

FOCUS ON RICE

AN SGS CORPORATE NEWSLETTER FOR AGRICULTURAL SERVICES

NOVEMBER 2017

At SGS, we are pleased that China is hosting this year's TRT World Rice Conference, held from 6-8 November in Macau, an event which we are sponsoring.

Rice is an important industry in this region, both in terms of production and consumption. The industry has a clear focus on producing rice to meet demands in both domestic and export markets.

SGS has more than 50 years' experience in Asia's rice sector. We are ideally placed and experienced to help customers to make strategic decisions, prevent losses and move their businesses forward.

With unrivalled expertise and experience, state-of-the-art laboratories, innovative services and expert personnel, SGS offers precise, timely and efficient information on compliance with regulatory and food safety requirements with their unique standardised global network.

TRT WORLD RICE CONFERENCE 2017

Proud sponsors of this year's event, our members of our experienced regional rice team, will welcome you to this event. We will be available at booth no. 4 to learn about your requirements, answer your questions and provide customised solutions to tackle the challenges you face. We'll also be able to provide the latest local market information.

Read on to find out more about our services, capabilities and local operations across the region. You'll also find details of local experts and their contact details.



JIA COLLIN

Regional Business
Development Manager

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SGS

SUSTAINABLE SUPPLY CHAINS – CONNECTING FARMERS TO MANUFACTURERS AND BEYOND

SGS has been helping to pilot the new Sustainable Rice Platform (SRP) and launched Transparency-One, a cutting edge supply chain analysis tool.



Rice is the main staple for 3.5 billion people, delivering 20% of their daily calorie intake. Consumption continues to grow in Asia, and though there are signs of decline in some higher income countries, it remains the fastest growing food staple in Africa and Latin America

Producing, on average, 480 million metric tonnes (MMT) per year, the rice industry is fragmented and complex. Globally, more than 2 million smallholders work 160 million hectares of land, but production yields are stalling and environmental concerns are growing.

With so many producers and a vast global market, the challenge facing the industry is how to improve sustainability both in environmental and business terms.

SETTING A NEW STANDARD FOR SUSTAINABLE RICE

The Sustainable Rice Platform (SRP), a multi-stakeholder alliance, was established in 2011 to promote efficient use of resources, improve climate change resilience in rice production, contribute to food security and improve smallholder incomes.

From its earliest days, the SRP has pursued voluntary market transformation initiatives by developing and implementing guidelines, performance indicators and more recently the Standard on Sustainable Rice Cultivation v1.0 in 2015.

According to Geert Eenhoorn, Project Manager Rice, at UTZ: "The new Standard on Sustainable Rice Cultivation is not merely about adding a certification mark to the end-product, it is about making a difference to farming, farmers and the environment around the globe. It addresses the challenges faced by the full range of businesses, from smallholders to larger rice producers, through 12 performance indicators that can be scaled to suit. In a departure from the traditional pass/fail standard, the inclusion of these indicators helps to drive a culture of continuous improvement."

A multi-layer assurance system, the new standard provides not only support to smallholders and rice producers, but also assurance for the benefit of the wider industry and local authorities.

BIG BRANDS LEND SUPPORT

According to UTZ many big brands share an enthusiasm for sustainable rice. For example, Mars Food, owner of the largest rice brand, Uncle Ben's Rice, has committed to sustainably source 100% of its rice by 2020.

TRANSPARENCY-ONE

Transparency-One, a partner of SGS, supports global supply chains by helping companies ensure their products are safe and conform to product safety rules and regulations. It enables companies to discover, analyse and monitor all suppliers, components and facilities in their entire supply chain, using real time supply chain data.

SGS has recently announced that it is working with Mars Food, Transparency-One and Blippar to revolutionize Mars Food's end-to-end supply chain transparency, exploring new ways to map its supply chains end-to-end and to connect customers with farmers.

SGS RICE SERVICES

With testing laboratories across the world's rice producing countries, we deliver the widest range of services to ensure the quality and safety of your rice crops. From rice authentication and contamination, to GMO determination and pesticide residue analysis, we have the capabilities to deliver accurate analyses in the quickest turnaround times.

Our stock monitoring and fumigation services minimise the risk of damage and loss, also ensuring that issues can be addressed promptly.

Gain the confidence you need to access new markets and establish new business with our audit and certification services.

GUY ESCARFAIL

Vice-President SGS Transparency-One
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VIETNAM

Operating in Vietnam since 1989, we provide a full range of inspection, testing, fumigation and pest control services to the rice industry from our network of offices and laboratories.

Producing some 45 million metric tonnes (MMT) annually, Vietnam has a significant domestic market, and still exports more than 15% of its rice production to destinations including the EU, USA, Philippines, China, Indonesia and Africa. Our experienced team providing services nationwide, including:

- Fumigation of wood packaging materials (ISPM 15)
- Checking imported cargoes for insects
- Insect identification
- Gas free tests
- Pest control services

For more details of how our rice inspection, fumigation and pest control services, can support your activities, contact our local team.

THOI NGUYEN
Business Manager
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INSPECTION SERVICES

- Loading supervision for weight/ quality/packing
- Sampling and testing
- Tally
- Draft survey
- Hold/hatch survey
- Damage survey

TESTING SERVICES

- Physical analysis
- Pesticide residues – more than 800 pesticide residues according to EU, US FDA, Codex, and Vietnamese regulations, amongst others
- Mycotoxins
- GMO testing
- Heavy metals
- Microbiological
- Nutritional facts

FUMIGATION AND PEST CONTROL (PCO) SERVICES

- Fumigation for bulk cargo with J-system
- Fumigation of containers (including Kraft and desiccants), vessels and cargoes in warehouses/silos



RICE, FUMIGATION AND PEST CONTROL TEAM	
Thoi Nguyen	Business Manager
Minh Bui	Sales Manager
Oanh Tran	Rice Section Manager
Si Nguyen	Operations Manager
Bao Nguyen	Cantho Branch Manager
Xu Lam	Food Laboratory Manager
Minh Thai	Fumigation Manager
Tuyen Nguyen	Marine Supervisor
Viet Hoang	PCO Coordinator
Vuong Ngo	Laboratory Supervisor

INDIA

SGS India, established in 1950, offers a wide range of testing, inspection, and certification services, to secure the quality and quantity of commodities.

India produces 90 million metric tonnes (MMT) of rice per annum, of which it exports 9-10 MMT.

With facilities and experts strategically located across the country, our quality services include:

- Visual inspections
- Sampling and testing
- Quantity and weight determination
- Packaging and label verification
- Transport cleanliness
- Loading supervision
- Transport sealing
- Real time reporting and cargo monitoring

This year we have broadened the spectrum of testing of agrochemical residues in rice to 548 molecules covering MRLs of EU, FSSAI and other country specific requirements. The testing is carried out using LC-MS/MS, GC-MS/MS, GC-MS techniques following multi-residue and single residue methods and can quantify the molecules at 0.01 mg/kg.

This builds on our existing capabilities for the testing of rice and cereals for:

- Heavy metals
- Mycotoxins
- Naturally occurring toxins
- Microbiological testing
- Quality parameters
- Nutritional fact testing

Specific requirements like amino acid profile, starch and amylose and choline content can be also tested.

Our seed lab can carry germination and vigour testing in paddy grains.

SGS in India also has the capability of determining the authenticity and varietal identification of basmati rice using DNA based molecular marker technology. We can also determine the presence of genetically modified rice (GMO) to a limit of 0.01%.

All testing in rice is carried out following international and national standards as well as in-house validated and accredited methods.

In addition, at every step of the supply chain, from silos to loading and discharge points, our fumigation

and pest control services prevent the spread of pests and minimise the risk of damage to your goods.

SATHANANTHAN SANGARAN
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CENTRAL TEAM

Vinay Joshi	Manager
Ajay Ukande	Senior Executive
Mukesh Dubey	Operation Incharge
Jagdish Bairagi	Executive
Alok Dubey	Executive



SOUTH TEAM

M Jayashree	Executive	V. Kalusalingam	Senior Executive
A Ganesh	Senior Executive	M. Loganathan	Inspector
AV Abraham	Laboratory Manager	A Ponkumar	Executive
R Palani	Inspector	S. Srijishkumar	Inspector
T. Ganesan	Executive	E. Sekar	Executive
D. Kannan	Senior Executive	V. Shanmugam	Inspector
M. Saravanan	Assistant Manager	M. Yuvaraj	Inspector
S. Arumugam	Executive	V. Karthik	Inspector
G. Karthikraja	Inspector	L. Sunder Ganesh	Inspector



WEST TEAM

Luciano Rebello	Assistant Manager	Yogesh Sambare	Senior Cargo Inspector
Prabhakar Padge	Cargo Inspector	Sheshnath Sharma	Cargo Inspector
Shekhar Kasar	Operation Executive	Srinivas Kambli	Senior Cargo Inspector
Ambadad Dhoke	Chemist	Jagdish Hardasmalani	Senior Executive
Surendra Kale	Laboratory Incharge	Anand Sharma	Assistant Manager



NORTH TEAM

Mr. Ravi Thakur	Business Development Manager	Mr. Amit Sharma	Basmati Laboratory Analyst
Mr. Hardit Singh	Operations	Mr. Manish Sharma	Customer Care
Mr. Yogesh Kumar	Customer Care	Mr. Pramod Kumar Singh	Basmati Laboratory Section In-charge
Mrs. Chandana Walia	Customer Care	Mr. JB Tyagi	Sales & Operations
Mrs. Monika Tyagi	Customer Care	Mr. Amit Pandey	Basmati Laboratory Analyst
Mr. Suvamoy Nayek	Sales	Mr. Saurabh Kumar Thakur	Customer Care
Mr. Ajay Rai	Basmati Laboratory Analyst	Ms. Garima Loona	Sales & Operations
Mr. Ramakrishnan Ramaswamy	Customer Care		



EAST TEAM

Chanchal Sarkar	Field Inspector
B. Mondal	Field Inspector
R. Nandy	Field Inspector
S. Dutta	Field Inspector
D. Chowdhury	Field Inspector
Kuntal Samanta	Field Inspector
Mrinmoy Kayal	Field Inspector

PAKISTAN

Serving domestic and export markets, SGS in Pakistan provides prompt and cost effective solutions which are tailored as per your requirements.

Working across Pakistan, our dynamic team consists of agriculturists, microbiologists, food scientists and horticulturists.

INSPECTION SERVICES

With a countrywide reach and unrivalled experience in Pakistan's rice industry, we deliver a wide range of inspection solutions for the Basmati and non-basmati rice that is being produced and exported from Pakistan to different destinations around the globe.

- Sampling & inspection
- Tally & weighing supervision
- Packaging & bag marking verification
- On-site quality analysis
- Container & hold cleanliness checking
- Loading supervision
- Draft surveys

TESTING SERVICES

We invest heavily in our staff and laboratories. Our ISO 17025 certified and GAFTA approved laboratories meet client expectations through the consistent delivery of service excellence. Our testing capabilities include:

- Visual & chemical analysis
- Heavy metals
- Pesticide residue analysis
- Mycotoxins

- Genetically modified organism (GMO) testing
- Basmati rice authentication through DNA analysis
- Germination testing
- Microbiological analysis

FUMIGATION AND PEST MANAGEMENT

At every step of supply chain, from silos to loading, our fumigation and pest control services reduce the risk of infestation and help to protect the commodity from damage.

MAZHAR IQBAL SHAIKH
Operations Director
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SALES / OPERATIONS TEAM	
Mazhar Iqbal Shaikh	Director Operations
Dr Naushad Zafar	Technical Manager
Faisal Nisar	Deputy Manager
M. Ali Jaferi	Assistant Manager
Huma Jamal	Senior Executive Officer
Zubair Shah	Senior Executive Officer
Uroosa Fawad	Senior Executive Officer
Wajiha Ali	Senior Executive Officer
Moiz Ayaz Ali	Senior Executive Officer
Anwar Ahmed	Senior Executive Officer
Saeed Ahmed Ansari	Senior Executive Officer
Ahmed Raza	Senior Executive Officer
Maria Saeed	Executive Officer
Sana Altaf	Executive Officer
Usman Tahir	Assistant Executive Officer
Fizzah Abid	Assistant Executive Officer



SALES / OPERATIONS TEAM

Nudrat Amir	Deputy Manager
Fariha Yousufi	Senior Executive Officer
Sajjad Khan	Biotechnologist
Hakim Tariq	Grain Analyst
Kanza Najeeb	Agriculturist
Khawar Askari	Chemical Analyst
Mishal Amanat	Microbiologist
Mazahir Shah	Senior Grain Analyst
Muhammad Fahad	Executive Officer
Agha Jafar	Grain Analyst
Anum Zafar	Food Technologist
Aqib Khan	Chemical Analyst
Muhammad Rizwan	Senior Executive Officer

THAILAND

Meeting the needs of Thailand's rice industry since 1951, our local experts offer prompt, cost-efficient solutions and access to global resources, as well as local knowledge.

Offering local expertise, we offer services including inspection, fumigation, testing and system certification, either standalone or as part of bespoke service bundles. At the same time, development on our DNA testing service for rice continues, and it should be available in 2018.

In 2017, Thailand's rice production is expected to reach 22 million metric tonnes (MMT), an increase on 2016, thanks to increased irrigation and rain water supply. Of this total, some 10.5 MMT are expected to be sold for export.

SGS in Thailand offers a wide range of services to support this activity. We aim to meet client expectations through consistently excellent delivery of services including:

OUR SERVICES

- Inspections
- Packing and weighing supervision
- Loading supervision
- Pre-sampling
- Tally and sealing
- Container/hold cleanliness checking
- Draft survey
- Physical analysis
- Laboratory testing and analyses
- Fumigation
- Training courses

TESTING SERVICES

To meet the needs of domestic and export markets, we offer testing services including:

- Microbiological
- Nutrients
- Minerals
- Food contaminants
- Heavy metals
- Mycotoxins
- GMOs
- Pesticide residues



RICE, FUMIGATION AND PEST CONTROL TEAM

Mr. Nattapon Boonprachuay	Supervisor
Mr. Suwit Somsri	Grain Department Manager
Mr. Suchai Preedawanpen	Business Manager
Mr. Yottana Chantrasri	Assistance of Division Manager / Operation Manager
Mr. Thongkam Siribanjong	Operations Supervisor
Ms. Porjai Wisetchart	Sales & Marketing Manager
Ms. Tipsuree Boonyarattapund	Sales & Marketing Executive
Ms. Mayuree Thumkhuntod	Documentation Officer
Ms. Piyarat Jaisa-ard	Assistant Department Manager
Ms. Thunyapat Kaewpradit	Supervisor
Ms. Sutima Rittichot	Coordinator
Ms. Sasiwan Rattanakangwanwong	Technician
Ms. Angvara Srangsomvong	Coordinator

SGS in Thailand is a large, diverse and integrated business, delivering market leading testing, inspection and certification services to the country's rice farmers and traders. In recent years we have also become a leading provider of certification in quality and

environmental management systems, social accountability, hygiene and food safety.

SUCHAI PREEDAWANPEN
Business Manager
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MYANMAR

Working with clients to ensure their success in today's fast-moving rice market, SGS is Myanmar's longest serving inspection, verification, testing and certification company, and one of its oldest multinational companies.

In 2016, Myanmar's rice production was 13 million metric tonnes (MMT), of which approximately 2 MMT was exported. The domestic market remains dominant, but exports are reaching destinations as far afield as Europe, China, Bangladesh, Sri Lanka, the Philippines, South Africa, Cameroon and Madagascar.

We deliver a truly nationwide inspection and testing service to meet the demands of Myanmar's domestic and export rice markets.

QUALITY & QUANTITY

Our inspections and testing services verify rice quality and quantity, including:

- Inland – supervision of intake and outtake at warehouses and rice mills
- Cargo preparation at supplier's warehouses
- Pre- shipment – quality and quantity assessment of cargo before loading
- Trade related – supervision of packing, weighting, tallying and loading of containers and vessels
- Sampling
- Rice analysis training
- Draft survey
- Damage cargo inspection
- In-field rice grading and spot checks
- Physical analysis (visual analysis for defects, shape classification and identification)
- Chemical analysis (nutritional facts, germination testing, whiteness and milling degree analysis)



OFFICE TEAM

Chit Ko Ko	Section Head
Nu Nu Yi	Documentation Manager
Thin Thin Maw	Laboratory Manager
Htun Htun	Operation Manager
Su Mon Aung	Laboratory Supervisor
Tin Tin Nwet	Physical Laboratory Supervisor
Tin Me Me Hlang	Section Head
Min Tin Maung Oo	Chief Supervisor

- Pest control and fumigation – in storage or in transit
- Cleanliness inspection
- Gas free tests

Established in 1948 to deliver rice and timber inspection services, our business has expanded to incorporate inspections of all agriculture products, and offer

laboratory services for commodities. With 69 years experience and a team of experts, we are ideally placed to support your business.

AUNG KYAW HTOO
Business Manager
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PHILIPPINES

As agricultural goods progress from farm to fork they require attention, tracking and integrity.

The Philippines is primarily an agricultural country with rice production being one of its most important commodities, supplying the country's population of 102 million. To ensure the supply and security of food, locally produced rice stocks are supported using imports, through government to government and private imports by the National Food Authority.

SGS in the Philippines supports every aspect of the rice industry to ensure quality, reduce risk, improve quality and promote sustainability through our inspection and testing services. With our network of laboratories, we have the following testing capabilities specific to rice:

- Physical Test Analysis:
 - Whole kernels
 - Size of Broken
 - Damaged Grains
 - Yellow/discoloured grains
 - Chalky Kernels
 - Immature kernels
 - Red Kernels
 - Foreign Matter
 - Weed Seeds and other Crop seeds
 - Paddy
- Moisture content
- Milling degree
- Age of Stocks
- Crop year

Building on our range of services, this year we have invested in new capabilities to deliver milling degree and age of stocks services.

SGS Philippines Inc. started as a representative agent in 1949 and has become the leading provider of certification, testing, verification and inspection. With over 1,000 employees and a network of offices and laboratories strategically located throughout the Philippine archipelago, SGS has long been helping the rice industry with its varied services.

JOSE DECOLONGON

Business Manager

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SALES & BUSINESS DEVELOPMENT TEAM

Eden Estolano	Technical Sales Specialist
Lara Ginia Tecson	Technical Sales Specialist
Mervy Joy Laguitan	Technical Sales Coordinator
Mary Francis Relova-De Guzman	Customer Care Supervisor
Maylene Vertucio	Operations Coordinator
Erika Robel	Technical Sales Specialist
Ellen Mae Bautista	Technical Sales Specialist
Krysthal Vassalo	Technical Sales Specialist
Jinelle Picones	Food Manufacturing Segment Head & Key Account Officer
Ysabel Ventura	Food Service & Hospitality Segment Head
Jennifer Pacannuayan	Sector & International Sales Manager-Agriculture
Jessica Pusod	Technical Sales Coordinator
Danica de Guzman	Business Development & Marketing Specialist
Reynald Joseph Manalang	Technical Sales Specialist
Gian Jimenez	Business Development Manager, Healthcare & Pharma
Dayne Titus dela Cueva	Technical Sales Specialist
Jose Decolongon	Business Manager



OPERATIONS TEAM

Victor Calalang	Office Associate	Rose Dionela	Office Associate
Rico Mera	Operations Executive	Rommel Mesario	QHSE Coordinator
Marie Jane Valiente	Office Associate	Arvin Haya	Surveyor
Harold Eborá	Operations Manager		

CHINA

SGS China was founded in 1991 and our capabilities are competently embodied in servicing the supply chains of agricultural to help local and overseas businesses, governments and institutions develop sustainable solutions.

Since 1996, we have provided rice inspection services in China as an independent inspection, testing and certification company. China produces about 146 million metric tonnes (MMT) of rice annually. In 2016, about 0.4 MMT of rice was exported to Korea, DPRK, Japan and Africa, while 3.5 MMT of rice was imported from countries including Vietnam, Thailand and Pakistan.

We provide a full range of services throughout the North, Central and South of China with many experienced staff, as well as more than 10 local offices and multi-function laboratories.

INSPECTION SERVICES

- Pre-shipment sampling and testing
- Loading supervision of bulk vessel/ container for quantity/quality/ packing
- Tally and sealing
- Draft survey
- Container/Hold cleanliness survey
- Damage survey



OFFICE TEAM

Will Xu	Section Manager
Jack Ma	Section Head
Billy Zhang	KAM/Sales
Eleanor Xu	Trade Coordinator

TESTING SERVICES

- Physical analysis on site/lab
- Pesticide residues
- Mycotoxins
- GMO
- Heavy metals and elements
- Microbiological
- Nutritional facts

For more details on our services in the rice please contact our local team.

WILL XU

Rice Section Manager
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SINGAPORE

Operating in Singapore since 1971 our Singapore operations serve the South East Asia Pacific (SEAP) region.



Ensuring the seamless delivery of services across the SEAP region, the Agriculture and Food regional desk in our Singapore office strategically coordinate all activities including operations, sales and customer care.

Supporting customers in the SEAP regional rice markets, we connect clients with experts both locally and internationally.

BIPIN KARNIK

International Sales Manager
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OFFICE TEAM

Cheryl Tay	Customer Relationship Manager
Bipin Karnik	International Sales Manager
Jessica Ho	Administrative Assistant

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WHEN YOU NEED TO BE SURE

