4381. They also will show Claranor’s full range of pulsed light equipment for plant-based, organic, dairy and beverages.

For more information, visit [www.claranor.com](http://www.claranor.com). **CMN**



**H&C Automated Solutions**

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

Our solutions offer enhanced return on investment and operational efficiency:

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

US Toll Free 800-351-1745  
 NZ Phone +64 6 872 7140  
 Email [enquiries@hadencustance.com](mailto:enquiries@hadencustance.com)  
[www.hadencustance.com](http://www.hadencustance.com)

**H&C Automated Solutions**

For more information please visit [www.hadencustance.com](http://www.hadencustance.com)



**\$10,000 GETS THROWN AWAY EVERY DAY!**

Did you know that many centrifuge parts are repairable? Many choose to replace broken parts with something brand new without knowing that the same part could be repaired as good as new for a fraction of the cost. We are experts in repairing:

- Upper Centripetal Pumps
- Sliding Pistons
- Spindles
- Clutches
- Discs
- Centrifuge Frames
- Lower Centripetal Pumps
- Complete Bowl Assembly/ Bowl Balancing
- Direct Drive Conversions
- Complete Centrifuge Equipment

Let us repair your parts.  
[SEPARATORSINC.COM/CHEESE](http://SEPARATORSINC.COM/CHEESE)  
 (317) 484-3745

**SEPARATORS INC.**

For more information please visit [www.separatorsinc.com/cheese](http://www.separatorsinc.com/cheese)



## NEW PRODUCTS

### Zip-Pak introduces Sensus zipper to U.S. market, part of Sensory Feedback Fasteners

**CAROL STREAM, III.** — Zip-Pak, provider of resealable packaging solutions, is introducing the Sensus zipper to the U.S. market.

Part of a family of resealable innovations called Sensory Feedback Fasteners, Sensus is designed to deliver both tactile and audible feedback to help consumers ensure a package is sealed firmly.

“Research has proven that consumers react more favorably to closures that offer a tactile or audible affirmation that the package is sealed,” says Erin Henry, senior marketing manager for Zip-Pak. “Sensus provides customers a quality resealable solution and value-added consumer interaction.”

Sensus is engineered to have a more solid resealing motion and audible “click” to appeal to consumers. It has been incorporated in flexible packaging solutions for food products like cereal, snacks and dairy products.

“Zip-Pak works tirelessly to deliver flexible closure systems that bring value-added results for consumers,” Henry says. “The entire line of Sensory Feedback Fasteners is testament to that commitment, and we look forward to continuing to work with the industry at large to innovate even further.”

The zipper is available for most pouch sizes and for new or existing SKUs. Available as a single or double zipper profile, Sensus is suited for form-fill-seal machine applications and is constructed of Low Density Polyethylene (LDPE). Zip-Pak offers end-to-end technical and operational support to its customers. The company’s field services team of equipment and packaging experts is available to assist with zipper specification, applicator equipment selection, modification and integration, as well as operator training.

For more information, visit [www.zippak.com](http://www.zippak.com). **CMN**

### Somic America to debut SOMIC-FLEXX III

**EAGAN, Minn.** — Somic America will debut its new SOMIC-FLEXX III multi-component packaging machine at Pack Expo Oct. 14-17 in Chicago.

The SOMIC-FLEXX III modular machine is a new concept that combines the ability to pack primary packages in a flat, nested position or a standing display orientation.

The machine also is designed to utilize both single- or multi-component packaging: one-piece corrugated blanks for standard wraparound shipping cases and two-piece tray and hood for retail-ready presentations. It does this, Somic America says, by offering adaptability and speed along with the latest generation of industrial automation from Rockwell Automation and UL-certified components.

“Our new machine provides CPGs with the flexibility to meet a variety of retailers’ packaging demands,” says Peter Fox, senior vice president of sales, Somic America. “Stand-up pouches, flow packs, rigid containers and other items can be collated, grouped and packed in a wide variety of formats. This includes open or wrap-around trays, to paperboard cartons and trays with covers.”

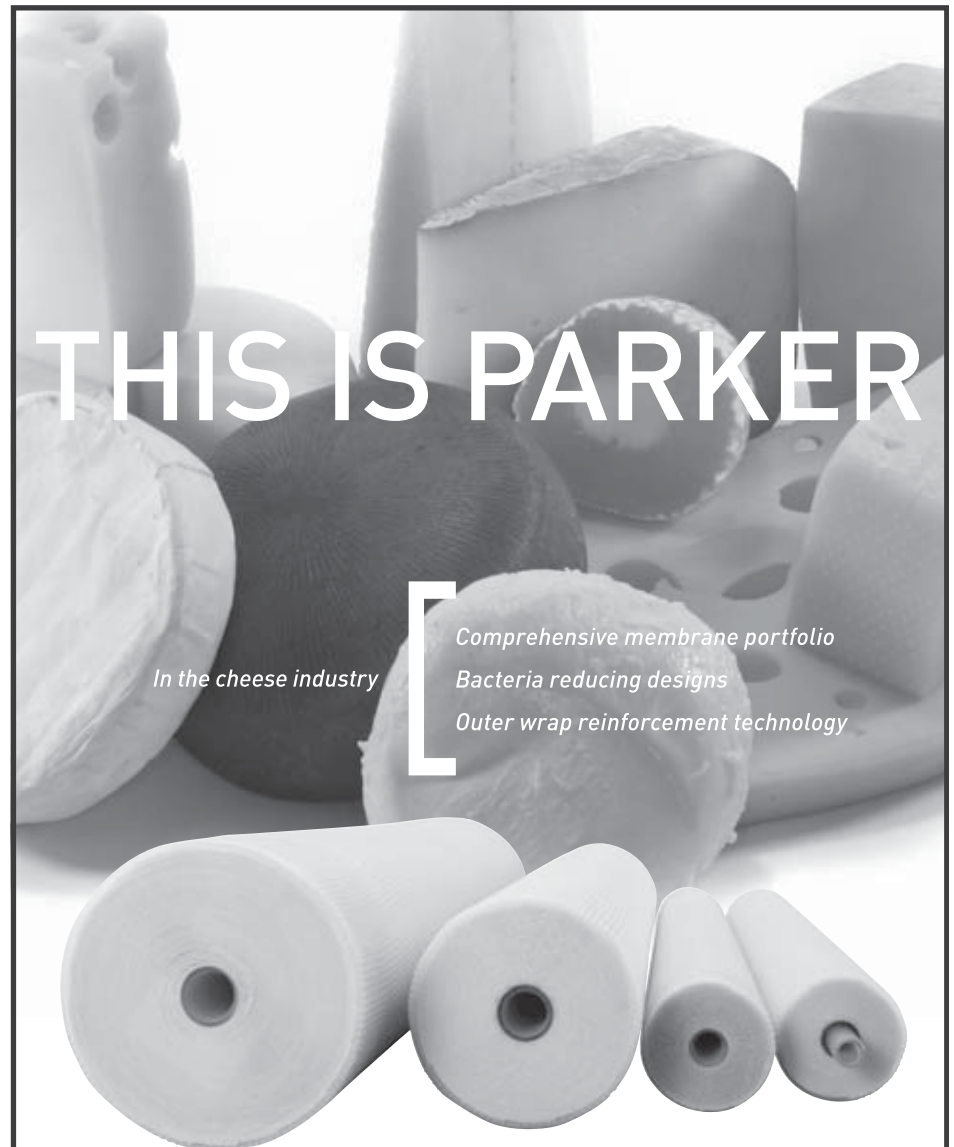
Fox explains the SOMIC-FLEXX III, which took two years to design and develop, is a tray packer with a cover applicator that has been split apart at the center and expanded to include an insertion packer. Each of the three modules operates as one machine. This machine has the capability to run virtually any pack arrangement in any type of shipping or display vehicle, he says.

“The tray packer is employed for upright display arrangements, followed by the application of a cover,” Fox says. “By replacing the lamella

chain (vertical collator) with a control conveyor for horizontal and nested groups, it allows the products to pass through the vertical tray packer. The insertion packer then inserts six items into the pre-formed cartons that were formed in the pass-through tray packer. The final station on the machine glues and closes the wraparound case, or applies the hood or cover to the display tray.”

The SOMIC-FLEX III will be introduced at Pack Expo in booth E-8550. For more information, visit [www.somic.us](http://www.somic.us). **CMN**

**More News, More Solutions, More Choices!**  
[www.cheesemarketnews.com](http://www.cheesemarketnews.com) • 608.831.6002



Parker enables its partners in the cheese industry to optimize even the most demanding dairy separations applications with high-performance membrane elements in Reverse Osmosis, Nanofiltration, Ultrafiltration, and Microfiltration configurations and diameters. Parker, helping solve the world’s greatest engineering challenges.



Contact Ron Tuckner  
[ron.tuckner@parker.com](mailto:ron.tuckner@parker.com)  
Products manufactured in the U.S.A.

[parker.com/sanitarymembranes](http://parker.com/sanitarymembranes)

**ENGINEERING YOUR SUCCESS.**

For more information please visit [www.parker.com/sanitarymembranes](http://www.parker.com/sanitarymembranes)

### YOUR SINGLE SOURCE FOR FACILITY ARCHITECTURE AND PROCESS ENGINEERING SERVICES



**FOR MORE INFORMATION, VISIT [EXCELENGINEER.COM](http://EXCELENGINEER.COM) OR CALL US AT 920-926-9800**

For more information please visit [www.excelengineer.com](http://www.excelengineer.com)



## NEW PRODUCTS

### Kason Corp. releases new centrifugal sifter

MILLBURN, N.J. — Kason Corp., based in Millburn, New Jersey, is releasing a new centrifugal sifter named Centrisifter.

The Centrisifter is a model MOB-DD-SS dual-drive centrifugal sifter that is designed to allow independent speed control of the feed screw and helical paddle assembly, so that each may be adjusted separately according to characteristics of individual materials for maximizing feed control into the sifter and for optimum efficiency and capacity.

The speed of the variable feed screw can be set remotely or by an operator at the control panel to feed material into the horizontal screen cylinder at the desired rate without the need for a separate feeding device.

Rotation speed of the helical paddles can be adjusted to accelerate material against and through apertures in the screen cylinder at speeds sufficient to break down agglomerates and achieve desired throughput, the company says.

On-size particles passing through the screen gravity-discharge through a flanged outlet to a downstream process. Oversize particles spiraling through the screen cylinder are ejected through its

open end to gravity-discharge through a secondary outlet for disposal or re-processing.

The sifter features a cantilevered shaft design, with no bearing on the hinged end cover, designed to allow internal components to slide off the discharge end of the shaft when the hinged end cover is opened to allow for rapid cleaning, inspection or screen changes with no tools.

A fail-safe interlock system with multiple, non-interchangeable keys is intended to prevent inadvertent operation of the electrical system when the hinged end cover, screen access door or feed screw access plate is open.

Mounted on a heavy-duty mobile frame, the machine can be rolled between processing lines and wash down stations as needed.

It is available constructed with material contact surfaces of 304 or 316 stainless steel, or in all-stainless steel finished to sanitary or industrial standards, with explosion proof electrical systems, including ATEX compliant.

For information contact Kason Corp. at 973-467-8140 or info@kason.com or visit www.kason.com. CMN

### Inficon introduces Contura S400 leak detector to North American market

SYRACUSE, N.Y. — To help food manufacturers deliver fresh products and avoid premature spoilage, Inficon is introducing the Contura S400 leak detector for modified atmosphere packaging (MAP) as well as flexible packages. Inficon will showcase the Contura S400 to the North American packaging market for the first time at Pack Expo International 2018 Oct. 14-17 in Chicago.

Already commercialized in Europe, the Contura S400 offers an alternative to water baths and gas-based testing that Inficon says is faster, easier, quantifiable and more cost-effective. It detects both gross and fine leaks, avoiding the need for two separate machines. Additionally, the system does not use test gas and helps prevent damage to packaging. Inficon says the Contura S400 is ideal for a variety of food applications, including cheese, grains, cereals, coffee, meat, poultry, baked goods, snack foods, confectionery/candy, prepared food and produce.

“Leaks in MAP and flexible pack-

aging are typically detected in sealed seams and downgauged packaging materials,” says Bill Burnard, vacuum control sales and business development manager - North America. “The Contura S400 relies on a proprietary differential pressure method to identify leaks — both large and small. This unique, non-destructive approach allows dry food manufacturers to efficiently and accurately determine if hermetically sealed packages are airtight before they ever reach the market.”

Inficon’s experts will be available during the show at booth E-8563 to discuss specific application needs and how to choose the right leak detection method. Show attendees also can receive a copy of Inficon’s free e-book, “Leak Detection in the Food Industry: A Guide,” which outlines the challenges associated with leak detection for food packaging and examines the different approaches available to food manufacturers. The e-book also can be downloaded in advance of the show at [www.inficon.com/en/markets/packaging/food-industry-e-book/](http://www.inficon.com/en/markets/packaging/food-industry-e-book/). CMN

**CELEBRATING 58 YEARS OF LEADERSHIP IN DESIGN**

**MARRIOTT WALKER CORPORATION**  
 SPRAY DRIERS    HEAT RECOVERY    POWDER COOLING    EVAPORATORS

700 E MAPLE ROAD, SUITE 400    BIRMINGHAM, MICHIGAN 48009  
 P: (248) 644-6868    F: (248) 642-1213  
 walker@marriottwalker.com    www.marriottwalker.com

**Cheese Market News**

**EXCLUSIVE KEY PLAYERS**  
 Our Annual Profile of Who's Who in the Cheese Business

Published June 2018  
**2018 KEY PLAYERS** Our Exclusive Annual Profile of Who's Who in the Cheese Business

**Order Today!**

CHIESE MARKET NEWS

If you're looking for an in-depth compilation of the movers and shakers in the cheese and dairy industry, look no further. **CHEESE MARKET NEWS' Key Players**, our exclusive annual profile of who's who in the cheese business, gives you comprehensive information on companies leading the cheese industry. Key Players features information on plant locations, sales figures, acquisitions and mergers, expansions, new products and production data.

**Key Players** is included annually in the June issue of **CHEESE MARKET NEWS®** but can be yours in a separate, easy-reference reprint for only \$35 per copy.

**Order your complete snapshot of the cheese industry's Key Players today**

**Cheese Market News**

5315 Wall Street, Ste. 100 • Madison, WI 53718  
 Phone: (608) 831-6002 • Fax: (608) 288-9093  
 E-mail: [square@cheesemarketnews.com](mailto:square@cheesemarketnews.com)  
 Website: [www.cheesemarketnews.com](http://www.cheesemarketnews.com)

**CHEESE MARKET NEWS® KEY PLAYERS REPRINT ORDER FORM:**

NAME: \_\_\_\_\_ TITLE: \_\_\_\_\_  
 COMPANY: \_\_\_\_\_ ADDRESS: \_\_\_\_\_  
 CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
 PHONE: (\_\_\_\_) \_\_\_\_\_ EMAIL: \_\_\_\_\_  
 DATE: \_\_\_\_\_

**METHOD OF PAYMENT (U.S. Funds Only):**  
 PAYMENT Enclosed **\$35**  
 Payment by Credit Card  
 VISA  MasterCard  American Express

CARD #: \_\_\_\_\_  
 EXPIRATION DATE: \_\_\_\_\_  
 SECURITY CODE: \_\_\_\_\_  
 SIGNATURE: \_\_\_\_\_

For immediate service email [square@cheesemarketnews.com](mailto:square@cheesemarketnews.com) or call 608.831.6002  
 SUBSCRIBER SERVICES • 5315 Wall Street, Ste. 100 • Madison, WI 53718 • FAX 608.288.9093

For more information please visit [www.marriottwalker.com](http://www.marriottwalker.com)

For more information please visit [www.cheesemarketnews.com/order.html](http://www.cheesemarketnews.com/order.html)



# CLASSIFIED

# ADVERTISING

● EQUIPMENT 1

● EQUIPMENT 1

● EQUIPMENT 1

● EQUIPMENT 1



## The Packaging Market Makers

Appraisals | Consulting | Turnkey Solutions | Auctions

When you need a market for your idle packaging assets, the experts at Harry Davis & Company are your resource for accurate appraisals, asset consulting, and equipment sales.

We are the Packaging Market Makers

[www.HarryDavis.com](http://www.HarryDavis.com)



For more information please visit [www.harrydavis.com](http://www.harrydavis.com)

**FOODTOOLS**  
Industry Leaders in Portion Control

Single or multi-wire low cost cutting solution.

Vertical wire cutter for wheels, loafs or blocks.

Horizontal / vertical wire cutter for wheels, loafs or blocks.

Hard cheese wheel scoring machine.

Horizontal wire cutter for soft or hard cheeses.

Vertical blade cutter for semi-soft or hard cheeses.

FoodTools wire & blade cheese cutters, designed & built to meet the dairy industry standards.

800-644-2377  
Visit us at [www.foodtools.com](http://www.foodtools.com)

For more information please visit [www.foodtools.com](http://www.foodtools.com)

**Genmac**

**CHEESE CUTTERS THAT BOOST PROFITS**

PHONE: 1-888-2-GENMAC FAX: 1-920-458-8316  
E-MAIL: [sales@genmac.com](mailto:sales@genmac.com)

**Genmac** GENERAL MACHINERY CORPORATION  
P.O. BOX 717  
SHEBOYGAN, WI 53082-0717

For more information please visit [www.genmac.com](http://www.genmac.com)

FOR ALL YOUR SEPARATOR NEEDS: Top quality, reconditioned machines at unbeatable prices. For more information, call Dave Lambert, Great Lakes Separators at (920) 863-3306 or email [drlambert@dalez.net](mailto:drlambert@dalez.net)

MAGNETS FOR METAL FRAGMENT CONTROL & FOOD SAFETY

GRATE MAGNETS

MAG-RAM™  
Self-Cleaning Grate Magnet

RAPIDCLEAN™  
Easy Clean Magnet

featuring

- RE80™ magnets for superior separation of fine contaminants
- 10,000+ gauss
- HAACP Int1 certified
- Sanitary & custom designs

**PSI** POWDER SOLUTIONS INC. **MAGNATACT™**

#1-877-236-3539 [www.powder-solutions.com](http://www.powder-solutions.com)

For more information please visit [www.powder-solutions.com](http://www.powder-solutions.com)



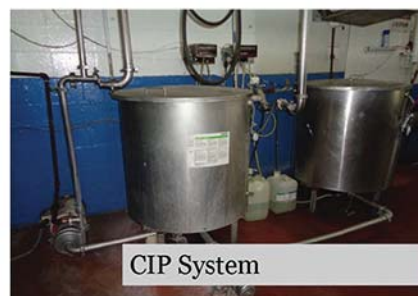
**IME**  
INTERNATIONAL MACHINERY EXCHANGE

**COMPLETE CHEESE PLANT ONLINE and ONSITE AUCTION**  
October 17, 2018 • 9:30 a.m.  
Liquidation of North Hendren Dairy  
W8204 Spencer Rd. • Willard, WI

**PREVIEW ITEMS Oct. 16th 9 a.m. – 4 p.m.**

- Featuring:
- \*(3) Stainless Steel Silo Tanks 15,000 Gal. and 20,000 Gal.
  - \*(3) 15,000 lb. Cheese Vats w/ Agitators
  - \*(2) Westfalla MSA – 60 CIP Separators; Whey and Milk
  - \*(Russell Rotary Fines Saver w/ Balance Tank
  - \*(Gaulin Size 3 Homogenizer
  - \*(Carrier Glycol Chiller – Freon; 60 HP
  - \*(Sanitary Incline Cheese Drain Belt with Covers
  - \*(18,000 lb./hr. HTST System; PLC Controls; USDA Approved
  - \*(8) All Stainless Steel Soft Cheese Drain Tables
  - \*(2001 Sterling Truck w/ 4,600 Gal. Stainless Steel Tank
  - \*(2006 Sterling Truck w/ 24 ft. Refrigerated Box
  - \*(All Stainless Steel Dual Head Blue Cheese Piercing Machine
  - \*(Over 20 Stainless Steel Positive and Centrifugal Pumps
  - \*(Over 10 All Stainless Steel Tables and Carts, Air Valves and Stainless Steel Piping
  - \*(USDA Approved All Stainless Steel Cheese Crumbling Machine
  - \*(Stainless Steel Metal Detector and Other Packaging Machines
  - \*(Complete Brine Make-Up System w/ Heat Exchanger
  - \*(Ultra Filtration System for Brine
  - \*(Large Dual-Tier Fiberglass Brine Tank System
  - \*(Over 8,000 Nesting-Type Plastic Bread/Cheese Trays
  - \*(Huge Selection of General Plant Support Items

Managed by **International Machinery Exchange**  
608.764-5481 • [www.imexchange.com](http://www.imexchange.com)  
Online only bidders register at: [www.bidspotter.com](http://www.bidspotter.com)



## MUELLER

Proudly Supplying the Food and Dairy Industry for 75 Years!



FOR MORE INFORMATION, PLEASE CONTACT:

NATIONAL SALES MANAGER – EAST  
Mike Veatch • 417-575-9257  
[mveatch@paulmueller.com](mailto:mveatch@paulmueller.com)

NATIONAL SALES MANAGER – WEST  
Jim Hall • 417-575-9214  
[jhall@paulmueller.com](mailto:jhall@paulmueller.com)

1-800-MUELLER • [www.paulmueller.com](http://www.paulmueller.com)

For more information please visit [www.paulmueller.com](http://www.paulmueller.com)

For more information please visit [www.bidspotter.com/en-us/auction-catalogues/international-machinery-exchange/catalogue-id-bscint10007](http://www.bidspotter.com/en-us/auction-catalogues/international-machinery-exchange/catalogue-id-bscint10007)



# CLASSIFIED ADVERTISING

● **HELP WANTED** 7

● **HELP WANTED** 7

## Packaging and Production Manager

Shullsburg Creamery is currently seeking a motivated, highly organized, experienced Packaging and Production Manager to join our growing team of professionals.

This position is responsible for the overall performance of the Production and Packaging Departments as it pertains to labor management, production scheduling and system flow, while focusing on safety, quality, cost and employee environment. This person must work directly with employees to constantly improve efficiencies.

Experience with all aspects of food packaging, labeling laws and inventory control is a must. Duties include actively promoting and supporting food safety and product quality programs and initiatives working closely with plant management, operations and purchasing staff to ensure accurate, on time out flow. Salary commensurate with experience and is negotiable.

Please send cover letter, resume and references to:

Human Resources  
Shullsburg Creamery  
P.O. Box 398  
Shullsburg, WI 53586  
hr@shullsburgcreamery.com



For more information please [www.shullsburgcreamery.com](http://www.shullsburgcreamery.com)

● **MARKETING** 10

● **MISCELLANEOUS** 11

● **CHEESE/DAIRY** 12

● **CHEESE/DAIRY** 12

**CHEESE WANTED**

**BIG REWARD OFFERED FOR YOUR...**

- Cheese Trim • Cheese Fines
- #1 and Undergrades
- Close Coded Products
- Natural, Processed, Imitation or Flavored

Call Dean, Eric, Pat or Wade:  
**(877) 914-5400**  
[horizonsalesinc.com](http://horizonsalesinc.com)

**HORIZON SALES**  
of Minnesota

For more information please visit [www.horizonsalesinc.com](http://www.horizonsalesinc.com)

**FOR SALE: 5 YEAR OLD WHITE CHEDDAR**

- Produced by Master Cheese Maker
- Sufficient Quantities Available
- Call For Pricing

**Cedar Grove CHEESE, INC.**  
**(608) 546-5284**  
[www.cedargrovecheese.com](http://www.cedargrovecheese.com)

For more information please visit [www.cedargrovecheese.com](http://www.cedargrovecheese.com)

**GOT CHEESE?**

We purchase scrap cheese (fish bait/animal feed), undergrades and off spec. cheese. We can pick up on a spot, weekly or monthly basis.

Please contact:  
[tom@whalenfoodsinc.com](mailto:tom@whalenfoodsinc.com)  
**(866) 547-6510**

[www.whalenfoodsinc.com](http://www.whalenfoodsinc.com)

For more information please visit [www.whalenfoodsinc.com](http://www.whalenfoodsinc.com)

**THE FOOD CONNECTOR**

plans & executes  
MARKETING STRATEGIES  
FOR FOOD COMPANIES

415.785.8539  
[THEFOODCONNECTOR.COM](http://THEFOODCONNECTOR.COM)

For more information please visit [www.thefoodconnector.com](http://www.thefoodconnector.com)

● **STORAGE** 13

# NEW PRODUCTS

## R.A Jones to introduce new products, portal

COVINGTON, Ky. — R.A Jones, part of the Italian-headquartered Coesia group, will debut new packaging products at this year's Pack Expo Oct. 14-17 in Chicago.

R.A Jones will introduce the latest addition to its Autoprod Cup Filling product line, the Autoprod CF-400. Completely redesigned with the hygienic operation demanded by manufacturing companies, the Autoprod CF-400 also has new features engineered to provide greater flexibility and lower total cost of ownership. The Autoprod CF-400 in-line cup filling machine is 3-A certified and available in five-, six- or eight-lane configurations with production speeds up to 900 cups per minute.

Additionally, R.A Jones is expanding its Criterion line of cartoners with a new intermittent motion machine, the new Criterion CLI-100. Following the recently-launched CL-240, the CLI series of end load cartoners is engineered to provide more flexibility for running different types of products and a large range of carton sizes. The Criterion CLI-100 is available in 6-inch, 9-inch or 12-inch pitch with production speeds up to 200 cartons per minute.

During Pack Expo, the Criterion CLI-100 will be integrated into a

complete pouching line, only available through Coesia, that includes Volpak's new SI-280 HFFS pouching machine upstream and Flexlink's RC10 palletizing robot downstream. All of these are connected with Flexlink's conveying systems, making it a single source solution from one organization.

R.A Jones also is launching a new customer portal this fall called WebShop, an online service allowing customers to quickly place orders for parts they need for existing R.A Jones equipment. WebShop, recently developed by R.A Jones' parent company Coesia, has been rolled out to other sister companies this year.

WebShop is designed to help customers quickly find the parts they need by searching for the serial number associated with that part. Once selected, customers can quickly select the quantity they need, understand the costs associated with the order, and know the lead time it will take to receive their parts. WebShop also features 24/7 tracking, order history data, a multilingual portal and the ability to easily import an Excel file for direct order creation.

For more information, visit [www.rajones.com](http://www.rajones.com) or booth S-2501 at Pack Expo. **CMN**

## GEA valve designed for ultraclean applications

DÜSSELDORF, Germany — GEA is expanding its D-tec valve line with the new GEA D-tec P/DV control valve for ultraclean applications in the food, beverage and dairy industries. GEA says the new valve allows for reliable control of processing parameters such as volume flow, pressure, temperature and filling level of a vessel.

The P/DV type D-tec control valve uses hermetically-sealed D-tec stem diaphragms, providing improved contamination protection against the atmosphere and ensuring microbial stability throughout the entire process. The control valves are selected for products that require an extended shelf life, with or without cooling, depending on the pH value, cold chain and storage characteristics. While the D-tec valve line can be used in aseptic processes, GEA sees the application of the new control valve primarily for ultraclean applications, including fruit yogurt, extended shelf life (ESL) milk, iced tea and fruit juice.

"Durability is important to the consumer, but not at any price," says Pascal Bär, product manager for aseptic valves, GEA. "Today's consumers are very sensitive to the topic of preservatives. Ultraclean processing is beneficial here because it helps to achieve the desired shelf

**"Today's consumers are very sensitive to the topic of preservatives."**

Pascal Bär  
GEA

life of a product with less preservatives. As part of a customized process chain, our new D-tec P/DV control valve takes manufacturers this one step further."

The P/DV D-tec control valve is part of the VARIVENT modular principle, enabling the valve to be configured according to prevailing process conditions. It has an equal percentage control cone characteristic and is available in the valve sizes DN40 up to DN100 and OD1.5 inch up to OD4 inch. Different KVS values are available for each valve size, and different housing combinations can be implemented. The valve seat can be executed with a metallic stop as well as soft (V-Ring) and hard sealing. Additionally, D-tec control valves are equipped by default with the GEA T.VIS P-15 position controller.

For more information, visit [www.gea.com](http://www.gea.com). **CMN**



# NEW PRODUCTS

## ID Technology introduces ClearMark thermal inkjet printer featuring TIJ technology

**FORT WORTH, Texas** — ID Technology, a ProMach product brand, is introducing its new ClearMark thermal inkjet (TIJ) printer at Pack Expo International booth S-3530.

Built around HP's latest TIJ technology, ClearMark prints high-quality text, graphics and barcodes onto almost any porous or non-porous substrate, providing the capability to add fixed and variable data, including serialized 2D data matrix barcodes, directly to primary or secondary packages, or preprinted labels.

The company says ClearMark is ideal for customers packaging a wide variety of foods, beverages, medical devices, pharmaceuticals, household chemicals and other products. ClearMark also is ideal on production lines that operate at lower volumes, run sporadically or change over frequently. The cartridge can be replaced to instantly print the next color or type

of ink.

Messages and parameters are saved to the printhead's on-board memory, enabling ClearMark to operate without being connected to an external controller. Settings associated with each ink are stored on the cartridge Smart Card and automatically retrieved so operators don't need to adjust those parameters during changeovers.

Users can interface with ClearMark via common function buttons found directly on the smart printhead as well as on the system's 10-inch color touchscreen. ID Technology's new human-machine interface (HMI) fea-

tures icon-based navigation to simplify programming and monitor system status. Additionally, ClearMark can share data via a USB pen drive and an ethernet port that facilitates connection to a PC, PLC, plantwide network or the cloud. This enables users to create and edit messages off the plant floor, automate changeovers, integrate with serialization systems and troubleshoot remotely.

Set-up includes a message creation wizard with drag-and-drop functionality for both new compositions and editing. True Type fonts and unlimited fields for counters, time, date, bar-

codes, logos and graphics are available. ClearMark's HMI also provides live feedback on count values, prints remaining in the cartridge, line speed and production rate.

For customers that require the highest print quality, ClearMark can be set to achieve a resolution of up to 600 dpi. If set to print 300 dpi, ClearMark typically maintains speeds of 200 feet per minute and can reach higher speeds when printing at lower resolutions. It offers a print height of 0.5-inch and unlimited print length.

For more information, visit [www.idtechnology.com](http://www.idtechnology.com). **CMN**

## Dynamic Conveyor to present two new systems at Pack Expo

**EAGAN, Minn.** — Dynamic Conveyor will be presenting a variety of DynaClean and DynaCon conveyor systems at Pack Expo 2018 in Chicago.

An assortment of DynaClean Sanitary Conveyors will be on display to show how a variety of food products can be conveyed. DynaClean conveyors offer a patented design that is simple, quick and easy to disassemble and clean, the company says. DynaClean conveyors are known in the food processing and packaging industry for reducing cleaning times in half, the company says.

The DynaCon Reconfigurable Conveyor also will be on display. DynaCon conveyor systems offer packagers the ability to build their own conveyors using modules to configure and reconfigure their conveyor layouts. Modules are built using plastic injection molded parts, which are intended to bring strength and durability to the conveyor system, while remaining light-weight enough to be easily reconfigured. Reconfiguration of DynaCon conveyors offers an eco-friendly and sustainable solution, the company says.

Dynamic Conveyor staff will be available in the North Hall in booth #5529 for hands-on demonstrations and to discuss customer questions and needs.

For more information, call 231-798-1483 or visit [www.dynamicconveyor.com](http://www.dynamicconveyor.com). **CMN**

## MORE NEWS, MORE SOLUTIONS, MORE CHOICES!

Choose the Best...  
Cheese Market News.  
Because the Right News Matters!

We fill our newspaper each week with news "that is all about YOU." The weekly news coverage and support you receive from **CHEESE MARKET NEWS** is unmatched in the industry.

We take serious news, add in analysis, attention to detail, passion and integrity to deliver the highest level of coverage and service in the cheese business!

**CALL US TODAY** to discuss your marketing needs or to subscribe.



### CHEESE MARKET NEWS® SUBSCRIPTION FORM:

- |  |  |   |
|--|--|---|
| <b>1 Year Rates (52 issues)</b>  | <b>2 Year Rates (104 issues)</b>   | <b>ELECTRONIC 1 Year Rates (52 issues)</b>                              |
| <input type="checkbox"/> \$145 (2nd Class) <input type="checkbox"/> \$200 (1st Class/Canada) | <input type="checkbox"/> \$205 (2nd Class) <input type="checkbox"/> \$325 (1st Class/Canada) | <input type="checkbox"/> \$145 (Email Only. Without Mail Service)       |
| <input type="checkbox"/> \$330 (International)   | <input type="checkbox"/> \$525 (International)   | <input type="checkbox"/> \$210 (Email With 2nd Class Mail Service Only) |

\*Your subscription will be automatically renewed annually at our renewal prices then in effect. A bill will be mailed if a credit card isn't available. You will be notified in advance of any price increase. Cancel anytime for a 100% refund on unmailed copies by emailing your request to: [subscriptions@cheesemarketnews.com](mailto:subscriptions@cheesemarketnews.com)

**Please contact me for complete advertising details**

NAME: \_\_\_\_\_  
 TITLE: \_\_\_\_\_  
 COMPANY: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_  
 CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_  
 PHONE: (\_\_\_\_) \_\_\_\_\_ DATE: \_\_\_\_\_  
 EMAIL (Required): \_\_\_\_\_

**METHOD OF PAYMENT (U.S. Funds Only):**

- Bill Me  PAYMENT Enclosed  
 Payment by Credit Card  
 VISA  MasterCard  American Express

CARD NUMBER: \_\_\_\_\_  
 EXPIRATION DATE: \_\_\_\_\_  
 SECURITY CODE: \_\_\_\_\_  
 SIGNATURE: \_\_\_\_\_

**For immediate service, call (608) 831-6002, email [squarne@cheesemarketnews.com](mailto:squarne@cheesemarketnews.com) or fax your subscription to (608) 288-9093.**  
 SUBSCRIBER SERVICES • P.O. Box 628254 • Middleton, Wisconsin 53562  
 E-mail: [squarne@cheesemarketnews.com](mailto:squarne@cheesemarketnews.com) • Website: [www.cheesemarketnews.com](http://www.cheesemarketnews.com)

For more information please visit [www.cheesemarketnews.com/order.html](http://www.cheesemarketnews.com/order.html)



## NEWS / BUSINESS

## Dot Foods announces plans to open \$36 million distribution center in Bear, Delaware

**BEAR, Del.** — Dot Foods, the largest food industry redistributor in North America, recently announced it plans to open a 12th distribution center in Bear, Delaware. Construction of the new \$36 million facility is scheduled to start in November.

The new facility will total about 188,609 square feet, including more than 111,000 square feet of refrigerated, frozen and dry storage warehouse space.

Dot recently added a distribution center in Bullhead City, Arizona, that took just more than 11 months to construct. The company hopes to have the

new Dot Foods facility in Delaware operational in fall of 2019. The new Delaware location will service customers in Eastern Pennsylvania, New Jersey, New York and Connecticut. Dot Foods Delaware joins Dot's two other facilities in the Northeast: Dot Foods Maryland, located in Williamsport and Dot Foods New York in Liverpool.

"We're really glad to see this great project move forward," says Damian DeStefano, director of the Delaware Division of Small Business. "Dot Foods' choice to locate its new facility in Delaware is a testament to the state being an excellent place for businesses

to grow and thrive."

Dot also will open an established trucking operations terminal location for its affiliate Dot Transportation in New Castle, Delaware, this fall. The company plans to hire 50 drivers for the New Castle terminal location and those drivers will move to the new distribution center when it is operating. Dot says it will hire a total of 125 people for warehouse, truck driver and administrative roles at its Bear facility within the first year and up to 200 by 2022.

Through Dot Transportation Inc., Dot distributes more than 127,000 food

service, convenience, retail and vending products from 930 food industry manufacturers in less-than-truckload quantities with short lead times. **CMN**

## Hudsonville Ice Cream expands facility in Michigan

**HOLLAND, Mich.** — Hudsonville Ice Cream, a family-owned, West Michigan-based creamery dating back to 1926, has expanded its current facility. The \$1.6 million investment includes a new silo alcove and pilot plant to allow for more innovative flavor creations enabling an expanded distribution network across the United States.

The expansion showcases the creamery's commitment to its longtime hometown of Holland and allows for the creation of additional high-skilled food manufacturing jobs with the company, company officials say.

"Hudsonville Ice Cream is known and loved throughout this region, and this investment is the perfect way to honor our heritage here," says CJ Ellens, director of sales and marketing, Hudsonville Ice Cream. "We are immensely proud of our West Michigan roots, and it is our hope that it shines through in every batch of ice cream we make. Our facility expansion is a reflection of our plans for the future, and we are committed to growing our operations here in Holland for years to come."

Hudsonville Ice Cream's Holland facility is utilized to develop and produce frozen desserts. The expansion included the development of a silo alcove to store raw materials and a pilot plant to develop and test new ice cream flavors for the company's line of more than 50 flavors, which are sold in scoop shops across Michigan and in grocery stores in more than a dozen states.

The pilot plant also allows for the creation of small batch flavors, such as Bowerman's Blueberry Donut and Sweetie-licious Pie Surprise, that are featured as part of the Hudsonville Ice Cream Michigan Artisan Collection.

Lakeshore Advantage assisted Hudsonville Ice Cream with the process of its expansion, providing essential resources during this period of growth, Hudsonville notes.

"West Michigan is in an ideal location from a business perspective, allowing companies like Hudsonville to expand beyond the region and do business across the United States," Ellens says. "But more importantly, our community is blessed with hard-working, loyal people with strong character, which makes West Michigan the best place for us to be."

Hudsonville Ice Cream currently employs 84 individuals. **CMN**



**We look at cheese differently.**



At Deville Technologies we do more than just provide cheese processing companies with the perfect shred, dice, shave and grate... we keep the whole solution in mind.



FS40 line with powder dispenser, tumble drum and conveyor

We deliver ultra hygienic food cutting solutions that operate effectively and efficiently. We partner with our clients to custom design the solution that best meets their food cutting needs...**because we don't just see cheese, we see the whole picture.**



**DEVILLE**  
TECHNOLOGIES  
INDUSTRIAL FOOD CUTTING SOLUTIONS  
1.866.404.4545 [www.devilletechnologies.com](http://www.devilletechnologies.com)

For more information please visit [www.devilletechnologies.com](http://www.devilletechnologies.com)