

I select and write cover lines

INSIDE

Top 10 Trends

2023's top 10 food influences

The Dairy Report

Member Profile: a 2022 WorldStar Packaging Award winner

... and more

The Young Australian In Dairy Scholarship winner, milk market report, celebrations, sales, news, industry insight

Volume 44, No.1

February / March 2023

ISSN: 0157-7964

AUSTRALIAN

Dairy Foods



Official magazine of the
Dairy Industry Association of Australia



You don't need to compromise quality for cost savings

Our next-generation cultures and enzymes combined with our technical expertise can help make the savings you need without compromising the taste, texture, quality and safety of your product and brand.



Scan to
learn more

CHR HANSEN

Improving food & health



EXPLORE NATURAL HUE OPTIONS FOR ICE CREAMS

The popularity of natural ingredients in ice cream is on a rise and our innovative natural colors along with our capabilities and insights help you make them even more appealing

We provide a wide range of natural colors that are sourced from nature



BLUE
(Anthocyanin)



PINK
(Red Beet)



PURPLE
(Anthocyanin or Spirulina)


CUSTOMIZED BLENDS ARE AVAILABLE AS PER CLIENT'S SPECIFICATIONS

COLORS & FOOD INGREDIENTS DIVISION




INDUSTRIAL DYES



 rohaglobal



 roha-simpsons

contents

VOLUME 44, NO. 1 FEBRUARY / MARCH 2023

03

Scholarship Winner

Chr. Hansen-DIAA Scholarship winner heads off to Dubai.



14

The Dairy Report

Innovations driving Schulz Organic: a 2022 WorldStar winner.



Top 10 Trends

2023's top 10 influences on food.

20



Also in this issue

- 2 [President's Message:](#) 2023 is go, go, go, make sure you're ready
- 5 [News](#)
- 10 [Milk Market Report:](#) Australian households buying less – but still love dairy
- 32 [Vale:](#) Robert (Bob) Gordon Grey, the 'milko's milko'
- 36 [Vale:](#) Alex Buchanan AM, international reputation for work in hunger relief
- 40 [People:](#) DIAA Victoria Branch
- 42 [People:](#) DIAA Tasmania Branch
- 46 [Dairy Diary:](#) Australia and internationally
- 48 [Final Washup:](#) Calendar helps dairy farmers open up and connect

IBIS
World

28

Industry Insight

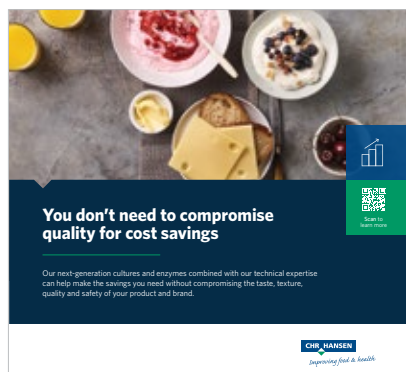


32

Vales

Thank you to 2 people who shaped the dairy industry.

About the cover



CHR. HANSEN

PRODUCTIVITY GAINS, WITHOUT COMPROMISE.

The race to cut costs often comes at a price, as changing the production process can compromise the consistency and quality of the consumer experience, essential for brand loyalty. However, increasing efficiencies does not have to come at the expense of the consumer experience. Whether the end-application be yoghurt, sour cream or cheese, the careful selection of cultures and enzymes, combined with technical experience, can offer significant cost-savings without compromising quality, finding that balance between productivity gains and product quality.

The team at Chr. Hansen can help: Carlo Mason – Fermented Milk – 0419 304 120
Scott Bolch – Cheese – 0439 355 575

I sub edit this from submitted content (this is part of the cover ad

2023 is go, go, go so make sure you're ready

If you're planning for a quiet year, then it's possible you might be in for an awakening. Dairy just gets faster every year and I don't see 2023 being any different. So, strap on your boots and let's enjoy the ride.

Renewals & update your details

When I say it's going to be a busy year, I mean it, so I don't want you to miss a thing. If you have not already done so, get to it and renew your membership. We've made the process simple, just follow the prompts in our recent emails. If you're a member and have not received an email to renew, then get in touch via info@diaa.asn.au as soon as possible.

While time is tight, as your association we would find it extremely useful if you could log in to your membership page on our website to check that your details and preferences are current.

I just did this myself to update address details as I recently sold our hobby farm. I was pleased to find it only took me two minutes, and doing so ensures I don't miss out on this amazing magazine.

Doing things differently

In my professional career, I work heavily with technology to assist our



Karen McIntyre
National President,
Dairy Industry
Association of
Australia

business in doing things smarter. The DIAA is no different.

We moved to our new CRM membership-management system to improve the online membership experience; with that under our belt, we are now optimising the platform to deliver further efficiencies to the organisation.

Our DIAA CEO, Carl Partridge, has been working on a State Branch Committee portal, which will improve the DIAA's data management and how we share important information internally to run the organisation.

In another move to offer members value, we are partnering with IBIS World Strategic Alliance to facilitate access to improved market data; watch this space.

We need to move with the times to improve our data management, security and protect our members' information. You will see changes

**Free content
contributed each issue,
which I sub edit. I liaise
with the contributor.**

in how we run our organisation to deliver consistency and compliance with how member information is managed, with improved newsletters, online registrations for DIAA events, and more.

Diversity: a DIAA core value

Diversity is a widely recognised gap in the dairy industry – and our organisation is no different. We suffer from (listed alphabetically, not in order of impact): age, ethnicity and gender imbalance as an organisation – again, no different to many dairy businesses.

For this reason, this year you will find addressing the lack of diversity is high on the agenda for action.

For starters, **DIAA Women** will be kicking off a mentoring program in 2023, with the objective of driving diversity and inclusion for age, gender and ethnicity. However, importantly, this program *will not* be limited to women; it's come about because as women in the DIAA we decided it needed to be an organisational priority for the reasons in the two paragraphs above. We look forward to your support, and you will see more on this soon.

So, renew your membership if you haven't already and let's get ready for a year that's go, go, go. ■

The DIAA thanks its 2023 national partners

CHR. HANSEN

Improving food & health



Tetra Pak®
PROTECTS WHAT'S GOOD





Young food-tech innovator off to Dubai, Denmark on scholarship

Applications to the Chr. Hansen & DIAA Young Australians in Dairy Scholarship closed mid-December. The winning applicant was chosen from a line-up of young members who are clearly invested in their dairy careers and pursuing some very interesting areas.

A Food Technology and Innovation Manager with **Barambah Organics** has been awarded the **Chr. Hansen & DIAA Young Australians in Dairy Scholarship**. Other applicants came from a variety of fields, including QA, R&D, operations and engineering.

Melanie Stray, a DIAA member from Victoria, works with Barambah Organics across most of the retail dairy categories in the Queensland-based business's Melbourne site.

"As a young professional in the dairy industry, there are many reasons why I am eager to participate in this opportunity. Foremost of which is being to see manufacturing and product innovation best practice globally.

"I am a qualified dietitian – and this is a big reason why joined the dairy industry. From my health profession



2023 scholarship awardee **Melanie Stray**, at last year's DIAA Awards of Excellence, accepting a trophy.

and science background, I could see that there was a disconnect between the vast health benefits of dairy and what is portrayed in the media.

"This drove me to look at what opportunities lay within the technical and new-product development area in the dairy field to create products that the everyday Australian can consume and enjoy. I have now been in the industry for about seven years and I couldn't imagine not working within this close-knit industry."

Investing in young talent

DIAA member and Chr. Hansen's Marketing Manager for Australia-New Zealand, **Lisa Flower**, said, "Chr. Hansen is proud to be supporting

the DIAA Young Australians In Dairy Scholarship.

"We believe it is vitally important to invest in the talented young people we are privileged to have working in our local dairy industry, and give them the opportunity to learn from and be inspired by other global leaders in the industry.

"This is one way we can say thank-you to them and that we appreciate what they are doing to continue to innovate and support our industry to thrive.

"Melanie was awarded the scholarship for 2023 based on her application response. The themes she outlined of understanding cultures, trends and their technological developments, along with sustainability and innovation, are important not only for Barambah Organics but the entire industry.

"By visiting Gulfood in Dubai, Chr.

Gulfood

**20 - 24
FEB 2023**
DUBAI WORLD TRADE CENTRE



Lisa Flower

I seek & write News content; I wrote this from Mel's application, & sought other comments

Hansen's R&D facility, applications labs and factory in Hoersholm – taking in cheese, yoghurt, probiotics and bioprotection – as well as the Chr. Hansen culture-manufacturing facility in Avedore, along with supermarkets, world-renowned cheese manufacturers and packaging facilities, she will have the opportunity to meet and network on a global scale. Melanie will be sharing her journey and findings with DIAA members through social media and presentations.

"Congratulations Melanie on being the Chr. Hansen DIAA Young Australians in Dairy Scholarship recipient for 2023 – we're looking forward to hearing what you learn."

Super-charged opportunity

Melanie said being able to attend Gulfood in Dubai, which was staged from 20-24 February, was a "super-charged opportunity" to see what products, standards and innovations are being worked on globally.

"From a food-innovation and trend perspective, I can see a lot of benefit from getting to experience different ideas and approaches, and to understanding adjunctive categories. I also see benefit in the opportunity to explore different flavour profiles and sourcing prospects that are up and coming, as well as learning the intricacies of various traditional flavour profiles."

"I would look to bring these learnings to the Australian market and connect these ideas into new yoghurt, flavoured milk or cheese developments. More personal to my own professional development, this will provide a different lens to my product-development skills and allow me to network with other product-innovation professionals."

"The opportunity I am most excited for is to visit the Chr. Hansen Institute in Denmark."

"Culture is a strong part of the types of dairy products used at Barambah

Organics. Learning from this industry leader about the research that has gone into the strains of yoghurt cultures and probiotics excites me no end. I would like to understand how the cultures are made, and how new concepts are devised. I have been working with Chr. Hansen on looking at some enzymes to be used in milk to create milk fibres, and to be able to understand this from the development phases through to their own trials will be a great experience.

"It will also be a great experience to be able to see first-hand all the exciting technological advancements within the culture industry, and how that provides a great platform to inspire the next generation of new products that will eventually come to Australia. This will be of great benefit to myself as well as Barambah Organics."



Further opportunities

Melanie said she has plans to visit other European manufacturing sites as part of her scholarship, including **Yeo Valley Dairy** and one of the world's oldest cheddar cheesemakers, **Barber Cheese Factory**, both in Somerset, south-west England.

"Yeo Valley is a leading organic company, which has grown from basic natural yoghurts to a multitude of products. This will be a very rewarding experience from a technical perspective to observe how they manufacture and develop their own brand, as well as a broader global understanding of the organic dairy industry."

"I am also planning to visit Tetra Pak to learn more about the ever-changing world of packaging, and gain a better understanding of what

is trending within differing global perspectives.

"I'm very interested in understanding more about the sustainability initiatives that are coming through, and how they can be applied within an Australian context."

Melanie said the scholarship trip will give her the opportunity of a lifetime to continue learning and challenging her beliefs so that she can grow not only her own understanding of dairy technologies and opportunities, but how she can help in growing Barambah Organics in showing the Australian population "how dairy is meant to be" and "how we can create and inspire the Australian population to consume more dairy".

"I was very excited to apply for the Chr. Hansen & DIAA Young Australians in Dairy Scholarship, am thankful for this opportunity having been chosen."

Benefit for the wider industry

DIAA President Karen McIntyre said, "Thank you to everyone who applied for the Chr. Hansen & DIAA Young Australians in Dairy Scholarship. It was wonderful to see the level of interest from young members from across Australia applying for this opportunity."

"Like our co-sponsors in this scholarship, DIAA believes it is integral in helping to build a strong future for Australia's dairy industry, that we invest in our members. The knowledge that Melanie will gather will strengthen her career – and therefore Australia's dairy industry."

Melanie will write a report about her trip and learnings in an edition of *Australian Dairy Foods* later this year. ■

Interested in applying for the 2024 Chr. Hansen & DIAA Young Australians in Dairy Scholarship? Keep an eye out on the Career page of the DIAA website from late October.

I wrote this from info in DIAA Sharepoint, after seeing it in a DIAA newsletter

DIAA members to be granted use of post nominals

From 1 January 2023, DIAA members will be encouraged to use post nominals.

DIAA President, Karen McIntyre, said the new membership benefit will apply to all members renewing or commencing membership in 2023. The post nominals are allowed as long as a person's membership is current.

"All full members – including Life Members and retired members – can use the post-nominals MDIAA, signifying 'Member of the DIAA', while all associate members can use the post-nominal ADIAA, signifying 'Associate of the DIAA'.

"All members who have currently held membership continuously for more than 10 years, can use the post-nominal FDIAA, signifying 'Fellow of the DIAA', while members who have undertaken and completed a Dairy Science World Series (DSWS) event

can use the postnominals GDIAA, signifying 'Graduate of the DIAA', with the further post-nominals of 'Cheese', 'Ice Cream', 'Engineering' and 'Dairy'."

Mrs McIntyre said post nominals were a widely recognised membership benefit across an array of industries.

"The DIAA has considered introducing post nominals at various times, and the Board took the decision to begin this in 2023. The use of post nominals brings industry and professional recognition of a person's commitment to their dairy-industry professional development."

Examples for a Member of the DIAA and DSWS cheese graduate, respectively: ■



Norco dairy farmers recognised for milk quality

Four Norco Co-Operative dairy farmer members were recognised with gold medals for their milk quality at Dairy Australia's Milk Quality Awards 2022.



The awards distinguish the top 100 farms across Australia with the lowest bulk milk cell count (BMCC), with the aim of demonstrating how Australian farmers are continuing to safeguard the health of their animals and deliver high-quality milk.

The Zischke family, from Haden, Queensland, received their sixth consecutive gold, while it's the fourth consecutive gold year for Norco couple Philip and Debbie Borham. ■

Norco Board Chairman Mike Jeffery said it was an honour for its co-op members to be recognised, with two from NSW and two in the South-East Queensland.



Dairy companies atop the 2023 WorldStar Packaging Awards

Brownes Dairy and Norco (in conjunction with Pact Group) were among the winners of the 2023 WorldStar Packaging Awards.

The Australia and New Zealand (ANZ) region showed its strength globally in 2023 in innovation once again, receiving the second-highest number of wins and placing only behind Japan.

The 2023 WorldStar Packaging Awards attracted a record-breaking 488 entries from 41 countries, with 45 judges from across the globe determining 228 winners for this year's round.

Brownes Dairy and Norco were winners in the beverages section: Brownes for its Kraft renewable white milk carton, while Pact Group also won for the Norco 100% rPET milk bottle.

Overall, ANZ Packaging Innovation & Design Awards (PIDA) winners were internationally recognised with 19 awards across nine categories. ■

I seek & write News content

Chobani's activewear innovative on-pack promo

Yoghurt producer Chobani designed and implemented a marketing campaign featuring a competition code uniquely printed on the food-contact side of a yoghurt tub's inner foil seal.

Developed in collaboration with Jet Technologies, the new design required testing protocols to be established and followed to ensure the printed chemical was safe and compliant with food-safety regulations.

The campaign gave consumers the opportunity to win a range of Chobani-branded activewear via an on-pack promotion, which was brought to life with a unique shopper marketing-activation at select independent retailers in NSW, SA and Victoria.

Jet Technologies GM **Daniel Malki** said with printing on the direct food-contact side of the lid being a complex process due to concerns around ink migration, Chobani's focus was to deliver the printed foils in a way that met the competition's needs and consumer-safety standards.

He said to protect and preserve the product contents, the foil lid

attached to the yoghurt tub top was printed in three different printing technologies, including inks and lacquers that were specially selected to meet the EuPIA standards, Exclusion Policy for Printing Inks and Related Materials, and the EuPIA-guideline, *Guideline on Printing Inks applied to Food Contact Materials*.

To protect the food product from the inks and lacquers printed on the foil's bottom side, different printing techniques and materials were applied.

A Chobani spokesperson said printing the code on the foil underside "delivered a better consumer experience, giving the consumer the opportunity to instantly claim their prize, rather than alternative burdensome processes such as submitting a purchase receipt".

"There's not a lot of space on the foil of our yoghurt pots, so it was quite challenging to fit the relevant competition information."

An important aspect was ensuring that the Chobani branding was not impacted. ■

China's 'Excellent Milk' project seeks to cut import reliance

China's national "Excellent Milk" project is on track to implement further quality and safety advances to locally produced dairy, as it seeks to cut reliance on imports.

Launched in 2016 under the supervision of China's Ministry of Agriculture and Rural Affairs (MARA), the Excellent Milk project has a targeted focus on practical research areas relevant to dairy sustainability. China has invested large amounts of money in developing and revitalising its dairy sector in the past few years.

Part of the project's remit was to develop an advanced standard "excellent milk system", covering various quality and safety parameters. Recently an "Excellent Milk" logo was launched for successful dairy companies.

In a statement, China Excellent Milk Alliance Executive Vice President Zheng Nan said: "At present, the China Excellent Milk Project has succeeded in getting more than 97% of local pasteurised dairy to be converted to excellent quality.

"One of the markers we have determined for excellent milk is lactoferrin content, and for this we have seen the content of lactoferrin in local pasteurised milk increase from 10.4mg per litre in 2017 by over four times to 44.8mg per litre in 2021. This is also eight times more than the lactoferrin present in most imported milk.

"We are seeing the quality and safety measurements of locally produced milk now surpassing imports such as those from Europe and the United States, and these achievements have also led to a reversal of the trend of Chinese dairy consumers being overly attracted to imported milk."

As well as nutritional fortification and quality research, the project



has conducted in-depth reviews to improve food-safety controls for dairy in China, hoping to further remove lingering concern around past food-safety issues.

“Good quality milk has ‘three fears’ when it comes to processing – the fear of high temperature processing, the fear of cross-ocean transportation and the fear of long-term storage.”

The statement said to ensure consumers can consume milk without concerns, companies certified as “excellent dairy” producers will have had to satisfy requirements in all these areas, “so there is guarantee that the products are safe for consumption”.

The “Excellent Milk” project has the support of 64 dairy companies across 25 Chinese provinces, including well-known local names such as Bright Dairy and New Hope Dairy, jointly launching a new strategy dubbed the “China Excellent Milk Project Joint

“

...we have seen the content of lactoferrin in local pasteurised milk increase from 10.4mg per litre in 2017 by over four times to 44.8mg per litre in 2021.

Action Programme to Support the National Nutrition Plan”.

Zheng said the more than 500 biologically active substances in milk “all play important roles in the body from resisting pathogenic invasion to activating the immune response”.

With the ideal shelf life of pasteurised fresh milk at five to seven days, it was even more important for domestic milk production to increase “to ensure everyone has access to excellent milk”.

While Chinese consumers are well-known for putting a heavy focus on branding and packaging, various Government initiatives have banned the use of excessive luxurious packaging and product endorsement “by celebrities with ‘lapsed morals’”. The Chinese dairy sector “believes what’s on the inside has emerged to become much more important today”.

The project statement said: “Traditionally, the local dairy industry has been greatly reliant on tactics such as constantly evolving gimmicks or content, or excessive use of advertising and packaging to compete in the market.”

Today, it is “leading the way for the sector to transform and boost competitiveness by improving the actual quality of the dairy products being sold inside the packaging and behind all the gimmicks”, which will have long-term benefits. ■

INNOVATING. BUILDING. SOLVING.

Your dairy business
is going places.

We're here to help.



K KOCH
SEPARATION SOLUTIONS
kochseparation.com

RELCO
A Koch Separation Solutions Company
relco.net

Let's start the conversation.
Hilary Bullock
Technical Sales Manager - ANZ
+64 27 621 5327
hilary.bullock@kochsep.com

Eating-pattern changes highlight market trends

According to a recent survey conducted across Australia, the UK, USA, Brazil and Spain, interest in eating more nutrient-dense foods is climbing – with 18% of participants saying they look for foods packing in beneficial nutrients relative to energy content.

Food industry expert **Julian Mellentin** said the survey found this eating behaviour had the biggest increase in consumer interest, compared with 2021.

The survey, undertaken by New Nutrition Business, showed Brazil

had the highest level of interest in nutrient density, with Spain second (23%) and the UK lowest (at 7%). It found that participants under the age of 34 are more likely to be looking for nutrient density than older participants.

“In contrast, the trend of consuming fewer carbohydrates appears to be levelling off,” Mr Mellentin said. “Across the five countries, 26% of respondents said they were trying to eat fewer carbs in 2022 — the same as in 2021.”

Over the past decade, consumer beliefs regarding food and health have become more diverse, as online research has become more universally accessible. Most eating patterns reach a natural ceiling with about 25–30% of consumers, and very few become mass behaviour.

From 2014 onwards, the trend to consume less meat grew strongly; however, it is now levelling off, with an unchanged rate of 24% of respondents in the survey since 2020.



Memberships of those who don't renew by 1 April will be archived



Don't miss out!

A reminder to all those who haven't renewed their memberships yet: memberships expired on 31 December, but it's not too late to renew! See the personalised link emailed to you, or email membership@diaa.asn.au

Members were speedier than ever this year to renew, and thank you to those who have already done so :-)

In terms of meat reduction, Brazil and Spain had the highest number of respondents participating, at 31% and 30% respectively, while the US scored lowest at 18%. Meat reduction was more common among participants aged 55 and above.

"It seems counterintuitive, but it's what we have been finding for several years," Mr Mellentin said. He said the idea that the younger generations were driving meat reductions "largely comes from lazy journalism".

He said as a sign of growing diversity in eating patterns, there are newer health interests showing up that remain niche, but have a steady growth rate. An example of this is eating to improve hormonal health, followed by a steady rate of about 8% in the US, Australia, Spain and Brazil, and 4% in the UK. This issue concerns women's health more than men's and, as such, an increasing number of women are turning to food and

“
Meat reduction was more common among participants aged 55 and above.

supplements to manage hormonal health.

Another emerging trend is avoiding seed oils — such as canola or sunflower — which is a concern for 6% of people, up from almost zero in 2019. This growing interest relates to concerns about inflammation.

Mr Mellentin said these emerging behaviours were more important for corporate strategy than veganism, which he said was "often sensationalised" in the media but has been found to be practised by only 3% of participants in the survey – an unchanged number since 2019. ■



Image credit: Holstein Australia

Pacitti receives IDW honour

Mandy Pacitti was awarded the Power Of Women in Dairying Bette Hall Award in January.

Now in its seventh year, the award is part of International Dairy Week, held annually at Tatura, in northern Victoria.

The DIAA South Australian Branch Committee member is a passionate youth advocate in SA.

Some 70 women from across the spectrum of the dairy industry gathered for the annual award event. ■

ULTRA SAFE TECHNOLOGY – UST

A Hygiene Revolution

▶ Outstanding filament security ▶ Unique brush head pattern ▶ Ultra hygienic design

Fully moulded filaments – more secure & safer than resin set brushware. Minimises risk of foreign bodies.

The unique brush head pattern makes the brush easy to clean & dry & improves cleaning efficiency

All Vikan UST products are fully colour coded & food contact approved

Vikan
ADVANCING HYGIENIC CLEANING

DESIGNED & MADE IN DENMARK

Wells
HYGIENE SYSTEMS | FOOD SAFETY

+61 3 9699 8999
sales@wrddwells.com
wrddwells.com

Australian households buying less – but still love dairy



Retail sales across Australia soared in dollar terms over 2022, but in many cases, that significant value growth is hiding what's underneath.

Dairy Australia's latest *Situation and Outlook* report discusses that while Australian households might be paying more, they're actually buying less. Consumers are reacting to higher costs of living, particularly for food, by changing where and how they spend their money.

According to NielsenIQ, 29% of Australian households have even stopped buying certain categories of food altogether, as grocery costs become a key concern around the country*. For dairy however, this isn't a prominent trend. In the 52 weeks to 9 October, sold volumes declined for products such as long-life milk (-2.7%), butter (-1.2%) and cheese (-2.3%), and rose in fresh milk (0.3%) and yoghurt (0.9%).

In all dairy categories, value growth has been exponential†. For both fresh milk and butter, this can be attributed to regular buyers continuing to place these products in their baskets. In fact, there is now an even higher number of households across Australia purchasing fresh milk†.



Image: Supplied

Eliza Redfern
Industry Analyst
Dairy Australia



Pandemic-driven shift

While the trend of shoppers purchasing less each trip is a reversal of the past two years, there has been one sustained pandemic-driven shift: increased time spent at home. Almost half of Australian households have said they're cooking more at home in response to higher prices*, as inflation spreads to the food-service sector as well. Additionally, Homescan panel data also highlights that in-home consumption may be increasing; in the cheese category, sliced is the only variety demonstrating volume growth (3.0%), reaching slightly more households across Australia†.

Yoghurt vs milk purchasing

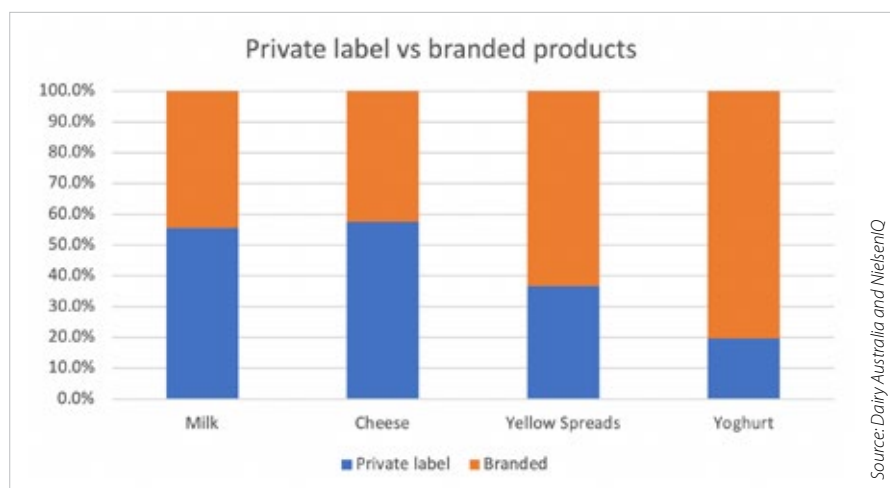
Relying on one of the most obvious saving strategies, roughly one-third of Australian households have been buying whatever is on promotion*.

For the four key dairy categories, the volume share of product sold on promotion is less than that of product sold at full price, with promotional product showing the greatest share in yoghurt, and the least in milk†. During 2022, consumer reliance on promotional products within dairy has declined; shoppers have less of an option to wait for promotions to buy perishable dairy products, and the rate at which promotions are offered has slowed. This has been a key tactic from retailers as they try to increase product revenue without pushing sticker prices even further.

Minimising lifestyle changes

In order to minimise changes to lifestyle and consumption, shoppers are increasingly looking for cheaper alternatives, with 23% of Australian households now opting to purchase private label (PL) products*.

PL products typically sit at lower price points compared with branded, and have become a growing focus for cost savings. Like the varied levels of promotion offered between dairy groups, PL and branded varieties, respectively, dominate different categories. The share of PL in milk grew in 2022 (an additional 0.5% in volume sold and 1.3% in value), representing more than half of total milk sold†. PL also represents more than half of cheese sold; however, no growth has been evident.



For both these product categories, there is a greater number of PL products on offer, in contrast to butter (particularly tubs) and yoghurt. As such, branded products are typically reached for when it comes to these two products, with the volume sold up slightly (0.3%) for both[†].

Fresh milk rising

Previous research has illustrated that price is not a key factor when it comes to consumers moving from dairy to non-dairy products. However, in this current environment of rising prices, the consumption of plant-based beverages (PBB) appears to be declining (-2.2%) with the market share of fresh milk growing in both volume and value.

Despite PBB retail prices increasing at a slower rate (3.2%) compared with milk varieties (fresh milk, 7.4%)[†], it's likely that rising living costs (outside of grocery and food) are softening

“
In all dairy categories, value growth has been exponential
”

expenditure on these products.

In the yellow-spreads category, average retail prices of margarine have grown at a faster pace to that of butter. As a result, shoppers have been switching over to butter, with less households alternating between the two products[†].

Inflation adaptations

As Australians adapt to living in a time of record and widespread inflation, concessions were always going to be made. While the volume of dairy sold has taken a hit, average values are much higher. Comfort can be found in the indication that

the same number of – if not more – households across the country continue to purchase dairy regularly.

While shoppers adapt by swapping between brands and similar products, or finding the best deal on the shelf, dairy certainly still has its place in the home of Australian consumers, and the domestic market continues to perform.

You can access and subscribe to Dairy Australia's *Situation and Outlook* report via: <https://www.dairyaustralia.com.au/industry-statistics/industry-reports/situation-and-outlook-report>

* NielsenIQ 2022 consumer outlook survey, June 2022 – Australia

† NielsenIQ Homescan based on a continuous panel of 10,000 households; excludes non-private dwellings & businesses, non-permanently occupied households & out-of-home/impulse purchasing. DAIRY AUSTRALIA calculation based in part on data reported by NielsenIQ through its Homescan Service for the dairy category for the 52-week period ending 09/10/2022, for the total Australia market, according to the NielsenIQ standard product hierarchy. Copyright © 2022, Nielsen Consumer LLC.



Aseptic Technology



Centrifuges



RED A offers four different UHT technologies:

- APR-UHT: Indirect heating via PHE
- ATR-UHT: Indirect heating via multi-tubular HE
- Direct ATR: Direct heating via steam injection
- STERIFLEX: A combination of indirect-direct heating

Applications:
Milk & Dairy beverages, Plant-Based Beverages, Juices

Range:

- Clarifiers
- Separators
- Bactofuges
- Automatic Standardisers

Applications:
Milk, Whey, Beer, Wine, Juices & Beverages

QUALITY IN FOOD PROCESSING








Technomik Pty Ltd
 Address: 2/36 Ralton Avenue, Glen Waverley, VIC, Australia 3150
 Phone: +61 (0)385106084
 WWW.technomik.com.au
 Email: info@technomik.com.au

Taste, texture and health

At DSM in Food & Beverage we know cheese inside and out. Whether cost-effective or premium cheese, we work alongside you to create the best product. From boosting vitamins to reducing fat and salt, we help you achieve healthier options without impacting taste, while delivering consistent production and reducing carbon footprint. Our science-based ingredients, expertise and solutions help you create delightful, nutritious, sustainable cheese.

Enjoy it all



FLAVOR DIFFERENTIATION FOR
AWARD-WINNING CHEESES



IMPROVED
EFFICIENCIES AND
MINIMIZED LOSS



DELICIOUS,
CUSTOMIZED
TASTE AND
TEXTURE

Scan for more info



DSM

BRIGHT SCIENCE. BRIGHTER LIVING.

Taste, texture and health

At DSM in Food & Beverage we understand that there's no room for inconsistency in fresh dairy. With our science-based ingredients, expertise and solutions specifically adapted to your dairy processes, we work with you to innovate, improve and grow. Together we can deliver sustainable fresh dairy solutions in taste, texture and health.

Enjoy it all



Scan for more info



Breaking glass ceilings

Winning a global packaging award last year recognised years of work in the sustainability space. DIAA member Simon Schulz explains his family business's path and focus to *Australian Dairy Foods*.



**WORLDSTAR
GLOBAL
PACKAGING
AWARDS**

2025 sustainability targets

The Australian Packaging Covenant Organisation (APCO) developed the 2025 National Packaging Targets in 2018, and is charged with delivering them.

These ambitious, industry-led targets created a new sustainable pathway for the way packaging is managed in Australia. The four targets are:

- 100% of packaging being reusable, recyclable or compostable by 2025
- 70% of plastic packaging being recycled or composted by 2025
- 50% of average recycled content included in packaging by 2025
- phasing out of problematic and unnecessary single-use plastic packaging by 2025.

The National Packaging Targets apply to all packaging that is made, used and sold in Australia. APCO. ■

Last year, third-generation Victorian organic dairy-farming business Schulz Organic Dairy won a World Packaging Organisation (WPO) 2022 Award.

Owner **Simon Schulz** said this most recent accolade – for its 'Milk in Glass Bottle Design' achieved in the WPO 2022 Beverage Category, and shared with partner Rhima – represents another step towards the goal of owning and operating the most sustainable dairy farm, producing the purist product possible.

Single source piped

The Schulz family farm, which supplies and houses Schulz Organic Dairy, is located 10 minutes from the 12 Apostles in Timboon, Victoria. Covering 405 hectares (1,000 acres) and milking 450 predominantly Jersey and Friesian cows, the farm is the single source of all products carrying the Schulz Organic Dairy label. Milk is piped from the dairy to the factory, with the products made from it certified Australian Certified Organic Standard (ACOS).



The property also includes **Schulz Organic Creamery and Café**, headed up by former Melbournite and talented pâtissier, **Hila Perry**.

Until 2009, Schulz Organic Dairy was essentially a one-man band run by Simon. The business now employs more than 60 people and supplies more than 340 customers throughout Australia with organic dairy produce; this includes full-cream milk, low-fat milk, cream, fetta, yoghurt and quark (a German-style, fresh cheese similar to mascarpone and fromage frais in consistency).

Half Schulz Organic Dairy's production is marketed into the food-service industry, with the other half sold through retail. The business handles most of its Victorian distribution in-house, and stretches interstate in a more limited capacity with the support of hand-picked distributors.

Schulz Organic Dairy's direct exposure to the public is reserved for the farmers' markets and in its on-farm Schulz Organic Creamery and Café. Simon says those outlets are important to help them remain in touch and relevant to the people who love and buy their products.

Accolades and fresh ideas

Accolades and fresh ideas have been a constant for this DIAA member.

From 2015, Schulz Organic Full Cream Milk won a 'Delicious Produce Awards' Gold Medal for four successive years, and was the overall 'From the Dairy' category winner in 2016. That same year Schulz Pure Cream won Gold and the Best In Class trophy at the Australian Food Awards. The following year, Schulz began supplying milk to create a bespoke cheese for the burgers at Shannon Bennett's "Benny Burgers"; the cheese subsequently won 'Best

Australian Cheese (Mild Cheddar)' at the International Cheese Awards in the United Kingdom. Then at the 2018 Melbourne Food and Wine Festival, Simon was awarded the "HostPlus Trailblazer Award".

Simon is the former treasurer at the Victorian Farmers' Market Association, and is also the vice president of the 12 Apostles Food Artisans – a group established to grow the local food tourism business and to mentor new start-ups within the community.

Glass bottles sustainable

When they launched them, the distinctive one-litre glass bottles were the latest innovation drawing focus to Schulz Organic Dairy. They carry the farm's organic milk – pasteurised at the lowest legal temperature and time (63-degrees for 30 minutes) – to retain the integrity of the milk's natural flavour.

YOUR RELIABLE PARTNER

Discover how our manufacturing, research & technology, and world-class application expertise in addition to our comprehensive range of ingredients can solve your toughest challenges.

- CHOOZIT® and PROBAT for cheese coagulants
- HOLDBAC® protective cultures for fresh fermented products and cheese
- YO-MIX® for fresh fermented products
- HOWARU® clinically-researched probiotic strains
- VEGE® cultures for plant based products
- Bonlacta® lactases for your dairy products
- Versilk for viscosity modulation enzymes



Danisco, part of the IFF family

© 2022 by International Flavors & Fragrances Inc. IFF is a Registered Trademark. All Rights Reserved.

iff

Where science
& creativity meet

Simon says, “Our full-cream milk has a rich layer of cream on top because we choose not to homogenise that milk. The cream content in the milk changes with the seasons, stage of lactation for the cows, and what the cows are grazing on. We’ve worked hard to create a just-right balance of beautiful texture and mouthfeel.”

The glass bottle journey has not happened without some head-scratching. Their initial move into the space at farmers’ markets proved without question that their customers wanted it. They were selling out every week, but hand washing, sanitising and sterilising the bottles made going bigger challenging.

That was where **Rhima Australia** – which specialises in bespoke washing systems in hospitality, healthcare and industry – stepped in, collaborating with Schulz Organic Dairy to design a semi-automated washing, sanitising and sterilising system. Crowdfunding allowed Simon to translate that design into a reality so they can now supply 6,000 glass bottles a week to their customers, sold through organic fruit and vegetable stores, along with some independent IGA supermarkets.

“The automation has had a big impact on the team,” Simon says. “Rhima was instrumental in allowing us to really step things up and to be able to do things in greater volumes.”



“

Crowdfunding allowed Simon to translate that design into a reality

Pride in a bottle

The next move was a bottle design of which they could be proud.

“The one we used initially at the farmers’ markets were unbranded and nothing special,” Simon says. “But when we decided to launch to retail, there needed to be something unique about it, so we collaborated with a couple of local designers to come up with a bottle design which is aesthetically very beautiful, and which also speaks to the brand.”

“It’s a recognisable bottle with or without milk. It’s also comfortable to hold, and, while it looks good – and we believe in the environmental benefits of the bottle – a lot of us think it also tastes better. There are a lot of positives around that space.”

Schulz Organic charges the retailers an additional \$2 per bottle, which is either refunded when the bottle is collected, or a credit is rolled into the next delivery.

“The deposit deliberately stays with the bottle and when it comes back, we’re hoping – as are the retailers – that it gets to be a bit of a ‘swap and go’ system,” Simon says.

“We wanted to acknowledge that it’s not another throwaway item. It’s part of a bigger story, and we want that bottle back. The numbers of bottles coming back reflect that people also want to be part of that bigger story.”



Logistics control

As with its single source supply on-farm, Schulz Organic prefers to have control of its logistics. It also supplies stainless steel pails into the food service industry.

“We are vertically integrated, which gives us great control when we want to implement something new like this,” Simon says. “Our drivers are there to deliver the glass bottles and our drivers are there to pick up the empty glass bottles to bring them back.”

The glass bottles are currently available in Victoria only. Schulz Organic Dairy also produces milk in plastic two-litre containers or bladders for the food service industry.

Final destination

Simon says 70-80% of their business is in fluid milk, and they have clear objectives.

“

We're in a position to listen to our consumers directly

“We're in a position to listen to our consumers directly to hear what it is that they are after.

“We want to use the product in the right way and to create the story. And it's important what we do with our by-products. Butter is a perfect example of that, and we are in the process of product development at the moment.

“We use raw milk to make full cream and low-fat milk. From the low-fat milk, we get cream and that's great. We package that cream. But sometimes we have excess cream. What do we do with it? We decided

to make butter, which is exciting. And what do you do when you make butter? You get buttermilk and that can be used in the café.

“We have spent a substantial amount of time looking at sustainable wrapping options for the butter. We are aware of the 2025 sustainable packaging initiative, and we were told that the foil butter is wrapped in now is not recyclable or compostable.” (The Australian Packaging Covenant developed the 2025 National Packaging Targets three years ago; see box on page 14 for more details.)

“We wanted to be on the front foot with it and we landed on a compostable paper through a Queensland supplier, sourcing the paper through a European manufacturer. It speaks to the rest of the sustainability story. Consumers are really pushing this, and that's a great thing.”

Partners for Change

- Process and Packaging
- Relocation and Modification
- Process Analysis and Improvement



Australia's largest team of independent Dairy engineers

processpartners

1/35 Hope Street, Brunswick VIC 3056 ph +61 3 9380 8080 www.processpartners.com.au info@processpartners.com.au

The Mousetrap + early lessons in value adding



I seek & write this content, OR pay a contractor myself

Café showcasing the story

The café was refurbished during the COVID-19 lockdown, and its offering has been expanded to include a seasonal menu arranged by Hila.

Simon says, “The café is a different business since COVID-19. Hila makes delicious foods that really showcase our product range in all their natural beauty. We’re lucky to have her.”

The café business enjoys sharing ideas and methods with colleagues. Some of these kindred spirits include **Fleur Studd** and her co-owned speciality coffee roaster **Market Lane**, the team at **Lakehouse Daylesford**, **Dan Hunter** of **Brae** restaurant, and **Calendar Cheese**.

“Let’s show that we can do something, and do it well so it hopefully encourages like-minded businesses across all corners of Australia to do something similar. If the industry is truly committed to farming more sustainably, we need others to jump on board and to make those changes locally to influence everything else.”

As an example, Simon says he has been impressed with the work that **Ashgrove Cheese** (owned by DIAA members the Bennett family) has done with **Ed Crick** in Tasmania, developing an 18-litre recyclable, under-counter keg for milk. (*See the April/May 2022 issue of Australian Dairy Foods magazine; volume 43, no.2, pp12-18.*)

The Udder Way is a concept Schulz had considered but had not solved. Simon says they are excited to watch its impact on the market.

‘Cow licking a window cool opportunities’

Another of Schulz Organic’s ideas in the making would allow farm stays.

“We are really keen to bring our consumers here and give them a proper farm experience. So, they can have a hands-on – or hands-off

Always ahead of their time, each layer of the Schulz family has made significant contributions to Australia’s dairy industry with their organic, biodynamic and innovative approach.

The WPO 2022 Award for ‘Milk in Glass Bottle Design’ (see main story) joins a slew of awards – across two businesses – that have been achieved in the 68 years since this family immigrated to Australia from West Germany, after first being pushed from its East Prussian homeland when Russia invaded in 1945.

Simon’s grandparents, **Hermann** and **Marlis**, anchored the family’s pursuit of biodynamic farming, inspired by Hermann’s interest in Germany’s health-food industry. It is worth noting that they made their vision a reality long before biodynamic or organic dairy produce was popular culture.

Hermann’s transition from a dairy farmer into a processor was sparked by a comment in the **United Dairy Farmers of Victoria’s** corridors of power.

It was an observation that hasn’t changed much in 70 years: that Australia was importing specialty cheeses while Australian dairy farmers were getting poorly paid for their milk.

It gave Hermann the nudge that would change his family’s destiny. He contracted retired German cheesemaker, **Hans Siegfried**, to travel Down Under and teach them how to make cheese.

The family invested \$100,000 in a factory on the farm, and invited

“
... an observation that hasn’t changed much in 70 years: Australia imports specialty cheeses while Australian dairy farmers were poorly paid

their daughter, **Audrey** and her husband to join in their **Timboon Farmhouse Cheese** venture. Their son, **Michael**, produced the biodynamic milk for the cheese factory, and they sold their produce at the local markets.

Timboon Farmhouse Cheese was unique in that its produce was made entirely from their own milk produced on-farm. They also established a cheese-tasting room memorably named: “The Mousetrap”.

At its peak, the flourishing Timboon Farmhouse Cheese employed 30 staff and supplied major airlines with mini camemberts for first-class service on international flights. The label was sold in 2000.

Afterwards, Hermann suggested Simon cut his own path in biodynamic diversity in products such as yoghurt, quark and whey drink. He, Simon and Michael would later become co-directors of Schulz Organic Dairy.

Simon – a devoted foodie – has since developed the business into a multi award-winning operation. New products to soon be released include organic butter, Butten (semi-hard cheese) and brie. ■

– experience but still come away with knowledge and understanding of our industry.”

While the option to stay overnight is not yet a reality, they are considering portable homes that could be transported around the farm.

“We have a unique opportunity to easily showcase that grass-to-glass experience in a comfortable off-the-grid setting that is truly connected to the land,” Simon says.

“To wake up with a cow licking a window is a pretty cool opportunity. We’re not there yet, but that’s where we want that part of the business to go.

“We have considered cooking classes in the café as well, so our customers can experience the full circle story. There are endless opportunities, but it all takes time and resources. Watch this space.

“We’re not necessarily about getting bigger and bigger. It’s about doing what we do better and more efficiently, without having to reach every corner of the globe.

“It’s also about supporting our local community, looking after our plot of land and leaving it for the next generation with better resources, infrastructure and biodynamics behind it.”

See-through aims

A glass bottle has – in the end – made the much bigger picture driving this business transparent.

Simon says, “We’re very humbled that our glass bottles have not only been acknowledged, but that they are reasonably accessible to independent retailers.

“Because the bigger picture within this is to reduce waste, and to make a difference to our plastic footprint.” ■



Putting Process Managers at Ease

Smart Membrane Solutions offer high quality products and OEM services for Dairy UF & RO filtration applications. Our expertise in filtration engineering and proven ability to solve problems makes us the preferred supplier to many end users. Now offering design and supply of Dairy Coolers & CIP/Steam Shell & Tube Heat Exchangers.

Our Product and Service solutions:

Save time and improve performance and reduce membrane plant Total Cost of Ownership

Make every part count, better by design

Assured to meet strict quality standards

Responsive to customers' needs

Treat operational issues seriously with professional audits, improvement projects and turnkey new plant builds.



Smart Membrane Solutions
Putting Process Managers at Ease



+61 39 111 2309



info@smartmembranesolutions.com.au



www.smartmembranesolutions.com.au

Food trends on the horizon for 2023

By covering all food & beverage manufacturing, retailing and brands, the top 10 trends give dairy processors an insight into what's driving innovation, to help you answer current consumer demands in this ever-evolving, consumer-centric industry; it also gives you an in-depth look into how the food & beverage industry has progressively evolved.

Interconnected trends develop over time

Trends are not usually fleeting, neither do they stop on 31 December, with new ones starting on 1 January.

Trends are interconnected and develop over time. For example, transparency and plant-based products continue to trend highly, although plant based has dropped two positions, while how the ingredients of a product are grown or sourced has moved up two places. Value and affordability have come from seemingly nowhere to be in the top two places. Trends around eating in and eating at home have continued last year's trends of being enhanced by pandemic lockdowns.

Placing year-on-year trends side-by-side – even just for the past eight years – shows this growth.

As in 2022, health, authenticity, responsibility and the simple craving for pleasure all combine in the top 10 trends for 2023.

Over the past year, cost and value for money have become more important to more than half of food & beverage consumers worldwide. Today's shoppers are increasingly exploring money-saving strategies, such as choosing lower-cost items and cooking from scratch. But they remain determined to sample new experiences, ensure personal well-being and support planetary health. There is more pressure on brands and manufacturers to deliver value while still meeting these wider public expectations.

Lu Ann Williams, Global Insights Director at **Innova Market Insights**, said, "Redefining value throughout the food & beverage industry will lead in 2023 as consumers seek brands that listen, understand, and respond to their core values. They want brands that provide quality, trust and confidence via their product formulations, communications and wider sustainability actions."

	2023	2022	2021	2020	2019	2018	2017	2016
1	Redefining value	Shared planet	Transparency triumphs	Storytelling	Discovery: the adventurous consumer	Mindful choices	Clean label	Coffee
2	Affordable nutrition	Plant based: the canvas for innovation	Plant forward	Plant-based revolution	The plant kingdom	Lighter enjoyment	Plant based	Grains
3	Generational push	Tech to table	Tailored to fit	Sustainability	Alternatives to all	Positively processed	Sweeter balance	Energy alternatives
4	Plant-based: unlocking a new narrative	Shifting occasions	New omnichannel eating	The right bite	Green appeal	Sustainability	Influence of other cultures in cooking	Limited editions
5	Farming the future	Voice of the consumer	In tune with immunity	Tapping into texture	Snacking as a definitive occasion	Beyond the café	Personalising nutrition	Small portions for adults
6	Quick quality	Gut glory	Nutrition hacking	Macronutrient makeover	Eating for me	Colours	Paying more for sophistication	Cereals gravitate to yoghurt
7	Devouring digital	Back to the roots	Mood: the next occasion	Hello hybrids	A fresh look at fibre	Dining out, at home	Targeting moments with food	Cheese snack proliferation
8	Revenge spending	Amplified experiences	Product mashups: when trends collide	A star is born	I feel good	Snacks to mini-meals	Beyond pester power	High protein in chilled
9	Unpuzzle health	Upcycling redefined	Modern nostalgia	Eat pretty	Small player mindset	Ocean ingredients	Category crossroads	Zero sugar
10	Positively imperfect	My food, my brand	Age of the influencer	Brand unlimited	Connected to the plate	Novelty & excitement to engage	Exotic seeds	Cheeses for burgers

“We have seen a considerable consumer demand for value redefined throughout the supply chain, with creative and flexible approaches to the use of technology and reducing waste proving pivotal. With financial concerns a dominating factor, 2023 is a significant year for new developments that answer these growing demands.”

She said in addition to heightened demand for competitive pricing, consumers are still seeking nutritional value, and expect a continued shared responsibility for environmental security. Meanwhile, younger generations

“*Health of the planet is now the top concern of consumers.*”

who have grown up in an inclusive digital age are gaining greater influence, changing markets and creating new opportunities.

“We have seen a considerable consumer demand for value redefined throughout the supply chain, with creative and flexible approaches to the use

of technology and reducing waste proving pivotal. With financial concerns a dominating factor, 2023 is a significant year for new developments that answer these growing demands.”



1

1. Redefining value

Deep understanding needed of where consumers draw ‘compromise line’

Brands, innovators, producers and consumers are wrestling with rising costs and greater instability. Combating this requires a deep understanding of where consumers draw the line on compromise. Strategies such as simple price increases, or flexible ingredient lists to cope with supply-chain fluctuations, can work in the short term; however, brands need to be open in their communication and clearly show the benefits they are bringing.

Despite political and economic volatility becoming the second-biggest concern for consumers in 2022, the planet’s health remains the top global issue, and financial pressures are leading to an increase in eco-friendly behaviours. Consumers have reduced food waste and upcycled or recycled more as part of their belt-tightening. As the cost-of-living crisis continues, brands can achieve success through actions that combine economic benefits with clear health and sustainability goals.

Consumers seek out brands that respond to their core values at economic price

Top 3 food/beverages consumers think are worth paying more for are: (i) fresh products, (ii) locally produced products, (iii) functional ingredients that can boost physical health



2

2. Affordable nutrition

Innovation needed to meet demand for high nutritional value at the right price

Over the past 12 months, 62% of consumers have reported a noticeable rise in the cost of their food & beverages. As a result, they are turning their attention to simple but nutritious goods that are affordable. Key behaviours include buying in bulk, opting for private labels, cooking from scratch, reducing spending on luxury items and purchasing fewer items.

Consumers are actively looking for affordable ways to maintain a healthy diet, offering brands many opportunities to test their capabilities to new limits. To meet the nutritional, environmental and economic demands of consumers, manufacturers must innovate to extract maximum value from raw materials and the production process.

Consumers believe new food & beverage product development should be driven mainly by health (41%), affordability (30%) and naturalness (28%).

Innovation should focus on making essential nutrition affordable

86% year-over-year growth in food & beverage launches with a budget claim



3

3. Generational push

Positive engagement + new experiences find favour with younger consumers, who happily widely share views

Younger consumers, raised in an interactive, digital world, are creating trends and defining what markets should be providing. For Gen Z and Millennials, food and brand choices are important signifiers of lifestyle, beliefs and values. These demographics have a strong voice and are used to sharing their views openly and widely.

While health is an increasingly important purchase driver – as it also is across older generations – novel and international flavours are winning the hearts of a young and experimental audience. These consumers embrace the new and different, while being extremely responsive to positive engagement from brands.

Trend creators: young consumers are defining what markets should be providing

- Gen Z favours flavour over affordability
- Millennials favour affordability over flavour
- Gen X + Boomers favour naturalness over flavour



4

4. Plant based: unlocking a new narrative

Underused ingredients + technology-enabled new formats open up wider spaces for stand-alone, plant-based innovation

The rapid rise of the plant-based sector has, almost inevitably, hit some roadblocks, necessitating a refocusing on consumer demands for high quality, flavoursome products. No longer merely a gimmick, green gastronomy will blossom as a standalone sector in 2023, giving brands significant opportunities to diversify and expand. Consumers still want to see improvements in taste and texture, but there is a huge appetite for culinary creativity and worldwide flavour profiles.

Two-thirds of respondents to Innova's global survey expressed a desire to try plant-based versions of traditional, local cuisines. The industry is responding with a large increase in ready-meal offerings, while there is great scope for expansion into meal kits and inventive recipe combinations. Interest in underused ingredients is also growing, creating opportunities to introduce variation in flavour and nutrition while simultaneously addressing supply concerns.

Plant based: a wide space to let innovation instincts grow

Top reason for not choosing plant based is combined taste + texture





SWA Water Australia

Water & Waste Water Engineers

**Whatever the wastewater,
we have the solution.**

SWA Water has a long and proud history of working with the dairy industry, delivering innovative and effective solutions to effluent challenges around the world.

Our industry experience and unrivaled technical expertise make us the perfect partner for your dairy effluent treatment needs.

Whatever the size or scale of your dairy plant, we can provide wastewater treatment solutions.

If your dairy plant is located in a rural area, we can design a system that uses our Dissolved Air Flotation technology to dispose of sludge onto the land. This is a highly effective method of reducing sludge volume while also providing nutrients to the land.

Results for Fonterra casein/cheese plant using SWA 250 m³/h DAF plant, based on 24 hourly composite samples x 4 days continuous sampling.

Parameter	Units	Untreated	Treated	% Reduction
Suspended Solids	mg/l	956	99	90
BOD	mg/l	2200	730	67
Fat	mg/l	610	20	97
TKN	mg/l	73	28	62

Typical DAF float solids content: average 15.0%; range 11.2 - 17.3%.

Our trusted clients...



If you're looking for a partner who can help you meet the challenges of effluent treatment for your facility, look no further than SWA Water.

p. +61 2 9773 0845

e. info@swawater.com.au

swawater.com.au



5

5. Farming the future

New farming systems are improving quality and sustainability, leading to renewed consumer interest in food sources

Public curiosity for innovative technologies, such as vertical and regenerative farming, is increasing. As well as helping to maximise flavour, nutrition and yield, these advances can win consumer support where they are shown to improve the quality and sustainability of global food production.

Today's consumer is increasingly invested in the source of food as it ties in with major global concerns of health, sustainability and waste. The welfare of agricultural workers is equally important, with 65% of respondents to Innova's surveys agreeing they would rather buy fruit and vegetables from farmer's markets than large stores. Brands need to demonstrate how novel production techniques are benefiting farmers, people and the planet.

Positive rebranding: why + how can farming practices bring benefit?

69% of consumers say they prefer products that mention the benefits of their sourcing/farming method on-pack



6

Trend 6: Quick quality

Culinary creativity blossomed during the pandemic and now needs to come with added convenience to meet busier routines

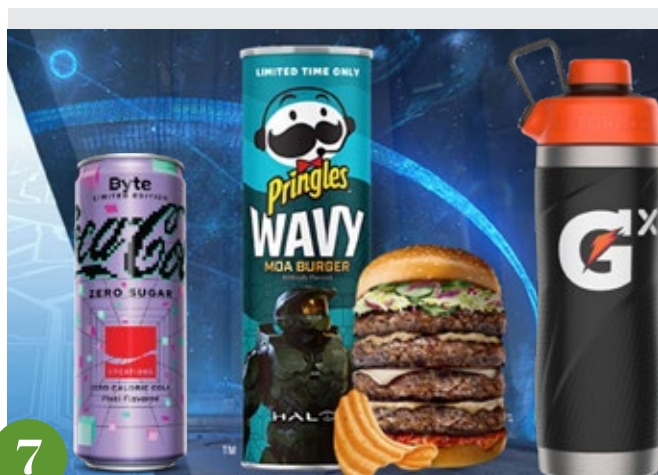
This trend is one that's been building on what's been happening in the past couple of years. Two-thirds of consumers are looking for simple, convenient ways to ensure their daily nutrient intake. Quick quality is about convenience and finding products with health benefits that fit into busy lifestyles. This trend is coming off two years where cooking was the only entertainment for many people, and so while consumers are looking for foods with clean ingredients and great flavour impact, they are also seeking products that allow them to participate in the cooking process.

This approach represents a great opportunity to add another benefit, with many people now living "lifestyles" rather than "diets" (eg: keto, low carb, low fat, low calories, paleo).

Elevating convenience: ready meals allow for a stronger value-added positioning

Convenience is less important today than value, freshness + health, dropping to ranking #6





7

7. Devouring digital

Brands are embracing the full potential of consumer connections by enhancing real life with digital experiences

The impact that digital technology and social media are having in the food industry cannot be ignored. Some companies are following TikTok trends to great effect, but it can also be a very functional approach, with digital technologies driving changes in personalised nutrition, eg: labels on packing tracking how much you consume and sending it to your phone; to the other extreme of pure entertainment.

Digital connections can make a brand seem younger and more innovative. They can also be highly useful in connecting with serious social issues, such as linking with mental health charities to relate to younger consumers who might be having challenges.

Merging food with digital experiences is key to reaching younger consumers

30% of consumers aged 18 to 34 will be curious about digital connections





ROWE SCIENTIFIC
PTY LTD

For accuracy and professionalism
www.rowe.com.au







Elemental Analysis



IA0286 IA0070 IA0155

For more information, **scan the QR code** to see the above elemental analysers on our website.










www.rowe.com.au

<p style="background-color: red; color: white; padding: 2px; text-align: center;">Buffer Solutions</p>  <p style="font-size: small;">Unique twin neck bottle for easy dispensing</p>	<p style="background-color: red; color: white; padding: 2px; text-align: center;">F-AP testing</p>  <p style="font-size: small;">Fast Alkaline Phosphate Test for Dairy Products</p>
<p style="background-color: red; color: white; padding: 2px; text-align: center;">Nitrogen Determination</p> 	<p style="background-color: red; color: white; padding: 2px; text-align: center;">Fine Chemicals</p> 
<p style="background-color: red; color: white; padding: 2px; text-align: center;">Kjeldahl Digestion</p> 	<p style="background-color: red; color: white; padding: 2px; text-align: center;">Water Analysis</p> 
<p style="background-color: red; color: white; padding: 2px; text-align: center;">Weighing & Measuring</p> 	<p style="background-color: red; color: white; padding: 2px; text-align: center;">Glassware</p> 
<p style="background-color: red; color: white; padding: 2px; text-align: center;">Filtration & Chromatography</p> 	<p style="background-color: red; color: white; padding: 2px; text-align: center;">Plasticware</p> 

<p>New South Wales & ACT Ph: (02) 9603 1205 rowensw@rowe.com.au</p>	<p>Queensland Ph: (07) 3376 9411 roweqld@rowe.com.au</p>	<p>South Australia & NT Ph: (08) 8186 0523 rowesa@rowe.com.au</p>
<p>Victoria & Tasmania Ph: (03) 9701 7077 rowevic@rowe.com.au</p>	<p>Western Australia Ph: (08) 9302 1911 rowewa@rowe.com.au</p>	

REF:330

X:\MARKETING\ADVERTISING\330.DIAA 30.01.23



8

8. Revenge spending

Heightened effect of small pleasures as luxury spending comes under pressure, bringing opportunities to enhance brand perception

We've come from the pandemic where food was our entertainment, to now being in a period of very high prices in times of limited budgets, thus food can be a luxury. Consumers are spending more on food post lockdown, and are also trying to save money.

This is seeing a huge interest in limited edition products. Rather than a ranging discussion with retailers, it can be done direct to consumers at point of sale. Fun products are winning here with "revenge binge spending" on little luxuries. Again here, flavour is a big purchase driver for Gen Z consumers.

Brands being bold: strategising on consumer priorities + brand image

60% of consumers are likely to make a one-time impulse purchase on innovatively flavoured/tasting food & beverage products



9

9. Unpuzzle health

On-pack messaging is a go-to source for consumers keen to know about a product's health + nutritional value

Nothing drives a trend faster than the government; the world is at a point of no return where governments' focus on future public-health budgets is driving what consumers do. The obesity crisis in some parts of the world is spreading to other parts, while diabetes is becoming a massive issue in different regions. Food intake is one way consumers can control these issues.

Consumers' top-two responses to determine how healthy something is are ingredients and nutrition. Consumers are also looking for commentary online to find what they consider a trusted source of information, thus own research and on-pack claims are very important. While voluntary, there is a lot more conversation around labelling on products, and so educating around health in this way is one way to tackle global health issues.

Reinforcing belief in claims in a complex health-communication landscape

69% year-over-year growth in food & beverage launches tracked with a regulated nutrition warning label





10

10. Positively imperfect

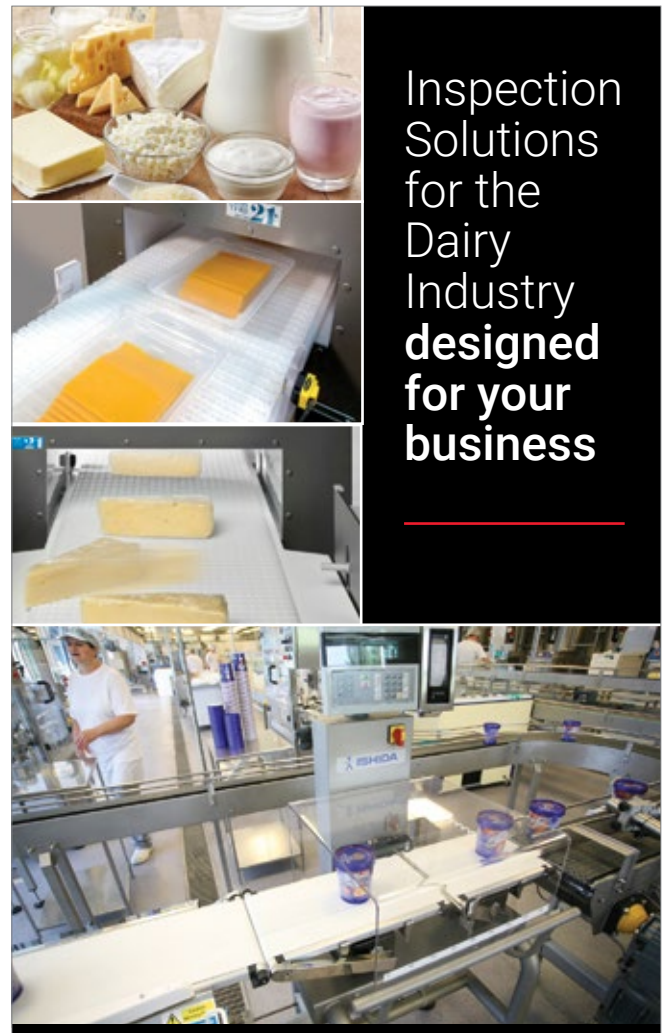
Consumers appreciate openness about sustainability complexity, and do not expect brands to be 100% perfect

Transparency has been a trend for a several years. Consumer trust increases when a brand talks about the challenges that they have, such as what is recyclable and what's not and why, which areas are difficult and what they're working on. Arla, for example, has done online surveys asking consumers about packaging, and while a cardboard tub was the winner, Arla then explained that it will bend and will not be perfectly shaped. It's about building trust with consumers through very transparent things.

The whole idea of consumers being involved in a brand's journey is important. An irreverent tone to messaging is also drawing favour, making a product look more authentic and "less corporate" when they're a bit cheeky or very honest on their product messaging.

Transparency will triumph on a brand's journey toward long-term improvement

63% of consumers say their trust in a brand increases when that brand communicates challenges they're facing on a product ■



Top inspection performance for total product quality confidence.

Bringing together leading brands in inspection equipment for the dairy industry. Our solutions protect your consumer and your equipment with industry leading package testing and contaminant detection technology. Efficient detection of foreign objects is critical to consumer safety and brand survival and will also protect machinery and prevent downtime. Whatever your product needs, we can meet it with precision and passion.

HEAT AND CONTROL



info@heatandcontrol.com | heatandcontrol.com

Churned up: how lower supply and world prices have reduced industry revenue

*With dairy-product manufacturers facing challenging conditions since 2016, we look at what the latest report from **IBIS World** says about the sector.*

Key trends

- Butter production has fallen due to declining national milk supply
- The industry has benefited from high domestic yoghurt consumption over the past five years
- Falling world dairy prices have reduced industry profit margins
- A major industry challenge lies in maintaining international and domestic competitiveness
- Further trade liberalisation is anticipated to affect the industry over the next five years
- Consumers are forecast to demand a wider range of environmentally friendly products
- Falling milk supply has constrained supply of industry products, especially butter

Operators in dairy-product manufacturing, including butter, have faced challenging conditions over the past six years.

Global dairy prices have been volatile over the period, and declined overall. Production of butter and other products, such as buttermilk and custard, have fallen substantially due to major shifts in overseas demand and consumer preferences in the local market.

Milk-supply constraints resulted in falling butter production over 2019-20, including a singular fall of 20.9% in 2018-19, which drove the industry's decline in that same year.

As we've previously reported in *Australian Dairy Foods*, the COVID-19 pandemic has also negatively affected demand and prices over the past three years. As a result, industry revenue was expected to decline at an annualised 2.8% over the five years through 2021-22, to \$7.4 billion. However, this trend includes an expected revenue rise of 0.6%, largely due to increased demand for yoghurt and protein products.

Industry production has shifted due to changing consumer preferences. Butter production has fallen as producers have diverted the supply of milk fat to meet rising consumer

demand for full-cream milk. Greater overseas demand for Australian milk powder has also driven supply diversion. Consumer demand for butter relative to other spreads

– such as margarine – has also declined. However, greater health consciousness has increased demand for other industry products such as natural and probiotic yoghurt.

Industry revenue volatility is forecast to moderate over the next five years, and industry revenue is projected to increase as domestic demand for industry goods rises – especially for premium and nutritionally boosted varieties. In addition, butter production is projected to rise over the next five years.

As a result, industry revenue is projected to increase at an annualised 1.5% over the five years through 2026-27, to \$8 billion. The industry will likely continue to benefit from current free trade agreements (FTA), such as the Comprehensive and Progressive Trans-Pacific Partnership signed by Australia and 10 other nations in the Asia-Pacific region, which will continue to take effect over the next five years. Furthermore, there is Australia's FTA with the United Kingdom, with tariffs on Australian dairy products gradually being eliminated over a period of five years from when the agreement came into force.

SWOT



Strengths

Medium & Increasing Level of Assistance
Low Product/Service Concentration
High Revenue per Employee



Weaknesses

High Competition
Medium Imports
Low Profit vs. Sector Average
High Customer Class Concentration
High Capital Requirements



Opportunities

High Revenue Growth (2022-27)
Cheese, Butter and Yoghurt Consumption



Threats

Low Revenue Growth (2017-22)
Low Performance Drivers
Trade-weighted Index

Key External Drivers

% = 2017–22 Annual Growth

-1.2%

Milk production

7.2%

Domestic price of milk

-1.0%

Trade-weighted index

0.5%

Cheese, butter and yoghurt consumption

2.4%

Demand from supermarkets and grocery stores

Industry Structure



MIXED IMPACT

Life Cycle
Mature

Capital Intensity
Medium

Concentration
Medium

Technology Change
Medium

Industry Globalization
Medium / Increasing

Revenue Volatility
Medium

Industry Assistance
Medium / Increasing

Regulation & Policy
Medium / Steady

Barriers to Entry
Medium / Increasing



NEGATIVE IMPACT

Competition
High / Increasing

Major Players



- 15.9% Saputo Dairy Australia
- 15.1% Bega Cheese
- 11.1% Fonterra Co-op Group
- 10.3% Lactalis Australia
- 47.6% Other

Butter and Dairy Product Manufacturing

Source: IBISWorld

Shaping the Future of Cheese Processing

Successful cheese processors rely on Urschel, The Global Leader in Food Cutting Technology, to develop and provide the latest shapes to keep them a step ahead of their competition.

As a powerhouse developer and manufacturer of cutting machinery, Urschel delivers targeted results to meet processing goals and optimise profits.

Rugged shredders and dicers built to exceed expectations.

#1 Best selling provider of industrial cutting machinery throughout the world.

HEAT AND CONTROL **URSCHEL®**
The Global Leader in Food Cutting Technology

Set-up a free test-cut of your product.

AUS/NZ Exclusive supplier
urschel@heatandcontrol.com.au | +61 7 3877 6333

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

2023 DSWS Dairy Sensory Course

The highly sought-after Dairy Science World Series Dairy Sensory Evaluation Short Course is back for 2023!

Learn about sensory perception, what flavour is, and how and why we detect flavour.

Understand the basics of sensory evaluation.

Learn about the judging environment and judging protocols.

Dig deep into the role of milk constituents in determining flavour defects, how to prepare milk samples to evaluate defects and why we judge by defect.

Learn about different classes of dairy products and judging by class.

Join us for this information-packed, two-day technical short course. Attendees are given a workbook upon arrival.

Werribee, Victoria
23-24 March 2023

For bookings and all inquiries, please contact Janos Kaldy via janos.kaldy@diaa.asn.au or 0417 348 229



Through 2022, IBIS World notes four other impacts on Australian dairy manufacturing:

Rising food & beverage prices squeeze profit margins

According to the ABS, food and non-alcoholic beverage price inflation reached 5.9% over the year through to June 2022. This rise stems from strong price increases across several product segments, including fruit and vegetables and non-alcoholic beverages. Prolonged labour shortages, soaring fuel costs, disrupted logistics due to the COVID-19 pandemic and the Russia-Ukraine conflict, along with extreme flooding on Australia's east coast, underpinned price rises in ingredients and finished goods. Consequently, manufacturers are passing higher costs on to consumers – a trend IBIS World says is likely to place downward pressure on industry demand for manufacturers.

Victorian floods cause food shortages, harming the agriculture sector

Floods and heavy rain across Victoria in November 2022 damaged key farming areas. Floods blocked off roads to major dairy farms and destroyed crops, particularly fruit, that were getting ready for harvest. IBIS World forecast that growers would struggle to overcome the flood,

despite Government support packages, leading to supply shortages and downstream price pressures.

Component shortages and price leaps hamper Australian manufacturers

The ongoing fallout from the COVID-19 pandemic is weighing on the Australian manufacturing sector, by means of supply chain issues and subsequent price leaps for parts and raw materials. According to the ABS, input prices for manufacturing rose strongly by 17.7% over the year through June 2022. High freight costs and reduced manufacturing activity abroad have slimmed global component supplies, contributing to price rises. Increasing prices are expected to reduce average profit margins for manufacturers, while rising output costs are likely to decrease demand from downstream customers, slowing down manufacturing activity.

FMD

As Indonesia has suffered its first foot-and-mouth disease (FMD) outbreak in over 40 years, Australia, New Zealand and other neighbouring countries' cattle industries were on high alert from March. The increased risk of a severe outbreak occurring in Australia and New Zealand could decimate cattle farmers' herds and export revenue, significantly eroding industry performance. ■

Key Statistics

\$7.4bn
Revenue

Annual Growth	Annual Growth	Annual Growth
2017–2022	2022–2027	2017–2027
-2.8%	1.5%	

132
Businesses

Annual Growth	Annual Growth	Annual Growth
2017–2022	2022–2027	2017–2027
-1.6%	1.0%	

\$400.4m
Profit

Annual Growth	Annual Growth
2017–2022	2017–2022
-4.5%	

6,943
Employment

Annual Growth	Annual Growth	Annual Growth
2017–2022	2022–2027	2017–2027
-1.7%	0.6%	

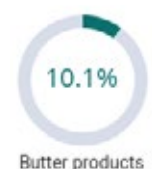
5.4%
Profit Margin

Annual Growth	Annual Growth
2017–2022	2017–2022
-0.5pp	

\$729.4m
Wages

Annual Growth	Annual Growth	Annual Growth
2017–2022	2022–2027	2017–2027
-2.1%	1.1%	

Products & Services Segmentation





Vale Robert (Bob) Gordon Grey, the 'milko's milko'

DIAA John Bryant Gold Medal awardee and significant dairy industry contributor **Bob Grey** passed away suddenly on 29 October 2022, aged 86.

Bob was born into a pioneering third-generation dairy farming family in the Kiama and Albion Park area on the south coast of New South Wales; his parents, **Keith** and **Edith**, were what was then known as "dairymen vendors" operating a dairy farm and delivering fresh milk to households and shops.

Enterprise and social care

At age 13, Bob was struck by a truck on the way home from school; the life-threatening injuries saw him spend many months in hospital and the accident spelt the end of his formal education.

However, Bob was a keen student and self-educated at home, later joining his father and brother working on the milk run. He eventually took over the milk-run business and his brother managed the farm. On every second weekend, the milk run became a family affair, with his wife **Judy** driving the truck, Bob reading the orders, and their two children, **Neil** and **Helen**, delivering the milk.

Coming from a family with strong interests in community development, Bob joined his local **Apex Club** and became its president championing the development of **Tawara**, a support centre for the intellectually disabled.

He was also secretary and an active member of the **South Coast Milk Vendors Association** (MVA). In this latter role he worked to achieve

greater co-ordination between the various independent **Country Associations** and the **Amalgamated Milk Vendors Association** (AMVA), which was the State organisation. Ultimately in 1984 – during a period of turmoil in the NSW dairy industry that threatened the viability of many milk vending businesses – Bob was recruited to take over the role of Secretary of the AMVA. He was also editor of *The Milk Vendor*, the bi-monthly newsletter for milk vendors. During his 23 years tenure in these roles, astoundingly Bob wrote every word in every issue of *The Milk Vendor*.

“

Bob proudly saw this as one of his greatest achievements

The milk wars

The first of the infamous interstate milk wars between Victoria and NSW began in 1984. The NSW-based supermarket chain **Jewel Food Stores** sourced milk packaged in two-litre plastic bottles from the **Midlands Milk** factory in Shepparton in northern Victoria and sold to its NSW customers at a discount rate.

The industry's initial reaction was to disrupt the Jewel Victorian-

sourced milk supply chain. Bob organised vendors to blockade Jewel supermarkets and joined forces with dairy farmers blockading Jewel's receival and distribution centre at Horsley Park in Sydney. Bob and his vendor members also supported the farmers blockading Midlands Milk's Shepparton factory.

To meet this competition, the **NSW Dairy Corporation** (formerly the **NSW Milk Board**) unilaterally reduced the regulated vendor price margins by 50%, thereby destroying the value of every milk run in NSW. With Bob's assistance the AMVA held mass vendor meetings in Sydney, swamped Government ministers' offices with vendor petitions and raised a fighting fund.

The vendors decided to take the fight to Macquarie Street where, on two consecutive days, hundreds of vendor trucks blocked the street in front of Parliament House. This action gained considerable press coverage and the attention of politicians – including the **Premier Neville Wran** who met twice with Bob and fellow vendor leaders to negotiate a pricing agreement.

Consequently, the Government intervened, and the NSW Dairy Corporation adjusted all industry sector margins (farmers, processors and vendors) equitably in order to meet the Victorian retail milk price. Bob proudly saw this as one of his greatest achievements.

Over subsequent years, there were more incursions of discounted Victorian milk entering the NSW market. Bob played a key role working with other industry sector leaders in developing strategies to counter these challenges.

Leading AMVA reform & milk-distribution deregulation

After taking on the role of AMVA secretary, Bob began the task of restructuring the vendor sector to improve efficiencies. This included uniting all vendors under the AMVA banner, working co-operatively with other industry sectors and the NSW Dairy Corporation, rationalising supermarket runs, and introducing a centralised and computerised supermarket milk-billing system known as **Milkbilco**.

Under Bob's stewardship, the AMVA transformed into a financially viable and effective advocacy organisation

“
... pushing back the date of deregulation to 2000 ... much to Bob's delight and amusement.”

for milk vendors that held the respect of Government and other industry sectors.

Bob had the foresight to recognise that with the political push at federal and State levels toward microeconomic reform and national competition policy in the late 1980s and 1990s, deregulation of the dairy industry would be inevitable.

As he saw it, for the vending sector it would be “deregulate or perish”.

After a series of vendor meetings led by Bob around the State, AMVA members agreed to a co-operatively

developed, industry-staged five-year plan to deregulate the processing and distribution sectors.

This was a major achievement, with all industry sectors agreeing to contribute to a fund through deductions to their margins, to finance rationalisation of vendor businesses via a buyout program. This would result in fewer and larger vendor businesses better capable of adjusting to a free market.

Gaining eventual Government approval proved challenging, and delayed the start of implementation by several years, pushing back the date of deregulation to 2000. This was much to Bob's delight and amusement.

Throughout this tortuous, complex and difficult process, Bob was a master tactician and, together with **Jim Forsyth**, who chaired **Milk Distribution Services** (which was the company established to



Next
Issue

Judging training in WA

Maintaining knowledge is core for DIAA judges.

Next issue we bring you a run-down on the first judging training for 2023, held by the DIAA Western Australian branch.

Phil Dayson, DIAA Board member and DIAA WA Branch Committee member, said, “It was a very practical and useful day delivered by [DIAA WA Committee member] **Mike Rammer**, of **MGR Food Consulting**, and enhanced by the amazing knowledge and experience of many of the participants.”





L-R: Jim Forsyth, Bob Grey, George Davey and Winston Watts.



implement the program), and farmer-representative director **Winston Watts**, they achieved what is widely considered the best possible outcomes for these sectors.

NSW Dairy Industry Conference

In 1984, the **NSW Dairy Corporation** was established, replacing the **NSW Dairy Industry Marketing Authority**. Bob represented the milk vendors on the **NSW Dairy Industry Conference (DIC)**, which formed the corporation's stakeholder advisory body. The DIC was essentially the "parliament of the industry", comprising members from all sectors, including the **AMVA**, **NSW Dairy Farmers Association**, **Milk and Dairy Products Association**, consumers and relevant Government agencies. Bob remained a member of the DIC until deregulation in 2000, where he not only effectively advocated on milk distribution issues but also for the betterment of the industry as a whole.

The 'Milk Mafia'

Bob was also appointed by the NSW Minister for Agriculture to the **NSW Dairy Corporation's Milk Pricing Advisory Committee**, which reviewed on a quarterly basis the regulated-milk price formula, and, where deemed justified, recommended adjustments to industry sector margins and, for a time, maximum retail milk prices.

“
the group became known as the 'Milk Mafia'”

This powerful committee also included Winston Watts the Executive Director of the **NSW Farmers Association (DFA)** and Jim Forsyth the Chairman of the **NSW Milk and Dairy Products Association (MDPA)**. Along with the author (as GM of the NSW Dairy Corporation), as the committee's chair, the group became known as the "Milk Mafia".

Bob anointed Jim as the Godfather and himself as Consiglieri. Bob had an immense knowledge and love of the law. He would have made a great lawyer.

The DIC's responsibilities included making recommendations to Government on industry policies affecting regulations and restructures. At DIC meetings, the Milk Mafia, joined by **Reg Smith** (farmer president of the DFA), played a leading role in directing the industry as it addressed the many challenges at the time threatening its viability.

During the 1990s the DIC held industry-strategy planning conferences and workshops that resulted in recommendations to Government on the processes for deregulating the total industry. This included the **Port Macquarie Protocol** and the **Leura Compact**. It was in these fora that Bob demonstrated his

strategic and tactical brilliance, leaning on his previous experiences leading change for the AMVA and distribution sector. The ultimate result was the Government agreeing to an industry plan to deregulate the entire NSW industry, much against the view of the **Hon. Richard Amery**, NSW Minister for Agriculture, who was opposed in principle to deregulation of the industry.

Milk Marketing

In the mid 1980s, Bob was appointed a Director of the **Board of Milk Marketing (NSW) Pty Limited** by the NSW Minister for Agriculture. In this role, Bob was a very keen supporter of the promotion of the highly successful and profitable industry brands, such as Lite White and Shape modified milks, and Moove flavoured milk.

He was also a strong advocate for the development of the industry-supported school milk program that included provision to teachers of dairy-nutrition education material and milk refrigerators to school tuck shops. His ambition was to correct the wrongs of earlier school milk programs and turn new generations back into happy milk consumers.

After the marketing activities of the company ceased at deregulation, Bob stayed on as a director until 2011 to assist with the utilisation of residual funds. These funds were derived from the sale of industry milk brands and were used to support industry development projects. This included

the commissioning of historian and author **Dr Jan Todd** to write the book *Dairy Deregulation, an Australian Journey in Structural Change* first published in 2017.

Awards

In 2007, the Dairy Industry Association of Australia awarded Bob the John Bryant Gold Medal in recognition of his outstanding and long service to the dairy industry. He was also awarded Life Membership of **Dairy Connect**, the NSW-based dairy industry advocacy organisation, in recognition of his substantial contributions over a lifetime to the development of the NSW dairy industry.

Bob will be remembered by his many friends and colleagues in the dairy industry for his wise counsel, strong and effective leadership, good humour, diligence, loyalty and determination. He was a humble man who left a significant legacy to the

milk-distribution sector and to the entire dairy industry.

Bob, the “milko’s milko”, was a hero and leader who truly had milk in his veins.

Bob Grey is survived by his wife Judy of 59 years, his son Neil and daughter

Helen, and his three much-adored grandchildren.

The DIAA offers its deepest condolences to the Grey family.

– Written by George Davey AM, former General Manager of NSW Dairy Corporation, and DIAA Life Member



2007 DIAA President Greg Peisley (second from left) with DIAA meritorious medal awardees of that year (L-R) Peter Roupas, Loftus-Hills Medal; Jo Davey, J. I. Scarr Gold Medal; and Bob Grey, John Bryant Gold Medal.

Enhance your brand position

...and make your products stand out on-shelf to consumers. Gold and Silver medal winners are invited to use the medal artwork on their winning product packaging.

The DIAA offers long-standing, prestigious dairy product competitions around Australia. Only the best products are awarded a medal or trophy. Yours could be one of them.

Aus/Vic Product Competitions,
Entries close: Saturday 25 February 2023

WA Product Competition,
Entries closed for 2023

NSW, Queensland, Tasmania and SA
check website for dates

Check online for the next competition:
diaa.asn.au/competitions



Unsolicited free content
contributed ad hoc. I liaise with
the contributor.



Vale Alex Buchanan AM

Dr Alex Buchanan AM, a scientist whose work included milk biscuits developed for hunger relief in famine-stricken countries, has died.

Few dairy-based scientists in Australia have received the accolades both nationally and internationally as this **long-term DIAA member**, whose full name was Dr Robert Alexander Buchanan AM.

Alex was highly regarded locally in both the dairy and food industries for his excellent work over many years, but he also gained an international reputation for his outstanding work in nutritional assistance to people in need in poor and famine-stricken communities throughout Asia and beyond.

Alex Buchanan was born in the early 1930s into a dairying heritage; his grandfather had emigrated from Scotland to continue his dairying career in Australia managing the **Romsey Creamery**.

Alex started life in Gippsland, attending Poowong Primary School (1939-44) and Korumburra Elementary Secondary School (1945-46). He also matriculated from Scotch College in Melbourne (1947-51) before graduating with a Bachelor's degree in Agriculture from Massey University in New Zealand (1953-56). Alex was successful in receiving an Ambassadorial Scholarship to undertake a Master's degree at Iowa State University (1959-60) and worked in the dairy industry from 1960-63 when he joined **CSIRO**. He worked for CSIRO until 1986, but was co-opted to various posts overseas working on related Australian Government projects.

After returning to Australia from Iowa, Alex went back to his hometown of **Poowong** in Gippsland where his father, **Alexander Mitchell Buchanan** was the factory manager. Poowong was taken over by **Unigate** in 1963 and, according to the DIAA history *Cream of the Country*, Alex supported the Unigate purchase as opposed to an offer from **Jack**

“

... gained an international reputation for his outstanding work in nutritional assistance to people in need

McGuire of Murray Goulburn, because McGuire would shut it down with all staff to lose their jobs. Alex was assistant manager at Rochester in 1963 when McGuire took control of that factory. It was probable that these factory consolidations prompted Alex to take the opportunity to move to CSIRO in April 1963 and commence his scientific and new-product development career.

Over the span of eight years from 1965-73, Alex published nine articles in the *Australian Journal of Dairy Technology* (AJDT):

- 1965 Lipolysis and the frothing of milk
- 1965 The Manufacture of "Calcium Co-Precipitate"
- 1967 Lactose-Free Milk Solids in Biscuit Form
- 1967 Manufacturing Conditions for Butter Powder I. Powder removal from the drier and fluidised-bed cooler
- 1968 The Future of Protein Foods, Including Leaf Protein
- 1969 Home-Baked High Protein Milk Biscuits
- 1969 The Australian Milk Biscuit – Production for Use in Africa and Asia
- 1973 Manufacture of CF1: A Sterilised Dairy-Based Carbohydrate-Free Infant Food
- 1973 Manufacture of Butter High in Linoleic Acid

During the period he worked for CSIRO (1963-86), Alex was given the opportunity to undertake a PhD in biochemistry from the University of London. Although the PhD was from 1966-68, Alex was still writing articles for the *AJDT* and in areas that would later develop into tangible products such as the milk biscuit, butter powder and dairy-based carbohydrate-free milk formula.

He worked with the **Department of Foreign Affairs** to support the team enabling the milk biscuit to be provided as a foreign-aid staple in

foreign aid and emergency situations overseas. His food research extended to South-East Asia, where he developed low-cost infant-weaning foods, and went on to become Australian Scientific Liaison Officer to the ASEAN Australia Economic Co-operation Program food projects.

As with many children who follow their fathers into the industry, Alex once commented that "as a boy, I always felt that I was in his shadow". Later on, after much work and notoriety, when Alex and his father were at a dairy industry conference, Alex saw the pride on his father's face when he was introduced as "Alex Buchanan's father".

Alex was a keen member of the **Rotary International** organisation, having been a member of four different clubs at different stages, including one in Thailand.

Even in retirement, Alex continued to support the dairying industry

through fostering gatherings of older industry colleagues for dinners and social get-togethers. The Dairy Industry Association of Australia remembers this fine man for his all-round contribution to the science of milk products, the development of milk products for health and nutrition, and the personal touch to improving the life of disadvantaged communities abroad and the wellbeing of retired food industry friends.

The DIAA offers its deepest condolences to the Buchanan family.

– written by Doug Eddy (DIAA Life Member) and Jo Buchanan (widow)



Awards

Alex Buchanan's awards include:

- Ambassadorial Scholarship from Rotary International (1959-60)
- A Paul Harris Fellow award from Rotary International
- AIFST Award of Merit (1970)
- Australian Government Centenary Medal (2003)
- Australia Day Honours – 2009 Member of the Order of Australia

DIAA members can freely browse and download every edition or individual articles of the *Australian Journal of Dairy Technology*. The database is available on the DIAA website in the members' area.

www.diaa.asn.au > Resources > Australian Journal of Dairy Technology

Are you relying solely on historical data to inform decisions? Stand out from the rest with livestream analytics.

The ifm **moneo** platform goes beyond monitoring and detection, it gives you full visibility and control over your assets.

What does it mean for you?

- | | |
|------------------------|--------------------------|
| ■ Uptime | ■ Predictive maintenance |
| ■ Throughput | ■ Reduced waste |
| ■ Real-time monitoring | ■ Reduced costs |
| ■ Energy savings | |



Upgrade your data systems NOW and protect what's important before it's too late.

protect what's
IMPORTANT

1300 365 088
sales.au@ifm.com | www.ifm.com/au



Bega launches 'Bega Cream Cheese'

Bega has launched its latest product, Bega Cream Cheese.

Produced at the Strathmerton and Port Melbourne sites, the product is now available in Woolworths and independent groceries, and will be in Coles from 6 March.

Bega Cream Cheese Marketing Manager, **Niamh Farrell**, said the cheese, created from fresh milk and cream sourced from local Australian farms, is made using the spreadable-product making expertise from the same team that produces Vegemite.

"Bega Cream Cheese has been launched for Australians who love cream cheese, and also love supporting locally owned and made brands."

She said Bega is proud to make Australian-made and owned products available, as the business continues to cement its place in the fridges and pantries of Australians and its consumers across the globe.

With Australia having "some of the best dairy products in the world, farmed and produced to the highest standards right here in our own backyard", she hoped that when people were "entertaining friends and family or baking a cheesecake with an Australian twist – we hope you're proud to reach for our deliciously smooth and creamy Bega Cream Cheese".

Bega Cream Cheese packaging features the Better Farms Program logo. This program is run by Bega Cheese Ltd to "help to make dairy farmers' big ideas possible" and move Australian dairying forward by offering up to \$1.1 million in financial grants available to eligible dairy farmers in its network through the program each year.

"Now, Aussies will have an Australian-owned and made brand of cream cheese that they can enjoy." ■

Bulla collaborates on Chupa Chups 'icy sticks' party pack

Bulla Dairy Foods has again collaborated with **Perfetti Van Melle's Chupa Chups**, creating a "fun-flavoured icy sticks party pack" for summer.

Featuring a school holiday colour-in activity on the back of each pack, the collaborative product has been stocked exclusively in Coles from January 2023.

The icy sticks feature Chupa Chups' strawberry, watermelon and cola flavours in this limited edition party pack of 30.

Perfetti Van Melle's Licensing Area Manager, **Marta Ballesteros**, said, "We love how Bulla Dairy Foods connects with our Chupa Chups brand." The icy sticks are "delicious and refreshing ... with the best flavour experience", presented in playful packaging.

Bulla Dairy Foods' GM for Marketing & Innovation, **George Poulos**, said, "We're excited to bring the iconic Chupa Chups lollipops flavours to the freezer aisle and, in turn, fans of the confectionary range – young and old alike. This also has all the makings of a perfect product for summer – fun, colourful and refreshing."

In 2022, the two companies collaborated to team Chupa Chups' strawberry and cream flavour to launch a strawberry and vanilla ice-cream with Bulla Dairy Foods. The product was a homage to the Chupa Chups lollipop, featuring crushed candy and a strawberry sauce drizzled throughout and on top. ■

Pepe Saya goes GF with pancake collab

Pepe Saya, run by **Melissa Altman** and her husband **DIAA member Pierre Issa**, has teamed up with Nodo to create a gluten-free, buttermilk pancake pack. Each retail pack contains:

- 1 x nodo® better batter pancake blend 500g (gluten free)
- 1 x fresh Buttermilk 1L
- 1 x Pepe Saya Cultured Salted 100g
- 1 x Pepe Saya Maple Butter 200g (Just add egg) ■





IWD 2023 – #EmbraceEquity

The campaign theme for International Women's Day (IWD) 2023 is #EmbraceEquity. The IWD platform says: "Equity isn't just a nice-to-have, it's a must-have. A focus on gender equity needs to be part of every society's DNA. And it's critical to understand the difference between equity and equality."

According to **Dairy Australia**, 98% of Australian households purchase dairy products.

There are many women working hard to forge a path in Australia's dairy industry – for themselves and for others. This article focuses on the on-farm aspect of dairying.

Sue McGinn, an early participant in the **Women in Leadership** pilot program held by the **Dairy Farmers Association (DFA)** in 1997, said the industry has changed for the better.

"It's very contemporary now to accept women as farmers in their own right. Today, it's considered acceptable to refer to women as farmers even if they don't actually drive the tractor or milk the cows – though many of us of course do!

"For many farms, the business is complex and there are many complementary roles. I think we all know them. The point here is that our contribution on-farm is now recognised as being equally valuable."

Creating opportunities for one another

A further inspiring woman forging change in agriculture is farmer **Jen Stolp**. Jen believes it is important for women in the industry to surround themselves with positive people for support and to bounce ideas off each other.

"We can't do it on our own, we need to create our own A-Team and take as many opportunities as we can and create opportunities for ourselves."

Jen is initiating new safety policies and procedures for the farm and has taken on a project to help her focus on setting priorities. "While we need to plan and be prepared, we also need to prioritise what we can do now and not dwell on things that might happen that we can't do anything about yet."



Turning to the community during difficult times

Creating a support network is important for South Australian dairy farmer **Geraldine Dohnt**, who champions the role of women in dairy and their local communities.

"It's great to be with other women who face the same issues; it helps you realise it's not just you against everything."

A bright future of innovation and progress

Numurkah dairy farmer **Rachelle Moon** sees a future for the dairy industry that is full of promise and innovation with a lot of unsolved mysteries.

The Victorian says, "I have no idea where it's going to be in 10 years' time. The stuff they're doing and thinking about just blows your mind, and I'm definitely feeling positive. There will always be a market for fresh milk but people will need to think out of the box a bit.

"We're always thinking of what's next. I've seen vending machines in New Zealand where farmers sell milk. If we had a pasteurising plant, we could sell it through vending machines. It's an interesting concept. There are lots of options out there."

Embracing change in the dairy industry

Busselton farmer and agronomist **Tammy Negus** is a big advocate for embracing change in the dairy industry.

The West Australian says, "The world is moving, and consumers' preferences are moving. As producers, we need to be prepared to change as well and use all the innovations that are available to give us an advantage.

"There's a lot of expertise and scientific research that farmers can call on, and we're continually finding more information to farm better." ■

– an abridged version of the IWD 2023 article 'Women are forging change in Australia's dairy industry'

**We will maintain
a gender equal
mindset**

#EmbraceEquity

I liaise with the organisers of DIAA events to send material post events. I wrote this article from their information

Dairy People

DIAA Victoria Branch's crowning gatherings

The DIAA Victoria Branch held two functions near the end of last year: the DIAA Victorian Eastern Region Dinner in November and the Christmas function in December.

Caldermeade

Held at Caldermeade Farm in Gippsland, the Eastern Region Dinner took in a tour of both the site (by tractor) and factory, with a presentation by **Caldermeade Farm Group GM Grant McConkey**.

DIAA Board Member Dean Carlish said the visit was "an insightful look at how one man's vision created an experience to be talked about for years, while also educating people about our dairy industry".

DIAA Victoria Committee Member Leigh Norrie echoed Dean's words, saying "it was fantastic to see the vision of the late John Gommans come to fruition".

He thanked fellow committee members **Adam Tyson** (of Produco) and **Pete Lansley** (Sales and Marketing Director at Caldermeade Farm) for putting the event together, including a "take-home goody-bag showcasing beautiful products from Caldermeade Farm".

"It was great to see [DIAA member and Caldermeade Farm Group Director] **David Gommans** sharing the occasion with our members."

You can read about John Gommans in the August-September 2022 issue of *Australian Dairy Foods*; see Volume 43 No.4, p31.

Christmas at Crown

DIAA Victoria Branch President, Tim Blanchfield, said, "Being the first in-person Christmas party since 2019, the 2022 event was a great chance for members and their guests to connect and share stories of recent years, with great views of the Melbourne CBD and Yarra River in the background."

"The DIAA Victorian Committee wishes to extend its gratitude for members' ongoing support, and looks forward to seeing everyone in 2023." ■



Grant McConkey, Group General Manager of Caldermeade Farm.



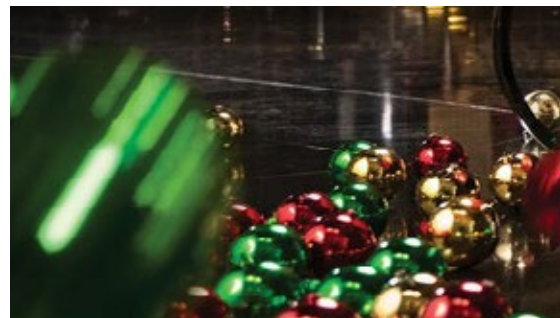
Darren Gledhill, of Kyabram Cold Storage, donated the door prize.

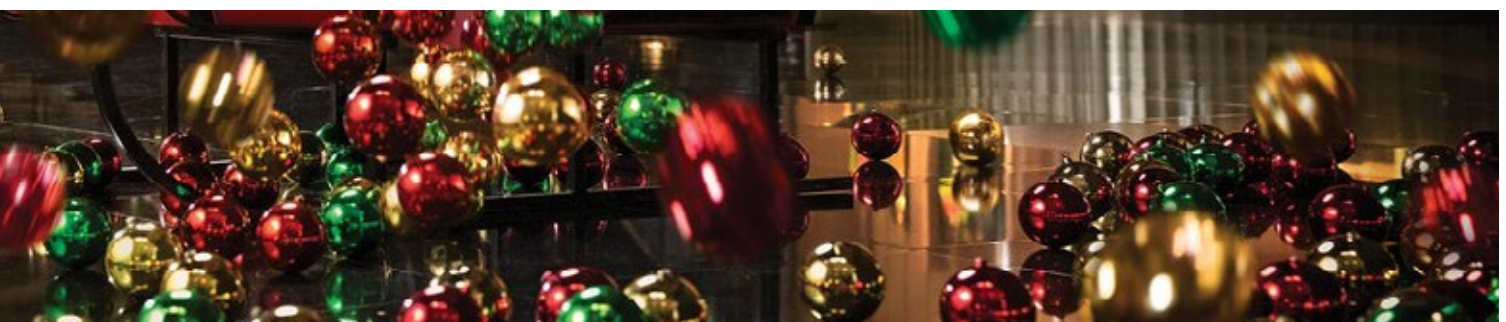


Pete Lansley topping up feed.



The group toured the site by tractor.





Magical fun at Northern Tassie Christmas celebration

The DIAA Tasmanian Branch northern event in Launceston was the first DIAA Christmas event on the Apple Isle at the end of last year.

Organised and co-ordinated by DIAA Committee member **Alice Crawford**, 40 people – members and their families, along with local industry sponsors – gathered at the Wizards Bar at Boags Brewery.

DIAA Board member and DIAA Tasmania Branch Secretary, **Ross Matthews**, said, "It was a nice informal evening in a relaxed atmosphere where everyone could easily mix and network as well as enjoy the range of

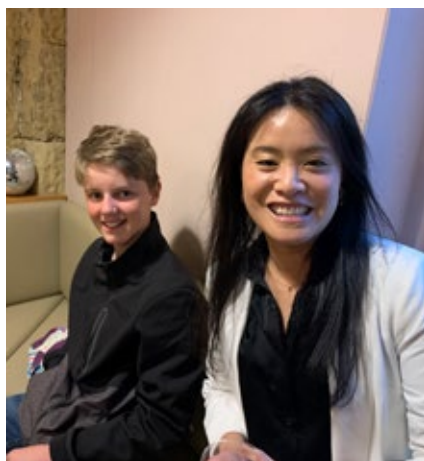
food and drinks". Children were also able to enjoy many games, and they each received a little gift from the Christmas tree. "All in all it was a very enjoyable evening." ■



Southern Tassie celebrations continue the fun

Just after the northern function, the DIAA Tasmanian Branch held its southern event at the Ti Ama Restaurant at Battery Point in Hobart, co-ordinated by **DIAA Committee members Kerri Choo and Chris Haynes**.

DIAA Board member and DIAA Tasmania Branch Secretary, **Ross Matthews**, said, "This informal event was a great networking function where we all enjoyed each other's company – thank you and well done to Kerri and Chris!" ■



New process engineer at RELCO Pacific

Grace Talbot-Walsh has joined RELCO Pacific (RPL) as a process engineer.

The new DIAA member's employment background includes considerable experience with lactoferrin, and involvement in the design and commissioning of a major plant in Australia. She has completed post-graduate studies in processed cheese in partnership with one of Australia's largest dairy manufacturers.

Initially involved in helping the New Zealand team with their current project, Grace will also be helping RPL develop non-dairy protein opportunities and spending time with RELCO US, partly to gain a better understanding of RELCO technologies.

Having spent the past year working in pharmaceuticals, Grace said she is "ecstatic to be going back to food & beverage with RELCO".

Based in Melbourne, Grace works closely with long-term DIAA member **Jason Harris**, Country Manager Australia & New Zealand of **Koch Separation Solutions** (KSS).

Jason said, "We are thrilled to welcome Grace and look forward to her contributions toward our advancement and continued success."

Born and raised in England, Grace moved to Australia in 2007 to complete high school studies – and never left. She holds a Doctor of Philosophy (PhD) in Chemical Engineering from Monash University, having earlier gained a double degree in Science and Engineering (Hon), and Chemical Engineering, also from Monash. ■



Grace Talbot-Walsh



Dayson retires to concentrate on DIAA work

New DIAA Board member **Phil Dayson** has retired from full-time employment, most recently working as a food & beverage, water treatment and dairy sales lead, and brewing/beverage specialist with **Jasol** in Western Australia after nearly eight years with the company.

Phil, who holds an MQB Honours, Mining Electrical Engineering from North Staffs Uni and Mining Engineering qualifications from North Staffs Polytechnic, said he will be keeping busy as a volunteer director for the DIAA and continue volunteering with the DIAA WA Branch Committee. ■

Former Bega CEO appointed to DA Board

Outgoing CEO of **Bega Group**, **Paul van Heerwaarden**, has been appointed to the Board of **Dairy Australia** (DA) as a non-executive director. His appointment will run until November, with the opportunity to seek a further three-year term at DA's 2023 AGM.

Van Heerwaarden had been with Bega Group for more than a decade, and in the CEO role for nearly six years.

Chair of DA's Board Selection Committee, **Tania Luckin**, said, "Paul will bring significant business expertise including sales, marketing and a deep understanding of future

trends and issues that could impact on the sustainability and profitability of the dairy industry.

"Along with a strategic mindset, he has a breadth and depth of experience in dairy and across agriculture more broadly having held a number of executive roles. This experience will assist Dairy Australia to continue to deliver for farmers and the dairy industry."

A Board vacancy became available due to the resignation of **Russell Abotomey**. ■



Paul van Heerwaarden

Rose promoted to Exquisite CEO

DIAA member **Matthew Rose** was appointed CEO of family business Exquisite in January, having previously been Commercial Manager for five-and-a-half years. Matt has taken over from his father, **David Rose** (also a DIAA member), who has retired.

Matt holds a Master's of Diplomacy and Trade, International Relations and Affairs from Monash University; a Bachelor of Business, Politics, International Trade from Swinburne University of

Technology; and undertook European studies as an international exchange student at the University of Twente in Enschede, Netherlands. ■

You can learn more about Matt and his family's company in the next issue of *Australian Dairy Foods*. Exquisite has taken substantial steps in energy conservation, strengthening the business as it supplies up 80,000 predominantly private-label desserts a day to many well-known QSRs.



Matthew Rose

MBH appoints new CEO

Kinda Grange has been appointed as CEO of Maggie Beer Holdings (MBH), effective 1 March, to lead the company through the next phase of its growth strategy.

MBH is completing its transformation and strategic repositioning, and is aiming to leverage its position as a leading source of premium food, beverage and gifting products. Grange most recently held the position of joint MD Australia at **Goodman Fielder**, having spent 18 years in senior leadership roles. She also oversaw the Better Together sustainability initiatives in 2021.

While at Goodman Fielder, Grange had responsibility for e-commerce, digital marketing and product categories including plant-based foods, spreads & oils, bakery and dairy.



Kinda Grange

MBH chairman **Reg Weine** said, "Having most recently led a business with \$1.5b in revenue across Australia, with 12 manufacturing sites, and 1,600

employees, Kinda clearly has the strategic, commercial and leadership experience to be able to leverage our leading e-commerce platform and Maggie Beer-branded portfolio."

Current CEO and MD, **Chantale Millard**, resigned at the end of 2022, after more than eight years.

In 2022, MBH divested **St David Dairy**, having acquired the premium inner-Melbourne dairy business five years before, selling it to GV Creamery (see *Australian Dairy Foods*, October/November 2022, Vol 43, No.5, page 40).

The group has retained **Paris Creek Farms**, the South Australian-based biodynamic dairy business it acquired in 2017. ■

Feeling social? Follow the DIAA and find colleagues on:



LinkedIn
Dairy Industry
Association of Australia



Facebook
@DIAAGroup
@AustralianDairyFoods



Instagram
@AustDairyFoods
@DIAAMemberServices



Twitter
@AustDairyFoods



Although many events have been held face to face, some re-emergence of COVID-19 outbreaks mean it's wise to double check the website of any event you wish to attend regarding changes in location, date, etc.. Double check the date before making any bookings or travel arrangements!

25 February – 5 March

International Agricultural Show

Paris Expo Porte de Versailles
Paris, France

10times.com/agricultural-show

27 February – 1 March

Foodservice Australia Melbourne

Melbourne Convention and Exhibition Centre, VIC
eventalways.com/foodservice-australia-melbourne

7-10 March

Foodex Japan 2023

Tokyo Big Sight
3 Chome-11-1 Ariake, Koto City, Tokyo
jma.or.jp/foodex/en/

13-15 March

Dairy Ingredient Technical Symposium

Santa Barbara, CA, USA
eventseye.com/fairs/f-morocco-foodexpo-23195-1.html

15-16 March

DIAA Australian & Victorian Dairy Product Competition Reveal

Werribee, VIC
diaa.asn.au/competitions-and-results/

18-20 March

Food Expo

Athens Metropolitan Expo S.A.
Athens, Greece
10times.com/food-expo-athens

20-22 March

DIAA Australian & Victorian Dairy Product Competition Judging

Werribee, VIC
diaa.asn.au/competitions-and-results/

20-22 March

IFE – International Food & Drink Event

ExCeL London
London, UK
10times.com/international-food-drinkevent

23-24 March

DSWS Dairy Sensory Evaluation Course

Werribee, VIC
diaa.asn.au/events

28 March

APPMA Member Dinner

Sydney, NSW
appma.com.au/events-training/events-calendar/

28-30 March

SIAL America

Cross-category Food and Beverage tradeshow and conference
Las Vegas Convention Center,
Las Vegas, NV, USA
sialamerica.com/

28-30 March

International Exhibition for Food and Beverage

Tel Aviv Convention Center
Tel Aviv-Vafo, Israel
10times.com/israfood

13-16 April

Market of Good Taste – The Slow Food Fair

Messe Stuttgart
Stuttgart, Germany
10times.com/slow-food

18-20 April

WorldFood Poland 2023

Warsaw, Poland, EXPO XXI
Warsaw International Expocentre,
diaa.asn.au/events/

30 April – 2 May

Foodservice Australia 2023

Melbourne Convention & Exhibition Centre,
Melbourne, VIC
foodserviceaustralia.com.au

4 May

Interpack 2023

Messe Dusseldorf, Am Staad,
40474 Dusseldorf, Germany
appma.com.au/eventdetails/11474/interpack-2023

4-5 May

DIAA Victoria Branch Conference

Flemington, VIC
diaa.asn.au/events/

4-10 May

Interpack 2023

Dusseldorf, Germany
auspack.com.au

5 May

DIAA Victorian Dairy Product Competition Awards

Flemington, VIC
diaa.asn.au/events/

14-15 May

Bakery Showcase Canada Trade Show & Conference

Vancouver Convention Centre West
Vancouver, BC, Canada
bakeryshowcasecanada.ca/

19 May

DIAA Awards of Excellence

Melbourne, VIC
diaa.asn.au/events/

22-25 May

Bakery China

National Exhibition & Convention Centre (Shanghai)
Shanghai, China
10times.com/bakery-china

22-25 May

Sweets & Snacks Expo

McCormick Place,
Chicago, USA
10times.com/sweets-snacks-expo

25-27 May

Expo Food Guangzhou

Poly World Trade Center
Guangzhou, China
10times.com/world-food

31 May – 2 June

Baking Industry Trade Show

Moonee Valley Racecourse
Moonee Ponds, VIC
eventalways.com/baking-industry-trade-show

5-7 June

Hort Connections 2023

Adelaide Convention Centre, SA
appma.com.au/events-training/events-calendar/

5-8 June 2023

Saudi Food Expo

Riyadh, Saudi Arabia
10times.com/e1zh-3rz4-x14z

17-19 June

Food Asia International Trade Fair 2023

Karachi Expo Center, Karachi, Pakistan
foodasia.net/

25-27 June

Fine Food New Zealand

ASB Showgrounds
New Zealand
hub.xpo.co.nz/events/fine-food-new-zealand/

29 June

DIAA Tasmania Branch Conference Welcoming Event (note change of date)

Hobart, TAS
diaa.asn.au/events/

30 June

DIAA Tasmania Branch Conference (note change of date)

Hobart, TAS
diaa.asn.au/events/

23-26 July

foodpro Melbourne

MCEC, Melbourne, VIC
foodproexh.com/

30 August – 1 September

Agricultural Shows Australia 2023 Conference

Adelaide, SA
sanextgen.com/agshowsausconference

DIAA events

Keep an eye on this page and the DIAA website for dates and registration details.

AUSTRALIA WIDE / NATIONAL

- 15-16 March:** DIAA Australian Dairy Product Competition entry delivery
20-22 March: DIAA Australian Dairy Product Competition judging
23-24 March: DSWS Dairy Sensory Evaluation Course
19 May: DIAA Awards of Excellence

NEW SOUTH WALES

- 14 September:** DIAA NSW Branch Conference

TASMANIA (note change of dates)

- 29 June:** DIAA Tasmania Branch Conference Welcoming Event
30 June: DIAA Tasmania Branch Conference

VICTORIA

- 15-16 March:** DIAA Victorian Dairy Product Competition entry delivery
20-22 March: DIAA Victorian Dairy Product Competition judging
4-5 May: DIAA Victoria Branch Conference
5 May: DIAA Victorian Dairy Product Competition Awards

WESTERN AUSTRALIA

- 31 March:** DIAA Western Australian Dairy Product Competition Awards

Please see website for details
diaa.asn.au/events



Compiled from ad list

	Page
Babbage Consulting	OBC
Chr Hansen	Front Cover
DIAA Awards of Excellence	IBC
DIAA product comps	35
DSM Food and Beverage	12-13
DSWS Dairy Sensory Course	30
Heat and Control	27, 29
IFF/ Danisco	15
Ifm Efector	37
Process Partners	17
Relco Pacific Ltd	7
Roha	IFC
Rowe Scientific	25
Smart Membranes	19
SWA Water	23
Technomilk	11
WR & D Wells	9

I seek & write this content

2023 Competitions coming up

Keep an eye out on the DIAA competitions page for opening dates, Exhibitor Guides and times for DIAA Dairy Product Competitions in NSW, Queensland, Tasmania and South Australia.

diaa.asn.au/competitions-and-results/how-to-enter-a-competition/

Entry to the Australian, Victorian and Western Australian competitions is now closed.

Make sure you book to attend these awards ceremonies; see the **Events** page on the DIAA website for details.

To join the Dairy Industry Association of Australia, or if you have any questions about the dairy foods industry, contact the officers listed here or visit www.diaa.asn.au

National: Kristine Manser, DIAA National Office, Private Bag 16, Werribee, Victoria 3030; 671 Sneydes Road, Werribee, Victoria 3030; ph: 03 8742 6600, fax: 03 8742 6601, Info@diaa.asn.au

New South Wales: David Wong, FMCG Industry Solutions, ph: 1300 628 104, david@fmcgis.com.au

Queensland: Philip Kerridge, Lactalis Australia, ph: 07 3840 0988, phil.kerridge@au.lactalis.com

South Australia: Karen McIntyre, Lion Bega, ph: 0400 800 356, karen.mcintyre@diaa.asn.au

Tasmania: Rod Wyker, Southern Sky Cheese Company, rod@southernskycheese.com.au

Victoria: Tim Blanchfield, ph: 0438 313 926, tim.blanchfield@saputo.com

Western Australia: Colin James, ph: 0419 969 223, cwj101@my.nlv.com.au

Calendar helps dairy farmers open up and connect

I seek & write this content

In 2016, **Gippsland Jersey** co-owner **Sallie Jones**, business partner of **DIAA member Steve Ronalds**, tragically lost her dad to suicide. That, and the dairy crisis to come, were the two catalysts behind Gippsland Jersey coming to life.

In 2018, the business began publishing a calendar, and no, Sallie says, “before anyone jumps to any fancy conclusions... no, it’s not a nude one”. But what the calendar does encourage people to do is bare is their feelings.

Sallie says since it began, their “annual mental health calendar is an integral part of our mental health brand pillar”. Delivered free to Victorian dairy farmers each year, the calendar’s intention is to “start a conversation around mental health”, with the dairy farm as a “daily office” often being an isolating environment.

Sallie says she and the Gippsland Jersey team hope the calendar finds its way to a wall in the kitchen or dairy, to remind farmers there’s “always someone who has walked the same path and come out the other side, and that it’s okay to ask for help”.

For the 2023 iteration, once again, a dozen very brave Gippsland dairy farmers have stepped outside their comfort zone and shared their personal health story. Sallie sees their bravery as “a starting point towards breaking down the stigma attached to mental health in our rural communities”.

“Our wish is that the calendar prompts honest and real conversations about a health issue that often we feel ashamed or embarrassed about. Through speaking to many Gippsland farmers over the years, we have found that most dairy farmers don’t know where to get help despite lots of Government money being put into rural mental health services. Nothing beats boots-on-the-ground type stuff!

“If this calendar can save one life we’ve achieved something. Thank



Image credit: gippslandjersey.com.au

you to **Connect Well** for their support in making this project possible.”

The “**Farming Conversations**” 2023 **Calendar** is free. It’s not too late, you can find it here: gippslandjersey.com.au/products/farming-conversations-2023-calendar-free

– **Samantha Schelling**, Editor, **Australian Dairy Foods**

Image credit: Stephen Tait, Facebook



Maleny Dairies 'Chief Enthusiast Officer' (CEO) Stephen Tait.

#ceocastingvote – Milky McMilK Face

In the tradition of Boaty McBoat Face, Maleny Dairies has named its latest tanker Milky McMilK Face. And it would appear that **Stephen Tait**, who heads up the Queensland processor as CEO (which he says stands for “Chief Enthusiast Officer”), had the casting vote in the company-wide decision.

Australian Dairy Foods (ISSN: 0157-7964) is published bimonthly (February, April, June, August, October, December) for the Dairy Industry Association of Australia (DIAA). **Australian Dairy Foods'** editorial covers news, opinions and issues affecting the industry – including production, processing, packaging and marketing.

PUBLISHER: **Australian Dairy Foods** is published by the Dairy Industry Association of Australia, Private Bag 16, Werribee Vic 3030. ABN: 98 549 642 932 Ph: (03) 03 8742 6600; fax: (03) 8742 6601; email: info@diaa.asn.au; or Internet: www.diaa.asn.au

Deliveries to: 671 Sneydes Road Werribee Vic 3030

PRINT RUN: 1,500 for current issue

COPYRIGHT: All material in **Australian Dairy Foods** is copyright. Reproduction in whole or part is not permitted without written permission of the publisher.

LIABILITY: While all material used in **Australian Dairy Foods** is checked for accuracy, usefulness and suitability, no warranty either expressed or implied is offered for any losses due to the use of any material in this magazine.

CONTRIBUTIONS: Editorial contributions on industry matters are welcome. Contact editor@diaa.asn.au

EDITORIAL: Samantha Schelling, The Word Co. Pty Ltd (ABN 54 916 974 160) www.thewordco.com.au, PO Box 7039, Shepparton, Vic, 3632. Ph: 0431 015 904; email: editor@diaa.asn.au

ADVERTISING: Janos Kaldy, DIAA Business Development Manager, Private Bag 16, Werribee Vic 3030. Ph: 0417 348 229; fax: (03) 8742 6601; email: janos.kaldy@diaa.asn.au

The opinions expressed by our advertisers and contributors are not necessarily those of the DIAA.

SUBSCRIPTION RATE: Australian Dairy Foods is available in print to DIAA members only. To join the DIAA, visit www.diaa.asn.au

LAYOUT: Stephanie Thompson, grafixaction.com.au

PRINTING: Finsbury Green, L9 124 Exhibition Street Melbourne Vic 3000. Ph: (03) 9250 7600

Printed on 100% carbon neutral Fresh Zero Paper certified by the Forest Stewardship Council (FSC).

Finsbury Green
printed carbon neutral

Australian Dairy Foods is packaged in EPI Enviro-Care 100% biodegradable packaging material.

SAVE THE DATE
19 MAY 2023



AWARDS OF EXCELLENCE

GALA DINNER

Friday
19 May 2023
Melbourne
Plaza Ballroom

www.diaa.asn.au

Process Improvement Adding to the Bottom Line

Babbage has recently completed a number of engagements making significant improvements to clients processes, reducing losses and increasing up time, delivering real outcomes both to sustainability and the bottom line.

Babbage has a growing team of industry experts across all aspects of dairy production who can assist in improving your outcomes. With rising commodity and energy costs, these improvements make all the difference in getting the most from your asset base.

For care and commitment to your business we would be delighted to talk, just give us a call and Jason, Rob, Jaimin, Larry, and Sandeep can advise on what we can deliver.



Babbage Consultants Australia Pty Ltd

Address | Suite 4, Level 2, 1 Yarra Street, Geelong, VIC 3220, Australia

Ph | +61 3 8539 4805

Email | contact-us@babbageconsultants.com.au

www.babbageconsultants.com.au