

PROCEEDINGS & RECOMMENDATIONS

National Seminar on Value Added Dairy Products

(December 21-22, 2006)

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National Workshop on Entrepreneurship Development in Dairy and Food Industry

(December 23, 2006)

held at

National Dairy Research Institute, Karnal (India)

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National Seminar on Value Added Dairy Products

GENESIS

The Dairy Technology Society of India was constituted to promote the linkage between academia and industry aimed at exchanging views and providing a forum for championing the cause of Dairy Education & Research at national and international levels. Dairying is an instrument for change in social and economic status of people in a country like India. Over the last four decades, there have been tremendous changes in the dairy sector of this country. India now occupies 1st position in milk production in the world. In the process of attaining this distinction the Dairy Technologists of the country have played a monumental role. In this age of liberalization and globalization, there will be renewed focus on product diversification, value addition, quality improvement and export promotion which will define a more challenging role for the professionals engaged in the pursuit of Dairy Technology and allied sciences.

Success in various developmental plans by various states and national agencies have resulted in the modernization and building up a vibrant dairy industry in India. Availability of large number of milch animals and milk at the competitive prices provides India certain strategic advantages globally. With the liberalization of economy and access to better prices in the world market newer opportunities would be emerging in the immediate future. Though we have occupied 1st position in milk production in the world, our contribution to world trade is negligible. The gap can be bridged by value addition and product diversification.

The demand for value added foods is being driven by the growing public understanding of the linkage between diet and health, and the interest in self-health maintenance, rising healthcare costs and advances in food technology and nutrition. Increasingly, medical and nutritional researchers have been linking food component to disease prevention and health enhancement. Due to the today's

upward consumer awareness and interest to follow healthy nutrition and dietary strategy for achieving health benefits from foods beyond their basic nutritional value, the market for value added foods has expanded manifolds. Today's consumers are increasingly seeking 'functional' foods for their health and well being as means of nutritional intervention in disease prevention. Dairy products enriched with the health attributes of functional ingredients would be safe and viewed as potential novel foods for health promotion in the next few years.

The National Seminar focused on the current trends on value added dairy products both from technological and engineering perspectives, besides strategies to ensure quality and promote export potential and product diversification.

PROCEEDINGS & RECOMMENDATIONS

The Seminar was jointly organized by the Dairy Technology Society of India (DTSI) and National Dairy Research Institute (NDRI), Karnal on December 21 & 22, 2005. It was financially supported by the Ministry of Food Processing Industries (Govt. of India). More than 250 delegates from all over India representing Dairy/Food Professionals including processors, academicians, planners and entrepreneurs attended the Seminar. Dr. Sushil Kumar, Director NDRI presided over the inaugural function and Dr. R. P. Aneja, Former Managing Director, NDDB delivered the Keynote Address. Dr. K. K. Iya, Former Director, NDRI Karnal was honoured with the 1st Fellowship of the DTSI. The National Seminar was conducted in 4 Technical Sessions followed by a Panel Discussion. The success of the seminar could be gauged from the fact that all the 4 Chairmen and 4 Co-chairmen invited to steer the technical sessions and all the 17 speakers invited to deliver lectures made it sure to attend the seminar and made rich contribution to its proceedings.

A Poster Session was also organized wherein many research workers, including several research scholars presented their research findings in the form of poster-papers. Dr. A. S. Bawa, Director, DFRL, Mysore inaugurated the Poster Session. The summary of the proceedings and recommendations that emerged from the two days' deliberations are presented hereunder:

Technical Session – I

Value Added Dairy Products in International Trade

Chairman: Dr. M. L. Madan, Ex. DDG (Animal Sciences), ICAR, New Delhi.

Co-Chairman: Mr. K. G. K. Prasad, General Manager, Glaxo-Smithkline Beecham, Sonapat.

Rapporteur: Dr. B. S. Chandel, Principal Scientist (DESM), NDRI, Karnal.

The presentations made by four speakers viz., Dr. Rajat K. Baisya (Professor, IIT, Delhi), Dr. L. K. Vaswani (Director, IRMA, Anand), Dr. R. M. Joshi (Professor, Indian Institute of Foreign Trade, New Delhi) and Mr. Vijay Sardana (CITA, New Delhi) and the ensuing discussions resulted in following recommendations:

1. Since international dairy trade largely depends on value-added milk products, the current level of value addition (approx. 35% of total milk produced in the country) will have to be appreciably enhanced especially in the area of traditional dairy products in order to promote Indian exports.
2. New product development with special reference to milk-based health foods coupled with integration of the organized dairy sector in the traditional products supply chain will be key to successful value addition.
3. Since 58% of total milk produced in India is from buffaloes, there is a great scope for value addition by capitalizing on inherent virtues of buffalo milk for production of certain dairy products, health foods and nutraceuticals.
4. To be competitive in the global market, Indian dairy products will have to be domestically competitive. Products manufacture as per international standards but at a lower cost will have to be ensured for a competitive edge in the international market.

Technical Session - II

R & D in Value-Added Dairy Products

Chairman : Dr. K. K. Iya, Former Director, NDRI, Karnal & Ex-DDG (Animal Sciences) ICAR, New Delhi

Co-Chairman: Dr. G. S. Rajorhia, Ex-Principal Scientist (DT), NDRI, Karnal

Rapporteur: Dr. A. A. Patel, Principal Scientist (DT), NDRI, Karnal

Five speakers viz., Dr. Ravindra Kumar (Technical Director, Danisco India, Gurgaon), Dr. Satish Kulkarni (Principal Scientist, SRS of NDRI, Bangalore), Dr. G. R. Patil (Head, Dairy Technology, NDRI, Karnal), Mr. Sachin Kulkarni (Johnson Diversey-India) and Dr. S. N. Jha (Sr. Scientist CIPHET, Ludhiana) made the presentations wherefrom the following recommendations emerged:

1. In view of the changing demographic scenario in the country, especially with regard to the broadening consumer base, and growing purchasing power, there is a strong need for newer value added dairy foods.
2. The products that will command the future consumer demand include fiber-fortified products, calcium-fortified products, low-fat products, low-glycemic index products and low trans-fat products.
3. Value addition through combination of milk and/or dairy byproducts with fruits, cereals and vegetables seems very promising for the dairy industry.
4. Convenience formulations of traditional milk products developed using hurdle technology, osmotic dehydration, biopreservation etc. as also products containing prebiotics and probiotics have the potential to provide the much sought-after value addition in milk.
5. Manufacture of traditional dairy products with improved packaging and extended shelf life could serve as an important means of value addition.

6. Adoption of modern technologies such as UHT processing, bactofugation and membrane processing would greatly add value to milk and its byproducts while offering benefits in terms of increased shelf life and functionality. Marketing research on the outcome of R & D efforts on development of value added dairy products would pave the way for commercial exploitation of the new technologies.
7. Development of value added dairy foods could well be undertaken looking at the changing consumer preferences especially with regard to their needs of different sub-brands for different segments of the human life cycle.

Technical Session - III

Quality and Safety Issues in Value Addition

Chairman: Dr. V. B. Singh, Former Vice-Chancellor, MPUAT, Udaipur

Co-Chairman: Dr. D. K. Mathur, Former Head, Dairy Microbiology, NDRI, Karnal

Rapporteur: Dr. R. K. Malik, Principal Scientist (DM), NDRI, Karnal

Five speakers viz., Dr. S. K. Anand (Sr. Scientist DM Division, NDRI, Karnal), Mr. Sham Chaudhary (Ex-AGM, GCMMF, Anand), Dr. S.K. Bhalla (GM, GCMMF, Anand), Dr. Ashwani Rathor (General Manager, Mahaan Proteins, Kosi-Kalan, UP) and Mr. H. K. Mondal (Dy. Director, Export Inspection Agency, New Delhi) presented papers in this session. The following are the recommendations:

1. Considerable value addition can be realized by improving the quality of the raw material, i.e. milk at the disposal of the processor. Well-laid standards of quality together with farmers' training in clean milk production and attractive incentives would do wonders in this regard.
2. Aimed at meeting the requirement of risk assessment approach in food-product supply, developments of quantitative microbiological models in respect of value-added dairy foods will help ensure product safety as well as high quality.

3. The customer should be at the center of any Total Quality Management programme, while whole-hearted involvement of the production personnel would remarkably contribute to achieve the desired goal.
4. Newly available detergent-sanitizers, and disinfectants (e.g. peracetic acid) would go a long way in ensuring hygienic and sanitary dairy processing practices.

Technical Session - IV

Engineering Aspects Related to Value Addition

Chairman: Mr. V. K. Gera, General Manager, Nestle India, Samalkha

Co-Chairman: Mr. Jaswant Singh, Managing Director, International Improvement Mission, Chandigarh

Rapporteur: Prof. I. K. Sawhney, Principal Scientist (DE), NDRI, Karnal

Presentations by Mr. B. M. Vyas (Managing Director, GCMMF, Anand), Mr. S. S. Bhatnagar (General Manager, IDMC, Vallabh, Vidyanagar, Anand) and Mr. Rajesh Golani (General Manager GEA Process Engineering, Baroda) led to the following recommendations:

1. There is an urgent need for software development and sampling instrumentation for reception of raw milk in cans.
2. Maximizing the decanting rate in case of tanker-reception of milk at a dairy plant needs to be paid due attention.
3. Efforts to manufacture certain dairy equipment which are monopolized by foreign manufactures should be intensified through collaboration between local manufactures and R & D institutions.
4. Development and manufacture of large-scale ghee and paneer-making systems deserve immediate attention.

5. Indigenous efforts in process control and automation of dairy operations should be given due importance in order to enable stringent quality control and realize cost effectiveness.
6. Formation of biofilms in evaporators can be minimized or avoided by following direct-steam injection bypassing regular preheaters. This would enable compliance with international standards for thermophilic spores in milk powder.
7. In spray dryers, new sanitary bag filters with reverse-blast provision would enable to meet high sanitary standards with low energy costs.
8. Non-destructive analytical techniques based on NIR or acoustic principles would be of considerable potential for on-line quality monitoring. However, further R & D efforts would have to go into commercialization of such devices.

Panel Discussion

Theme: Industry Academia Interface on Value Addition

Chairman: Dr. R. P. Aneja, Ex-Managing Director, NDDDB, Anand

Co-Chairman: Mr. B. P. S. Puri, Director, Food & Pharma Spl., New Delhi

Rapporteurs: Dr. Y. S. Rajput, Head, DC Division, NDRI, Karnal, and
Dr. S. K. Kanawjia, PS, DT Division, NDRI, Karnal.

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Dr. S. Singh, President, DTSI & Ex-JD, NDRI, Karnal

Dr. S. K. Gupta, Ex-Head, DT Division, NDRI, Karnal

Mr. Babulal G. Patel, CEO, Gagar Milk Foods, Gujarat

Mr. S. V. Singh, General Manager, Paper Products Limited, Mumbai

Mr. D. K. Srivastava, Manager, Patna Dairy Project, Bihar.

The following recommendations emanated from the brief Panel Presentations and subsequent discussion:

1. There is a need to create an 'Innovation Fund' to which Industry can contribute. This fund may be utilized for solving research problems for the Industry. Government of India should give tax concession to industries contributing to this fund.
2. In the area of dairy equipment development, research institutions should work on designing of equipment, and the industry should fabricate the equipment.
3. There is a strong need for constant contact of academia and industry and there should be an annual meeting in this regard.
4. Research institutions should focus on research on new probiotic strains isolated from Indian subjects and there should be repository of these cultures. The work on functional/nutraceuticals and biopresevatives needs to be strengthened. Faster methods of analysis need to be developed.
5. Good quality milk can be obtained only from disease-free animals. Training of dairy farmers in clean milk production is essential.
6. Awareness is required whether 'low cholesterol dairy products' are really required in view of large quantity of cholesterol synthesized in the body.
7. Ghee is unnecessarily blamed for increasing level of cholesterol. In fact, ghee has some health promoting properties and a thorough study is required for ascertaining the same.

8. It was brought out that the tempo of fast growth rate in dairy and food processing sector can be maintained and further boosted only with quality human resource development. The human resource will be required at two levels, viz. diploma and degree. The diploma holders will meet the need of floor-shop activities of dairy plants and degree holders will shoulder the responsibility of middle level management. Accordingly the Indian Dairy Diploma (IDD) or similar programmes should be revived and strengthened. The new course-curriculum should be developed to incorporate latest developments. **A Central Board of Dairy Education** should be created at the ICAR level to monitor and supervise dairy education in the country.

National Workshop on Entrepreneurship Development in Dairy and Food Industry

GENESIS

Dairy and Food Industry is of enormous significance for India's development because of the vital linkages and synergies that it promotes between the two pillars of the economy, namely, industry and agriculture. India is world's second largest producer of food and has a potential to become number one with sustained efforts. We are already the largest producer of milk. The growth potential of this sector is enormous and it is expected that the consumption of the value added dairy and food products would grow at a very fast pace. This growth could bring immense benefits to the economy, raising agricultural yields, enhancing productivity, creating employment opportunities and raising the economic standard of a large number of population. Economic liberalization and rising consumer prosperity are opening up new opportunities for diversification in the dairy and food processing sector. Liberalization of world trade will open up new vistas for growth. In this scenario, entrepreneurship development in dairy and food sector will be a key driver for

promoting and sustaining the momentum of growth. Government, institutions and individuals have increasingly visualized entrepreneurship as a strategic intervention for accelerating the pace of development in any economy.

Entrepreneurship development is essential for exploiting full potential of dairy and food industry on the one hand and providing job opportunities to the teeming population of the country on the other. Presently, the scope for wage employment is not only limited but decreasing very fast. Even the nature of wage employment is undergoing drastic transformation from the security-oriented job to performance-based contractual assignment. Under such situation entrepreneurship development is a must.

The focus of the National Workshop was on market research, technology innovations (product and process development), technology management, venture capital funds, technology business incubators and capacity building. The National Workshop also discussed the policy interventions required to promote entrepreneurship development in dairy and food sector.

PROCEEDINGS

The National workshop on “Entrepreneurship Development in Dairy & Food Industry” was sponsored by the Department of Science & Technology, Government of India and jointly organized by the Dairy Technology Society of India and National Dairy Research Institute, Karnal on December 23, 2005. About 150 delegates from all over the country attended the workshop. Dr. Vinayshil Gautam, Professor, IIT, Delhi Former Director, IIM, Kozhikoda was the Chief Guest and delivered a speech on “Technical Entrepreneurship Development in India – Some Reflections”. Dr. S. P. Mishra, Vice-Chancellor, Dev Sanskriti Vishwavidyalaya, Haridwar, delivered the Keynote Address on the theme of the workshop. The one-day deliberations were conducted in 2 Technical Sessions followed by a Panel Discussion. The recommendations were presented and discussed in the Plenary Session.

Technical Session I on “*Entrepreneurship Development and Management*” was chaired by Dr. S. L. Goswami, Joint Director (Research), NDRI, Karnal. The three speakers who presented their papers in this session were: Mr. B. S. Natraj, GM, NDDDB, Bangalore; Mr. N. K. Sharma, Former MD, NRDC, Delhi, and Mr. A. Bhatnagar, CEO, Avishvar Industries, Pune.

Technical Session II on “*Role of Financial Institutions and Government in Promoting Entrepreneurship*” was chaired by Mr. Neil Prasad, Managing Director, Danisco Ingredients Ltd., Gurgaon. Mr. Moloy Bora, Director, Dairy Dev. Department, Government of Assam shared the responsibility as Co-Chairman. Mr. H. K. Mittal, Advisor & Head, NEB, Department of Science & Technology, New Delhi and Dr. P. Ranganathan, GM, NABARD, Chandigarh presented their papers in this session.

The **Panel Discussion Session** was chaired by Prof. A. Sahay, Chairman, Entrepreneurship Development Centre, MDI, Gurgaon and Co-Chaired by Mr. Harsev Singh, Head, Dairy Business, Reliance Industries Ltd., Delhi. Many experts from Industry, research institutions and private entrepreneurs such as Dr. A.S. Bawa, Director, DFRL Mysore; Dr. H.K. Desai, Managing Director, Vidya Dairy Anand; Mr. S.V. Singh, G.M. Paper Products Ltd., Mumbai; Mr. Babulal G. Patel, CEO, Gagar Milk Food, Gujarat; Dr. S.K. Gupta, Former Head, Dairy Technology Division, NDRI, Karnal and Dr. S. Singh, President, Dairy Technology Society of India, participated in the discussion. The issue for discussion in this panel session was “Growth of Dairy & Food Sector – Organized Manufacturing and Marketing.”

RECOMMENDATIONS

The summary of the recommendations that emerged from the presentations and discussions from two technical sessions and a panel discussion session are given below:

1. There are great opportunities for growth in the dairy sector particularly the marketing of indigenous and western dairy products. Hence, there exists a tremendous scope of entrepreneurship in dairying.

2. R & D projects should be taken up on the basis of innovative ideas. The results/outcome should be safeguarded by patenting at national and international levels. The transfer of new technologies/products to the potential entrepreneurs should be the ultimate objective of R & D activities. The innovative ideas need to be encouraged and nourished through the Technology Business Incubator (TBI) Programme.
3. Boldness, self-confidence and ability to manage risks are the qualities required in entrepreneurs. There should be entrepreneurship development institute for producing entrepreneurs in dairy & food industry. National Dairy Research Institute, Karnal should take a greater initiative in providing training courses for the entrepreneurs in the field of dairy processing. Food processing sector being a high priority area in India, full use of this sector should be made by the entrepreneurs. Other institutions such as financial, management and industry should provide inputs in such entrepreneurship programmes.
4. Right type of environment and better infrastructure facilities like availability of electricity, cold chain marketing, easy access to technical and financial support at low interest rates and single-window facility for all their requirements should be provided to the entrepreneurs.
5. Microbiological and Chemical Quality of raw milk supply should be improved. There is a need for ensuring safety, good hygiene and traceability of final products. Since testing of product for quality parameters like pesticide residues and heavy metals requires costly equipment and is as such costly and time consuming, cost-effective and rapid testing methods should be developed.
6. There is a great scope for export of indigenous dairy products, as there is lot of preference for these products abroad. Therefore, there is a need to upgrade their manufacturing technologies with respect to mechani-

zation, good hygiene practices and good packaging. There has been a lot of developments in packaging materials and systems and full potential of the power of packaging should be utilized. This would further help in enhancing the image of brands, and offer more convenience to consumers and help in selling.

7. A *Central Board of Dairy Education* committee at ICAR level should coordinate the course curriculum and teaching of diploma and degree courses in the field of Dairy Technology across the country and a course on entrepreneurship development should be introduced.

**List of Participants in the
National Seminar on Value Added Dairy Products
(December 21-22, 2005)
&
National Workshop on Entrepreneurship
Development in Dairy and Food Industry
(December 23, 2005)
held at National Dairy Research Institute, Karnal**

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