

Great Lakes Fruit, Vegetable & Farm Market EXPO

December 9-11, 2008

DeVo Place Convention Center, Grand Rapids, MI



What ALL Growers Need to Know About GAP, GHP and Third Party Audits

Thursday morning 10:30 am

Summary: Session will be held in Grand Gallery (lower level) Room C immediately following the conclusion of the "What You Need to Know to Use PACA" session.

CCA Credits: CM(1.0)

Moderator: Ben Kudwa, Michigan Potato Industry Commission, Dewitt, MI

10:30 a.m. What the Marketplace is Requiring of Growers

- Ben Kudwa, Michigan Potato Industry Commission, Dewitt, MI

10:40 a.m. The Fresh Market Perspective

- Don Armock, Riveridge Produce, Sparta, MI

10:55 a.m. The Processed Market Perspective

- Mark Doherty, Peterson Farms, Inc., Shelby, MI

11:10 a.m. What's Involved in Good Agricultural Practices (GAP) Certification

- Colleen Bess, Michigan Dept. of Agriculture

11:25 a.m. Gerber's Approach to Good Agricultural Practices

- Chris Falak, Gerber Products Co., Fremont, MI

11:40 a.m. Question and Answer



GAP – Processing Perspective

- Why?
- When?
- How?



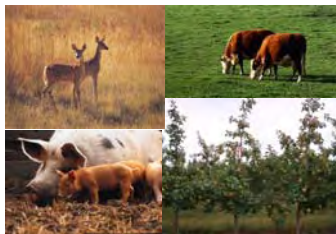
GAP – Processing Perspective

- Why?
- USDA Driven
- Customer Driven
- Consumer Driven



GAP – Processing Perspective

- Our Message!
- Stewardship
- Safe Food
- Healthy Workplace



GAP – Processing Perspective

- When?
- Now!
- Proactive
- Responsive



GAP – Processing Perspective

- How?
- Grower meetings
- Manuals
- On farm reviews
- Harvest Audits



Gerber's Approach to Good Agricultural Practices

December 2008



Ingredient Specifications

- The specification is the official Gerber document that outlines **all of the specific quality criteria** for each produce ingredient.
 - Because of this, it is imperative that each supplier **fully understands** all of the quality requirements included in the specification.
- Each supplier is required to **sign a letter of acknowledgement** prior to signing the Gerber Produce Contract
 - to indicate that the specification has been received and is fully understood.



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Purchasing Policy Checklist

- Checklist policies
 - Gerber Pesticide Application Restrictions
 - Gerber Grower Evaluation Scorecard
 - Gerber Transportation Security Procedures
 - Gerber Delivery Procedures
 - Gerber Bulk Loading Check Chart
 - Gerber Spray History Program
 - Gerber Foreign Material / Allergen Awareness
 - Gerber Good Agricultural Practices Audit
 - Gerber Supplier Field History Form
 - Gerber Soil Contaminant Testing
- Each supplier is **required to sign** the Gerber Agricultural Purchasing checklist prior to signing the Gerber Produce Contract to indicate that the Gerber Programs **have been received and are fully understood.**



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Pesticide Restrictions / Spray History

- Pesticide restrictions
 - Gerber restricts certain pesticides over and above what the US government allows
 - Growers must be aware of these additional restrictions prior to the growing season for each specific crop
- Spray History program
 - Gerber must have an approved spray history for each block **before Gerber can receive the crop.**
 - All spray histories will be sent to Gerber electronically.



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Transportation / Delivery Security

- All loads
 - Each load receives a Produce Receiving Record prior to Receiving
 - The orchard information must be written on the Bill of Lading
- All deliveries are scheduled as a security precaution
 - Scheduling of people and products
 - Load Security
 - Long distance (> 3 hrs)
 - Secure loads w/ load seal cables
 - Covered loads
 - Short distance (< 3 hrs)
 - Uncovered loads of boxed produce
 - No unattended stops allowed
 - Direct from orchard to outside storage



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Allergens

- Allergen issues represent the number one cause of FDA product recalls in the US
- Supplier education is a **major critical control point** in any allergen management program
- Most common causes of food allergies in infants - in order of importance
 - Cow's milk
 - Egg
 - Peanut
 - Tree nuts
 - Soy
 - Wheat



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Foreign Material

- Foreign Material is classified as anything other than the desired raw agricultural product specified on the purchasing contract.
 - Other related foreign materials in produce shipments such as leaves, vines, sticks, rocks, etc. will not be tolerated in excessive amounts.
- Specifics are also included in the Gerber Specification Manual that is available from any Gerber representative.

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Foreign Material/Allergen

- The Gerber Foreign Material / Allergen Awareness policy is the official Gerber document that outlines **all of the specific information each grower must know** to prevent allergen contamination of raw fruits and vegetables sold to Gerber.
 - Because of this, it is imperative that each supplier fully understands all of the information regarding the handling of the crop to avoid contamination by either foreign materials or allergens.

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Soil Testing Program

- Certain contaminants, both made-made and naturally-occurring, can be translocated from the soil into certain root and cucurbit crops.
- Because of the importance of this program for avoiding residues in the finished product, it is imperative that the **soils of all designated fields be tested and approved prior to planting.**

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Gerber Grower Evaluation

- 6 Criteria for Evaluation
 - Meets Pesticide Policy
 - GAP (worksheet)
 - Quality of Produce
 - Communication
 - Consistency of Supply
 - Capacity for Growth

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Good Ag Practices Audit

- The Gerber Good Agricultural Practices Program is designed to **evaluate all new and other selected produce suppliers** against USDA and Gerber good agricultural and handling practices.
 - If a current USDA Good Agricultural Practices audit is available, then the suppliers may opt to complete the Gerber **USDA Supplemental Audit form.**

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Gerber's Approach to Good Ag Practices

- The crop specification is the focal point
 - It is the main document that defines the quality parameters for that ingredient
- The main goal of the Gerber Good Ag Practices Program is to identify and manage the quality attributes of each ingredient prior to arrival at the processing plant
- Therefore, communication between Grower and Field Representative (Buyer) is critical for meeting the Gerber quality requirements

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