



RELIABILITY & INTEGRITY of a SUPPLY CHAIN

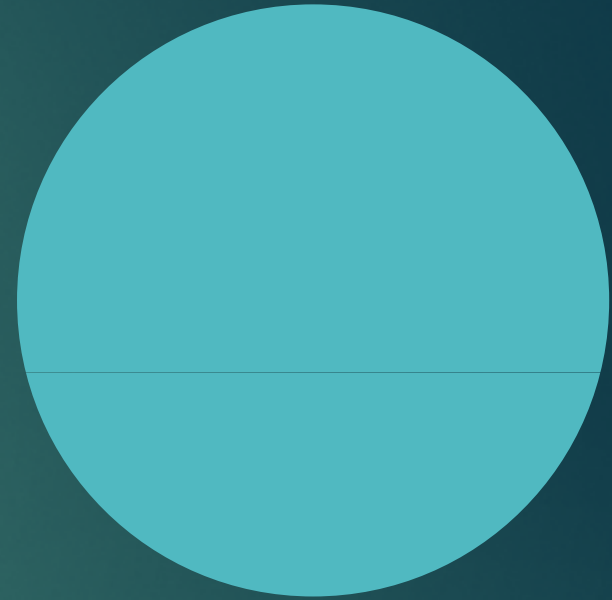
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CULINARY FARMS

Culinary Farms, Inc.

Established 1994

- ▶ Ingredient supplier to food manufacturers
- ▶ Sell to North America, Europe and Asia
- ▶ Primary products
 - ▶ Dried chile pepper (Mexico & South America)
 - ▶ Dried tomatoes
 - ▶ Frozen pastes
 - ▶ Roasted/smoked ingredients

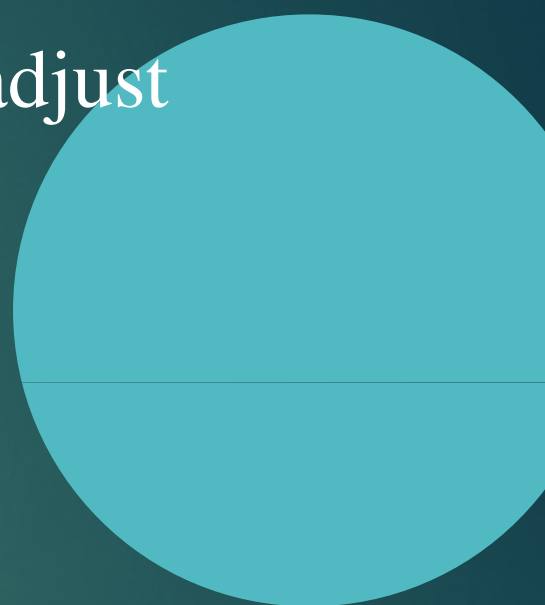



What I Have Learned

- ▶ Need for a reliable supply
- ▶ Integrity
 - ▶ Whole, undivided
 - ▶ Being honest and having strong moral principles
- ▶ Buyer and Seller must understand the business needs of the other
- ▶ Starts with understanding the culture
- ▶ Foods are grown and processed differently
- ▶ How foods and spices are used is unique to our cultures
- ▶ Not always easy to match my needs with the capacities of others



The Challenges

- ▶ Simple expectations lead to disaster
 - ▶ Need a supplier willing to make the effort to adjust
 - ▶ The buyer must offer support
 - ▶ Do both want to build a relationship?
 - ▶ Is this possible?
 - ▶ It is hard work to be successful
 - ▶ Becoming an approved supplier is time consuming and costly
 - ▶ Language
 - ▶ Time zones
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What I've learned to focus on

- ▶ Reliable packaging
- ▶ Properly loaded, and locked, shipping containers
- ▶ Understanding what documentation is needed
 - ▶ Creating a checklist for my suppliers
- ▶ Staying up on changing regulations
 - ▶ Helping my suppliers understand the black forest of regulations
- ▶ Working on chemicals and allowed and MRLs



There is more

- ▶ Explaining that \$\$ under the table doesn't work in the US
- ▶ Quality is decided between the buyer and seller
- ▶ And, quality must remain consistent!
- ▶ Economic adulteration is absolutely forbidden, period
- ▶ A food safety program is the starting point, not the end point
- ▶ Food safety is a way of life, not a pile of papers in a drawer
- ▶ There will be audits

Clean, Safe Spices Guidance Document

It is free! – www.asta.org



- ▶ Minimize the risk for introduction of filth throughout the supply chain
- ▶ Prevent environmental contamination, cross-contamination, and post-processing contamination during processing and storage
- ▶ Use validated microbial reduction techniques
- ▶ Perform post-treatment testing to verify a safe product
- ▶ Test to verify a clean and wholesome manufacturing environment

And, Finally.....

- ▶ Product specifications sheets pull it all together
 - ▶ Everyone is on the same page
 - ▶ Clearly defines the needs and capacities of both parties
 - ▶ Both parties must sign the final draft
 - ▶ Sets a precedent

Conclusion

- ▶ Each country is interesting and unique
- ▶ Must make an effort to understand the culture
- ▶ Key is to understand the differences, needs and capacities
- ▶ Packaging, regulations, quality, food safety, specification sheets
- ▶ Value of creating long lasting relationships
 - ▶ Supports reliability of supply
 - ▶ Goes hand-in-hand with integrity
 - ▶ Profitable and, hopefully, enjoyable