



▶ **NEW QUICKCHECK™ FLEX** – A COMPACT, PORTABLE, ROBUST AND AFFORDABLE CRYOSCOPE FOR ADDED WATER TESTING IN MILK AND MILK PRODUCTS



▶ **CHEESECRAFTER®** - AN EXCITING NEW QUALITY MANAGEMENT SYSTEM FOR USE WITH THE LACTICHECK™ MILK ANALYZER.



▶ **SMALL RUMINANT CHEESE MAKERS** - A GROWING NEW MARKET OPPORTUNITY!

# Dairy focus

*"New demands and changing circumstances in the safe, responsible, cost-effective production and processing of milk do continuously invoke the development of new analytical solutions."<sup>1</sup>*

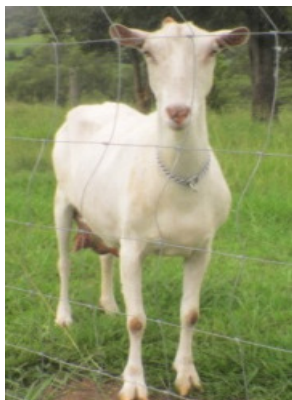
## Helping achieve total quality goals

The Dairy Industry continues to evolve in meeting the discerning demands of today's consumer. Sophisticated developments in probiotics, dairy related ingredients and the constant stream of new value added products parallels another 'home grown' trend. The turn to organic, to local suppliers and the amazing surge in the culture of artisanal cheesemaking brings a need for new tools! Our goal is to provide innovative products that are sufficiently versatile to meet objectives today throughout the industry, from the "farm gate to the customer's plate"! The new portable QuickCheck™ Flex cryoscope meets these requirements for

flexibility and versatility. The QuickCheck Flex is ideal for dairy plants that only check their suppliers for added water once a month (or less frequently). With a sturdy stainless-steel carrying case, it can conveniently be stored away until it is next required. Conversely, milk collection stations, cooperative and small dairy plants will find this budget-conscious, dependable instrument with a small bench print, fits comfortably into their limited lab space. The newest member of the Family of QuickCheck Freezing-point Cryoscopes, the QC-Flex gives you the ability to customize your recommendations to customers' needs!



<sup>1</sup>. IDF Announcement., JAT Automated Methods, "Small is Beautiful - A topical meeting on new market solutions", May 2003 (Holstebro, DK)



## Grow Sales with Goat and Sheep Cheese!

Small ruminant cheese making is surging thanks to the general economic pressure for locally produced quality products that offer great value to the community and the more self-sustaining nature of sheep and goats resulting in lower overhead costs! The majority of goat cheese or sheep cheese artisans do not have the budget or facilities to invest in traditional milk composition analysis. However, the uniquely user-friendly, automated and affordable features of the LactiCheck™ Milk Analyzer are ideal for this market! The chemical composition of sheep and goat milk varies widely throughout the year. Therefore, real-time milk composition results give cheese makers critical information to guide them in the management of their process and/or formulation. Milk Composition details by batch will also facilitate optimization of yield. More uniform quality and greater yields mean better product and better profitability! Ask for our Market Positioning Paper on sales to cheese makers and begin building your sales today!



## Getting the most from analysis . . .

*We want to empower cheese makers to take control of the make process...*

The CheeseCrafter® total quality management system enhances the value of the LactiCheck™ Milk Analyzer. Working with input from a number of leading educators and researchers in cheesemaking (Cornell University in New York, and Moorepark in County Cork, Ireland), we developed a practical, flexible, easy to use, comprehensive quality system suitable for use in a wide range of cheesemaking enterprises.

An integrated, transparent quality system the CheeseCrafter® gives cheese makers information about their production, the implications of milk composition on the process and the possibilities for improving the outcome in the future. It helps them maintain better records, too!

**Make Sheet:** The 1<sup>st</sup> module provides a process log for each batch of cheese.

**Predictive Yield:** The 2<sup>nd</sup> module records milk composition data from the LactiCheck and

calculates the optimal yield from each batch. (User configurable constants allow for comprehensive customization.)

**Cheese Wizard:** The 3<sup>rd</sup> module facilitates import of data from previous make sheets and models adjustments that could be made to improve outcomes (or develop new products).

This is a powerful tool for recording the process, spotting any hidden losses and looking to future steps to be considered to optimize outcomes! Contact us for your special promo package!

**Don't just cope: Manage!**

**CHEESECRAFTER®**

Total Quality Management, Predictive Yield & More

Quality Assurance Program

- Make Sheet
- Predictive Yield
- R&D Module
- Milk Composition Log

Spot hidden losses, facilitate consistent quality, optimize yields & improve profitability!

**Page & Pedersen International, Ltd.**

158 West Main Street  
Hopkinton, MA 01748 USA



TEL: (508) 435 5966  
FAX: (508) 435 8198

E-MAIL: [info@pagepedersen.com](mailto:info@pagepedersen.com)  
URL: <http://www.pagepedersen.com>