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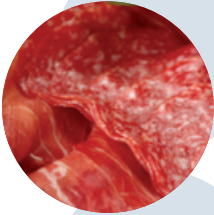
European Research Area



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SUCCESS STORIES

Food Quality and Safety



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SUCCESS STORIES

Food, Agriculture and Fisheries, and Biotechnology  
Knowledge - Based Bio - Economy ( K B B E )



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## **EUROPEAN COMMISSION**

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EUROPEAN COMMISSION

# **SME** Success Stories

**in the area of Food Agriculture and Fisheries and  
Biotechnology**

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## FP7 and SMEs - Participation pays off

Would you like to join a network connecting your SME to the most prestigious universities and research institutes?

Are you looking for a business partner willing to fund R&D (research and development) activities that you are keen to undertake but unable to finance by yourself? What about the possibility of having open access to high-tech labs and continuous scientific learning opportunities for your skilled workforce?

If you want to know how this can be made possible, read the following pages dedicated to what SME entrepreneurs and managers say about their experience of EU-funded research. These companies have all opted to join European research projects to stay competitive and innovative.

Europe has a serious political commitment to ensuring that its policies are designed to provide the best environment and opportunities for SMEs to grow and flourish. And the Seventh Research Framework Programme (FP7) is the best partner to support SMEs in creating added value and in winning new market opportunities.

### ARE YOU STILL INTERESTED?

FP7, which runs for the period 2007-2013, is the EU instrument specifically targeted at supporting research and innovation. It provides funding to co-finance research and technological innovation.

Participation is a great way to develop new production techniques, find networks and peers for fruitful information exchange, and ultimately maximise profits. You will have the opportunity to work alongside scientists and researchers and gain access to expertise and cutting edge technologies and equipment that can empower your practices and your enterprise's professionals.

For a step-by-step approach, the SME-TECHWEB portal provides you with easy-to-understand information on how to participate in FP7. The calls are published on CORDIS, the European Research and Development Portal. A link on the home page will direct you towards the dedicated area.

In addition, FP7's COOPERATION, PEOPLE and CAPACITIES programmes may include calls targeted to SME R&D activities.

For more information on FP7 Programmes, please see:

[http://ec.europa.eu/research/sme-techweb/index\\_en.cfm](http://ec.europa.eu/research/sme-techweb/index_en.cfm)

[http://cordis.europa.eu/home\\_en.html](http://cordis.europa.eu/home_en.html)

## **KBBE AND SMES – A PRODUCTIVE AND PROFITABLE PARTNERSHIP**

The FP7 'Food, Agriculture and Fisheries, and Biotechnology' Theme, known as the Knowledge-Based Bio-Economy (KBBE), implements research calls for all industries that produce, manage or otherwise make use of biological resources including wastes.

Specifically, KBBE calls, from 2007 to 2013, will address research topics that fall into its three major 'Activities', which are focused on:

- sustainable production and management of biological resources from land, forest and aquatic environments (Activity 2.1);
- fork to farm: food (including seafood), health and well-being (Activity 2.2);
- life sciences, biotechnology and biochemistry for sustainable non-food products and processes (Activity 2.3).

If your industry conducts research in-house because your main products or services rely on a constant application of new knowledge, then you are among those research-intensive SMEs that the Cooperation programme is seeking.

Indeed, to promote SME participation and ensure efficient transfer of knowledge and technology from the R&D system to the industry, the 'Food, Agriculture and Fisheries, and Biotechnology' Theme is on the lookout for such SME applicants.

These might be end-users of new technologies, such as breeding companies and agricultural cooperatives involved in the production, packaging or control of food or feed; technology providers such as engineering and software companies; food companies; and technology-based biotechnology companies such as agricultural or industrial biotechnology SMEs.

More information is available at: [http://cordis.europa.eu/fp7/kbbe/home\\_en.html](http://cordis.europa.eu/fp7/kbbe/home_en.html)

## **WHAT'S IN IT FOR SMES?**

FP7 goes a stage further from previous Framework Programmes by making application and participation even simpler for SMEs. The new SME rules allow funding of up to 75% of total costs for R&D, and for management and training activities you might receive up to 100% financial support.

EU research is a fair game: a 'guarantee fund' has been set up to cover the financial risks of defaulting project participants, and strong intellectual property rules provide effective protection with particular attention to the special needs of SMEs.

To improve access to debt financing, the Risk Sharing Finance Facility (RSFF) extends the ability of the European Investment Bank to provide loans or guarantees to companies deemed to be too risky under normal banking practice.

For information please see: <http://www.eib.org/products/loans/special/rsff/index.htm?lang=-en>

## **WHERE CAN YOU FIND OUT MORE?**

Obtaining information about how to participate in EU-funded projects couldn't be easier. There is a network of National Contact Points, which provides help and advice in your own country and in your own language.

For information please see:

[http://cordis.europa.eu/fp7/kbbe/support\\_en.html](http://cordis.europa.eu/fp7/kbbe/support_en.html)

SMEs are the most capable organisations for turning research and knowledge into new commercial products, and they are at the heart of the EU's main funding programmes. Details of EU policies, programmes and tools for SMEs can be found on many different websites. The EU portal can guide you through:

- funding opportunities for SMEs;
- help and support services – both on-line and in your region;
- how significant SMEs are for Europe's economy and for job creation;
- how to take full advantage of the Single Market;
- how entrepreneurship is being encouraged in Europe;
- the range of policies the EU has developed to help SMEs.

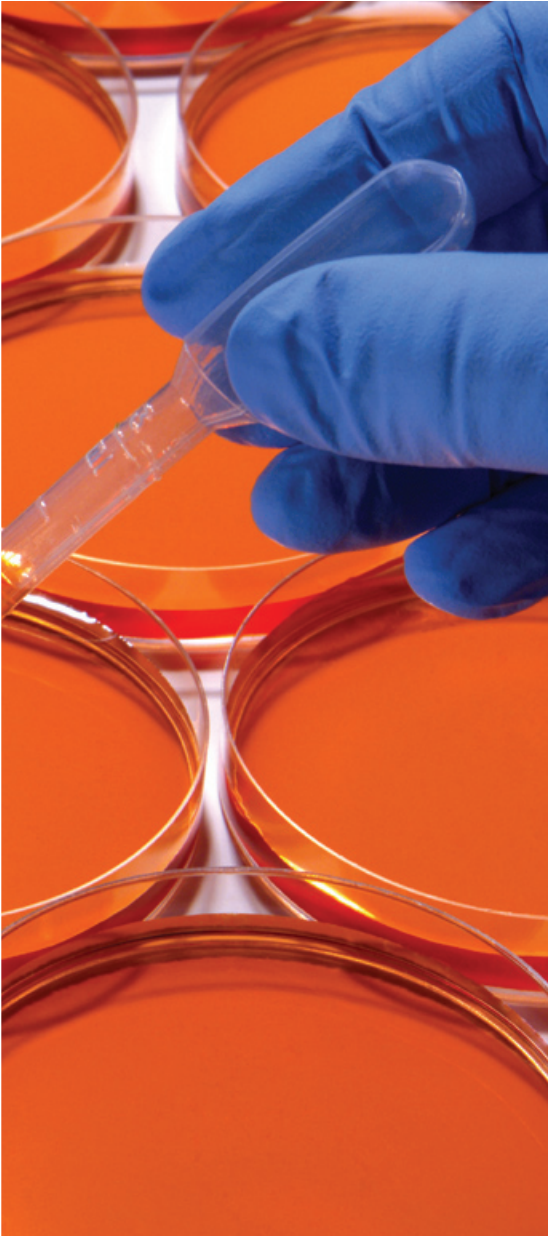
The SME portal is now available in 21 languages.

European portal for SMEs:

<http://ec.europa.eu/enterprise/sme>

# Keygene N.V.

AN INTERVIEW WITH ANKER P. SØRENSEN



**Participation helps  
to expand your business**

***‘EU funding enabled us  
to do research that we  
were eager to do, but  
were not able to get  
financed by commercial  
partners’***

WAGENINGEN, THE NETHERLANDS

The sustainability and security of European agricultural production is under threat from intensive production practices, global competition and climate change. Agri-food SMEs are competing to develop state-of-the-art technology to cope with these challenges. The Dutch company Keygene reports on how EU-funding has helped them to exploit new technologies, such as high-throughput genotyping, which have huge potential for the plant breeding industry.





As the world population is expected to rise from 6.5 billion people to around 9 billion by 2040, we can no longer ignore the fact that we need to grow more food and improve crop yields. Research in the agro-food sector is also facing other big issues such as climate change and rising energy costs as well as better control of pests and plant diseases. As a result, biotech R&D companies in the area are facing growing market demand from the seed and plants industries eager to catch up with these crucial issues.

Considering the above, there is no doubt that seed and plant biotechnology has huge business potential. However, for research-performing SMEs, the agro-food sector is a highly competitive market involving global actors and finance institutions generally reluctant to back up research activities considered as being too high a risk.

*'The chain of genetic research through plant breeding and variety development, plant production, distribution and retail sales, is really long,' says Anker Sørensen, manager for applied research at Keygene, a Dutch company involved in two Sixth Framework Programme (FP6) projects, EU-SOL and BIOEXPLOIT. 'Being part of an EU-funded project has been a great help to us. To stay competitive, we have to identify and focus our research activities on those technologies that can, in a cost-effective timeframe, benefit plant variety development and then implement its applications on an industrial scale. Luckily, the two EU FP6 Food Quality*

*and Safety topics seemed to fit exactly with our research strategy needs, and consequently we decided to step in.'*

The FP6 topics were conceived to foster the knowledge-based bio-economy and therefore support those SMEs involved in developing industrial applications and research results whose innovation capacity is often hampered by funding constraints, a well known issue among SMEs as Mr Sørensen confirms: *'EU funding enabled us to do research that we were eager to do, but were not able to get financed by commercial partners. This is a current issue for us, and it is often related to the development of methods or applications that contain high risk but could develop breakthrough technologies.'*

Thanks to EU funded research, within EU-SOL, for example, Keygene, together with other project partners, contributes to the development of new varieties of tomatoes using new breeding strategies. These are based on marker-assisted breeding and genetic engineering technologies that exclusively use natural plant genes to improve productivity, quality and adaptation. In BIOEXPLOIT, Keygene applies its expertise in the genotyping technologies area to the exploitation of natural plant biodiversity for pesticide free production of food.

Beyond the unique opportunity of being part of EU cutting-edge research, partners such as academia and prestigious public research centres can positively affect the SMEs' business in many ways. Mr Sørensen stresses that relationships are the

most valuable pay-off, particularly in business terms. *'There are many advantages to belonging to a scientific network: it allows us to get effective peer reviews, which is particularly important for the evaluation of the business that we try to sell and, last but not least, it helps in building the image of our company, which impacts on acquiring customers for our business research projects.'*

Keygene was founded in 1989 by a number of plant breeding companies set up for the purposes of carrying out pre-competitive research in the field of plant biotechnology. Although they had a unique, proactive approach to research and business, their involvement in EU research demonstrates how it can be relevant for any research-performing SME to join EU programmes to deal with research needs that they might be unable to address on their own.

Today, the company holds an impressive record of participation within seven EU-funded projects. This story is a successful example of how rewarding participation can be for SME business development. EU-SOL and BIOEXPLOIT will run until 2011, but by then we expect that Keygene will have already added many other successful projects to its EU research portfolio.

[www.keygene.com](http://www.keygene.com)

[www.bioexploit.net](http://www.bioexploit.net)

[www.eu-sol.net](http://www.eu-sol.net)

# Conesa - Conservas Vegetales de Extremadura SAU

AN INTERVIEW WITH RAQUEL PEREZ GARCIA



**Improving capacity building for food SMEs**

***'We have the project to thank for giving us access to a scientific community that we have been working and interacting with'***

BADAJOS, SPAIN

A high-tech lab, new learning opportunities and access to a scientific network with expert RTD (research and technological development) knowledge; these were some of the benefits that tomato producer Conservas Vegetales de Extremadura found when it joined the LYOCARD project, which researched whether lycopene in tomatoes can prevent serious health problems such as cardiovascular diseases.



On a global scale, the annual production of fresh tomatoes amounts to approximately 100 million tons. More than a quarter of those 100 million tons are grown for the processing industry, which makes the tomato the world's leading vegetable for processing. On the other hand, over-production and emerging competitive markets are among the key issues facing the European tomato processing industry today, along with the fact that most European food SMEs are not research-intensive and production methods are often based upon craft rather than technology.

Nevertheless, processed tomato products might have a bright new future. Recent studies have highlighted strong evidence that lycopene, a natural pigment found in red fruits, could protect against cardiovascular diseases and some cancers. Investigating its role and how it actually affects human health is the primary objective of the EU-funded LYCOCARD project. The research consortium involved 15 partners from 6 countries including universities, 2 patient organisations – NUTRIUNIT ROME and the German Heart Foundation – and 3 European tomato processing SMEs acting as the food technologists of the research consortium.

One of the SMEs involved in LYCOCARD is Spanish-based tomato processor Conservas Vegetales de Extremadura, which makes passata, tomato puree, canned diced tomatoes and tomato powder, among other products. Its role in LYCOCARD is to observe the changes

in lycopene and other bioactive compounds during the processing steps of crushing, pre-heating, evaporation, dicing and drying.

Raquel Perez Garcia of Conservas Vegetales says of her experience, *'Thanks to our participating in this EU-funded project, we now have several lines of research focused on some aspects related to lycopene, such as its extraction from tomato by-products. As there is an increasing demand for foods with specific functionalities that improve the health and well-being of European consumers, we think that the commercialisation of novel products with higher levels of lycopene could lead us to a more positive revenue growth.'*

For Conservas Vegetales, the project has also had the added bonus of improving research facilities at the company. *'This project has allowed our company to increase support to R&D activities,'* says Perez Garcia. *'It has provided a high-tech lab along with continuous learning opportunities for our staff. We also have the project to thank for giving us access to a scientific community that we have been working and interacting with. This would have been impossible otherwise.'*

The most important outcome for local SMEs such as CONESA is the possibility for SMEs to work in a wider field and interact with other companies and important research centres, as Raquel Perez Garcia points out. *'This promotes intellectual and personal interchange while also creating economic profits. For all these reasons it is really a good idea to take advantage of*

*opportunities like this, because they provide a window to the rest of the scientific and business communities.'*

Indeed, the consortium partners, such as the Institute of Nutrition Friedrich-Schiller-Universität in Germany, which coordinated the project, served as RTD providers for the benefit of the three Lycocard SMEs. The acquisition of new knowledge generated from such relationships has helped improve the SMEs' competitiveness.

For the future, Conservas Vegetales wishes to continue to strengthen its capacity to be a dynamic, research-oriented food SME and conquer new markets through combining creativity, expertise and new technologies.

[www.e-conesa.com](http://www.e-conesa.com)

[www.lycocard.com](http://www.lycocard.com)

# Salumificio F.lli Spiezia SpA

AN INTERVIEW WITH FRANCESCA SCOGNAMIGLIO



**EU supports traditional food SMEs to strengthen competitiveness**

***'At the end of this project, thanks to EU research, we'll be able to market a new range of salami products without nitrates and nitrites'***

SAN VITALIANO, ITALY

An innovative food processing technique developed by an SME using 'vegetable extracts' as preservatives rather than nitrates and nitrites may help food SMEs move into the thriving new area of novel, natural-based preserving agents, making their products both commercially successful and competitive.



Food additives play an important role in today's complex food supply. They are widely used to perform a variety of useful functions such as maintaining the food qualities and characteristics. However, recent food crises have undermined people's confidence in industrial production systems and in chemical additives to such an extent that consumers have turned their preferences towards foodstuffs processed in a more natural and environmentally friendly way.

Following the 2006 amendments to Directive 95/2/EC that revised and harmonised the authorised levels of nitrates and nitrites in European meat products, the EU funded project NOCHEMFOOD investigates the potential use in the sausage industry of natural preserving agents, consisting of a mixture of active molecules extracted from vegetal sources, as a substitute for chemical additives commonly used in the industry.

SME participation is central to NOCHEMFOOD as the project coordinator is itself an SME. BIOMA, a Swiss trading company whose core business is the production and marketing of biotechnologies for the agro-food sector, as well as two cured-meat SMEs have been asked to join the project 'as potential end user' partners to test and validate the product prototypes.

One of them, is Salumificio F.Ili Spiezia, an Italian family business founded in 1907. Even though today, in respect of tradition, the business makes it a point of honour to use the

old traditional recipes, their approach to technology and processing food is highly innovative.

Francesca Scognamiglio, the quality control and assurance manager at the company, says, *'Spiezia is in constant contact with universities and research centres in order to support an exchange of ideas and projects. From one of these meetings it was decided that we would participate in this EU project. It's the first time we have the chance to take part in an EU research project, and although it is demanding, we think the benefits make the effort worthwhile.'*

One of the company's main challenges is keeping in touch with consumers' maturing and changing tastes. In this regard, the EU-funded project serves to strengthen F.Ili Spiezia's innovation capacity. *'We are always trying to improve our products and follow the trends of the market which essentially reflect consumer demands,'* says Scognamiglio. *'Therefore at the end of this project, thanks to EU research, we'll be able to market a new range of salami products without nitrates and nitrites.'* For the future, F.Ili Spiezia considers continual investment in both research and technology strategic to their development.

Participation in an EU-funded project is an excellent way of helping a company to develop research it may not be able to carry out otherwise, giving it the opportunity to create new products for a changing and demanding market. The innovation in food processing resulting from NOCHEMFOOD may provide F.Ili

Spiezia with the competitive advantage they need to expand their business. Scognamiglio says, *'Although we are already selling our products in Europe and America, we think that such a range of products will be a real commercial success as consumer demand of more natural food is both vocal and energetic worldwide.'* For many European SMEs, continued success and robust growth is linked to competitiveness in the global economy. Research is an integral part of this process and EU-funded projects offer SMEs a unique opportunity to build success and develop their full potential.

[www.spiezia.it](http://www.spiezia.it)

[www.nochemfood.eu](http://www.nochemfood.eu)

# Pittas Dairy Industries Ltd

AN INTERVIEW WITH ANDREAS HADJIPETROU



## Local SME goes international

***'We joined because the project targeted food safety. It has been an extremely good experience for me and my company'***

NICOSIA, CYPRUS

SMEs, industrial partners and research centres are working together to eliminate pathogens from the entire food chain. By doing so, they will help to increase the competitiveness of food SMEs such as Pittas Dairies, who are aware that constant innovation and improvement is necessary in a competitive, knowledge-based global food industry.



Because of heat treatments such as pasteurisation and a better understanding of how pathogens are implicated in food-borne diseases, levels of these diseases in both humans and animals have dropped dramatically over the decades. Nevertheless, pathogen levels in the entire food chain are still rising. The EU-funded PathogenCombat project is taking a holistic approach to new and emerging pathogens across the entire food chain. Seventeen SMEs, 3 industrial partners and 24 research centres from 17 countries have worked to substantially revise and improve Europe's food safety control systems and strategies.

One of the partners involved in this ambitious project is Pittas Dairies, based in Cyprus. Pittas Dairies produces over 100 dairy products including the famous Cypriot halloumi cheese and many types of yoghurts. It has always been an innovative company and was the first Cypriot company to use pasteurisation when it was founded in 1939 by two brothers, Andreas and Costas Pittas.

Andreas Hadjipetrou, the company's quality manager, believes that as competition in the food industry gets more intense every year, a willingness to innovate and participate in EU-funded projects is vital for companies to stay competitive. *'Today, in order to compete at an international level or even a national one, you have to innovate,'* he says. *'Consumer needs always lead R&D requirements in the food industry. New packaging methods, improvement of raw materials (and new product development) are*

*some of the important challenges that we currently face.'*

It all began when the Agricultural University of Athens contacted Pittas about participating in PathogenCombat. *'We made an immediate decision to join because the project targeted food safety which is obviously of great interest to us,'* says Andreas Hadjipetrou. *'It has been an extremely good experience for me and my company.'*

The company's role in the project, along with other SMEs, is to apply the results of previous research topics, such as developing a predictive model for the shelf life of yoghurt, using a probiotic strain in animal feed, developing new products with protective cultures, and assessing their own food safety systems against international standards.

So how has participation in an EU-funded project impacted on the company's business? Mr Hadjipetrou says, *'The first three years of our participation in the project have been extremely interesting and the final two years will be even more so, since application of the research findings will take place at the participating SMEs. We have had the chance to meet experts from the universities and other partners in the fields of food microbiology, food safety and predictive microbiology and discuss the issues of food production.'* The opportunity for local food SMEs to be involved in transnational research projects such as PathogenCombat

means combining and sharing creativity and expertise leading to new markets for the resulting innovations. *'I think that the successful applications of this project will help us to be more competitive in the face of increasing globalisation,'* Mr Hadjipetrou says.

Indeed, local SMEs such as Pittas Dairies look at community research Framework Programmes as a unique source of funding for developing new products and services through innovation and investment in research. Mr Hadjipetrou stresses, *'R&D is vital for European SMEs. As the competition in the food industry is getting more difficult every year, EU projects make it easier for SMEs to access funding needed for the R&D activities.'*

Pittas Dairies enjoyed its experience with PathogenCombat and is already in negotiations to begin another EU-funded project. *'I would certainly advise SMEs to make any effort needed to participate in EU-funded projects that fit into their overall business strategy,'* says Andreas Hadjipetrou. *'Globalisation and a dynamic knowledge-based economy require a constant outlook to innovative ideas which could give local SMEs the competitive edge in the marketplace. We should always keep this in mind.'*

[www.pittas.com](http://www.pittas.com)

[www.pathogencombat.com](http://www.pathogencombat.com)

# Marinova ApS COPALIS (ctpp)

AN INTERVIEW WITH GRETA JAKOBSEN AND CHARLES DELANNOY



## Partnership increases profitability

***‘Because of SEAFOODplus we can now publicise our products in a more effective way’***

HOEJMARK, DENMARK (MARINOVA)  
BOULOGNE, FRANCE (COPALIS)

The SEAFOODplus project has provided a scientific network, access to the latest research and a chance to offer hard scientific proof of the benefits of seafood products in the diet, giving two participating SMEs the chance to boost their competitiveness in the global market.





In a world of ever changing advice on what constitutes a healthy diet, the one constant message seems to be that seafood is good for us. The omega 3 fatty acids found in seafood are responsible for many health benefits including a reduced risk of cardiovascular diseases, a reduction in high blood pressure, and support of neurological development in the unborn child. Vitamin D and selenium, also found in seafood, are linked with a lower risk of strokes and depression.

The five-year Integrated Programme SEAFOODplus had the objective of carrying out dietary and epidemiological research to increase the health benefits of high quality seafood products. It is an international network of 70 partners including many scientific and research institutions from 16 countries. Among them are two EU SMEs: Marinova and Copalis.

The Danish company Marinova was formed in the late 1980s as part of a research project of the Danish Fish Processing Industries and Exporters. The company decided to join SEAFOODplus to help it access the latest knowledge and technology. Greta Jakobsen, managing director of Marinova, thinks SEAFOODplus was a great opportunity. *'We would never have developed all these contacts and we would never have gained the knowledge of all the new developments in the field,'* she says. *'To us the scientific network has been as important as the funding.'* The company's most pressing current challenge is to use biotechnology to create new types of products. *'We have to try to*

*transfer our many years of experience with fish raw materials into innovative products for consumers,'* says Mrs Jakobsen. *'Because of SEAFOODplus we now can publicise our products in a more effective way. We can make claims as they are backed up with solid scientific evidence.'*

During the project, Marinova worked alongside the French SME Copalis. *'Relations between us were very good,'* says Greta Jakobsen. *'There was a lot of cooperation and respect between us. We tried to find where we could help each other.'*

Created in 1960, Copalis produces fish hydrolysed protein and fish meal. 10 years ago it branched out into producing food supplements and other seafood-based products for the nutraceuticals and cosmetics industries.

Charles Delannoy, technical and research manager at Copalis, says, *'The FP6 project gave us the opportunity to interact with other companies and international research institutes. EU-funded research has a good reputation in the industry and SEAFOODplus was a great opportunity for us to develop research for high quality products.'* Current challenges for Copalis include isolation of peptides with biological activities, and the creation of new products from marine resources for the nutraceuticals market. But for a company working alone, research costs can be prohibitive. *'We have been spending a lot of money on research and quality efficiency,'* says Charles Delannoy. *'For companies like*

*us and Marinova, many clinical studies are necessary to prove the quality of ingredients. SEAFOODplus gave us a chance to continue with our research by funding and providing us with a useful network where we had excellent interaction with other companies and scientific research institutes.'*

*'I can definitely recommend participating in an EU-funded project to other SMEs. We had an excellent working relationship with the other partners in the team and for us it was a very positive experience.'*

[www.marinova.dk](http://www.marinova.dk)  
[www.copalis.fr](http://www.copalis.fr)

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[www.seafoodplus.org](http://www.seafoodplus.org)

# Traceall Ltd

AN INTERVIEW WITH ALAN STEELE



**Exchanging knowledge  
on a global scale**

***‘The knowledge  
exchange from working  
with our peers is  
invaluable’***

GLASGOW, UNITED KINGDOM

Year-on-year, the frozen foods market grows by 10% and reports 11 million tons of food consumed. However, despite the positive scenario, industry actors admit that each year 0.01% of chilled and frozen food produced cannot be consumed because storage integrity is compromised. Tracking company Traceall is supplying data to the CHILL-ON project, which is researching ways to create an integrated, cost-effective and efficient way of monitoring the EU's chilled and frozen food industry in order to eliminate waste and ensure that goods are delivered in perfect condition.



Europeans live in a fast-paced, super-charged society. Double-income families, single-parent homes and extracurricular activities have put the pressure on people to seek shortcuts when it comes to preparing and eating food. The big winner here is the chilled and frozen food products market: indeed, the European Union is the second largest market in the world for chilled and frozen food.

The task for EU research is to develop cost-effective technologies and devices for continuous monitoring and recording of the relevant data throughout the entire supply chain in an effort to improve the quality, safety, transparency and traceability of the chilled/frozen food supply chain.

The four-year CHILL-ON Integrated Project has taken on this challenge and has gathered a team of 31 partners from 13 countries to research ways of improving efficiency and transparency in the entire frozen and chilled food supply and delivery chain. CHILL-ON is focused on fish and poultry, two of the most sensitive areas in this market.

As part of this project, Traceall, a UK based company, provides web-based tracking and tracing software technology to manufacturers to protect their products from damage or theft during transit.

Alan Steele, managing director of Traceall, thinks being involved in CHILL-ON is a great way for an SME to get global recognition. 'We

*decided to get involved in CHILL-ON because it's a global project involving very high-value companies,' he says. 'Also, its main focus is the food industry which is what we are mainly involved with. For us it ticked all the right boxes.'*

The SME's role in CHILL-ON is to collect and present traceability data using GPRS (mobile phone) technology. The data is then disseminated to project partners including biochemists and geneticists who use it as a tool in creating state-of-the-art technologies for the frozen and chilled food distribution chain. *'The end result,' says Alan Steele, 'is that consumers have the right information to make a choice about what they eat and buy. They know where the product has come from, how it's been treated; they know about its authenticity.'*

In CHILL-ON, Traceall is working alongside global companies. Alan Steele says, *'The knowledge exchange from working with our peers is invaluable. There is a degree of openness involved in working with colleagues that you can't achieve on a commercial basis because there the emphasis is on competitiveness. In the project everyone is working towards the same aims through partnership.'*

Traceall has been involved in four previous EU-funded projects (TraceFish, TRINE, SAMANTHA and CEDAR). *'Thanks to our participation in EU-funded projects we are now positioned at the cutting edge of technology and knowledge transfer,' says Alan Steele. 'We have an ongoing commitment as a technology company to*

*continually improve our products, and our R&D, and this maintains our position in a competitive market. We will continue with our research on this level for the foreseeable future.'*

[www.traceall.co.uk](http://www.traceall.co.uk)

[www.chill-on.com](http://www.chill-on.com)



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