



Cehave Pasze sp. z o.o.



**Our experience with
GMP B1 standard**



Cehave Pasze – GMP+ B1

- Short company introduction
- Reasons to get GMP+ certification
- Adaptations and changes of already existing Q procedures and protocols
- Biggest challenges
- GMP+ Advantages

Cehave Pasze – the part of AGRIFIRM group



We are the part of Dutch Group AGRIFIRM, which has been founded because of the merger of two agricultural cooperatives **Cehave Landbouwbelang** and **Agrifirm**



Cehave Pasze - profile



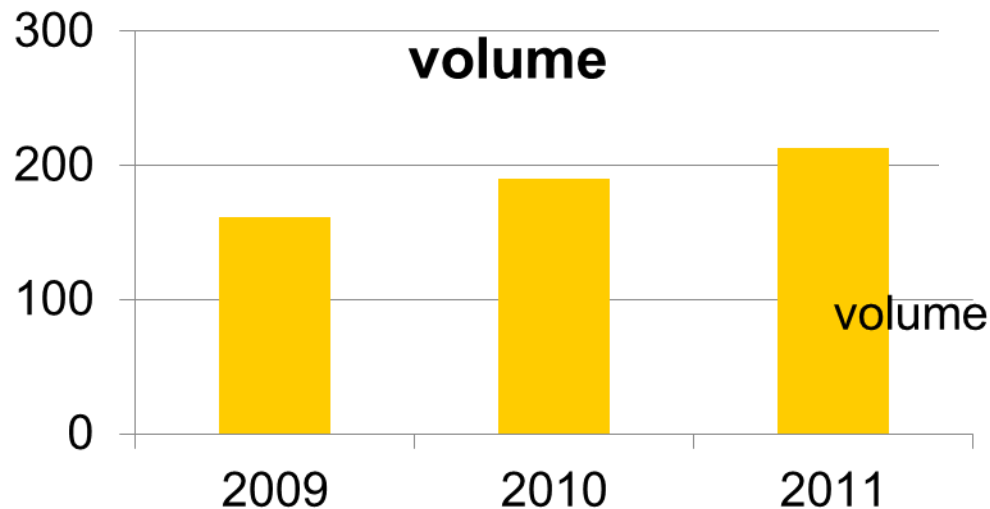
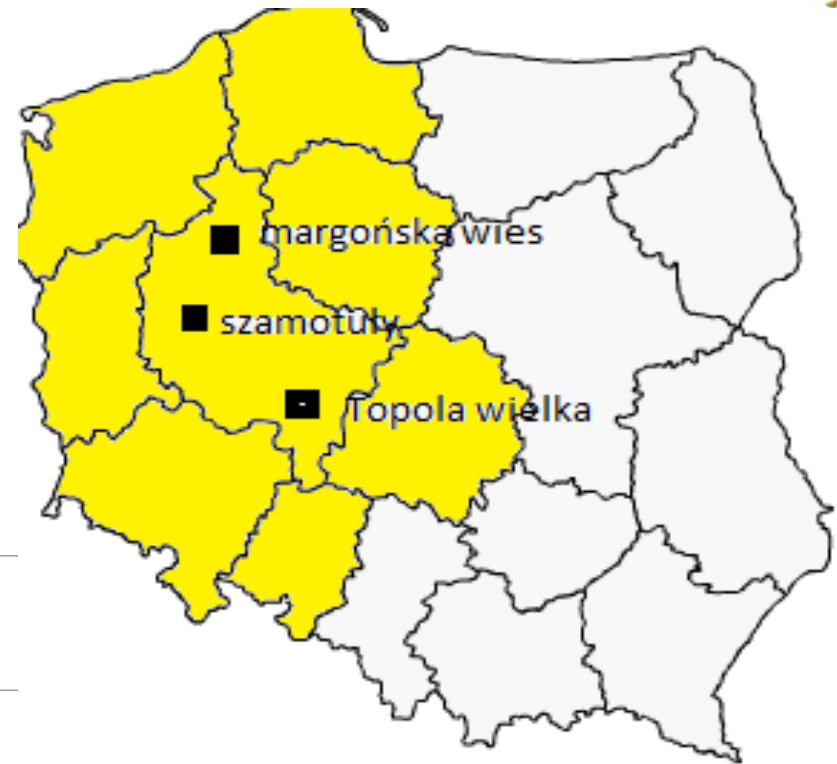
1. The producer of the compound feeds, concentrates and mixtures of minerals and vitamins. We've been active in Poland since 1997.
2. We sell under the brands **CEHAVE** and **KARMEX**. We also have specialty products branded **VITAMEX**.
3. We offer to our clients products for:
 - poultry
 - cattle
 - pigs
 - horses
 - rabbits
 - chinchillas



Cehave Pasze sp. z o.o., 2010



- 3 production plants
- 132 employees
- Production 2011: over 200.000 ton



Production Plants



Szamotulę



- Since 1997
- 3 production lines
- Feeds for all animals
- Capacity: 120 th tons in 2 shifts
- After licence for 3th shift: 180 th tons





Topola Wielka

- Aquistion 2007
- 1 production line, 2 granulating lines
- Feeds for all animals
- Capacity: 60 th tons
- In 2011 will be enlarged to 110 th tons





Margońska Wieś

- Aquisition 2008
- 1 production line, 2 granulating lines
- Only poultry feeds
- Only granulated
- Production non gmo
Tesco
- No animal products
- Capacity: 100 th ton



Sales Cehave Pasze 2010



Animal group	Tons
Poultry (broilers)	150.000 (120.000)
Pigs	33.000
Ruminants	7.000
Total	190.000

	Tons
Bulk	155.000 (farmers)
Bags	35.000 (distributors/dealers)
Concentrates	13.000

GMP+ - Why we decided to get certificate



- We are Dutch feed company, part of Agrifirm group
 - Goal: ready products with highest Q possible within ALL the sister companies
 - GMP+ standards in all Agrifirm group – the best way to unify the highest Q standards
 - GMP+ (or compliable system) - standard in EC in the feed business
- We expected GMP+ to become standard in feed and food industry in Poland very soon
- As there was a market for our products in East Germany we NEEDED to be certified
- We've been successfully certified in May 2010

Adaptations and necessary changes in Q procedures



- For the company which already had ISO 9001 and ISO 22000 introduced and running, creating the documentation required in B1 standard was not very problematic.
- New requirements of GMP B1 can be included in already existing procedures and instructions
- Main changes in documentation concerned:
 - Reporting within the confines of EWS
 - New requirements for purchase (GMP BA10)
 - Quality control plan (GMP+ BA1 and GMP+ BA4).



Challenges

- Biggest challenge - New requirements for purchase – GMP BA10 -
 - Insufficient number of suppliers with GMP+ certification or compliant for basic feed stuff and additives
 - Gatekeeper rule (grains, feed additives)
 - Exemption procedure (lime stone; wheat, rape, sunflower byproducts)
 - Explaining the meaning of certificate to suppliers and convincing them of the importance of being certified
 - Not only extra costs but also possible profits in the near future
 - The lack of supplier's awareness of how to classify the delivered goods in terms of GMP+ requirements. Eg. Premix or Feed Additive
 - „OUT OF CHAIN” sale of feed stuffs by certified companies
 - Differences in compliant standards
 - GMP+ vs. Fami QS
 - Transport of incoming raw materials by not certified companies
 - Extra verification
 - Additional training
 - Transport of our GMP+ products has to be outsourced. No requirements for transport in GMP+ B1 standard.
 - Clarification of the requirements for purchase of medicines



Challenges

- GMP BA1 – the Standards for products
 - ▣ No maximal permissible limits set up for some of feed stuffs
- GMP+ BA4 – Minimum Requirements Sampling and Analysis
 - ▣ No undesired substances analysis available from raw material certified suppliers
 - Extra costs for Cehave Pasze
 - ▣ Taking and sending samples is very time consuming
 - ▣ Special skills (English) and a lot of time needed to enter results to the Feed Safety Database
 - ▣ Protocols relating to Salmonella-sampling and analysis
 - Setting up the critical points - support from GMP+ int.
 - ▣ Carry over and homogeneity test
 - The methodology description needs clarification (Polish version)
 - Setting up and conducting the test rather difficult and time-consuming (one production line app. 6 h)
 - No lab in Poland able to analyze the samples from test with micro tracers



Challenges

- Last but not least: lack of Polish version of Standard B1 at the moment of introducing of the system.
 - The absolute need of translation to Polish
 - Translation must have been outsourced and ordered by Cehave Pasze
 - Non GMP int. authorized translation gave few interpretation difficulties
 - The biggest misinterpretation – Standard B1. Chapter 4 – Feed Safety System. Point 4.1 – *„For a company which also carries out trading activities it is permissible to exempt the part of the trade in non – GMP+ certified feeds from the scope of the feed safety system”*
 - Wrong interpretation resulted in non-conformance (cat. 3) concerning the purchase of the GMP+ compliant raw materials and splitting the production into GMP+ and not GMP+ within the same production plant.
 - During audit, GMP int. confirmed that this point concerns trade activities only

Advantages of getting and maintaining GMP+ certificate



- Proceeding according to EC quality standard
 - Unified quality standard in AGF Group
- Prestige for Cehave Pasze
 - Plant in Szamotuły – the only Polish feed plant GMP+ certified, with introduced B1 standard for 1,5 year
- EC markets available
 - Significant sale of our products to East Germany
- Cooperation only with the most respectful partners
 - Only certified producers, traders and labs
- Highest requirements for raw materials and production process result in highest quality ready products
 - Conducting test with micro tracers committed to better homogeneity and almost no carry over on production lines
- Staying in the GMP+ chain guaranties the highest safety standards of incoming feed stuffs
 - EWS is a great tool to maintain these standards
- New verified and improved documentation, Quality control plan and HACCP plan
 - Clear and strict requirement for incoming feed stuffs
 - Frequent microbiology and undesired substances analysis
 - Verified risk analysis and critical points related to Salmonella control
- The archive of all the supplied feed additives



Thank you for your attention!