



What Does a Sustainable Dairy Industry Look Like?

James Neville

A Sustainable Dairy Industry

What is it?

Why is it important?

Who is responsible?



Passion for Dairy



Importance of UK dairy industry

Our advantages

10 years out

“What does a sustainable dairy industry look like and what contribution can it make to a sustainable world”

“A vibrant UK dairy industry that enables people, environment and business to thrive”

- Successful and lasting
- Exciting opportunities
- Protect natural resources
- Great place to work



Guiding Principles

1

Economic stability
and an efficiently
running supply chain

2

Adding value to society
through people and
consumer engagement



3

Dairy's role in
environmental
sustainability



Guiding Principles

- Looking outward
- Innovating and investing
- Working together
- Building skills and attracting talent
- Engaging consumers
- Minimizing environmental impact
- Stewarding nature
- Improving animal welfare



These organisations have endorsed the conclusions of the Dairy 2020 project

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forum for
the future
action for a sustainable world

ASDA
SAVING
YOU MONEY EVERY DAY

DairyCo

RSPCA

first milk

YOUR M&S

Dairy
UK

aic
agricultural
industries
confederation

DDO
Dairy Development Organisation

The University of
Nottingham
UNITED KINGDOM • CHINA • MALAYSIA

NFU

defra
Department for Environment
Food and Rural Affairs

WWF

PROTECTS
Tetra Pak
WHAT'S GOOD

Waitrose

Technology Strategy Board
Driving Innovation

promar International

RABDF
Working for British Dairy Farmers

CLA

Kite

Live
Well
For
Less
Sainsbury's

abagri
Associated British Agriculture

BOCM PAULS
the total feed business

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It's a strategy not a silver bullet

Sustainable business
models

Effective supply chain



Industry accountability

Communication

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The Consumer

Developing the debate

- Communication gap
- Control the message
- Proactive Vs Reactive



What does Volac do?

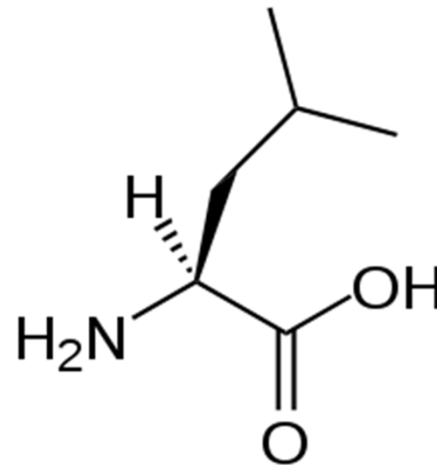
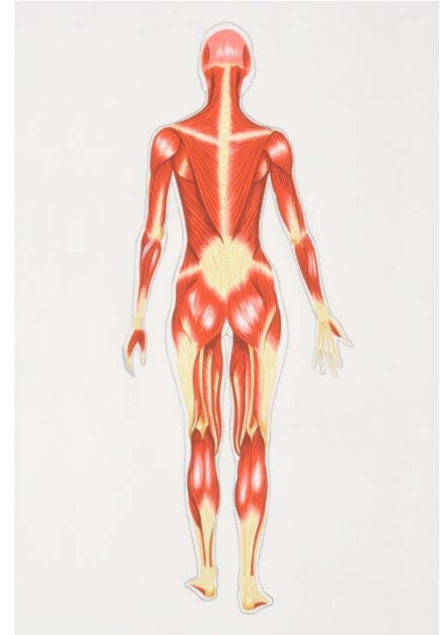
- Dairy nutrition
- Adding value
- Impact
- Long term approach



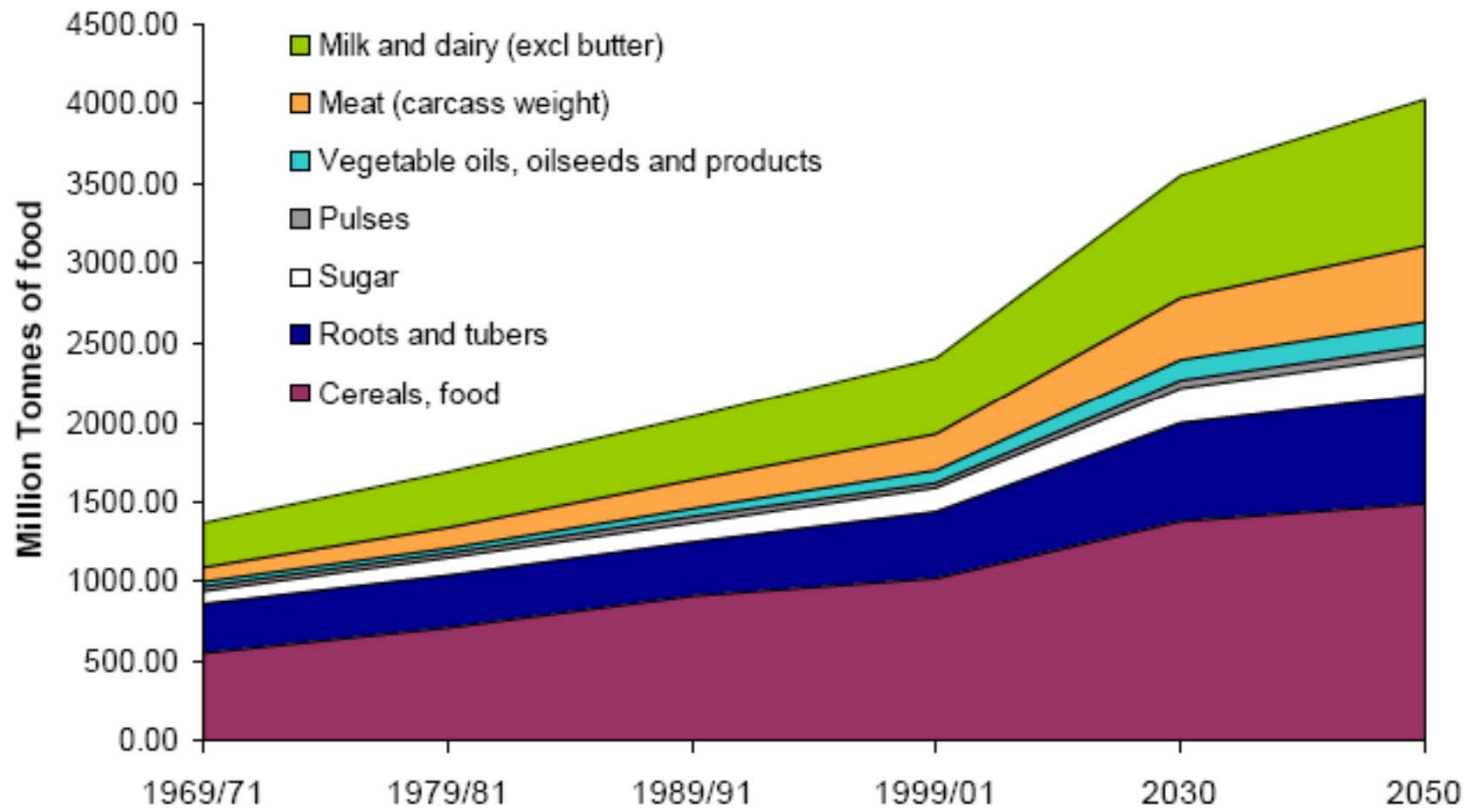
Whey is Exciting for Human Nutrition

Highest Quality Protein

- Provides all essential amino acids
- Fast absorption & easily digested
- High proportion of Leucine
- Sports and senior applications



Importance of dairy in future food production

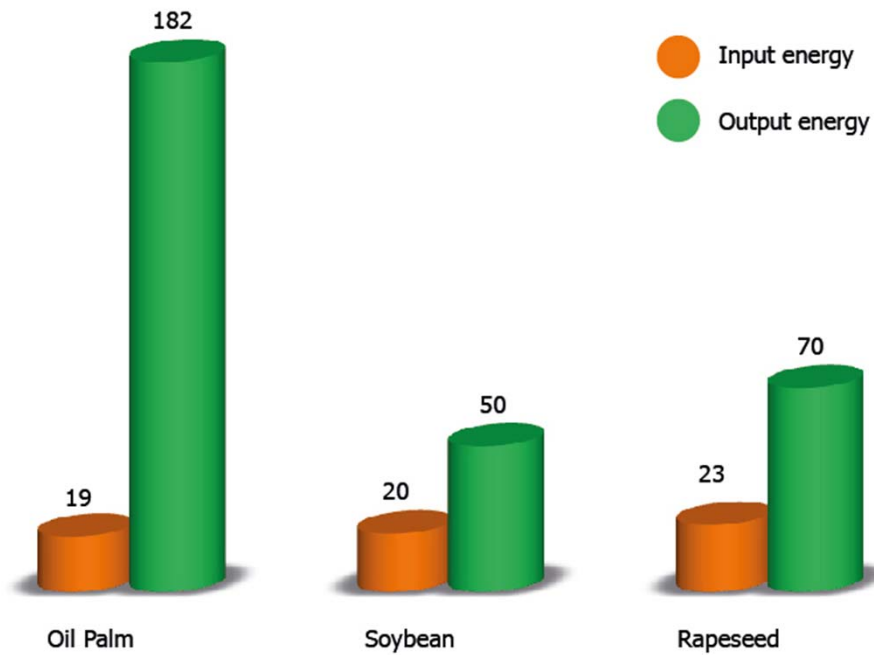


Food demand 50% higher by 2030

World Agriculture 2030, UN FAO

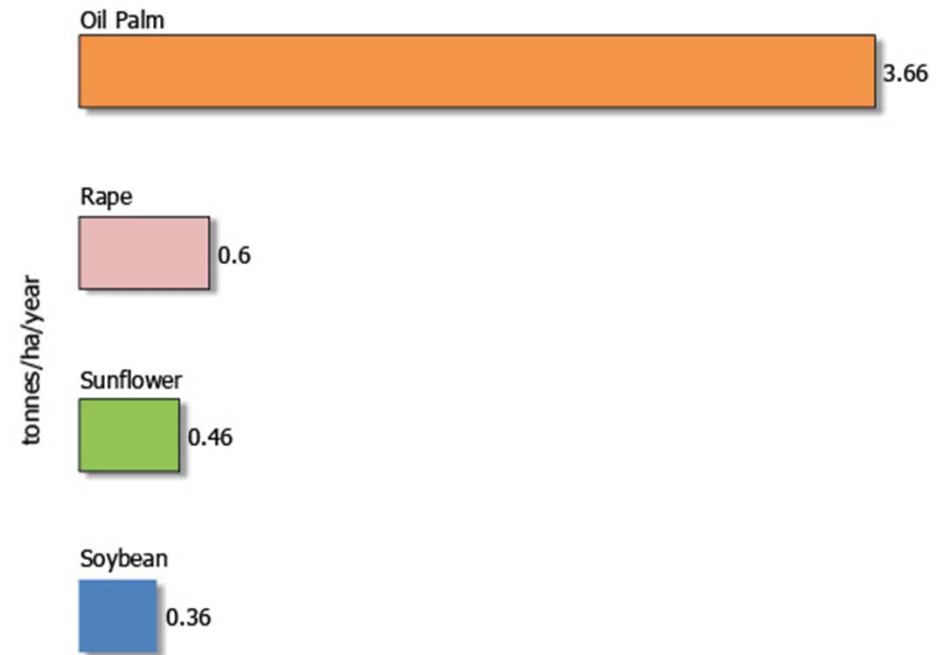
The worlds most efficient oil crop – Palm Oil

Energy Input to Output



Source: Carl Bek-Nielsen, 'Options for the World',
Global Oils & Fats Business Magazine (Jul-Sep 2007)

Yield per hectare



Source: Oil World Annual 2006

Why support sustainable Palm Oil ?

- Productivity
- Social reliance
- Feeding the world



Working in partnership for a sustainable future



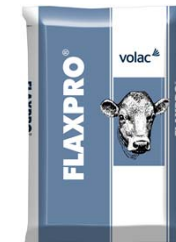
Volac is a member of RSPO & only buys from it's members

Volac is aiming for 100% certified sustainable palm oil



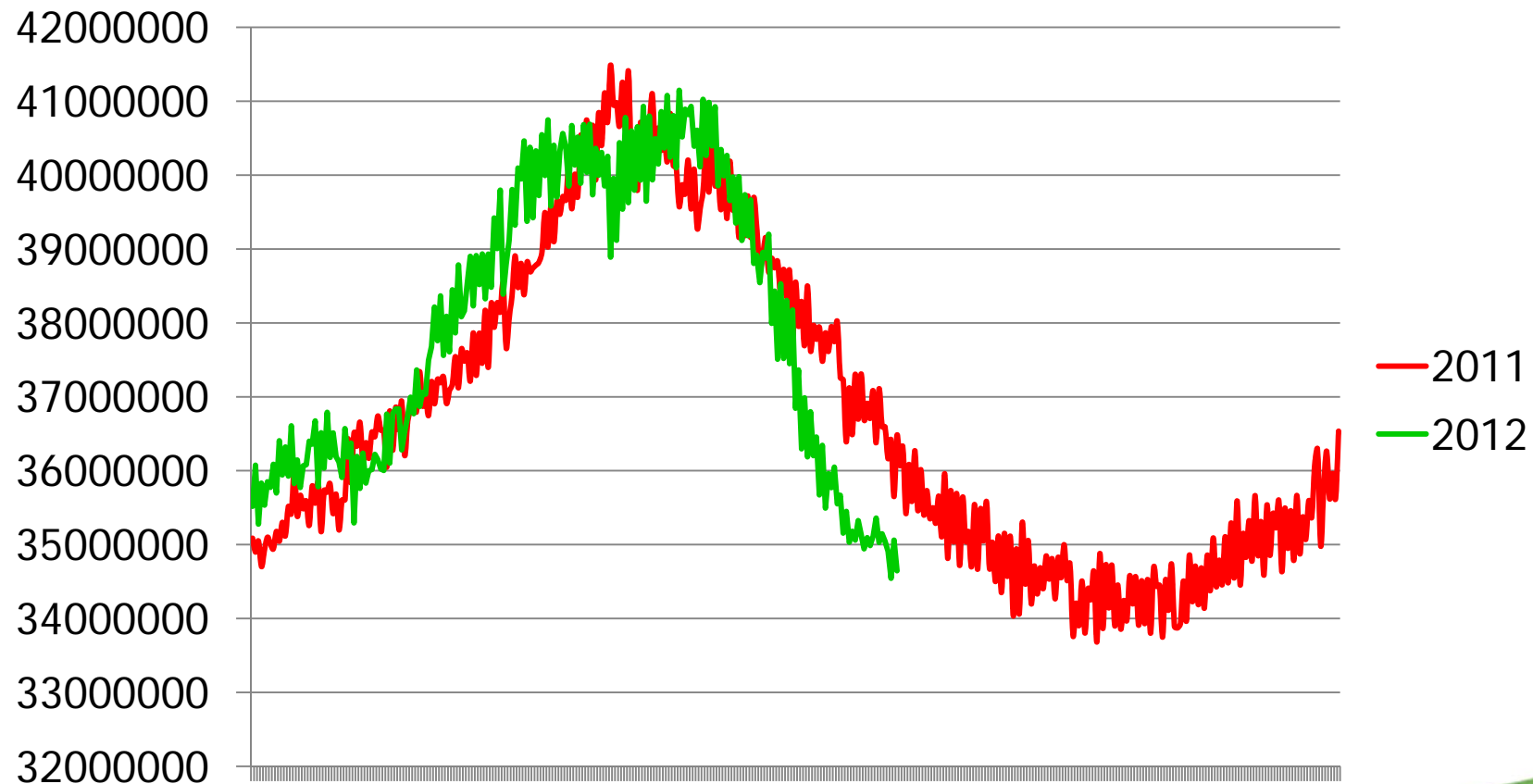
Volac Fat Products – based on Palm Oil

- Megalac
 - improves milk yield and fertility
- Megalac plus
 - improves milk yield and composition
- Megafat
 - improves milk fat % and milk production
- Flaxpro
 - improves fertility and milk production



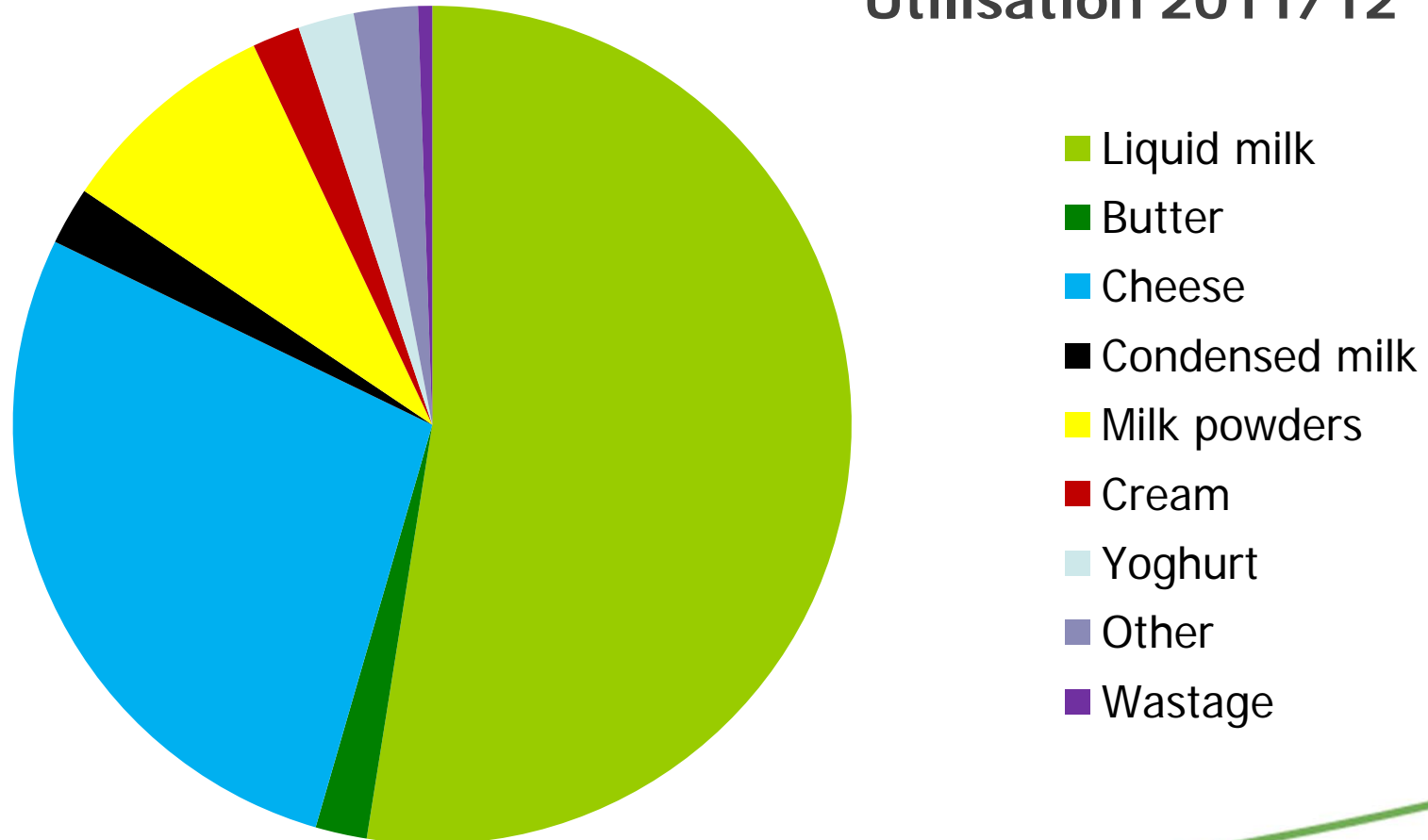
Milk Industry In Crisis?

UK Milk Production – Jan to Dec (litres)

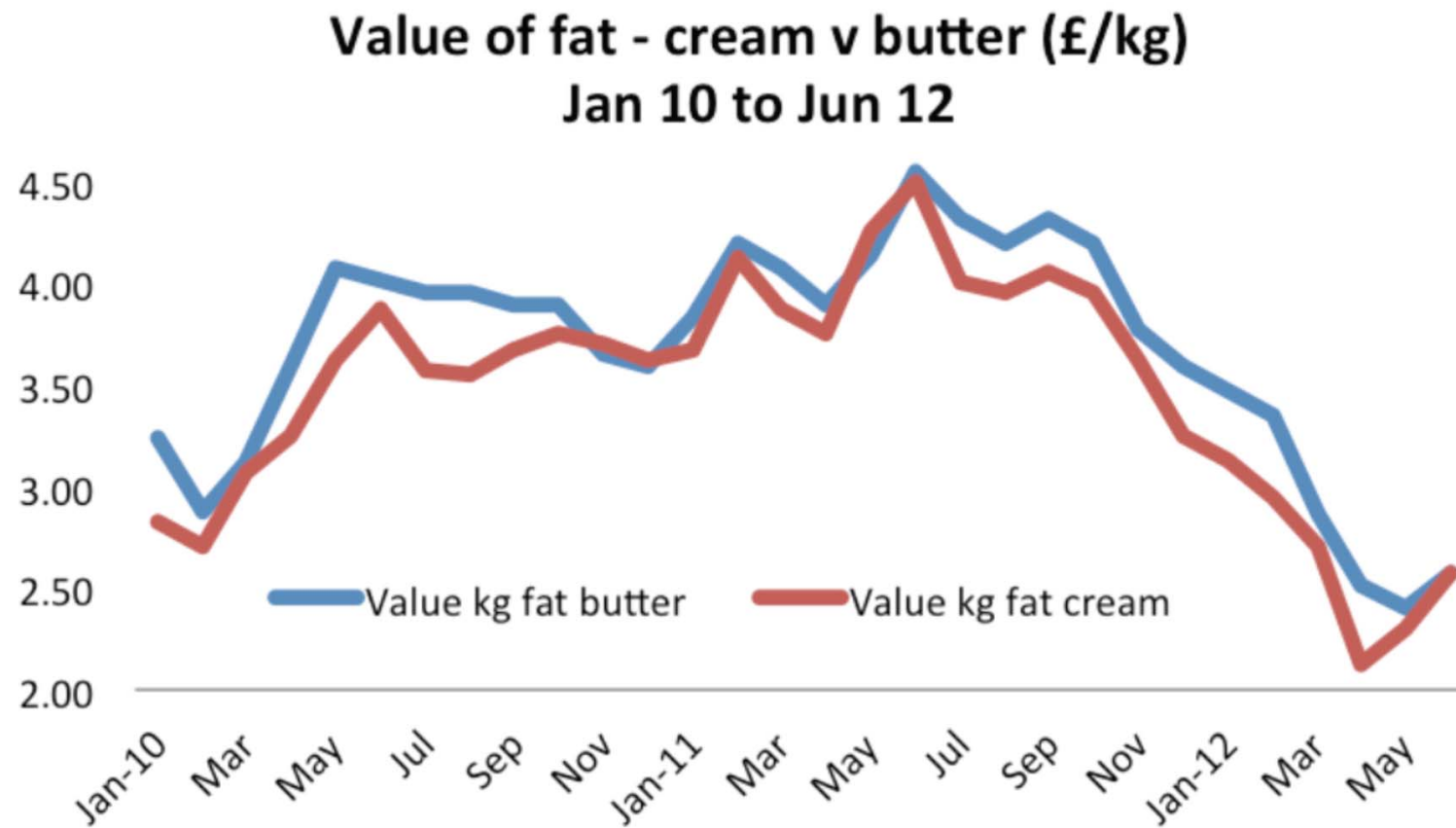


Milk Industry in Crisis?

Utilisation 2011/12



Milk industry in crisis?



What is the solution?



THE SOCIETY OF DAIRY TECHNOLOGY

- Productivity
- Building skills
- Attracting talent

The Future

- Industry can be successful
- Retailer focus not helpful
- Confidence to investment
- Make the most of a great product





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