Summary Report

Participation of Georgian delegation to CHEESE! FEST 2017

BRA, Italy, September 15-18, 2017

FAO-EBRD Project on:

“Support to sustainable value chains through the development of Geographical Indications (GIs) in the dairy sector” in collaboration with the National Intellectual Property Centre of Georgia (Sakpatenti) and the Ministry of Agriculture
Contents
1. Background........................................................................................................................................3
   The Cheese! Fest in Bra ......................................................................................................................4
   Day one- Awarding Georgian producers..........................................................................................4
   Day two- Exploring small scale vs industrial competition issues .....................................................8
   Day three- Tasting Italian raw milk cheese .......................................................................................9
   Day four- Recognizing tasting features in cheese ...........................................................................11
ANNEXES ...............................................................................................................................................12
   ANNEX 1. List of Participants..........................................................................................................12
   ANNEX 2. Special Program ..............................................................................................................13
1. Background

The European Bank for Reconstruction and Development (EBRD) has recently called upon FAO’s expertise to implement a technical assistance Project in Georgia, focusing on the deployment of Geographical Indications (GIs) in the dairy sector. The Project is titled “Support to Sustainable Value Chains through the Development of Geographical Indications in the Dairy Sector” and will run from January 2017 until December 2019. It is being implemented in collaboration with the Georgian Ministry of Agriculture (MoA), the National Intellectual Property Centre of Georgia (Sakpatenti), as well a local and international support institutions (like Slow Food International and Cheese guild). The key objective of the Project is to strengthen the institutional framework for GIs, in particular through the definition and development of a GI certification system. The Project also aims at supporting the sustainable development of GIs in the dairy sector through two pilot local products (sulguni and Tushetian guda) with: i) a better characterization of quality specificities; ii) improved capacities of producers’ organizations; and iii) better product marketing and quality upgrading.

This short report summarizes key findings and conclusions from the participation of a Georgian delegation, composed of representatives of producers and public authorities, to an international fair and event specific for typical cheeses, the Slow Food Cheese! Fest. The four-day knowledge sharing visit during the Slow Food Cheese! Fest, run from 15 to 18 September 2017 in Bra (Cuneo, Italy). The visit was organized by FAO in collaboration with Slow Food in the context of the above-mentioned project. More specifically, the visit fit into the Project’s key component on capacity building of local Georgian stakeholders, which includes knowledge sharing events dedicated to cheese production practices, study tours to (EU) cheese producers and production places, participation to international food and cheese promotion fairs, trainings on food (cheese) sensory and quality analysis, food/cheese tasting events and other activities aimed at reinforcing the national knowledge base related to the promotion and protection of quality dairy products in the country.

The Georgian delegation (Annex 1) included five artisanal/traditional producers of Sulguni, Tushuri Guda and Tenili cheeses, one representative from the national Association of Producers “Cheese Guild”, plus three staff from the Ministry of Agriculture, the National Food Agency, and the NGO Elkana which facilitated the presence of the Georgian stakeholders in its capacity as local Project support partner. In addition, two FAO staff were present and accompanied the delegation through the entire visit.

The main objectives of the visit addressed to the Georgian delegation in Bra were to:

- Represent Georgian typical cheese producers and present some of their typical cheeses during the fair;
• learn from the Italian experience and gain a better understanding of the process which led to a successful GI system in Italy;
• reflect on the development of GIs and other quality labels in Georgia’s dairy sector; and
• exchange knowledge with Italian and other producers/market experts on cheese production standards and methods.

The Cheese! Fest in Bra

The 2017 edition of the Slow Food Cheese! Fest in Bra was an extremely successful one, gathering about 300,000 visitors and more than 300 exhibitors from 23 nations. Overall, protecting and promoting artisanal (small-scale) cheese production made from high-quality raw milk was at the core of the four-day event. An additional theme was naturalness (cheese made without industrial yeasts, but also extending to other products, including cured meats and wine), which was also a key subject in the conferences and thematic workshops organized as part of the Fair. Several small-scale producers (both Italian and EU/non-EU) were present to sell and show their cheese (in addition to other niche products like artisanal honeys and fruit preserves) in individual stands. They were there also to share views on issues like the intense care and dedication needed to produce high-quality cheese from raw milk, the unique production equipment and techniques applied throughout the process (often happening in mountainous/alpine regions where transhumance is still observed), and key constraints to production (as competition with industrial-scale producers).

In keeping with the Terms of Reference and past FAO-EBRD study tour/ knowledge exchange practice, the special programme of the knowledge sharing visit for the Georgian delegation in Bra consisted of side-events, working sessions, meetings and technical discussions with producers, conferences and technical laboratories (Annex 2). This included:

  i. Opening conference and awards ceremony;
  ii. Side-event on “Around the world in 80 cheeses”;
  iii. International Conference on “Is the future of Protected Designations of Origin (PDOs) in the hands of giants?”;
  iv. Laboratory of taste Naturally Pecorino;
  v. Sensory analysis for Georgian cheeses; and
  vi. Technical discussions with Slow Food Praesidia cheese producers and others.

Details on the outcomes and results from those activities can be found in the sections below.

Day one - Awarding Georgian producers

Key activities carried out on Friday 15 September included:

  a) Opening conference

The 2017 edition of Cheese! opened with a conference which included speeches from Bruna Sibille, Mayor of Bra and Carlo Petrini, President of Slow Food. It was highlighted in particular how food choices both have impacts on, and are determined by, the changing climate. The key role of responsible food quality production in tackling and coping with environmental/climate change issues was also mentioned. Invited guests included
staff from government agencies and various development organizations, cheese and milk producers, as well as a number of media representatives.

It is worth noticing that this year’s edition of *Cheese!* allowed (and promoted) the exclusive sale of raw milk cheeses at the event, in order to demonstrate an alliance between Slow Food and cheese producers who (responsibly) manage to work with raw milk and natural bacteria. This was a key point for reflections on the policy and institutional framework which has allowed to have a successful quality cheese production system in place in Italy over the decades.

During the conference, a prize award- the “Caesarea Resistance award”-went to one of the producers included in the (FAO-EBRD) Georgian delegation, i.e. **Kakha Abulidze** (Georgian Tushuri Guda cheese maker and representative of the cooperative “Alaznistavi”. The rationale for awarding this producer was related to: i) production in a disadvantaged geographical area using endangered native breeds; ii) persistence in the territory despite very young age, which plays a demonstrative role for other young farmers in his region; and the iii) respect of (peculiar) traditional production methods. In thanking the audience and Slow Food staff, Kakha Abulidze highlighted the fact that he wanted to be an example for other young people in his area and demonstrate that it is possible to produce in remote areas with limited (or no) access to services.

Other prizes were obtained by producers in Italy as well as Cape Verde who were able to support the livelihood of the (entire) local community around cheese production. Special attention was paid to the fact that cheese production methods in use in Cape Verde were able to capture both the European (i.e. Portuguese) and African tradition/heritage.

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**b) Side-event on “Around the world in 80 cheeses” (the Ark of Taste)**
In the afternoon a side-event titled “Around the world in 80 cheeses” was organized, focusing around Slow Food Ark of Taste cheeses, i.e. small-scale quality cheese productions belonging to specific cultures, history and local traditions. Overall, it was highlighted that the respect of ancient dairy traditions and biodiversity represent and extremely high value added for final products and consumers. A number of producers discussed and introduced their products (all deeply connected to their lands of origin), the production methods in use as well as key constraints faced at different levels of the value chain. Producers were from India (4 cheeses), Turkey, Iran and Georgia. Both Anna Mikadze (Cheese Guild, Georgia) and Anna Kanshieva (Slow Food) were able to stress the fact that in several instances local cheese production in Georgia happens in quasi-impossible conditions (especially due to constraints with transport and logistic), which makes the intrinsic value of cheese production much higher.

Overall, the side event represented an occasion for the Georgian producers represented by Anna Mikadze/Cheese Guild, to promote and draw attention on their products and the challenges they face. After the various presentations, a dedicated tasting of the Georgian Sulguni, Tenili cheese and Tushuri Guda took place, representing a unique opportunity to share such products with the broad international audience that was present at the side-event. A number of white and red Georgian wines were also kindly offered by an Italian company involved in the export of Georgian wines.

c) Technical discussions and knowledge sharing sessions with Slow Food Praesidia Italian cheese producers (rigorously from raw milk)

Several producers owing the status of Slow Food “Praesidium”\(^1\) were present with individual stands selling their high quality-cheese products. Overall, it was found that artisanal cheese made from high-quality raw milk is normally sold at an average 60-70 percent higher price than its relative made out of pasteurized milk which is normally available in supermarkets.

Specifically, the following Italian Praesidia producers were met:

1) **Storico Ribelle**
   - Producing in Sondrio/Valtellina area (Lombardia);
   - Producing alpine cheese (**Bitto storico**) made from raw milk (cow milk + 10-20% goat milk);
   - Using local breeds (e.g. “orobica” goat breed);
   - Small production at about 1000 wheels/year (both exported to France and Germany and sold to restaurants/gastronomic points mostly located in Norther and Central Italian regions);
   - Producing in alpine installations similar to those of Tushuri Guda cheese (**this doesn’t seem a problem from the point of view of food safety-which is a key point to further explore with Georgian producers in the context of the Project**);
   - Suggested to the Georgian delegation, to reflect on strategies for (agri) tourism attraction/wool processing while preserving traditional cheese production methods; and

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\(^1\) Slow Food Praesidia are aimed at sustaining small-scale traditional production at risk of extinction. They also intend to enhance the value of the land and ancient production methods involved in those productions.
• Available to host Georgian producers for an exchange and training on production techniques.

2) **Caseificio Santa Rita/ Parmigiano Reggiano DOP da vacca bianca modenese**
   • Producing in Modena area (Emilia-Romagna);
   • Business started about 50 years ago (1964). Biological production since 1994
   • Producing semi-seasoned and season parmigiano reggiano bio;
   • Revamping the use of a very rare local breed of cow (Bianca modenese) that was the original cow used to produce Parmigiano already in XIII century;
     o Gathering and collecting milk from a few producers in the neighborhoods which still produce milk using Bianca modenese breed; and
   • Sold at an average price of 44 eur al chilo (when seasoned) compared with similar products sold at 15 EUR/kg in supermarkets; and
   • Using special bronze equipment to keep milk at correct temperatures during processing.

3) **Pecorino del Monte Poro**
   • Vibo Valentia area (Calabria), 700 meters above sea level;
   • Using sheep milk and goat rennet;
   • Yields of 6-7 liters of milk/kilo of cheese;
   • Sold at about 15 EUR/kg compared to 7-8 EUR/kg industrial; and
   • Available to host Georgian producers for an exchange and training on production techniques.

4) **Caciocavallo di Ciminà**
   • About 30 producers in the Locride area (Calabria);
   • 13-14 EUR/kg final price compared to about 6 EUR/kg (pasteurized industrial) or much less depending on the specific quality;

*Meetings with Cheese Producers*
• Calabrian food production was influenced by Balkan traditions, through the Hellenic colonization. This type of cheese-caciocavallo- finds its (very ancient) ancestor in the kaskaval-a pasta filata which is still produced today in some parts of Macedonia and Aegeum Islands;
• Major problems faced by caciocavallo producers concern the competition with low-quality cheese producers (e.g. in many instances the curd is imported by Italian producers at a very low price from countries in the Balkans); and
• Available to host Georgian producers for an exchange and training on production techniques.

Day two- Exploring small scale vs industrial competition issues

Conference on THE FUTURE OF PDO IN THE HANDS OF GIANTS? Auditorium Fondazione CIB

The conference discussed issues related to global markets and the concentration of production, which poses a challenge also in the dairy sector and especially for small-scale producers wishing to preserve traditional methods (also thanks to the security afforded through PDOs). Speakers included:

• Véronique Richez, specialized journalist and president of l’Association Fromages de Terroirs
• Iliyan Kostov, Deputy Director of Risk Assessment Canter on Food Chain of Bulgarian Food Safety Agency / Ministry of Agriculture and Food;
• Nicola Bertinelli, President of Consortium for Parmigiano Reggiano, which made an interesting presentation on the strict disciplinary governing Parmigiano Reggiano cheese production, which is closely linked to a specific and well-confined production area between Parma, Bologna, Mantova and Reggio; and
• Nino Katchuri (company NRG, Kakheti, Georgia), sulguni cheese producer.

The latter was able to discuss in particular about the problems faced by small scale cheese producers competing with large-scale ones in Georgia. Key issues of discussion included the urgent need to protect the cultural heritage and distinct biodiversity of the area and, therefore, promote the sustainable development of the rural economy. The absence of a reliable control system in the country—essential for protecting products from imitations – as well as little awareness of quality labels among producers and consumers were also mentioned as an important point for reflection.
Day three- Tasting Italian raw milk cheese

Key activities carried out during the third day of visits included:

\[ a) \textit{Meetings with international cheese Praesidia producers} \]

During the morning of Sunday 17 September, a number of informal meetings were organized with Praesidia producers and other relevant people. These included cheese producers from Spain grouped into the “Quered-Queserías de campo y artesanas” network, which shared their experience about the policy process that helped them to defeat brucellosis.

Indeed about 30 years ago all animals diseased with brucellosis were progressively culled in the country. The farmers received subsidies for each animal culled. Currently, animals are checked almost every month for brucellosis, with the 30 percent of the cost being covered by the farmer and the remainder by the state. Initially, in Spain all types of production (traditional, household, small, medium and large-scale enterprises) had to follow the same legislation. As a result small traditional enterprises almost disappeared, because they could not meet food safety requirements and they were not strong enough to negotiate with the state on special conditions. The problem was partially solved with establishment of the Cheese Producers Association, which gathered small-scale producers to start negotiations with the public sector. The association advocated for small-scale traditional farmers rights and eventually pushed the state to develop a law adapted to small / traditional production needs, giving them possibility to further develop.

Members of the FACE network which is involved in the formulation of an EU community guide to good hygienic practices specific to artisanal were also met.

The Swiss experience with the defeat to brucellosis was also discussed with a gruyère producer, producing his cheese in chalets d’alpage. Nowadays in the highlands of Switzerland invasive and infectious diseases of animals no longer represent a constraint to the development of the sector. Farmers work on isolated pasture
and animals do not have contact with other herds. Only green fodder (pasture), dry feed (hay) and salt are used to feed the animals. Silage and other dietary supplements that have negative effect on milk and eventually on the quality and taste of the cheese are not used. Electricity generators are used during transhumance to upper pastures.

The producer’s alpine cows normally have much lower yields compared to stable cows, i.e. about 15 liters/day compared to about 40 liters/day. Milk-to-cheese yields of his product are: 8 kg milk at 3% fat content-1 kg cheese at 45% fat content. In parallel, selling prices of this cheese are at about 20 CHF/kilo cheese cost compared to 13/14 CHF kg for varieties made out of pasteurized milk found at supermarket.

Finally, informal discussions were held with additional cheese farmers who were present at the fair and talked about the need for empowering small producers. This is particularly true in view of the fact that industrial production has in some instances completely or partially brought to disappearance small/traditional production practices. In the opinion of those cheese farmers, the type of pasture and the diversity of herbs that should be felt even during cheese tasting, play a key role in cheese quality.

b) Laboratory of taste Naturally Pecorino

In the evening, the group participated in a laboratory consisting in the degustation of five different Italian pecorino cheeses (pecorino di Monte Poro; pecorino Bagnolesi; pecorino delle montagne pistoiesi; pecorino a latte crudo maremmano; caciofiore della campagna romana) which were accompanied by wine and a GI Italian bread from Abruzzo (Solina). Cheeses were presented by their producers and commented by Slow Food experts. The latter insisted particularly on the climate change issues that could be seen in cheese production (e.g. premature rind) and overall taste descriptions (possible references to natural flowers and herbs were found in many instances).
Day four- Recognizing tasting features in cheese

**MASTER OF TASTE Training/ Sensory analysis:**

A sensory analysis session was organized with Piero Sardo (Slow Food cheese expert). The objective was for him to provide recommendations on how to improve the taste and quality of the three types of Georgian cheeses available, through their degustation. In particular, the following topics were explored:

- Tasting techniques
- Visual inspection
- Checking odor
- Checking taste
- Touching sensations

Key results from the sensory analysis carried out by Piero Sardo are as follows:

- Among the three Georgian cheeses, Tenili was considered to be a very good one terms of: a) sapidity; b) nose-mouth consistency; and c) salt levels. However, Tenili is hardly recognizable as an original Georgian cheese because that type of cheese (whose processing reminds the ancient craftsmanship of wool) seems to originate from a particular region in Northern Turkey (therefore the tradition of Tenili would have likely originated in Georgia during the Turkish domination). Considering Tenili as a Georgian traditional cheese may cause tensions, as paternity is hard to establish;
- Sulguni was described in terms of taste as a sort of an hard mozzarella, with average sapidity levels high salt levels;
- Overall, from a general sensory/taste perspective, salt content in Tushuri Gouda was deemed to be very high. Indeed improvements in the safety and hygienic conditions in place by producers would likely allow for a substantial decrease in the use of salt (which is a natural food preservative).

A brief (out-of-the-agenda) meeting with a Slow Food veterinary was also held, focusing on scientific concerns over bruxellosis. It is common thought among Italian producers that bruxellosis is killed naturally after 60 days from the milking, but there is no scientific evidence for this (cases of bruxellosis were found by Italian veterinaries even after one year from milking).

Group meetings and discussions were also held on ways to possibly replicate Italian (cheese production) good practices in the Georgian dairy sector, ultimately aiming to develop a solid GI system.
ANNEXES

ANNEX 1. List of Participants

<table>
<thead>
<tr>
<th>N</th>
<th>Name, Surname</th>
<th>Organization</th>
<th>Contact Information</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Tengiz Kalandadze</td>
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<td>Nino Kachiuri</td>
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## ANNEX 2. Special Program

**Cheese, Bra, 15-18 September 2017**  
**Programme for Georgian delegation**

### September 15, Friday

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<th>Time</th>
<th>Activity</th>
<th>Location</th>
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<tr>
<td>10:30-12:30</td>
<td><strong>Welcome to Cheese!</strong> Inauguration of the 2017 edition</td>
<td>Piazza Caduti per la Libertà</td>
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<tr>
<td>12:30-13:00</td>
<td>Lunch in &quot;Boccondivino&quot;</td>
<td>Via Mendicità, 14 +39172 425674</td>
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<tr>
<td>15:30-18:30</td>
<td>Excursion: <strong>Cheese market</strong> - observing and talking to producers</td>
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<td>18:30-20:00</td>
<td><strong>NATURAL APERITIF</strong> : Meeting with cheese producers</td>
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### September 16, Saturday

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<td>09:30-12:30</td>
<td>Excursion: <strong>Cheese market</strong> - observing and talking to producers</td>
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<tr>
<td>16:30-18:30</td>
<td>Meeting with Presidia producers (to be confirmed)</td>
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### September 17, Sunday

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<td>10:30-12:00</td>
<td>Conference <strong>TERROIR ON THE PLATE: A NEW AGRICULTURE IS NECESSARY FOR HEALTHIER FOOD</strong> <a href="http://cheese.slowfood.it/en/event/terroir-on-the-plate-a-new-agriculture-is-necessary-for-healthier-food/">http://cheese.slowfood.it/en/event/terroir-on-the-plate-a-new-agriculture-is-necessary-for-healthier-food/</a></td>
<td>CINEMA IMPERO</td>
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<td>14:30-16:00</td>
<td>Conference THE CLIMATE IS CHANGING, AND SO MUST OUR PRODUCTION MODELS <a href="http://cheese.slowfood.it/en/event/the-climate-is-changing-and-so-must-our-production-models/">http://cheese.slowfood.it/en/event/the-climate-is-changing-and-so-must-our-production-models/</a></td>
<td>AUDITORIUM FONDAZIONE CRB</td>
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<td>16:00-17:30</td>
<td>Meeting SLOW FOOD PRESIDIA: NICE TO MEET YOU! <a href="http://cheese.slowfood.it/en/event/slow-food-presidia-nice-to-meet-you-3/">http://cheese.slowfood.it/en/event/slow-food-presidia-nice-to-meet-you-3/</a></td>
<td>CASA DELLA BIODIVERSITÀ - VIA MARCONI</td>
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<td>Laboratory of Taste NATURALLY PECORINO <a href="http://cheese.slowfood.it/en/event/naturally-pecorino/">http://cheese.slowfood.it/en/event/naturally-pecorino/</a></td>
<td>CORTILE DELLE SCUOLE MASCHILI</td>
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September 18, Monday

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<tr>
<td>10:00-11:00</td>
<td>Training MASTER OF TASTE: Cheese provided by Piero Sardo, President of the Slow Food Foundation for</td>
<td>CASA DELLA BIODIVERSITÀ - VIA MARCONI</td>
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<td>Tasting - Tasting - Visual - Smell - Taste - Tactile - Tasting of four cheese varieties</td>
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<tr>
<td>13:00-14:00</td>
<td>Lunch in &quot;Boccondivino&quot;</td>
<td>Via Mendicità, 14 +39172 425674</td>
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