

ADDING VALUE IN THE SUPPLY CHAIN

IS CHEESE THE ANSWER?

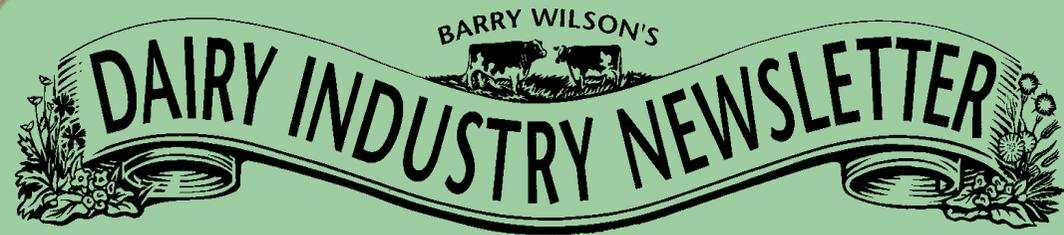
DIN annual conference

May 11-12 2011

Copthorne Tara Hotel, London



The past five years of volatile dairy commodity prices have largely affected milk powders, latterly butterfat, but as milk production grows, especially in the USA and in Europe after the ending of quotas in 2015, it seems fairly inevitable that more milk will be diverted into the cheese vat. How will the industry deal with this? Can conventional cheese consumption continue to grow? Are there novel solutions available in terms of technology, supply chain or marketing innovations?



Conference Booking Form

Name (1): _____	Dinner? Y/N
Name (2): _____	Y/N
Name (3): _____	Y/N
Company: _____	
Address: _____	

E-mail: _____	
Phone: _____	Total attendees on this booking: ____
Total (cheque): £ _____	OR (transfer): £ _____

See overleaf for details of prices

DAY 1

Nigel White
Secretary, British Cheese Board
United Kingdom

Christophe Lafougere
Director, Gira
France

Mark Voorbergen
Global Industry Specialist, Rabobank
Netherlands

Tom Suber
President, US Dairy Export Council
United States of America

Registration from 1pm

DAY 2

Neil Kennedy
CEO, Milk Link
United Kingdom

Paul Fraser
Marketing Director, Dairy Crest
United Kingdom

Tim High
Vice President Processing Systems,
Tetra Laval, Sweden

James Neville
Managing Director, Volac International
United Kingdom

Juliet Harbutt
Creator, World Cheese Awards
United Kingdom



Nigel White

Nigel White, Secretary of the British Cheese Board and the Stilton Cheese Makers' Association, started White House Consultancy in 1990 to provide specialist advice on the dairy sector to big and small companies. Before that, he had spent almost twenty years with the Milk Marketing Board.



Neil Kennedy

Neil Kennedy joined Milk Link in 2004 as managing director of The Cheese Company and was appointed as Milk Link's CEO in April 2008. He has over 25 years' experience in a number of leading dairy and FMCG companies—including St Ivel, Unigate and Tom's Confectionery—in both sales and marketing roles.

Christophe Lafougere

Christophe Lafougere is a director of the Gira economic consultancy based in France, where he has worked for almost twenty years, advising on mergers and acquisitions. Gira's clients include Fonterra, Dairy Crest, Arla, USDA, Nestlé, Nordmilch, Danone, Glanbia, Agropur, Eucolait and IDB.



Paul Fraser

Paul Fraser has been Marketing Director for the UK Foods division of Dairy Crest since 2007, where he is responsible for marketing and product development for many of Dairy Crest's major brands such as Cathedral City, Country Life, Clover and Utterly Butterly.



Mark Voorbergen

Mark Voorbergen is the Global Industry Specialist in Dairy at Rabobank in the Netherlands. Rabobank—bankers to many food and farming companies—take a bullish attitude to the survivability of small- and medium-sized dairy companies.



Tim High

Tim High, Vice President of Processing Systems at Tetra Pak, came to the company when Tetra Pak acquired Carlisle Process Systems in 2007, where he held the position of President. Prior to the takeover, he had built a successful business in the Cheese and Powder division through acquiring a substantial number of smaller companies.



Tom Suber

Tom Suber started running the Export Council in 1995 when Dairy Management, Inc. created it in 1995. He has more than thirty years of international trade experience, and currently directs all of the Export Council's programmes to build global markets for US ingredients and dairy products.



Juliet Harbutt

Juliet Harbutt created the British Cheese Awards in 1994 after running her own food businesses in New Zealand and England. A renowned cheese specialist, she has published books on the subject and been involved with creating artisan cheeses and advising US supermarkets.



James Neville

James Neville joined dairy nutrition company Volac in 1989 and became Managing Director in 2003. He is responsible for driving the company's global business strategy across Agriculture, Lifestyle and Dairy Ingredient markets. He has a passion for the dairy industry and has turned Volac into a fast-growing, multi-national supplier to major food and animal feed manufacturers.



Conference Booking Details

Conference booking

Conference only: £440 + VAT = £528
Conference + dinner: £485 + VAT = £582
Early booking discount (applicable up to April 22)
£396 + VAT = £475.20 £441 + VAT = £529.20

Hotel rooms

Call the Copthorne Tara on (+44) 20 7937 7211 and quote ref: EDE110511A to book a room

Payment Details

Please indicate your payment method on the booking form and send to: Eden Publishing, 14 Orchard Avenue, Cambridge CB4 2AH

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