FOCUS DANUBE

JULY 2019

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SGS
SHARPENING OUR FOCUS: TRAINING & DEVELOPMENT

UPDATING SKILLS, IMPROVING PROCESSES, BUILDING RESILIENCE AND IMPROVING THE CUSTOMER EXPERIENCE – TRAINING ACROSS THE DANUBE REGION HAS STEPPED UP A GEAR THIS YEAR.

In-house expertise is the norm at SGS and customer satisfaction our priority. This year, we have devised a new training program, that crosses national boundaries to ensure we deliver services consistently and benefit from the expertise that we have on our local teams.

Our field teams (inspectors and surveyors) from across Romania, Bulgaria, Serbia and Hungary, gathered at our sites in Novi Sad, Serbia in May and Varna, Bulgaria in June, for training that encompassed classroom based learning for theory updates as well as practical sessions in the lab, and in the field, or port.

Skills were honed and expertise shared as we covered topics including:

- Sampling
- Loading supervision
- Spot tests
- Weighing control
- Water density
- Draft survey – barges and vessels
- Sealing
- Spillage and shortage
- Cleanliness inspections

Building on our own experiences, we looked at the services we offer, our in-house processes and our customers’ feedback to explore the challenges, opportunities and scope for improvement.

From simple administrative tasks to sampling, weed seed identification, and marine draft surveys the training courses revealed synergies and opportunities to harmonize standard operating procedures. All of which help to make the customer experience smoother and more efficient across the Danube region.

Following the success of these events, we plan to do more in future, to ensure our client focus is maintained and that best practice is shared across the region.

We are fully prepared for the coming season!
THE HARVEST IS IN, GRAIN IS COLLECTED AND STORED – BUT HOW TO ENSURE ITS LONG-TERM VALUE AND QUALITY?

Millions of tons of bulk products are stored in warehouses daily and they are exposed to risks which if not properly managed can cause serious damage and loss. Professional care of agricultural products is extremely important.

SGS is developing a new service to help combat these issues: Smart Warehouse.

We know that there are many critical factors, such as moisture content, inadequate ventilation and admixtures that can result in products becoming unstable. Leakage into a store from a damaged roof, or window, could quickly lead to the total loss of a stored commodity. The introduction of moisture to a store can lead to rapid deterioration of a product, the appearance of mold, fungi, insects, or even germination.

Without prompt treatment or segregation, the product – and possibly those adjacent – can be affected. The longer it takes to act the greater the degradation of quality and the higher the eventual losses.

Smart Warehouse can prevent problems becoming that serious.

CONNECTED DEVICES

Harnessing the power of the ‘internet of things’ Smart Warehouse uses several devices strategically located in a warehouse to control the condition of products stored within, in real-time.

Smart Warehouse detects fluctuations in temperature and moisture inside the warehouse and at different levels in the stockpile. It controls stowage conditions by monitoring the relative humidity, temperature and CO2 levels. This helps you to manage the environmental conditions in your warehouse and to provide the best storage conditions for your products.

MONITORING

Our experts monitor Smart Warehouse installations remotely and in real-time. They will quickly and accurately detect any affected areas and act accordingly to eliminate the problem and minimize risk. In addition, the system can communicate with software controlling warehouse ventilation systems. This is especially useful during harvesting intake.

Smart Warehouse provides a way to minimize the risks associated with storing agricultural products while controlling the condition of your goods, ensuring their quality and long-term value.

To find out more, contact your local SGS office.
WITH A NEW MOBILE LABORATORY ON ITS WAY AND AN ADDITIONAL AUTOMATIC SAMPLER TO BE INSTALLED AT EZEROVO PORT, NEAR VARNA, 2019 IS PROVING A BUSY YEAR IN BULGARIA.

Across Bulgaria, and in our principal laboratory at Varna, preparations are well underway for the new season.

ON THE MOVE
To deliver more flexible services we are deploying a new mobile laboratory for the coming season equipped for express testing of cereals for parameters including:
- Moisture
- Protein
- Test weight
- Gluten
- Foreign matter
And of oilseeds, for:
- Moisture
- Oil content
- Admixtures

ACCREDITATION & CERTIFICATION
Supporting client needs our Varna lab is now accredited, or certified, for:
- GMP+ B11 verification – full analytical scope, including dioxins, PCBs, pesticides, aflatoxins, heavy metals and fluorides
- VLOG – as a VLOG-registered laboratory we can support food and feed testing
- Non-GMO Project Standard – to provide GMO testing for food and feed destined for the US market
- ISO/IEC 17025: 2018 – we have successfully completed our certification audit against the new version of this standard

In early 2019, the Varna lab was also appointed as a National Reference Laboratory for the official control of dioxins and GMO, by Bulgaria’s competent authority.

NEW PORT, NEW INSTALLATION
At Ezerovo, near Varna, we are setting up a new automatic sampler and express testing facilities to service the new port. This investment will complement our existing network of automatic samplers at the ports of Varna East, Varna West, Varna PCHVM, and the Burgas ports of BMF, KRZ and Free zone, as well as Silistra on the Danube.

APPROVED FUMIGATOR
In March we were the first company in Bulgaria to achieve «Approved Fumigator» from Gafta, against its new Standard for Fumigation.

NEW PRODUCTS
As the new harvest gets underway, we have more than 100 newly developed and verified methods in our testing scope. In addition to traditional grains and cereals, we have this year developed testing and analysis for two new products groups:
- Sugar
- Essential oils

ANELIA ANDREEVA
Business Manager
Anelia.Andreeva@sgs.com
OFFICE TEAM

Ivayla Valerieva  Back Office technical assistant
Ilana Karpatcheva  Expert and Stock Management Services Manager
Aneta Nikolova  Expert Trade and Logistics
Vanya Popova  Expert Trade and Logistics
Neli Valeva  Expert Certifications (ISCC, Organic, GlobalG.A.P.)
Anelia Andreeva  Business Manager

LABORATORY TEAM

Veselka Pashova  Laboratory Manager
M. Kirilova  V. Zaharieva  N. Stoyanova
K. Yordanova  M. Slavova  N. Avdji-Hasanova
T. Zlateva  K. Ruseva  G. Manche
D. Doneva  D. Petkova  V. Poroliev
S. Ilieva  D. Mincheva  D. Yanev

M. Manolova  V. Vachkova  A. Ivanov
A. Porolieva  D. Marinova  T. Naidenov
V. Shaleva  G. Stancheva  E. Minkova
I. Ivanov  G. Dukova  I. Ayanova
Ts. Ilieva  S. Stoyanova  D. Nedyalkova
Y. Stoyanova  R. Slavcheva  V. Haynadzhieva
E. Kirova  K. Ivanova  V. Stancheva
NEW IN-FIELD TESTING METHODS, INCREASING PESTICIDE COMPOUNDS AND UPDATING ACCREDITATIONS, IT’S BEEN A BUSY YEAR FOR THE SGS TEAM IN HUNGARY.

IN-FIELD TESTING
In preparation for the 2019/20 season, we have invested in and developed delivery of three new in-field tests:

- Waxy corn – at almost 100% amylopectin waxy corn has a special place in the food chain and attracts a premium price
- Malting barley germination – traditionally a laboratory test, we have developed on-the-spot testing to confirm the germination status of barley grains, enabling faster, more effective decision making
- High oleic – not as sensitive as laboratory-based testing, but our on-the-spot high oleic testing can identify high/low parameters sufficiently detailed for timely decision-making

At the same time, demand continues to grow for existing services, such as in-field GMO testing and mycotoxin testing. New equipment for the laboratory this season includes a new PCR and equipment for Kjedahl protein determination.

ACCREDITATIONS
We were pleased to be a GMP+ B11 registered laboratory, allowing us to conduct feed analysis for GMP+ FSA certified companies. Plus, we have migrated our ISO/IEC 17025 accreditation to the new 2018 version of the standard.

PESTICIDE SCREENING
We have made a major investment this year – in a new LCMSMS – to increase capacity, improve detection levels and to cope with a growing compound list. The list of pesticide substances changes dynamically, and we regularly update our capabilities to meet demand.

PH3 – PHOSPHINE VERIFICATION
Leading the way in fumigation, we continue to grow our services including the use of phosphine testing to verify the effectiveness of fumigation processes. Measuring phosphine concentrations in the pile we can evaluate and report on the effectiveness of treatment much faster that using traditional methods.

SHOWCASING OUR EXPERTISE
In June, our open day saw 65 clients join our experts in the laboratory to learn more about what we do and how we support Hungary’s commodities traders. SGS in Hungary has participated in many local events and in May, we were invited to make a presentation to Hungary’s Grain Trade Association and the top 25 companies in this sector.

GABOR PARKANYI
Business Manager
Gabor.Parkanyi@sgs.com

OFFICE TEAM

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
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<tr>
<td>László Ádám</td>
<td>Deputy Operations Manager</td>
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<td>Judit Kovács</td>
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<td>Kornélia Máji</td>
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<td>Ágnes Petrovics</td>
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<td>Gabriella Turi</td>
<td>Administrator</td>
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<td>Anna János</td>
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<td>Anett Szklenár</td>
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<td>Viktória Váry</td>
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<td>Martina Takács</td>
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<td>Gábor Párkányi</td>
<td>Business Manager</td>
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<tr>
<td>István Lőcze</td>
<td>Operations Manager</td>
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LABORATORY TEAM

Fanni Urr, Administrator
Dávid Hegedüs
Zsuzsanna Ács
Fruzsina Tóth
Adrienn Rápásy, Analyst
Péter Balogh
Sándor Kállvin
Attila Vicei
Henrietta Szopkó, Analytical Team Leader
Anikó Müller, Food Expert
Lajos Molnár, Head Of Laboratory
Álmos Egri
Ákos Hostisóczki
László Tóth, Laboratory Technician
Nikolett Krajcár
Natália Kemény

Réka Oláh
Anna Budai
Nikoletta Hostisovszki
Sarolta Márta
Éva Bodnár
Gréta Helmeci
Beatéa K. vári
Dóra Kósa
Petra Bencze
Szabolcs Bubán
Alexandra Koncz
Lálszó Kukucska
Viktória Kozák-Székely, Molecular Biologist
Imola Molnár
Andrea Oprics-Nagy Dr., Quality Manager
Gábor Iványi, Soil Team Leader
INVESTMENTS IN PEOPLE, EQUIPMENT AND ACCREDITATIONS HAVE SEEN THE TEAM IN ROMANIA DEVELOP NEW SERVICES AND NEW SKILLS FOR THE 2019/20 SEASON.

Market leading services delivered from our network of laboratories and offices, as well as in the field, ensure our clients the best advice and decision-making opportunities.

IN THE LABORATORY

We continue to expand our pesticide screening file. Today we can conduct pesticide residue screening for about 400 substances with turnaround times as short as just 24 hours. In addition, we now provide regulatory control testing for stock both inland and in port.

For grain testing, we have invested in a new gas chromatograph, and will soon offer testing of fatty acids for high oleic sunflower seeds.

To streamline and deliver faster mycotoxin testing – one test for all mycotoxins – we are developing a test method for HPLC, that will cover:
- Aflatoxin B1
- Deoxynivalenol (DON)
- Fumonisin
- Ochratoxin
- Zearalenone
- T-2 toxin

This service should be available later this season.

FUMIGATION

We are proud to announce that we are now a Gafta «Approved Fumigator» able to deliver services against the new Standard for Fumigation. In addition, as the local market leader, we provide a full range of fumigation services including DDD services (disinfection, disinfestations and deratisation).

INLAND

With more than 40 inspectors working across the country we have the largest team in Romania supporting your business. We are offering a new inspection service this year for vegetable oil – a growing export market for Romania.

CERTIFICATION

Due to increased customer demand we continue to invest in our ISCC certification team. Our auditors help you to demonstrate the sustainability of your commodities and achieve premium prices.

24/7 OPERATIONS

We have chemists and biologists working in shifts to meet customer demand throughout the season. During peak periods we operate 24/7 to ensure near real-time results and enable you to make the best decisions.

DANIELA POP
Commercial Coordinator
Daniela Pop@sgs.com

OFFICE TEAM

<table>
<thead>
<tr>
<th>Name</th>
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</thead>
<tbody>
<tr>
<td>Alexandru Corijescu</td>
<td>Back Office</td>
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<tr>
<td>Ionut Negoi</td>
<td>Back Office</td>
</tr>
<tr>
<td>Tudor Suciu</td>
<td>Business Coordinator</td>
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<tr>
<td>Cristina Ionut</td>
<td>Commercial Coordinator</td>
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<tr>
<td>Carmen Daroiu</td>
<td>Back Office</td>
</tr>
<tr>
<td>Dana Pop</td>
<td>Commercial Department Coordinator</td>
</tr>
<tr>
<td>Raluca Capra</td>
<td>Back Office</td>
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</tbody>
</table>
LABORATORY TEAM

- Elena Giurgea
- Stefania Toader
- Dana Cristea
- Flavia Cioaca
- Simona Ancuta
- Corina Predescu
- Cami Barbulescu
- Marinela Serban

Elena Giurgea  Chemistry Analyst
Stefania Toader  Chemistry Analyst
Dana Cristea  Chemistry Analyst
Flavia Cioaca  Chemistry Analyst
Simona Ancuta  Chemistry Analyst
Corina Predescu  Chemistry Analyst
Cami Barbulescu  Chemistry Analyst
Marinela Serban  Laboratory Coordinator
BUILDING ON STRONG FOUNDATIONS, OUR TEAM IN SERBIA HAVE INVESTED IN PEOPLE AND EQUIPMENT TO ENSURE MARKET-LEADING SERVICES ACROSS THE COUNTRY.

With more than 50 inspectors, scientists and administrators, we have the largest team supporting the commodities sector in Serbia.

ON-THE-SPOT TESTING
For this season, for fast results and improved decision-making, we can offer on-the-spot:
- GMO strip tests
- Mycotoxins strip tests

These tests build on our existing on-the-spot testing capabilities. With the most advanced equipment in the region for testing grain in the field, our inspectors can test for:
- Physical parameters
- Moisture content
- Protein content
- Impurities
- Test weight

Samples can be analyzed on the spot, or in our laboratory. As Gafta approved analysts for cereals and feed, we are also the only FOSFA approved analyst for oilseeds in Serbia.

IN PORT
With a presence in all Danube ports, and as GAFTA and FOSFA approved surveyors, we can assess grain at every stage, both in the field and in port.

ACCREDITIONS
Newly approved as a Certification Body (CB) for Danube Soya and Non-GMO Soya Certification, we are now able to deliver certification across Serbia and into neighboring countries. Additionally, Serbia’s Ministry of Agriculture has authorized SGS as a Certification Body for ‘Serbian Quality’, a national scheme that is voluntary and targeted at domestic markets to promote quality.

ISO/IEC 17025 accredited for many years, we are in the process of migrating to the new 2018 version of the standard.

QUALITY MAPS
Across the country, sampling, testing and reporting has started for the 2019 quality map season. Our inspectors are monitoring the harvest wave of many crops to ensure subscribers have access to the latest data on grain health and quality.

ANDRIJANA RADIC
Executive Manager
Andrijana.Radic@sgs.com
LABORATORY TEAM

Branimir Marić       Laboratory Manager
Iljena Božić        Senior Expert Associate
Miljana Miodragović
Jelena Petković
Zorana Lazić
Marija Pušić
Dušica Sekulić       Laboratory Technician
Mirjana Antelj
Aleksandra Mitrović
Branislav Kelić