



2017 RAW PRODUCT WORKSHOP
AUGUST 29–30, 2017
Radisson Hotel, Ontario, CA

Dairy Institute’s Raw Product Workshop is a course designed for those who want or need to have a better understanding of the nuts and bolts of the milk and milk component side of the dairy business. This workshop is essential education for anyone involved in milk procurement, producer relations, risk management, cost control, accounting, sales, finance, or strategy. Milk and dairy ingredients have a huge impact on the bottom line of your company. We cover how regulated milk pricing impacts product costs and explain the market-based factors that drive milk and dairy product prices.

Don’t miss out! Join us in Ontario in August!!

2-DAY WORKSHOP OUTLINE

TUESDAY 8/29

(9:00 a.m.—5:00 p.m.)

- Dairy industry milk supply essentials
- Dairy cooperatives and their role as your milk supplier
- Factors driving your milk cost
- How California dairy regulations affect your business—
Regulated milk pricing, milk pooling
- Handler responsibilities under California dairy regulation

WEDNESDAY 8/30

(8:00 a.m.—4:00 p.m.)

- Special California topics—Transportation, milk composition standards, fortification
- Federal Order pricing and pooling
- Risk management
- Introduction to dairy product costing

REGISTRATION



PLAN YOUR STAY

August 29-30, 2017
Radisson Ontario Airport
2200 E Holt Boulevard
Ontario, CA 91761

\$89/Night*

* Rooms are available at this rate on a first-come, first-serve basis.
Once the room block has been filled, registrants must make individual hotel reservations.

[CLICK HERE](#) to book online
with promotional code: DIDIDI
Or call: 1 (800) 333-3333
to reserve by phone.

RESERVE ROOMS BY: JULY 31, 2017

QUESTIONS?

Please contact Pam Gomez or Anika Polyak at:

Info@DairyInstitute.org

OR

(916) 441-6921

REGISTER

DAIRY INSTITUTE MEMBER <i>price per guest</i>	
1—3 Participants <i>(per company)</i>	<input type="checkbox"/> \$ 599
4 + Participants <i>(per company)</i>	<input type="checkbox"/> \$ 499
NON-MEMBER <i>price per guest</i>	
Individual	<input type="checkbox"/> \$ 899

Workbooks, breakfast, lunch and refreshments are included the registration price.

Name: _____

Company: _____

Address: _____

Phone: _____

E-Mail: _____

REGISTRATION DUE: JULY 31, 2017

PAYMENT BY CHECK ONLY
We do not accept credit cards at this time

Please mail checks and registration to:

Dairy Institute of California

P.O. Box 1079

Sacramento, CA 95812

FOR STAFF USE

Payment: _____ Date: _____ Check #: _____