

# FOCUS

**BLACK SEA**

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**SGS**

## INTRODUCTION



### TO BETTER MEET YOUR NEEDS, OUR TEAMS HAVE BEEN DEVELOPING SERVICES AND INVESTING IN NEW PERSONNEL, EQUIPMENT AND FACILITIES

Dear customer,

A new grain season has started in the Black Sea region and specialists worldwide are watching the harvest program carefully, trying to make forecasts to predict this year's results and estimate their level of influence on the industry's global situation. This year is not exceptional and there is no doubt that the main factor influencing this year's harvest is once again the climate.

In Russia, though the wheat yield looks comparable to last year, we expect to see a decrease in yield within the Volgograd, Stavropol and Rostov regions and record or close to record results in the Krasnodar region. Unlike the last few seasons, this year we have not seen the spread of fusarium disease in the Krasnodar region, perhaps as a result of the strong preventive measurements implemented by producer during the rather dry weather. We are also confident that the South region will have the same barley yield as last year.

According to estimates from our agronomists, and the first results of

our crop tour, the 2018 crop has the potential to achieve 108-113 million metric tons (MMT). At the same time, production of the main export crop – wheat – may achieve 67-71 MMT, which is 20% less than last year. Final harvest results in the South region territories will depend on weather conditions during harvesting – already extremely high temperatures and drought conditions in the Southern and Volga regions are already influencing yields. Unfavorable weather conditions adversely affected the sowing program in Siberia. As a result, the crop harvested in this region will be less than last year.

Looking at the potential for grain exports from Russia in the 2018-2019 season, we can expect it to be less than last year's record figures, but we still see the potential for 40-44 MMT.

In Ukraine, despite drought weather conditions, which prevailed across almost the whole country during the autumn period and early grain crops, the forecast for grain crop yields in 2018 is expected to remain broadly consistent with the previous season, at around 60

MMT.

However, if we compare the yield indicators of the current year with the indicators for a similar volume of harvested grain in 2017, we notice a 4% decrease of crops for winter wheat, barley and rape.

In general, the total wheat harvest in Ukraine in 2018 is forecasted to be 23-25 MMT (against 26.2 MMT in 2017), barley – 7 MMT (against 8.3 MMT in 2017) and corn – 25-26 MMT (against 24.7 MMT in 2017).

To better meet your needs, our teams have been developing services and investing in new personnel, equipment and facilities. Read on to find out more about SGS operations across the region and about your local contacts, as well as our new services and infrastructure.

Excellence is at heart of what we do. Our team of experts stays up to date with industry requirements and international regulations to assure the quality and safety of your agricultural commodities.

**ALEXEY BESCHETNOV**

*Regional Business Manager, Eastern Europe  
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# UKRAINE

## EXPANDING IN-TRANSIT FUMIGATION SERVICES

In 2018, SGS in Ukraine expanded opportunities for trade business with expansion of fumigation services for agricultural commodities, along with custody transfer inspections.

Due to steady growth of Ukraine's agricultural export, along with the diversification of destinations and routes, there is high demand for professional cargo treatments that include strict compliance with local and international regulations. To meet the increased needs of agricultural traders and minimize their commercial risks, SGS has invested in equipment and facilities to enhance fumigation services in Ukraine and to extend operations in the region. Fumigation is the key instrument that helps to protect traded commodities.

SGS in Ukraine is now able to provide:

- Active and passive fumigation of agricultural goods (cereals, pulses, cocoa, nuts, coffee, tobacco) during storage in bulk, stack or silo

- Fumigation of cargos loaded in barges and other vessels, containers, trains and trucks
- Treatment of agricultural commodities against insects and mites
- Fumigation "in-transit" of shipped cargo
- Fumigation of structures, installations and warehouses
- Fumi-sleeve removal at destination port sand management of fumi-sleeves with fumigation residues
- Monitoring of gas concentration in cargo

Our fumigation services cover all Ukrainian ports and include port-to-port fumigation. We use only high-class phosphine fumigants supplied by the world's leading manufacturers during cargo treatment.

Safety and efficiency are our fundamental rules. We use international best practices in fumigation and provide services in compliance with the

recommendations of the International Maritime Organization (IMO), the GAFTA Code of Practice, as well as with the requirements of the environmental and sanitary standards of Ukraine and importing countries.



**GEORGIY TIKHONENKO**  
*Business Manager, Ukraine*



## SGS IN UKRAINE TO ACHIEVE GMP+ AND ISO 17020 ACCREDITATION

In an increasingly competitive market, organizations around the world are investing in optimization and continuously upgrading their operations in order to surpass the competition. With that in mind, at SGS we are working not only on improving the technical skills and professional knowledge of our experts, but also on ensuring the availability of all supporting documents, as well as the implementation of innovative digital solutions to facilitate smooth workflow.

We understand current market trends and demands, and perhaps more importantly we invest in people and technology to ensure we are at the forefront of technical and professional aspects of the industry, to ensure we are best-in-class.

As of July 1, 2019, in accordance with GMP+ requirements, analyses for aflatoxin B1, dioxin and dioxin-like PCBs, heavy metals, pesticides and antibiotics may only be carried out by laboratories registered with GMP+ International. We have worked hard to be ready for this

change and will submit our registration documents to the GMP+ Certification Body this year.

International associations, such as GAFTA, FOSFA, GMP etc. are more and more exigent towards certified quality management systems of their partners. In Ukraine, our quality management system is ISO 9001 certified and we are accredited for physical and chemical, molecular, genetic, and toxicological testing in accordance with ISO 17025, yet we still understand the need to further improve our quality management system and to certify surveying services as per ISO 17020.

Along with investing in professional growth we continue to acquire modern and innovative technical equipment for our offices and laboratories. We have allocated new and duly calibrated infrared analyzers in our sea-port offices and implemented relevant control measures. Following professional advice from our Hungarian colleagues, we have acquired a vacuum sampler to draw

samples from bulk cargo stored up to 45 meters deep and to apply fumigants at various levels of a cargo stockpile. This device will enable us to improve our determination of grain quality stored in awkward locations for sampling, such as silo bins at silos/elevators, terminals and vessel holds.



**VIKTORIYA GOLUBYATNIKOVA**  
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## RUSSIA

### STRONG FOOTPRINT ALL OVER RUSSIA: INLAND AND PORT OPERATIONS

Four years of growth in Russia's grain market has required us to increase our capabilities, expand inspection activity to reach across the country and to recruit and train qualified staff for field operations.

Today, more than 20 SGS mobile laboratories are working all over Russia, including Siberia, to meet client requirements for the fulfillment of obligations for the contractual quality of exported grains. New executive offices in Novaya Usman (Voronezh region) and Syzran (Samara region) reinforce our position in the Black Soil and Volga regions for inland operations, where sufficient reserves of grains are concentrated.

More than 100 well qualified and equipped field laboratory specialists are involved in port and inland inspections for the new season 2018/2019. Also, in May and June of this year, ten of our port laboratories passed internal quality control checks in preparation for the start of the new season.

SGS's Standard Inspection Reporting (SIR) is being implemented in offices across the Southern regions of Russia to improve our reporting for clients.

SGS in Russia has been certified against ISO 17020, and GMP+ certification is on schedule for the first half of 2019.



**SERGEY DERZHAVIN**

*Business Development Manager,  
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### UPGRADING TESTING FACILITIES

Following the worldwide trend, we and our clients pay increasing attention to safety parameters testing. To assure the quality, accuracy and speed of testing and certification we recommend our customers to use SGS's laboratory in Rostov-on-Don for a range of tests including mycotoxins, pesticides, radioactivity and GMO.

Heavy metals testing will be added to the current list of capabilities this autumn, and we will finalize the parameters prescribed by the IFIA Minimum Testing Requirements fit for human/animal consumption certification. Additionally, our Rostov-on-Don laboratory is accredited by GAFTA, FOSFA and ISO 17025 and meets international laboratory requirements.



**IRINA SARYCHEVA**

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**WHEN YOU NEED TO BE SURE**

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