



**Sustainable and safe:
Reduced pesticides in your ingredients!**

Awareness campaign and education for Turkish farmers



Continuous controls



Training and support
by our own agricultural scientists



Analysis and documentation of every single delivery



↻ Traceability



Bonus system for committed farmers



Integrated Pest Management



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**Integrated
Pest
Management**



**No experiments anymore:
Highest Commodity Safety
For Sultanas**

**Integrated Pest Management (IPM)
or Low Pesticide and High Purity
Controlled Product (LPHPL) by**



Sultana Market in Turkey

- In Turkey there are many farmers and growers (ca. 60.000). The Turkish vineyards are extremely small. Even the larger territories are subdivided.
- Into smaller plots, so that as many as 150.000 Plots are being farmed differently.
- The farmers tend to come from less educated backgrounds and are not used to further education. They live in an entirely different world and know very little about EU regulations. Instead they were influenced strongly by the opinion of the crop protection chemical and pesticide dealers.
- Since the plant protection chemical dealers are more motivated by profit than the purity of their product, their recommendations to the farmers are inadequate and inappropriate for export to the European Market. State control does not exist.
- In addition, there are many dealers with a wide range of different chemicals that have a similar effect. The farmers consequently bought whatever was the cheapest offer at the time. The result was the dumping of a cocktail of chemicals that although allowed produced a mix of very variable substances. Due to the small amount of harvest for each farmer, exporters are forced to bundle numerous individual deliveries to achieve a full container load. This



The pesticide cocktail problem described previously was growing daily. The problem was ignored for a long time by the export industry. The farmers seemed also unworried by the situation. It was only two years ago when Turkey lost significant market share in the German retail market that the industry became concerned and developed counter measures. In 2016 the demands of the European ban on the use of Chlorpyrifos on raw product added to the need to act. In spring 2014 our partner together with Specialty Brokers and Bayer AG Germany started addressing the „pesticide cocktail“ problem



leads to a vast number of batches containing a mix of pesticides. 90% of exporters purchase their raw products exclusively from the Commodity Futures Exchange in Izmir. There is no control over the origin of the products, purity and content of pesticides. The „pesticides cocktail“ got increasingly problematic over the last year and in 2016 we saw the climax with Chlorpyrifos. At that point Offices of Technical Inspection got involved as well as processing factories in Germany.

with their „Food Chain Partnership“. Today we are able to trace the origin of raw products completely and put together batches where the number of pesticides is limited. We can verify the origin and guarantee the highest purity. Together we pioneer pesticide monitoring, have addressed and solved the problem of cultivation/production long-term.

Our Partner is one of today's market leading Turkish exporters, and decided already in 2014 to actively address the problem. The result: Our Low Pesticide Purity Controlled (LPPC)-product.

Our »Growers-Project« (IPM und LPHPL)

Under these circumstances Specialty Brokers and our partner started two different pesticide projects (LPHPL and IPM) in 2014. Generally we aim to reduce and control the number and amount of pesticides and to be able to trace the „footprint“ of the raw materials.

In 2014 our partner started its awareness programme to sensitise the delivering farmers about the considerate use of pesticides. Already at that early stage we bought very little raw materials at the commodities futures exchange. We employed an agricultural engineer whose job is to advise and support the farmers throughout the year. In 2014 the first preliminary contracts were signed. Currently we have agreements with 300 growers. In the



meantime, we provide our growers directly with pesticides and chemicals and provide local support through our agricultural engineer. In this way we retain control over the raw materials and the processes. Before each delivery we have the goods controlled by an independent laboratory and deliver every load with a certificate. We can say precisely how much and exactly which pesticides are in our produce.

In Turkey it is still normal to store dried raw product in jute sacks on the farm. This meant, in addition to controlling the growing process,

we also had to take over the regulation and organisation of storage and documentation to meet our requirements.

Besides controlled growing procedures we have therefore incoming goods analysis, storage and supervision of the raw product entirely in our hands. In order to meet the enormous need to store controlled raw product our partner invested in 25.000 further plastic boxes bringing our total to 60.000. This means in the current season 25.000 are being used to store sultanas, unique in our industry, maybe worldwide!

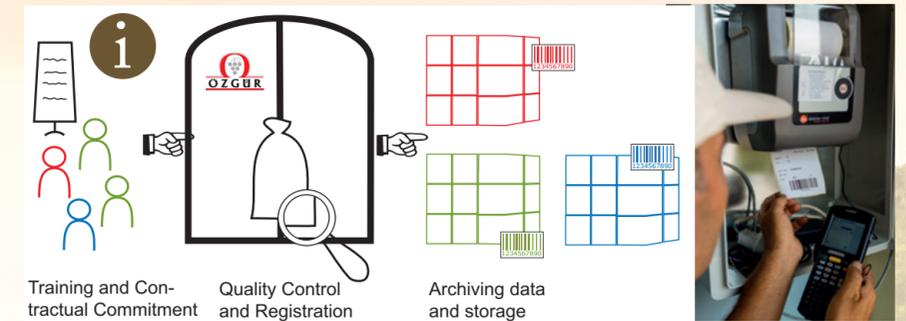
We also invested in a new filling station to enable the mechanical transfer of the raw

produce into the plastic boxes. A further critical measure was the development of an archiving system. This year we can trace the processing of the contents of each storage box completely.

This new software allows us to analyse, classify and label raw product as soon as it is delivered and before production begins.

In this way we know exactly which stored raw product is from which farmer and which physical and chemical (pesticide) properties it displays.

Raw Product Management 2017



- Each farmer must produce a »Grower's Registration Book for Pesticides Applied«. This is a basic condition and we accept no incoming goods without this registration.
 - Using this document, we can evaluate the performance of each individual farmer. We record which plant protection chemical dealer he has worked with which chemicals he has used and why.
 - Based on the chemical processes and the sensory quality assessment, a purchase offer is made to the farmer.
 - When these conditions are fulfilled the sultanas are delivered to our factory by the farmer. Quality control is assured by the taking of regular test samples.
 - Based on the sample, our quality control personnel carry out a physical analysis and send the sample to a certified laboratory. Here the sample will be controlled to check that the actual chemical analysis for pesticides complies with the delivery certificate.
 - Once we have accepted the goods, the raw product is filled into the plastic boxes. The physical and chemical data is stored in our archives.
 - While the boxes are automatically stacked on three levels the machine operator labels the boxes.
- Delivery date
 - Employee responsible for the labelling
 - Exact location of the box in our storage facility
 - Growers name
 - Type of product
 - Harvest year
 - Name of the plant protection chemical dealer working with the grower
 - Type of delivery (bulk, plastic sacks etc.).
- We want to achieve the following goals:
- Quality control and classification of the individual growers and raw product deliveries.
 - 100% control of pesticides used and the compilation of a database regarding which farmers work with which pesticide dealers.
 - Feedback to the grower and or dealer.
 - Judgement of the quality and performance of the plant protection chemical used.
- With this knowledge we can reward or penalise the growers retrospectively and thus motivate them to improve. In the worst case we can exclude a badly performing grower from the programme. For our LPHPL and IPM produce we can offer a „pesticide footprint“. At an extra charge we guarantee only 4 or even 2 pesticides for our IPM materials. For LPHPL we cannot give this guarantee. But here we comply with EU regulations, too and number of pesticides is extremely reduced. In both cases our pesticide monitoring is to your advantage.

The following information is included on the labels:

- Charge number