

27th July 2016

## A positive outlook for organic dairy exports

Strong global organic dairy growth will continue to give OMSCO (Organic Milk Supplies Cooperative) huge market opportunities following the Brexit result, according to Richard Hampton, managing director of OMSCO.

OMSCO, the UK's largest organic dairy co-operative, has followed a focused strategy to develop global organic markets and a specialist export product portfolio. OMSCO continues to see increased growth from existing and new customers around the world. Exports currently represent 20% of sales, and this is forecast to increase to almost 30% in this financial year.



“There is increasing export demand for OMSCO’s organic specialist products, the growth of which is in contrast to sluggish performance in the UK organic dairy market in recent years,” explains Richard. “I am fully confident our business will continue to grow and succeed in the global arena. Obviously the Brexit vote has brought a certain level of uncertainty, however to date, feedback from OMSCO’s export partners has been incredibly positive,” he says. “British organic dairy products are recognised abroad for their high quality, and we have focused on added value and specialist product areas where we have leadership. I am confident we will continue to see increased demand from EU and non-EU markets for our added value, specialist organic dairy products.

“We will continue to diversify our portfolio as this is not only important for price stability for our members, but allows us to balance our core customer demand efficiently and reliably, in a market that is known for its volatility,” he adds.

“As a result of this growing demand, OMSCO continues to welcome new members to join the cooperative, who share its vision and values,” Richard explains.

“We have a successful range of USDA-certified organic products and our Kingdom Cheddar Brand in the US, and last year secured Chinese organic certification for a range of product areas. We do not expect



the UK market to require additional organic milk supplies in the next few years, but in the years ahead we have a requirement for a limited amount of additional organic milk supply to fulfil new export demand that we have already secured,” he concludes.