

DutchFarm News ■ Update



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Dutch Farm moved to its new offices and laboratory

In the November 2001 issue of our Dutch Farm News Update we informed you already about the latest developments at that time.

Meanwhile Dutch Farm has moved completely to its new offices and laboratory at the Veemweg 1 in Barneveld, centrally located in the Netherlands.

After the G.M.P. inspection, executed on the 21st of November 2001 by inspectors of the Ministry of Health and the Ministry of Agriculture, Nature Management and Fisheries, we obtained our G.M.P. status also on our new location and thus we were allowed to move all production activities to the new building.

All production departments have been set up in the new style and now we are working on further enlargement of our production capacity by investing in larger sized machinery and production automation.



Together with starting up our activities in our new premises we have finalized the "construction" of the foundation under our company. Six years of hard work to become ready for the future are now behind us and the time has come to work on the further expansion of Dutch Farm Veterinary Pharmaceuticals BV in existing and new markets all over the world.



www.dutchfarm.nl

Since the release of our newly designed website in November 2001 and the update in June 2002, we have received a lot of positive response through our mailbox: not only compliments, but also many inquiries for more information from companies all over the world.

The "Dutch Farm photo tour" in our website has been completed now, so that the visitors can get a good impression of Dutch Farm.

Our on-line product

summary is amended regularly to keep it up-to-date.

Specially for our foreign distributors we have a copy of the website available on cd-rom, to give them the opportunity to introduce Dutch Farm to their customers off-line, for example through their laptop computer. If you like to have a copy, don't hesitate to contact your Dutch Farm sales manager.

In case our foreign distributors have their own website on-line, we offer the opportunity to create a link between our "world-map" and the homepage of our distributor.



Exhibition calendar

Dutch Farm Veterinary Pharmaceuticals BV is a frequent participant in some of the world's leading exhibitions related to the intensive animal production.

VIV Europe 2001 in Utrecht was a great success. We welcomed many existing customers from all over the world in our booth and made many new contacts.



In the forthcoming period Dutch Farm will be present at the following shows:

■ EXPOAVIGA 2002



Fira de Barcelona - Barcelona, Spain
5-8 November 2002.

Our standnumber is A117 in hall 2,
close to the entrance.

■ VIV ASIA 2003



Queen Sirikit National
Convention Center -
Bangkok, Thailand
5-7 March 2003.

Our standnumber is C2.B.002 in
hall C at the second floor, in front of
the stairs coming from level 1.

■ VIV EUROPE 2003



Jaarbeurs Exhibition
Center - Utrecht,
Netherlands
28-31 October 2003.

In case you plan to visit one or more of the above mentioned shows and need assistance in booking your accommodation or have other questions related, don't hesitate to contact Dutch Farm.

The history of Dutch Farm Veterinary Pharmaceuticals

When we talk about business and about developments and expansion of a company, the most common seems to be to look to the future; in Dutch Farm we believe that it is also good to look back sometimes to see all what have been reached and to judge the present in the right context.

The history of Dutch Farm Veterinary Pharmaceuticals BV started in 1960, in a village called Stroe where a small-scale producer of veterinary pharmaceutical products was established: Havee Company.

The preparations Havee then produced were mainly sold at the local Dutch market, under its customers' private labels.

In 1987, with the introduction of the new veterinary legislation in The Netherlands, Havee's establisher decided to sell his company to one of his good customers. After a few years of continuing activities and the removal of the company to a building in Barneveld, this new owner started export activities in 1990.

Mid nineties the company seemed to be at a dead end, because no investments

were made to prepare and develop the company for the future.

Negotiations led to a management buy-out by the present owners and directors, Maurice Breed and René Siedenburg, and to the establishment of Dutch Farm Veterinary Pharmaceuticals BV. In order to expand further, plans were developed to design and construct a completely new, G.M.P. certified plant, provided with all offices and facilities necessary.

In 1987 only four to five people formed the staff of Havee Company. During the first half of the nineties the staff was doubled to around ten. The company was then selling its products in seven countries.

At the beginning of the 21st century Dutch Farm's products can be found in 35 countries worldwide. Over 20 people are involved in the registration, product development, sales, production, quality assurance and office administration of Dutch Farm Veterinary Pharmaceuticals BV.

Export developments

Since we have been settled in our new building and don't need to put most of our energy in construction-related matters anymore, we are able again to place full emphasis on exploring and developing new markets, besides tightening our relations with existing customers. After Supat Wonglimpiyarat, our area sales manager Asia, began in 1999 with the introduction of Dutch Farm in several Asian countries, we expect our fast growth during the next two years in Latin America, Africa and Eastern Europe. In all regions, worldwide, we have welcomed new distributors, who are all extremely motivated to register and introduce Dutch Farm's products and capture a good share from their markets.

For a complete overview of the markets we are already covering, please visit our website. If you are interested in becoming a distributor for Dutch Farm, don't hesitate to contact one of our area sales managers.



Inside Dutch Farm

In this issue of the Dutch Farm News Update, we would like to introduce you to our quality-control laboratory. Under supervision of Robert Jager, our pharmacist and quality assurance manager, the laboratory staff consists of two persons: Ramon Suijker, head of the laboratory and Niels Heins, analytical chemist.

Till roughly three years ago, most of the laboratory works were contracted out to other commercial laboratories. In the old factory we faced a lack of space to build up and run a quality-control laboratory.

The first floor of the new building is completely occupied by Dutch Farm's quality department.

The tasks of the laboratory are related to all logistic and production steps, from raw materials till finished products.

Incoming raw materials are sampled conform European G.M.P. guidelines and tested according to written specifications and/or Pharmacopoeias. All raw materials are tested on identity and if possible the purity is checked and a qualitative analysis is performed. The identity of raw materials can be established with different methods, like FT-IR or UV/VIS-spectrofotometry. For quantitative analysis different apparatus are available, like the foresaid UV/VIS, a High Performance Liquid Chromatograph (HPLC) and a titration apparatus.

Semi-finished and/or finished products are analyzed according to written specifications and validated testing methods.

Further, the laboratory staff are responsible for keeping reference samples of all raw materials and finished products, for the calibration of all production equipment which can be

of influence on the quality of the products and for the monitoring of the watertreatment installation and the water what is used in the production process.

The QC laboratory is part of the validation team. If a (part of a) validation requires an analytical test, it is performed by them. The laboratory establishes, validates and implements all quality control procedures.

Beside the above mentioned activities and responsibilities, the laboratory is also committed to pre-production and even pre-registration activities. They are developing new recipes and executing test batches and stability tests.

In three years time our laboratory has become a very important element in our (pre-)production process. Thanks to the activities of our laboratory, the perfect quality of our Dutch Farm products can be assured.

Dutch Farm products

A new update of our Dutch Farm Product Summary is available and the updated on-line version of our catalogue can be found on our website www.dutchfarm.nl.



While in the past we have been focussing on pig farming, recently more and more products have been introduced to cover the needs of poultry farmers.

Outside Dutch Farm

An introduction to Anglo Corp SA de CV – Mexico

In September 1992 Dr. Edsel J. Bixler visited Holland to find a new source for veterinary pharmaceutical products at VIV Europe in Utrecht.

It was the first time Havee Company took part in a VIV exhibition and the company had just started its export activities.

The match was there, the producer and the distributor found each other. After the initial talks during VIV Europe, the negotiations continued and resulted in the agency and distribution agreement for Dutch Farm products in Mexico. The first registrations were made soon and in 1993 the first products were shipped from Barneveld to the seaport of Veracruz. After Dutch Farm's establishment in 1996 and the management buy-out from Havee Company, Dutch Farm continued the co-operation with Anglo Corp.

Anglo Corp is a Mexican company, dedicated to the sales and marketing of veterinary products in Mexico. Anglo Corp is active in the Mexican market since 1990 and works as the distributor of Dutch Farm products for a decade now.

Anglo Corp has 22 employees, including a chemist, veterinarians, agronomists, secretaries, truck drivers, salesmen, accountants and storehouse personnel. Sales are made directly to large farms on integrated operations. There is also a net of sub-distributors all over Mexico, selling to smaller farms and producers. Most of the sales are directed towards poultry, swine and dairy producers. So far, Anglo Corp's relationship with Dutch Farm has been profitable in

many ways. The quality of the products has been very good, which has helped Anglo Corp to develop a good market for the registered products.

The most successful Dutch Farm products in Mexico have been Gentamycin 10% inj, Iron Dextran 20% Special, Amoxicillin 15% LA inj and the injectable and oral vitamin preparations. There is a good potential for other products and sales grow every year. Dutch Farm and Anglo Corp have registered almost 30 products in Mexico so far and the range of products still increases every year. Anglo Corp is not distributing veterinary pharmaceuticals under other brandnames than Dutch Farm.



Mexico is the largest consumer of eggs per capita: about 330 eggs and this figure is increasing. The dairy herd is about 1.2 million and 8 million dual purpose cows in the tropics. The swine herd has about 14 million heads.

Anglo Corp is well known in Mexico as a reliable supplier of veterinary pharmaceuticals and a provider of a good customer service.

Dutch Farm is very proud and happy to have a distributor of this kind in a country like Mexico. During Dr. Bixler's stay in Holland in August 2002, the pending topics and new mutual business opportunities have been discussed as usual and Dutch Farm has expressed its words of thanks to Dr. Bixler for these first 10 years of co-operation.

As they are Dutch Farm's key-principles, we promised to continue working hard to remain a reliable, flexible, co-operative partner of Anglo Corp and a supplier of high quality veterinary pharmaceuticals!

A.S. Remedium – Estonia celebrates 10 years anniversary

Another 10 years anniversary was celebrated in Rakvere, Estonia, on the 16th and 17th of August 2002.

Soon after the independence of Estonia from the Soviet Union, Mr. Pentti Irväl established A.S. Remedium. During the first 10 years Remedium has captured a good share of the Estonian market with a wide range of products for Estonia's veterinarians and farmers from different sources. With a motivated and qualified team of employees a well organized company has been built up. Remedium is Dutch Farm's distributor in Estonia since 1999.

To show the suppliers, customers, authorities and employees its appreciation for the successful co-operation, a reception was organized on Friday evening, a sightseeing tour through Northern Estonia was made on Saturday and the celebrations ended with a traditional Estonian country party till sunrise on Sunday morning. It was an unforgettable experience to be part of their celebrations and Dutch Farm likes to thank Remedium for the nice co-operation in the past and wishes the company all the best in the future. Let's work together on a further expansion of our mutual business!

