

# **Together for tomorrow**



## 35 years serving Hungarian livestock farming





Hungary's agriculture and livestock farming have long traditions and are a mainstay of the country's economic performance. Consequently, whoever plays a leading role in the sector shoulders a wonderful but heavy responsibility. As an important link in the agricultural product supply chain, VITAFORT ZRt. serves Hungarian livestock production through its animal nutrition systems. With its nationally renowned professional experience, market expertise and local knowledge, the company in the forefront of the Hungarian feed market has reached a major milestone this year. Feed production in Dabas began 35 years ago and we have been cooperating with our French partners Union InVivo for 25 years.

Just as a good farmer casts an eye over his crops before harvest, this special anniversary is an opportunity for our company to look back. The way forward is never straight but twists and turns up blind alleys, yet we know that this is the order of things. We assess how far we have come, summarise the progress made hereto and set off towards the tasks of the future, the doors that are open.

The soil, air, sunlight, atmosphere, rain, everyday natural transitions and regeneration affect agricultural output both directly and indirectly. Thus predictability and providing guaranteed quality for our partners in all areas are important. We are proud that our business relations are characterised by such universal values as commercial discipline, correctness and reliability, not to mention expertise and professionalism.

Our success and achievements are the result of the human factor. In day-to-day work I see how experts at our company superbly combine their own ideas with community solutions derived from the fusion of individual creative freedom and team spirit. Thus we are committed to nurturing the upcoming generation of agricultural specialists.

And what will the future bring? Change is inevitable and progress is unstoppable.

However, we have to mark out the way forward together. We can only truly perform well when we have the right incentive to break new ground and enjoy the support of our customers, the Vitafort team and our excellent professional partners.

Our 35 years of experience and the rallying cry of innovation are essential to creating the conditions for successful Hungarian livestock production and making them reality together with you. We must continue to strive towards novel, value-creating and economical products.

In the future strengthening partner relations and paying constant attention to farm work will remain our first concern. We will show the way through our range of modern products, innovative and partner-specific services, and serving you to the highest standard.

We are grateful for the trust of our cooperating partners and suppliers.

Zoltán Kulik CEO





# World-class animal nutrition in Dabas

Vitafort First Feed Production and Distribution Zrt. is one of the most dominant feed companies in the Central European region. This major firm at the forefront of the Hungarian feed market produces more than 850,000 tonnes of complete in feed equivalency, which means that it coordinates more than 25 % of the feed supply in Hungary.



Leading feed production and animal nutrition firm-services

- More than three decades of experience in the profession
- Excellent quality feed for all farm animals and age groups
- Animal nutrition and livestock production services
- Partner-specific feeding systems, customised farm management
- Trade in raw materials
- Sales and professional presence at home and abroad

### What we are proud of













Full product range for all farm animals and age groups. Over 50 % of the product structure is comprised of premixes and concentrates, while 30 % is compound feed

- I vitamins and mineral supplements
- micro-element and micro-element compositions
- I premixes, super-premixes, supplements
- concentrates
  - I complete feed stuffs
  - bypass protein products
  - I raw materials for feed











### VITAFORT-COMBIFEED S.R.L.

The Moldavian feed market leader

#### VITAFORT-COMBIFEED S.R.L.

**Established:** 1999 | 100 % owned by VITAFORT ZRT. **Seat:** Chisinau, Republic of Moldova



# HUNGARIAN TRADING HOUSE

Presence in South-East Asia

**Established:** 2014 **Seat:** Vientiane, Laos



## SC MEDICOM S.R.L.

Traditional market relations in Romania

SC MEDICOM S.R.L. Established: 2002 Seat: Cluj Napoca, Romania





Established: 2015 Seat: Dabas, Hungary



### From yesterday ...



technologies in the Animal- & Food Producing Industry. Being present in 10 countries of Central . East Europe, NOACK products cover Animal Feed, Agro-Food **Diagnostics**, Veterinary Diagnostics and Analytical Instruments

#### Animal Feed

Feed Additives

mány-kiegészító

Analitikai műszerek

Élelmiszer diagnosztika

Veterinary

Diagno

Állategészségügyi diagnosztika

www.noackgroup.com

- Feed Optimization
- Milk Products
- Pellet Durability Testers
- Premixes
- Preservatives & Silage Additives
- Proteins for Young Animals
- Rumen Bypass Products

ségügyi diagnosztika és az analitikai műszerek területén. Takarmánykiegészítők

élelmiszeripart. Közép-Kelet Európa tíz országában vagyunk jelen NOACK ter-

mékekkel a takarmánykiegészítők, az

élelmiszer-diagnosztika, az állategész-

- Takarmánykiegészítők
- Takarmány optimalizálás
- Tejporkészítmények
- Pellet tartóssági tesztelők
- Folyékony vitaminok
- Tartósítószerek & silózási adalékanyagok
- Fehérjekészítmények fiatal állatoknak By-pass fehérjék

Tel.: +36-1 246 65 27 | Fax: +36-1-246 69 30 | Email: noackhu@noack.hu

6

### ... to tomorrow



From the Millennium ...

... until today



#### Elérhetőségek

Please reach us for up-to-date information on purchases and sales at one of the below contacts: **Glencore Grain Hungary Kft.** – H-1138 Budapest, Népfürdő utca 22. B/14. Telefon: +36 1 451 4010 | Fax: +36 1 451 4041 E-mail: info.budapest@glencore.com | Web: www.glencore.com | www.glencore.hu



The trade operations of Glencore Hungary provide a reliable framework for the activities of Hungarian producers and farmers. With Glencore, the crops of Hungarian producers can appear on the global market and reach remote parts of the world. The side products of our vegetable oil production operations, meal and husk, are also put to good use: we sell meal for animal feed and use husk to generate renewable energy.

We are always open to new partnerships and positive cooperation.





### 5 plants in the same hands at the same place

### Full production range

Thanks to the continuous developments in production technology, we manufacture excellent quality products in 5 production plants on our 11 hectare site.

#### PREMIX PLANT

Production of standardised premixes, premixes and supplementary feeds (0.5-6 %), different vitamin and micro-element premixes. Production is fully automated and computer-controlled, and is integrated into the company management system.

#### Vertical system feeder

- 44 component tanks: 600-4,000 litres
- 3 scales: 50 kg, 100 kg, 800 kg
- Measuring accuracy: 20 g per component
- Cycle time: 5 minutes

#### Paddle mixer

- Mixing capacity: 400-800 kg
- Cycle time: 30 seconds, homogeneous mixing, cv value 3.6
- Residue-free discharge system

Fully automated bagging machine, 500 bags per hour





#### CONCENTRATE AND COMPLETE FEED PLANT

Production of concentrates and complete feed, mash, pellet and crumble products.



The fully automated machine line, computer process management system and automated technology ensure product safety to European standards.

- 4,000 litre mixer
- Mixing cycle time: 4 minutes
- I Two granulating units
- 200 m<sup>3</sup> bulk complete feed storage unit
- 500 bags per hour capacity, fully automated bagging and palletizing unit

#### **EXTRUSION PLANT**

Extruding grain (maize, wheat, barley) and soya.

#### LIQUID VITAMIN PLANT

Production of liquid and water soluble powder vitamin supplements for backyard and farm animals.

#### **DUO PASS PLANT**

Our latest production unit, which produces our in-house development, the innovative DUO PASS rumen protected protein product family. Mono Pass (MPS) soya, Duo Pass (DPS) soya, (DPN) sunflower and (DPM) MIX soya + sunflower, Duo Pass rape.









# Feed safety for food safety

### Sound basis – a priority

Food chain safety is regulated by the certified systems (TÜV-SÜD) ISO 9001:2008 and HACCP, which apply to all activities.

#### ISO 9001:2008

Introduction of the quality management system

#### НАССР

Introduction (2006) and maintenance of the food safety system



### Vitafort Chemical laboratory

National Accreditation Board accredited laboratory since 1998

#### Established: 1990

Serving quality control, product development and R&D activities. Carrying out laboratory work of consultancy assignments for partners. Designing quality management systems.



### Mikrolab Kft. Microbiological laboratory

National Accreditation Board accredited laboratory since 2007

#### Established: 1990

Testing for the presence of natural functional and pathogenic microorganisms in feeds and feed supplements. Microbiological analysis to identify vitamins and antibacterials and measuring mycotoxins. Microbiological analysis and assessment of farms, livestock facilities, hatcheries and feed mixers.



# Feed sales and raw materials trading



at 108 large farms

### Sales channels

#### Large farm sales, customer service

Partner-oriented business policy, professionalism, services, farm management.

Almost 70 % of sales are made to partners with large livestock farms. Specialists in the sector, regional sales consultants and veterinarians coordinate their activities to provide partner-specific services in the interest of long-term cooperation and efficient farming.

#### Nationwide retail trade

National coverage through local feed stores and retail outlets.

#### Broadening horizons in export markets

Steadily increasing presence in Eastern European markets: Republic of Moldova and Romania.

Major cooperation programme in South-East Asia.

# Procurement and sales of raw materials

Fresh raw materials, swift delivery, optimal stocks, flexible service. Products procured from suppliers of raw materials of world repute are accepted through a quality control system. Sales of protein and protected protein products, and grains at home and abroad mainly among feed market partners.





### You need a team



"Your computer does not work according to your wishes but to your instructions."

**István Németh** Head of Information Technology Department "Don't aim to be successful but valuable. Success can be attained by false means while creating lasting value involves far more sacrifice and humility."

Imre Szegszárdy Sales Manager "You can't always do what you have to, but you always have to do what you can."

**Mrs Anna Sarai** Deputy CEO "If you can give an account of your deeds, you have a past. If you are willing to plan, you can look to the future."

**Sándor Duchaj** Chief Financial Officer

### Reliability, expertise

#### Intellectual freedom and team spirit

Vitafort Zrt. is a major employer in Pest county. The dedicated daily work of our more than 150 employees is the best evidence of the triumvirate of our values: reliability, professionalism and innovation. "What is difficult takes some time to solve. What's impossible takes a bit more time."

**István Kucsák** Head of Raw Materials Trade Department "Everyone knows that some things can't be done. But then someone turns up who is not aware of this and does them."

Dr. Balázs Gregosits R&D Director "Every solution that is not good takes you nearer to a good solution."

**Sándor Baráth** Production Manager "When you have exhausted all options, remember that there must be something else."

Mariann Touré Deputy Business Manager



"The big secret lies in doing good things well."

András Ormos Project Manager "Good animal nutrition is the practice of science and the science of practice."

**Dr. György Koppány** Science Director "I think for the best, I act for the best, so I count on the best."

**Mrs Agnes Schulcz** Quality Control Manager "What could be better than liking what we do and knowing that it has value?"

**László Gér** Eastern European Exports Manager

### Training young agricultural professionals

#### Fresh human resources for the future – Study freely with our support!

"Study freely with our support!" is Vitafort's scholarship programme at the Szent István University in Gödöllő providing financial and professional aid for 5 to 6 young MSc students each year.





# Services with high added value







### On-farm cattle feeding services

#### Metabolic profile tests

Blood, urine and hair analyses are done once or twice a year to ensure sound animal nutrition, to optimise feed formulation and to maintain the balanced health situation of the herd.

#### **Reproductive biology test**

A multi-level programme involving a veterinary specialist in animal reproduction. Onfarm assessment of the reproductive state of the herd, extending the programme through recommendations, the introduction of synchronisation methods and on-the-spot ultrasound tests.

Biopryn blood testing to detect early pregnancy (from 30 days after service) and cyclic diagnostics of empty cows in 3 days.

#### Development of udder health programme

Checking the udder health of the herd.

#### **On-the-spot carotene blood test**

A rapid blood analysis device determines the carotene level of blood samples taken on the farm.

#### **Full laboratory service**

### A portable AGRI-NIR analyser is used to test forages and grains on the spot in next to no time.

Testing of bulk feeds and nutritive mixes similar to an accredited chemical and microbiological laboratory, analysis and assessment of trough samples of TMRs, swab tests, etc.

#### TMR separator

Checking the composition of TMRs.

#### Manure separator

Checking the degree of utilisation of the consumed feed mixes.

# Services with high added value



## On-farm pig feeding services

#### Full laboratory service

Full testing of feed rations similar to an accredited chemical and microbiological laboratory, analysis and evaluation of complete feed samples. Checking the microbiological and toxicological status of feeds, control of raw materials.

#### Animal health service

Vitafort Zrt. lays particular emphasis on achieving stable state of health on farms. Conceiving, maintaining, checking and advising on vaccination and medication programmes. Special tests involving external veterinary specialists, regular farm visits, communication with competent authorities.

#### Animal hygiene and husbandry technology advice

Special tests are conducted using external veterinary specialists in the event of animal health or hygiene problems.

#### **Efficiency of disinfection tests**

Swab tests to establish microbiological infection, determining the efficiency of disinfection, and giving hygiene and disinfection advice.

#### **Reproductive biology service**

Conducting on-farm reproductive biology tests, partner-specific solutions.



### HUNGARIAN CORN – NATURALLY!

As the most significant corn processing company in Europe, Hungrana Starch and Isosugar Manufacturing and Trading Co. Ltd. has been a definitive player in the Hungarian food industry for more than 100 years.

Day by day, consumers can encounter the sugar and starch assortments, alcohol and feed commodities produced here when they purchase dairy products, pastries, jams or soft and alcoholic drinks, or even when they take the paper packaging for these into their hands.

The plant has undergone constant development and expansion which continues to the present day. We are steadily increasing the efficiency of our plant and developing new products, while the corn-processing capacity has grown from 400 tons/day in the mid-90s to almost 3500 by the present day.



HUNGRANA KFT. H-2432 SZABADEGYHÁZA, IPARTELEP INFO@HUNGRANA.HU WWW.HUNGRANA.HU

#### Natural sweeteners

- Isosugar
- Glucose syrups
- Crystalline and liquid dextrose
- Fructose
- Maltodextrine

#### Starchers

- Native corn starch
- Other starch derivatives
- Native wheat starch
- Potato starch

#### Special food ingredients

· Vital wheat gluten

#### Ethanol products

- 96% rectified spirit
- 99% anhydrous ethanol
- Bioethanol

#### Feed materials

- CGF (corn gluten feed)
- CGM (corn gluten meal)
- Corn germs

#### Biofuels

GreenPower E85



**DUO PASS** PRODUCT FAMILY HIGH BYPASS RUMEN PROTECTED PRODUCTS WITH DOUBLE PROTECTION

Top-ranking R&D In-house developed innovative solutions





### New dimensions for efficient farming

Dual protection, rumen protected protein products manufactured by special technology for economical milk production. The unique dual protection is a patented process. Vitafort is the sole distributor of Duo Pass products in Hungary.

#### The Duo Pass product family

- DPS | soya DPN | sunflower DPM | soya + sunflower
- High UDP value, excellent post-ruminal digestibility
- Extra source of energy (added hydrogenated palm oil and sugar)
- Excellent flavour, easy feeding

### Cross-border professional success

#### Duo Pass© production know-how transfer

International interest in Duo Pass© production know-how is strong.

For the first time in the history of our company we have sold an intellectual product to Western Europe. In 2014 our French shareholder began producing rumen protected products with Duo Pass© technology at a plant built in France.



# Prize-winning innovative developments



### DUO PASS | Vitafort Zrt. 2012







Fresh-GO & Drench GO 2014 Adexgo Kft. – Vitafort Zrt. – Experimetria Kft.

ADEXGO



1<sup>st</sup> prize in the Animal Nutrition category in the "Product Prize for Hungarian Livestock Production" contest at the 19<sup>th</sup> Hungarian Great Plain Animal Husbandry and Agriculture Days Exhibition and Fair.

The Duo Pass product family, bypass soya and sunflower products produced with innovative dual protection: DPS, DPN, DPM.

2<sup>nd</sup> prize in the Animal Nutrition category in the "Product Prize for Hungarian Livestock Production" contest at the 20<sup>th</sup> Hungarian Great Plain Animal Husbandry and Agriculture Days Exhibition and Fair.

Mela Dry is made from molasses, a by-product of refining sugar, by a patented drying process. It has a beneficial effect on milk production during lactation.

1<sup>st</sup> prize in the Animal Nutrition category in the "Product Prize for Hungarian Livestock Production" contest at the 21<sup>st</sup> Hungarian Great Plain Animal Husbandry and Agriculture Days Exhibition and Fair.

Fresh-Go and Drench Go are complementary feeds for dairy cows to prevent subclinical and clinical metabolic disorders in the transition period.





# Related services

# Feed mill investments and reconstructions

#### Priority given to a sound technological base

Greenfield investments, full or partial reconstruction works of Feed mills, technological developments, upgrades, design and construction of Feed mills.

In Hungary we have undertaken reconstruction works for almost 10 % of Feed mills operating under licence with a total capacity in excess of 500,000 tonnes per annum.

# Devising and operating the quality management system

#### System encapsulating quality

Conceiving and advising on quality assurance and HACCP systems for feed plants, preparing official permit applications, communication, and laboratory services.







# Animal nutrition symposia and publications

**Professional events with Hungarian and international experts** National animal nutrition symposia, roundtable discussions, lecture tours involving the sector's top professionals. Study tours, international meetings, animal nutrition innovations for partners.

VitaCowHír and VitaPigHír self-published sectoral magazines



### What is the main profile of Adexgo Kit.?

**ADEXGO** 

 Production and distribution of own developed, rumen protected and retard feed supplements manufactured with unique production technology,

oprofessional consulting and development of farm monitoring systems,

T +36 87 580 123

....and everything which is a NOVIELITY FOR OUR PARIMERS!

🖂 info@adexgo.hu

ml.opeba.www

oproductdevelopment

forfeed manufactures,

Clungarian representation
of company producing
herbal supplements



## 25 years of professional relations with France



The Union InVivo Group has been an affiliate of Vitafort since 1991. Our professional investor has gained a global reputation over the last 25 years and has production units in 28 countries besides France and Hungary. Vitafort has operated under unchanged Hungarian majority ownership for 25 years.



South Afrika



### France's leading cooperative association



# InVivo in animal nutrition

This feed production and service company has over 60 years of experience. Over half the revenue from products based on French animal nutrition methods tailored to local conditions is realised in export markets.





# Amit az elején megnyerünk, az a végén is megmarad!

What we gain at the beginning is still there at the end!

#### Gyors és ellenőrzött takarmányfelvétel Rapid and controlled feed consumption



Szigorú alapanyag ellenőrzés Rigorous raw material selection

A Youpig az InVivo Animal Nutrition and Health által kifejlesztett malactápszer termékcsalád. Több éves tapasztalataink igazolják, hogy a kiváló és stabil minőségű prestarterek a sikeres sertéstartás alappillérei és egyben szilárd alapjai a Partnereinkkel történő közös munkának is.

A Youpig prestarterek használata gazdasági előnyökkel jár a gazdálkodók számára, ami jobb termelési eredményekben, gyorsabb növekedésben ezáltal gyorsabb elkészülési időben realizálódik.

Youpig is the range of prestarter feeds for piglets designed by InVivo Animal Nutrition and Health. Our long term experience proves that the high and stable quality prestarters are the pillars of success in pig production and are the solid basis of cooperation with our Partners.

The use of Youpig prestarters brings economic advantages to pig producers and manifests through better performances, quicker growth thus shorter preparation period for slaughter.

# Cooperation without frontiers, common goals



25 éve együtt | Ensemble depuis 25 ans

### 25 years of cooperation

InVivo NSA coordinates the activities of several hundred animal nutrition research engineers and technicians, and numerous international research institutes at 13 applied research facilities in a number of countries including France, Vietnam, Brazil, Indonesia and India.

- Close working relations, spectacular results
- Commercial and R&D activities, expert meetings
- I Optimising formulations
- Animal nutrition services in the pig and cattle sectors



# Joint achievements



2011 Newean calf milk replacers in Vitafort's product portfolio

### 2012 PhysioLick ruminant licking buckets





### 2014 Transfer of Duo Pass production know-how, plant construction in France



2015 Neovia additives in formulation for the domestic market



# Mi is egyedülálló benne?

# What's so unique inside?



— Kérdőzőknek / *For ruminants* —

Az InVivo Animal Nutrition and Health által kifejlesztett egyedülálló PHYSIOLick nyalótömbök bizonyos termelési fázisokban a kérődzők speciális szükségleteit kielégítve javítják a teljesítménymutatókat.

Designed by InVivo Animal Nutrition and Health, PHYSIOLick is a unique range of licking buckets for ruminants meeting their specific requirements throughout their production cycle to improve their performances.









#### VITAFORT FIRST FEED PRODUCTION AND DISTRIBUTION ZRT.

H-2370 Dabas Szabadság út 3.

Tel.: + 36 29 360 155 Fax: + 36 29 362 360

www.vitafort.hu vitafort@vitafort.hu