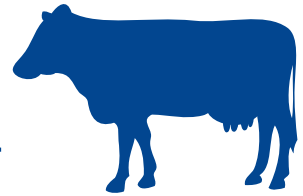


DAIRY WEEK



The weekly bulletin on the Australian and New Zealand dairy industry and international markets

Week ending September 30, 2011

www.dairyweek.com

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NZX Agri
8 Weld Street, Feilding 4702
New Zealand
Freephone 0800 85 25 80
Phone +64 6 323 7104
Fax +64 6 323 7101
www.dairyweek.com



EDITORIAL - Green milk flowing

As the global economy develops serious wobbles, and warnings are sounded about volatility in commodity prices in the near future, a number of companies are shrugging off the doom merchants and focusing firmly on a positive future.

One such company is Arla, which has finally gained approval to construct the world's largest carbon-zero dairy factory, in the UK.

This development is notable for two reasons. Firstly, the estimated €150m investment, which is a significant sum by almost any measure, shows a strong faith in the future of dairy in the UK.

Secondly, by aiming to be a carbon-zero factory, Arla is literally putting its money where its mouth is in terms of sustainability. A carbon-zero dairy factory will demonstrate just how possible it is to operate a vibrant and growing company while taking responsibility for the environmental impact of that company.

It will be very interesting to come back in 10 years time and see what impact being carbon-zero has on the overheads of a factory of this size. Investing in environmental sustainability is more and more about economic issues as well as environmental ones, and with green technology opening up new horizons every day, the bottom line is likely to increasingly be a green one.

Congratulations to Arla for taking this step. It hasn't been an easy road, with much local opposition to the development. The company will have some work to do in winning over the local population, who fear the factory will have a negative impact on their area. But the best way to win comes not from PR campaigns, but from walking the talk. If the factory can deliver on its promises, and bring environmental as well as economic benefits to the area, everyone will win.

DAIRY MARKET REVIEW September 30, 2011

Agrifax

USD per tonne

	30-Sep-11	23-Sep-11	16-Sep-11	09-Sep-11	02-Sep-11	01-Oct-10
Butter	4100	4200	4200	4200	4200	4150
Skim Milk Powder	3300	3400	3450	3500	3450	3200
Whole Milk Powder	3400	3500	3500	3450	3500	3600
Cheddar Cheese	4100	4200	4300	4300	4300	4050
Casein	10600	10650	10650	10700	10700	8550

Agrifax Commentary:

Dairy commodity prices have softened this week across all product categories. The market is feeling the pressure of global economic uncertainty, as Europe and the US teeter on the brink of a recession. The one positive factor for Oceanic exporters is the softening of local currencies.

This week the fall in the Agrifax dairy commodity price series was partially offset by the weaker exchange rates when the price series are considered in New Zealand dollar terms.

Whilst a lot of uncertainty currently exists regarding the future direction of dairy commodity prices, the outlook for whole milk powder (WMP) is a little stronger than for skim milk powder (SMP). Recent high returns for milkfat has driven a production bias towards SMP and anhydrous milkfat (AMF) or butter. The global increase in SMP production is expected to impair returns for this product in the short-term. Meanwhile the immediate outlook for WMP looks a little brighter.

SCOTLAND: Lactalis set for Scottish investment

Herald Scotland, Mark Williamson, September 24, 2011

The French firm behind Seriously Strong Cheddar has vowed to put more money into the south-west Scotland plant where it makes much of its cheese, Herald Scotland reports.

Lactalis McLelland said improving the production capability at its Stranraer facility is one of the main planks of the strategy it is following to grow the business amid challenging conditions.

The company also plans to increase its spend on TV advertising and related marketing initiatives in support of the Seriously Strong brand.

This was the jewel in the crown of the Glasgow-based McLelland cheese business that Lactalis bought for more than £170 million in 2005. The French dairy giant, whose brands include President brie, was prepared to pay top dollar for a business that could give it a strong bridgehead in the UK.

The development plans are revealed in accounts for Lactalis McLelland for the year to December 31, filed last week at Companies House. These show that the company grew turnover to £182m compared with £171m in the preceding year. However, operating profits fell to £5.5m from £5.9m, Herald Scotland reports.

[FULL STORY](#)

ITALY: Four-year plan sees Granarolo target acquisitions and €1.6bn turnover

Foodnavigator.com, Ben Bouckley, September 27, 2011

Italian dairy company Granarolo says it is pursuing a €1.6bn turnover as part of a four-year growth plan that will see the firm pursue more acquisitions both at home and internationally, foodnavigator.com reports.

A Granarolo spokeswoman said: "Our industrial plan foresees an internal and external growth strategy, with the goal of reaching €1.6bn in four years time."

She added: "As of the area, we are first considering acquisitions in Italy, but international expansion is certainly an important aim within our plans."

Granarolo recently ramped-up its presence within the EU dairy sector by acquiring Italian cheese producer Lat Bri for around €60m, in a move that took its turnover above €1bn.

At the time, Granarolo said it was targeting further growth for Italian products in Northern Europe, and the spokeswoman said that exports now accounted for more than 30% of the firm's exports, foodnavigator.com reports.

[FULL STORY](#)

AUS: Bega hungry for more milk

Weeklytimesnow.com.au, Simone Smith, September 28, 2011

Bega Cheese has picked up about 50 million additional litres of milk, but is still on the hunt for more, weeklytimesnow.com.au reports.

The newly listed NSW dairy company has been recruiting extra farm suppliers from across Victoria since the start of the season.

Chairman Barry Irvin said the new milk had come through interested farmers contacting the company following its advertisements in newspapers and the company contacting farmers who had previously indicated they wanted to supply it.

"We still want another 30-40 million litres," Irvin said.

"We began the year wanting to pick up a little bit of milk ... but since, with the Coles agreement successful, we have picked up approximately 50 million litres of milk across the group since the opening pay rate announcement."

This month Bega Cheese won the right to supply all of Coles' house-brand cheese - the equivalent of 19,000 tonnes a year, weeklytimesnow.com.au reports.

[FULL STORY](#)

We are not ‘milking the poor’ in Bangladesh, Arla insists

Foodnavigator.com, Ben Bouckley, September 28, 2011

Arla has defended itself after a charity report attacked its corporate social responsibility record in Bangladesh, and accused it of benefiting unfairly from EU subsidies that impoverished local producers, foodnavigator.com reports.

The new report from UK charity Action Aid, ‘Milking the Poor’, claimed that EU farm subsidies are harming farmers in the developing world, with Arla a direct beneficiary of anti-competitive subsidies.

Action Aid claimed that Danish-Swedish dairy firm Arla received almost €1bn in EU subsidies since 2000, “allowing it to establish a strong position in the Bangladeshi dairy market” despite recent subsidy reductions.

The charity believes that EU dairy support helped Arla undercut local producers (which led to public protests from Bangladeshi farmers in 2009) with local prices now below the cost of production.

But an Arla Foods spokesman rejected Action Aid’s

assertion that its €112m global milk powder business – with sales primarily in the developing world – harmed local Bangladeshi producers, foodnavigator.com reports.

“The criticism of Arla in this case is misunderstood and is based on incorrect conclusions that the report’s facts themselves contradict,” he said.

“The facts coming out of their own research report show that Arla’s products are priced 30% above local products,” he said.

“We fail to see how that can push prices downwards, when our prices are above local prices.”

Moreover, local production was growing in Bangladesh and had been for several years, he added, “which indicates that more people in the country’s dairy industry see it as a profitable business,” foodnavigator.com reports.

[FULL STORY](#)

Bulk cream prices blow for UK milk processor

Agra-net.com, September 29, 2011

The UK’s biggest liquid milk processor Robert Wiseman is in talks with customers to recover costs as it battles to meet higher bills for raw milk and processing materials, agra-net.com reports.

“We are currently in discussions with customers with a view to recovering these higher costs,” says the dairy company in a pre-close trading update. “The recovery of costs was important in order to maintain margins in the second half of the year.”

The company was forced to raise prices to suppliers by

1.85 pence per litre recently. It also points to volatility in oil related costs: both the price of diesel and the resin used to produce its plastic bottles are up 15% on last year.

On top of that, Wiseman has seen a fallback in bulk cream prices - down from a peak of £1 620/tonne last month to around the £1 500/t mark.

The rise this year in bulk cream prices had provided a welcome boost for the processor, agra-net.com reports.

[FULL STORY](#)

THE NETHERLANDS: FrieslandCampina commits itself to promoting milk from pasture-fed cows

FrieslandCampina, September 23, 2011

The international dairy company FrieslandCampina plans to earmark €45 million a year to encourage outdoor grazing for its dairy herds.

Under the new scheme, member dairy farmers of the FrieslandCampina dairy cooperative who use outdoor grazing will qualify for a pasture milk supplement of 50 cents per 100 kilos of milk. In future, FrieslandCampina will market more dairy products based on Dutch milk from pasture-grazed cows. The initiative will form part of the dairy company's sustainability agenda. The annual incentive of €45 million will cover at least the period from 2012 to 2014 inclusive.

In 2012, FrieslandCampina plans to launch a scheme to pay member dairy farmers who graze their herds outdoors for at least six hours a day, 120 days a year a supplement of 50 cents per 100 kilos of milk. Currently, member dairy farmers who pasture-graze their herds receive 5 cents per 100 kilos of milk. For a dairy farm producing 600,000 kilos of milk a year, this will increase the annual supplement for milk from pasture-fed cows from €300 to €3,000. The increased supplement is chiefly intended to compensate farmers for the time and extra work they have to invest in grazing their cows outdoors.

FrieslandCampina will be further extending its range of Dutch dairy products with a pasture milk guarantee. This will enable customers and consumers to make a well-informed choice which fits in well with their demand for more sustainably-produced food. FrieslandCampina has been marketing pasture-fed milk since 2007. This includes daily fresh dairy products under the Campina and Campina Boerenland (organic dairy) labels, says FrieslandCampina.

FULL RELEASE

UK: Meadow Foods increases milk price by 1.67 p/litre

UK Farmers Guardian, Howard Walsh, September 26, 2011

Chester based Meadow Foods is increasing its producer milk price from October 1, UK Farmers Guardian reports.

All producers will benefit from the 1.67 p/litre says the company, as it is not linked to any new quality or production targets.

The increase will raise the Meadow Foods standard litre, for Cheshire, Shropshire, Staffordshire, Lancashire, North Wales and South Wales to 28.38 p/litre, and in Cumbria to 28.46ppl.

The full increase has been attached to the constituent

element of the payment schedule.

Meadow's head of milk procurement Jim Bebb said: "At our last round of producer meetings the consensus favoured our next price rise to be on constituents, which we have taken onboard and acted on.

"This also means, heading into the higher composition autumn/winter months, most producers should receive well in excess of the 1.67 p/litre increase," UK Farmers Guardian reports.

FULL STORY

UK: Tesco raises farmgate milk price

UK Farmers Weekly, Paul Spackman, September 26, 2011

Tesco has today announced that members of its Sustainable Dairy Group who take part in the cost-tracker review are to get just over 30p/litre from next month, UK Farmers Weekly reports.

The supermarket has increased its farmgate price for suppliers on the contract by 0.43p/litre to 30.21p/litre from 1 October, following a six-month review of farmer production costs by Promar, which showed an increase in the cost of feed, fertiliser and overheads.

Ironically, the milk price increase came on the same day the supermarket launched its "Big Price Drop" campaign, which cut the retail price of a number of items in store, including milk.

Tesco said it had invested more than £500m in the campaign, in a bid to attract cash-strapped consumers, UK Farmers Weekly reports.

FULL RELEASE

NZ: The best thing since sliced bread, for Herd Testing

Livestock Improvement Corporation, September 26, 2011

Herd Testing information is set to come to life when dairy farmer cooperative LIC launches its newest farm information product this month.

MINDA Milk, available soon on MINDA Home, will provide Herd Testing customers with more than just their results electronically, but with all the analysis done too.

LIC's general manager of Farm Systems, Rob Ford, said it is the best thing to happen to Herd Testing in a long time.

"Farmers have asked for it and we are excited to be able to deliver to them a product which will not only make this area of farming much easier, but also more valuable to them.

"Ask any farmer about Herd Testing and you won't get a positive response. It's traditionally been seen as a chore task in the shed, and then they are required to trawl through

pages and pages of results to decipher.

"MINDA Milk takes Herd Testing into a new era, making it easier for farmers to read, understand and utilise their results to make more informed decisions on farm.

"Farmers will find all their important information in MINDA Milk, right there on the home screen, to quickly review and utilise in the best way possible for their most important decisions on farm," Rob said.

MINDA Milk provides a herd summary, or multiple herds on one page, specific age group information, and Somatic Cell Count compared to Production Worth, Livestock Improvement Corporation reports.

[FULL RELEASE](#)

AUS: Gippsland farm staff scarce

Weeklytimesnow.com.au, John Conroy, September 29, 2011

Gippsland's dairy sector is experiencing a labour crisis at every level, a parliamentary inquiry has heard, [weeklytimesnow.com.au](#) reports.

The Victorian Parliament's bipartisan inquiry, which is looking at ways to attract and retain young farmers in the sector, visited Leongatha last week.

MPs heard submissions from the region's dairy stakeholders.

GippsDairy executive officer Danielle Auldust said the amount of farms looking for labour in the past three years had risen from 57% to 69% of the region's 1500 farms.

"There's 350 vacant positions in Gippsland and the

positions range from relief milkers to full-time managers," Auldust said.

"While the demand for labour is growing, the three most dairy-intensive shires - Wellington, Baw Baw and South Gippsland - are approaching full employment.

"We need more people and it's a challenging, but not impossible, task."

Mardan dairy farmer John Smallman said the agricultural sector needed to improve its image if it wanted to attract recruits, [weeklytimesnow.com.au](#) reports.

[FULL STORY](#)

Labour MP hits out at scandalous UK milk price

UK Farmers Guardian, Alistair Driver, September 29, 2011

Shadow Defra Minister Willie Bain has described the UK's position at the bottom of the EU milk price league as a 'scandal', UK Farmers Guardian reports.

He gave his support for European Commission proposals to introduce compulsory milk contracts if the problems within the supply chain cannot be resolved on a voluntary basis and called for the Grocery Adjudicator to be introduced.

He highlighted figures showing a 6ppl difference in the price received for milk between UK and German farmers.

"It is absolutely scandalous what is going on," UK Farmers Guardian reports.

[FULL STORY](#)

US: Dairy Security Act Introduced in House

World Dairy Diary, Cindy Zimmerman, September 25, 2011

A new dairy risk management strategy that would update existing dairy programmes was introduced in the House on Friday, World Dairy Diary reports.

The Dairy Security Act of 2011 would include three main components – a Dairy Producer Margin Protection Programme, a Dairy Market Stabilisation Programme and reforms to the Federal Milk Marketing Order system, according to a news release issued by House Agriculture Committee Democrats.

“If we have another crisis like we had in 2009, when milk prices dropped and input costs skyrocketed, I fear we could lose half our dairies,” Peterson said. “The dairy safety net did not work then and it won’t work if similar events occur now. Producers cannot wait for another crisis or a new farm bill for Congress to fix the broken dairy safety net. Feedback from all sectors of the diverse dairy industry has been instrumental in drafting this bill, and I look forward to continuing these conversations, as well as working with other members of Congress to advance dairy reform.”

Both the National Milk Producers Federation (NMPF) and Dairy Farmers of America (DFA) support the proposed legislation. “It’s been a long journey of reforming dairy policy following the difficult days of 2009, when America’s dairy producers lost billions of dollars in equity, but the introduction of the Dairy Security Act is a huge step towards ending an ineffective programme, and replacing it with something much better,” said Jerry Kozak, President and CEO of NMPF, World Dairy Diary reports.

FULL STORY

US: Meet the New FFTF. Same as the Old FFTF

International Dairy Foods Association, September 22, 2011

The International Dairy Foods Association (IDFA) today said that even though there is a historic opportunity to reform US dairy policy to benefit consumers, farmers and the entire dairy industry, the proposed changes to the Foundation for the Future (FFTF) plan put forward by the National Milk Producers Federation (NMPF) continue to include unacceptable policy reforms.

“NMPF’s proposal continues a complex, government milk pricing system that will force even higher prices on fluid milk and penalises producers who want insurance with mandatory supply controls,” said Connie Tipton, president and CEO of IDFA. “Unfortunately, these provisions are unacceptable to our members.”

IDFA opposes milk pricing regulations that would increase the already significant regulatory burden on processors, put more pressure on declining milk sales, and increase costs

for consumers, as well as many government nutrition and feeding programmes that are already stretched to serve Americans who are struggling to feed their families.

In addition, this new proposal would change the process for revising the out-of-date Federal Milk Marketing Order system by effectively giving dairy farmer cooperatives the power to veto rules that the Secretary of Agriculture would develop in the public interest. This is a “heads, consumers lose, or tails, consumers lose” process that would inflate milk prices. By contrast, processors would not be given any vote or say in the adoption of regulations that directly impact their businesses, the International Dairy Foods Association says.

FULL RELEASE

US: Activist group portrays cheese as grim reaper in Wisconsin billboard

Dairy Herd Network, Shannon Linderoth, September 25, 2011

Halloween and its ghosts and ghouls may be just around the corner, but the grim reaper is slated to put in an appearance Monday morning on a Green Bay, Wis.-area billboard, Dairy Herd Network reports.

The twist is that this grim reaper wears a cheesehead hat and warns that cheese “Can sack your health”.

The billboard will put in an appearance just in time for the next Green Bay Packer home game and is sponsored by the activist group Physicians Committee for Responsible Medicine. The group also reportedly sent a letter to Green Bay Mayor Jim Schmidt requesting to “put a warning label

on all high-fat cheesy foods served at Lambeau Field.”

Schmidt told local television station WBAY that, “I think this is kind of silly. I think it’s attacking something more for PR. There’s so many other things people can be working on.”

He also told the Milwaukee Journal-Sentinel, “We are going to protect and defend the cheese industry. We love our cheeseheads and we love our cheese,” Dairy Herd Network reports.

[FULL RELEASE](#)

Tetra Pak supports new school milk programmes and expands dairy hubs in developing countries

Tetra Pak, September 27, 2011

Tetra Pak celebrates World School Milk Day with news about new school milk programmes in Zambia, Senegal, Sudan, Honduras and Argentina and how expansion of Dairy Hub projects in Pakistan and Bangladesh is increasing supply of locally produced quality milk.

Tetra Pak has long supported World School Milk Day and school feeding programmes because milk is an important source of nutrition, helping to improve the health of children around the world.

Says Ulla Holm, Director of Tetra Pak’s Food for Development Office: “World School Milk Day is both a celebration of dairy’s many benefits to children and the ongoing work to bring milk to every child,” said Holm.” It’s a symbol of an industry bringing access to milk every day of the year, offering health, education and economic opportunities to millions of men, women and children around the world.”

Through its Food for Development Office and network, Tetra Pak cooperates closely with governments, development agencies, NGOs, local dairy processors and farmers. In 2010 more than six billion packages of milk and other nutritious drinks in Tetra Pak packages were provided to almost 50 million children in schools in over 50 countries.

The Dairy Hub concept, which Tetra Pak initiated two years ago in Pakistan and is now expanding to Bangladesh, is designed to increase milk production and farm efficiency in developing countries. It is based on the one-herd concept and typically includes 20 villages with 800-1000 farmers and a total of up to 10,000 cows. The dairy hubs are set up in close cooperation with dairy processors and deliver better economies of scale, with focus on feeding, breeding, animal health and training.

Thanks to Dairy Hubs, 27,000 Pakistani farmers have been trained and 4,600 animals have been vaccinated. In one year, an 800-farm hub in Kassowal increased milk collection from just 400 litres to 8,500 litres per day. In Bangladesh, where the first dairy hub was set up in 2010, milk collection increased from 6,000 to 17,000 litres per day in six months. The goal is to set up 60 dairy hubs in Bangladesh before 2020. Together with sister company DeLaval, Tetra Pak is also exploring similar projects in other countries in Asia, Africa, and Central and South America.

[FULL RELEASE](#)

INDIA: South Africa keen to emulate Amul model

Times of India, September 27, 2011

South Africa is keen to emulate the Amul model in order to tackle poverty problems faced by its communities, Times of India reports.

South Africa's High Commissioner to India Rev. Harris Sithembile Majeke said this after his visit to the Gujarat Co-operative Milk Marketing Federation Limited (GCMMF) and Amul Dairy premises in milk city Anand on Tuesday.

Majeke and counselor political Mvuyo Mhangwane had come to Anand to understand the Amul model of dairy co-operatives.

"This is quite an experience and this must be replicated in South Africa. This is the answer to poverty problems faced

by our communities. What a lesson to be learnt that from humble beginning you can change the face of the world. This makes life very meaningful and is a realisation of a dream. You need to dream and wake-up to realize your dream," the high commissioner said.

The high-level delegation met GCMMF's managing director R S Sodhi and other senior officials who informed them about the impressive growth that GCMMF, now a US \$2 billion co-operative, has achieved, Times of India reports.

[FULL STORY](#)

Ireland's Dairymaster triples US footprint to meet growing demand for its high-performance dairy equipment

Dairynetwork.com, September 23, 2011

Dairymaster, an Ireland-based manufacturer and supplier of advanced automated milking, feeding, cooling, slurry and heat detection equipment to dairy farms worldwide, today announced that it has tripled its US footprint by moving to a new facility in Cincinnati, dairynetwork.com reports.

The additional space equips the company to meet growing demand from US dairy producers for its high-performance equipment. Fueling the growth is widespread adoption of Dairymaster's Select Detect product by dairy producers in the US and Canada. Select Detect is a detection and fertility monitoring system that is sold exclusively in the US by Select Sires Inc., the largest AI company in North America. Today, Select Detect systems are installed in 22 states and four Canadian Provinces, covering herds that range in size from 80 cows to more than 3,000.

The announcement coincides with an Enterprise Ireland-

supported trade mission to three South East States that will be led by Ireland's Minister for Jobs, Enterprise and Innovation, Richard Bruton. Enterprise Ireland is the government organisation responsible for the development and growth of Irish businesses in world markets.

From its US headquarters in Cincinnati, Dairymaster maintains a national network of dealers and has built a large base of US customers. This includes Select Sires' network of 10 farmer-owned cooperatives. Central to its offerings is a focus on research and development, and a commitment to increasing the performance of its equipment through cutting-edge technology innovation, dairynetwork.com reports.

[FULL STORY](#)

Kiwi dairy wants a bite of China's infant formula market

Foodnavigator-asia.com, Ankush Chibber, September 22, 2011

New Zealand-based Synlait Milk has expanded its production capacity and scope in an attempt to make a major dent in China's US\$5bn infant formula market, [foodnavigator-asia.com](#).

Synlait Milk gained access to the Chinese market after China-based Bright Dairy and Foods Co Ltd invested NZ\$82m in the dairy food-processor in July this year, giving it a 51% controlling stake.

At that time, Bright laid out its intention that it would leverage Synlait's export driven strategy to offer high quality infant and whole milk powders for the growing Chinese market.

Michael Wan, marketing and communications manager at Synlait Milk, told Food Navigator-Asia.com that the company has developed an infant formula plant in its existing facility at Canterbury.

"We [already] produce a range of milk powder products and high-value functional ingredients for export. The development of our high-value nutritional ingredients business [infant formula] is where we see huge growth potential," said Wan.

Wan pointed out that China is home to 60 million children under the age of four, and is New Zealand's most important market, [foodnavigator-asia.com](#) reports.

[FULL STORY](#)

Irish Dairy Board opens office and packaging plant in Algeria

Irish Dairy Board, September 26, 2011

Minister for Agriculture, Food and the Marine, Simon Coveney TD, and Kevin Lane, CEO of the Irish Dairy Board (IDB) today opened the IDB's representative office in Oran, Algeria.

In addition a new dedicated state of the art value added dairy packaging plant for Kerrygold has been commissioned.

These developments mark the first in a series of international expansions by the IDB in the coming years as it develops routes to market for Irish dairy products consistent with its strategic growth plans and the ambitious targets set out in the Irish Government's Food Harvest 2020 Report.

The new representative office will provide an enhanced in-market presence in Algeria as well as a critical base from

which to develop and extend the IDB's footprint in North Africa - a market of almost 200 million consumers.

The Kerrygold range of Irish dairy products has grown consistently since its launch in Algeria three years ago. Comprising 35 million consumers, Algeria is already the IDB's second largest market for cheese. The new facility has the capacity to pack 4,000 tonnes of Kerrygold product per annum, with plans to further develop this in the coming years as the IDB develops its market presence and Irish milk production grows, the Irish Dairy Board reports.

[FULL RELEASE](#)

Korea trade pact delivers EU dairy export gains

Agra-net.com, September 26, 2011

An EU trade deal signed earlier this year is delivering major gains in European dairy sales to South Korea, [agra-net.com](#) reports.

The most dramatic advance is in German exports of skimmed milk powder (SMP). Germany is now neck and neck with Australia, overturning that country's traditional supply dominance in the Korean market.

German traders achieved a more than 1000% increase in sales of SMP, according to customs figures for the first eight months of this year, capturing an \$18.5m share of the \$59m

market.

German SMP prices average \$3841/t in the period, peaking at \$4079/t in June, before falling back to \$3699/t in August.

Fresh cheese sales (HS 040610) have boomed this year, with Germany, France and Denmark the major beneficiaries. The average price in August, of \$4621/t, was 11% up on the average of \$4163/t a year ago, [agra-net.com](#) reports.

[FULL STORY](#)

AUS: Plane milk to China

Weeklytimesnow.com.au, Simone Smith, September 28, 2011

China is getting deliveries of fresh Australian milk - by air, weeklytimesnow.com.au reports.

And the dairy industry rumour-mill is in overdrive as speculation mounts about the quantity, packaging, customers and viability of the service.

Allansford processor Warrnambool Cheese and Butter

confirmed flights have been leaving Australia carrying fresh milk.

A spokesman said the flights weren't on a "commercial" or on-going basis, weeklytimesnow.com.au reports.

[FULL STORY](#)

Deloitte warns on commodity prices

Just-food.com, Sam Webb, September 27, 2011

A senior executive at Deloitte has said food prices will rise again when global economic conditions improve, just-food.com reports

The price of some commodities have stabilised in recent months. Last week, food industry analysts Rabobank said, for example, that international dairy commodity prices fell during the third quarter of the year as consumer demand fell and supply increased.

However, speaking to just-food at the World Retail Congress in Berlin, Deloitte global research director Dr Ira Kalish says that prices would rise should the economy improve, a situation he believes is very likely.

"Global commodity prices have become dampened,

although when the economy recovers they will go up. There is definitely pressure at the retail level," Dr Kalish said.

He believes firms must look to their supply chains, manage costs and investigate private-label options if they are to reduce the impact of higher prices.

Despite the pressure grocery retailers face, elsewhere, Dr Kalish believes that emerging markets present a major opportunity. "It's the development of a middle class and two income households that moves modern retail," just-food.com reports.

[FULL STORY](#)

New Fonterra chief wary of volatility

Nzherald.co.nz, Owen Hembry, September 29, 2011

International dairy prices could fall if the West slips into another recession but the long-term prognosis for the sector is good, says Theo Spierings, new chief executive at dairy co-operative Fonterra, nzherald.co.nz reports.

"When you look [out to] 2020, long-term perspective, demand in the world is going to outpace supply so in that sense long-term I don't see a big issue in dairy and also not for prices in dairy," Spierings said in his first media appearance yesterday.

"But short-term if the West goes into a recession again ... it could be a huge emotional reaction with people not spending.

"So there is volatility in the market and the volatility will increase if more is going to happen in Europe and United States," he said.

"Some people are saying already that we are on the edge, or even over the edge, so we have to take it seriously."

Spierings, who took over at Fonterra this week, was acting chief executive of Royal Friesland Foods and in 2008 led that company into a merger with Campina, creating Royal FrieslandCampina - the world's fifth biggest milk processor, nzherald.co.nz reports.

[FULL STORY](#)

UK: Firmer demand boosts dairy commodity prices

Farmers Weekly Interactive, Olivia Cooper, September 28, 2011

Dairy market activity has picked up after a quiet August, with commodity prices reversing recent decreases, Farmers Weekly Interactive reports.

Demand for butter was improving, boosting prices by £100/t to £3,600/t, the same as in July. "Some early effects of buying for the Christmas trade have been noted but this will pick up further during the coming weeks," said a report by DairyCo. "However, fresh butter production in the UK

is now limited by the falling volumes of milk available, so some parcels of butter are coming out of the Private Storage Aid Scheme, mainly from Continental and Irish stores."

Bulk wholesale cream prices had risen by £40/t, to £1620/t, £20/t higher than in July, Farmers Weekly Interactive reports.

[FULL STORY](#)

EU: Whey prices up on higher Chinese demand

Agra-net.com, September 29, 2011

European traders are making further inroads in the sale of high-quality whey to China, agra-net.com reports.

Sales are up by between 28% and 140% on a year ago, according to latest customs figures, while prices are as much as 20% higher.

Traders in France, the Netherlands, Germany and Ireland have all made gains in top-grade whey, while the United States continues to dominate in feed-grade products.

Executives at FrieslandCampina will be congratulating themselves on some stellar progress this year. Dutch returns on Chinese sales were 20% higher than last year, averaging US\$2 423/tonne over the first eight months of this year, agra-net.com reports.

[FULL STORY](#)

Global Market Overview

US Department of Agriculture September 29, 2011

Western and Eastern Europe

Western Overview: Milk production in Western Europe is maintaining a level that is higher than last year at this time. Many milk handlers and producers are attributing the extended production season to favourable weather conditions for early fall. Reports indicate that milk production for the first 7 months (January - July) of 2011 is running 2.2% heavier than the comparable months in 2010, although during the months of April - July, milk output is 1.8% ahead of the comparable months last year. For the first seven months of 2011, Ireland is the leading country in production with output 11% heavier followed by France which is 5.4% higher. Milk handlers are stating that these figures look very good, but then they realise that last July, temperatures were hot and moisture was limited. Milk volumes remain sufficient to maintain active production schedules for most products, but as milk volumes decline, the tilt will be towards cheese output. Cheese demand remains strong with traders and handlers indicating that this demand will continue into the winter months. Traders are indicating that sales have been active in recent weeks, but now have slowed. The summer holiday season is now over and consumer buying patterns have returned to typical fall levels. International sales are being reported, although not aggressive. European prices are mixed for international buyer needs. Butter, cream based products, and whole milk powder are often higher than international buyers are willing to pay, while skim milk powder, cheese, and whey powder are more in line with other international offerings. The EU Dairy Management committee met on September 22 with no significant activity being reported pertaining to dairy issues. Common refunds remain at zero and there were no offers for tender refunds. The six month open season for PSA closed on August 31 and during the open season over 104,700 MT of butter cleared to the programme. Early clearances are already being removed from the storage programme and about 84,000 MT of butter remain in the programme. There are still some intervention skim milk powder stocks being held which will be distributed through the Most Deprived Persons Feeding Programme in 2012. There are no intervention skim milk powder stocks available for sale.

Eastern Overview: Milk production in Eastern Europe is declining seasonally with the season being extended a little further due to favourable early fall weather patterns. Milk producers and handlers are indicating that the current production season has been quite favourable, especially when compared to recent years. Milk volumes remain sufficient to maintain active manufacturing schedules at many plants, although operations are adjusting processing schedules due to lighter milk volumes. Stocks of product are available for domestic and international buyer needs. Both domestic and international sales have been occurring, but recently have slowed.

Oceania Overview:

Milk production in the Oceania region continues to seasonally increase. In New Zealand, the season got off to a strong start and indications are that milk volumes are running heavier than last year at this time. Milk producers and handlers are stating that the mid-August snowstorm that blanketed much of New Zealand had limited negative impact on the development or start of the new production season. In Australia, milk volumes are increasing on a steady basis and milk output is projected to peak by the later part of October. Milk handlers are stating that conditions are still quite wet in the Gippsland region and production is reflecting soggy conditions with preliminary August output down 8% when compared to August 2010. Elsewhere in Victoria, moisture conditions are drier and milk output is running heavier than a year ago. Tasmanian production is running 10% heavier while Western and Northern Victoria production is running 3 - 12% stronger than last year. Milk producers and handlers remain very optimistic about the current season. A positive 2010 - 2011 season and a projected current positive season is encouraging some producers to look at herd expansions, but for the most part, this is not occurring and farmers are paying down debt accumulated during recent negative production years. Herd expansion is not out of the picture, but for right now, animal replacements are limited. Producers and handlers are stating that it will take about two years before milk volumes would be noticeably higher if producers decide to expand. As the current milk production season develops, manufacturing schedules are ramping up, but all products are not readily available. A strong domestic market, coupled with ongoing international commitments, is keeping supplies in close balance with butterfat and cream based products reported to be snug. Most Oceania sales activity is centred around regular and ongoing customer needs. Some spot buyer interest is being reported, although many of these buyers are looking for bargains as prices ease, but minimal finalized sales are occurring. The September 20 g/DT session 52 results showed mixed average prices for all contracting periods and products. A fourth contracting period was added at this trading event. Contract #1 will be the month following the trading event; contract #2, two months following a trading event; contract #3, 3 - 5 months out; and contract #4, 6 - 8 months following a trading event. For this first event since the addition, no product was offered or traded for contract #1. For contract #2 (November 2011), prices and changes from the previous session are: anhydrous milk fat, \$3,737/MT, -13.1%; buttermilk powder, \$2,935 +1.4%; skim milk powder, \$3,173/MT, -5.6%; whole milk powder, \$3,289, +1.7%; milk protein concentrate \$6,920/MT +10.9%; rennet casein \$8,733/MT -7.4%; and cheese \$4,019/MT, +1.0%.

Green light for Arla's £150m UK dairy project

Farminguk.com, September 26, 2011

The world's largest zero carbon dairy has been given the go ahead by the Aylesbury Vale District Council's (AVDC) planning authority, generating 700 new jobs for the area, [farminguk.com](#) reports.

The committee was unanimous in its decision to support the officers' recommendation to approve the application subject to completion of the Section 106.

This windfall £150 million inward investment is rare in today's economic climate. Danish dairy cooperative, Arla Foods, has committed to 100% privately fund the project, creating a dairy which can process and package up to 1.3bn litres of fresh milk per year. The scheme is set to deliver a £20m annual wages bill to bolster the Buckinghamshire economy.

Peter Lauritzen, CEO of Arla Foods UK plc, said: "This will be a state-of-the-art dairy designed to help Arla achieve its growth ambitions in the UK. In addition to being one of the largest construction projects in the UK, our flagship building will also be the world's first zero carbon dairy."

The project will stimulate the Buckinghamshire economy in a very challenging recessionary market. It will also deliver a welcome boost to the UK construction market by creating up to 1,000 construction jobs over the next 18 months.

Stuart Jones, chief executive of Buckinghamshire Business First, said: "This is fantastic news for the area and a much needed boost for the local economy. In addition to creating many skilled, permanent jobs, which is vital to secure and build the county's future economic viability and sustainability, the Arla Foods development will also generate global confidence in Buckinghamshire as a business destination," [farminguk.com](#) reports

[FULL STORY](#)

Freeze-dried cultures and value-added ingredients range to satisfy Indian dairy market

Foodnavigator-asia.com, Kacey Culliney, September 23, 2011

Danisco has developed a new range of freeze-dried cultures for the Indian dahi market, and has also targeted its health and nutrition ingredients range for use in the country's dairy products, [foodnavigator-asia.com](#) reports.

Global business director for the new range, Sonia Huppert, said that the Yo-Mix cultures range will be available in a freeze-dried format.

The format was chosen due to the challenging cold chain and storage conditions within the Indian subcontinent, Huppert said.

She added: "The cultures can be stored for up to 18 months in a regular fridge at +4°C which is a clear advantage

for customers versus alternative culture solutions, providing flexibility of use and cost optimisation for customer."

Sales manager for Danisco India, Pavan Kumar, said: "Heat and humidity can be a challenge considering the high temperature in the region (above 45°C during summer) for live cultures that are needed to make dahi."

He added that Danisco's freeze-dried Yo-Mix cultures are very resistant to variations in temperature and humidity, [foodnavigator-asia.com](#) reports.

[FULL STORY](#)

UK: FSA warns consumers over 'killer' ice cream

Dairyreporter.com, Ben Bouckley, September 23, 2011

The UK Food Standards Agency (FSA) has warned allergic consumers to check 'dairy-free ice cream' ingredients to ensure products don't contain milk protein, dairyreporter.com reports.

In its September e-newsletter the agency ran a story 'Is your Ice Cream a Killer', and advised people with an allergy to milk or milk products to ask caterers and ice cream vendors to check their labelling information.

The Agency said it had issued the advice because it was "aware that some 'ice cream' products containing non-dairy fat (but still containing milk protein) are wrongly described as 'dairy-free', making them potentially life-threatening to someone with a milk allergy".

An FSA spokeswoman said: "We do not have any figures on the number of cases but it is a problem that we first became aware of a couple of years ago and we were in touch with the food industry at that time to try to resolve this."

"We have had occasional reports since then with a recent case being reported to us by the Anaphylaxis Campaign in August this year. It would seem to be linked to ice cream vans and kiosks rather than non pre-packed ice creams bought in supermarkets."

Although some companies made 'ices' containing ingredients used instead of milk ingredients – potentially suitable for someone with a milk allergy or intolerance – they are not legally entitled to call such product ice cream, said the FSA in its article.

Such products can be called 'dairy-free' or 'milk free', said the FSA, but not ice cream under its legal definition according to the Food Labelling Regulations 1996, dairyreporter.com reports.

[FULL STORY](#)

Dairy Reduces Risk of Metabolic Syndrome

Food Product Design, September 22, 2011

Consuming a diet rich in dairy products may reduce the risk of metabolic syndrome and its related diseases, including cardiovascular disease and diabetes, Food Product Design reports. The findings are according to new research published in the journal *Advances in Nutrition*. The research suggests dairy's unique nutrient package may account for dairy's positive effects and be a simple way to reduce diseases that affect more than 30% of Americans.

The review, conducted by scientists at the Dairy Research Institute®, reported that calcium, magnesium, potassium and vitamin D, as well as other components within dairy, specifically milkfat and whey proteins, together may help regulate one or more elements of metabolic syndrome, including, blood pressure, fasting glucose levels, the makeup of fats in the blood and body composition.

The review also highlighted recent studies that show dairy protein provides wellness benefits. Some of these findings have indicated that dairy protein, specifically whey protein, may be associated with beneficial changes in body composition when accompanied by routine resistance exercise. Whey protein is regarded as a "fast" protein because it is rapidly digested, allowing for quick delivery of amino acids to muscle. It is also one of the highest sources of essential amino acids, leucine in particular, which is uniquely recognized as an activator of muscle protein synthesis and believed to have an overall beneficial effect on muscle metabolism, Food Product Design reports.

[FULL STORY](#)

US: Grassland Dairy continues aggressive growth

Wausau Daily Herald, Todd Schmidt, September 20, 2011

Grassland Dairy Products Inc., between Greenwood and Loyal near the intersection of state highways 73 and 98, continues to expand to meet the needs of a market hungry for its wide range of foods, Wausau Daily Herald reports.

The company continues to solidify its position as one of the most advanced butter producers in the world. Three huge churns run 24 hours a day to produce an amazing 70,000 pounds of butter an hour.

Grassland lists 54 different types and quantities of butter on its product list, including quarters, solids, sealed cups, redis, chips, patties, clarified, whipped cups, tubs, specialty and bulk blend. Powdered products consist of buttermilk, non-fat dry milk, protein concentrate, and milk permeate/dairy solids. Cheese products include process, cheddar, Colby, Italian, Monterrey Jack and Swiss. Grassland packages products under about 100 different labels.

Co-owner Trevor Wuethrich said the company changed its approach about 15 years ago, getting back into purchasing raw milk for production. Previously, Grassland bought cream from many suppliers to make butter, which became a precarious situation, Wuethrich said.

"The cream supply simply disappeared. We needed a guaranteed, continued supply of butterfat," he said. Raw milk is composed of 3% butterfat, 9% protein and 88% water.

Grassland installed a dryer to handle fluctuations in the market. The original dryer could handle one truckload of milk per day, while one of the new dryers being installed will process one truckload of milk per hour, Wausau Daily Herald reports.

[FULL STORY](#)

Arla to sell dairy in Poland

Arla, September 28, 2011

Arla Foods says it will centralise its current production of Mozzarella cheese at its dairy plant in Rødkærbro, Denmark.

Consequently, the company is looking to sell its production facilities in Gościno, Poland.

In a step to make production more efficient for the benefit of both farmers and consumers, Arla Foods has decided to centralise production of Mozzarella cheese for its European markets. Arla has now begun the process of negotiations with a potential buyer to take over its Mozzarella dairy in

Gościno, Poland. A Letter Of Intent was signed by both Parties last week. The transaction is planned to be finalised by the end of December 2011.

Senior Vice President in Arla Foods, Hans Christensen, who is responsible for Emerging Markets and North America, emphasises that the efforts to sell the dairy in Gościno will have no effect on the company's sales activities on the Polish market.

[FULL RELEASE](#)

SCOTLAND: Milk Link puts £20 million into enlarging Lockerbie

UK Farmers Guardian, Howard Walsh, September 29, 2011

Milk Link is to spend £20 million on its Lockerbie creamery where Cheddar cheese production will be ramped up by 12,000 tonnes to an annual 37,000 tonnes, UK Farmers Guardian reports.

The co-op will be looking for more milk – around 120m litres – from existing and new members to supply the bank-funded expansion and will not require any new contribution from existing producer members.

Chief executive Neil Kennedy said the development would make Lockerbie the largest dairy processing facility in Scotland, and one of the largest and most advanced creameries in the UK.

Kennedy said the cost of the development was factored into budgets when Milk Link re-financed with four banks some 18 months ago and the decision to expand production

there was based on the fact it was a good milk field with good logistics and existing complementary infrastructure.

He also suggested it would help provide a strong platform for the expansion of dairying in South West Scotland and the North of England.

“We expect the investment at Lockerbie to be profit enhancing for the benefit of members,” he said. Kennedy claimed his co-op was not in any form of head-to-head with First Milk. “It is a big enough market for us all without having a go at each other,” he said.

Work is expected to begin before Christmas and the new facility should be fully commissioned by next autumn, UK Farmers Guardian reports.

[FULL STORY](#)

Swedish chef Leila Lindholm's butter fingers 'causing national shortage'

Guardian.co.uk, Helen Pidd and Lars Eriksen, September 23, 2011

Scandinavia's answer to Nigella Lawson has been credited with causing an acute shortage of butter in Sweden, guardian.co.uk reports.

Leila Lindholm, a Swedish celebrity chef keen on cleavage-enhancing blouses and televised dinner parties, is said to have helped boost the popularity of butter over margarines or low calorie spreads.

For three weeks Swedish supermarkets have struggled to meet demand for butter – with stocks running especially low in the past week, according to the Swedish Dairy Association.

Aftonbladet, a Swedish tabloid, claimed this week that Lindholm and fellow TV cookery stars were encouraging the normally health-conscious Swedes to shun less fatty “artificial” alternatives to butter.

The newspaper even ran a butter recipe for readers wanting to churn their own. All they would need, the paper told them, was a mixing bowl, whipping cream and salt.

“Swedes think butter is delicious,” said the tabloid.

“Out of the kitchen go the light, additive-filled products. In comes the pure raw material, preferably as fatty as possible. It's a development which is cheered on by TV chefs and nutritionists.”

Aftonbladet singled out Lindholm as a particularly influential butter evangelist. “I only bake with real butter,” the newspaper quoted her as saying. “Butter is the best flavour enhancer and tastes fantastic.”

The dairy association said that while butter had enjoyed a recent spike in sales, there had been a reduction in the amount of milk and butter produced annually in recent years, guardian.co.uk reports.

[FULL STORY](#)

US: General Mills launches Yoplait smoothie

Just-food.com, Katie Smith, September 26, 2011

General Mills has extended its Yoplait portfolio in the US with the launch of a frozen fruit smoothie, just-food.com reports.

The company said the Chocolate Banana smoothie is “quick and easy to prepare” by adding milk and blending. The product provides two 8 oz servings and contains frozen fruit and real Yoplait yoghurt, the company added.

The Chocolate Banana smoothie has 130 calories per

serving and is available nationwide for US\$3.49 per freezer package.

The Yoplait frozen fruit and yoghurt smoothie range also includes Triple Berry, Strawberry Banana, Blueberry Pomegranate, and Strawberry Mango Pineapple flavours, just-food.com reports.

[FULL STORY](#)

US: Ehrmann launches yoghurt in US

Just-food.com, Katie Smith, September 29, 2011

German dairy firm Ehrmann has launched a “European-style” yoghurt in the US, just-food.com reports.

The All Natural Bavarian Lowfat yoghurt is now available in New England and some New York areas, Ehrmann said on Tuesday.

The product is available in five flavours, including

blackberry-pomegranate, peach and strawberry. Each yoghurt contains 150 calories or less and has seven grams of protein and 1.5 grams of total fat per serving. The yoghurts are also free of artificial preservatives, additives, colours or sweeteners, just-food.com reports.

[FULL STORY](#)

NZ: Fonterra defends milk prices

Nzherald.co.nz, Amelia Romanos, September 29, 2011

Milk prices are reasonable and people can get a bargain if they “shop around” according to Fonterra, nzherald.co.nz reports.

At a parliamentary milk price inquiry this morning, Fonterra Brands managing director Peter McClure said New Zealand prices were internationally competitive and the perception of an inflated cost was off.

“If you shop around in New Zealand you have real power that is available as cheaply as almost anywhere in the world,” he told the committee.

The company defended its process for setting raw milk prices, calling it “transparent and robust”.

Green MP Sue Kedgley said the current auditing process was paid for by the company, and asked if there was an objection to using an independent auditor.

Fonterra chief financial officer Jonathan Mason said the company’s preference was to have transparent disclosure and defended the current system, nzherald.co.nz reports.

FULL STORY

PEOPLE MOVEMENTS

HNZ: Dairy Awards recognises Sir William Gallagher

New Zealand Dairy Industry Awards Trust, September 26, 2011

The New Zealand Dairy Industry Awards Trust has recognised Sir William Gallagher’s contribution to the dairy sector, by presenting him with a Lifetime Achievement Award today.

Trust chair Barbara Kuriger says Sir William is known as one of New Zealand’s most astute businessmen and chairs the successful Hamilton exporter of animal management, fencing and security systems, Gallagher Group.

“We selected Sir William for this award as he has taken a proud and iconic New Zealand company and succeeded internationally. He is also viewed by the trustees as an outstanding New Zealander and a fine example to current and prospective business people.

“His company’s contribution to New Zealand farming systems has been huge.”

Kuriger presented Sir William with a trophy during the launch of the 2012 New Zealand Dairy Industry Awards – the New Zealand Sharemilker/Equity Farmer of the Year, New Zealand Farm Manager of the Year and the New Zealand Dairy Trainee of the Year competitions.

He is just the second recipient of an awards trust Lifetime Achievement, with retired Massey University professor Colin Holmes the inaugural recipient in 2009.

FULL RELEASE

China Dairy - an exclusive report from NZX Agrifax.

This 55-page report on China's dairy industry provides an intelligent insight into the future direction of the entire global dairy industry.

The just released China Dairy Report from Agrifax is an essential read for any executive with an eye on the global dairy food market.

Understanding the China of tomorrow will influence the decisions you make today. China's impact on the direction of the global dairy industry is significant, and growing. To be prepared, planned and ready, you must understand the historical trends, the outlook and the opportunities.

NZX Agrifax dairy analyst, Susan Kilsby has produced this comprehensive report to capture the current position of the Chinese dairy industry and makes vital projections for consumer demand, domestic milk production and demand for dairy products worldwide. The China Dairy Report is an essential read for every executive and decision-maker with a commercial interest in the dairy industry.

Soft and hard copies are available for \$1897 + GST (up to five users).

To view a summary and the contents visit the website www.nzxagri.co.nz/agrifax

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Dairy Week

A wholly owned subsidiary of NZX Limited.
NZX Agri, 8 Weld Street, Feilding 4702 New Zealand
Freephone (within New Zealand) 0800 85 25 80
Phone +64 6 323 7104 Fax +64 6 323 7101
www.dairyweek.com