

Tasomix sees expansion

With a monthly average of 11 to 12,000 tonnes feed produced, Tasomix is already investing in a new unit to increase production to 20,000 tonnes per month within three years. This dynamic company is also aiming to diversify its production and export more concentrates to Russia.

By Philippe Caldier

Tasomix started business in 1991 in the village of Nowe Skalmierzyce near Ostrow, a two-hour drive south of Poznan. This is a very balanced rural area, with many small farms dedicated both to crops and husbandry, and Tasomix is now one of the leading feedstuffs companies in the region.

From 1,000 tonnes/month, the production of feed has steadily increased to 11 - 12,000 tonnes/month, of which 60% is for broilers, 6-7% for ducks and geese and 13% for pigs.

"We are now more confident after our EU accession," says Waldemar Drymel, the director of Tasomix since 1994. He looks very confident during our visit of the plant. "We have the market to expand", he explains in front of the works of the new plant that started in September and which should start producing by summer 2005.

This project has been granted to the Swiss company Bühler and will solely be dedicated to poultry feed.

Once in production the old plant will manage pig feed and concentrates production for export. "Our target is to diversify our products range", explains Drymel. He

Waldemar Drymel, Tasomix director, in front of the new plant being built: "Most of the Polish feed companies are expanding."



Most cereals are imported from Poland because quality is better than those from Russia.

wants to increase the share of the pig feed from 13% up to 20% of the total feed production by 2005.

The company would also like to start turkey feed as this production is expanding now in the region. "Our goal is also to increase our concentrates exports from 1,000 tonnes a month up to 2 - 3,000 tons within two years", he adds. Export sales are mainly for the Russian market via Belarus.

The total investment of the new plant (the biggest project since the start of the company) amounts to about €3,5 million (14 millions zlotys), of which €0,5 million is dedicated for equipment. "Bühler was more expensive than other offers we had, but they have good machines", adds Waldemar Drymel.

opportunities in Poland



Tasomix' target is to produce 20,000 tonnes of feed per month within three years.

Seven companies, one million tonnes of feed

The "Polskie Pasze" association was created four years ago to help its members to purchase common raw materials and to find synergies for various activities. The association employs a coordinator in Warsaw. "We could do more lobbying and use our association to monitor the competition in our business", says Tasomix director Waldemar Drymel.

The members of the association are:

- LNB Poland (Kiszkowo)**
- WP Wipasz (Olsztyn)**
- WP Golpasz (Golub-Dobrzyn)**
- WP Agro-Centrum (Kolno)**
- WP Tasomix (Ostrow)**
- WP Spomis (Golancz)**
- WP Raiffpol (Slupsk)**

The new machines will include a hygienisation process warming the feed up to 95°C during two seconds. "This process will kill the enzymes, but we will add them after the treatment", adds the director.

The first idea of Tasomix was to be financed by European funds, but this scenario has been given up because the company imports raw material from non-European countries (soybean).

"We were very surprised and disappointed by this European decision," explains Waldemar Drymel. A pool of banks with amongst some smaller Polish banks also the German Raiffeisenbank will probably finance the project now.

More raw materials from the South

Tasomix already invested last year in a new building to store raw materials (12 - 14,000 tonnes new storage capacity). This investment has completed the old storage capacities of the company consisting of 12 silos of which six silos of 500 tonnes and another six silos of 200 tonnes each.

"We buy 100% of our cereals in Poland", comments Drymel about his raw material supply, although he could purchase cheap wheat from Russia. "It will be cheaper indeed, but it will arrive at the same price because of the high customs rights, and Polish cereals have a better quality", he said.

This year, the Polish cereal crop is normal, but with

Regional focus

a poor protein content (10-11% for wheat instead of 12-13% on average).

For its protein needs, the company has started to buy rape and sunflower cake from the Ukraine and Hungary. "We have already bought this year 1,500 tonnes of soy cake, 1,000 tonnes of rape cake and 1,500 tonnes of sunflower cake, and we will import more in the future", adds Drymel, who is about to import soy and sunflower also from Moldavia. Tasomix may also buy corn gluten meal from Moldavia as this country has only non-GMO corn. "Poland used to only work with non-GMO corn and it will be more complicated next year with the arrival of GMO corn on our market", Waldemar Drymel explains.

Price stability

Ireneusz Sobczak, president of Tasomix, estimates margins will go down for all in the feed businesses. "There is huge competition here and we need to be efficient. You need to train and educate your clients now", he says.



Ireneusz Sobczak, president of Tasomix: "We are hoping for more stable prices."

Sobczak, however will not increase his sales team which consists of only two sales managers. Tasomix employs 56 people and only two or three extra employees will manage the new plant. "You need to answer to the new demands of your clients such as for example omega-3 eggs, which have been just started this year by us", explains the Tasomix president.

On the question what the EU accession changed, he answers "There are no big changes, but we hope for more stable prices, both for raw materials and for meat products." To be able to better compete in the European market Sobczak explained the creation of "Polskie Pasze", an association of seven

Polish feedstuffs companies Tasomix joined. This organisation was founded with the aim to find synergies and improve efficiency in their business.

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