



DAIRY 4 FUTURE FINALE CONFERENCE
« TACKLING THE CHALLENGES OF
THE ATLANTIC AREA DAIRY SECTOR »



Case studies on Value Chain, some
examples identified in the D4F project

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Saint-Malo, France

27th September 2022

Mossgiel Organic Farm

Scotland



Products

- Organic production : bottled milk and double cream

Who is concerned ?

- The milk can be split into Mossgiel Organic Gold Standard milk, which comes only from the Mossgiel cow-with-calf system, and other organic milk, which comes from a combination of Mossgiel and 5 local organic farms.



Description of the farm / Innovations

- Transition from a conventional to an organic system in 2016 due to a fall in milk price and a severe drop in income
- The farm moved from all year round to spring block calving, reducing cow numbers from 137 to 53 and moving from 3x daily milking to a cow-with-calf system with once daily milking. Self-bottling in glass bottles
- Sales through vending machines, local cafes/shops and doorstep deliveries
- Coffee shop selling Mossgiel and local artisan products

And Now ?



Products

- Organic production : milk, yogurt, cheeses, cottage cream, meat

Who is concerned ?

- Behieko is a **brand shared by three dairy cattle farms** from three municipalities of the **Basque Country**
- The 3 dairy farms that hold Behieko are inherited from generation to generation. The distance between the 3 farms is around 15 km, with an urban population of 90,000 people in the immediate vicinity.



Description / Innovations

- Feeding inputs: proximity feed, organic forage (hay, grass silage and alfalfa), grazing all round year
- 11 employees, rotation of non-working days, guided tours
- Proximity to sale points + vending machine, consumer groups, restaurants, small shops, internet platform

And Now ?

Organic grass-fed milk - MILHAFRE

AZORES



Products

- Pasture-based organic Milk

Who is concerned ?

- By 2019, eight farmers joined the production system and six others had applied and were already in the different phases of authorization process.
- 1.5 million liters produced
- Additional 12€ cents per liter produced

Description / Innovations

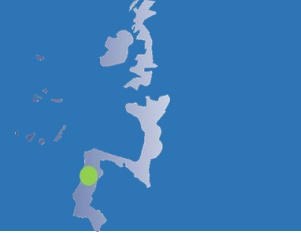
- Changes (conversion) included a decrease animal numbers per ha and natural pastures as the only source of feed. It forbids herbicides and fertilizers.



And Now ?

MILK IS LIFE! – A COMMUNICATION PROJECT

North Portugal



Products

- Milk



Who is concerned ?

- Dairy sector in North Portugal
- Small group of women dairy farmers who proactively took the initiative to promote national milk consumption
- Integrated and supported by the Portuguese Association of Dairy Farmers

And Now ?

Description / Innovations

- The project intends to bring the school community and, in some way, consumers, students and teachers, closer to the rural context and the farmer's daily life and agricultural dynamics.