

5th International Conference On The Organic Sector

The interest of a
German organic farmers' organization to secure
supply of grain reliably and in high quality
Amos Ramsauer, managing director

Agenda

1. Bioland Markt short introduction
2. Recent developement of the Western European market
3. Recent situation in Ukraine as export market for organic raw materials
4. Requirements and expectations
5. Demand for raw materials in detail
6. Our offers to Ukrainian farmers

Bioland Markt: Short introduction

- Special relation to Bioland e.V. largest non-profit organic farmer association in Germany
- Bioland Markt is one of the largest actor in the German organic grain market
- We maintain a network of customers in Germany and in many other European countries
- Our business relations are extended to more than 600 German organic farmers and more than 70 organic farmers in a lot of other European countries: E.g. Baltic countries, Poland, Czeck Republic, Slovakia, Hungary, Croatia, Serbia, Romania, Austria, Italy and since 2012 Ukraine
- Our offices is located in Berlin. Purchase representatives are working for Bioland in many other countries, like Mr. Alexey Kachkowski in Ukraine.
- Our other business segments are organic meat and organic seeds

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Recent development of the Western European market

- Gap between domestic production and demand is increasing
- There are a lot of activities to promote the domestic production operated by the state and by some counties
- Distinctive discussion concerning regionality of organic production
- Uncertainty and irritation regarding organic fraud related to imports, e.g. the latest skandal about contaminated sunflower cakes coming Ukraine

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Recent situation of Ukraine as an export market for organic raw materials

POSITIVE ASPECTS

- Ukraine is known for its large agricultural potential, a lot of interesting and requested products are able to grow in Ukraine (such as soy, sunflower, rape seed, spelt, high proteine wheat).
- A lot of serious pioneers are producing for many years
- Organic associations and support structures are present
- Conversion to organic farming makes sense for Ukrainian farmers – because of the independence of expensive agricultural inputs

Recent situation of Ukraine as an export market for organic raw materials

NEGATIVE ASPECTS

- Today organic end products with the declaration „EU – agriculture“ related to the European organic label can still not be produced with Ukrainian raw materials
- Fraud cases
- Perception of legal uncertainty also due to the military conflict in the Eastern part
- Difficulties to organize transports due to the recent economic situation of Ukraine – less trucks are available to transport goods into the EU.
- Sometimes opportunistic attitudes and shortterm thinking of Ukrainian organic farmers, which avoids long term agreements.

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Requirements and expectations

- Improvement of the organic certification / increase of legal certainty
- 100 % traceability
- Sustainable and long-term oriented farms concerning agricultural activities and attitudes related to the market
- Market and service orientation
- Credibility of motivation for organic agriculture
- Customers like to know where their products come from, that means that Ukrainian organic farms must be presentable regarding each aspect of their production

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Demand for organic raw materials in detail

- Sunflower (high oleic)
- Rape seed
- High quality wheat
- Soya
- Spelt
- Lupins

Required Certification

Mimimum: EU –organic

Fulfilling Bioland requiremts (checked by an additional audit operated by ABCERT

Bio Suisse (optional)

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Our offer to Ukrainian farmers

After successful check for Bioland requirements we would like to offer to you:
Long term cooperation including multianual contracts and
special advisory for production programm

Many thanks for your attention

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