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### Dairy Pulse 208<sup>th</sup> Edition (16<sup>th</sup> to 30<sup>th</sup> June, 2024)

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#### BLOG

#### ACCOUNTABILITY IN FOOD SAFETY STARTS AT THE TOP – FINGERTIP IN ICE CREAM June 30, 2024

https://dairynews7x7.com/accountability-in-food-safety-starts-at-the-top-fingertip-in-ice-cream/



### Dear top management of Food establishments , if a finger is found in a food product, the responsibility doesn't fall on your team—it falls squarely on you."

In a shocking incident in India, a consumer recently discovered a fingertip in a packaged ice cream, raising grave concerns about food safety standards and practices in the country. This horrifying discovery not only highlights a severe lapse in the food manufacturing process but also underscores a disturbing disregard for human welfare in the pursuit of profit. It is imperative to address such issues with utmost seriousness and urgency, ensuring that stricter food safety norms are enforced globally to prevent such inhumane and dangerous occurrences.

#### The Incident: A Case of Gross Negligence

The incident involved a factory worker who lost a part of their finger while working on the production line. Instead of halting operations to locate the missing fingertip and address the injury properly, the factory continued its production. Consequently, the fingertip, along with traces of blood, ended up in a batch of ice cream that was later distributed to consumers. This blatant disregard for both the worker's health and the consumer's safety is a stark reminder of the potential human cost behind negligent food safety practices.

#### Global precedence of similar Food safety negligence

In a news item in NBC news on May 3rd 2005, in North Carolina, a customer found an employee's severed fingertip in frozen custard. The worker, Brandon Fizer, accidentally inserted his finger into a machine, leading to the incident. Despite immediate medical attention, the fingertip ended up in a customer's order. The state's Department of Labor is investigating compliance with safety regulations.



Such incidents are rare but alarming. In 2003, the U.S. recorded 5,620 nonfatal fingertip amputations in workplaces, with only a few occurring in food-related industries. Yet, even a single incident can have severe health implications, including the risk of hepatitis B.

Past incidents include a false claim in California where a woman alleged finding a fingertip in Wendy's chili and a genuine case in Ohio where a man found human skin in an Arby's sandwich. These incidents reveal gaps in workplace safety and food handling protocols.

The recurrence of such events demands immediate action. Enhanced training, regular audits, and strict penalties for non-compliance are crucial. The food industry must prioritize human safety over profits to prevent these inhumane and dangerous lapses.

#### The Rapid Alert System for Food and Feed (RASFF)

In a seminal research on "Recent food safety and fraud issues within the dairy supply chain (2015–2019)" by Holly Montgomery, Simon A. Haughey, Christopher T. Elliott the concept of RASFF is recommended.

The study analysed growth in global dairy sector and highlighted that the increased milk production has heightened concerns about safety and authenticity. Contaminants, as defined by Codex Alimentarius, include any unintended substances present in food due to various stages of production, processing, and environmental contamination (Codex Alimentarius Commission (CAC), 1995). Deliberate contamination, such as the 2008 melamine incident in China, also poses risks, emphasizing the need for thorough screening and testing throughout the dairy supply chain (Gossner et al., 2009).

Contamination in the dairy supply chain can occur at any stage, introducing hazards like toxins, physical hazards, pesticides, heavy metals, veterinary drugs, and organic pollutants (Colak et al., 2007; Fischer et al., 2011a, 2011b; Jooste et al., 2014; van Asselt et al., 2016, 2017). Fraud detection is challenging, as adulterants evolve. Traditional methods, such as adding water to milk for economic gain, are now countered by advanced detection technologies (Singh and Gandhi, 2015). Regulatory bodies and companies conduct checks to monitor contamination and fraud (Thompson and Darwish, 2019; Ulberth, 2020).

This study aims to review recent safety and fraud issues in the dairy sector (2015–2019). The Rapid Alert System for Food and Feed (RASFF) provides access to food and feed safety information to prevent unsafe products from reaching consumers (European Commission, 2019b). For fraud issues, the HorizonScan database collects information on emerging food fraud and safety issues from over 100 food safety authorities and sources (Fera, 2019b). Scientific literature and grey literature, such as news articles and reports, were also reviewed to identify developing threats not mentioned in these databases.

#### This leads to our million dollar question.. Who is building database of such incidents including accidents at food factories involving any kind of amputation ?

#### **Global Food Safety Standards: A Comparative Perspective**

In contrast, many countries have implemented stringent food safety regulations to prevent such incidents. For example, the United States enforces the Food Safety Modernization Act (FSMA), which mandates proactive measures to ensure food safety across all stages of production and distribution. Similarly, the European Union adheres to strict food safety protocols under the European Food Safety Authority (EFSA), which emphasizes risk assessment and management to safeguard public health.



These frameworks are designed to prevent contamination, ensure proper handling of food products, and mandate immediate corrective actions in case of any breaches. The emphasis is on a proactive approach, with regular inspections, robust reporting mechanisms, and severe penalties for non-compliance.

#### The Need for Stricter Norms in India

India, while having its own set of food safety regulations under the Food Safety and Standards Authority of India (FSSAI), needs to adopt more rigorous enforcement mechanisms.

#### Thorough Risk Analysis Under HACCP: Preventing Biological and Other Hazards in Food Products

A thorough risk analysis under the Hazard Analysis Critical Control Point (HACCP) system is essential for proactively preventing biological and other hazards in food products. HACCP is a systematic, science-based approach that identifies specific hazards and measures for their control to ensure food safety from production to consumption. The steps detailed in the following paragraph are well-known but are unfortunately followed by only a few plants.

A thorough risk analysis under the Hazard Analysis Critical Control Point (HACCP) system involves several key steps to proactively prevent biological, chemical, and physical hazards in food products. First, hazard identification is crucial, determining potential hazards at each stage of food production, from raw material acquisition to final consumption. Next, identifying Critical Control Points (CCPs) where control is essential, such as during cooking, cooling, and packaging, helps to eliminate these hazards. Establishing critical limits, such as specific temperatures and times that must be maintained at each CCP, ensures effective hazard control. Continuous or periodic monitoring of CCPs, through temperature checks, visual inspections, and testing, is vital for compliance with critical limits. Developing corrective actions for addressing deviations ensures any process issues are promptly corrected and prevented from recurring. Verification procedures, including audits, testing, and record reviews, confirm the effectiveness of the HACCP system. Finally, detailed record-keeping of all procedures, monitoring, corrective actions, and verifications ensures traceability and accountability.

#### The way forward

It is deeply concerning that the essential first step of hazard identification is often missing in many dairy and food plants in India, including medium to large establishments. Among the seven golden principles of HACCP, hazard analysis, verification procedures, and monitoring with detailed record-keeping play the most critical roles in ensuring food safety.

To truly grasp the gravity of this issue, I urge you to ask your food safety team for details on the hazard identification being carried out at your plant. You will likely find that documents on verification and monitoring, along with trend analysis, are scarcely available. This glaring oversight highlights a systemic failure that can lead to severe food safety incidents.

**Even the HACCP consultants bear a significant responsibility** in preparing companies for food safety, ensuring that all processes comply with stringent standards and that hazard identification, verification procedures, and detailed record-keeping are meticulously followed. However, certifying agencies also play a crucial role and must not neglect their duty to thoroughly verify documentation. When certifying agencies fail to scrutinize records and processes, they undermine the integrity of the HACCP system, potentially allowing severe food safety lapses to occur. Both consultants and certifiers must uphold their responsibilities diligently to ensure the highest standards of food safety are maintained.



Food regulators must mandate that Food Safety Officers prioritize checking FSMS documentation and records of verification procedures and monitoring, rather than merely creating pressure on Food Business Operators (FBOs) for lifting of samples. An FSO is expected to be thoroughly knowledgeable about food safety and HACCP protocols and should act as a safety coach for the FBO rather than merely policing operations. Without rigorous adherence to these HACCP principles, the risk of biological, chemical, and physical hazards in food products remains alarmingly high. It is imperative that we address this issue with the seriousness it deserves to protect consumers from preventable foodborne illnesses and mental torture as in the case of this finger incidence along with other hazards.

The incident in India serves as a grim reminder of the **urgent need to strengthen food safety norms and practices.** It is a call to action for regulatory bodies, food manufacturers, and consumers alike to demand and ensure higher standards of safety and hygiene. The race for profits should never come at the cost of human welfare and safety. By implementing stricter norms, conducting regular audits, and fostering a culture of safety, we can prevent such inhumane incidents and ensure that the food we consume is safe and produced with the utmost care and responsibility.

#### The Human Cost of Negligence

The presence of a fingertip in a packaged food product is not just a matter of poor hygiene; it is a reflection of the inhumane practices that sometimes pervade the food industry. The affected worker, whose injury was disregarded, and **the unsuspecting consumer**, who faced the trauma of finding a human body part in their food, both suffer due to the negligence and greed of those prioritizing profits over safety.

At the end I could only reiterate to everyone in the top management that **if a finger is found in a food product, the responsibility doesn't fall on your team—it falls squarely on you.**"

### **Dairy Market Prices**



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#### **INDIAN NEWS**

#### FROM DAIRY TO YOUR GLASS: HOW WHEY CREATES A HEALTHY WAY TO CONSUME

PROTEIN

June 30, 2024 https://dairynews7x7.com/from-dairy-to-your-glass-how-whey-creates-a-healthy-way-to-consume-protein/

In a world where health and wellness are becoming increasingly important, protein is an essential nutrient supporting muscle growth, repairing tissues, and promoting overall well-being. This is especially true in the case of bodybuilders and fitness enthusiasts who need more protein in their diet to match their

activity levels. For many, finding the right source of protein can be a challenge, more so if you are vegetarian.

However, one protein source has been identified to be both effective and accessible: whey protein. Originating from the

dairy industry, whey protein has become a popular supplement among fitness enthusiasts, athletes, and health-conscious individuals. Let's delve into how whey protein, from its dairy roots to your glass, offers a healthy way to consume protein.

#### The journey of whey protein

Whey protein is derived from milk during the cheese-making process. When milk is curdled, it separates into solid curds and liquid whey. This liquid whey is then processed to remove fats and carbohydrates, resulting in whey protein concentrate, isolate, or hydrolysate, depending on the level of processing. Each form of whey protein offers varying levels of protein content and digestibility.

**1. Whey protein concentrate (WPC):** It contains about 70-80 per cent protein, along with some lactose and fat. It's the least processed form and retains more of the beneficial nutrients found in whole milk.

**2. Whey protein isolate (WPI):** It has around 90 per cent or more protein, with most of the

lactose and fat removed. It's ideal for those who are lactose intolerant or looking to minimize carbohydrate intake.

3. Whey protein hydrolysate (WPH): This is the pre-digested form of whey protein, which al-

lows for quicker absorption. It's often used in medical protein supplements and infant formulas.

#### Nutritional benefits of whey protein

Whey protein is a complete protein, meaning it contains all nine essential amino acids that the body cannot produce on its own. This makes it a superior choice for supporting muscle repair and growth.

#### Whey protein offers several benefits:

• Muscle Building and Recovery: Being rich in branched-chain amino acids (BCAAs), especially leucine, whey protein stimulates muscle protein synthesis which is essential for muscle growth and repair.



• Weight Management: High protein intake can improve metabolism and reduce appetite, making whey protein the perfect tool for weight management.

• Immune Support: Whey protein contains immunoglobulins and lactoferrin, which support the immune system.

• Easy Digestibility: Compared to other protein sources, whey is quickly digested and absorbed, making it an excellent post-workout supplement.

#### Whey protein in the Indian diet

While protein-rich foods are essential for muscle growth, vegetarians often find it challenging to meet their daily protein needs through diet alone. The amount of protein required to support muscle gain varies based on body weight and activity level. While it is advisable to obtain most of your protein from food, consuming enough through diet alone can be impractical, making protein supplements necessary.

The Indian Council of Medical Research (ICMR) suggests that the average adult should consume about 0.8-1.0 grams of protein per kilogram of body weight daily. For individuals engaging in regular workouts, this requirement can rise to 1.6-2.2 grams per kilogram.

India, with its diverse culinary traditions, offers various natural sources of protein like lentils,

beans, and dairy products. However, integrating whey protein into the Indian diet can bridge the protein gap for those needing higher intake, such as athletes or those with specific health goals.

Whey protein can be used in smoothies and shakes or even in traditional desserts like Kheer, halwa or laddoos to increase their protein content.

#### Choosing the right whey protein

It is critical to focus on quality while selecting whey protein. Choose products that are free from artificial additives and contain minimal ingredients. Make sure you look for certifications like FSSAI (Food Safety and Standards Authority of India) to ensure product safety and quality.

#### Conclusion

Whey protein is not just a supplement; it's a multi-purpose ingredient that can easily integrate into the Indian diet, providing numerous health benefits. From supporting muscle growth to aiding in weight management and enhancing overall nutrition, whey protein is a healthy way to consume protein. As more Indians become health-conscious and seek to improve their dietary habits, whey protein offers an accessible and effective solution to meet their protein needs. If you still haven't, It is time to embrace the journey of whey protein from dairy to your glass and experience the various health benefits it has to offer.



#### IIT KANPUR TRANSFERS A TECHNOLOGY FOR 'DETECTION OF MASTITIS IN BOVINES' TO PROMPT EQUIPMENTS

June 30, 2024

https://dairynews7x7.com/iit-kanpur-transfers-a-technology-for-detection-of-mastitis-in-bovines-to-prompt-equipments/

he Indian Institute of Technology Kanpur (IITK) has launched a breakthrough technology in animal health, titled 'Lateral Flow Immunoassay Strip and Method for Detection of Mastitis in Bovines', developed by Prof. Siddhartha Panda from the Department of Chemical Engineering and National Centre for Flexible Electronics (NCFlexE), IIT Kanpur;

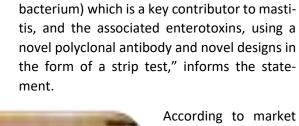
and Dr Satyendra Kumar, senior project scientist, SCDT at NCFlexE, IITK.

This technology aims to revolutionise mastitis detection in dairy cattle. To facilitate its widespread adoption, IIT Kanpur has signed a technology transfer Memorandum of Un-

derstanding (MoU) with Prompt Equipments, a dairy technology company operating across more than 70,000 villages nationwide.

The MoU ceremony was witnessed by Prof. Tarun Gupta, Dean of Research and Development at IITK; Prof. Siddhartha Panda (Inventor) from the Department of Chemical Engineering and NCFlexE at IITK; Shridhar Mehta, Licensee & Chairman of Prompt Equipments; accompanied by Chirag Trivedi.

"Bovine mastitis is recognised as a primary cause of economic losses in dairy industries, resulting from reduced milk yield and poor milk quality. This disease entails an inflammatory response in the udder tissue of the mammary



gland, triggered by physical trauma or micro-

bial infections. Hence, a technology has been

developed to detect Staphylococcus aureus (a

research from pashudhanpraharee.com, the Indian Veterinary Diagnostic market is projected to grow at a CAGR of 9.5 per cent from 2022 to 2029, reaching \$9.58 billion by 2029. Addressing preferences in the

veterinary diagnostic market, the strip features a dual gold nanoparticle-based lateral flow immunoassay (LFIA) for enhanced sensitivity and specificity, offering rapid results and userfriendly testing. Unlike conventional technologies, the current invention also exhibits longterm stability across varying weather conditions and relatively low manufacturing costs.

Through this strategic collaboration, IIT Kanpur and Prompt Equipments aim to innovate, enhancing both animal welfare and economic sustainability in the dairy sector. The technology has been granted Indian Patent No. 455232 by the Indian Patent Office.





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### Who We Are

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#### NASHIK DAIRY FARMERS CALL FOR URGENT MILK PRICE INCREASE

June 30, 2024 https://dairynews7x7.com/nashik-dairy-farmers-call-for-urgent-milk-price-increase/

airy farmers have launched widespread agitations and demonstrations across Nashik, demanding an "We demand urgent intervention to stabilise the income of milk producers and safeguard their livelihoods. We have urged the govern-

immediate increase in milk prices. The current payment of ₹22 to ₹27 per litre to producers is significantly lower than the government-announced rate of ₹34 litre. per Compared to



other states, milk producers in Maharashtra receive ₹10 to ₹12 less per litre, exacerbating their financial struggles.

Adding to the discontent, the government's recent decision to permit the import of 10,000 tonnes of milk powder and remove the import duty has further jeopardised local milk prices. With the country already having an excess of more than 2 lakh tonnes of milk powder, this move is likely to depress rates even more, causing distress among local producers. ment to withdraw its recent anti-farmer decision and promptly meet our demands to provide muchneeded relief. The agitations will continue until decisive action is taken by the government. We hope for swift and favourable responses to alleviate our ongoing hardships and ensure a fair price for our pro-

duce," said Kiran Vasantrao Sanap, a dairy farmer.

#### What are the demands?

- 1. Increase the milk price to ₹40 per litre.
- 2. Provide a fixed rate instead of subsidies.
- 3. Take action against adulterated milk.

4. Implement permanent measures instead of temporary grants aimed at the upcoming Assembly elections.



#### WHITE WAVE: MILK PROCUREMENT GLUT POSES CHALLENGE TO MYSURU MILK

**UNION LTD** 

June 29, 2024 <u>https://dairynews7x7.com/white-wave-milk-procurement-glut-poses-challenge-to-mysuru-milk-union-ltd/</u>

ysuru Milk Union Limited (MyMUL) is procuring 10 lakh litres of milk daily, which has posed it a new challenge in utilising the surplus milk.

In 2017, the milk union was procuring 5.5 lakh litres of milk from dairy farmers through its 1,105 primary milk producers cooperative societies. The daily milk procurement touched 7.5 litres by 2022. But the Mymul milk procurement has doubled to 10 lakh litres by mid-June 2024.

This has posed a big challenge to the milk union to utilise it with

it has not stopped procuring milk from its producers. It has offered a price of Rs 34.10 per litre of milk supply for milk producers during the monsoon season.

During last December, the milk union has reduced the price by Rs 1.75 per litre for the milk it was procuring from dairy farmers, but now it restored the prices to Rs 34.10 per litre of milk, he said.

"Of the 6.5 lakh litres surplus production, the milk union has sent two lakh litres of milk to its Mother Dairy unit of Karnataka Milk Federa-

to utilise it with an increase in milk production in the district.

Currently, the milk union is catering three lakh litres of milk to meet the needs of its daily consum-



tion at Bengaluru daily for conversion to milk powder which is being utilised for Ksheera Bhagya scheme of free milk supply to government-run schools across

ers by selling through its milk outlets spread across the city and district.

From the past few months, the union was also utilising one lakh litres of milk for production of curd, butter and ice cream during the summer season.

As the demand for these products has dropped this monsoon season, the union scaled down the production of these products to greater extent. Thousands of litres of milk which were used for production of these products also remain unutilised now.

MyMUL chairman PM Prasanna said that even though the milk union recorded the surplus milk production of 6.5 lakh litres of milk daily, the state."

Mymul utilises remaining 4.5 lakh litres surplus production for production of milk powder, other byproducts of milk production. The milk powder it produces will be stored safely, and it will be sold once the market picks up both at national and international markets for its Nandini brand, he said.

"As part of its market extension activities, MyMUL has also increased the sale of its milk and its products to neighbouring states like Tamil Nadu and Kerala. As there is huge demand for its Nandini brand milk and its products in Tamil Nadu, milk packet sales touched 40,000 litres daily now from 4,000 litres in Tamil Nadu," he said.



MyMUL director N Cheluvaraju said that even though his union is recording surplus production, it has procured the milk from its producers after offering decent prices to them without affecting their livelihood as more than five lakh dairy farmers are directly and indirectly involved in dairy farming in the district.

### TOP 5 INDIAN FOOD BRANDS HAVE DAIRY PORTFOLIO- AMUL, MOTHER DAIRY, NANDINI SHINES AGAIN

June 29, 2024

https://dairynews7x7.com/top-5-indian-food-brands-have-dairy-portfolio-amul-mother-dairy-nandini-shines-again/



B rand Finance's Global Brand Equity Monitor Research utilises a comprehensive framework to track and measure the core building blocks that underpin strong brands, while delivering nuanced insights that direct strategy for understanding, maintaining and building brand strength.

Brands, and customer relationship with brands, are complex. As such they require attention, direction and measured support if they're to fulfil their potential. Our brand equity reports deliver expert insight and recommendations to power your brand strategies and valuation. Here are the excerpts from their latest Top Indian Brands report.

Taj: India's strongest brand ranked for third consecutive year Taj has retained its No.1 position in brand strength for three years in a row! Meanwhile, the Amul and SBI Group brands have shown remarkable improvement in brand strength scores, currently among the top 5 strongest Indian brands ranked.

Notably, SBI Group also features as the 15th strongest brand in Brand Finance's Global Banking report 2024, thanks to its concerted brand building efforts to live up to its tagline of 'The banker to every Indian'. This year, Voltas and Raymond, have made it to the top 10 strongest Indian brands ranked with a brand strength rating of AAA and AAArespectively. Decades of trust-building, consistent quality, emotional connection with Indian consumers, and disciplined service delivery have been the hallmarks of both brands.





#### Amul stands as second strongest brand in the country after Taj

The Indian Food & Drinks consumer purchasing brands are innovating to and generate new revenue margins. Amul, the leading brand in our ranking, performance with an 11% **USD3.3** billion while pressure, experienced a to USD1.4 billion this year. third, is close to crossing year. Nandini has the fourth brand in the highest growth rate in the increased its brand value too shows and impressive has boosted its brand



sector faces pressure as habits shift online. Major pique consumer interest streams with improved Indian Food & Drinks continues its strong brand value increase to Britannia, owing to market 6% decline in brand value Mother Dairy, ranked the USD1 billion mark this maintained its position as ranking, achieving the industry at 16%, which has to USD940 million. Parle growth rate of 14% which value to USD850 million.



#### 10,000 METRIC TONS OF MILK POWDER IMPORT QUOTA TO ADDRESS FOOD INFLA-

TION

June 29, 2024 https://dairynews7x7.com/10000-metric-tons-of-milk-powder-import-quota-to-address-food-inflation/

he Indian government has announced a series of measures to allow limited imports of key agricultural commodities under tariff-rate quotas (TRQs), aiming to curb rising food inflation.

The decision, made public on Wednesday, permits the import of specific quantities of corn, crude sunflower oil, refined rapeseed oil, and milk powder at reduced or zero duty rates.

Under the new policy, India will allow imports of 500,000 metric tons of corn, 150,000 metric tons of sunflower oil or safflower oil, 150,000 metric tons of refined rapeseed oil, and 10,000 metric tons of milk powder.

This move inflation in persisted at

mately 8 per year since 2023, nation's reduce

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approxicent year-on-November impacting the ability to interest rates.

government designated

select cooperatives and state-run entities, including the National Dairy Development Board (NDDB), National Cooperative Dairy Federation (NCDF), and National Agricultural Cooperative Marketing Federation of India Ltd (NAFED), to handle these imports.

India, the world's largest importer of vegetable oils and top milk producer, typically sources nearly two-thirds of its vegetable oil requirements fr0m countries such as Indonesia, Malaysia, Russia, Ukraine, Argentina, and Brazil.

The country has been grappling with supply-side challenges, including adverse weather conditions affecting crop yields.

The decision has sparked mixed reactions within the industry. A Mumbai-based dealer associated with a global trade house expressed concern, stating, "There wasn't any need to allow imports of sunflower and rapeseed oil at concessional duty. Oilseed prices are already under pressure due to cheaper imports, which still attract duty. Now, duty-free imports will exert additional pressure."

Recent months have seen leading dairies in India raise prices for milk and milk products due to strong demand and limited supplies.



Similarly, domestic corn prices have been on an upward trajectory, driven by demand fr0m the poultry and ethanol sectors.

It is worth noting that India maintains strict regulations regarding genetically modified organisms (GMOs) in food crops.

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The country does not permit the cultivation of GM food crops and has measures in place to ensure that imports are free fr0m GMO traces.

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This policy adjustment reflects the government's efforts to balance domestic market dynamics with the need to control food inflation, a key economic concern for the nation

# DECODING THE PRE-PACKAGED FOOD LABEL





According to the Food Safety and Standards (Packaging and Labelling) Regulations, 2020, certain labelling requirements must be met before distributing food products.

sofe

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#### **EXTENSION OF A RS 5 PER LITRE SUBSIDY FOR MILK PRODUCERS IN MAHARASHTRA**

#### BUDGET

June 29, 2024

https://dairynews7x7.com/extension-of-a-rs-5-per-litre-subsidy-for-milk-producers-in-maharashtra-budget/



Finance Minister Ajit Pawar announced on Friday that the subsidy of Rs 5 per litre for milk producers in Maharashtra will be extended, as he presented the state's budget for 2024-25 in the legislative assembly. This budget marks the final one before the assembly elections for the BJP-Shiv Sena-NCP government. Pawar also stated that the state plans to establish 18 new medical colleges.

#### **Milk Producer Subsidies**

Pawar further mentioned that Rs 223.83 crore in subsidies have already been disbursed to 2.93 lakh registered milk producers at the rate of Rs 5 per litre. He assured that the remaining subsidy will be distributed promptly.

Finance Minister Ajit Pawar also announced plans to introduce initiatives promoting sheep and poultry farming, along with allocating sufficient funds for the development of fish markets. Additionally, a new program named 'Gaon tithe godam' (godown in every village) will be rolled out to offer storage facilities for agricultural produce. Pawar, who also serves as the deputy chief minister, stated that the first phase will include the construction of 100 new godowns and the refurbishment of existing ones.

#### **Financial Assistance for Women**

Financial assistance will be provided to 10,000 women across 17 cities for purchasing e-rickshaws and Rs 80 cr will be made available for this "pink e-rickshaw" scheme, he said.

#### **Farmer Support**

A total of 92.43 lakh farmer families were given grant-in-aid of Rs 5,318.47 crore under the Namo Shetkari Sanman Nidhi Yojana announced last year, Pawar said.

Further, Rs 3,504.66 crore were disbursed to 59.57 lakh farmers under the one rupee crop insurance scheme, the minister informed. Approval has been given to establish government medical colleges with intake capacity of 100 students along with 430-bed hospitals in 18 districts, he said.

#### Ayurveda Colleges

A Unani medical college will be set up in Raigad while an Ayurveda college will be established in Buldhana district, he said.



#### DNA TESTS REVEAL FINGER TIP IN ICE CREAM CONE THAT OF FACTORY'S EMPLOYEE

June 28, 2024

https://dairynews7x7.com/dna-tests-reveal-finger-tip-in-ice-cream-cone-that-of-factorys-employee/



severed tip of a human finger found inside an ice cream earlier this month belonged to an employee of a Pune factory where the frozen dessert was prepared, police said on Thursday. A DNA report from the state forensic science laboratory (FSL) confirmed that the fingertip was a match for blood samples of factory employee Omkar Pote, police said.

Pote had been trying to retrieve the lid of an ice cream box when his fingertip got sliced by a factory machine. Investigators will now probe who was the person responsible at the factory to carry out a quality check of the ice-creams manufactured.

On June 12, a Malad-based doctor, Brendan Ferrao, had ordered three Yummo ice creams through a delivery app. When Ferrao bit into a butterscotch cone, he felt something odd in his mouth. He later discovered it was a portion of a human finger. Ferrao raised a complaint on Yummo's social media page and a customer care executive called up, assuring to look into the matter. But when there was no response thereafter, Ferrao approached the Malad police. An FIR was registered on June 13. Police tracked the supply chain and found that the ice cream had been delivered to Ferrao from a godown in Malad. Before that, it was kept at a godown in Bhiwandi where it came from a godown in Sakinaka. It had made its way to Sakinaka from Hadapsar where it came from the Fortune Dairy, Indapur (Pune).

A police team reached Indapur where the ice cream had been manufactured a month ago. They learnt about Pote's injury and also discovered that the incident had not been reported to the local police. Pote was asked to undergo relevant blood tests and his report was sent to FSL, which was analysing the severed finger.

Pote told police that while the ice cream was being made, a lid from an ice cream box fell into the machine. He was trying to retrieve the lid when the machine sliced his fingertip. He noticed blood oozing out from his finger and rushed to a private doctor. He has claimed he had no knowledge that the severed fingertip remained in the ice cream. Police are contemplating serving Pote with a notice for negligence.



#### FSSAI OFFICIALS FLAG HYGIENE VIOLATIONS AT DAIRY UNITS IN HYDERABAD

June 27, 2024

https://dairynews7x7.com/fssai-officials-flag-hygiene-violations-at-dairy-units-in-hyderabad/



he task force teams of Telangana's Commissioner of Food Safety conducted inspections at dairy manufacturing units in Hyderabad on June 25 (Tuesday) and uncovered hygiene violations.

At Sapthagiri Foods in Karmanghat, the teams found a copy of the FSSAI licence displayed in the office. Head gear, gloves, and uniforms were available for the food handlers. However, medical fitness certificates for food handlers and pest control records were not available. The premises were not fitted with insect-proof screens, and the doors were not close-fitted to prevent pest entry. Analysis reports for the manufactured food products were unavailable, and there was no internal laboratory. Additionally, the vehicle used for transporting dairy products lacked an FSSAI licence or registration. On-the-spot milk testing was conducted with the help of the Food Safety on Wheels vehicle, and the sample parameters were found to be within the prescribed limits.

At Creamline Dairy Products Limited (Jersey) in Uppal, the teams found a copy of the FSSAI licence displayed at the entrance. They observed loose plaster flakes on the ceiling, broken tiles on side walls in the pasteurisation area, and possible water seepage in the ice cream manufacturing unit. The unit was repacking cooking butter procured from its Jersey unit in Ongole without including it in the scope of its licence. Raw food articles like Soluble Essence and Candied Karonda were not stored at the temperatures specified on their labels. Workers in the food section wore hair caps, gloves, masks, and uniforms, and there were seven FoSTaC-trained supervisors on site. The manufacturing premises were fitted with insect-proof screens, though some had minor damage. Pest control records, medical fitness certificates of food handlers, and analysis reports for the manufactured food products were available. FSSAI licences were also available for the vehicles used for transporting dairy products.



#### MILK BRANDS AMUL & VERKA ARE EXPANDING BEYOND COMFORT ZONES June 27, 2024 https://dairynews7x7.com/milk-brands-amul-verka-are-expanding-beyond-comfort-zones/

Punjab, the state with the highest percapita milk availability, is witnessing a unique transition in the marketing strategies of the two leading milk brands (File Image)

now also available in Delhi)," reads one of Verka's creatives.

Verka (File Image)Punjab, the state with the highest per-capita milk availability, is witness-

ing a unique tran-

sition in the mar-

keting strategies

of the two lead-

ing milk brands.

owned by state

MILKFED is now

trying to expand its footprints in

milk cooperative

cooperative

Verka,

Amul,

by the

largest

While

Delhi,

owned

world's

The 'utterly butterly delicious' Amul girl, always seen in her red polka dot frock and a matching ribbon in her hair, now also wears Punjabi attire



salwar-kameez. The Amul mascot, with her folded hands, greets Punjabis with a "Sat Sri Akal", and asks, "Duddh pee lavo nahi taan Gujarat Co-operative Milk Marketing Federation Limited (GCMMF), is making in-roads in Punjab like never before.

vadde kivev hovoge. Kis kis ne bachpan vich maa eh to suneya hai?" (Who all have listened from their mothers in their childhood that you won't grow up till you won't have milk).

gru tru uit met molt at ces forer gene hen fan it woue fen ur it fen atteur it While Amul was the force behind ushering White Revolution in the country in the 1970s under the leadership of Dr Verghese Kurien, its operations in Punjab gained momentum only in 2014-15 when it

#### On the other hand

is Punjab's homegrown brand, Verka, the leader in the region in sale of fresh packet milk and other dairy products, which is now trying to explore markets beyond Punjab, especially Delhi. With creative advertisements now also in Hindi and English, a big change is being seen in Verka's marketing approach. "Punjab ka asli doodh ab Dilli mein bhi" (Punjab's pure milk opened its first milk processing plant in Gurdaspur's Batala and started procuring fresh milk from farmers and in around eight years, Amul has made its presence felt in Punjab.

Both Verka and Amul's 500 gram milk packet is priced at Rs 31 in Punjab, but Amul's 400 gram



curd is priced at Rs 35 compared to Verka's Rs 32.

### Verka: The Punjab to Delhi journey

Punjab CM Bhagwant Mann had announced that Verka will increase its milk supply to Delhi from 30,000 litres to 2 lakh litres. The common factor here is the ruling Aam Aadmi Party (AAP), thus making the path easier for Verka in the capital.

Verka (File Image)MILKFED managing director Kamal Kumar Garg says that apart from Punjab, efforts are on to expand Verka in other states. "We have got an order to supply 15 lakh litres of rose lassi to the Army and other paramilitary forces. We are also supplying 1 crore litre (approx.) of Multi-Layer Aseptic Milk to various Army supply depots across the country. We are also making our presence felt in other states such as J&K, Himachal Pradesh, Haryana, Delhi, Western UP, Rajasthan, West Bengal, Assam etc."

He added that the work on MILKFED office in Delhi has been started by Public Works Department (PWD) of Punjab government and is likely to be operational by July this year. "We have also initiated the process to set up 30 Verka milk outlets at various stations of Delhi Metro Rail Corporation, on lease basis. We are also in process of custom manufacturing of wheatbased cookies and rusk under the brand name Verka. We have requested Punjab government to further request Delhi government to initiate setting up of 100 milk booth in Delhi at different locations," he says, adding that Verka recently carried out a bus advertisement campaign in Delhi and also tied up with Punjab Kings XI for IPL 2024.

Verka also had to face its share of criticism for its English and Hindi advertisements with Punjabi language activists saying that it has stopped promoting its mother-tongue. The brand's latest tagline is "Har Din da, Har Dil da."

However, Garg adds that Verka's focus on Punjab was intact, and several new initiatives are being taken within the state. "We have developed high protein panjiri and high protein milk for sportpersons for state's sports department. The trial of these products has been completed and high protein milk in glass bottles will be launched soon. About 500 new milk booths in Punjab are on the cards to generate employment. New products, including no added sugar kulfi, custard apple and tender coconut ice cream flavours are in the pipeline," he says, adding that MILKFED Punjab has hired the services of M/S Vermmillion Communication Private Limited, New Delhi, a multi-media agency to rejuvenate the brand Verka.

The brand also continues to rule Punjab markets. Data shows that Verka handled highest procurement of 31 lakh litres of milk a day in 2023-24, and on an average it procures 20 lakh litres daily from 3.75 lakh farmer families in Punjab. It has the capacity to process 35 lakh litres of milk daily in Punjab into various products.

# Amul: Gujarat to Punjab, a new challenge

While Amul's processed products such as butter, chocolates, ice-creams and cheese had sizeable share in Punjab markets since decades, it entered Verka's monopoly den in 2014-15 when it started procuring fresh milk from farmers and and sold packet milk, curd and lassi.

From TV advertisements featuring farmers selling their milk to the company, to creatives customised for Punjab, Amul has been taking several initiatives since then to tell Punjabis that the brand was "very much their own." The tagline says: "Amul.. Punjab da apna duddh."

In December 2022, the company's then managing director RS Sodhi had announced that



Amul aimed at doubling its processing facility in Punjab from five lakh litres a day to 10 lakh litres.

The company is currently running four milk plants in Punjab- Batala (Gurdaspur), Thamangarh (Bathinda), Chunni and Khamano (Fatehgarh Sahib).

Dinesh, Amul's Chandigarh branch manager, says that all four plants process and pack fresh milk products, including lassi, curd and paneer. "We have also added tadka chaas and sweets for Punjab. We have also launched Punjab specific products such as Punjabi kulfi, and frozen snacks such as French fries, organic atta, pulses, rice etc. Our fresh products market share is 30 per cent in Punjab," he says, adding that with "Amul Punjab" handles on Facebook and Instagram and communication in Punjabi, we have also increased our Punjab digital media outreach.

Amul's officials from Gujarat head office refused to share its daily milk procurement average in Punjab.

## Healthy competition a win-win for farmers

Daljit Singh Sadarpura, president of Progressive Dairy Farmer Association (PDFA) Punjab, says that a healthy competition between Verka and Amul was good for farmers to ensure competitive prices for their produce.

"However, Amul needs to bring in more transparency and strengthen its procurement chain further. For instance, when a farmer sells milk to Amul, they don't calculate fat content in front of him. Verka checks it on the spot. But we can see that in the coming days, Amul will capture Verka's market share in Punjab. The Punjab government needs to fill vacant posts in MILKFED immediately and bring fresh minds for marketing its products. It is very important that the state's own cooperative stands strong to back its farmers. For MILKFED, Punjab farmers will always be its priority, like Gujarat farmers will be for AMUL," he says.



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#### KOCHI-BASED FIRM SETS UP COUNTRY'S FIRST OFF-GRID SOLAR POWER PLANT IN

#### **DAIRY SECTOR**

June 27, 2024

https://dairynews7x7.com/kochi-based-firm-sets-up-countrys-first-off-grid-solar-power-plant-in-dairy-sector/



apins, a Kochi-based dairy products company, has arguably become the first in the dairy sector to set up the country's first off-grid solar power plant in the sector.

The 200-kW plant installed at a cost of ₹2.8 crore will meet the entire energy requirements of the upgraded plant at Kizhakkambalam with a processing capacity of 50,000 litres a day, Sapins Dairy managing director Gigi Thomas said here on Tuesday.

Mr. Thomas added that the new solar plant with integrated energy management system (IEMS) would also include a 100-kW induction heat exchanger. More importantly, the project holds great significance to the environment by meeting the total plant's electrical needs, thus doing away with the use of diesel almost entirely. Besides, uninterrupted and voltage-free power supply is also ensured.

Ajith M.S., director, Zoladyne Energy Solutions, who oversaw the installation of the plant, said it was installed with the option of charging the battery using various sources during seasons of low sunlight.

Marketing director Sunil Kumar said the plant was a critical milestone in the growth of Sapins, which had grown from a milk processing firm to an integrated dairy products company. This reliance on solar energy availability would be the basis for more product introductions and capacity expansion, he added.



#### INTERNATIONAL DAIRY MEET GETS UNDER WAY IN KOCHI BY IDF AND DAHD

June 27, 2024

https://dairynews7x7.com/international-dairy-meet-gets-under-way-in-kochi-by-idf-and-dahd/

India has set a model for public-private partnership (PPP) in the dairy sector, and the country has made admirable progress in milk production, Piercristiano Brazzale, presThe cooperative sector in Kerala, with around 3,000 dairy cooperatives and 3 lakh member farmers, has provided much strength to the sector. Daily milk procurement stands at

ident of the International Dairy Federation (IDF), has said.

He said the role played by women was a source of hope for the dairy sector, and that India imparted a lot of vitality to dairy entrepreneurs across the globe. Mr. Braz-



around 1.8 million litres and nearly eight lakh families make a living out of dairying. The State produces 70.65 lakh litres of milk a day, and the annual production stands at 25.79 lakh tonnes.

The conference is jointly organised by the Department of Dairy Development and the National Dairy Development Board. Union Minister

zale was delivering an introductory address at the inauguration of the Regional Dairy Conference of the IDF on Wednesday.

Minister for Animal Husbandry and Dairy Development J. Chinchurani inaugurated the conference, the first being organised in India. She said the dairy sector should leverage new technology, evolve solutions to problems like climate change, and ensure sustained milk production. Rajiv Ranjan Singh lauded the role of dairy farmers in the country in achieving India's present status as the world's leading milk producer.

The three-day meet is attended by around 1,000 delegates and 500 dairy farmers. The theme of the conference was 'Modernisation of the dairy sector', said the organisers in a press release.



#### HOW AKSHAYAKALPA ORGANIC'S FARMER-CENTRIC MODEL ACHIEVED RS30 CR

#### **MONTHLY REVENUE**

June 26, 2024

https://dairynews7x7.com/how-akshayakalpa-organics-farmer-centric-model-achieved-rs30-cr-monthly-revenue/

I 2010, a group of 27 technology professionals, led by Shashi Kumar, took a bold leap of faith. They left behind lucrative careers in the tech industry to venture into the world of farming. This unconventional decision was driven by a shared vision: to prove that farming could be viable and sustainable. Thus, Akshayakalpa Organic was born, a crowdfunded initiative that aimed to revolutionize farming practices in India. This farmer-first approach encourages farmers to grow crops without chemicals and pesticides, ensuring the produce is safe and nutritious.

"Our focus is on growing food the way it should be grown, without sprays or chemicals. We tell farmers to grow for themselves first, and only market the surplus," explains Kumar.

"Akshayakalpa Organic started as a crazy attempt by a group of us who believed in the potential of farming. We wanted to that prove farming could be sustainable and



This methodology not only reduces the financial risks for farmers but also promotes healthier soil management and sustainable agricultural practices. One of the standout products

viable," says Shashi Kumar, CEO of Akshayakalpa Organic.

The name Akshayakalpa Organic is derived from two Sanskrit words: "Akshaya" meaning infinite and "Kalpa" meaning possibilities. This reflects the company's belief in the endless potential of sustainable farming.

#### A Unique Approach to Farming

Akshayakalpa Organic's approach to farming sets it apart from other brands in the market. Instead of focusing on market demands, the company prioritizes sustainable farming practices that benefit both farmers and consumers. from Akshayakalpa Organic is their organic milk, which emerged as an "accidental product" while addressing the farmers' cash flow and soil health issues.

#### **The Farmer-Centric Process**

Onboarding a farmer into the Akshayakalpa Organic system is a meticulous process that takes close to three years. This period involves transforming traditional farming practices to align with Akshayakalpa Organic's sustainable methods. This includes changes in manuring systems, soil management, and integrating dairy farming into the agricultural ecosystem.



"Once the management changes are complete, the farmer becomes part of our system, sourcing products like dairy, poultry, greens, and honey," Kumar details.

This rigorous onboarding process ensures that all products sourced from Akshayakalpa Organic farms meet high standards of quality and sustainability. The company's operations currently span three major cities: Bangalore, Chennai, and Hyderabad, with plans for further expansion.

#### **Maintaining Quality and Purity**

Akshayakalpa Organic farms are among the most technologically advanced in India, with a strong emphasis on traceability and quality control. Each farm is closely monitored by an agronomist who ensures that all farming practices adhere to the company's stringent protocols. This includes daily testing of milk for antibiotics at the farm level.

"We are the first company in India to test milk for antibiotics on a daily basis at the farm level. Quality checks are integral to our operations," states Kumar.

The company's technological prowess extends to herd management, pricing systems, and order management, ensuring efficiency and transparency at every stage of the supply chain.

#### Sustainability at the Core

Sustainability is at the heart of Akshayakalpa Organic's operations. The company's farming practices focus on increasing soil organic carbon, with Akshayakalpa Organic farms achieving levels of 3.5 percent, compared to the national average of 0.4 percent. This not only improves crop yields but also contributes to combating climate change by sequestering carbon back into the soil.

"We manage soil organic carbon to improve crop yields and combat climate change. Sustainability is embedded in our farming practices," says Kumar. Additionally, Akshayakalpa Organic has implemented a unique packaging return policy. Consumers are encouraged to return milk packets, which are then sustainably recycled, reducing plastic waste and promoting environmental responsibility.

#### Market Presence and Consumer Acceptance

Currently, Akshayakalpa Organic's products are available in Bangalore, Chennai, and Hyderabad, with an expanding presence on e-commerce platforms like Amazon and Swiggy. The brand has achieved a monthly turnover of around ₹30 crores, reflecting strong consumer acceptance and loyalty.

"Consumers have responded very well to our products, with high repeat purchase rates. The average Akshayakalpa Organic consumer spends around Rs 2,500 per month on our products," Kumar notes.

The direct-to-consumer (D2C) model has been a significant driver of Akshayakalpa Organic's growth. By delivering orders directly to households, the company has built a strong relationship with its consumers, gaining valuable insights into their preferences and purchasing behaviors.

#### **Marketing Strategies That Work**

One of Akshayakalpa Organic's most successful marketing strategies is its "Visit a Farm" program, where consumers are invited to spend a day with farmers, experiencing firsthand how their food is produced. This initiative has brought over 25,000 consumers to the farms in the past year, fostering a deeper appreciation for organic farming.

"Our biggest marketing investment has been in raising awareness of organic farming. We invite consumers to visit our farms and see how their food is produced," Kumar shares.

Sampling events in apartments and communities also play a crucial role in introducing consumers to Akshayakalpa Organic's products,



further strengthening the brand's presence in the market.

#### **Future Growth and Expansion**

Looking ahead, Akshayakalpa Organic aims to continue its focus on dairy products, with plans to introduce more value-added items like dairy-based fusion products. The company is also exploring the introduction of millets and other organic staples their farmers produce.

"In the next five years, we aim to become a Rs 1000 crore company, with a primary focus on dairy and value-added products," Kumar envisions.

#### A Call to Conscious Consumers

As Akshayakalpa Organic continues to grow and innovate, Shashi Kumar emphasizes the

importance of consumer awareness in driving change within the food industry. He urges consumers to ask critical questions about the origins and quality of their food.

"It's crucial for consumers to become aware of what they are eating. Ask questions about how the food was grown, the soil conditions, and the chemicals used. This will drive brands to make positive changes," Kumar advocates.

Akshayakalpa Organic's journey from a techdriven venture to a pioneering force in organic farming is a testament to the power of innovation and sustainability. With a commitment to quality, transparency, and environmental stewardship, Akshayakalpa Organic is not just a brand but a movement towards a healthier, more sustainable future.

#### INDIA WILL BE WORLD'S LARGEST MILK PRODUCER JAYEN MEHTA AMUL

June 26, 2024

https://dairynews7x7.com/india-will-be-worlds-largest-milk-producer-jayen-mehta-amul/

he IMC Chamber of Commerce and Industry (IMC) hosted its 116th Annual General Meeting (AGM) on Friday, June 21, 2024 at its headquarters in Churchgate, Mumbai. Jayen Mehta, Managing

He noted India's potential to become the world's largest producer of milk. He went on to say that milk has become India's greatest agricultural crop, and that within the next decade, India will account for one-third of global milk

Director, Gujarat Cooperative Milk Marketing Federation Ltd. addressed the AGM. In his address, Mehta highlighted Amul's up-



output. The integration of technology in the business and consumer segments has resulted in an increase in the brand's turnover. He also discussed the transformative efforts of the 'Sahakar se Samruddhi' scheme, which have contributed to

ward journey from producing approximately 250 litres of milk per day in 1946 to producing more than 300 lac litres of milk per day today, as well as a network of 3.6 million farmers, affiliation with 18,600 villages in Gujarat, and a turnover of more than 80,000 crores of the Amul brand. the prosperity of cooperatives, and emphasised that the 'Cooperatives Model' is a gift to the world.

At the 116th AGM of IMC, the outgoing President Samir Somaiya shared his thoughts and



experiences at the chamber and Sanjaya Mariwala, Executive CMD, OmniActive Health Technologies Ltd took over as the President of the IMC Chamber of Commerce & Industry. Ms. Sunita Ramnathkar, Director, Eudora Enterprise Ltd. took over as Vice President of the chamber.

Sanjaya Mariwala, President, IMC said; "I am excited to step into the role of President IMC this year. The year 2024-25 is an important year for India and the Chamber has been at the front end of representing the Interests of the Business community. The Chamber has and will continue to play a key role in policy advocacy, shaping the response of the industry and joining hands with the Government in execution in the spirit of partnership. It would be my endeavour to improve the impactfulness of the chamber in my year as the president".

Ms. Sunita Ramnathkar, Vice-President, IMC said; "I am honored to serve as Vice President of the IMC and would like to thank our President Mariwala who has always been committed to the vision of the IMC. I would like to take his vision forward with our chamber and its members who represent interests of Indian trade, commerce, and industry. IMC has played a pivotal role in shaping the industry landscape and I will continue to assist our President in taking it to new heights by playing a significant role in consolidating Indian business interests through networking and making the Indian economy self-reliant."



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#### DAIRY STARTUP CO SID'S FARM RAISES \$10 MILLION IN SERIES A ROUND

June 26, 2024 https://dairynews7x7.com/dairy-startup-co-sids-farm-raises-10-million-in-series-a-round/

irect-to-customer dairy brand Sid's Farm, which is currently operating in Hyderabad and Bengaluru, has raised \$10 million in Series A funding, the firm announced on Tuesday.

Series A Round comes after the Seed Round. If a company goes for Series A funding, it means that it has established itself and is trying to scale the product and the team to take the company to the next level.

Sid's Farm raised the latest round of funds from venture capital firm Omnivore and from the family office of Ambuja Cements founder Narotam Sekhsaria.

The dairy firm plans to use this money to establish a strong presence in

Hyderabad and Bengaluru by enhancing manufacturing capabilities to meet the growing demand for high-quality dairy products and building a robust team to attract and retain top talent across various functions.

Founded in 2016, Sid's Farm is a popular mass premium Hyderabad-based dairy brand, serving more than 25,000 customers across two cities.

The start-up sources the milk directly from farmers, and conducts rigorous quality testing throughout the supply chain to ensure nutrient-dense, additive-free milk.

"This investment will be instrumental in accelerating our growth trajectory and enabling us to provide fresh, healthy, and responsibly sourced food to a wider audience in Hyderabad



and Bengaluru," said Kishore Indukuri, Founder of Sid's Farm.

"We strongly believe that there is an opportunity to serve over 1,00,000 families every day in these two markets alone," he said.

Founder Indukuri is an IIT Kharagpur alumnus, who went on to complete his post-graduation and doctorate in material sciences from the University of Massachusetts. Before Sid's Farm, Indukuri worked with Intel Corporation

> for close to seven years before returning to India to try his hands at agriculture.

> Sid's Farm started operations with whole buffalo and cow milk and gradually diversified into curd, paneer, ghee, butter, dairy beverages, and dairybased desserts.

> Reihem Roy, Partner at

Omnivore, observed that according to IMARC Group reports, the dairy industry in India reached a size of Rs 16,792 billion in 2023 and is expected to reach Rs 49,953 billion by 2032.

"Premium dairy brands and products over D2C platforms are expected to lead this growth," said Roy.

"We see Sid's Farm emerging as a key player in this space with its commitment to antibioticfree, hormone-free, preservative-free milk and milk products," he said.

"We strongly believe that ventures such as Sid's Farm with honest solutions to genuine concerns will drive consumption habits in the times to come," said Narayanan Venkitraman of NSFO.



#### NANDINI MILK PRICE INCREASE BY RS 2 PER LITER WITH ADDITIONAL 50 ML MILK

June 26, 2024

https://dairynews7x7.com/nandini-milk-price-increase-by-rs-2-per-liter-with-additional-50-ml-milk/

tarting Wednesday, the Karnataka Milk Federation (KMF) will sell an additional 50 ml of milk in half and one-litre packets of Nandini and charge ₹2 extra for the same.

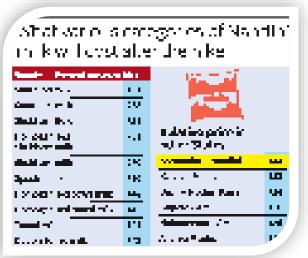
While the Opposition condemned the price increase, which follows the petrol and diesel price hike, KMF said it was being done to help farmers as milk procurement had reached record levels this season, and there was "no real hike"; only additional milk was being charged



extra. Now, a one-litre packet containing an additional 50 ml of the popular Nandini toned milk will cost ₹44 per litre, and a half-litre packet containing an additional 50 ml will cost ₹24. Earlier, the cost of one litre of Nandini toned milk was ₹42, while a half-litre packet was sold at ₹22.

Average procurement by the Karnataka Milk Federation is up by about 15% when compared with the corresponding period last year

Good monsoon and increased procurement price being passed on to dairy farmers have increased the average procurement of milk by the Karnataka Milk Federation (KMF) by about 15% when compared with the corresponding period last year. While the average procurement of milk in Karnataka was around 90 lakh litres daily last year, it has increased to 99 lakh litres this year, Chief Minister Siddaramaiah pointed out in a statement on Tuesday in which he justified the additional 50 ml milk being supplied in Nandini packets at an additional cost of ₹2 saying that



it was to protect the interests of the dairy farmers. The new prices were announced by the KMF on Tuesday.

#### **Farmers' interests**

"At no point, the village-level dairy societies should refuse to procure the milk brought by the farmer and increased quantity in milk packets is to protect the farmers' interests. There has been no increase in the price of milk. But the additional cost is for the additional quantity of milk," the Chief Minister clarified.

He said the KMF was already converting 30 lakh litres of milk into skimmed milk powder and producing about 250 tonnes daily. "The production is commensurate with the demand," Mr. Siddaramaiah said.



#### Profitable

The Chief Minister said that when the Congress government came to power in May 2023, an average 72 lakh litres of milk was being procured. "After the retail milk price increased by ₹3 a litre and the amount was passed on to farmers, dairy farming became profitable to farmers. Along with that, availability of green fodder due to good rainfall has resulted in the KMF's procurement reaching almost one crore litre a day," he said. The KMF has decided to pass on the additional milk to the consumer without adding much burden.

#### 'No distress sale'

One other reason for milk procurement increasing in Karnataka since last year, despite drought prevailing in the State, has been attributed to a decrease in the distress sale of cattle. An official of the KMF recently said though the cattle sales had continued, it was more or less stabilised after the price hike. Cattle sales, especially in the Old Mysore region, had been attributed to high input cost and low returns.

### BJP SEEKS HIKE IN INCENTIVE TO DAIRY FARMERS, TO STAGE PROTEST IN UDUPI

#### ON JUNE 26

June 25, 2024 https://dairynews7x7.com/bjp-seeks-hike-in-incentive-to-dairy-farmers-to-stage-protest-in-udupi-on-june-26/

he BJP Yuva Morcha will stage a protest in Udupi on Wednesday seeking a hike of ₹10

per litre in incentive to dairy farmers, according to Udupi unit president Kamalaksha Hebbar.

Addressing presspersons in Udupi on Monday, he said that the protest will be in front of the of-

fice of Deputy Commissioner at 10.30 a.m.

He said that the State government is yet to release over ₹900 crore to dairy farmers in the State as incentive. Mr. Hebbar said that the State government increasing sales tax in diesel and petrol has hit



farmers hard and that the government should roll back the hike.

He said that the government should distribute paddy seeds to farmers at subsidised rates. The morcha also said that the govern-

ment should open a full-fledged agriculture college in Udupi district, he added.



#### MAKING OF MANTHAN: GUJARAT LAND OF MILK AND MONEY

June 24, 2024 <u>https://dairynews7x7.com/making-of-manthan-gujarat-land-of-milk-and-money/</u>

ut to rural Anand in Gujarat right after Independence. A time of five-year plans being rolled out and nationbuilding. Manthan, Shyam Benegal's cinematic telling of the success story of the state's dairy farmers, which eventually led to the White Revolution, is like a silver slice of history.

Manthan or The Churning from 1976 is once

again in the news. The film's original prints were "restored from ruin" by the Film Heritage Foundation, re-released at the Cannes Film Festival this year and screened at 100 theatres across India.

Speaking to The Telegraph over the phone

from Mumbai, director Shyam Benegal, who is now 89, sounds excited. He launches into a recollection of the times. However, most of what he offers is not to do with his film but how the farmers benefitted from the movement and the entrepreneurship of two men towards that goal.

"We went from being a milk-deficient nation to being the largest producer of milk, earning valuable foreign exchange and also raising the living standards of the dairy farmers. It was a winwin situation," he says. You would think it is a personal success, such is his effervescence.

Gujarat has always been a milk-rich region. However, business was rife with the exploitation of dairy farmers by traders and agents. "Individual farmers were being cheated left, right and centre, as middlemen tend to take the lion's share of everything," Benegal continues. The idea of Amul — short for Anand Milk Union Limited — was born as a solution to this unfair practice. It was a cooperative founded by



Tribhuvandas Kishibhai Patel, a cousin of Sardar Vallabhbhai Patel.

Benegal speaks of the events like it was yesterday. "Sardar Patel said, the farmers produce so much milk and yet they aren't getting the benefit. And that is how Tribhuvandas came to organise the Amul dairy under the Gujarat Milk Marketing Federation."

And, of course, there was Verghese Kurien, "the magician behind it".

Kurien had a degree in mechanical engineering from Michigan State University in the US. "When Tribhuvandas heard about him,

he invited him to help with the factory and equipment." Kurien subsequently trained in dairy engineering from Australia to make Amul the growth story that it became.

"Once it started showing results and the farmers were convinced they were getting their product's worth, two things happened," says Benegal. "First, the quality of the milk improved greatly, as the farmers got their due without having to adulterate the milk. And second, there was surplus; so they decided to make milk products like cheese, butter and baby food, which was till then being imported."

However, there was a problem. After the initial phase, Kurien was reluctant to stay on in Anand. He had a job waiting for him in Bombay. But Tribhuvandas offered to pay him twice the amount and also promised to build him a house with all the modern amenities he was used to. By this time, Kheda, Anand and other centres had begun to grow. "The economics of



milk changed the nature of the entire region," says Benegal.

#### But how did all this translate into a film?

"When Amul started to make new products, they also needed advertising," Benegal continues with his narrative. "Kurien, however, did not want to go to Lintas. He was keen on working with an agency that was more familiar with the grassroots. That is how he approached Advertising, Sales and Promotion (ASP)." Benegal, who was earlier employed with Lintas and had begun to make documentary films, joined ASP soon after and began to handle the Amul account.

Another thing happened around this time. "In those days, Polson was the established name in milk and milk products. They could charge whatever they wanted because there was no competition. When Amul came, they got wiped out."

Clearly, the context of Manthan is of much greater importance than the film itself.

"Remember, in all of this, the interest of the farmers was maintained as primary," says Benegal. He talks about how the standard of living in places like Anand and other towns went up. Even in the villages, it was common to see a car or a tractor in front of a house. "The happy story caught the eye of the Government of India. There were people like Nehru who immediately saw a lot of value in all this. And Kurien was asked to replicate it in other parts of India. It was an exceptional success story of the first and second five-year plans," he adds.

# And again the itinerant question — how did all of this translate into a film?

It was Kurien who came up with the idea of a film. Benegal, who drew up the costing for it, asked, "You are a cooperative, how will you afford it?" Kurien replied, "The farmers will produce it." And that is how the world's first crowdsourced film materialised, with every

dairy farmer chipping in ₹2. The title sequence of Manthan reads "500,000 farmers of Gujarat present…"

An animated Benegal says, "I asked Kurien, who would want to see this film. And he said, 'I will ensure it is seen by the farmers'." As he tells it, within a few weeks of release, the film not only recovered the money but also made enough to produce three or four documentaries. "It was all very unreal," he adds.

Finally, the maestro starts to talk about his film.

"We shot in Sanganva village in Saurashtra. I needed that kind of a remote landscape, because by the time the film started rolling, Anand and such locations had moved on, their very nature had changed."

Benegal recalls the dedication of his cast. "Everybody got into the spirit of the film. Nobody complained that we shot in a remote village with no facilities. Everyone had to take a little lota and go into the fields to do their big business. They all lived in a large house, which was the village headman's house, sleeping on the floor, sharing space like students on excursions."

The stories pour out. How Naseeruddin Shah, who played Bhola, a lower-caste community leader, was very particular that everything should look authentic. He wore the same costume for one-and-a-half months, without washing it. Adds Benegal, "Smita too wasn't functioning as an actress doing a role, she became a part of the house that you saw. All this made a huge difference, in terms of the actors' body language, etc. You could say it was method acting to the nth degree."

Those were courageous times indeed. The 9climate, the filmmakers and actors, the works. Makes one wonder — perhaps it is time for another story about the farming community. Any makers?



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#### SHOULD INVESTORS MILK THE PROFIT IN HERITAGE FOODS NOW?

June 24, 2024 https://dairynews7x7.com/should-investors-milk-the-profit-in-heritage-foods-now/

eritage Foods (CMP: Rs. 626, Market Capitalisation: Rs. 5,814 crores, Under-weight), a leading dairy company with a diversified product portfolio that includes milk and milk-based products, posted a



healthy revenue growth of 16 percent year on year (YoY) in the fourth quarter. This was primarily aided by a 20 percent increase in the volume of value-added products (VAP). The EBITDA (Earnings Before Interest, Tax, Depreciation, and Amortisation) margins improved by 230 basis points to 7.5 percent, on account of lower fat inventory losses, benign raw material costs, and a richer product mix.

The company has set a target of reaching a revenue of Rs 6,000 crore in the next 3-4 years, which translates into an annualised growth of 15-18 percent. The management is focusing on increasing the share of VAP, penetrating new geographies, strengthening the supply chain, and expanding its product portfolio to scale up its market presence.

#### **Robust operational performance**

Milk revenues grew 7 percent YoY, driven by a healthy combination of higher sales volume and improved realisations. Average milk procurement increased by 11 percent to reach 1.59 million litres per day (MLPD) whereas procurement prices fell by Rs. 3.5 per litre to Rs. 41.7 per litre. The company posted robust performance despite the fourth quarter being the end of the flush season. Going forward, procurement prices are expected to remain stable or see a slight increase in Q1FY25.

Revenue from VAP grew much faster at 22 percent YoY in Q4 and 19 percent for the full year. The segment margins came in around ~10.5 percent. During the quarter, the company launched various products, including toned and skimmed milk in tetrapak under the brand names Farm Fresh and Lite Fit; a new ice cream variant Vibez; and flavoured curd under the brand name Shubh Meetha Dahi.

Milk procurement outpaced sales volume, re

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sulting in bulk fat accumulation after a very strong flush season. Therefore, Heritage suffered a loss of Rs 13.5 crore (Rs 46.5 crore for FY24) due to fat inventory liquidation. The narrowing of the gap between milk procurement and sales volume should lead to a reduction in losses related to fat inventory.



#### Strong focus on distribution

Heritage is aggressively expanding its footprint in Maharashtra and Delhi NCR in terms of modern trade channels. These non-south geographies constitute 10 percent of revenue. The company is also strengthening its presence in its core markets (Tamil Nadu, Telangana, Andhra Pradesh etc.). Overall, Heritage added over 400 milk distributors, and more than 30 VAP distributors in the fourth quarter.

#### Improving operational efficiency

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The share of VAP is on a steady uptrend, accounting for nearly 30 percent of the top line. The management expects this figure to reach 40 percent in the next 3-4 years. Rising contribution from VAP will amplify margin improvements as the segment operating margins are nearly 1.5-2 times higher compared to milk. Additionally, Heritage is actively pursuing vari-

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ous strategic initiatives to rationalise the cost base.

#### **Outlook and Valuations**

The market capitalisation of Heritage Foods, a family-run business led by TDP leader Chandrababu Naidu's family, has skyrocketed post the announcement of election results. The stock is up ~70 percent in the last one month and now trades at 32x on FY26 estimated earnings. The stock is in deep overbought territory based on technical parameters and remains prone to a sharp pullback. We remain optimistic on the growth trajectory of the business but advise investors to book profits on account of the steep run-up in the stock price



#### FATE OF DAIRY FARMS IN LIMBO AS DELHI HIGH COURT WEIGHS HEALTH CON-

#### **CERNS**

#### June 24, 2024

https://dairynews7x7.com/fate-of-dairy-farms-in-limbo-as-delhi-high-court-weighs-health-concerns/

he future of hundreds of dairy farms in Ghazipur and Bhalswa, where two of the city's three landfill sites are located, hangs in the balance with the Delhi High Court scrutinising their compliance with legal and environmental standards.

Late last month, the court had remarked that there was a need to shift Ghazipur and Bhalswa dairies, where most of the dairy farmers sell milk directly to consumers, to an alternate location within the city or on the outskirts due to their proximity to the

sanitary landfills that cause "undeniable adverse effect on public health".

On May 27, the court came down heavily on the Delhi government's animal husbandry unit, observing that there was a "lack of will" in State functionaries to stop the "rampant violation of laws" by dairy owners.

The court's remarks came in response to a petition by Sunayana Sibal, an animal welfare advocate, highlighting the poor state of affairs in Delhi's nine dairy colonies — Ghazipur, Shahbad Dairy (Rohini), Jharoda, Bhalswa, Masoodpur, Goela, Madanpur Khadar, Nangli Sakrawati, and Kakrola.

The Delhi government and Municipal Corporation of Delhi have sought an opportunity from the court until June 30 to take steps to regularise the dairies and ensure that they are in compliance with the law. The court will hear the case again on July 12. 'Shift the landfill'

Vijay, a dairy farmer at Ghazipur, the idea of relocating dairy farms was unreasonable. "Either they should relocate the garbage mound, since it is spilling over, or turn it into a green



hill. The suggestion that dairy farms should be relocated is unreasonable. Where were these people when this dairy colony was established?"

Mr. Vijay added that the farms are already burdened by losses due to lower milk production this sum-

mer owing to the intense heatwave.

He said that the dairy farm was established in 1976 when the Ghazipur landfill site did not exist. "If relocation is necessary, it should apply to every dairy farm, not just to us," he added.

Mukesh, another dairy farmer, said the Ghazipur landfill site should either be relocated or transformed into a green hill, such as the Indraprastha Park in central Delhi.

Ms. Sibal said the courts have reiterated the need to relocate the dairy colonies in Ghazipur and Bhalswa since 2002. In an earlier hearing, she showed the Bench photographs of the Bhalswa dairy colony, which showed cattle grazing at the base of the sanitary landfill.

The petitioner said proper waste management practices had not been followed and criticised the lack of segregation and proper disposal of garbage.



#### GST COUNCIL RECOMMENDS A UNIFORM RATE OF 12% ON ALL MILK CANS MEAN-ING STEEL, IRON, ALUMINIUM

June 24, 2024

https://dairynews7x7.com/gst-council-recommends-a-uniform-rate-of-12-on-all-milk-cans-meaning-steel-iron-alu-

#### minium/

he 53rd GST council has recommended uniform rate of 12% on all meaning steel, iron, aluminum which are irrespective of the use. The Finance Minister Nirmala Sitharaman presided over the 53rd Under the Goods and Services Tax (GST) regime in India, the taxation of milk cans, regardless of the material they are made of (steel, iron, or aluminium). Milk cans are typically classified under Chapter 73 (Articles of Iron or

meeting of the GST Council today (22nd June 2024) at New Delhi with Revenue Secretary and CBIC Chairman. M Sitharaman said, "Council recommended to prescribe a uniform rate of 12% on all milk cans meaning steel, iron, aluminum which are irrespective of the use.

They are called milk cans but wherever they are used that will be the rate applicable so

that no disputes arise out of it.. The council also recommended to prescribe a uniform GST rate of 12% on all carton boxes and cases of both corrugated and non-corrugated paper or paper board. This will in particular help the apple growers of Himachal Pradesh, J&K.Council also clarified and recommended that the clarification be put out on that all types of sprinklers including fire water sprinklers will attract 12% GST."

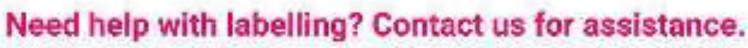


Steel) or Chapter 76 (Aluminium and Articles thereof) of the GST Tariff Schedule.

Earlier, the milk cans are subject to GST at a rate of 18%. This rate applies uniformly regardless of whether the milk cans are made of steel, iron, or aluminium. The GST is

calculated on the transaction value of the milk cans, which includes the cost of the cans plus any other charges like packaging, transportation, and insurance, if applicable. The Council also recommended to exempt Compensation cess on supply of aerated beverages and energy drinks to authorised customers by Unit Run Canteens under Ministry of Defence.

# DECODING THE PRE-PACKAGED FOOD LABEL



According to the Food Safety and Standards (Packaging and Labelling) Regulations, 2020, certain labelling requirements must be mer before distributing food products.



## FAQs on Designing Food Labels !

- 🐔 Are there any regulations on pre-packaged food labels?
- 🖌 Do I need to place the symbol 🕮/ 🛋 on the front, back, ar both sides of the package?
- 🐔 What should be the serving size for my products?
- What parameters are mandatory for the natritional information table?
- Are there any anothing attached to making health claims?
- Can I clobe "My product to 100% entant" on the food label?
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- Our I use testimonials or andersements on my product label?
- Can I use imagery that suggests that "My product is healthier"

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O I need to include a disclolute stacking that "Images are for creative representation only"?

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#### NEW LABORATORIES WILL BE ESTABLISHED IN FOUR COOPERATIVE MILK UNIONS,

#### SAYS MANO THANGARAJ

June 24, 2024

https://dairynews7x7.com/new-laboratories-will-be-established-in-four-cooperative-milk-unions-says-manothangaraj/



ew laboratories will be established in four newly created district cooperative milk unions under the National Programme for Dairy Development (NPDD) to ensure the supply of quality milk products from farmers, announced Milk and Dairy Development Minister Mano Thangaraj, at the Tamil Nadu Assembly on Saturday.

The labs would be set up in Cuddalore, Tiruvannamalai, Dharmapuri, and Karur unions. Similarly, other labs across the State would also be improved under the NPDD.

In a bid to monitor the operations of Bulk Milk Cooler Units – both at the district and the State level – automatic milk collection system would be installed in 500 such units to procure quality milk from producers and provide a spot acknowledgement system for payments, he said.

Measures are being taken to obtain ISO:22000 certifications for dairy plants in Ambattur, Sholinganallur, and Tiruvannamalai. Work would be undertaken to obtain certification for all the dairy plants across the State by December this year to ensure quality standard.

In his speech in the Assembly, Mr. Thangaraj said that most of the cooperative unions have turned profitable. Measures are being carried out to improve the profitability of a few other unions, too, through administrative reforms, he added.

The Dairy Development Department is in the process of appointing experts to suggest recommendations for automation and digital transformation of the dairy industry. Various infrastructure projects are being implemented to increase the milk handling capacity to 66 lakh litres per day and create job opportunities for youngsters, he said.

The Dairy Development Department is in the process of appointing experts to suggest recommendations for automation and digital transformation of the dairy industry. Various infrastructure projects are being implemented to increase the milk handling capacity to 66 lakh litres per day and create job opportunities for youngsters, he said.



#### HOW THE PLANT-BASED PRODUCTS MARKET IS WINNING INVESTORS' FAVOR

June 21, 2024

https://dairynews7x7.com/how-the-plant-based-products-market-is-winning-investors-favor/

The plant-based ingredients sector is undergoing a transformative evolution, driven by a significant shift in consumer preferences and innovative advancements within the industry. Historically overlooked by investors who perceived it as a mere commodity sector, the burgeoning plant-based ingredients market is now being recognized for its immense potential for value-added expansion and wealth generation.

According to a recent report titled "From Roots to Riches: Creating Wealth with Plant-Based Ingredients!" by Asit C. Mehta Investment Interrmediates (ACMIIL), n today's fast-paced world, consumers are increasingly scrutinizing what they consume, paying meticulous attention to the ingredients in their food, its nutri-

#### The Indian Market

India, a land known for its tradition of 'ahimsa' and vegetarianism, has seen a rapid rise in the plant-based product business in recent years. Although the concept of plant-based eating is deeply rooted in Indian culture, the commercial sector has only recently gained significant momentum. The export market for India's plant-based sector is expected to expand substantially by 2030, marking its emergence as a burgeoning industry with enormous potential. Traditionally, the global food industry has relied heavily on animal-based and chemicalbased products, but the tide is turning, and plant-based products are gaining prominence.

#### Capitalizing on India's Expanding Plant-Based Market

tional value, and its caloric content.

The rise in popularity of plantbased specialty products, ingredients, and their derivatives is a testament to this trend. These products have found their way



Investors can capitalize on structural this shift, benefiting from the expanding market and premium pricing of plantbased products. Notably, the export market for India's plantbased sector is

into various categories, including ready-to-eat and ready-to-cook meals, frozen and packaged foods, spreads and sauces, baked goods, desserts, ice creams, confectioneries, and more. Plant-based products serve diverse roles in these foods, functioning as sweeteners, thickening agents, stabilizers, emulsifiers, and more. projected to expand substantially by 2030. Manorama Industries stands as a solid example of the sector's potential, delivering 16x returns since its listing in 2018. Such success stories show how companies focusing on specialty plant-based products can generate substantial wealth while contributing to a more organic and vegan world. Some of the notable companies operating in the plant-based ingredients industry include Adani Wilmar Ltd, Sanstar Ltd (proposed IPO), Manorama Industries Ltd, Food & Inn, Gujarat Ambuja Exports Ltd, etc.

#### The Global Market

Globally, the plant-based ingredients market size was approximately \$60.71 billion in 2022, with projections indicating it will reach \$120.74 billion by 2029, expanding at a compound annual growth rate (CAGR) of 10.32 percent over these seven years. This growth is underpinned by increasing consumer awareness of the environmental and health impacts of their food choices, propelling the shift towards plant-based alternatives. India's sizable vegetarian population (about 30 percent) and growing awareness of the health and environmental benefits of a plant-based diet further underscore the promising future for this sunrise sector.

Devang Shah, Head of Retail Research, ACMIIL, emphasized the potential of the plant-based ingredients market, stating, "The plant-based ingredients market represents a paradigm shift towards vegetarian, vegan, and organic natural products. Investors who recognize and seize this chance will not only benefit from substantial financial returns but also contribute to a more sustainable future."

#### **Diverse Applications Across Industries**

• Food and Beverages

Plant-based ingredients are revolutionizing the food and beverage industry. Soy-based products, such as tofu, tempeh, and textured vegetable protein (TVP), are increasingly popular as meat alternatives due to their high protein content and versatility. Corn-based products, including corn syrup and maize starch, play significant roles as sweeteners and binding agents in various foods. Fruit pulp, prized for its rich flavor and nutritional content, is widely used in juices, smoothies, desserts, and dairy products. Additionally, rice bran oil is favored for its high smoke point and beneficial nutritional profile, commonly used in cooking and frying.

#### • Cosmetics and Personal Care

The cosmetics and personal care industry has embraced plant-based ingredients for their beneficial properties. Corn oil is incorporated into soaps for its moisturizing effects, while fruit pulp is utilized in skincare and haircare products for hydration and exfoliation. Cocoa butter equivalents (CBEs) are valued in skincare for their emollient properties, and rice bran oil is used in lotions and creams for its nourishing qualities.

#### • Pharmaceuticals

In the pharmaceutical sector, maize starch and its derivatives are essential as sweeteners and binding agents in medicines, ensuring even distribution of active ingredients. CBEs are also used in the formulation of medicated candies and lozenges, enhancing texture and mouthfeel.

#### **Other Applications**

Beyond food, beverages, cosmetics, and pharmaceuticals, plant-based ingredients find applications in the production of adhesives, paper, textiles, biodiesel, and certain insecticides. This wide-ranging utility highlights the versatility and importance of plant-based ingredients across various industries.

#### Market Opportunities and Key Demand Drivers in India

The plant-based product market in India is poised for rapid development over the next decade, driven by rising consumer interest, product innovation, and substantial investments from domestic and foreign private sectors. To fully exploit this market potential, businesses need to adopt cutting-edge strategies, such as leveraging technology to boost production efficiency and implementing cost-cutting measures. Additionally, the rich culinary heritage of India offers opportunities to create authentic and unique plant-based products that appeal to both domestic and international consumers.

#### Increased Health Consciousness

The booming market for plant-based products is fueled by consumers seeking sustainable and



healthy dietary options. India's young population is particularly health-conscious and environmentally aware, driving demand for plantbased product options.

#### • Lactose-Intolerant Population

The prevalence of lactose intolerance has propelled the popularity of plant-based dairy alternatives, such as almond milk, soy milk, and tofu, offering consumers a viable option without compromising on taste or nutrition.

#### • Expansion of Distribution

To unlock the full potential of the plant-based market, businesses must create mass awareness, expand distribution networks, and develop an adequate product mix.

#### Improved Product Innovation

Plant-based product firms have the opportunity to innovate and create products that meet consumers' taste, texture, and flavor expectations. Key growth drivers include enhanced R&D facilities, expanded distribution networks, higher manufacturing capacity, and raw material availability.

#### Urbanization

India's urban population is projected to grow significantly by 2030, creating a sizable market for plant-based foods. Urban consumers are increasingly concerned with their health and favor plant-based protein alternatives.

#### • Abundance of Raw Materials

India's rich agricultural landscape provides a variety of raw materials for plant-based products, contributing to lower production costs and more affordable end products.

#### **Nutritional Requirements**

A well-planned and varied plant-based diet can meet an individual's daily nutritional needs, offering essential nutrients through whole grains, legumes, nuts, seeds, and fortified foods.

#### • Export Opportunity

India's strong vegetarian and vegan culinary tradition offers a unique opportunity for exporting plant-based adaptations of traditional meals. The government's efforts to market India as a destination for investment in the food processing industry further bolster export potential.

#### <u>A Sustainable Future with Plant-Based Products</u>

The global shift towards sustainability, ethical consumption, and health consciousness is driving increased preference for plant-based products across various industries. This transition represents a fundamental change in business operations and consumer choices, with significant benefits for the environment, economy, and society.

Plant-based products offer a sustainable alternative to chemical-based and animal-derived products, reducing ecological footprints, promoting biodiversity, and ensuring a sustainable future.

The adoption of plant-based products can boost employment, especially in agrarian economies like India, creating job opportunities and supporting rural communities.

#### **Market Potential and Investor Appeal**

Companies embracing plant-based products are well-positioned to deliver exceptional returns, capitalizing on a discerning market willing to pay a premium for safe, sustainable, and ethically produced goods.

Prasanna Pathak, Director, ACMIIL, adds "As plant-based natural extracts sector expands exponentially backed by industry innovation and global demand, it promises to deliver substantial returns, making it a compelling addition to any forward-looking investment portfolio. Those who judged this sector as beyondcommodity specialty products generated wealth while contributing to the development of organic and vegan world."



Investors recognizing the value of plant-based products aligned with global sustainability trends stand to gain significantly, as these products become the preferred choice in the market. Companies leading this transition are likely to experience substantial growth, making them highly attractive investment opportunities. The plant-based ingredients sector is not just a fleeting trend but a transformative force reshaping industries and consumer preferences. With its promising growth trajectory, it offers compelling opportunities for investors, businesses, and consumers alike.

#### ENNUTRICA IPO BEGINS BIDDING TODAY: CHECK GMP, PRICE BAND, LOT SIZE June 21, 2024

https://dairynews7x7.com/ennutrica-ipo-begins-bidding-today-check-gmp-price-band-lot-size/

he milk products manufacturer En-Nutrica's initial public offering (IPO) opens for subscription today, June 20, 2024. The primary issue aims to raise Rs 34.83 crores comprising entirely a fresh issue of 6.45 million shares.

EnNutrica secured Rs 9.90 crore from anchor investors on June 19. The anchor investor list includes Next Orbit Ventures Fund, Nova Global Opportunities Fund, Nav Capital, Beacon Stone Capital and Zinnia Global Fund.

#### EnNutrica IPO lot size, price band

The price band is set at Rs 51 to Rs 54 per share. The minimum lot size for an application is 2000 Shares. The minimum amount of investment required by retail investors is Rs 108,000. The minimum lot size investment for HNI is 2 lots (4,000 shares) amounting to Rs 216,000.

#### EnNutrica IPO important dates

The IPO opens for subscription on June 20,

The promoters of the company, R Rajasekaran, Rajadharshini Rajasekaran and Indrayani Biotech will hold 59.36 per cent stake in the company post the IPO versus 80.66 per cent earlier.



2024 and closes on June 24, 2024. The allotment for the En-Nutrica IPO is expected to be finalised on Tuesday, June 25, 2024. It will list on BSE SME with a tentative listing date fixed as Thursday, June 27, 2024.

The company processes whole milk and skimmed milk to produce various dairy ingredients, including milk protein concentrates, skimmed milk powder, and dairy whitener among others.

#### Here are the key details of EnNutrica IPO

#### **EnNutrica IPO GMP**

According to IPO information platform Chittorgarh IPO, the latest grey market premium (GMP) for EnNutrica is Rs 70. With a price band of Rs 54, the estimated listing price for the IPO is Rs 154, projecting an expected listing gain of 129.63 percent per share.



#### **EnNutrica IPO financials**

In FY23, EnNutrica recorded a 142 per cent increase in revenue to Rs 68 crore from Rs 28 crore in FY22. The company also recorded a profit after tax (PAT) of Rs 5.2 crore in FY23, as against a loss of Rs 4.2 crore in FY22.

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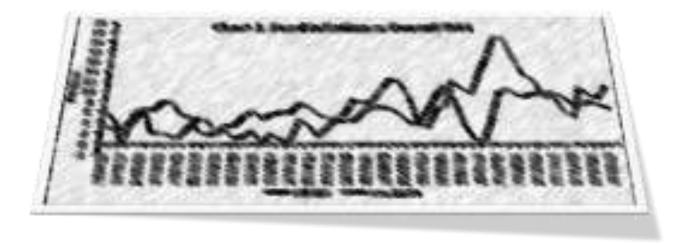
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#### **RETAIL INFLATION EASING, FOOD PRICES REMAIN A CONCERN: RBI**

June 21, 2024 https://dairynews7x7.com/retail-inflation-easing-food-prices-remain-a-concern-rbi/



etail inflation is gradually easing but the path has been interrupted by volatile and elevated food inflation, which may cause it to reverse after a temporary fall below the target during the second quarter of 2024-25, a RBI bulletin said on Wednesday.

The central bank has consistently cautioned about the volatile food prices, particularly of vegetables and some cereals, which have come under pressure due to the heatwave sweeping across some states.

While prediction of normal monsoon rains may augur well for crops and improve supplies, the impact of weather related shocks needs close monitoring.

# **'GROWTH MAINTAINING PACE'**

RBI has consistently cautioned about volatile food prices, particularly of vegetables and some cereals

 These have come under pressure due to heatwave across some states

\*As long as food price pressures persist, goal of aligning inflation with its target remains a work in progress," says R8I bulletin

 Prospects for agriculture are brightening with early landfall of southwest monsoon

High-frequency indicators suggest real GDP growth in Q1 of 2024-25 is broadly maintaining pace it achieved in preceding quarter, the bulletin adds



"As long as food price pressures persist, however, the goal of aligning inflation with its target remains a work in progress," according to the RBI document. The central bank has a target of keeping inflation at 4% (plus/minus 2%).

Latest data showed retail inflation, as measured by the consumer price index (CPI), slowed to a 12month low of 4.8% in May. Vegetables and pulses prices remained under pressure while core inflation which is estimated after stripping out food and fuel was steady at 3.1%. Food inflation remained unchanged at 7.9%.

The central bank said the prospects for agriculture are brightening with early landfall of southwest monsoon. The stubborn food price pressures have for the time being pushed back any hopes of a cut in interest rates as RBI would like to assess the price situation against the backdrop of the erratic weather patterns, experts say. RBI has kept the policy rate unchanged at 6.5% and has reiterated its stance of remaining focused on the withdrawal of accommodation to ensure that inflation progressively aligns to the target, while supporting growth.

The RBI bulletin said high-frequency indicators suggest the real GDP growth in the first quarter of 2024-25 is broadly maintaining the pace it achieved in the preceding quarter.

It said that global growth was resilient in the first quarter of 2024 and many central banks have pivoted towards a less restrictive monetary policy stance in response to the fall in inflation in their economies.

#### AMUL'S ENTRY WON'T IMPACT AAVIN-MANO THANGARAJ

June 20, 2024 https://dairynews7x7.com/amuls-entry-wont-impact-aavin-mano-thangaraj/

mul's entry into the city and northern Tamil Nadu will not impact Aavin's sales, said Mano Thangaraj, TN

dairy development minister. He said Aavin is open to market expansion just as Amul is entering new areas.

At a press conference on Wednesday, Thangaraj said that while Amul is expanding its presence in the United States, Aavin has the potential to



Thangaraj highlighted the success of ongoing efforts to boost milk procurement from local farmers, with TN Cooperative Milk Producers'

> Federation now procuring over 34 lakh litres of milk daily.

> When asked about potential increases in procurement prices for farmers, he said it is under consideration and that Chief Minister MK Stalin woud make the final decision. The price has already been increased by 6 per litre on two occa-

expand to countries in the Middle East and Europe, and Singapore. Although Aavin possesses a licence, the current focus remains on stabilizing and improving the local market.

sions since the current administration took office.

Thangaraj also clarified that there will be no changes to the retail prices of Aavin products. This comes in contrast to private dairies, which



have reduced the selling price of milk and curd by 2 per litre and 4 per kg this week due to a decline in their sales over the summer. Aavin, on the other hand, has experienced significant progress in the sales of dairy products. Compared to the previous year, milk sales have increased by 23% this year, said an official release.

#### PM MODI ADDRESSES KISAN SAMMAN SAMMELAN IN VARANASI, UTTAR PRADESH June 19, 2024

https://dairynews7x7.com/pm-modi-addresses-kisan-samman-sammelan-in-varanasi-uttar-pradesh/

he Prime Minister, Shri Narendra Modi addressed the Kisan Samman Sammelan in Varanasi, Uttar Pradesh today and released the 17th instalment of Pradhan Mantri Kisan Samman Nidhi (PM-KISAN) through Direct Benefit Transfer amounting to

an election of such scale does not take place anywhere else, witnessing such immense participation from the citizens. Recalling his recent visit to the G7 Summit in Italy, the Prime Minister pointed out that the the number of voters in India is one and half times more than the

more than Rs 20.000 crores to around 9.26 crore beneficiary farmers. During the program, he also granted certificates to more than 30.000 women from Self Help Groups (SHGs) as Krishi Sakhis. Farmers from all over the country were linked with the event through technology.



number of voters in all G7 nations put together, and more than two and a half times that the number of voters in all the member countries of European Union. PM Modi highlighted the high participation of women voters amounting to more than 31 crores and said that it is the highest number of

Addressing the gathering, the Prime Minister greeted the people of Kashi on his first visit after winning the Parliamentary elections from the constituency. He thanked them for choosing him for the third consecutive time. "Now even Maa Ganga seems to have adopted me and I have turned local for Kashi", said a grateful PM Modi.

The Prime Minister underlined that the recently concluded General Elections for the 18th Lok Sabha symbolize the vastness, capabilities, comprehensiveness and roots of India's democracy and present it to the world. Noting that more than 64 crore people voted in these elections, the Prime Minister said that women voters in the world, referring to a single nation. He added that it is close to the entire population of the USA. "The power and beauty of India's democracy not only attracts the entire world but also leaves an impact", Shri Modi said. The Prime Minister also took the opportunity to thank the people of Varanasi for taking part in the festival of democracy and making it a grand success. "People of Varanasi have not only elected a Member of Parliament but the Prime Minister itself", PM Modi said expressing his gratitude.

Calling the election mandate 'unprecedented' as it returned the elected government for the third time, the Prime Minister said that it is a rare feat among the global democracies. "This kind of hat-trick happened in India more than



60 years ago", said the Prime Minister, "If in a country like India where youth aspirations are so high, if a government is returned to power after 10 years of reign, it is a massive victory and huge vote of trust. And this trust of yours is my biggest capital and keeps me energized for taking the country to new heights."

The Prime Minister reiterated the importance that he accords to farmers, narishakti, youth and poor as pillars of developed India and recalled that the first decision of the government after formation was about farmers and poor families. These decisions regarding 3 crore additional households under PM Awas Yojna or instalment of PM Kisan Samman Nidhi will help cores of people, said the Prime Minister.

The Prime Minister greeted the farmers present at the venue and linked with the event through technology. And mentioned that 20,000 crore rupees got deposited in the account of the crores of farmers. He also talked about Krishi Sakhi initiative as a strong step in the direction of creating 3 crore 'Lakhpati Didis'. The initiative will ensure the dignity and assurance of source of income for the beneficiary women, the Prime Minister said.

"PM Kisan Samman Nidhi has emerged as the world's largest direct benefit transfer scheme", the Prime Minister said, highlighting that more than Rs 3.25 lakh crores have been transferred into the bank accounts of crores of farmers, where Rs 700 crores have been transferred to the families in Varanasi alone. The Prime Minister lauded the use of technology in taking the benefits to the deserved beneficiaries and also credited the Viksit Bharat Sankalp Yatra which enabled more than 1 crore farmers to register themselves under PM KISAN scheme. He further added that rules and regulations have been simplified to increase accessibility. "Work related to farmer's welfare takes place at a fast pace when intentions and beliefs are in the right place", Shri Modi added.

Dwelling upon the role of the agri-ecosystem in making India the world's third-largest economy in the 21st century, PM Modi stressed the need for a global outlook and urgency for selfreliance in pulses and oilseeds. He also emphasized the need to become a preeminent agriexporter. He mentioned that local products from the region are finding a global market and export is getting a push through One District One Product Scheme and export hubs in every district. "My dream is that at least one Indian food product should be there on every dining table all over the world", he added, stressing the Zero Defect-Zero Effect mantra in agriculture too. He also said that through Kisan Samiddhi Kendras, a huge network is being created to support millets, herbal products and natural farming.

Noting the presence of women in large numbers, the Prime Minister underlined their importance and support in agriculture and mentioned expanding the scope of agriculture to boost their contributions. The Prime Minister highlighted that the Krishi Sakhi program is a step in this direction similar to the Drone Didi program. Underlining the contribution of women as Asha workers and Bank Sakhis, the Prime Minister said that the nation will now witness their capabilities as Krishi Sakhis. PM Modi mentioned granting more than 30,000 certificates to self-help groups as Krishi Sakhis and informed that the scheme which is currently underway in 11 states will connect with thousands of SHGs around the nation and also play a crucial role in creating 3 crore Lakhpati Didis.

The Prime Minister highlighted the devotion of the center and the state government towards the farmers of Kashi and Purvanchal and mentioned Banas Dairy Sankul, Perishable cargo center and Integrated Packaging House. The Prime Minister said, "Banas Dairy has changed the fortunes of farmers and cattle rearers in and around Banaras. Today, this dairy is collecting about 3 lakh liters of milk every day. More than 14 thousand cattle-rearing families of Banaras alone are registered with this dairy. Now Banas Dairy is going to add 16 thousand more cattle rearers of Kashi in the next one and a half years. After the arrival of Banas Dairy,



the income of many milk producers of Banaras has increased by up to 5 lakh rupees."

Throwing light on the work done by the government to improve the income of fish farmers, the Prime Minister mentioned PM Matsya Sampada Yojana and the benefits of Kisan Credit Cards. He also informed about the construction of a modern fish market in Chandauli at a cost of about Rs 70 crores to assist those involved in fish farming in Varanasi.

The Prime Minister expressed happiness that PM Suryaghar Muft Bijli Yojna is thriving in Varanasi. Around 40 thousand local people have registered in the scheme and 2,500 houses have already got solar panels and work is ongoing for 3,000 houses, he informed. This is providing double benefit of zero electricity bill and additional income for the beneficiary households.

Touching upon the work done in the last 10 years towards furthering connectivity in Varanasi and nearing villages, the Prime Minister mentioned the country's first city ropeway project in Varanasi reaching its final stages, ring road connecting the cities of Ghazipur, Azamgarh and Jaunpur, completion of flyovers in Phulwaria and Chaukaghat, a new look to the Kashi, Varanasi and Cant Railway Stations, Babatpur Airport helping ease air traffic and business, development along the Ganga Ghats, new facilities in Banaras Hindu University, renovated Kunds of the city, and new systems being developed in various places in Varanasi. The Prime Minister further added that the development of sports infrastructure in Kashi and the new stadium is creating new opportunities for the youth.

Recalling Kashi's reputation as the capital of knowledge, the Prime Minister also praised the ancient city for becoming a city that taught the entire world about how a heritage city can script a new story of urban development. "The mantra of development as well as heritage is visible everywhere in Kashi. And this development is not only benefiting Kashi. The families from entire Purvanchal who come to Kashi for their work and needs, also get a lot of help from all these works", said Prime Minister Modi. "With the blessings of Baba Vishwanath, this new saga of development of Kashi will continue uninterrupted", Shri Modi concluded.

Governor of Uttar Pradesh, Smt Anandiben Patel, Chief Minister of Uttar Pradesh, Shri Yogi Adityanath, Union Minister for Agriculture and Farmers' Welfare, Shri Shivraj Singh Chauhan, Union Minister of State for Agriculture and Farmers' Welfare, Shri Bhagirath Choudhary, Deputy Chief Ministers of Uttar Pradesh, Shri Keshav Prasad Maurya and Shri Brajesh Pathak and Ministers from Government of Uttar Pradesh were present on occasion among other dignitaries.

#### Background

After being sworn in as Prime Minister for the 3rd time, PM Narendra Modi signed his first file authorizing the release of the 17th instalment of PM Kisan Nidhi reflecting the commitment of the government towards farmer welfare. In continuation of this commitment, the Prime Minister released the 17th instalment amounting to more than Rs 20,000 crores to around 9.26 crore beneficiary farmers under the Pradhan Mantri Kisan Samman Nidhi (PM-KISAN) through Direct Benefit Transfer. So far, more than 11 crore eligible farmer families have received benefits of more than Rs 3.04 lakh crores under PM-KISAN.

The Prime Minister also granted certificates to more than 30,000 women from Self Help Groups (SHGs) as Krishi Sakhis. Krishi Sakhi Convergence Program (KSCP) aims to transform rural India through the empowerment of rural women as Krishi Sakhi, by imparting training and certification of Krishi Sakhis as Para-extension Workers. This certification course also aligns with the objectives of the 'Lakhpati Didi' Program.



#### INDIA SET TO CAPITALISE ON WESTERN DAIRY DECLINE WITH ANNUAL EXPANSION

#### **OF 10PC**

June 19, 2024

https://dairynews7x7.com/india-set-to-capitalise-on-western-dairy-decline-with-annual-expansion-of-10pc/

India will expand its milk production by 10pc annually as developed countries look at reducing their herds, the head of one of India's largest milk-processing facilities has said.

"If other countries have issues with their cattle and milk production, it's good for us markets open for us," head of Dudhmansagar Dairy Prateek Kumar Mudgal said.



The facility is part of the Amul group,

the largest farmer-owned dairy co-op in India.

The comments came during a presentation to a group of International Nuffield Scholars in New Delhi last week, where the chief general manager highlighted the intention to expand on the volume of milk intake.

"We keep tabs on the international market. If there is a new product in New Zealand, America or wherever else, within three or four years it will come to India," Mr Mudgal said.

"Everybody has an issue with their natural resources. We also have that but we try to utilise the best options available.

"This is the only source of income which we have. We have 150m people working in agriculture in India and 70pc of the value stays in rural communities. Milk is the biggest source of income."

Amul, a \$10bn business, spurred the world's largest dairy development programme, 'Operation Flood', which made India the world's

> leading producer of milk and dairy products at 24pc.

Amul has 4m suppliers from across 18,000 villages, with farmers receiving an average milk price of 0.62c/L.

The average supplier has around to to three cows.

"It's purely production-

based payments but in every village we have development work such as reducing methane. Carbon credits we are also working on," Mr Mudgal said.

Amul's current maximum milk-handling capacity is 32m litres per day.

The co-op is farmer-owned and 11 members are elected to the board every five years.

The co-op states that 5pc of profit is retained for maintenance and expansion of processing capacity, with 80pc of income returning to farmers, who are paid every 10 days.

With 90pc of produce sold within India, milk price changes just two to three times per year.

In addition, 10pc of the company's milk comes from buffalo, which is collected and sold separately.



#### AS HEAT SUBSIDES, AAVIN DAILY MILK PROCUREMENT BACK TO 32 LAKH LITRES

June 19, 2024

https://dairynews7x7.com/as-heat-subsides-aavin-daily-milk-procurement-back-to-32-lakh-litres/

avin's dairy milk procurement, which dropped to less than 27 lakh litres a day in February, has rebounded to 31.6 lakh litres since the first week of June. During April and May, procurement fell sharply

During the fiscal 2022-23, the Erode cattle feed manufacturing factory was upgraded, doubling its production capacity from 150 to 300 tonnes. Simultaneously, Aavin constructed a storage facility with a capacity of 1,500 tonnes

by 5 lakh litres a day due to the heat wave.

Despite demands from dairy farmers for higher milk procurement prices, Aavin has managed to increase procurement to 31.6 lakh li-



at the same plant. Additionally, the state-owned dairy federation has established a storage warehouse with a capacity of 1,500 tonnes for milk powder at the Tiruvannamalai plant to prevent spoilage.

Aavin's dairy farmers currently pro-

tres per day across its 27 district milk unions through concerted efforts. The efforts included, the provision of 85% subsidy on insurance premiums for cattle owned by members of its primary milk producers union. Furthermore, Aavin has increased subsidies on cattle feed and mineral mixture sales to dairy farmers, aiming to reduce milk production costs.

"The decision to introduce a Rs 3 incentive for milk with higher fat content has significantly boosted procurement. Since December 18 last year, Rs 108.3 crore has been distributed towards incentives for farmers in addition to procurement price," stated the release. duce 35.6 lakh litres a day, of which about 4 lakh litres are consumed locally by the producers themselves, while the remaining are procured by Aavin.

To further expand its milk handling capacity, Aavin plans to establish new dairy plants in Acharapakkam (Kancheepuram – Tiruvallur), Cuddalore, Dharmapuri, Namakkal, and Karur.

An official statement said works are underway for these new facilities. "Additionally, to maintain the cold chain for milk, four chilling centres with capacities of 2,000 and 143 centres with capacities of 5,000 have been established at a total cost of Rs 21.75 crore," it added.



#### INNOVATION KEY PILLAR OF GROWTH FOR NESTLE INDIA

June 18, 2024 https://dairynews7x7.com/innovation-key-pillar-of-growth-for-nestle-india/

Packaged foods major Nestle India has said that it is investing in innovation as an engine for growth in the country since India is the fastest-growing market for it globally.

"Our total sales witnessed a double-digit growth as we navigated a dynamic market landscape," said Suresh Narayanan, chairman and managing director (CMD), Nestle India, in the company's annual report for FY24, spanning 15 months.

Penetration, premiumisation and innovation combined with disciplined resource allocation were the key growth drivers for the business, the report stated.

"A significant portion of sales in 2023 was attributed to innovative products. This includes

science-led nutrition solutions, millet-based products and plant-based protein options that cater to diverse dietary needs," it said.

"Innovation is a core strength of the company. Over the past eight years, we have re-

calibrated, redirected and rejuvenated our portfolio, by launching over 140 new products," it added.

The proportion of sales of innovation products has been more than 6 per cent in 2023, up from 3 per cent in 2018, on the back of products like Lactogrow, Nescafe black roast, biryani mixes and Munch cereal. Nestle India saw its out-of-home business accelerate rapidly and become one of the fastestgrowing businesses in FY24.

Under the segment, the company collaborated with QSR (Quick Service Restaurant) chains like McDonald's India (West and South) and Krispy Kreme, and cinema operator PVR-INOX, to cocreate a menu using two of its flagship brands Kitkat and Nescafe.

The packaged foods major also partnered with restaurant chains Social and Boss Burger to test-launch its plant-based range.

While the company witnessed robust growth across all categories, India became the largest Nestlé market globally for Maggi and the second-largest market for Kitkat in FY24.

The growth in Maggi was aided by a balance of

product mix, pricing and volume growth in noodles and Maggi Masala-ae-Maggi Magic. The company also worked on renewing the recipe for Maggi tomato ketchup with 22 per cent less sugar. Riding the Hallyu wave, the company also launched Korean-flavoured Maggi

noodles in FY24.

"Our consistent efforts to strengthen brand trust and accelerate the pace of innovation has garnered immense consumer love and made India the largest Nestlé market worldwide for Maggi," said Rajat Jain, Head of Foods at the company.





#### **Opportunities for Nestle**

#### Demographically driven demand

Innovation key to cater to India's largest Gen Z population known for their digital fluency and brand awareness.

#### **Rising rural demand**

With advancements in infrastructure, improving access and growing purchasing power, rural population presents a vast consumer base

#### Premiumisation driving growth

This trend is notably more pronounced in the top 100 cities, driven by increased disposable income.

#### **Human-AI collaboration**

Al being used in customer engagement, product development, pricing and distribution and personalised shopping experience

#### MILK PRICES SLASHED DOWN IN CHENNAI AFTER A LONG TIME IN THE ABSENCE OF

#### SALES

June 18, 2024

https://dairynews7x7.com/milk-prices-slashed-down-in-chennai-after-a-long-time-in-the-absence-of-sales/

n response to a decline in the sale of milk and dairy products, Hatsun, the producer of Arokya milk and curd, has reduced the price of its full cream milk by 2/litre and curd by 4/kg, effective from Tuesday.

This marks the first price reduction in several years, with the last dip occurring during the pandemic when private milk sales to hotels, tea

shops and other establishments

Other private follow suit and retail price (MRP) Chennai-based implement similar beyond Chennai city holidays, many



milk sales to hotels, tea commercial collapsed.

dairies are expected to lower their maximum later this week. Another dairy has decided to pricing changes in areas Kancheepuram and limits. During summer people travelled outside

Chennai, resulting in a decline in private milk and curd sales by 10% to 20%. Additionally, summer rains in May significantly boosted milk production in Tamil Nadu.

Consequently, private milk companies have reduced procurement price by up to 10 per litre without prior notice since the last week of May.

They are now procuring milk at 30/litre to 32/litre, compared to 42 last month.

"But these companies did not pass on this benefit to consumers by reducing the selling price," said S A Ponnusamy from the Tamil Nadu Milk Dealers' Welfare Association.



Ponnusamy said private milk companies, which increased the selling price of milk by 4 per litre immediately when the procurement price was increased by just 0.50 paise per litre last year, should corre-

spondingly reduce now that the has dropped by 10

Domestic

however, argue that primarily used by shops. They believe should consider toned milk and M Somasundaram, activist, pointed out often focusses neglecting quality.



the selling price procurement price per litre.

consumers, full cream milk is hotels and tea private companies reducing the MRP of standardized milk. a consumer rights that the discussion solely on prices,

"The fat content in milk is crucial, and while private companies currently perform better than Aavin, the market dynamics are expected to shift significantly once Amul fully enters Chennai market," he said.



#### WHAT VEGETARIANISM MEANS IN INDIA ?

June 17, 2024 https://dairynews7x7.com/what-vegetarianism-means-in-india/



f being vegetarian means having diets loaded with dal (pulses), sabzi (vegetables) and phal (fruits), sans any animalorigin products, most Indians would probably not make the cut.

The latest official Survey on Household Consumption Expenditure for 2022-23 (August-July) shows that the average monthly per capita spending in rural India on vegetables (at Rs 202.86), fresh and dry fruits (Rs 140.16) and pulses (Rs 75.98) was lower than on milk and milk products (Rs 314.22). The value of per capita consumption was similarly higher for milk (Rs 466.01) than vegetables (Rs 245.37), fruits (Rs 245.73) and pulses (Rs 89.99) even in urban India.

No less revealing is the per capita expenditure on dal, sabzi and phal in "vegetarian" Rajasthan being below the national average (both rural and urban) for these items. Or, for that matter, the value of vegetable consumption by the average person in the eight Northeast Indian states being higher than not just the corresponding all-India level, but even of "Vaishnav-Jain" Gujarat.

Simply put, being vegetarian in India is not being vegan. Indians, if at all, are lacto-vegetarian. Even those who call themselves vegetarian generally don't abstain from consuming milk and dairy products.

In a monograph titled Key to Health – originally penned in 1942, while he was incarcerated at Pune's Aga Khan Palace – Mahatma Gandhi made a distinction between "vegetarian" and "flesh" foods. The latter included fowl and fish. Milk, for him, was an "animal food", like "sterile eggs" that are laid by hens (without being "allowed to see the cock") and do not develop into chicks.

"Milk is an animal product and cannot by any means be included in a strictly vegetarian diet...But experience has taught me that in order to keep perfectly fit, vegetarian diet must include milk and milk products such as curd, butter, ghee, etc.," he wrote, while hoping for the discovery by selfless scientists of a "vegetable substitute" that would obviate the "necessity of adding milk to [a] strict vegetarian diet".

The monthly per capita consumption expenditure on vegetables may be relatively low or even below the all-India average in Gujarat and Rajasthan. But the average rural Gujarati spends Rs 476.35 and her urban counterpart Rs 669.78 per month on milk, with these at Rs 660.85 and Rs 776.47 respectively for Rajasthan. The value of the per capita milk consumption in the two states is way above the corresponding average of Rs 314.22 for rural India and Rs 466.01 for urban India.

There is, perhaps, some nutritional underpinning to milk consumption being high among vegetarians in India. Animal products, including milk, are rich sources of protein. These contain a balanced combination of all essential amino acids that the human body cannot synthesise and have to, therefore, be supplied through one's diet. Plant proteins, by contrast, are incomplete. Even soyabean, pulses and legumes are deficient in the essential amino acids, methionine and cysteine.

What it means is that the pure vegan route requires a variety of plant protein sources, used in the right combination, to achieve the desired amino acid balance. An easier, more practical, alternative is to be lacto-vegetarian. Not for nothing that milk has traditionally been synonymous with purity and good health in India – even in regions or among communities steeped in anti-meat values,.

#### Which are the "vegetarian" and "non-vegetarian" states?

The accompanying tables show that the states where the average household monthly per capita expenditure on milk and dairy products is higher than on egg, fish and meat – in other words, "vegetarian" – are primarily in North, West and Central India.

These cover the Vaishnav-Jain-Arya Samaj belt of Gujarat, Rajasthan, Haryana and Punjab, the

Hindi heartland of Uttar Pradesh, Madhya Pradesh and Bihar, and, to a lesser extent, Maharashtra and Karnataka.

In all, there are some 14 "vegetarian" states. That includes Sikkim, although the average person's monthly spend on egg, fish and meat there (Rs 555.02 in rural and Rs 608.20 in urban) is much above the corresponding all-India numbers of Rs 185.16 and Rs 230.66 respectively.

At the other end are the "non-vegetarian" states. There are 16 of them, whose average consumption expenditure on egg, fish and meat exceeds that on milk, at least in rural areas.

These include not only the hardcore fish and meat (even beef) eating states such as Kerala, Goa, West Bengal and those in the Northeast. Equally interesting are Odisha, Jharkhand and Chhattisgarh – states with significant tribal populations that is reflected in their high per capita consumption of egg, fish and meat relative to milk, especially in rural areas. Rural households in Andhra Pradesh and Telangana, likewise, exhibit a preference for what Indians normally view as "non-vegetarian" items.

The defining factor of "vegetarian" in India appears to be not dal-sabzi-phal, but doodh or milk. Those who have a lot of it tend to abhor flesh foods. Nutritionally too, so long as they drink doodh, they miss little by not eating fish, meat or egg.



#### GOA MILK COOPERATIVE ASKS NATIONAL DAIRY DEVELOPMENT BOARD TO DE-

#### **PUTE MD**

June 17, 2024 https://dairynews7x7.com/goa-milk-cooperative-asks-national-dairy-development-board-to-depute-md/

The Goa Dairy, officially known as the Goa State Cooperative Milk Producers' Union, has asked the National Dairy Development Board (NDDB) to depute a full-time managing director.

After serving Rane resigned on May committee of Parab was in charge. office on Dec 5, 2022. NDDB has a scheme send a person as a MD years.

Parab, a veterinarian, reins of the Dairy on committee. He said that



for 17 months, Yogesh 17 and a member of the administrators Rama G Rane had joined the Rane said that the wherein the board can on deputation for two

has been taken over the behalf of the he has been appointed

as the MD as per the recent directives of the high court. The officer is paid by the NDDB, Parab said.

Committee chairman Parag Nagarsekar said that Rane had managed to streamline affairs at the Union.



#### HUMAN FINGER AND DEAD CENTIPEDE FOUND IN ICECREAM AT MUMBAI AND

#### NOIDA

June 16, 2024

https://dairynews7x7.com/human-finger-and-dead-centipede-found-in-icecream-at-mumbai-and-noida/



AYS after a resident of Mumbai found a piece of flesh, suspected to be of a human finger, in an ice-cream cone, the Food Safety and Standards Authority of India (FSSAI) conducted an inspection at the premises of Fortune Dairy Industries, the third party manufacturer of the ice cream, in Indapur taluka of Pune and has stopped the facility's operation.

On Wednesday, 26-year-old Brandon Ferrao, a Mumbai based doctor, had filed a complaint with Malad police station after he found a piece of flesh with a nail in a Yummo's butterscotch ice cream of the parent company Walko QSR Company Pvt Ltd, which he had ordered through delivery app Zepto.

The premises of the Fortune Dairy Industries wore a deserted look, with its operations having been ordered to stop in the early hours of Saturday following an inspection by the FSSAI that started on Friday.

The production unit is located around 130 kilometres from Pune city in the industrial cluster of Maharashtra Industrial Development Corporation (MIDC) in Loni Deokar area of Indapur taluka of Pune district. Mumbai police and earlier said that they were investigating the supply chain from the delivery executive to the third party manufacturer. A declaration by Walko QSR Company Pvt Ltd on Saturday read, "We, Walko QSR Company Private Limited, hereby confirm & declare that the Batch Number 107E24 for Alphonso Mango Cone (110ml) and Batch Number I11E24 for Butterscotch Cone (110ml) are manufactured by Fortune Dairy Industries Private Limited at its plant located at Plot Number C-55, MIDC Indapur, Maharashtra, Pune-413106."

An officer from Indapur police station, which has jurisdiction over the area where the Fortune Dairy Industries is located, said, "We are aware of the ongoing investigation by the Malad police. As of now we do not have any reports or information about any person having sustained an injury or having lost any finger in our jurisdiction."

On the condition of anonymity, a staffer at Fortune Dairy Industries said, "Our company has a manufacturing licence from the central agency FSSAI since we supply to entities across India. On Friday afternoon, a team from the FSSAI arrived at the facility and citing the FIR registered at Malad police station, they conducted an inspection and a panchnama of our unit. The inspection went on (till) early Saturday morning, after which they ordered that operation at the facility be stopped." The Indian Express tried to contact office bearers at the Fortune Dairy Industries, but none could be reached.



The action was conducted by the Mumbai based Western Regional unit of FSSAI. On Saturday afternoon a team from Mumbai police visited the Fortune Dairy Industries for the case's investigation.

Another staffer at the facility said, "Fortune Dairy Industries started the manufacturing unit in April-May 2020. The company receives anywhere between one to two lakh litres of milk everyday from producers in Pune, Solapur and other nearby districts. The main products of the company are butter and SMP (skimmed milk powders). We have started manufacturing the ice cream for other vendors only in 2023 and that is around five per cent of our total

business. In the case of Walko company ice creams, we get the raw materials that are — cream, SMPs and other ingredients from Walko, who also holds the proprietary secret recipe. Two officers from Walko are

stationed at our facility to monitor the manufacturing process."

The staffer added, "There are around 50 skilled workers, and 150-160 unskilled workers employed at the facility along with a dozen supervisors and managerial staff. All these people and hundreds of milk suppliers whose milk we purchase everyday, are now facing uncertainty due to this action by authorities. I have heard that our company officials are talking to other large scale milk purchasers asking to purchase the milk from our suppliers so that their milk is not wasted."

Meanwhile officials from Food and Drug Administration (FDA) in Pune said that after the incident in Mumbai came to light, their team visited an ice cream manufacturing facility in Hadapsar area of Pune which is owned by the parent company Walko. "We took some samples of manufactured product and some more of the raw material, for testing, as a precautionary measure on the backdrop of the case in Mumbai," said an FDA officer.

#### Centipede in Amul's Ice cream

Later , A woman in Uttar Pradesh's Noida claimed she found an unwelcome guest, a centipede, inside an Amul vanilla ice cream tub that she ordered online. The shocking incident came days after a doctor from Mumbai discovered a human finger while enjoying his ice cream that he ordered online.

The woman, Deepa, a resident of Noida Sector-12, had ordered Amul vanilla ice cream via Blinkit on Saturday. When she received and

> opened the ice cream box, she was shocked to find a dead centipede, frozen, stuck inside.

> She then posted a video on social media, showing the many-legged intruder and narrating her experi-

ence. Once the video went viral, Blinkit refunded Deepa's money and initiated an investigation. Amul also reached out to the woman to assure her that they would look into the matter.

A food department team took note of Deepa's video and went to her house for questioning as part of its investigation. After questioning her, the food department officials visited the Blinkit store in Sector-22, from where the ice cream tub with the centipede in it, had been dispatched.

A food department team inspected samples of Amul vanilla ice cream tubs at a Blinkit store in Noida. (Photo: India Today)

The officials inspected the place where the Amul ice cream vanilla tubs were kept and sent samples of them for testing. It is being said that a lot of dust was found at the Blinkit store, raising hygiene concerns.





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## **Global News**





#### \$100 PER COW: WHY DENMARK IS IMPOSING TAX ON LIVESTOCK FARTS June 27, 2024

https://dairynews7x7.com/100-per-cow-why-denmark-is-imposing-tax-on-livestock-farts/

enmark will tax livestock farmers for the greenhouse gases emitted by their cows, sheep and pigs from 2030, the first country to do so as it targets a major source of methane emissions, one of the most potent gases contributing to global

warming. The aim is to reduce Danish greenhouse gas emissions by 70% from 1990 levels by 2030, said taxation minister Jeppe Bruus.

Denmark will impose cattle farmers with a tax on livestock carbon dioxide emis-

sions from 2030, claiming it will be the first country to do so.

Denmark will tax livestock farmers for the greenhouse gases emitted by their cows, sheep, and pigs starting in 2030, becoming the first country to do so. The tax targets a major source of methane emissions, one of the most potent gases contributing to global warming.

#### Why it matters

- The Danish government aims to reduce greenhouse gas emissions by 70% from 1990 levels by 2030, said taxation minister Jeppe Bruus.
- Methane, though less discussed than carbon dioxide, traps about 87 times more heat over a 20-year period, according to the US National Oceanic and Atmospheric Administration.

- As per a UN report, livestock account for about 32% of human-caused methane emissions.
- As per a Guardian report, researchers have dedicated a surprising amount of effort to investigating the relationship

between animal flatulence and the Earth's climate.

• One hypothesis suggests that the gas emissions from large dinosaurs, specifically sauropods, may have had an impact on the planet's climate in the past. While sharks are seldom

observed expelling gas, cows, like sheep and goats, belong to the ruminant family, possessing four stomachs. This unique digestive system results in substantial methane production, a potent greenhouse gas.

- A single cow can generate up to 200kg of methane annually, primarily through burping, with some gas also escaping from the rear.
- A typical Danish cow produces 6 metric tons (6.6 tons) of CO2 equivalent per year.
- Denmark, which is a large dairy and pork exporter, also will tax pigs and other animals too.

#### Zoom in

 As of 2030, Danish livestock farmers will be taxed 300 kroner (\$43) per ton of carbon dioxide equivalent, increasing to 750 kroner (\$108) by 2035.



- However, due to a 60% income tax deduction, the actual cost per ton will start at 120 kroner (\$17.3) and rise to 300 kroner by 2035. A typical Danish cow produces 6 metric tons of CO2 equivalent per year, translating to an annual tax of 672 kroner (\$96) per cow.
- The proceeds from the tax will initially support the agricultural industry's green transition and be reassessed after two years. The tax is part of Denmark's broader strategy to meet its climate goals, which also includes substantial investments in environmental projects like reforestation.

#### The big picture

- Denmark's move comes after months of protests by farmers across Europe against climate change regulations.
- Methane levels have surged since 2020, with livestock accounting for about 32% of human-caused methane emissions, according to the UN Environment Program.
- The tax agreement is part of a broader coalition deal, which includes a \$3.7 billion investment in reforestation and wetlands to help meet climate goals.

#### **Between the lines**

 New Zealand had passed a similar law set to take effect in 2025, but it was repealed after heavy criticism and a change in government.  In contrast, Denmark's tax agreement, reached late Monday, involved the center-right government, farmers, industry representatives, and unions. The tax is expected to pass in the 179seat Folketing, or parliament, after a broad-based consensus.

#### What they are saying

- Taxation minister Jeppe Bruus: "We will take a big step closer in becoming climate neutral in 2045," adding that Denmark "will be the first country in the world to introduce a real CO2 tax on agriculture."
- Maria Reumert Gjerding, Danish Society for Nature Conservation: Described the tax agreement as "a historic compromise," noting it lays the groundwork for a restructured food industry beyond 2030.
- Peder Tuborgh, CEO of Arla Foods: Said the agreement was "positive" but emphasized that farmers who are actively reducing emissions should not be taxed.

#### What next

Denmark's livestock tax sets a precedent that could inspire other countries to follow suit. The Danish government's goal is to become climate neutral by 2045. The effectiveness of this policy will be closely watched as other nations consider similar measures to address their agricultural emissions.



#### FDA ANNOUNCES NEW FSSAI REQUIREMENTS FOR DAIRY EXPORTS TO INDIA

June 28, 2024

https://dairynews7x7.com/fda-announces-new-fssai-requirements-for-dairy-exports-to-india/



The Food Safety and Standards Authority of India (FSSAI) has implemented new requirements for dairy products for human consumption imported into India. Effective September 1, 2024, FSSAI is requiring establishments that import dairy products into India to appear on FSSAI's lists of approved establishments eligible to export such products. FSSAI will include establishments on these lists that have been found to comply with applicable food safety requirements by the competent authority of the exporting country.

FSSAI has indicated that establishments should be included on India's list of approved establishments if they intend to manufacture dairy products for export to India that are intended for use as (or in) food or nutraceuticals including whey and lactose products.

As the U.S. competent authority, the U.S. Food and Drug Administration (FDA) provides export certification for dairy products manufactured in establishments that are included in the Export Listing Module (ELM). Such certification helps facilitate U.S. exports easily and allows U.S. establishments to be included on FSSAI's approved establishments lists. U.S. establishments are eligible for the FSSAI list if they comply with applicable FDA requirements for the products intended for export.

The FDA will maintain a list of establishments that have expressed interest in exporting dairy to India and that we have found to comply with applicable U.S. requirements, and we will transmit an initial list of such firms to FSSAI by September 1, 2024. Establishments that wish to be included in the initial list should request to be added to the lists through August 23, 2024, using the ELM. Going forward, the FDA will send updates to these lists on a quarterly basis as described on the Food Export Lists webpage.

For more details including step-by-step instructions on how to apply in the ELM, visit Online Applications for Export Lists. Please contact the Export Certification Team at CFSANExportCertification@fda.hhs.gov for any additional questions about the ELM.



#### CHEESE AND CHINA ARE DRIVING US DAIRY ECONOMY

June 25, 2024 https://dairynews7x7.com/cheese-and-china-are-driving-us-dairy-economy/

fter a strong first quarter, the U.S. dairy economy looks promising for the remainder of 2024, but several factors could sway expectations quickly.

Record exports and increased domestic demand are positive, said Kathleen Noble Wolfley of Ever.Ag's financial analysis team.

But large export markets, including China and

Mexico, are becoming less predictable, and farmers have limited options for growth.

"Sometimes we can have really bullish things and really bearish things, and they combine to kind of be neutral," said Colin

Kadis, a dairy market adviser at Ever.Ag, during a June 21 webinar hosted by the Center for Dairy Excellence.

After a period of low cheese prices because of a lack of sale opportunities, exports have helped empty the saturated market. February, March and April all broke export records, Wolfley said.

So far this year, cheese exports are up by 75 million pounds over last year.

"That's big volume that, in 2023, was looking for a home in the domestic market, putting pressure on prices, but in 2024, that's product that's finding a home in Mexico or South Korea or Japan," Wolfley said.

Mexico has played a large part in export increases, buying 35% of U.S. cheese exports and almost 50% of milk powder.



But, in the last couple weeks, Mexico has elected a new president, and the peso's value is taking a hit.

While exports have been up overall, sales to China have been down, which is unexpected and disappointing, Wolfley said.

Wolfley said she's heard China may even be looking to export in the near future.

Many countries sell dairy products to China and may now be looking to shift to other markets, potentially competing with U.S. dairy.

Because of decreased shipping costs, some

exporting countries may be able to beat the U.S. on price, Wolfley said.

"Mexico's like the race car of exports," Kadis said. "They come in, and they're able to get some really good deals and help us on the short term.

"China feels like the semi-truck of exports. When China comes in, they have the potential to just clear the entire market and kind of change a year's worth of pricing."

Fortunately for the U.S., exports aren't the only positive for cheese.

Domestic demand has increased in the last several weeks, both in restaurants and stores, thanks to big brands' promotions, Wolfley said.

This comes amid consumer strain. Credit card debt and delinquencies are both up, and those looking for a job may have a harder time finding one than they would have in the past few years, Wolfley said.



It's not all bad, though. For some (presumably affluent) individuals, travel and 401(k) contributions are also both up, Wolfley said.

Either way, cheese prices may climb if demand stays up, so promotions could stop, Wolfley said.

Dairy production is steady, but it's a bit lower than the past, Wolfley said.

Bovine influenza A — avian influenza in cows - is causing "rolling brownouts," Wolfley said.

The disease doesn't knock out an area's milk production, but production declines in infected herds by about 10%.

The trend is for production to drop for about two weeks and then climb back to normal over another two weeks, Kadis said.

"The market is already tight, and milk supply being a little tighter could make that situation even worse," Wolfley said.

Other production-limiting factors include difficulty for those trying to grow the herd.

For the rest of 2024, Ever.Ag's team projects class III futures between \$18 and \$20 per hundredweight and class IV between \$20 and \$22. But nothing is a guarantee.

"We will continue to see volatility in these markets," Wolfley said.

#### FONTERRA BOSS EXPLAINS SALE

June 25, 2024 https://dairynews7x7.com/fonterra-boss-explains-sale/ onterra suppliers have received an in-

sight into the company's future direction from Oceania managing director René Dedoncker.

Mr Dedoncker spoke at Fonterra's Industry Breakfast in Moama on June 12. which also heard from Farm Source director Matt Watt.

Mr Dedoncker said the decision to sell the Australian asset



where we see Fonterra as a special, ingredients-based business."

Mr Dedoncker reiterated Fonterra the busi-

ness is in a strong position and the consumer business is expecting to have

He is expecting the divestment process to take a couple of years and he assuppliers sured Fonterra will continue to support

as part of the Oceania deal was a strategic board decision based on the long-term future of the company.

Demographics, protein and future capital were some of the major drivers behind the decision.

"The business we have today is going to be different to where we want to be in the future suppliers and pick up their milk in the meantime.

"Farmers will be kept up to speed on what is happening and it really is a fantastic opportunity for another processor to enter the country, which is great news for the industry," Mr Dedoncker said.

a record year.



Mr Watt said the drop in this season's milk price had not come as a surprise to the vast majority of suppliers.

"We had a wish list, but the reality is the market kicked in and there has been a down tick in pricing," Mr Watt said.

He said one of the major contributors to the downturn was a growing Chinese domestic market.

"Production in China grew by eight billion litres, and even though their cost of production is around \$10.50kg/ms and the market has come back to \$9.30, the industry will continue to grow because of government investment.

"This reduces their need to import," Mr Watt said.

He did say the global factors which have driven the adjustment are starting to rebalance, and if the Australian dollar remains where it is, there could be step ups.

"If Fonterra did not have this adjustment, we would be put under more financial pressure," he said.

"Australian exports have dropped by 17 per cent, while imports have increased by 19 per cent."

Mr Watt blamed some of the increase on the cost of living as consumers were seeking cheaper, imported alternatives.

"Fonterra can't shrink their way to prosperity, we will just have to work our way through this."

Supplier council chair Paul Weller said while suppliers did not like the \$8 price, he understood the decision behind it.

"Cheap imports are coming in and undermining market returns," Mr Weller said.

"The council plays an important role for farmers, and we will be watching the market closely, and if there are indicators, we will be telling the company its time to step up."

Mr Weller said he heard about the divestment after Mr Dedoncker rang him at 6.34am.

"Straight away I said there will be some nervousness among suppliers, but the reality is whoever buys the business is going to want milk supply and that is a positive."



#### PACKAGED MILK PER LITRE: CONSUMERS TO PAY RS50 MORE FROM JULY 1

June 24, 2024

https://dairynews7x7.com/packaged-milk-per-litre-consumers-to-pay-rs50-more-from-july-1/



Pakistani packaged milk consumers will pay an additional Rs50 per litre starting July 1, 2024 due to the implementation of an 18 percent General Sales Tax (GST) in budget.

The proposed 18 percent sales tax on packaged milk in the new budget could prove to be disastrous and, if not withdrawn, may shrink the size of the formal dairy sector by more than 70 percent, industry sources said.

Also, the imposition of an indirect sales tax instead of a direct income tax is expected to inflict a loss of at least Rs23 billion on farmers who are still reeling from the government's illplanned wheat imports during the caretaker setup, they added.

The industry will not be able to buy milk from the farmers as this tax will erode their profits, they said.

The manufacturers and other stakeholders that are linked to the country's small but documented packaged milk industry are concerned over the government's plan to levy an 18 percent sales tax on packaged milk from next financial year which will start from July 01. The formal dairy sector helps farmers improve their living standards through guaranteeing the timely purchase of their milk produces, they said.

Despite being one of the world's largest milk producers and consumers, Pakistan is a country where 40 percent children are suffering from issues like abnormal height, 29 percent are underweight while 18 percent are scrawny because of malnutrition.

About 90 percent of more than 240 million Pakistanis consume fresh unprotected milk while only 10 percent use packaged milk.

This number will further go down, which will be a huge blow for the government's efforts to document the economy," they said.

"The dairy industry is a staunch supporter of taxation for the country's development, but there must be a level playing field for the stakeholders to compete, they said.

They demanded of the government to withdraw the proposed 18 percent sales tax on packaged milk and devise policies that could incentivise and help the whole supply chain of dairy industry ensure that the consumers have easy access to pure and healthy milk products.



#### DAIRY DOMINOES: HOW CHINA'S INCREASED DAIRY SELF-SUFFICIENCY IS RESHAP-

#### **ING GLOBAL TRADE**

June 21, 2024

https://dairynews7x7.com/dairy-dominoes-how-chinas-increased-dairy-self-sufficiency-is-reshaping-global-trade/

hina's growing self-sufficiency in dairy production is having a profound influence on global dairy trade. As China produces more dairy products domestically, New Zealand must seek alternative markets for its whole milk powder exports, leading to greater global dairy export competition and below-average milk powder prices.

China's increased dairy production ripples around the globe

China's whole milk powder imports, 2010-2023 (Rabobank)

China's monumental achievement in selfsufficiency in milk production, representing a staggering 11m metric tons from 2018 to 2023, has left

an indelible mark on the global dairy sector. The country's whole milk powder (WMP) imports plunged from an average of 670,000 metric tons between 2018 and 2022 to a mere 430,000 metric tons in 2023.

Mary Ledman, Global Strategist for Dairy at Rabobank, describes the global dairy sector as a row of dominoes, with China's demand representing the first domino, followed by New Zealand's supply, and finally a key commodity: WMP.

"If China's demand falls, it triggers a chain reaction, causing each subsequent domino to topple. This has inevitably intensified competition among the existing dairy-exporting regions and led to lower-than-average global milk powder prices," says Ledman.

## New Zealand adjusting its product mix and export strategy

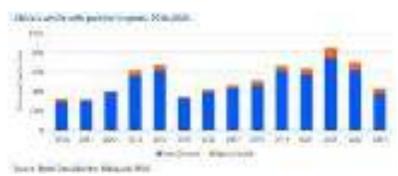
New Zealand accounts for less than 3% of world cow milk production but over 25% of global dairy trade. As the primary dairy exporter to China, it must now find alternative markets for the milk equivalent of nearly 150,000 metric tons of WMP. Almost 1.3m metric tons of milk – equivalent to 6% of New



Zealand's annual milk production – is now in search of import destinations in the form of WMP, skim milk powder (SMP), milkfat, and cheese.

New Zealand's WMP exports peaked in 2021 due to China's ro-

bust demand, which dropped in the subsequent years. In response, New Zealand adjusted its export strategy, increasing exports of SMP, butterfat, and cheese, offsetting a 255,000 metric ton fall in WMP exports between 2021 and 2023.



In 2022 and 2023, New Zealand also multiplied its WMP imports to Algeria, the world's second-largest WMP importer. "This caused the



New Zealand dairy supply domino to cascade into the European market, the traditional WMP and SMP supplier for Algeria," explains Ledman. "New Zealand also diverted milk from WMP to SMP, resulting in a nearly 40% boost in its total SMP exports from 2021 to 2023, putting pressure on SMP exports from the EU and the US."

#### A challenge for dairy exporters

China's growing milk and dairy production offers opportunities for companies supporting animal health, genetics, nutrition, manure management, and milking and processing equipment. While it is doubtful that China would be become a net dairy exporter, says Ledman, "it nevertheless poses a significant challenge to the key dairy exporting regions, which have significant exposure to the Chinese market and will need to continue to adapt to the changing market dynamics."

She cautions: "While the cost of production will play a role in competitiveness, shorter supply chains and increased trade protectionism could potentially offset these costs. China's increased self-sufficiency may serve as an example for other countries aiming to reduce reliance on trade."

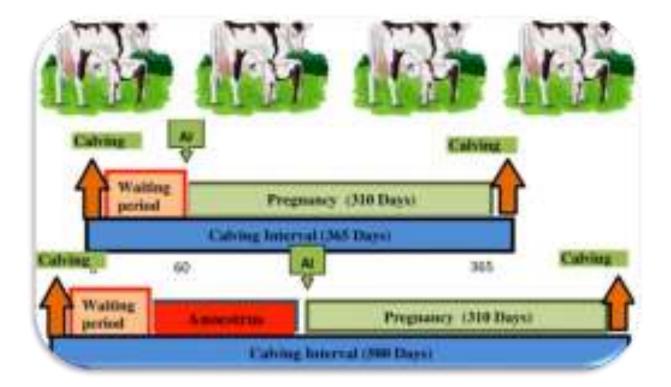


#### LONGER CALVING INTERVAL RESULTED IN HEIFERS WITH GREATER BODY WEIGHT

#### **AND LOWER MILK**

June 20, 2024

https://dairynews7x7.com/longer-calving-interval-resulted-in-heifers-with-greater-body-weight-and-lower-milk/



In a pioneering research study, scientists have established relationship between calving interval and its impact on the offspring's health, milk production in their first 100 days of first lactation and other important factors.

Extending the time before inseminating dairy cows voluntarily could reduce how often they give birth, aiming to choose better times for insemination when cows are less likely to have fertility issues. Researchers wanted to see how this affects the health and milk production of calves born from cows with different waiting periods before insemination and different lengths of time between calving events.

They studied Holstein Friesian dairy cows, totaling 154 (41 first-time mothers, 113 experienced mothers). The cows were grouped by factors like how much milk they produced and their somatic cell count, then randomly assigned waiting periods of 50, 125, or 200 days before insemination. They focused on female calves (62 total) born to cows with different lengths of time between calving events.

They found that the length of time between calving events didn't affect the birth weight of the calves. However, from birth until they were weaned, calves born to cows with shorter times between calving events had higher levels of a substance called plasma nonesterified fatty acids compared to calves born to cows with longer times between calving events. These shorter intervals also led to higher levels of certain antibodies in the calves before they were weaned.

After weaning until the calves themselves gave birth for the first time, those born to cows with shorter intervals between calving events



tended to have higher levels of plasma nonesterified fatty acids than those born to cows with longer intervals.

During the first 100 days after giving birth for the first time, calves born to cows with longer intervals between calving events tended to have lower levels of a substance called plasma IGF\_1 and produced less milk that was adjusted for fat and protein content compared to calves born to cows with shorter intervals. However, these effects were not consistent across all groups with different lengths of time between calving events.

In summary, extending the time between calving events in dairy cows did not affect the birth weight of their calves or their body weight during the period before they were weaned or raised. However, calves born to cows with longer intervals between calving events had less of certain antibodies and lower levels of a specific substance in their blood before weaning. During the first lactation period of these calves, those born to cows with longer intervals between calving events tended to have lower levels of another substance in their blood and produced less milk with adjusted fat and protein content compared to calves born to cows with shorter intervals between calving events.

#### Summary

In conclusion, calves born from dams with an extended calving interval differ in natural antibodies, body weight, and milk performance across different periods from birth until the first 100 DIM. More differences among CInt groups in immune variables were observed before weaning, and more in body weight, and milk production variables occurred after calving. A longer calving interval in dams, resulted in heifer calves with lower IgG and IgM levels against keyhole limpet hemocyanin (KLH) and lower plasma Non esterified Fatty acid (NEFA )concentration during the first 12 weeks of life. While during the first 100 DIM (Days in milk ) of the offspring's first lactation, a longer calving interval in dams resulted in heifers with greater body weight and lower milk production. This is one of the first studies that evaluated the effects of dam's calving interval on offspring's performance. Although we found some consequences of CInt in terms of immunity during early life and milk production during later life, results need to be confirmed in further studies.



#### SPAIN'S IDILIA FOODS BUYS 50% OF DAIRY DRINKS MAKER CACAOLAT

June 20, 2024

https://dairynews7x7.com/spains-idilia-foods-buys-50-of-dairy-drinks-maker-cacaolat/

S pain-based Idilia Foods has struck a deal to acquire 50% of local dairy-drinks business Cacaolat from beer giant Damm.

The deal, agreed for an undisclosed sum, will see Idilia and Damm "jointly manage" Cacaolat, which markets drinks under its namesake brand, as well as Letona milk and Laccao chocolate milk. According to the statement, Cacaolat generated a turnover of €82m (\$88.1m) in 2023, up more than 12% on 2022. The business employed 225 staff last year, the statement added.

Cacaolat, founded in 1933, sells its products in more than 30 countries.

Idilia and Damm said the deal would help fur-

The transaction remains subject to the approval of Spain's National Markets and Competition Commission.

Idilia Foods' portfolio already includes the Cola-Cao and Paladin drinking choco-

late brands, as well as Okey milkshakes. It also owns the chocolate spread brand Nocilla.

Under the terms of the deal, the production of Cacaolat brands will continue at the company's plant in Catalonia in north-east Spain. The business will also still be led by general director Josep Barbena, a joint statement from Idilia and Damm read.



ther expand the presence of Cacaolat's brands "in the national and international markets".

Beer giant Damm acquired full control of Cacaolat in 2021 after buying out Cobega, its then partner in the business.

In June last year, Idilia sold its meat-free foods arm Obrador Sorribas to Sanygran Foods, a Spanish plant-based foods business.

"Spain's Idilia Foods buys 50% of dairy drinks maker Cacaolat" was originally created and published by Just Food, a GlobalData owned brand.



#### **INNOVATION AND INFLATION: DUAL FORCES SHAPING THE PLANT-BASED MILK**

#### MARKET

June 20, 2024 https://dairynews7x7.com/innovation-and-inflation-dual-forces-shaping-the-plant-based-milk-market/



ilk alternatives continue to hold the largest share of all plant-based categories—15% across the total market and 41% in the natural channel—as ongoing innovations intrigue a broader group of consumers.

Despite this growth, inflation remains a challenge for plant-based milk producers. Some varieties are also being discontinued or facing pushback from dissatisfied consumers.

From supermarkets to restaurants to e-commerce outlets—and everything in between the bottom line is clear: Consumers want more plant-based foods.

In our 2022 State of Marketplace report, PBFA shared the latest industry data covering the performance of plant-based food sales across retail and foodservice. We found that the industry hit a record \$8 billion in U.S. retail sales, driven by continuous innovation and a growing variety of options. These retail gains were significant considering the marketplace landscape coming off of the pandemic, supply chain disruptions, and a rising inflationary environment. Despite challenges for our nascent industry, plant-based food brands and marketplace partners alike helped sustain consumer demand for plant-based foods, and we saw a number of newer channels like ecommerce and foodservice grow.

This year, our Marketplace Development team has continued to analyze the performance of plant-based foods across channels, uncovering unique category trends and promising areas for further expansion, releasing the findings in our Plant-Based State of the Marketplace 2023 Report. In 2023, we saw the continuing effects of inflation on shopper behavior in retail, with overall dollar expenditures increasing but purchased units of all foods decreasing. Nevertheless, grocery shoppers have continued to seek out delicious and nutritious plant-based options (that now cover all classic foods), and the repeat rate of various plant-based categories have remained strong, demonstrating shopper loyalty and retention. In e-commerce, the annual growth rate for plant-based foods has now surpassed animal-based foods. Plantbased menu items are growing in foodservice outlets and not only are consumers coming back for more plant-based foods but operators are noting a significant increase in revenue from expanding their offerings. In short, we



When plant-based foods are easy for

consumers to find with ample space

and signage, both units and dollar

continue to see that plant-based foods ARE innovation and are driving growth and excitement.

### While

plantbased meat and milk still constitute the majority of sales, we see other categories gaining more traction in certain mar-

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les outace all other plantbased categoes. As an xample, the of ise plantbased milk, where

kets. The report uncovers opportunities for various plant-based categories such as dairy, cream cheese, sour cream and dips, baked goods, ready-to-drink beverages; and lays out data illuminating rapidly diversifying plantbased protein categories like tofu, eggs, and meals.

#### A few breakout highlights from the report:

- In 2023, plant-based foods dollar sales reached \$8.1 billion, growing 79% over the past five years. The household penetration rate and repeat rate remained strong at 62% and 81%, respectively.
- From 2021 to 2023, a majority of plantbased categories grew in dollar sales, with plant-based creamers, plantbased ready-to-drink beverages, plantbased protein liquids and powders, plant-based baked goods, and plantbased eggs growing in both dollar sales and unit sales.
- While the plant-based dollar share was nearly five times greater in the natural channel alone, certain plant-based categories such as yogurt, butter, and baked goods also grew rapidly across convenience stores.

sets are expansive, dollar sales are offsetting animal-based milk declines.Despite inflationary challenges, plantbased foods held firm at a 3.8% market share in total markets, and captured an impressive 18.4% in the natural market channel.

 Although health remains a top motivator today, we are now seeing consumers seek out plant-based options for many other salient reasons, including taste/flavor preferences, the excitement of trying something new, and the desire to add more variety to their eating.

#### 2023 Category Performance Reflects Inflation, Repeat Purchases

Per the Plant-Based Food Association's (PBFA) 2023 State of the Marketplace report, U.S. retail dollar sales for plant-based milk reached \$2.9 billion last year, while unit sales declined by 7.5%.

Furthermore, 44.1% of households purchased plant-based milk and 78.5% of households repeated their purchases, which suggests that most shoppers remain loyal to the category.



#### Innovation is a Key Category Driver

In terms of variety, almond milk continued to make up most sales of alternative milks in 2023, but oat, soy, and coconut saw the most dollar sales growth.

Other emerging milk types that grew in dollar sales included flax, cashew, and sunflower seed. Many such varieties were on display at the 2024 Specialty Coffee Expo.

"Plant-based consumers indicate that they have increased their plant-based dairy consumption due to more variety and novelty now available," noted PBFA's report authors. "As such, plant-based dairy products have the incredible opportunity to impact every eating occasion consumers experience, both inside and outside of the home."

#### Plant-based milk producers continue to innovate and expand into new territory.

For instance, Israeli start-up Better Pulse recently unveiled a plant-based milk base made with black-eyed peas. When used as a milk alternative format, the company told Food Navigator that the base is creamy, sustainable, and delivers eight grams of protein per serving – at least three times more than most oat milk alternatives.

#### Oat, Cow's Milk Mimics Grapple with Scrutiny

Per Innova Market Insights, consumers are still most open to trying plant-based milks made from familiar ingredients such as oat and coconut.

Some are turning their back on oat milk brands like Oatly and Planet Oat, however, as scrutiny grows over their nutritional value, low protein content, unpopular additives, and relatively high glycemic index, reported Yahoo Finance.

Alt-dairy beverages that are created to mimic the taste of cow's milk are also struggling to capture market share.

In March 2024, Danone discontinued Silk Next Milk and So Delicious Wondermilk. The CPG giant debuted both offerings in late 2021 after replicating the traits in milk — its taste, nutritional components, molecular composition but in plant form, reported Food Dive.

NotMilk, the mimic produced by unicorn Chilean food-tech company NotCo, is also dealing with the curdle of consumer malcontent. Per Yahoo Finance, some consumers say the product fails to recreate the taste of cow's milk and they can detect certain unwanted flavors including pineapple and cabbage juices.

#### Plant Milk Makers Challenge CPG Sales

More consumers are also opting to make plantbased milks at home as inflation suppresses CPG sales on the unit and volume level.

Nut milk makers from brands like Nutr produce plant milks by thoroughly grinding whole ingredients and mixing them with water.

Online searches for "Nutr milk maker" have increased by 1,500% over the past 24 months, according to Exploding Topics.

Nut milk makers are part of the Plant Milk Maker meta trend.

In addition to handling a variety of ingredients like nuts, grains, and legumes, plant milk makers can produce different textures, from thick and creamy for nut milk to light and watery for grain milk.



#### FRIESLANDCAMPINA DAIRY FARMERS RECEIVE OVER 245 MILLION EUROS AS SUS-

#### **TAINABILITY PREMIUMS**

June 19, 2024

https://dairynews7x7.com/frieslandcampina-dairy-farmers-receive-over-245-million-euros-as-sustainability-premiums/

FrieslandCampina member dairy farmers have taken significant steps in 2023 to make their dairy farms even more sustainable. The dairy farmers, who own dairy company FrieslandCampina through the cooperative, receive premiums of more than 245 million euros in total for their sustainability achievements. Of that amount, around 190 million euros is paid through the 'Foqus planet

Sustainable development' incentive system and over 55 million euros for participation in a special milk flow such as organic, On the way to PlanetProof and VLOG. This amounts in total to an average of 2.63 euros in premiums per 100 kilograms of farm milk.

The Foqus planet premium received by member dairy farmers is partly funded by the company, partly by customers paying for sustainability efforts, and partly by the member dairy farmers themselves through a cooperative deposit of 0.60 euros per 100 kilogrammes of milk, amounting to over 56 million euros.

Cor Hoogeveen, Executive Board member of the dairy cooperative Zuivelcoöperatie FrieslandCampina U.A., explained, "In 2023, under the name 'Foqus planet Sustainable development', we launched a new system for the payment of our sustainability bonuses. This is the first round of payments according to the new system. Our members were keen to know in advance the financial return in euros for specific sustainability results. Foqus planet Sustainable development offers precisely that insight, which encourages farmers to take further steps. Every dairy farmer is free to select sustainability measures that match his or her



own farming practice, thereby allowing us to benefit optimally from our diversity. As the Board we are tremendously proud of the results achieved by our dairy farmers, and would like to express our gratitude for their enormous dedication."

Mireille Einwachter, Chief Sustainability Officer at Royal FrieslandCampina N.V., continued,

"More and more customers of FrieslandCampina are setting specific climate goals. We are a partner for them in fulfilling those goals. Thanks to Foqus planet Sustainable development, we are able to demonstrate our sustainability performance transparently, backed up by

hard data, as a meaningful contribution to achieving their own goals. Our customers realise that these sustainability efforts have financial consequences on the farm, and as such are willing to jointly invest in sustainability. As reflected for example in our strategic collaborations with companies like Mars, Mondelēz, Danone, Nestlé and McDonald's, interest in sustainability continues to grow. We are keen to invite other market parties to also join us in helping to make the dairy supply chain even more sustainable."

#### Transparent financial rewards for members

Foqus planet Sustainable development rewards results in nine sustainability indicators across four themes: animal health and welfare, climate, biodiversity and grazing. The system makes clear to the dairy farmers the financial return from a specific result. The maximum Foqus planet premium is 3.50 euros per 100 kg



of milk in return for a maximum score in all indicators.

#### Acceleration for climate

The aim of Foqus planet Sustainable development is to accelerate the development of sustainability, with a clear focus at present on climate. To support our members in achieving this goal, FrieslandCampina will continue to organise a series of climate workshops and has developed the Measures tool; an online simulation programme that calculates the effects of measures on the farm for the sustainability results in Foqus planet. In addition, FrieslandCampina is working alongside various parties to promote innovations that will reduce the impact on the climate and nature, such as feed additives and carbon sequestration though the establishment of permanent grassland.

As an extra form of encouragement for members, the highest bonus within Foqus planet Sustainable development is paid for the indicator greenhouse gas emission; this bonus can be as much as 1.50 euros per 100 kg of milk. Reducing greenhouse gas emissions at member dairy farms is an integral part of FrieslandCampina's Climate Plan. The results for greenhouse gas emissions on the farm in 2023 will be further calculated and recorded, over the next few weeks, according to this methodology. FrieslandCampina will be publishing the total greenhouse gas reduction in 2023 in July, including the results achieved on member dairy farms.

### TOBACCO-LIKE PLANT ENGINEERED TO PUMP OUT NUTRIENTS FOUND IN BREAST MILK

June 19, 2024

https://dairynews7x7.com/tobacco-like-plant-engineered-to-pump-out-nutrients-found-in-breast-milk/



B reakthrough could pave way for formula milk that more closely replicates health benefits of breastfeeding

Scientists have genetically engineered a close relative of the tobacco plant to pump out nutrients found in human breast milk. The technology could pave the way for infant formula milk that more closely replicates health benefits of breastfeeding, according to the team behind the work. The study demonstrated that the genetically modified Nicotiana benthamiana could produce



complex sugars called human milk oligosaccharides (HMOs) that boost healthy gut bacteria and have benefits for the infant immune system.

Dr Patrick Shih, a plant and microbial biologist who led the work at the University of California, Berkeley, said: "Imagine being able to make all the human milk oligosaccharides in a single plant. Then you could just grind up that plant, extract all the oligosaccharides simultaneously and add that directly into infant formula. There would be a lot of challenges in implementation and commercialisation, but this is the big goal that we're trying to move toward."

Breast milk contains about 200 different HMOs, and they are the third most abundant solid component of human milk. They are indigestible for the nursing infant, but serve as food for bacteria that colonise the gut during the first weeks of life. By promoting healthy gut bacteria, there is evidence that HMOs reduce the risk of viral and bacterial infections and they may have other health benefits.

Currently, a small handful of HMOs can be manufactured using engineered E coli bacteria and major manufacturers are starting to incorporate them as an ingredient. But many HMOs remain difficult or impossible to produce in this way and isolating the beneficial molecules from other toxic byproducts is a costly process, so only a limited number of baby formulas include them.

In the latest study, published in the journal Nature Food, the scientists reprogrammed the plants' sugar-making machinery that is responsible for linking together simple sugars, called monosaccharides, into the vast arrays of branched chains that make up complex sugars. The scientists inserted genes designed to produce specific enzymes that are required to assemble basic sugars into a variety of HMOs. The genetically modified plants produced 11 known HMOs.

"We made all three major groups of human milk oligosaccharides," Shih said. "To my knowledge, no one has ever demonstrated that you could make all three of these groups simultaneously in a single organism."

This included a compound called LNFP1, which has been associated with infants having fewer infections, but cannot be made in large quantities using microbial fermentation methods. Shih and colleagues said the approach could lead to healthier and more affordable formula for babies, or more nutritious non-dairy plant milk for adults. Other scientific teams are investigating the potential for HMO-based medicines.

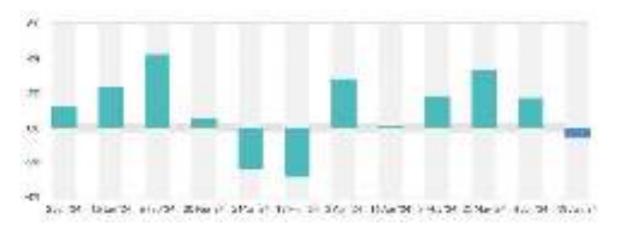
Shih said: "This could enable not just improved plant-based milks for infants but also for many other facets of adult diet and health. Plants have already been engineered to produce oils and fatty acids that are better for our health. These are just a few of a growing list of ways we can start making designer plants that are tailored to improve human health."



#### **GDT PRICE INDEX RECORDS FIRST DECLINE SINCE MARCH 2024**

June 19, 2024

https://dairynews7x7.com/gdt-price-index-records-first-decline-since-march-2024/



he Global Dairy Trade (GDT) price index has recorded its first decline since March 2024, falling by 0.5% at the latest trading event held today (Tuesday, June 18).

The price index now stands at 1,157, having decreased from 1,162 recorded at the previous GDT trading event on June 4. The drop comes after five consecutive increases.

A total of 16,787MT was sold at an average price of \$3,893/MT at the 358th GDT event held today. This compares to a price of \$3,824/MT at the previous event.

Anhydrous milk fat, butter, cheddar, lactose, skim milk powder (SMP), and whole milk powder (WMP) were sold at today's auction. Butter milk powder and mozzarella were not offered.

#### **GDT price index**

The price index of butter recorded the biggest increase at the trading event, up by 6.2% to \$7,350/MT. The price index of lactose saw a rise of 1.9% to \$801/MT.

An increase was also recorded for the price index of SMP, which rose slightly by 0.7% to \$2,766/MT. All other products offered recorded a drop in their price index.

The price index of WMP declined the most, down by 2.5% to \$3,394/MT. Anhydrous milk fat and cheddar recorded similar drops, falling by 1.2% to \$7,317/MT and by 1% to \$4,205/MT respectively.

Today's trading event included a total of 159 participating bidders, of which 106 were winning bidders across 21 bidding rounds and a total duration of two hours and 52 minutes.

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