

## ROMANIA

### Diversify the rural economy

#### Location

Hemeiș, Romania

#### Programming period

2007 - 2013

#### Axis / Priority

Axis 3 – Quality of life in rural areas and diversification of the rural economy

#### Measure

M312 - Support for creation and development of micro enterprises

#### Funding (EUR)

Total budget: 84 346

RDP: 59 042

Private: 25 304

#### Project duration

2012 – 2013

#### Project promoter

SC Laborvet Serv SRL

#### Contact

Dr. Sonia Caragea

[contact@laborvet.ro](mailto:contact@laborvet.ro)

tel. +4 0740 662 314

#### Website

[www.laborvet.ro/home](http://www.laborvet.ro/home)

A young and dynamic team of veterinary sector experts received EAFRD support to establish a private laboratory offering high quality veterinary services to farmers.

### Summary

A young and dynamic team of veterinarians decided to start a private business in the north-eastern part of Romania. Initially set-up in Bacau, the main city of the county, the veterinary laboratory was later moved to a rural area to better address the needs of farmers for quality, rapid services and consultation on farm. It became the first private veterinary laboratory in north-east Romania.



Using EAFRD support, the company purchased the necessary equipment and established the infrastructure for conducting bacteriological and mycological tests and analyses of drinking water; sewage/waste from farms and other tributary; industrial and surface waters; feed and feed materials.

### Results

Besides the purchase of new equipment and technology, three new jobs were created.

The investment secured a leading position of the laboratory with regards to animal health: it became a key service provider of tests required from poultry and pigs farms for obtaining subsidies. This led to a significant increase in the laboratory's revenues.

The project made it possible to offer quality services at affordable prices.

### Lessons & Recommendations

- ❑ A key project lesson is that a private laboratory can access the latest technologies and equipment more easily than a public one. This is because the purchase of new equipment and supplies does not depend on rigid money planning as is the case with public laboratories.
- ❑ A critical success factor for the business is the close collaboration and good communication with its customers as well as offering customer-friendly services such as handling and transportation of samples under optimal conditions, courier services, and prompt communication of the results.

## Context

In the Bacau county there are currently four veterinary laboratories, one public and three private, of which only Laborvet is certified and accredited for both food safety and animal health and welfare. Laborvet was the first private veterinary laboratory set-up in north-eastern Romania. The main objective was to address farmers' needs for better and quicker services, travel and consultation on the farm, as well as greater involvement compared to what a public laboratory can offer.

Initially established in Bacau city in 2008, the Laborvet headquarters were moved in 2009 to a rural area to be closer to farms and build a working sanitary services network with its customers. The new lab was set up in an industrial park in the village Hemeiuș, 10 km away from Bacau. To function properly, the lab needed the specific setting, additional infrastructure and advanced equipment.

## Objectives

The objective of the project was to purchase equipment for the laboratory and set up the necessary technical infrastructure with EAFRD support.

## Activities

The laboratory purchased the necessary equipment to conduct a wide range of analyses, including:

- Water and feed analysis, useful for poultry and pig farms to obtain subsidies for animal welfare (former RDP Measure 215);
- Serological tests for infectious bacterial and viral required breeders, microclimate analyses for noxious gas and dust in the air of animal shelters, haematological and biochemical tests;
- Examination of the metabolic profile of birds and farm animals, as well as automated diagnostics on anti-microbial susceptibility assisted by software in accordance with the international standard in veterinary medicine (CLSI).
- Physicochemical, bacteriological and mycological analyses of food and feed, but also detection of mycotoxins in foods, cereals and mixed fodder, including Aflato-Xina M1 in milk.

The equipment, consumables and diagnostic solutions are provided by vendors that are known and nationally and internationally accredited.

The lab's staff consists of two veterinarians, two chemical engineers and lab biologist, who follows a continuous program of professional training and take part in periodic tests and study visits to national and international laboratories.

## Main results

The laboratory became capable to provide analysis packages for poultry, pigs and cattle, integrated slaughterhouses, processing plants, dairies etc.

Another visible result is that it made available quality services at affordable prices for all customers.

The project helped the laboratory secure its leading position on the market regarding animal health and its collaboration with key customers in the segment of tests required for granting subsidies for poultry and pigs farms. This led to a significant increase in Laborvet's revenues.

Besides the new equipment and technology, three new jobs were created.

## Key lessons

A key project lesson is that private laboratories can always have the latest technology and offer a wide range of services. This is because the purchase of equipment and supplies for ordering an analysis does not depend on money rigid planning as is the case with public laboratories. Public laboratories may not have diagnostic kits for diseases that are not listed in the official surveillance program. In such cases they ask the customer to buy those kits since procurement is conducted in the electronic auction system and budgeting does not cover the demand. In recent years, this ceiling for purchases is on a downward trend. This is where private laboratories can contribute by doing analyses required by livestock farmers according to the epidemiological situation in the region and be farm-specific when necessary.

### Additional sources of information

[www.facebook.com/www.laborvet.ro/](http://www.facebook.com/www.laborvet.ro/)

[www.businessagricol.ro/?p=3031](http://www.businessagricol.ro/?p=3031)

<http://agrintel.ro/33777/laborator-veterinar-privat-analize-rapide-si-ieftine-pentru-ferme/>