

DANISH DAIRY

TASTY • CLEAN • SAFE • NUTRITIOUS

Professional seminar and tasting of organic and non-organic dairy products from Denmark

BY INVITATION OF DANISH DAIRY BOARD

Presenter: Rasmus Holmgård, Product Quality Specialist

Gulfood

20 - 24
FEB 2023
DUBAI WORLD TRADE CENTRE

MEJERIFORENINGEN
Danish Dairy Board



Campaign financed
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DANISH DAIRY AT GULFOOD

- Danish Dairy Board – the dairy industry association in Denmark
 - Promotes high quality dairy products from Denmark
- EU co-funded campaign "Dairy in KSA and UAE"
 - Campaign focused on organic child nutrition, organic milk and white cheese
 - 3rd year at Gulfood
- Our activities at Gulfood 2023
 - Sampling of organic and non-organic dairy products from Denmark
 - Seminars for Gulfood visitors and specially invited friends
 - Cooking demos: Chef Matilde cooks with Danish organic milk and feta cheese
 - Sharing our inspirational brochure with product info and recipes



5 MAIN MESSAGES

- **SAFE** Dairy from Denmark is clean, safe and consistent
- **ORGANIC** European organic dairy is made without GMO, pesticides, artificial preservatives, and with less hormones, antibiotics and chemicals
- **NUTRITION** Milk is a part of a healthy diet
- **SUSTAINABILITY** How the Danish dairies work to reduce food waste and carbon emissions
- **TASTE + USE** Danish dairy is tasty and has diverse range of applications

TASTING 5 DANISH DAIRY PRODUCTS

PRODUCT TYPE	BRAND/DAIRY	ORGANIC	UAE AVAILABLE
1. Full Fat Milk	Arla		Yes
2. Traditional feta/white cheese	Arla Kruså Dairy		No
3. Soft feta/white cheese	The Three Cows		Yes
4. Soft cream cheese	Arla Pro		Yes
5. Cave matured hard cheese	Thise Dairy		No

 = EU certified organic

TASTING 1) ARLA ORGANIC FULL FAT MILK

- 3.5 % fat (almost natural = whole milk) vs. skimmed vs. lactose-free
- What do you mean, organic? Hold on, we'll get there ☺
- 100 % clean + prolonged shelf life through UHT pasteurization
- Store unopened 180 days at < 25 °C + open 5 days at 5 °C
- Taste: slightly sweet (4.8 g sugar), smooth and creamy texture
- Flavor: clean, neutral, fresh cream, subtly fruity
- Applications
 - Drink chilled
 - Have for breakfast with cereals, grains, nuts and fruits
 - Use for cooking in desserts, sauces and baking
 - Mix in smoothies and shakes and in hot drinks like tea and coffee



THE EUROPEAN ORGANIC LABEL

- European sustainability program for food production
- Regulations for farming and production are subject to a strict local government control
- Regular visits by the authorities + detailed reporting can earn a farm or dairy the right to use the organic label in their marketing
- Areas of focus include
 - Animal welfare
 - Biodiversity
 - Environment protection
 - Soil health
 - Use of chemicals in food and farming
 - The organic label is currently not regulating carbon emission



ORGANIC DAIRY FARMING

- The cows have access to grazing pastures from April to November
- The cows are fed exclusively with organic fodder
- Both outside and in their staples the cows roam freely with minimum space requirements
- Artificial pesticides, fertilizers and other chemicals are not allowed in organic production
- All ingredients in a food product must be 100 % organic



TASTING 2) ORGANIC FETA / WHITE CHEESE

- Feta – one of several types of "white cheese"
- Paneer, haloumi, other grill cheese, cream cheese
- 60th anniversary of Danish feta production in 2023
- Traditional cheese making process + whey in the package
- Salt = 1.5 % to 4.5 %. Fat = 8 % to 26 %
- Taste: Soft, but firm structure, crumbly, salt, umami, fresh
- Flavor: Mildly tangy, discreetly fruity, neutral, clean
- Applications
 - Cubed or crumbled on a mixed salad
 - As a snack with olives and bread
 - For cooking: melting, frying, breading, baking



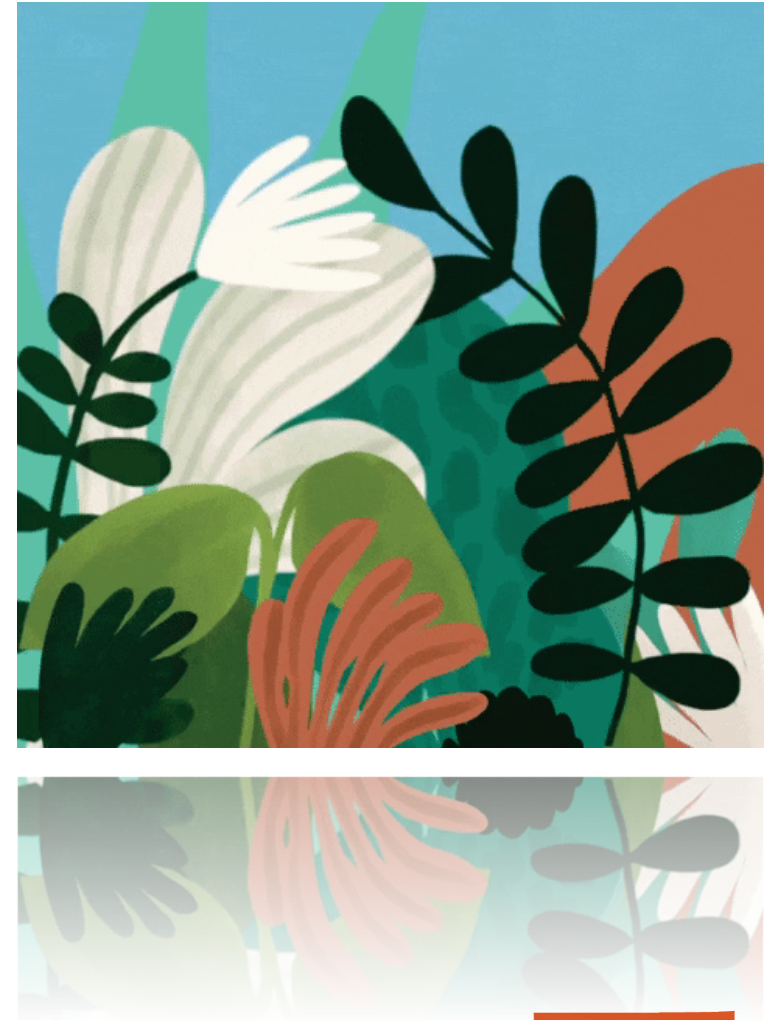
TASTING 3) THE THREE COWS FETA CHEESE

- The art of the soft feta – at an impressive price point
- UF method = less milk per kg cheese = money saved
- Coagulation + whey shedding in the package
- Perfectly smooth, closed structure (no holes), firm shape, but soft!
- Taste: Salty, lightly umami, fresh acidity, soft, creamy
- Flavor: Clean, neutral, mildly tangy, fresh
- Store unopened 365 days at $< 25^{\circ}\text{C}$ + open 5 days at 5°C
- Applications
 - Cubed or crumbled on a mixed salad
 - As a snack with olives and bread
 - For cooking: melting, frying, breading, baking



MILK – HEALTH AND NUTRITION

- Milk contains calcium and protein, necessary for children's normal growth and bone development
- Calcium and protein also contribute to maintaining normal teeth and bones
- Milk and cheese are natural sources of vitamins and minerals
- Organic milk is free from artificial preservatives, colorants and flavors
- Out of 350 additives allowed by the European Union for food production, only 45 are allowed in organic food
- Many organic and non-organic dairy products contain no other additives than a starter culture



TASTING 4) ARLA PRO CREAM CHEESE SOFT

- A soft and savoury white cheese spread
- Type 1: Developed from the UF feta base + added molten salt (emulsifier)
- Type 2: Cultured cream (24,5 % fat), nothing added (0.03 % salt)
- Neutral or flavored (pineapple and shrimp to hazelnuts and dill)
- Taste and flavor type 1: Creamy, spreadable, salty, fresh, smooth
- Taste and flavor type 2: Creamy, spreadable, smooth, fresh cream
- Applications
 - Spread on bread, bagels, toast and crackers
 - Mix with herbs or spices and use for dipping vegetables
 - Add as a natural flavor enhancer to soups, sauces
 - For cheesecake – be mindful of the salt – or use type 2



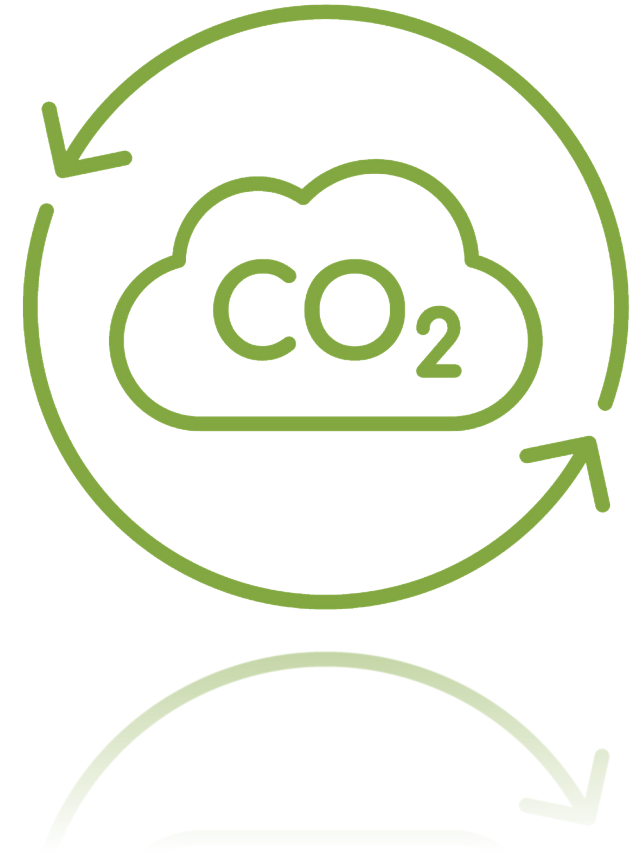
REDUCTION OF FOOD LOSS AND FOOD WASTE

- UN: 14 % food loss (farm + process + package + storage + distribution)
- UN: 17 % food waste (food service 5 % + retail 2 % + consumer/household 11 %)
- Danish dairy food loss 2-4 % (Arla 2018 = 1.9 %)
 - Farm to dairy (discarded milk batches)
 - Dairy to retailer (forecasting issues)
 - Practially nothing is lost in the dairy production – extremely well optimized
- Side-streaming
- Forecasting → Food banks + special deals
- "Often good after" labelling vs. "Best before", "Use by" or "Expires by"
- Consumer education: closing packagings + storage temperature etc.



REDUCTION OF CARBON FOOTPRINT

- Climate goals
 - 30 % carbon emission reduction by 2030
 - Carbon neutral by 2050
- General (farm + dairy)
 - Understanding our carbon emissions – mapping tools + analysis
 - Taking action based on data
 - Optimizing energy expenditure + Green energy sourcing
 - Compensating via carbon credits
- At the farm
 - Carbon sequestration (carbon captured in soil, trees, other plant life)
 - Reducing methane (great scientific progress)



SAFETY AND CONSISTENCY

- 100 % perfectly clean and safe products is the number 1 priority
- Working with international food safety standards, e.g. IFS, FSSC 22000, BRC, ISO 9000, ISO 22000 etc.
- Rigorous testing of raw milk quality (medicin residues, infection, microbial life etc.)
- All milk is pasteurized (neutralizing microbial life) before processing
- Product quality control broadly implemented at every step of the process
- Consistency and regularity in product quality is the result of working from well-established industry standards
- Consistently high quality is the primary concern of any dairy worker in Denmark



TASTING 5) NORTH SEA CHEESE FROM THISE DAIRY

- Popular and modern Danish specialty cheese
- Same milk – different interpretation through craftsmanship
- Gruyère/Alpine-style aged yellow cheese
- 100 % organic cow's milk – aged 9 months – cave matured
- Taste: Firm/hard, creamy palate, crunchy protein crystals, lightly sweet, intense umami, long-lasting aftertaste
- Flavor: Browned butter, roasted nuts, pineapple
- Applications
 - Dessert – plain in cubes with a garnish, base and/or beverage
 - Sandwich – sliced in or on a sandwich or toast
 - Cooking – grated, melted, for gratinating, in sauces, with pasta etc.



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THANK YOU FOR YOUR TIME!

ENJOY THE REST OF

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