

BARRY WILSON'S DAIRY INDUSTRY NEWSLETTER

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DIN announcement

BARRY WILSON, PUBLISHER AND JOURNALIST

We are sad to announce that Barry Wilson, founder and publisher of Dairy Industry Newsletter, and a committed and energetic journalist for more than 60yrs, died at his home in France on Christmas Day, a month short of his 84th birthday. His appetite for working and commitment to his publications never waned, even despite health challenges in recent years: he was working on finances, looking ahead to our forthcoming conference in May, and making arrangements to market his latest UK Milk Report & Brexit—2022 right up to Christmas Eve. Catherine Paice, who was recruited to support Barry 10yrs ago and assumed the role of editor 5yrs ago, will continue with the DIN team to produce the newsletter and our daily website news with the spirit and vigour that he would expect. It is hoped a memorial service will be held in the UK later this year. RIP Barry—friend, supporter and combatant. **See back page for obituary.**



Barry Wilson

Australia

MINING MAGNATE RAIDS BEGA

A private investment group owned by Fortescue Metals chairman Andrew Forrest has acquired a 6.61% stake in Bega Cheese. In a statement published to the ASX, the dairy and food company announced that the mining magnate's private investment firm Tattarang AgriFood Investments had bought more than 20m shares for \$108,325,094 between November 10 and December 29. Bega's share price rose 10% in mid-morning trade, and closed 3.2% higher at \$5.50. Two weeks ago, the share price dropped more than 12% on Bega's publication of a poor trading outlook for 2022 (see p3).

Vietnam

VINAMILK INVEST \$193m

Vinamilk are to invest US\$193m in building northern Vietnam's largest dairy plant, in Hung Yen. The plant will have a total capacity of 400m litres pa and will be a key project over 5-10yrs.

Netherlands

F/C GEAR UP FOR FRISO SALE

FrieslandCampina are selling their Friso infant nutrition brand for an estimated €1.75bn-€2.2bn. Documentation was sent out to potential buyers including top private equity firms by JPMorgan, who are advising F/C, before Christmas. F/C said they were looking into "strategic options" for the 50-year-old brand, which has a presence in over 25 countries across Asia, Europe and the Middle East. China's New Hope Dairy have already denied they are in the running, but a Chinese buyer is widely expected. US baby milk brand Mead Johnson were acquired by Chinese investment firm Primavera Capital Group in June and Yili bought a majority stake in Dutch dairy company Ausnutria Dairy Corp. in October. F/C's half-year report posted revenue from their specialised nutrition unit, which includes Friso, down 15% to €516m with operating profit down 84%, which they attributed to the closure of the border between Hong Kong and mainland China, increased competition from domestic players in China and negative price development due to the declining dollar and increased raw material prices.

• **NEW FINANCING SYSTEM**—F/C are planning to repay €54m member 'bonds-free' (not tied to production) as they move to their new member financing system, effective from this month, which involves issuing certificates linked to milk production. F/C had confirmed that the co-op would take responsibility for any imbalance in the internal market for member 'bonds-free'. The new system will reduce the imbalance in contributed capital caused by an ageing membership, F/C say. By issuing the milk certificates the security of the company's equity improves. Members can finance the required certificates by, for example, converting member 'bonds-fixed' and 'bonds-free', as well as the member certificates issued at the time of the merger in 2008 (see I HEAR, p7).

China

NOVEMBER WMP IMPORTS UP 45%

China's WMP imports bounced back in November after an October dip, with imports up 45% to 64,400t, leaving imports for the year to date up 39%. SMP imports were up 5% in November to 31,000t, and cheese imports were up 5% to 31,000t. Whey products were down 20% to 48,700, infant milk formula down 14% to 26,000t and butter down 48% to 4,800t, a three-year low.

CHINA DAIRY IMPORTS

tonnes	Nov '21	v. '20	YTD
Milk & cream	104,300	+26%	+2%
WMP	64,400	+45%	+39%
Whey prods.	48,700	-20%	+20%
SMP	31,000	+5%	+31%
Infant form.	26,000	-14%	-24%
Cheese	16,000	+37%	+38%

Japan

CONTINUING SURPLUSES DIVERTED TO THE NEEDY

Huge volumes of Japan's ongoing milk glut are being diverted to the needy, including food banks and 'childrens' cafeterias, which serve free or cheap food to children. One donation alone involved 230,000 cartons (about 43t) of UHT milk. In October, the Japan Dairy Association estimated that 5,000t of raw milk might have to be dumped before the end of 2021. Demand has continued to fall as a result of businesses staying closed during pandemic upsurges, butter and milk powder stocks at capacity and school holidays.

NZ EXPORTS—WMP exports were down 2% to 218,100t and SMP imports were down 14% to 39,700t.

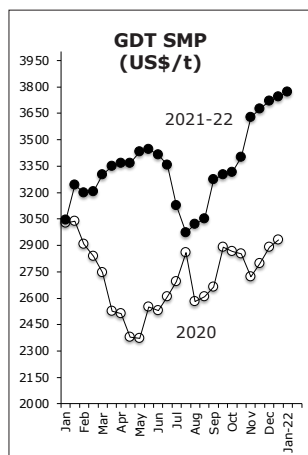
Cheese exports were also down, by 6% to 33,700t and butter exports were down 10% to 24,500t. The combined value of NZ milk powder, butter and cheese exports was up 14% in November to a monthly all-time record of NZ\$2.1bn, with higher value products more than offsetting the drop in powder export volumes.

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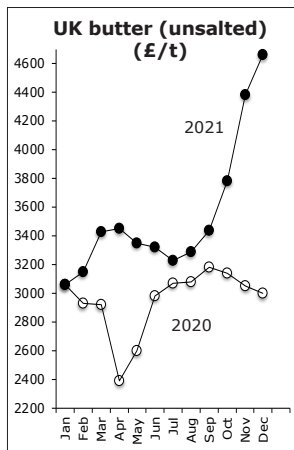
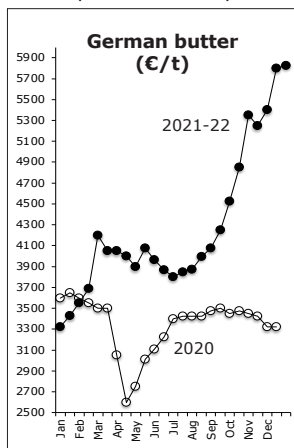
MARKETS GET OFF TO A FLYING NEW YEAR START

Often there's a slow start to the New Year, with traders on ski lifts rather than on phones for the first week. But not this year. The market has very quickly picked up where it left off, whether that be because many resorts are closed, or the Dutch are locked up again, or because the scrabble for milk volumes is already at pace. The graph of EU milk volumes in recent months would easily double for a black run on a ski map, and if the prospects for the UK are mirrored across Europe it's not going to get any better anytime soon. The current betting seems to be on volumes rising as they normally do to the spring peak, but then quickly falling off again from then on. Peak milk, and the degree of decline, could largely depend on what happens to fertiliser prices, and that will depend on what happens to gas prices.



Normally the Christmas period sees cream and spot milk prices drop through the floor, with cheesemakers hungry to pick up as much half price milk as they can, but any talk of a cut price bonanza was fleeting. Very quickly, UK cream has not only recovered its pre-Christmas position but overtaken it to settle at £2.20/kg last week—incidentally the first time January cream prices have ever started with a 2.

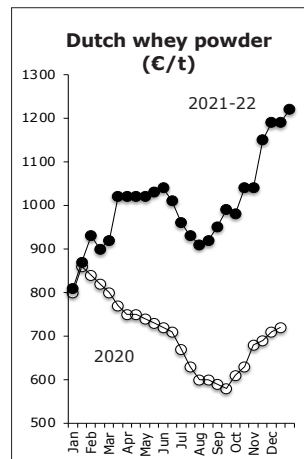
In Europe prices are at €6,600/t, which is as close to the UK's as it has been in years. Although the Dutch Dairy Board quoted butter out at €6,120/t last week most traders say the price is around €5,800/t, with some Polish origin available for €100/t less. A stronger sterling than we have seen for 2yrs puts this at £4,850/t in the UK, which is about the same as the pre-Christmas price. The futures prices are also remaining strong for Q1, at €5,975/t, but steadily weakening towards the end of Q2 to €5,650/t.



Powders have also had a decent start to the year, with stocks for SMP low and demand good. Traders can't satisfy demand, they say, and prices are climbing to a record high of €3,450-€3,500/t. WMP is at €4,250/t, meaning that there's a near-20% price differential between the two in Europe. In contrast, this week's GDT saw WMP prices stay the same but SMP prices rise again. As a result prices are less than 2.5% apart at \$3,866/t and \$3,773/t respectively. It is the narrowest gap since January 2015, when both prices were virtually the same. Whey is also extremely strong, and trading at a record €1,275/t.

Cheese never normally does much in January. But normality went by the wayside a long time ago, and this year has seen one of the biggest price jumps in history. Before Christmas mild Cheddar was at £3,700/t, traders now say the market is between £3,800 and £3,900/t and going higher due a shortage of cheese, high demand, better markets abroad and an insane curd price of €4,600/t, equating to £3,850/t. Cheddar was also the only commodity to increase significantly at last week's GDT auction, being up 4.9% to \$5,487/t or over £4,000/t. Mature prices are also tracking upwards—currently equating, unusually, to the mild price. Traders think it will be another month before mature prices kick on again in their own right. In Europe, Edam and Gouda also remain very strong, at €4,300-€4,350/t. Mozzarella is at €3,900/t or £3,450/t in the UK.

Spot milk, like cream, has also quickly restored its pre-Christmas position, and is trading in the 40p-45ppl range. **US butter soaring**—Last week's average butter price on the CME was up 10.8% from the previous week to 2.67c/lb (about \$5,880/t). Prices are up 50-75¢ in the past 5wks, but still 50¢-70¢ (around €1,000/t) less than Western European prices, driving export orders for delivery in Q1. November butter exports of more than 7.3m lb (over 330t) were up nearly 143% and up 125% in the year to date. Tight supplies, with production down in every month since July, is fuelling all fats higher, and butter churners are in no rush to increase manufacturing.



LATEST GDT AUCTION RESULTS

	Jan 4	Dec 21	Change
	\$/t	\$/t	in 2021
WMP	3,866	3,867	+20.5%
SMP	3,773	3,745	+27.8%
Butter	5,868	5,851	+38.6%
AMF	6,668	6,724	+54.2%
Cheddar	5,487	5,241	+34.6%
Lactose	-	1,390	+35.7%
BMP	3,654	-	+32.6%
Index	1,336	1,333	+30.2%

GDT world markets

GDT PRICE INDEX UP, BUT MARGINALLY

The average price index at last week's GDT auction, the first in 2022 after a 1.5% fall at the end of December, moved marginally higher (+0.3%). The WMP index was unchanged, based on an average price of US\$3,866/t. SMP was up 1.0% at an average \$3,773/t, Cheddar was up 4.9% at \$5,487/t; butter was up 0.3% at \$5,868/t, and BMP was up 1.0% at \$3,654/t. AMF was down 0.7% at \$6,668/t. Lactose was not offered. A total 30,685t of product was sold, down 1.0% from last time, with 156 participators bidding.

2021 boost—The average price index ended 2021 up 30.2% from a year earlier. Simple averages of prices at the 24 auctions showed the average butter price for 2021 was 20.7% higher than 2020; WMP was up 29.1%; SMP +22.3%; BMP +35.6%; Cheddar +12.4%; and lactose up 12.6%.

Weekly market prices @7.1.22

EU OBSERVATORY PRICES

(€/t)	Jan 5	v.Dec 26	2021	2021
			high	low
Butter	5530	=	5530	3350
WMP	4130	+1.0%	4090	2710
SMP	3290	-0.3%	3300	2190
Cheddar	3390	+0.3%	3380	3070
Whey powd.	1130	=	1130	770

US QUOTES, CHICAGO MERC.**

(\$/t)	Jan 7	v.Dec 31	2021	2021
			high	low
Butter (AA)	5880	+10.8%	5310	2835
SMP (grdA)	3675	+0.6%	3655	2470
Cheddar				
—40lb blcks	4455	+3.6%	4300	3265
—500lb bar.	4025	+8.4%	3960	3075

**Conv. from US ¢/lb@1 tonne = 2,205lb

EU market indicators

DUTCH BUTTER TOPS €6,000

The Dutch Dairy Board/ZuivelNL increased three of their five official dairy commodity prices last week, with butter up €50 to €6,120/t. SMP (feed) was up €20 to €3,380/t and whey powder was up €30 to €1,220/t, both 15-year highs. WMP was unchanged at €4,270/t and SMP (food) was also left unchanged at €3,450/t.

— **2021 ends on a high:** The butter price increased by a whopping €530 in December alone, and ended the year €2,820 or 87% higher than the €3,250/t quoted at the end of December 2020. WMP was 55% higher, SMP (food) +56%, SMP (feed) +58% and whey powder +51%. The average price for butter in 2021 was up 30% at €4,243/t, WMP was €3,356/t (+21%), SMP (food) €2,646/t (+16%), SMP (feed) €2,707/t (+29%) and whey powder €995 (+38%).

The German-based **IFE** institute's **estimated average EU raw milk value** levelled out at 52.3c/kg at the farmgate level in the past 2wks, based on the official butter and SMP prices in Germany, France and the Netherlands. The average butter price in the three markets last week was up €25 from the end of December (NB Germany did not publish in week 52, so week 51 was used) at €5,958/t and the SMP average was down €10 to €3,373/t.

Australia**BEGA SHARES TUMBLE, PANDEMIC BLAMED**

Investors shed Bega Cheese shares just before Christmas, after the company revised their forecast for 2021-22 normalised earnings to A\$195m-\$215m, saying the pandemic was damaging profits. While this could be around 50% higher than the \$142m reported in the year to June 2021, it falls short of analysts' expectations. Bega said strong competition for milk was forcing them to pay higher farmgate prices, and the cost of restructuring their sales into China had disrupted the business. Shares fell more than 13% on Dec 23—making them the worst performing stock on the ASX 200—to a low of \$4.84, wiping more than \$230m, or 25%, off Bega's value since their two-year share price high in April (\$6.51). They closed at \$5.48 on Friday. "The company has been very focused on managing the cumulative effect of the direct and indirect costs associated with Covid-19," Bega told investors.

NZ/Australia**SHARE PRICE LOWS**

Despite their earnings warning (above), Bega Cheese closed 2021 in better shape than most of their listed competitors in Australian and NZ. Bega shares closed at A\$5.67 on Dec 31, 11% higher than a year earlier, while Bubs closed at \$0.48 (-20%), and a2 Milk at \$5.46 (-52%). In NZ, Synlait shares closed at NZ\$3.46 (-61%), a2 Milk at \$5.93 (-51%) and Fonterra at \$2.97 (-32%).

NZ**FONTERRA MULL COMPULSORY JOBS**

Fonterra are consulting their employees about whether to introduce a vaccine mandate for all staff in NZ from March 1. Processing workers at Fonterra's Clendeboye plant have been protesting against this outside the factory.

OFI POISED FOR TOKOROA

GEA are due to start constructing Olam Food Ingredients' new dairy processing plant at Tokoroa, with First Principles Contractors as a building partner. The factory will be built

Denmark/Saudi Arabia**ARLA INVEST €17m IN SAUDI ARABIA**

Arla Foods have invested in new production lines in Saudi Arabia to diversify their product range for the Middle East region. The Danish co-op invested more than 64 million Saudi riyals (€15m) in production lines which began operating in September to produce Puck sauces, soups and cooking cream, and ready-to-drink products for Starbucks. Arla expect their production capacity in Saudi Arabia to increase by 10% in 2022.

India**AMUL INVEST \$67m IN TELANGANA**

Amul are investing Rs500 crore (US\$67.2m) to establish their largest dairy plant so far in Telangana—in addition to their state-of-the-art Hyderabad facility—with potential to process up to 1m litres a day. They plan also to set up their bakery production division in Telangana. The state is meanwhile supporting local processors including Vijaya Dairy. Amul have also extended a project in neighbouring Andhra Pradesh, breaking a local buyer monopoly in Krishna district by offering milk prices up to 65% higher.

US**SMP EXPORTS SEEN OUTPACING EU**

US exports of SMP are expected to overtake EU shipments in 2021, according to the USDA. In the December 'Dairy: World Markets and Trade' report, USDA economists said this growth has taken place despite the many logistical challenges posed by the pandemic. SMP shipments to October had already reached 689,000t, accounting for nearly one-third of the \$6.4bn of dairy exports shipped, the report says. Total SMP exports are forecast to be up 10% to a record 887,000t. For 2022, growth is expected to be more moderate—up 3% to 917,000t. In 2015, the US shipped about 30% of the world's SMP. This is forecast to reach 41% in 2022.

- **WI EXPORTS**—A new state initiative is charged with increasing agricultural exports in Wisconsin by nearly \$1bn over the next 5yrs. A \$5m promotion programme agreed by the state agriculture, trade and consumer department and Wisconsin Economic Development Corp. is expected to increase export values by 25% by 2026—including via trade missions, one-on-one consultations, identifying new exporters and markets, and promotion. Half this will be spent on dairy.

November milk production**US DOWN 0.4%**

November milk production in the US was down 0.4% but still 3.3% ahead of the three-year average. Production in the 24 major milk producing states was almost unchanged (-0.1%) from last year at 17.3bn lb (7,598m litres). October production was revised up, from -0.5% to +0.1%. Total US production in the year to date (Jan-Nov) is up 1.5% from last year.

- **NZ DOWN 1.5%**—NZ milk production was down 1.5% to 2.884m tonnes (2,800m litres), a five-year low for November, with milk production in the first 6mths of the season down 2.9%. In milksolids, production was down 1.2% in November and down 2.6% in the season to date, according to DCanz.

- **OZ DOWN 0.8%**—Nov milk production in Australia is estimated by Dairy Australia down 0.8% to 897.6m litres. Production in the first 5mths of the 2021-22 season was down 2.4%. November production was down 1.1% in Vic, down 5.1% in Tas and down 4.6% in WA.

- **ARGENTINA +4.5%**—Argentine production of 1.1m tonnes was a six-year high for November. Total YTD production was up 4.0% at 10.82m tonnes.

NEW \$86m DRINKS PLANT

Michael Foods, owned by US packaged foods umbrella company Post Holdings, are to invest \$86m in building a new protein drinks plant at West Jefferson, Ohio. It will produce protein drinks for another Post Holdings subsidiary, BellRing Brands, who own the Premier Protein brand. Post Holdings also own Weetabix in the UK.

- **Blue Bell return to Calif.**—Blue Bell Creameries announced they are returning to the Las Vegas area this spring with a 14,000 sq ft distribution facility in Henderson.

US/Canada**VICTORY ALL ROUND?**

The US and Canada both claimed victory in the first-ever dispute settlement panel proceeding brought under the US-Mexico-Canada Agreement (USMCA). The US accused Canada of breaching its commitments by withholding, for its own processors, most of the in-quota volumes of agreed dairy tariff-rate quotas. Canada said the panel had confirmed its right to manage its TRQ allocation policies "in a manner that supports Canada's supply management system". But it acknowledged the panel's findings regarding the reservation of TRQ pools and will have to resolve this by Feb 3.

South Africa**CLOVER STRIKERS PERSIST**

Striking members of the General Industries Workers Union of South Africa (Giwusa) and the Food and Allied Workers Union (Fawu), well into their second month of strike action, are calling for the nationalisation of Clover. The unions are protesting against job and salary cuts since the takeover by Israel-based Milco. Restructuring is resulting in factory closures and about 2,000 job losses, according to the unions, who have called on consumers to boycott Clover products. About 5,000 employees are on strike.

Kenya**INFRASTRUCTURE PLAN WASTED?**

A 2017 dairy investment project by Kenya's State Department for Livestock is yet to achieve intended purpose, according to a report by auditor-general Nancy Gathungu for 2019-20. The department had procured 350 bulk milk coolers for US\$20.3m but many are dysfunctional or have never been installed, the report claims, and the department has failed to account for them properly.

Netherlands**A-WARE AND FONTERRA EXPAND AT HEERENVEEN**

A-ware and Fonterra are planning significant expansion at the production site in Heerenveen, the Netherlands. The two companies have submitted a planning application which will enable cheese production capacity at the site to increase from 200,000t to 300,000t a year. A-ware are also looking to produce butter, milk powder and lactoferrin. They currently process about 2bn litres of milk a year in Heerenveen. The planned expansion will take place in collaboration with Fonterra, who produce whey derivatives for sports, diet and hospital foods, and other uses, on the site using whey supplied by A-ware.

F/C MILK PRICE REACHES 45c FOR JANUARY

FrieslandCampina have increased their guaranteed farmgate milk price for supplying members in January by 1.28c to 45.00c/kg (excl. VAT), a record for the month, for milk with 3.57% protein and 4.42% butterfat and annual delivery of 850,000kg. Constituent values for January are: protein 72.196c/kg, butterfat 36.098c/kg and lactose 7.220c/kg. The organic milk price for January has been increased by 0.17c to 51.75c/kg.

In Belgium, F/C have dropped plans to introduce a maximum volume regulation for suppliers in Flanders. The co-op told their 340 farmers in the region early last year that they would deduct 2.5c/kg, based on a 2020-21 reference period, for excess deliveries from January 2022, prompting some farms to seek other buyers. F/C say can now make better use of their Belgian milk.

- **Arla Foods** have increased their January farmgate milk price by 1.0c/kg for EU supplying members, to 41.35c/kg—up 8.5c/kg since March 2021 (net of their 1c cut in September).

- **A-ware** have increased their January milk price by 1c to 43.58c/kg for conventional and 56.34c for organic milk. Farmers who produce milk for retail chain A. Heijn's 'Beter voor' programme will get 49.69c, up 1.2c from Dec.

2021 MILK PRICE 'WILL BE 40c'

The average price of conventional milk in the Netherlands was forecast last month to reach 40c/kg in 2021—up 10% from 2020 (incl. supplementary payments, excl. VAT), according to Wageningen University & Research. The organic milk price was forecast up 5%. Dutch dairy product quotations rose by an average of 40%, according to Wageningen, with butter quotations up 66%. However, this compares with commodity prices generally weakening by 20%-30% during 2020, after the coronavirus-related dip in April 2020. Spot prices for raw milk rose from February 2021, fell in April, and—with small interruptions—have risen since. By November, the spot price was 10c higher year-on-year, although this applies to a small proportion of milk produced, Wageningen say.

France**TOO MUCH ORGANIC MILK**

The French organic milk market is in oversupply, and the milk price has been slow to react (down 3c on average in 2021, but down 13c in Sept). According to Corentin Puvilland, dairy market project manager at the Institut de l'Élevage, organic milk volumes increased by an estimated 12% last year, to 1.24bn litres. Another 100m litres could be added in 2022. Meanwhile, consumption of organic dairy products has been falling for the past year. Organic milk association Biolait have appealed to consumers to buy more.

- **Bel Group** agreed a base milk price of 37.7c/kg for 2022 with Bel Ouest producers (800 farms, 405m litres), including grazing and GMO-free premiums. The 2021 base price was 36.7c/kg.

Germany**GOVERNMENT TARGETS 30% ORGANIC FARMING**

While the European Commission is intent on increasing the share of organic agriculture in the EU to 25% by 2030, the German government has announced plans to farm 30% of the country organically by then. The new 'traffic light' coalition government has said it wants to accelerate the shift to sustainable farming and food systems. Germany is the largest organic market in Europe, increasing by 22% to €14.99bn between 2019 and 2021. To reach the 30% target, the government has promised farmers more financial support to convert from conventional to organic farming. The new Federal Minister of Agriculture, Cem Özdemir, will now have to explain how he intends to finance this.

SCHWÄLBCHEN LOSSES

Schwälbchen Molkerei's dairy unit is expected to be relatively stable at 140m kg of milk intake and €95m in sales in 2021, but the company is forecasting losses for its fresh delivery service subsidiary Frischdienst as a consequence of the pandemic. Sales were down from €153m in 2020 to €150m last year, with an expected loss of €770,000.

Company owner Günter Berz-List said he feared some foodservice sales had been permanently lost as workers continued working more from home.

PLANT-BASED DRINKS UP 30%

Sales of plant-based milk alternatives in Germany were up 30% to €536.8m in the year to Oct 2021. Sales of yogurt alternatives grew by 21% to €159m, and plant-based dairy-like fresh desserts were up 39% to €11.6m. Another big increase was seen for plant-based cooking cream—up 43% to €29m. In total, the plant-based dairy alternative category generated sales of €737.4m (+38%) in the period.

Denmark/Germany**BIG PACKAGING MERGER**

Faerch of Denmark have acquired Paccor, a supplier of protective packaging for the dairy sector, for an undisclosed fee. The rigid food packaging firm, who claim to be the world's first integrated recycler of PET food packaging, said the acquisition underlines their strategy for creating circularity in food packaging and will accelerate the required material conversion towards sustainable packaging. The acquisition comprises 16 production sites in Europe, Asia and the US and more than 3,400 employees.

Italy**FUNDING BOOST FOR PARMALAT**

Parmalat, owned by French Lactalis, are investing €24m in their Italian UHT milk plants in Collecchio and Zevio. The Italian government is contributing €9.7m towards the installation of high-tech equipment to increase capacity and switch to innovative, recyclable packaging. "The key to the revival of Parmalat lies in the credibility of a brand known throughout the world, which relies for its production on the quality of Italian raw materials supplied by the many small companies that are part of our dairy chain," said Giancarlo Giorgetti, Italian Minister of Economy and Development (see I HEAR, p7).

DAIRY EXPORTS UP 11% IN 2021

With milk production increasing, Italian dairy exports were up 11% to a record 500,000t in 2021, worth about €3.5bn, according to Italian dairy association Assolatte. Exports are growing at double-digit rates to EU countries including France (+13%), Belgium (+18%) and Poland (+22%) and sales to the US are up 25%.

Belgium**CHEESELOVERS SPEND MORE**

Belgian households spent €3.13bn on dairy products in the year to June 2021, up 5% on the previous year, according to VLAM. Spending on cheese accounted for 46.3%, and showed the biggest increase. In volume terms, liquid milk dominates with a 54% share of the dairy market and was up 1.6% to 45.4 litres per capita.

France**CYBER ATTACK ON LACTALIS**

Lactalis were the target of a cyber attack in mid-December. A "malicious third party" tried to access their servers, the company said, temporarily restricting their internet access. No data was stolen in the attack, Lactalis say, and business operations were not affected.



Joe Coote

US—Darigold announced last week that president and CEO **Stan Ryan** will retire at the end of March 2022, after leading the co-op for 6yrs. **Joe Coote**, currently president of their Global Ingredients Division, has been promoted to CEO.



was previously at Fonterra for almost 20yrs. Previous CEO **Steve Carden** left in December; **Andrew Sliper** is acting CEO in the interim.

NZ—**Paul Rennie**, previously with Fonterra, Unilever and Tasti Products, is operations director for the new Olam Food Ingredients plant to be built in Tokoroa (see p4).



Fabrizio Jorge

Canada—Federal agriculture minister **Marie-Claude Bibeau** has appointed **Jennifer Hayes** as the Canadian Dairy Commission's new chair for a four-year term. Hayes has been a commissioner on the CDC's three-person board since January 2017.

Australia—Beston Global Food have appointed **Fabrizio Jorge** as CEO from April. Jorge, born in Brazil of Italian descent, and fluent in five languages, started work with Nestlé in Brazil in 1997 and has most recently been COO of Bubs Australia. He takes over from **Darren Flew**, interim CEO since April 2021 following the departure of **Jonathan Hicks**.

Australia—Australia Dairy Farmers voted Pomborneit farmer **Ben Bennett** and NORCO co-op director **Heath Cook** onto the board, ousting 'old guard' members **John Verstedden** and **Dary Hoey**.

NZ—Fonterra have appointed **Professor Hamish Gow** to the Milk Price Panel as an independent member, nominated by agriculture minister Damien O'Connor.

NZ—Silver Fern Farms COO **Mark Leslie** is joining Pāmu (state-owned Landcorp Farming) in March as their new chief executive. Leslie

US—General Mills named **Doug Martin**, a previous president of their North American dairy unit, and chief CMO since July, for the new role of chief brand and disruptive growth officer.

Ireland—Ornua have appointed **Aidan O'Driscoll** as independent non-executive director, effective from their June agm. O'Driscoll has held roles at the Department of Agriculture including chief economist and secretary-general has also worked for the UN FAO in Rome.

Italy—Parmalat founder **Calisto Tanzi** has died at the age of 83 (see I HEAR, p7).

France—Danone have completed their new leadership team with **Vikram Agarwal** as COO, **Isabelle Esser** as chief research, innovation, quality and food safety officer, and **Henri Bruxelles** as chief sustainability and strategic business development officer.

Switzerland—Cremo confirmed that **Frédéric Métrailler** has held an interim place on the board of directors since March 2021. Since joining the company in 2006, Métrailler's roles have included managing the Cremo site in Sierre from 2014 until this appointment.

Ireland—**Noel Murphy**, a Kerry milk supplier, will take over as chair of Irish Creamery Milk Suppliers' Association dairy committee from **Gerard Quain**, who has stepped down after completing his six-year term.

Brussels update

US RECOVERY BOOSTS CHEESE EXPORTS

In the first 10mths of 2021, the EU exported stable volumes of dairy products to Third Countries excluding the UK, despite stagnating (and decreasing) milk volumes to third countries. Product categories varied, however, with cheese exports up 6% to 802,100t, SMP exports down 2% to 672,700t and butter exports down 14% to 153,200t in Jan-Oct. Having fallen slightly in 2020, partly a consequence of 25% tariffs on US imports as part of the Boeing/Airbus dispute, now suspended, cheese deliveries to the US were up 16% to 112,000t, accounting for 14% of total cheese exports. A further 12.6% of cheese exports went to no. 2 buyer Japan, at 101,500t, although this volume was down 6% from 2020. Cheese exports to China, which has become the seventh largest cheese export market for the EU, were up 53% to 33,300t, accounting for 4.1% of the total. China was also the top buyer of SMP, taking 113,900t (+12%), outpacing exports to Algeria, which were down 18% at 86,300t. Infant milk formula exports, mainly from the Netherlands, were down 10.8% to 39,500t, with sales to China/Hong Kong down 19%.

—**More milk for cheese:** More milk went into cheese production in 2021. With stagnating milk volumes, the production of other dairy products has largely fallen. Cheese production increased by 1.7% in the first 10mths of the year, however, and cream production was up 1.5%. Liquid milk production, which reversed a long-term decline in 2020 as a result of lockdowns, was down 0.7%. Fermented fresh products were also down 0.7%, WMP down 9.6%, butter down 1.6% and SMP down 2.6%.

NOVEMBER MILK PRICE UP 3.5%

November's average milk price in the EU was up 3.5% from the previous month to 40.0c/kg, a record high, and up 13% from November 2020. The European Commission are currently estimating the December price at 40.7c/kg (+1.7%).

—**EU milk deliveries** in Jan-Oct 2021 were down 0.1% (leap year adjusted), with estimated production in October down 0.7%. Among the biggest reductions in October were the Netherlands (-4.4%), Belgium (-3.5%) and Germany (-2.3%). Italy's milk production was up 3.0%, Ireland was up 2.4% and Spain up 2.0%.

MILK PRODUCTION	
Jan-Oct	v. 2020
EU-27	-0.1%
Ireland	+6.5%
Italy	+3.2%
Spain	+0.6%
Belgium	-1.0%
Denmark	-0.3%
France	-1.3%
Germany	-1.7%
Netherlands	-2.5%

Ireland

ORNUA PPI UP 2.7% IN DECEMBER

Ornua's Purchase Price Index (PPI) for December was 135.5, converting to 41.6c/litre including VAT, based on Ornua's product purchase mix and assumed costs of 7c/litre. This index is 3.6 points higher (+2.7%) than November, which converted to 40.3c/litre. In addition, the 'Ornua Value Payment' payable to members in the month was €3.72m, down from €8.35m in November. Overall, the index averaged 119.3 in 2021, up 14.4% and the biggest increase since 2017—but returns also included the first full year of OVPs to members, averaging €6.67m compared with €5.2m (for 6mths) in 2020.

• **Bonus call**—The Irish Creamery Milk Suppliers' Association last week called for processors to consider giving dairy farmers an end-of-year 'bonus' for 2021 supplies. Newly-elected ICMSA chairman Noel Murphy said a significant increase in the Ornua PPI of 24 basis points "demonstrated conclusively that milk processors had not always paid the base price in full". A bonus could be worth €5,000 to an average dairy farmer, Murphy said.

• Up to 15% of workers are absent in dairy processing plants due to Covid-19, with processors working collaboratively to ensure all milk is processed, according to Dairy Industries Ireland.

Switzerland

CREMO TAKE OVER SPECIALTY CHEESEMAKER

Fribourg dairy Cremo will invest around €4m in the renovation, automation and expansion of an important Valais raw milk cheese facility, which they took control of this month. The Augstbord cheese dairy in Turtmann currently processes around 4.8m kg of milk a year from 46 co-op members into about 320t of Valais Raclette cheese AOP and another 80t of other raw milk cheese specialities. Cremo have been working with Augstbord, buying their raclette cheese, maturing it at Sierre and marketing it in Switzerland and internationally (Valdor brand).

• **THURGAU TO PAY COMPENSATION**—The Thurgau Milk Producers Co-op has been ordered to pay back around CHF24,000 to a milk supplier, Roland Werner. Werner had fought in the Lausanne court against the compulsory fees for marketing and administration that were deducted from him on behalf of the national milk producers' association SMP. Specifically, the case concerned export company Lactofama, which bought surplus milk from the market and exported it at world market prices. Thurgau collected the milk without sufficient legal authority. Another 60 farmers could sue, potentially claim about CHF2m in total.

UK company news**MÜLLER FLOAT OFF MILK & MORE**

Müller are floating off Milk & More, their troublesome but apparently now profitable subsidiary that is the largest doorstep milk delivery service in the UK, into a new legal entity, potentially paving the way for a sale. The business, acquired with Dairy Crest's liquid milk business in 2015, also delivers groceries, bread, plant-based milks and products from small suppliers to more than 400,000 households. It has been dogged by poor social media reports and customer complaints, especially since Müller rationalised it into an online-only ordering service. German owner Theo Müller Group plan to spin off the business in February and seek business partners to expand it, but will remain the largest shareholder. Patrick Müller, chief executive of Milk & More (no relation to the founding family) said the new legal entity would create a more agile e-commerce focused company (see I HEAR, facing).

STARBUCKS DROP ALTS SURCHARGE

Starbucks no longer charge extra for their five dairy alternatives in their 1,020 UK locations. As of January 5, drinks made with almond, coconut, oat, soy or a Starbucks-branded nut milk in the UK will cost the same as those made with cow's milk. Customers in the US will continue to pay a premium of up to 80¢.

UK MILK REPORT & BREXIT—2022



Dairy Industry Newsletter's UK MILK REPORT & BREXIT 2022 was publisher Barry Wilson's last opus magnus. He spent much of last year working on it, and had it printed just days before he died. It is the 9th edition of DIN's UK dairy directory, and the first edition for 5yrs. The new edition includes the history and development, the collapses, mergers and takeovers that have created more than 250 dairy companies that exist in the UK today, including full financial information for up to the past 10yrs. This edition also includes:

- Extensive analysis of Brexit and ramifications.
- Full analysis of farmgate milk prices paid in the UK and the rest of Europe, indeed the rest of the world for up to 50yrs.
- Market developments in the UK, Europe and the rest of the world.
- Detailed description of the structure of UK milk processing.

UK MILK REPORT AND BREXIT—2022 costs £325

(no VAT applicable, includes first class postage). Please email admin@dairyindustrynewsletter.co.uk to order.

**I HEAR—**

This book includes inside information in profiles of 250 dairy companies operating in the UK and 5yrs of analysis of all major takeovers, collapses and personnel changes, and the often controversial background to many of the complex corporate manoeuvres in the UK dairy sector.

Company report**SAPUTO UK LIFT OPERATING PROFITS TO WHOPPING £125.1m**

Saputo Dairy UK—who still report to Companies House as Dairy Crest—have posted turnover for the year to March 2021 up 0.5% at £453.7m and operating profits up from £27.5m to an all-time record £125.1m with the only explanation being “dividends received up from £4.0m to £442.9m”. They say: “EBITDA, up from £54.5m to £67.4m, represents the company's operating profit of £125.1m, less dividend received of £442.9m and income of £2.8m from shares in group undertaking and adding back depreciation and amortisation totalling £388.0m.” Administrative expenses increased to £410.9m (from £60.9m). Pre-tax profit was up from £17.9m to £127.0m. They paid dividends down from £21.6m to £19.3m. Highest paid director was paid £1.24m, down 5%. Staff numbers were up 3% at 1,038 with average salary also up 3% at £47,600.

UK company reports**RODDA RECOVERY CONTINUES**

In the second year following major structural changes and earlier losses, and after switching from Arla to their own direct milk supply, Redruth, Cornwall-based Cornish cream and skim powder specialists A. E. Rodda & Son have reported operating profit up 13% to £2.16m in the year to March 2021, on turnover down marginally at £37.9m, increasing their operating margin from 5.0% to 5.7%. Pre-tax profits were up from £1.78m to £2.16m. They benefited from a huge increase in visitor numbers to Cornwall during the pandemic and doubled their business with major retailer Morrisons, who were the first supermarket to come up with food boxes, including cream teas. Staff numbers were up from 149 to 161 with average wage down 2% at £27,100. An exceptional impairment charge of £225,000 to a fixed asset was reported. They said their summer investment programme was their highest ever. The milk supply came exclusively from about 45 farms (about 60m litres) within a 30-mile radius of their factory. They fully rapid all pandemic furlough monies claimed.

Leeds-based diversified German food company **Dr Oetker (UK)**—who can hardly any longer be described at a dairy company after selling their German Onken yogurt brand to Emmi in Switzerland—have reported UK sales up 20% at £216.3m but operating profits almost halved at a miniscule £21,500 (an average operating margin of under 0.01%), with staff of 677 and equity up to £90.8m. They paid dividends up from £10.0m to £27.0m. They now operate in 15 countries outside Germany with annual revenues of more than €12bn, and are still controlled by the Oetker family.

Redhill, Bristol-based cheesemakers **Alvis Bros** have reported sales for the year to March 2021 down marginally to £30.0m but operating profits leapt from £23,000 to £417,000 (with much-reduced distribution costs) and pre-tax profits were up from a small loss to a profit of £200,000. Total equity was virtually unchanged at £22.6m. Staff numbers were down from 145 to 142 with average wage at £29,000. Dividends were unchanged at £27,000.

GB milk production**NOVEMBER MILK DOWN 3%**

GB milk deliveries were down 3.0% to the lowest recorded for the month for the past 5yrs, according to AHDB estimates, resulting in a revision of their production forecast for 2021-22 down to 12.52bn litres, 1.2% lower than the previous year.

UK milk prices**ARLA INCREASE JANUARY MILK PRICE BY 0.9ppl**

For UK members, Arla's 1c/kg farmgate milk price increase for January, after accounting for a 0.01c currency smoothing, means their standard manufacturing litre will increase by 0.9ppl to 37.58ppl (and over 36ppl for the AHDB/DIN standard manufacturing litre). Their organic milk price increases to 45.03ppl in the UK. **Belton Farm** have increased their February milk price by 1ppl and **Meadow Foods** have also announced a 1ppl increase for their suppliers for February—a total 4ppl increase in 2mths.

UK markets**CREAM SLIPS IN DECEMBER**

AHDB Dairy reported an average weighted wholesale price of bulk cream in December of £2,054/t, down 4% or £85 from the previous month and the first fall since August, based on agreed spot trades and volumes traded reported to AHDB. All other prices were up: AHDB's estimated average price for wholesale butter was up 6% to £4,660/t, SMP was also up 6% to £2,750/t and mild Cheddar was up 5% to £3,600/t, the highest on record.

2021—The unweighted cream price average for 2021 was up 20% to £1,584/t, with most of the increase happening in the last quarter (+38%). The butter average was also up 20%, at £3,545/t, the highest since 2018. SMP averaged £2,239 (+14%, and the highest since 2013) and mild Cheddar £3,093 (+6.5%).

• AMPE was up 2.4p in December to 44.7ppl and MCVE was up 1.76p to 40.98ppl. Both have been updated to take higher costs into account, especially labour and energy costs. AHDB's 'milk market value' was over 40ppl for the first time in December—up 1.9p to 41.73ppl.

VEGANUARY BOOST FOR VITALITE

Saputo Dairy UK have launched a major marketing campaign for their dairy-free brand, Vitalite, for Veganuary 2022. The Vitalite range was launched in 2019 and now includes a dairy-free spread—valued at £12.3m with revenue growth of 8.7% last year—as well as alternative ‘cheeses’. “The opportunity to influence consumers’ long term product choices at this time of year is clear,” Saputo say. Vitalite dairy-free alternatives to cheese are now worth £1.4m.

OZZIE DEAL SLAMMED

The free trade deal between the UK and Australia was signed a week before Christmas. “The Australians have played a blinder,” said Soil Association head of food policy Rob Percival, “but there’s little in this deal that will benefit British farmers or citizens. It’s void of common sense. As British farmers are stepping up to meet the environmental challenges of this century, our government signs a deal that undercuts them. And as the British public declares its concern for animal welfare and the climate, we commit to importing from a country ranked last out of 193 countries in the latest UN-backed Sustainable Development report. We must hope that the government’s upcoming response to the National Food Strategy is more coherent and ambitious.”

OLD FEED BLAMED FOR BSE

A case of BSE (bovine spongiform encephalopathy) confirmed in Somerset 4mths ago was most likely caused by old cattle feed in a pre-1996 silo, according to the result of an APHA (Animal and Plant Health Agency) investigation. The case was confirmed on September 17, the first in the UK since 2018 and the first in England and Wales for 6yrs. The sick animal was euthanised and a further 70 cows on the farm subsequently put down, although tests on them for BSE proved negative.

SCC’S WHEY PLANS

South Caernarfon Creameries have picked Manchester-based Gemak to install and commission a whey processing and concentration facility and a cheese CIP plant as part of their £15m investment programme to increase cheese production from 15,000t pa to 23,000t. It will be capable of processing whey at a rate of 30t/hour. SCC have doubled their turnover in the past 5yrs.

F/C and bonds—F/C’s new financing system is complicated, and important. F/C want to create better security for their corporate financing by issuing certificates, on a per kg of milk basis, because the former system with member bonds (free = not connected to the amount of milk delivered and fixed = connected) no longer functioned adequately. On the internal market, supported by Rabobank, many more member ‘bonds-free’ were being offered for sale than were sought by other members. While increasing numbers of farmers are giving up dairying, new entrants are using their capital not to buy bonds but to expand and modernise their farms, thereby keeping on-farm money that might otherwise have been invested in the co-op. All surplus member bonds had to be bought in by Rabobank. In the new system there is a so-called ‘co-operative’ solution for this problem, which entails the surplus being bought by the co-op and then paid for by members in proportion to the volumes of milk they deliver. The final round of the old system resulted in a surplus (of €54m), which the company (ie, CEO Hein Schumacher) didn’t want to have to buy. Under pressure from the farmer board, it has now been decided that they will buy in this surplus after all, to save farmers having to pay out. But will this solution really save farmers money? Ultimately, that €53m will not be available for the milk price, so farmers will still end up paying for it, in the true spirit of a co-operative system. Or it will be deducted from assets on F/C’s balance sheet. In Dutch there is a saying for this, roughly translated as ‘shirt pocket, trouser pocket’. Same difference.

Müller succession—It seems that the indomitable Theo Müller, now in his 80s and rumoured to be suffering from encroaching cognitive challenges, is finally opting for family succession after years of revolving door executive turnover. Stefan Müller, 54, one of his nine children, and considered to have the best management skills of the nine, has finally been re-admitted to the fold, taking the helm this month, initially under the watchful eye not only of his legendarily combative and challenging father, but also of the tough individual who has engineered the most recent changes at board level. Ex-Kuka boss Till Reuter, 56, has a mixed track record. In 2020, turnover of the Luxembourg-registered Unternehmensgruppe Theo Müller, founded in 1896 and still to all intents and purposes 100% family owned, rose by 4% to €5.9bn, with operating profit tripling to €141m. However, a large part of this growth can be attributed to the British logistics subsidiary Culina; the core business is rather sluggish. The senior citizen has borne a grudge against his most obvious heir-apparent for a long time, thanks to the messed-up US venture with PepsiCo. In 2015, father and son parted ways and Stefan founded his own company, Colostrum Biotech. Müller are now one of the market leaders in the field of colostrum—an achievement that seems to have convinced the patriarch.

Milk & More—Since the end of April 2021, still in the midst of a pandemic lockdown, Milk & More customers wanting to continue to receive their milk and grocery deliveries have had to order and pay online. This did not go down well with many customers, and not just the old and infirm. Another issue was the distance milk was travelling from fewer depots, many of which had already been sold off for development under Dairy Crest tenure, but which also led to noisy deliveries in the



middle of the night—we may like glass bottles but you can’t move them about quietly. Pledging delivery before 7am is one thing (useful), getting it at 1am is quite another, especially in summer months, and has also led to increasing doorstep pilfering. These moves were clearly part of Müller’s turnaround strategy, which also included abolishing the franchising system and buying a fleet of electric vehicles to make deliveries. The pandemic was a boon, with revenue rising 20% since 2019 and customer numbers now two-thirds higher than two years ago. Profitability may still be questionable, but last year, Milk & More told us that milk delivery had seen a ‘huge revival’ thanks to customers looking to ‘live more sustainably and reduce plastic waste’. Its ‘doorstep magic’ service means people can order up until 9pm in the evening before delivery. After those pre-dawn home deliveries, drivers also move on to nurseries and schools under a new tie-up. Expansion has come despite tough and ambitious competition, which also saw bespoke, organic and smallscale supplier-oriented online grocer Farmdrop go bust a week before Christmas (DIN, Dec 21). Backed by entrepreneur Alex ‘Zoopla’ Chesterman and the Duke of Westminster, among others, Farmdrop said they had struggled to find fresh capital at a time when “the growth in orders and sales [had] not translated into profitability”. Question: do Milk & More see ambitious Scottish delivery business McQueens, who are rapidly moving south, as a suitor or a competitor...?

Tanzi, the end—Another big name in the dairy industry has met his end, in this case 18yrs after the spectacular bankruptcy of the Italian food company he founded in 1962 as Parmalat (Parma, his home town + latte). Ranked by Rabobank in 2003 as the world’s sixth biggest dairy business, alongside Fonterra, with sales of over €7bn (€5.1bn attributed to dairy), Parmalat collapsed months later after with a €14bn hole in their accounts and 32,000 aggrieved investors. After briefly fleeing to South America, company founder Calisto Tanzi was held in Milan in early 2004 on charges of conspiracy to defraud going back over many years, in what turned out to be one of the most brazen corporate financial frauds in history. The entrepreneur created a revolution in the mid-60s when, after a trip through Sweden, he discovered the innovative Tetra Pak system, introduced it into his company and abolished bottled milk. Tanzi also brought the UHT process to Italy. In 2008, he was found to have embezzled an estimated €800m from the company, and although sentenced to up to 18yrs in prison, after numerous appeals he only served two before living out the rest of his life under house arrest. Tanzi died on January 1 at the age of 83.

—Tanzi’s death was only days after Bologna-based entrepreneur Gianluca Vacchi was finally acquitted of charges of fraudulent bankruptcy by embezzlement, in another related long-running appeal in what was known as the ‘Parmatour’ trial. Some 20yrs ago, Vacchi sold his stake in a tourism business to Hit, a tourism group owned by Tanzi, for €29m. According to the prosecution, this was an “exorbitant” and arbitrary sum embezzled by Vacchi in cahoots with Tanzi, Fausto Tonna (then CFO of Parmalat) and Tanzi’s niece Paola Visconti.

Whoops—Thanks to Pete Hardin of Milkweed in the US for pointing out that DFA are to redeem \$150m of debt, not, as we suggested in our Dec 7 issue, \$1.5bn! An excess of pre-Xmas fizz?

GLOBAL DAIRY INDUSTRY 'TOUR DE FORCE'

It is with great sadness that we report the death on Christmas Day 2021 of Barry Wilson, founder and publisher of Dairy Industry Newsletter, a month short of his 84th birthday.

Barry founded Dairy Industry Newsletter in 1989, writing, editing and publishing tirelessly for 32yrs, introducing an online news service and conferences (22 in total) that became an annual fixture for global senior executives and market experts, and writing nine UK Milk Reports (the last of which was printed just before Christmas), among other publications. He handed over the editor's role 5yrs ago to Catherine Paice, a longtime friend, colleague and collaborator, who joined the DIN team in 2012. Nevertheless, Barry was never the retiring kind, and he remained an assiduous publisher, maintaining oversight of the business, tenaciously monitoring UK company reports and milk prices, and maintaining his relationship with supporters and longtime contributors to the end. Many subscribers have been with DIN from its first issue.

Early years: Barry was born in Hull in East Yorkshire in 1938, moving as a child to Tasmania where he completed his education and started working as an agricultural journalist, moving on to the Department of Trade in Canberra in the late 1960s. Restless and keen to get back into journalism, he returned to England in 1970, mainly overland and with a young family in tow, setting up home in Cambridge. He was immediately struck by the difference in journalism. In Australia, where agriculture was taken more seriously, it was aggressive, and in the UK it seemed to him passive and non-confrontational. The British farming press seemed to be primarily concerned with banging the drum for farming; digging up scandal and controversy seemed like disloyalty. There was a significant shift in this with the launch in the late 1970s of *Big Farm Weekly*, whose first editor, the late Derek Fraser, recruited Barry to the news desk with clear instructions to "dig out the dirt", and where his fascination with the dairy industry began. His biggest scoops, he said, were the scandalous downfall of Anthony Rosen's Fountain Farming dairy empire, and his discovery that Milk Marketing Board chairman Steve Roberts was trying to raise cash from farmers via an opaque 'rolling fund' (subsequently dropped). Barry made enough of a name for himself at BFW that BBC *Farming on Sunday* started employing him as a presenter.

DIN is born: He went on to work for Anglia TV, but was itching to get back to 'real' journalism and seized on his friend and former colleague Guy Faulkner's suggestion to start a dairy industry newsletter, rivalling a more anodyne competitor. Barry bought himself an early Mac Plus 'personal computer', as they were then called, on which he mastered desktop publishing, and DIN was launched. Industry deregulation and the burgeoning Common Market made for rich pickings—his first big story for DIN in the UK was the seemingly inevitable abolition of the Milk Marketing Boards under zealous farm minister John Selwyn Gummer, an inevitability that became a certainty in 1993. Barry was astounded at his immediate and almost overwhelming success with DIN, not only in the UK but further afield. In 32yrs, he only ever once cancelled an issue, and a conference, when forced into hospital. He has since gained a reputation for entering any hospital, and even intensive care, with a laptop secreted under the sheets. Momentous achievements have included setting up Datum, monitoring real-time farmgate milk prices, which ultimately passed, along with the ongoing league table of UK milk prices, to AHDB Dairy and remains an essential industry benchmarker. Barry also founded the successful UK monthly *British Dairying* in 1993 with former BFW colleague Malcolm Bridges. The publication was sold in 2019, and continues to flourish, edited by Mike Green for the past 16yrs, with Barry contributing and commenting on milk prices on a monthly basis. In 2018 he won the prestigious Princess Royal Award, run by the Royal Association of British Dairy Farmers, for an outstanding lifetime contribution to the dairy sector. He received the award personally from HRH Princess Anne at Buckingham Palace.

Behind the scenes: Barry was a sports fanatic, especially football (Liverpool, currently third in the Premier League) and cricket (his personal best was 84 Not Out, ironically) and was active himself until well into his 70s, running marathons, skiing (terrifyingly), and sailing on Lake Annecy. He worked in his own way, at his own speed, in his own time (day or night), and to his own rules, maintaining spreadsheets on every aspect of his life, businesses and dairy markets and prices. He was a simultaneously a master of inconsistencies, irascible and terrier-like in his pursuit of a story, but ultimately a fair, loyal, proud and at times humble friend—subject, of course, to sporadic and occasionally terminal 'ruptures'. Generally, however, such ruptures could erupt on a Friday and, as far as Barry was concerned, be forgotten by Monday (not necessarily with any resolution). Many in the industry will have been the recipients of pithy emails fired at them at random hours, and ignored him at their peril. Barry leaves six children—two boys (Simon and Dominic) and two girls (Sarah and Katrina) with his first wife Susan, and Jack and Daisy with Carolyn Moore. He has spent most of the past 30yrs living on Lake Annecy, latterly with Cate Sloyan, whom he married 10yrs ago. Barry always believed in "telling it like it is". "Times have changed for journalism," he said. "But there are still scandals out there. I think it is the duty of journalists to uncover them." Perhaps most surprisingly, for a ferociously left-wing political advocate, his dream car was... a Rolls Royce.



Barry receiving his award from HRH Princess Anne

In memoriam

ANY MEMORIES?

We would welcome memories or experiences involving Barry, which we will publish in Dairy Industry Newsletter in coming weeks (anonymously if desired!). Please email the editor (catherine@dairyindustrynewsletter.co.uk).

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