



*Please note the change in venue!*



**2017 RAW PRODUCT WORKSHOP**  
AUGUST 29–30, 2017  
*Doubletree 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**



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## PLAN YOUR STAY

August 29-30, 2017  
Doubletree by Hilton Hotel  
222 North Vineyard Avenue  
Ontario, CA 91764-4431

**\$129/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

Or call: (909) 937-0900 with  
code "DAI" to reserve by phone.



Airport Shuttle Service is provided at no cost by Doubletree,  
to and from the Ontario Airport.

**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 *price per guest*

1—3 Participants *(per company)*  \$ 599

4 + Participants *(per company)*  \$ 499

### NON-MEMBER *price per guest*

Individual  \$ 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 #: \_\_\_\_\_