

# Best Practice Controls to Ensure Raw Material Delivery Compliance



**7<sup>th</sup> Annual Food Sure  
Safety & Quality Summit**

**Amsterdam May 22<sup>nd</sup> 24<sup>th</sup>**

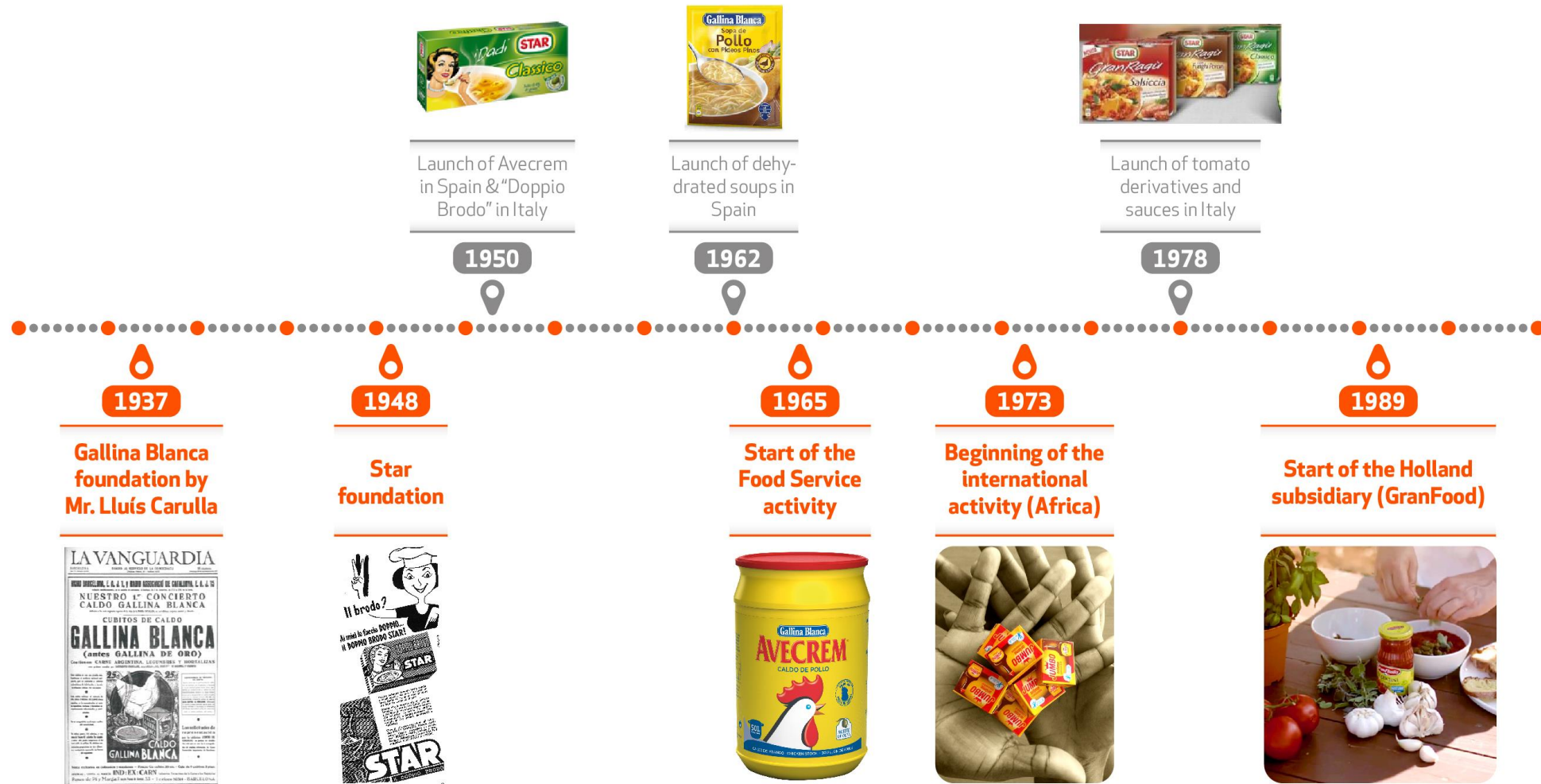


**Gerard Chalons  
Corporate Quality Manager  
GBfoods**

# Topics

- 1. Snapshot about my Company.**
- 2. Best Practice Controls to Ensure Raw Materials Delivery Compliance**
  1. Antecedents
  2. How to anticipate and prevent the risks?
  3. Case study
  4. Conclusions

# SNAPSHOT ABOUT MY COMPANY





Launch of liquid bouillon in Spain

2000



Launch of liquid bouillon in Italy

2010



Launch of Yatekomo

2013



Launch of Saikebon

2014



1995

Beginning of the operation in the former Soviet Union



2007

GB & Star become one group

Gallina Blanca



2012

Agrolimen takes control of the whole group

Agrolimen<sup>71</sup>

2015

GBfoods, NEW Corporate Group Identity

GB FOODS

2017

Significant growth in Africa



	 Office	 Factory
<b>WESTERN EUROPE</b>		
<b>SPAIN:</b>	HeadQuarters	5 Factories
<b>ITALY:</b>	1 Office	1 Factory
<b>HOLLAND:</b>	1 Office	
<b>RUSSIA &amp; CIS</b>		
<b>RUSSIA:</b>	1 Office	1 Factory
<b>AFRICA</b>		
<b>SENEGAL</b>	1 Office	1 Factory
<b>CAMEROON</b>	1 Office	
<b>MALI</b>	1 Office	
<b>IVORY COAST</b>	1 Office	
<b>NIGERIA</b>	1 Office	2 Factories
<b>ALGERIA</b>	1 Office	1 Factory
<b>GHANA</b>	1 Office	1 Factory
<b>GUINEA</b>	1 Office	
<b>TOGO</b>	1 Office	
<b>BENIN</b>	1 Office	
<b>MIDDLE EAST</b>		
<b>HONG KONG</b>	1 Office	
<b>CHENNAI</b>	1 Office	
<b>DUBAI</b>	2 Offices	





**TASTE  
ENHANCERS**



**SOUPS &  
LIQUID SOUP  
BOUILLON**



**TOMATO  
MAYONNAISE  
& SAUCES**



**READY  
MEALS**



**PASTA  
& RICE**



**TEA &  
INFUSIONS**



**MILK  
POWDER**

**Gallina Blanca**

**STAR**

**Grand'Italia**  
maestro pastaio

**JUMBO**

**Gino**

# ANTECEDENTS: THE PAST ...



Supplier



Factory

## The 80s' - GLOBALIZATION

- ✓ **FOOD SAFETY**
- ✓ **QUALITY**
- ✓ **PRICE**
- ✓ **AVAILABILITY**
- ✓ **...**





# THE PRESENT



WHITE PAPER  
ON FOOD  
SAFETY



**HACCP**



**TRACEABILITY**

# HACCP: Hazards - Products

## Should I worry about ...

By Dr Michael Mosley  
BBC

🕒 10 February 2017 | Health

### arsenic in my rice?

🔗 Share



ISTOCK

## Titanium dioxide may interfere in digestive processes: Study

By Will Chu , 17-Feb-2017  
Last updated on 17-Feb-2017 at 14:56 GMT

💬 Post a comment



Ingestion of titanium dioxide (TiO<sub>2</sub>) nanoparticles from products such as agricultural chemicals, processed food, and nutritional supplements is for the most part unavoidable. ©iStock/ClaudioVentrella

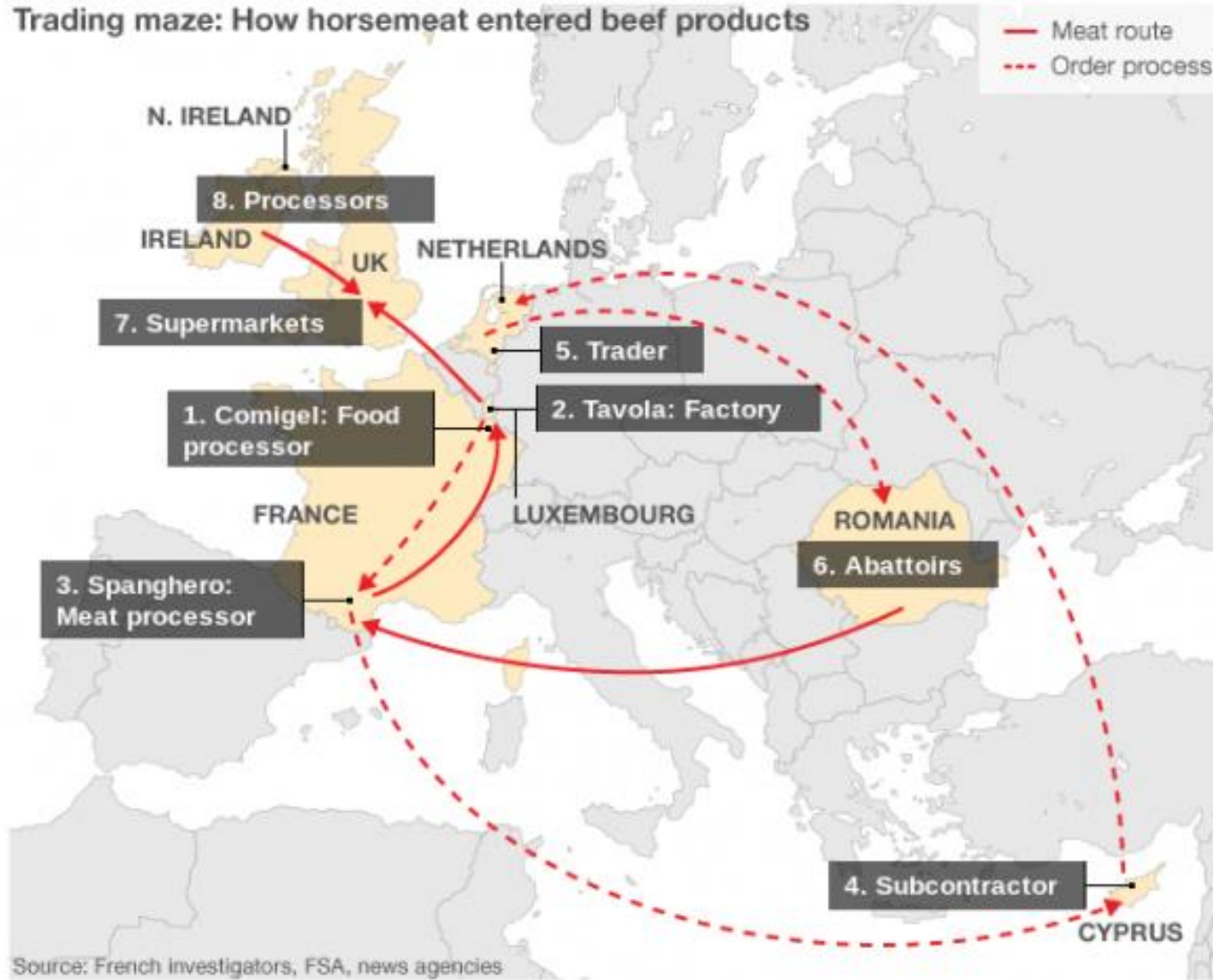
# HACCP: SUPPLIER RISK ASSESSMENT

~~ZERO RISK!~~



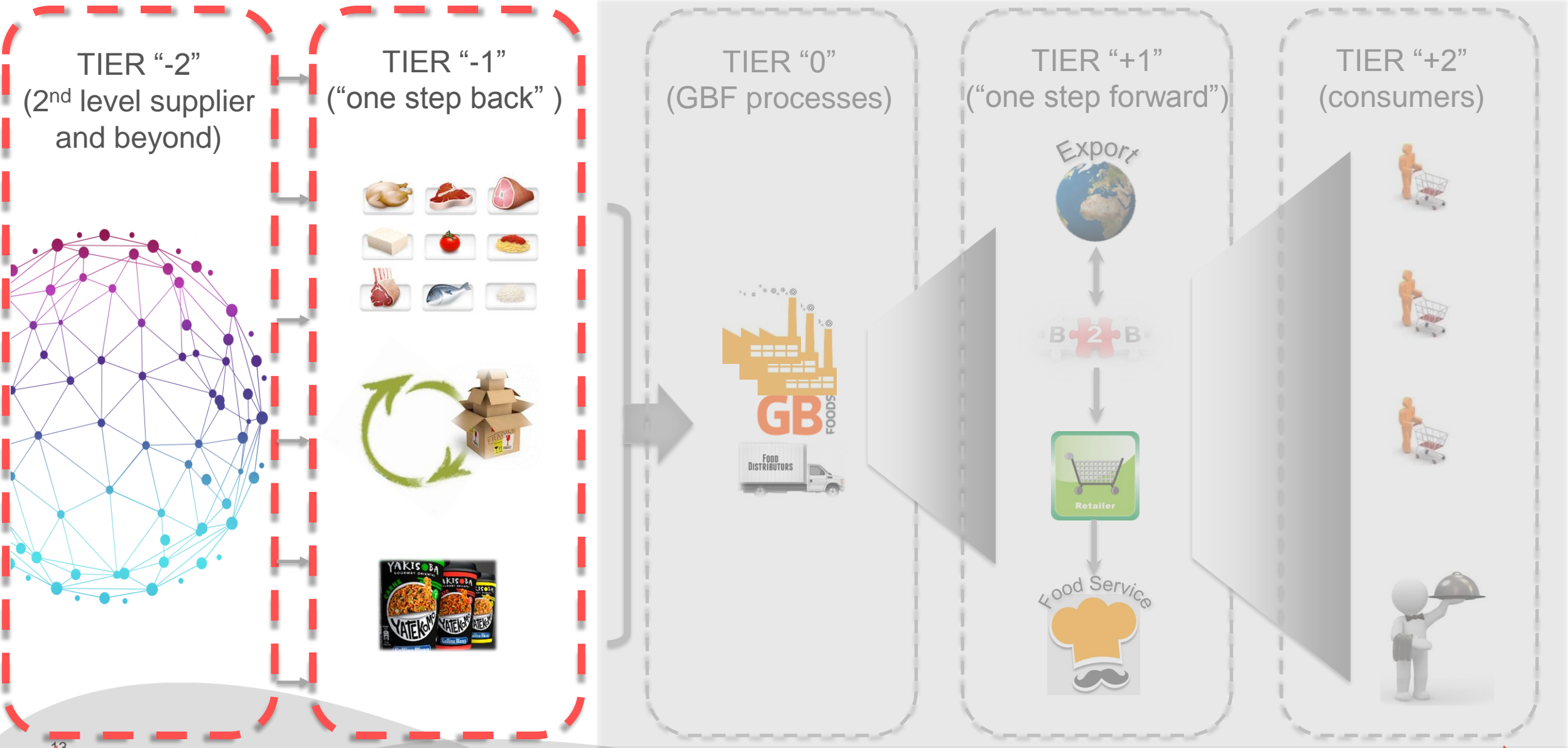
**TRUST IS GREAT...**

# TRACEABILITY: IS ONE STEP BACK ENOUGH?



- *Proximity*
- *Complexity*
- *Reliability*

# HOW TO ANTICIPATE AND PREVENT THE RISKS?



TRUST IS GREAT...

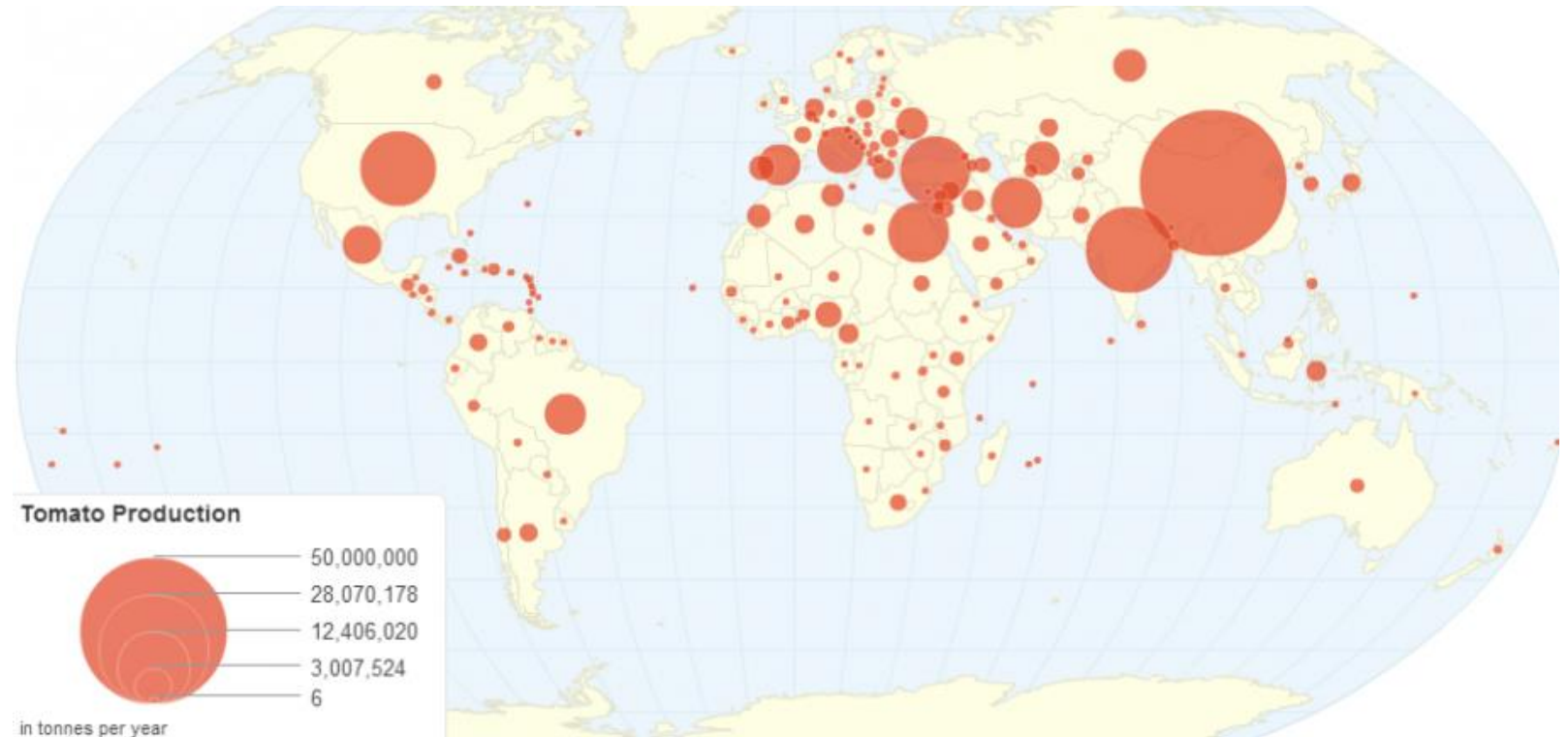
...BUT NEEDS VERIFICATION



**KEY QUESTIONS**

	Scenario
<p><b>Specifications:</b> What must we ask our suppliers?</p>	
<p><b>Compliance:</b> How can we get them involved ?</p>	
<p><b>Verification:</b> Which tools do we have?</p>	
<p><b>Traceability:</b> How much information do we have from our supply chain?</p>	

# CASE STUDY: Concentrated tomato as a raw material



# PRODUCTION PROCESS FLOW



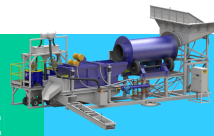
Nursery plant



Crop



Harvest



Concentrate production



Tomato Sauce Production



Storage







# CONCENTRATED TOMATO SUPPLY CHAIN



Concentrated tomato



# HOW TO MAKE THE CORRECT DECISION?

## Commodity

- Small quantities
- New markets
- Supply resources not on-site

## Taylor Made

- Specific requirements (eg origin, market)
- Reliable suppliers available

## In-house

- Investment justified by critical mass
- Specific requirements

# WHAT ARE WE LOOKING FOR ?



Which are the reasonable hazards to consider?

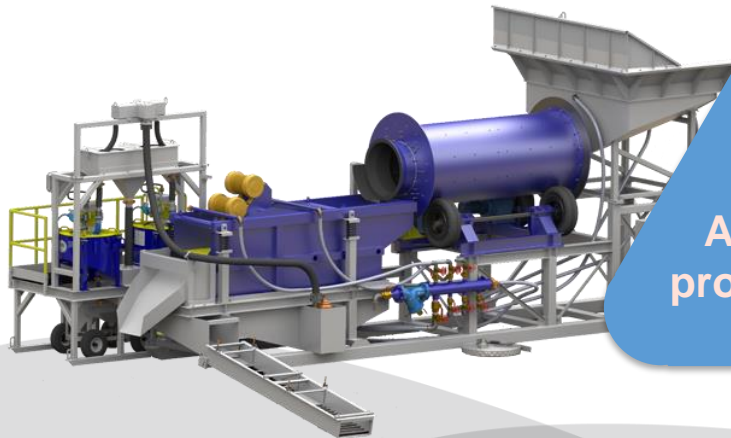
## HAZARDS

AD HOC AND REASONABLE  
**QUALITY PLAN**



## PROCESS

At which step of the process can we control the hazards?



## TRACEABILITY

How to assure to have information about the steps out of our control?



FOOD SAFETY  
**TRACEABILITY**



# COMMODITY



## PRIMARY PRODUCTION

## CONCENTRATE PRODUCTION

## TOMATO DERIVATIVE PRODUCTION

### Food Safety hazards

Pesticides

Pesticides  
Pathogens  
Environmental contam

Foreign bodies

Foreign bodies  
Pathogens  
Chemical compounds

Foreign bodies  
Pathogens



Nursery plant



Crop



Harvest



Concentrate production



Tomato Sauce Production



Storage

### Quality Plan Control measures



Pre-delivered samples

Pesticides  
Pathogens  
Environmental contam



Production supervision

Foreign bodies  
Pathogens

SUPPLIER TRACEABILITY

IN-HOUSE TRACEABILITY

PREVENTIVE ACTIONS

CORRECTIVE ACTIONS



# TAYLOR MADE



## PRIMARY PRODUCTION

### Food Safety hazards

Pesticides

Pesticides  
Pathogens  
Environmental contam

Foreign bodies

## CONCENTRATE PRODUCTION

Foreign bodies  
Pathogens  
Chemical compounds

## TOMATO DERIVATIVE PRODUCTION

Foreign bodies  
Pathogens



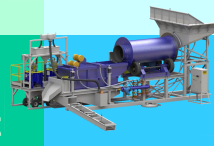
Nursery plant



Crop



Harvest



Concentrate production



Tomato Sauce Production



Storage

### Quality Plan Control measures

Agreed specifications

Supplier Audits

CoA & Sampling

Production supervision

Foreign bodies  
Pathogens

Pesticides  
Pathogens  
Environmental contam

SUPPLIER TRACEABILITY

IN-HOUSE TRACEABILITY

PREVENTIVE ACTIONS

CORRECTIVE ACTIONS



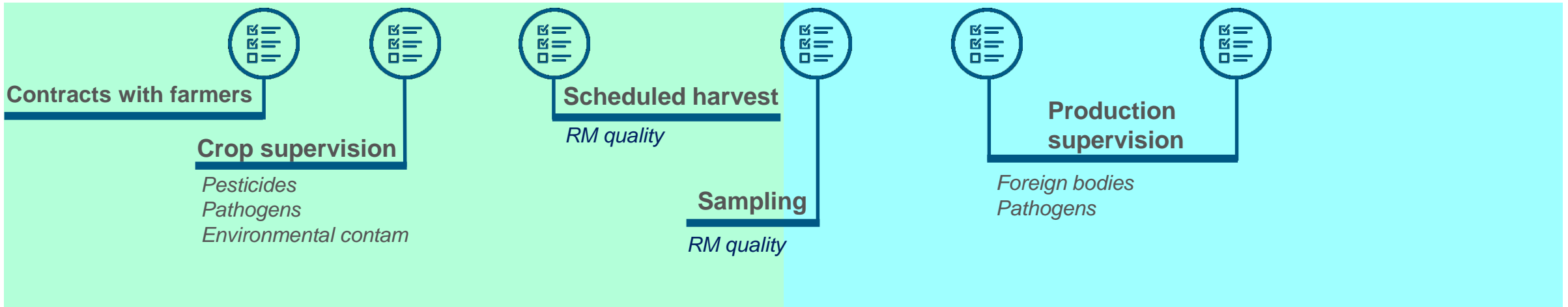
## PRIMARY PRODUCTION

## CONCENTRATE & TOMATO DERIVATIVE PRODUCTION

### Food Safety hazards



### Quality Plan Control measures



## IN-HOUSE TRACEABILITY



## PREVENTIVE ACTIONS

## CORRECTIVE ACTIONS

## KEY QUESTIONS

	Scenario		
	Commodity	Taylor Made	In house
<b>Specifications:</b> What must we ask our suppliers?	Meet our specifications	Agree with specifications before production and show compliance	Sign a crop contract
<b>Compliance:</b> How can we get them involved ?	Rather difficult. Supplier selection	Long term agreement	Payment based on product quality
<b>Verification:</b> Which tools do we have?	Pre-delivered samples	Quality Agreement Quality audits Certificate of Analysis Quality verification at reception	Crop follow-up
<b>Traceability:</b> How much information do we have from our supply chain?	Just one step back	Up to farmer	From farm to fork



- ❑ **Make your quality plan specific for the scenario you have.**
  - ✓ *Our quality plan responds to the different answers in the scenario we are.*
  - ✓ *There is not an standard quality plan that can be always applied.*
  - ✓ *There is not an unique answer to the questions we have*
  
- ❑ **Risks shall be managed at the earliest possible stage.**
  - ✓ *Each production process has its own risks.*
  - ✓ *The more involved we are in the process, the earliest we can manage the risk.*
  
- ❑ **The less confidence you have the more controls you need to carry out.**
  - ✓ *Trust supplier relationship management is an essential requirement*
  - ✓ *Supply chain globalization has made more difficult the risks control.*

# Acknowledgements



- **Silvia Ramorini**
- **Oscar Cabodevila**
- **Antonio Calle**
- **Servando García**
- **Dr. Felix Sancho**

**Gerard Chalons**  
Corporate Quality Manager

T. +34 696409391  
gchalons@thegbfoods.com  
www.thegbfoods.com



**GB** FOODS

**Gallina Blanca**

**STAR**

*Grand'Italia*

**JUMBO**

**Thank You**