Naturland
From Farm to Future

Product flow, traceability and harvest estimate

Ulrike Schöttner

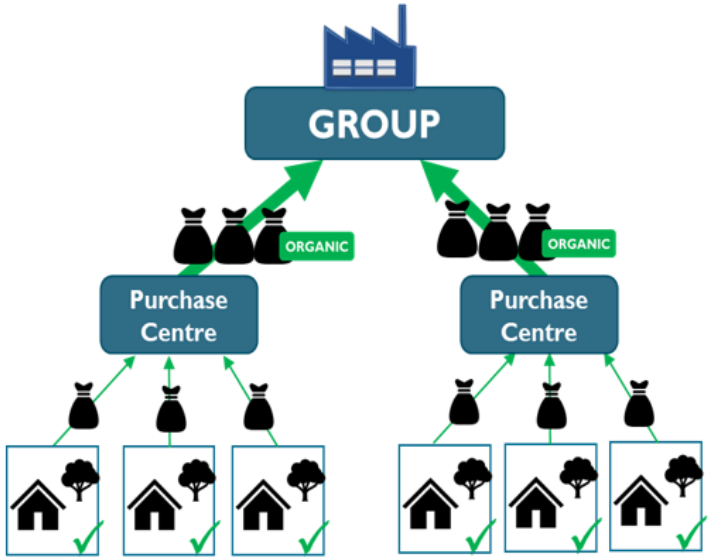
Product flow & traceability

Goal: the organic product remains organic during the whole flow of goods
= guarantee the integrity of the organic certified product

Requirement: Full traceability back to the farmer

Product flow & traceability

The ICS needs to have control over all activities and quantities in the respective part of the supply chain.

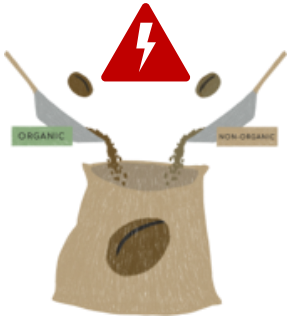


Activities in the product flow

- → **Marketing** of the products by the GoO
- → **Storage, Preparation**
- → **Purchasing or collection** of the products from each member including a **cross-check of delivered quantities with yields** of each member
- → **Production** and harvest
- → **Purchase and distribution of farm inputs** incl. seeds or plant reproductive material

Records must be kept for all activities and quantities at all stages.

Product flow along the supply chain



Tasks of the ICS

- Set requirements for documentation & procedures
- Check consistency and correctness of documentation and product flow e.g., based on risk, with spot checks, presence during buying procedures, on farms ...
- Include supervision of collectors
- Identify risks in the product flow
- Train and inform farmers/collectors on product flow requirements

Product flow & traceability

Procedure	Checkpoints & Documentation
Storage/processing on farm after harvest	• Contamination and mingling risk • Clean and dry conditions • Protection against insects & other animals • Adequate packaging • Use of ingredients or additives • Selling to different buyers?

Product flow & traceability

Procedure	Checkpoints & Documentation
Delivery to collector/ purchasing center	• Check ID of farmers & certification status for the respective crop (updated list of members) • Check of product quality • Check of supplied amount with harvest estimate • Weighing & pricing • Buying list: purchased amount, farmers ID, date, price, organic quality (Naturland) • Issue receipt to farmers: farmer ID, date, quantity, price, organic quality (Naturland)

Product flow & traceability

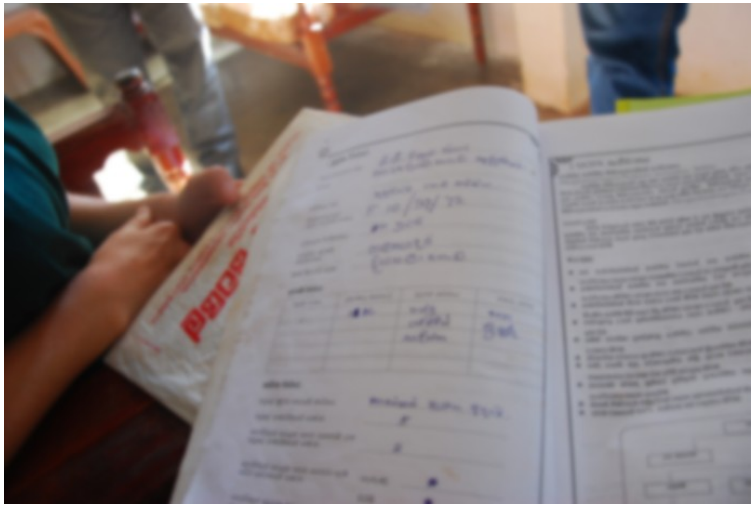
Procedure	Checkpoints & Documentation
Storage at collector	• Distinctive labelling • Clear separation & comingling risk e.g., distinctive areas for organic products • Stock registers (entrance and exit receipts) • Adequate packaging e.g., distinctive color for organic products • Protection against insects & other animals

Product flow & traceability

Procedure	Checkpoints & Documentation
Delivery to processing/trader	• Trucks: consignment note & copy of buying list • Contamination by previous truck loads • Comingling risk • Document incoming goods and issue receipts

Documentation to be kept on farms

- **Harvest records** (actually produced amounts), whole harvest!
  Also, if supplied to other buyers
- **Selling receipts**
- **Documentation of farming activities**
- Illiteracy: field officers may help if frequently on farms



Further documents (not related to product flow):

- **Membership agreement**
- Farm maps
- Results of the last internal inspection
- Training records

Harvest estimation

What is the harvest estimate needed for?

→ Determine the expected production, yearly update!

→ Control of product flow – cross-check with actual yields, gives an idea of integrity risk!

Must be available for every farmer and crop prior to the harvest.

Harvest estimate

Example: **How to get an adequate harvest estimate**

- Estimate from farmers/field officers
- Verification by internal inspector, entered in members list
- Basis for buying procedure
- Cross-check with actual yield
- Use cross-checked data for future yield estimates

Crucial: Trained and informed ICS staff!

Risk assessment

- ICS must conduct a comprehensive **risk assessment** covering the entire production flow:
  - ✓ Field production
  - ✓ Collection & purchase
  - ✓ Storage & transport
  - ✓ Processing & export
- **Precautionary measures** must be then be taken to minimise the identified risks
- Risk assessment and precautionary measures must be kept up to date



Assessment and precautionary measures must sufficiently address Naturland-relevant aspects

Risk assessment

Identify potential risks that may exist within your project

Identify measures to minimize these risks!

Examples:

Farm level
Pest or disease pressure recently?
Public subsidy programs for agro-chemicals?
Same price for organic as for conventional?
Social responsibility issues?

Internal Control/staff
Sufficient staff to manage everything?
Sufficient financial resources?
Conflicts of interest?
Regional conflicts/difficulties to access some areas?

Transport, storage, processing, export
Different actors involved (collectors, sub-contractors…) ?
Potential for commingling of certified and non-certified goods?
Consistent lot identification system implemented by everyone?

Den ökologischen Wandel der Welt gestalten.

Naturland
Verband für ökologischen Landbau e.V.
Kleinhaderner Weg 1
82166 Gräfelfing

+49 (0)89 898082-0
naturland.de