

FOCUS ON DANUBE

AN SGS CORPORATE NEWSLETTER FOR AGRICULTURAL SERVICES

JULY 2017

MYCOTOXINS CONTAMINATION MONITORING: MANAGING CONTAMINATION RISK IN THE SUPPLY CHAIN

With cases of mycotoxin contamination on the increase globally, grain producers and traders need to find ways to effectively monitor their supplies to avoid costly, and potentially fatal, problems.

Mycotoxins, a toxic secondary metabolite produced by fungi, represent a severe threat to human and animal health, and can result in significant financial loss from spoilt crops and refusal at destination ports.

One infected kernel of corn in a 1kg sample can produce toxin levels which exceed permitted levels. This means, a small amount of contaminated corn is sufficient to turn an entire Panamax shipment into an unsafe and unusable commodity.

With traditional laboratory analysis and strict threshold-based regulations proving costly and error-prone, grain producers and traders need an effective early warning system.

SGS MYCOTOXIN MONITORING PROGRAMME

Covering ten south east European countries, and working in line with the requirements for certification schemes including GMP+, OVOCOM, GTP (Cocerial), AIC, EFISC, and QS, our mycotoxin monitoring programme provides an effective early warning notification system and risk mitigation tool. It covers Aflatoxin (B1 and total), Ochratoxin, Deoxynivalenol, Zearalenone, Fumonisin, and HT-2/T-2.



Samples are collected under GAFTA rules and analysed, using LC-MS/MS and HPLC. A minimum of 38 samples are carried out in each country, with 15-20% being taken from standing crops just before they are harvested. The rest are taken two to four months after harvesting, depending on conditions/situation in a country, either from the first collection point or during transshipment.

Screening data is sent weekly to subscribers, who will also receive

aggregated statistics for each country and even special alerts when high level contamination is detected.

SGS's mycotoxin monitoring programme gives subscribers all the information they need to minimise the potential for risk to their businesses.

GENNADIY SHULGA

Vice President Business Development
Gennadiy.Shulga@sgs.com

The SGS logo, consisting of the letters 'SGS' in a bold, sans-serif font. A vertical orange line is positioned to the right of the letters, and a horizontal orange line is positioned below the letters, forming an L-shape around the bottom right corner of the text.

BULGARIA

Our Bulgarian team has considerably expanded its range of seed and crop services, laboratory analyses and grain inspections; achieving this by utilizing innovative methods and expedient investment in state-of-the-art equipment.

EXPANDED ACCREDITATION

ISO 17025 accredited since 2004, our laboratory in Varna significantly expanded its range of accredited services during the early 2017 renewal process. The laboratory is now certified to cover all the main quality, nutritional and safety parameters for food, feed and feed materials, oils, grains and other agricultural products.

URGENT ANALYSES

Investment in new equipment at our Varna laboratory supports its short-distance trade operations, offering urgent analysis of safety limits for dioxins, pesticides, heavy metals, and GMO. Investment includes new automated sample preparation equipment and highly sensitive and precise analytical equipment.

PESTICIDE SCREENING

The laboratory has also expanded the scope of its pesticides screening services to include highly polar and unstable pesticides, as required by some trade specifications.

With pesticide residue limits become ever more demanding, we have developed, with Shimadzu, a new screening methodology based on supercritical fluid chromatography. This methodology was presented to the Green Chemistry Group at its conference in Japan this month.

GRAIN TRADING

In Silisrta, we have invested in an automatic sampler and spot analysis equipment as we conduct intake/outtake controls at a new storage facility.

FUMIGATION

Fully licensed and trained, we offer a full range of fumigation services to the seed and grain trade.

A YEAR IN NUMBERS

In 2016, we inspected 2 969 431 million metric tonnes of grains and our laboratory team has conducted more than 200 000 analyses on 17 000 samples.

ANELIA ANDREEVA

Business Manager

Anelia.Andreeva@sgs.com



CUSTOMER CARE TEAM

Pelagia Atanasova	Food Expert
Vanya Popova	Trade & Logistic Expert
Neli Valeva	Certification Expert (ISCC & Organic & GlobalG.A.P.)
Ivayla Valerieva	Technician
Iliana Karpatcheva	Trade & Logistic Expert & SMA Manager
Gencho Kolev	Trade & Logistic Expert
Maria Aleksieva	Organic Certification Coordinator
Pavlina Yordanova	Food Expert
Anelia Andreeva	Business Manager



LABORATORY SALES & CUSTOMER CARE TEAM

M. Kirilova	Laboratory Specialist	D. Marinova	Laboratory Specialist
I. Topalova		G. Stancheva	
K. Yordanova		G. Dukova	
T. Zlateva		S. Stoyanova	
D. Doneva		R. Slavcheva	
S. Ilieva		K. Ivanova	
M. Manolova		N. Stoyanova	
A. Porolieva		N. Avdji-Hasanova	
V. Shaleva		V. Pashova	
I. Ivanov		G. Manchev	
Ts. Ilieva		D. Yanev	
Y. Stoyanova		A. Ivanov	
E. Kirova		T. Naidenov	
V. Zaharieva		E. Minkova	
M. Slavova	I. Ayanova		
K. Ruseva	D. Nedyalkova		
P. Doycheva	V. Stancheva	Laboratory Manager	
D. Petkova	V. Pashova		
D. Mincheva	V. Haynadzhieva		Quality Manager
V. Vachkova	I. Poroliev		Back-office

HUNGARY

2016 was a bumper year, with high yields and SGS's teams in Hungary conducting inspections on 7-8 million metric tonnes of grains and carrying out more than 30,000 lab analyses. Building on this success we have started 2017 with significant investment in personnel and innovation.

INNOVATION IN TESTING

At SGS we are continuously seeking new and better ways to support clients, and to help optimise yields. Building on the success of our 'on-the-spot' oleic acid testing, we can now spot test to identify and grade corn – waxy or standard – and therefore enable the two to be kept separate.

PESTICIDE SCREENING

Operating one of the most advanced pesticide residue testing facilities in the region, the dynamically expanding scope of our screening service now covers more than 400 substances. Typical turnaround times for screening are 3-5 working days, on request this can be reduced to 2 days.

FUMIGATION

Ensuring the quality and safety of grains, we have launched fumigation services for warehouses and compartments. In addition, we will soon implement a new procedure that has been developed to audit and control fumigation activities.

HYDROGEN PHOSPHINE – PH₃

Changes to the EU Regulations for PH₃ came into effect on 28 April 2017. We have updated our services to support clients in demonstrating compliance with the new residue levels.

PERSONNEL

Employing more than 200 people in Hungary, we are pleased to announce additional expertise. We have recruited new seed & crop experts, additional GMP auditors and extra administrators.

GÁBOR PÁRKÁNYI

Business Manager

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OFFICE TEAM

István Lőcze	Head of Inspectors
Orsolya Lados	Marketing
László Ádám	Deputy of Head of Inspectors
Gábor Párkányi	Business Manager
Viktória Váry	Administrator
Kornélia Máji	
Anna János	
Ágnes Petrovics	
Olimpia Bujtás	
Gabriella Turi	
Fruzsina Fülöp	
Ivett Jacsó	
Judit Kovács	
Edina Choma	



LABORATORY TEAM

Timea Pirnyák	Administrator	Tünde Demendi	Laboratory Technician
Mária Czapár	Microbiologist	Felícia Rozinka	
Lajos Molnár	Branch Manager, Head of Laboratory	Lilla Cziráнку	
Beáta Kóvári	Laboratory technician	Henrietta Szopkó	Analytical Team Leader
Renáta Ványi		Dávid Hegedüs	Analytical
Natália Kemény		Péter Eszterhai	
Éva Dobre		Viktória Bácsik	
Cintia Rácz		Gergő Szabó	
Andrea Dzsubák		Lolita Tanyi	
Enikő Mester		Fruzsina Tóth	
Erika Imre		Dóra Szoboszlai	Administrator
Ildikó Kulcsár		Zsanett Zsvér-Vadas	Biologist
Henrietta Hadzsi			

ROMANIA

ISO 17020 and ISO 17025 accredited, for sampling and laboratory services respectively, our team and activities in Romania continue to grow. In the last year, inland inspections and sample analyses have both increased.

INVESTMENT

Building on our growth in 2016, we have qualified a new ISCC auditor to improve availability for clients, and appointed two new Quality Coordinators to ensure the quality of our operations across the country and to better satisfy the needs of our clients. We have also enlarged our Seed & Crop team – which is preparing for its GEP certification audit.

24/7 OPERATIONS

At our Constanta Port laboratory, we have a team of ten chemists and biologists. Working in shifts to meet customer demand at peak periods we operate 24/7 to ensure near real-time results and enable clients to make the best decisions.

PESTICIDE SCREENING

A newly installed LC-MSMS has increased capacity for pesticide screening, and enabled us to expand the number of pesticide residues we can screen for by more than 50%. We are expanding our pesticides screening file and in the second half of 2017 can conduct pesticide residue screening for more than 300 substances.

FUMIGATION & PEST CONTROL

In Constanta, we continue to build our DDD (disinfection, disinfestations and deratisation) services. Operating in silos in port, we are licensed to conduct all pest control activities. A service we will extend to include silos this year. We are also J category GAFTA members.

NATIONWIDE NETWORK

In 2016, we inspected 7.9 million metric tonnes of grains and our laboratory teams have conducted 42,923 analyses on 11,936 samples.

CLAUDIU IANCU

Business Manager

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OFFICE TEAM

Claudiu Iancu	Division Manager
Daniela Pop	Commercial Manager
Andreea Nita	Back Office
Carmen Daroiu	
Andrada Purenciu	
Elena Ungureanu	
Alexandru Corijescu	



COMMERCIAL TEAM

Corina Nae	Junior Coordinator
Camelia Enache	Back Office
Irina Adumitresi	
Georgiana Irimenco	



LABORATORY TEAM

Elena Giurgea	Laboratory Analyst
Stefania Toader	Chemist
Alina Moisei	
Simona Ancuta	
Camelia Barbulescu	
Mari Serban	Laboratory Coordinator
Dana Cristea	Laboratory Analyst

SERBIA

Focusing on the commodities and trade sector, this year our local team in Serbia have invested in new technology, automatic samplers and achieving accreditation to deliver organic certification.

AUTOMATIC SAMPLING

This season will see the installation of automatic sampling machinery in the port at Backa Palanka, and at silos in Bogatic and Prigrevica, helping to improve sampling efficiency, capacity and consistency. These add to our existing network of automatic samplers in Novi Sad, Beočin, Crepaja and Palanaka, as well as at three closed commercial facilities.

ORGANIC CERTIFICATION

This year the team has begun the ISO 17065 accreditation process to become an approved Certification Body (CB) to conduct organic certification against the local Serbian regulations, the Law on Organic Production and the Rulebook on the control and certification in organic production and methods of organic production.

Lab Capabilities

Strategically located in Stara Pazova our laboratory offers extensive expertise in the field of agricultural crops. Our staff conduct a broad range of tests in accordance with internationally recognised standards and methods for analyses including:

- Physical
- Chemical
- Heavy metals
- Pesticide residues
- Mycotoxins
- Genetically modified organisms (GMO)

JOVAN ZAGORAC

Business Manager

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Additionally, a new PCR machine, installed in 2016 has enabled the team to extend its GMO testing services, increase capacity and conduct protein analysis.

TOXIN & QUALITY MAPS

Sampling is conducted across the country to provide data for our toxin and quality map services. Subscribers can access the latest data on crop health and quality.



OFFICE TEAM

Legeza Aleksandar	Coordinator	Una Vajagic	Administrative Associate
Milos Cabrilo	Administrative Associate	Brankica Mijailovic	
Ilic Branislav	Operational Manager	Jaksic Stevan	
Ana Radojicic	Administrative and Commercial Associate	Djeric Stefan	
Jelena Markov	Administrative Associate	Tamara Mihajlo	
Jovan Zagorac	Business Manager	Milos Visnjicki	



LABORATORY TEAM

Milijana Miodragović	Senior Laboratory Technician
Iljena Božić	
Marić Branimir	Laboratory Manager
Andrijana Radić	Tech Laboratory Manager
Branislav Kelić	Laboratory Technician
Dragan Spalević	
Mirjana Vučetić	
Dunja Vasiljević	
Jelena Petković	
Mirjana Antelj	
Marija Pušić	
Tataja Radeljević	
Aleksandra Mitrović	
Zorana Lazić	

QUALITY MAPS

INFORMATION YOU CAN TRUST

Every year SGS performs analyses of thousands of samples of new crops to provide customers with a clear understanding of crop quality.

Our experienced inspectors follow the harvest wave and take samples directly from the farmers' locations/storage sites, thus giving our subscribers information about quality per country or region, long before the grains are in port.

HOW TO SUBSCRIBE

To subscribe, please contact your local SGS manager. Once payment is confirmed, you will receive a subscription code and password to access our internet platform.

HOW TO ACCESS DATA

Our customers are updated via an interactive map. Click on your chosen region to find a full list of quality test results per product (max., min. and average) and a grade for each product and region.

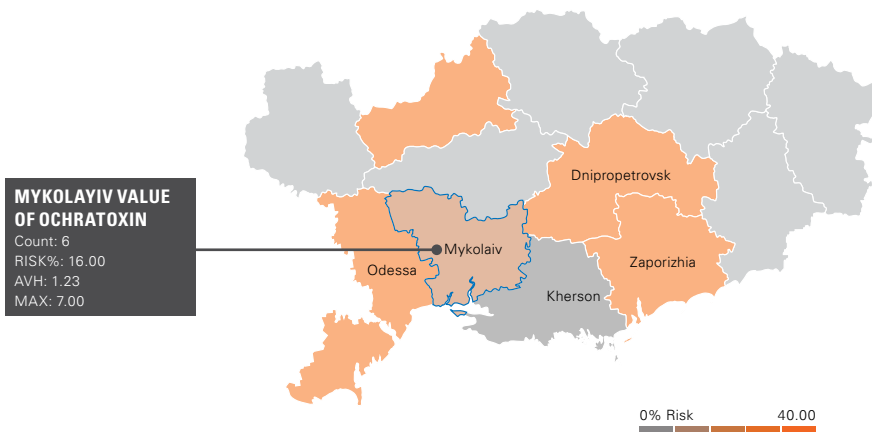
CONTACT:

Contact the country business manager to know more about the services.

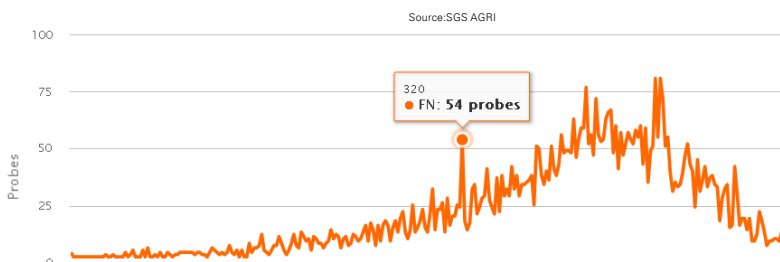
EXAMPLE PROVIDED FOR WHEAT IN RUSSIA IN 2016



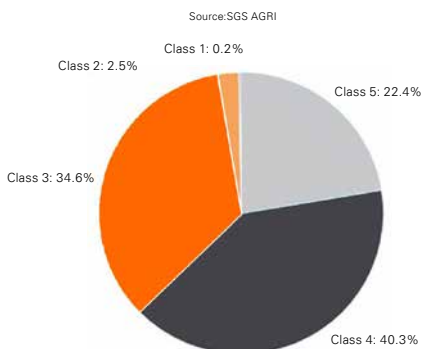
EXAMPLE PROVIDED FOR WHEAT IN UKRAINE IN 2016



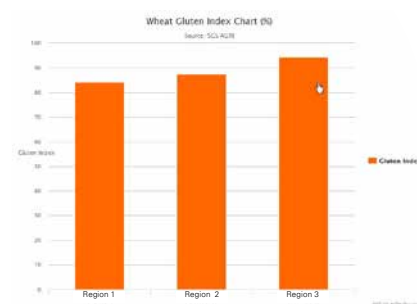
WHEAT FN CHART (%)



WHEAT PROBES BY CLASS



WHEAT GLUTEN INDEX CHART (%)



OUR CLIENTS SHARE THEIR EXPERIENCE WITH SGS

“With SGS, we have been working together for a long time, and the spectrum of our collaboration is expanding dynamically every year. In addition to their reliable quality, they also provide flexibility and facilitate our day-to-day work. If necessary, they provide extensive support using their comprehensive market knowledge”

Oliva JSC - Bulgaria

“Having in view the regional and global collaboration between our company and SGS, we do rely on their ability to perform and provide high quality services”

Bunge - Hungary

“Having in view the regional and global collaboration between our company and SGS, we do rely on their ability to perform and provide high quality services”

Glencore Agricultura - Romania

“We have been working with SGS Serbia in the last 5 years, and I want to say that it has been a pleasure to work with SGS Belgrade. Well organized company, trustworthy, just on time and we are fully satisfied with services SGS provided to us. Indeed, when you need to be sure SGS.”

Cofco International - Serbia

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WHEN YOU NEED TO BE SURE

