



IFMA

TRANSFORMING AGRICULTURE

IFMA 19

Congress 2013, POLAND

Warsaw University of Life Sciences

21-26 July, 2013

FIELD TRIP

Vegetable Chain



FACULTY OF
ECONOMIC SCIENCES
- WULS-SGGW -

9:00 – 10:45 “BRONISZE” – Wholesale Market

Company:

BRONISZE WHOLESALE MARKET

About us

Market History

In 1995, building on the experience of European wholesale markets, in particular the Wholesale Market in Rungis, the Wholesale Market in Bologna and the Wholesale Market in Lyons a stock bearing company, named Warszawski Rolno-Spożywczy Rynek Hurtowy SA (eng. Warsaw Agricultural-Food Wholesale Market Ltd.) was brought into existence. The town of Bronisze, in the vicinity of Warsaw, was chosen for the siting of the company’s head office.



Schedule of events:

- July 1995 – under the auspices of the Minister of Agriculture and Food Economy the company named Warszawski Rolno-Spożywczy Rynek Hurtowy SA was founded by: the Agricultural market Agency (Agencja Rynku Rolnego), the Agency for the Restructuring and Modernisation of Agriculture (Agencja Restrukturyzacji i Modernizacji Rolnictwa), the Agency of Agricultural Property of the National Treasury (Agencja Własności Rolnej Skarbu Państwa), the Warsaw Voivoda, Agrobest Sp. z o.o. and Giełda Ogrodnicza Sp. z o.o,
- October 1996 – the first issue of shares for future operators on the Wholesale Market,
- October 1996 – laying the foundation stone,
- April 1997 – selection of the winning tender for building the Market – Wayss&Freitag – construction of the road, parking and sanitary infrastructure – Mostostal Export SA – construction of halls and commerce shelters,



- September 1997 –building the Market begins
- May 1999 – Opening the Market for use by Prime Minister Jerzy Buzek,
- March 2000 – transfer of the trading from Okęcie to the area of the Bronisze Wholesale Market,
- December 2000 – entering of the millionth customer to the Market,
- February 2004 – deployment of the final stage of the Company restructuring,
- March 2004 – release from the National Treasury credit pledge toward the Company,
- April 2005 –deployment of Integrated Management System,
- October 2006 – gaining the certificates: ISO 9001,ISO 14001, HACCP, Market in Numbers

Warszawski Rolno-Spożywczy Rynek Hurtowy SA is located on 35 hectares of which 8 hectares are covered by halls and commerce shelters;

450 traders operate in the Market in halls and shelters, and around 1000 producers in uncovered commercial areas;

The number of vehicles visiting the Market in an average 24 hour period is 5500;

The main areas which the Market serves are Mazowieckie, Warmińsko-Mazurskie, Podlaskie, Lubelskie Voivodeship;

And has the potential to reach 14 million customers;

The estimated weight of the annual commercial turnover is 1 100.000 tonnes

In most training projects we cooperate with agricultural consulting centres, chambers of agriculture and other industry organisations and scientific institutions. Bronisze Wholesale Market Rynek Hurtowy Bronisze is a founder member of the Central East European Initiative Wholesale Market (CEIWMF), currently comprising 13 wholesale markets from 7 countries of Central Europe (Albania, Bosnia and Herzegovina, Croatia, Poland, Romania, Ukraine, Hungary). The representatives of member markets meet several times a year on specialist workshops dedicated inter alia to issues of marketing, cooperation with producer groups and retail markets, and improvements to the services provided by wholesale markets.

12:15 – 16:00 “DAWTONA” – Vegetables Processing (visit Vegetable Farm)

Company: DAWTONA

About us

30 YEARS OF TRADITION

Dawtona is a family company with over thirty years of experience in fruit and vegetable processing.



After years of dynamic development it became one of the largest fruit and vegetables processing companies in Poland, each year broadening the assortment of production, adapting it to the changing needs and preferences of our customers.

MODERNITY

In four production plants, equipped with state-of-the-art production lines and meeting EU standards of quality and food safety, we produce: corn, peas, dill cucumbers, tomato concentrates, ketchups, jams, juices, peeled tomatoes, sauces, and many other fruit and vegetables products.

30 00 HECTARES

For our production needs the company conducts its own cultivation, occupying more than 3000 hectares within the area of the Kampinos National Park protection zone.

The main advantage of Dawtona is our full control of the production process starting from sowing on own fields, up to the final product and its transport.

QUALITY

Modern technologies in combination with careful selection of raw materials as well as traditional recipes led to the Discover Good Food mark presented by the Ministry of Agriculture and Rural Development being awarded to many products by Dawtona.

Within its integrated quality assurance system the company has implemented and certified standards based on: HACCP, EN ISO 22000: 2006, IFS/BRC version 6.

*16:30 – 18:00 „Bialuty Sp. z o. o.” – Co-operative farm
and food processing company*



Company: Bialuty Sp. z o.o.

General information

Bialuty Sp. z o.o. has been operating since 1976 in Bialuty near Błonie, 30 km west of Warsaw at the Center of Błońska Plain.

Our production activities include food processing and a farming area of 600 ha.

The food processing department's main products include:

- concentrated apple juice concentrate, colored fruit concentrates and fruit flavors produced in accordance with the highest European standards.

- mayonnaise, ketchup, mustard and tartar sauce - available on our regional market

On the farm we specialize in the production of table, crisp and starch potatoes. The entire production is contracted.

Potato farming is performed on our farm and in cooperation with farmers.

Thanks to the professional cultivation and storage of crisps potatoes, we are a recognized supplier in the field of crisps production .

Selected table varieties are sent to market chains, delicatessen and traditional shops while peeled potatoes are forwarded to catering companies and restaurants.

We guarantee:

- Large, uniform batches of products and continuity of supply throughout the year

- The quality and traceability of the product confirmed with implemented and certified quality systems of ISO, HACCP, Global Gap

- Openness to new needs and expectations of our customers

Company History

The Bialuty Company was registered on 29.06.1976. In less than 40 years our committed employees have managed to establish a significant position in the Polish and European markets and promote BIALUTY as a recognizable trademark.

A few important dates in the company's history:

1976 establishment of the company as a cooperative.

1984 start of production of mayonnaise

1984 launch of production of apple juice concentrate

1995 launch of the packaged potatoes and onions sorting plant

1996 construction of the first storage facility for potatoes

2003 certification of compliance with HACCP and ISO

2004 modernization of concentrates production line - a significant increase in production

2006 construction of a modern warehouse - concentrates tankage

2011 establishment of producer groups Agrin Sp z o.o. Biagro Sp. z o.o.

2012 conversion of the cooperative into a commercial company

Quality Systems

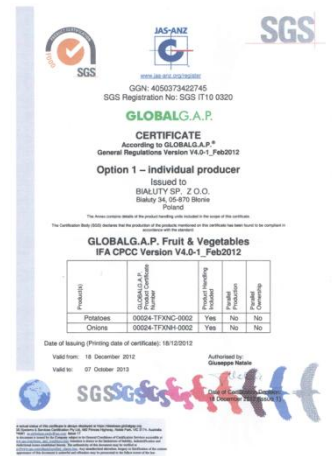
The highest quality of both our products and processes is facilitated by the establishment of quality systems:

- Quality Management System ISO 9001:2001,
- Quality Management System 22000:2006
- GLOBALG.A.P.
- Good Agricultural Practice.

Only the combination of good raw materials and all the

components used in the production with the relevant principles of the process enables us to achieve the result - high-quality food that is tasty and safe.

To confirm the standards our company upholds we periodically renew the relevant certificates.



Environment and Sustainability

One of the most important actions for the company is caring for the environment around us and the search for renewable energy sources.

We carefully select and plan the agricultural crops to ensure a balance with the environment and to prevent the sterilization of soils. We use fertilizers on our fields in a balanced manner, after measuring the requirements of the soils. We only use plant protection products in accordance with recommendations and good agricultural practice.

We are working on the production of energy from waste generated during the manufacturing process. In this way we will be able to reduce the use of traditional energy sources and to improve the energy balance and reduce the ecological footprint.

OFFER

Fruit Concentrates

The main products of our food processing plant are fruit juice concentrates, particularly apple juice. With many years of experience, raw materials delivered by proven suppliers, high qualified personnel and HACCP & ISO quality assurance systems implemented, we can satisfy even the most demanding of customers.

We offer following fruit concentrates:

- Apple juice
- Strawberry juice
- Black currant juice
- Cherry juice
- Raspberry juice

All products are subject to very thorough quality control in our laboratory. We also co-operate with other well-known external laboratories. We examine the physical, chemical and microbiological characteristics of juice concentrate.

Juice concentrates are stored in tanks made of high quality stainless steel in rooms with controlled temperature. Products are standardized according to customer requirements prior to shipping.

We offer also natural fruit aromas as complementary products to our fruit juice concentrates. Each aroma is obtained in the process of thickening the fruit juice and is typical for the fruit taste and scent. Its concentration rate allows to achieve any aromatic intensity of the end product.

Fruit Flavors

Product description

Aromas are manufactured during the de-aromatization process, that is separation and condensation of natural aromatic substances contained in the extracted fruit juice.

Product characteristics

The products' taste and scent are characteristic for the kind of fruit from which it was produced. It does not contain any aftertastes. This is a colourless and clear liquid. Completely pure.

Physical and chemical characteristics

ID.	Characteristics	Requirements
------------	------------------------	---------------------

1.	Ethanol, [g/l]	< 5,0
-----------	----------------	-------

Microbiological characteristics

ID.	Characteristics	Requirements
------------	------------------------	---------------------

1.	Yeast in 1g, not more than:	<100
-----------	-----------------------------	------

2.	Mould in 1g, not more than:	<100
-----------	-----------------------------	------

Potatoes for Crisps

A renowned technology for growing the potatoes, choice of proven varieties and excellent post-harvest handling and storage make us the industry's recognized supplier of potatoes for chips.

We grow varieties characterized by:

- a low level of sugars from 0.05% to 0.15%
- homogeneous, concise flesh 16-21% starch content

Among others we rely on the following varieties:

Hermes

Saturna

Courlan

Lady Rosetta

Potatoes for the Table

Modern machinery and technology approved in Europe and applied at every stage of cultivation, storage and packaging of our potatoes together with our conscientious staff provide measurable results. Our potatoes stand out on the shelf and have been chosen by our clients for over 15 years.

We supply potatoes all year round, regardless of weather conditions. We offer a number of varieties.

Onions

Fertile, black soil, the experience of generations of farmers and a long tradition of growing onions in our area makes our onions valued at home and abroad. Onions are sold in packs of 0.5, 1, 5, 10, 25 kg.

Malting Barley

The cultivar for 2012 was **QUINCHE**

Quality requirements for barley are:

Seed calibration / Vogel sieve 2,5 x 25 mm	min. 80%
Moisture	max. 15%
Germination ability	min. 95%
Proteins	9,8 - 11,5%
Cultivar homogeneity	min. 92% (therein min. 96% brewing cultivars)
Contamination	max. 6%
Vitality	min. 95%
