



How to make protein crops profitable in the EU?

The EU Feed Industry perspective

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Budapest, November 27th 2014

FEFAC in a nutshell

- Created in 1959 – 50th Anniversary in 2009
- Represents industrial compound feed and premix manufacturers
- 28 Members:
 - 23 Member Associations from 22 EU Member States
 - 3 Observer Members (Turkey, Serbia, Russia)
 - 3 Associate Members (Switzerland, Norway, EMFEMA)
- Represents 153 mio to of industrial compound feed in EU-28 (2012)
- 7 Technical Committees to assist the FEFAC Council
 - Animal Nutrition
 - Industrial Compound Feed Production
 - Premix & Mineral Feed
 - European Feed Manufacturers Guide (EFMC)
 - Fish Feed
 - Milk Replacers
 - Sustainability: **NEW !**



Active Members

VFÖ	Austria	1995 (1964)
APFACA/BEMEFA	Belgium	1959
BFMA	Bulgaria	2013
CFIA	Croatia	2013 (2008)
CFA	Cyprus	2004 (2003)
CMSOZZN	Czech Republic	2004 (2000)
DAKOFO	Denmark	1973
FFDIF	Finland	1995 (1993)
SNIA	France	1959
DVT	Germany	1959
HGFA	Hungary	2012
ASSALZOO	Italy	1959
IGFA	Ireland	1973
LGPA	Lithuania	2005
NEVEDI	The Netherlands	1959
IZP	Poland	2004 (2001)
IACA	Portugal	1986 (1976)
AFPWTC	Slovakia	2004 (2003)
GZS	Slovenia	2004
CESFAC	Spain	1986
FS	Sweden	1995
LANTMÄNNEN	Sweden	1995
AIC	United Kingdom	1973

(observer as from ...)

Observer Members

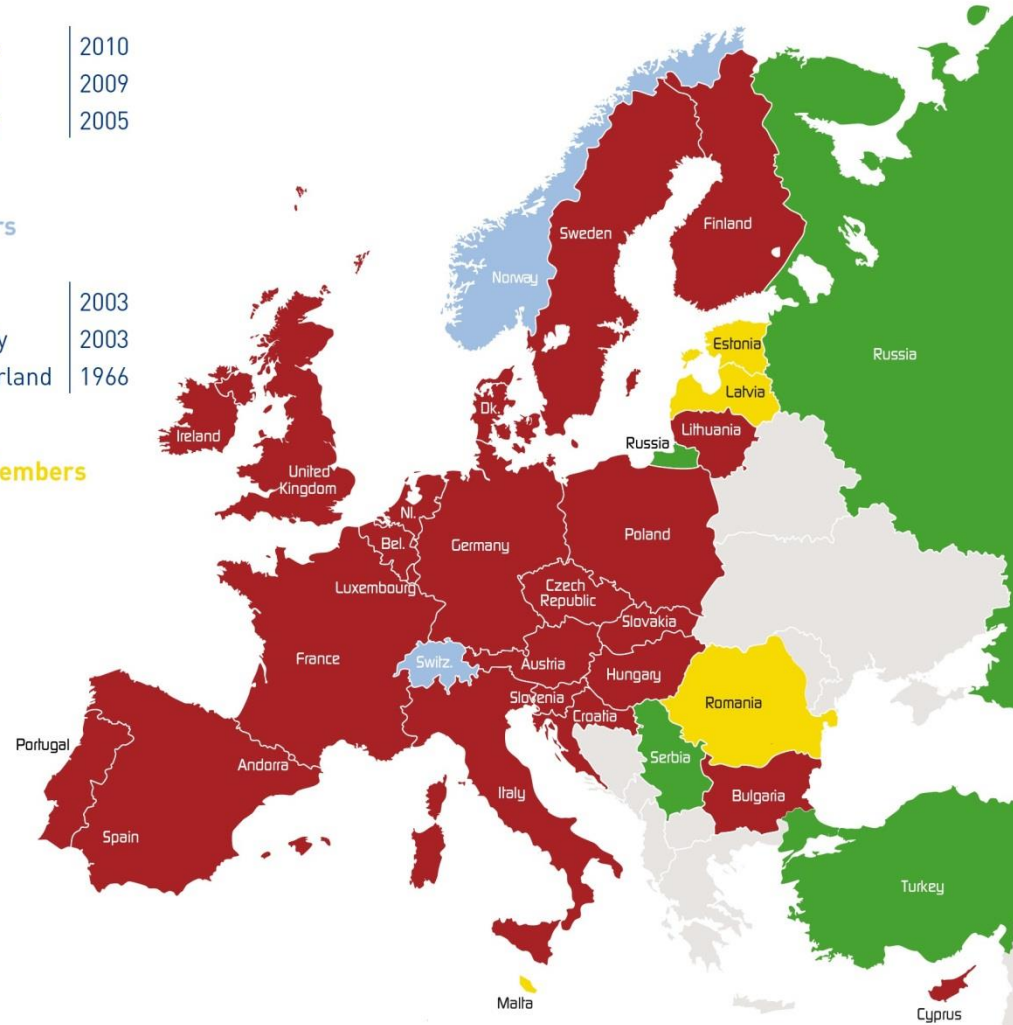
RUFM	Russia	2010
SFMA	Serbia	2009
TURKIYEM	Turkey	2005

Associate Members

EMFEMA		2003
FHL	Norway	2003
VSF	Switzerland	1966

Potential Active Members

Estonia
Latvia
Malta
Romania



The main role of the feed industry

- *a vital link in the food chain* -

- To get sustainable competitiveness of the livestock industry through safe, efficient and competitive diets
- Providing efficient diets for animals through in-depth nutritional know-how
- Comprehensive knowledge of nutritional characteristics and nutrient values of feed ingredients - accurate assessment of animals nutritional needs
- Challenge : meeting the global growing demand for animal proteins with limited availability of resources and with the need to reduce pressure on the environment

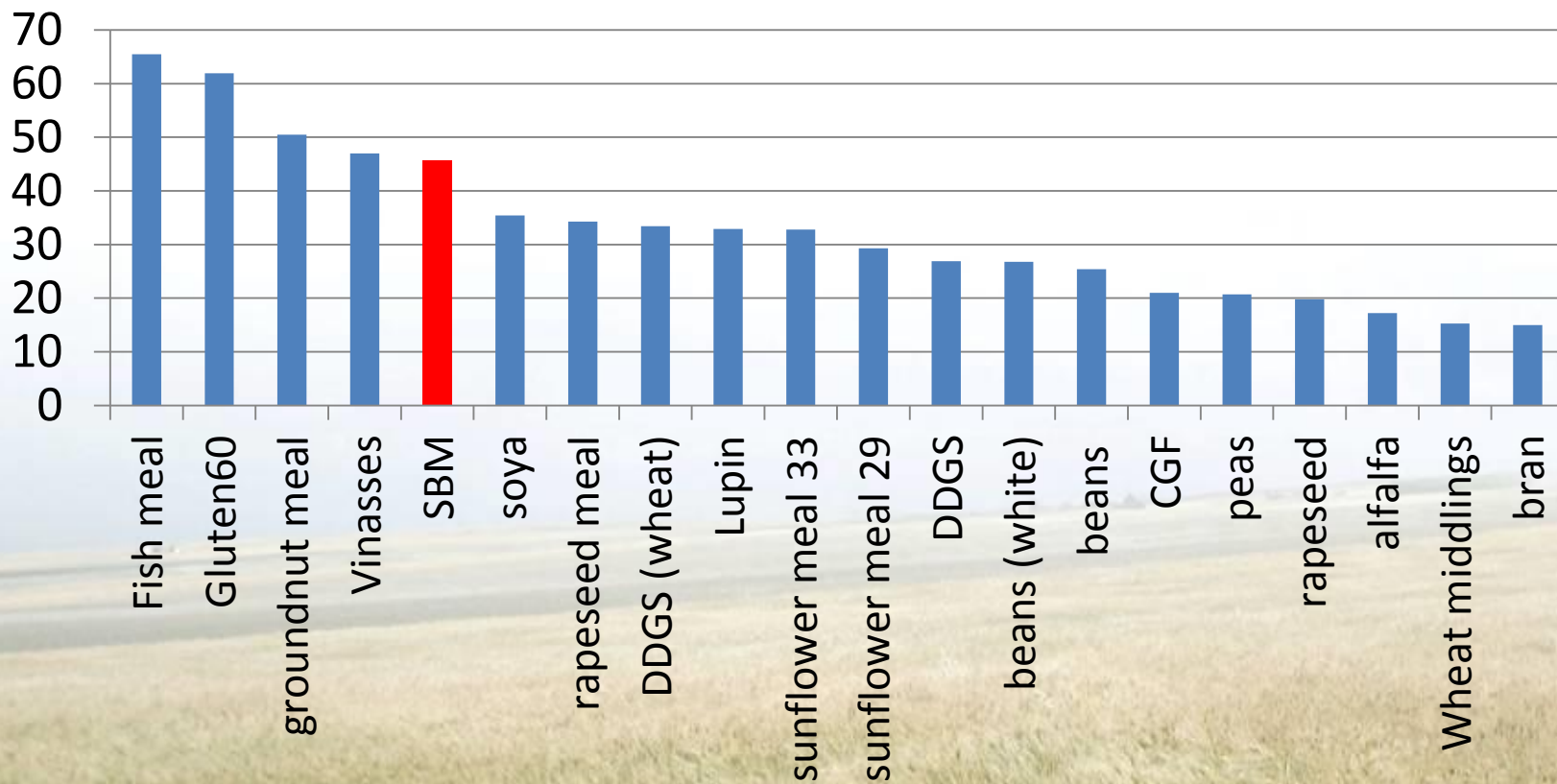


Main criteria for purchasing feed ingredients (protein sources)

- Feed and Food safety at the first place
- For the nutritionist/formulator :
 - well defined nutrients
 - amino acids profile and digestibility
 - absence of anti-nutritional factors
- For the buyer
 - competitive price and conditions
- For the feed mill manager
 - availability throughout the year



Protein sources



Protein content of major feed ingredients above 15% protein

FEFAC key messages

- Supports of developing EU wide solutions to enhance competitive production of vegetable protein sources
- Industrial background is basic in value transformation
- Availability of industrial by-products reduces pressure on land compared to dedicated feed crops
- There should be a place between niche market approaches and EU wide mainstream options



EU protein crops

- The compound feed manufacturer has a role to play in regional initiatives
- Coordination of research for local initiatives should enable economy of scale.
- The overall efficiency of potential new solutions should be assessed





Thank you for you attention

