SGS EXTENDS ITS GLOBAL CONTRACT RESEARCH CAPABILITIES TO LEAD ACTIVITY IN BRAZIL

Brazil’s agricultural input market has emerged as one of the largest and fastest growing in the world.

Soybean producers consume the largest share of Brazil crop protection chemicals market, other major consumers include corn, sugarcane, fruits, vegetables & nuts and cotton. Brazilian farmers are also increasingly adopting GM crops, more than 30 Mio. ha were planted with GM corn, soybean and cotton in 2011. The Brazilian government has implemented strict regulations for registration of agricultural inputs and it was logical that SGS invest in this contract research market for agricultural input R&D and registration. These recent investments in Brazil complement an already well-developed global network of field trial stations (see map) and GLP laboratories as well our Brazilian portfolio of technical services in the agricultural segment from input R&D to the final consumers.

GREEN FIELD PROJECT – BRAZILANDIA EXPERIMENTAL STATION

The first investment was to build a large state-of-the-art experimental station in a key location. Contrary to many countries, Brazil is highly regulated when it comes to agricultural research and requires highly trained professionals, dedicated experimental location(s) that must be duly registered and accredited by various governmental bodies such as the Ministry of Agriculture (MAPA), CTNBio (Bio safety commission), INMETRO (Federal Institute of Weights and Measures) and CETESB (Environmental body in São Paulo State).
After more than six months scouting for locations, comparing land size, soil and topography, water and electricity supply, climatic conditions, geographical position, logistics and compliance with regulations, we finally found the ideal location in Brasilandia with a capacity of 75 ha.

Distant from the city of São Paulo by 180km and close to Viracopos international airport, SGS Brasilandia field station, located in the municipality of Conchal, state of São Paulo, offers the ideal geographical and climatic set up to plant and run experiments on a wide array of crops. Just recently audited and certified by the Ministry of Agriculture (July 2012), SGS Brasilandia is fully operational and will start running trials for the up-coming 2012/2013 summer crop season. The opening day took place on the 8th of August with a large group of sponsors and stakeholders.

ACQUISITION OF GRAVENA

The second investment was the acquisition of the leading Brazilian field trial organisation, Gravena – Pesquisa, Consultoria e Treinamento Agricola Ltda (Gravena) having its headquarters in the state of São Paulo.

Founded in 1993 by Prof. Santin Gravena (entomologist), Gravena employs more than 120 highly trained agronomists, technicians and agronomical trainees and operates out of four field stations strategically distributed in the main production states (São Paulo, Minas Gerais, Goias and Parana) and climatic areas of Brazil. Their portfolio of services include:

- Efficacy & selectivity trials for pesticides
- GLP residue trials for pesticides (incl. study directorship)
- Composition, expression and agronomical trials on GM crops
- Non-target organisms (NTO) trials
- Environmental monitoring of transgenic crops
- Insect rearing for GM trials
- Biological laboratory (baseline resistance studies, bio-assays, etc.)
- Integrated Pest Management (IPM) training and consulting
The acquisition was finalized on 5th of July 2012 and CEOs of both companies said:

"It is a pleasure to announce this acquisition which brings to our global network a great deal of expertise and adds one of the most important agricultural countries for field trials, making SGS a global leader in this activity"

- Chris Kirk, SGS

"This partnership will help strengthen our current operational set-up and allow our business to grow sustainably towards new markets and new clients"

- Prof. Santin Gravena & Dr. Renan Gravena.

These two combined investments will also create a strong basis for further developments for contract research in Brazil and Latin America to provide a “One-Stop-Shop” service solution to life science companies and all other agricultural input suppliers for which getting efficiently to market is a priority.

For more information about Contract Research and other Agricultural Services in Brazil, please contact:

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For Seed and Crop Services in other countries:

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VP GLOBAL SEED AND CROP SERVICES
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### SGS CR FIELD TRIALS SERVICE OFFERING

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- SGS Gravena Jabotical field station, efficacy trials
- SGS Gravena insect laboratory
In December 2011, SGS acquired Consolidated Laboratory (M) Sdn Bhd and Labservice (M) Sdn Bhd, Kuala Lumpur, Malaysia, collectively referred to as “Conserve”.

Consolidated Laboratory was founded in 1977 and focuses on food, environmental and agricultural testing, while Labservice founded in 1984 specializes in renal dialysis water testing. Privately owned, Conserve operates a state-of-the-art laboratory in Kuala Lumpur and a small branch in Penang and employs 77 staff. It maintains an ISO/IEC 17025 accreditation to Standards Malaysia, as well as to ILAC-MRA accreditation to ILAC, for a broad range of tests for nutritional labelling and residue testing as listed in its current scope of accreditation.

As agriculture remains an important sector of Malaysia’s economy, CONSERVE laboratory has developed a unique division with qualified and trained chemists that offer analytical services such as:

- Soil fertility/nutrients
- Pesticide formulation/active ingredients
- Pesticide residues in vegetables and fruits
- Fertilizers
- GMO in food and animal feed
- Microbiological
- Heavy metals

This acquisition is allowing us to enhance our Seed and Crop Services in Malaysia which currently has a team of agronomists, field chemists and technicians serving the key agricultural sectors, including the oil palm industry. It will further support our soil fertility services for the farms and plantations in order to optimize the use of fertilizers, improve yields and protect the environment. It will also consolidate our service portfolio for the development and registration of agricultural inputs.

For more information, please contact:

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Such as:
- Soil fertility/nutrients
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SGS UKRAINE EXPANDS ITS SERVICE PORTFOLIO TO MITIGATE FARMING OPERATION RISKS

The various risks associated with agricultural production can be classified according to the ability to manage them. If we put aside external risks such as extreme weather, economical, social and political factors, the risks having the most significant impact on the farming operations in Eastern Europe are related to the qualification of personnel, business planning, performance management, internal discipline in the organisation, effective control of inputs/outputs as well as production efficiency.

Unfortunately the business plan of farms or agro-holdings do not always include the expanded production program with detailed instructions for each agronomist and manager. Very often the qualifications of farm personnel (developing and implementing the production program) do not meet the complexity required to efficiently manage modern farming operations. The lack of effective management, skilled specialists, efficient production program and control on resources could lead to major missed yield opportunities and often significant losses for owners and investors.

Over the last 20 years, SGS Ukraine has gained a vast experience in managing risks in agricultural production, particularly in crop science and monitoring. The main farm operation risk management services provided can be grouped in four categories:

1. Evaluation of production programs (cropping programs): soil fertility management based on soil types and nutrients, crop rotation system, tillage system, crop protection, seeds and other production system or technologies involved.
2. Inputs monitoring: quality control of field work and monitoring of the stocks and use of inputs in the field (incl. seeds, pesticides, fertilizers, fuel).
3. Crop survey & yield forecast: monitoring of plant development and crop conditions from planting to harvesting as well as yield forecasting at all stages of the crop.
4. Harvest monitoring: monitoring of crops during field-to-silo movements to avoid losses and pilferages. Trucks are sealed after loading in the field and the integrity of the seals is verified at the storage facilities. Weight and quality of the crop are evaluated at the storage places.

All above-mentioned services allow owners and investors to feel confident that internal risks in their farms are kept to the minimum and every dollar invested brings the expected profit. SGS Ukraine has a team of experienced agronomists and well qualified field staff as well as modern laboratories to perform these services to the highest level.

For more details about these services, please contact:

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Fertigation is a modern technique for plant production designed to optimize yields based on the understanding that the plants need and use water and nutrients in a continuous way throughout the vegetative growth phases.

Fertilizers, soil amendments or other water-soluble products are applied through the irrigation system. This technique has enabled significant increases in crop productivity due to better management of plant production process, however to achieve it, important issues should be addressed such as the study of soil and water, the management of crop fenology, the design of the irrigation system and the appropriate use of fertilizers.

SGS Peru provides crop fertigation monitoring services throughout the cropping season. A team of experts helps interpreting agricultural test results, diagnosing fertility problems and providing recommendations for a better management of the soil fertility and nutrition of the crops.

The fertigation monitoring process involves analysis of various samples: the irrigation water and soil at the beginning of the cropping season, the solution of fertigation and soil leachate (the lysimeter extracted samples at different depths) as well as leaf samples at each phenological stage of the crop. This procedure allows us to know the dynamics of the nutrients in the soil - water - plant, improving the fertility management of the crop, ensuring optimal use of fertilizers, improving the product quality and avoiding contamination to the environment.

SGS has a state-of-the-art laboratory in Callao (Lima area) and a highly specialized team in soil fertility and crop nutrition management to be at the forefront of agricultural testing services and to assist growers with sustainable agricultural practices.

For more information about these services, please contact:

**JORGE BAZO CANNOCK**

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SGS AGRICULTURAL EXPERTS REVEAL GOOD AGRICULTURAL PRACTICES (GAP) TO NIGERIAN STAKEHOLDERS

News published on 19/07/2012 in Leadership Abuja

SGS, an Independent Agricultural Services Company, has tasked the Nigerian government on the need to adopt new technologies to reduce costs and enhance productivity and profitability in the agriculture sector.

This position was made during a full presentation and technical forum organised to educate stakeholders on global best practices in agriculture.

The session which held in Lagos had in attendance, representatives from the Dangote Group, Olam Industries, Zenith Bank, Akwa Ibom, Rivers and Ogun State governments, IFC, and other distinguished guests.

Taking the participants through Good Agricultural Practices (GAP) and Precision Farming Technologies, Mr. Cobus Burger, Managing Director, SGS NviroCrop explained: “Lack of food can cause instability. The average age of the commercial farmer is 56 years. Nowadays people live in urban centers, they buy food but increasingly fewer amounts of people know how to produce food.” Burger gave an illustration of the heat wave that held the Midwest of the USA to ransom. “That singular act of nature has driven up corn prices, and affected the global supply and demand chain. In agricultural economics parlance, the perfect storm occurs when climate change is accompanied by food shortages,” he added.

He noted that, Agriculture stakeholders cannot rely on genetics alone to drive yield. “Nutrients are more important. SGS has perfected the art of soil science with global operations in North & South America, Australia, Russia, Europe, and of course Africa.

The company understands like many the fact that 60 per cent of all available land in the world for crop production is in Africa. However, unlike most, the company has familiarised itself with the cutting-edge technology and Good Agricultural Practices (GAP) required to make the soil work optimally for the people, governments and commercial farmers that require its output to thrive.

The economics and politics become increasingly better as a country can diversify its economy and keep its people far from hunger. After all world peace cannot be built on empty stomachs.”

He pointed out that in Nigeria, fertilizers applied are mostly Urea based. This, he said can be to a disadvantage, as Urea may need to be supplemented with other nutrients.

SGS is an inspection, verification, testing and certification company. The company which has for its client the Dangote Group, Obasanjo Farms, Folawiyo Farms, Olam Industries, state and federal governments, was founded in 1878.

It offers agricultural services, automotive services, consumer testing services, environmental services, system and services certification, industrial services, life sciences, mineral services, trade assurance services, and oil, gas & chemical services are the ten of the company’s business lines.

Ibrahim Suleiman, a Business Consultant with SGS, says the aim of SGS is to “encourage farmers to export, embrace mechanized farming, adopt new technologies, reduce costs and reap harvests multiple times a year. We envision a time where the earnings from Agriculture will be more than oil.”

For more contact about fertility management & precision farming services in Africa, please contact:

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SAVE YOUR R&D COST WITH SGS

SGS received recognition from the Ministry of Higher Education and Research for the research tax credit program “crédit impôt recherche” in France.

This agreement will allow our customers to get tax reduction for GEP and GLP field trials services placed in our organization.

Cost reduction is as follow for a limit of 2 million Euros per year
40% of all R&D costs in the 1st year,
35% in the 2nd year.

This agreement covers all SGS field trials locations in France.

To have more details on the research tax credit please read the guide (only available in French) made by the Ministry: http://www.enseignementsup-recherche.gouv.fr/cid59828/guide-du-credit-d-impot-recherche-2012.html

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SGS BROOKINGS HAS LAUNCHED MYLND

Customers have started using My Lab Next Door (myLND) and they love it!

Earlier this year, SGS launched myLND which provides a whole new level of detailed test data that has never been available in the seed testing industry. Our customers tell us this additional information is helping them make better decisions.

Product Managers used to say they wished our testing laboratory was located close by so they could see problem seedlings or pathogen issues seen by our test evaluators. Now Managers agree that myLND is like having our lab located next door.

Through myLND, SGS provides the actual raw laboratory data for each planting repetition, as well as diagnostic notes and ratings on the physical and physiological issues. SGS also includes photographs of problem seedlings so you can zoom in for a closer look. MyLND helps you understand why certain seed lots fall under the threshold.

When viewing your test results on our website, there is an orange door icon. Click on the door icon to view the detailed test data from that seed lot.

The camera icon means there is a photograph of your seedlings. SGS takes a photograph when a seed lot falls below the accepted threshold or when an issue is marked as severe. These photographs are available to you so problem seedlings can be viewed from any computer in your password-protected account. Because photographs can be downloaded, you can zoom in for a closer look or e-mail the photograph to others.

Being able to see this breakdown of information, as well as the raw images, helps when making a tough call.

Currently, myLND is available for corn and soybeans. This fall myLND will be available for more species.

This service is complimentary to you; myLND is free of charge because SGS is committed to providing you with complete, thorough information to make better management and operation decisions. If you have questions concerning myLND, you may contact us.

Contact:

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PROJECT MANAGER

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INVESTIGATIVE ANALYSIS OF CONTAMINANTS IN SOILS, SEEDS AND CROPS AT SGS M-SCAN

In November 2010 SGS acquired M-Scan Ltd a group of analytical laboratories in the United Kingdom, Switzerland, Germany and the United States.

M-Scan, now SGS M-Scan, specialises in Investigative Analysis particularly looking for unknown impurities or contaminants using chromatography and mass spectrometry. These two techniques, used independently or combined, provide powerful analytical tools for the analysis of organic compounds in a wide variety of agricultural samples.

The contamination of agricultural land presents significant problems for the farming community. Soil can be contaminated by ground water containing undesirable compounds brought into fields from neighbouring properties. Fuel leaking from the underground tanks of a petrol station or preservatives from a wood treatment factory washed into streams by rainwater and carried into nearby fields are just two examples of soil contamination studied by SGS M-Scan. In such cases it is necessary to firstly identify the source of the contamination by analysing extracts from the soil, groundwater and local streams. The second step is to identify how widespread the contamination has been. Groundwater and soil samples are collected from various locations around the field while the direction of the hydrological gradient is determined to plot where the contamination may spread to in future. Having stopped the source of the contamination, remediation of the site may be necessary including the removal and disposal of the soil, there will however be an ongoing requirement for monitoring the levels of soil and groundwater contamination on the site. Monitoring pesticide and herbicide residues in crops, soil and field run-off also requires the chromatography and mass spectrometry based analytical techniques at SGS M-Scan. The linking of the two techniques enhances the accuracy, sensitivity and specificity of the analysis enabling low levels of residues to be unequivocally identified and quantified with a high degree of accuracy. SGS also works with importers of pesticide and herbicide monitoring the quality of products they are importing into the EU. The causes of taints and off-odours from crops are also identified at SGS M-Scan. Two techniques are available for the identification of off-odours. Traditionally Headspace Gas Chromatography has been used but while this technique is quite adequate for analysing strong odours, it does not offer the sub parts per million detection limits of Thermal Desorption GC-MS. In Thermal Desorption GC-MS the off-odours and other volatiles liberated from the crop are concentrated onto a porous polymer adsorbant prior to analysis by GC-MS. The results obtained are compared with SGS M-Scan’s proprietary list of Odour Threshold Values to enable the particularly odorous compounds to be identified. Taints from crops are extracted using steam distillation or a similar process followed by analysis again using a GC-MS based technique.

Off-odours and taints in crops can originate from the soil, chemicals used on the crop or contamination of the crop in transit to its processing plant. Extractable and leachable from food packaging can also be responsible for off-odours and taints in food on supermarket shelves. SGS M-Scan has method for the analysis of all of these.

For further information, please contact:

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CONFERENCES FOR THE AGROCHEMICAL INDUSTRY

Organised by Akademie Fresenius in partnership with SGS.

Have you already heard the latest about Pesticide Risk Assessment? If it is essential for you to know what’s going on in the crop protection sector, you should visit one of the specialist events SGS jointly organises with Akademie Fresenius every year where you can make some very valuable connections in your line of trade and enjoy the pleasant atmosphere.

Make sure you keep up with the news and get the latest information from those who know what counts.

The following list is a summary of the upcoming international events:

- **3RD INTERNATIONAL FRESENIUS CONFERENCE**
  “Endocrine Disruptors”
  17 to 18 September 2012 in Mainz near Frankfurt/Germany

- **12TH INTERNATIONAL FRESENIUS CONFERENCE**
  “The Biocidal Products Regulation”
  23 to 24 October 2012 in Mainz near Frankfurt/Germany

- **2ND INTERNATIONAL FRESENIUS CONFERENCE**
  “Worker, Operator, Bystander and Resident Exposure and Risk Assessment”
  4 to 5 December 2012 in Mainz near Frankfurt/Germany

- **12TH INTERNATIONAL FRESENIUS ECOTOX CONFERENCE**
  “Aquatic and Terrestrial Ecotoxicology and Risk Management”
  27 to 28 November 2012 in Mainz near Frankfurt/Germany

For more information about the upcoming conferences or to obtain documentation (including scripts) from previous conferences, please contact:

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Meet SGS representatives at the following events:

- CIR – Chemical Industries Regulation
  September 5-6, 2012
  Barcelona, Spain
  http://www.informa-ls.com/event/cir2012

- Palm Oil Africa
  September 5-6, 2012
  Accra, Ghana

- CropWorld India
  September 10-11, 2012
  Hyderabad, India
  http://www.cropworld-india.com/

- Commercial Farm Asia
  October 11-12, 2012
  Yangon, Myanmar

- CropWorld Global
  November 6-7, 2012
  London, UK
  http://www.cropworld-global.com/

- AFPP 10th International Conference on Plant Diseases
  November 6-7, 2012
  Tours, France
  http://www.afpp.net/

- Jordanas de Productos Fitosanitarios
  November 13-14, 2012
  Barcelona, Spain
  http://fitos2012.iqs.edu/

- ASTA Conferences & Expo
  December 4-7, 2012
  Chicago, USA
  http://www.amseed.com/meeting.asp

Check the other events we will be attending at SGS Events.