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Panchal Dairy: A Flavourful Journey from Pastures to Palates

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In the heart of Sayla village, Surendranagar district of Gujarat, two young pastoralists, Arpan Kalotra and Bhimsinh Ghanghal, are revolutionizing rural entrepreneurship through artisan cheese-making. Belonging to the Rabari community, they have turned the traditionally undervalued goat and sheep milk into premium products under their brand, Panchal Dairy crafting chèvre, feta, and halloumi infused with local herbs and a spirit of innovation.



Their journey began in 2019, when NGO Sahjeevan encouraged young pastoralists to explore self-employment. A transformative visit to a dairy in Anand revealed cheese as a product with better shelf life and value. This inspiration led them to train with cheese expert Namrata Sundaresan of Käse Cheese, where they learned the science and artistry of cheese-making using local resources.

Launched in 2021 from a modest home unit, Panchal Dairy faced initial resistance cheese was a novelty in their village. However, a local tasting event turned curiosity into demand. With growing community support and earnings reinvested into better infrastructure, the venture slowly flourished.

Their breakthrough came when Käse Cheese became their first major buyer, connecting them to urban markets. Their cheeses, handcrafted with care and cultural authenticity, soon caught the attention of chefs, food connoisseurs, and top hotels. Today, Panchal Dairy produces 10 unique cheese varieties, blending traditional milk with global techniques.

National recognition followed. From being featured at the Jaipur Literature Festival to receiving praise at the World Cheese Awards, their craft gained acclaim. Their unit has now become a learning hub, attracting tourists and students eager to understand artisan cheese-making in a rural setting.



In February 2025, they showcased Panchal Dairy on Shark Tank India. Though they didn't secure a deal, they won hearts and a $\gtrless 2$ lakh CSR loan from a judge. The exposure catapulted their brand into the national spotlight. With an annual turnover of $\gtrless 7$ lakh and growing, Panchal Dairy is poised for a bigger future.

For Arpan and Bhimsinh, this is more than business it's a revival of pastoral pride. Their success supports local herders, encourages sustainable grazing, and inspires other youth to pursue dreams rooted in their homeland. With plans to set up a Cheese Learning Centre in Sayla, Panchal Dairy continues to blend tradition with innovation one wheel of cheese at a time.

(Source: ICAR-National Institute of Agricultural Economics and Policy Research, New Delhi)



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