

Testing Focus

EUROFINS FOOD GROUP NEWSLETTER

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EUROFINS APPOINTS COMMERCIAL DIRECTOR TO ENHANCE CLIENT SERVICES

Eurofins Food and Water Testing UK and Ireland are pleased to announce the appointment of Ben Allison as Commercial Director as part of our commitment to enhancing client services.

Ben will oversee the sales and marketing teams and joined Eurofins from British Sugar, part of Associated British Foods, where he worked in a number of senior commercial roles.

Highlighting his immediate objectives, Ben said that providing excellent customer service was "absolutely paramount" to succeed in such a competitive industry.

He said: "I'm keen to hear from our customers about how we can continue to support their businesses, and understand what we need do more of to ensure our commercial relationships continue to go from strength to strength."

"Building stronger partnerships with our customers will be critical to success and in the recent past we've grown both organically and through acquisition so that's something that we'd like to see continue in the future."

Phil Coles, Managing Director, said: "Ben's appointment is a deliberate move to meet our growth objectives and to meet and exceed our clients' requirements going forward."

"He brings with him a pedigree in new business and in developing and maintaining strong commercial relationships that will be key to the future performance of the business."



INVESTMENT IN WOLVERHAMPTON LABORATORIES ENHANCES TESTING CAPABILITIES



Recent months have seen work continue on our Wolverhampton laboratory expansion, following the exciting announcement to invest £1.5million into the site to increase capacity and capability.

The green light was given earlier in the year to expand our UK headquarters, which will strengthen our position as a leader in our field.

The 1,000 square metre development will see food microbiology laboratories expanded on the ground floor, while water hygiene testing will be expanded in a new first floor extension.

A larger staff canteen will also be installed within the first floor extension to improve facilities for employees.

Patrick Harte, General Manager, said the extension enhanced the overall capabilities of the site, and complemented the investment in the expansion of food chemistry and contaminants completed last year.

"This extension reinforces our commitment to further increasing the services we can offer, harnessing our world-leading laboratory expertise."

Our investment also means we are future-proofing the facility, widening the scope of what we can offer, giving customers even greater insight to help them make truly informed commercial decisions."

It is anticipated the new development will be complete by this autumn.

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EUROFINS APPOINTS GENERAL MANAGER FOR WATERS BUSINESS AND PREPARES TO OPEN NEW LAB IN LIVINGSTON

Melissa Lane has been announced as the new General Manager of Eurofins water testing business.

Melissa has more than 20 years' experience in water hygiene testing and will have responsibility for our water microbiology and water chemistry laboratories across the UK, which provide

UKAS accredited analysis to assess the safety of water in cooling towers, hot and cold water systems, closed systems and recreational waters such as swimming pools and spas.

Melissa will be focusing on the business operations ensuring even greater consistency and efficiency to clients. She said: "My intention is to shape the waters labs to offer a seamless service to our clients."

Water testing laboratories are currently situated in Camberley, Grimsby and at our UK headquarters in Wolverhampton, where Melissa will be based, and which is currently undergoing a £1.5million expansion.

Eurofins are also preparing to open a brand new purpose-built water testing laboratory in Livingston, Scotland. The 5800 m2 facility at Brucefield Industry Park will be shared with Eurofins' Biopharmaceutical Testing business and the new facility offers significant capacity for future growth. Longer term, Melissa said she intended to grow the Waters business and seek to adopt new testing techniques and technologies as they became available.



EUROFINS ACQUIRES ENVIRONMENTAL LABORATORY SERVICES (ELS)

Eurofins has completed the acquisition of Environmental Laboratory Services (ELS), the leading provider of accredited water and environmental chemistry testing in Ireland.

The completion now means our world-leading testing business can offer customers an even greater range of highly specialist chemistry testing services.

The ELS acquisition is the third completed by Eurofins in the UK and Ireland in the past 12 months and highlights our commitment to further grow our global footprint. Phil Coles, Managing Director, said the completion represented "exciting times".

He added: "The ELS team are an excellent addition to the Eurofins family and share our commitment to quality, customer focus, team spirit and integrity, ensuring that our customers continue to benefit from our trusted support."

ELS provides a range of expert testing services, including pesticide analysis, drinking water and waste water compliance testing and cleaning process validation testing, as well as a distribution and collection network, covering all of Ireland.



FOND FAREWELLS AND NEW BEGINNINGS FOR PASS



Public Analyst
Scientific Services

Alan Richards, Head of Scientific Services, retired this June after six years at the helm of the Public Analyst Scientific Services (PASS).

Alan has been in his role since PASS was set up in autumn 2011, and has a proud history in food, water and environmental analysis stretching back more than 40 years.

Alan said: "With a strong team behind me we were very successful in growing the PASS business over the first few years and increasing our presence within Eurofins. It was a challenge but one that was very enjoyable and motivating."

Speaking of his plans for the future, Alan said he was looking forward to retiring to Spain for a few years before returning to UK to build a bungalow for himself and his wife.

Alan will be succeeded by current Deputy Head of Scientific Services, Liz Moran.

Liz said "Alan's wealth of experience and knowledge of the industry have been invaluable and that he would be "greatly missed".

She added: "Alan and I have worked together over the past six years to build PASS up into the leading provider of public analyst services in the UK. He has contributed so much to the success of



PASS and now deserves to be able to put his feet up and retire." Looking forward to her new role, Liz said that the changing

regulatory environment for the food industry will bring opportunities for food scientists with expertise in legal compliance, adding that not only would public analysts have the opportunity to assist food businesses at the testing stage, but also in identifying risks at the production stage and determining which ingredients or products to test.

Liz said her initial priorities would be to continue to support the food complaints testing service, which has experienced growth in the last year.

AUDIT & ADVISORY SPOTLIGHT AND TRAINING

Audit and Advisory joined the Eurofins family in July 2016 as part of the acquisition of Exova's UK Food testing business. This was a new area of expertise to Eurofins and complemented current offerings to provide a comprehensive approach to clients' food needs.

The industry specialists in the Audit and Advisory team are principally focused on the development and maintenance of the due diligence systems that every food business must have in place to demonstrate their compliance with food safety, composition, labelling and claims law.

Now based at the Eurofins Food and Water Testing headquarters in Wolverhampton, and with food industry experience spanning 20 years, the team helps to resolve challenges faced by the industry every day.

Senior Food Law Advisor, David McGinlay, said "The service Eurofins provides is renowned as world class in its field. The service we provide is all about passing on that confidence to our clients. There is nothing more gratifying than the thanks of a client who has come to us with a seemingly intractable problem for which we have been able to provide a solution that is best for their business."

From routine practical advice to complex technical policy systems and legal challenges, the team can organise a mixture of audit, advice and training in various aspects of food compliance

including BRC, microbiology, auditing, labelling and food integrity.

Due to the unique access to Eurofins' network of laboratories world-wide, the Audit and Advisory service marries the teams' expert skills to those of international colleagues, significantly widening the scope of the advice.

As a result, Audit and Advisory has introduced dedicated training as part of the Eurofins training calendar.

Visit www.eurofins.co.uk/training for more information and dates of our training courses, which include several BRC Global Standards programmes, Advanced Food Labelling and Food Fraud.



CHARITY CHATTER

MACMILLAN COFFEE MORNING

Generous staff at Eurofins UK headquarters in Wolverhampton raised more than £700 for Macmillan Cancer Support at a coffee morning where wannabee Mary Berry's took to their kitchens and produced a range of mouth-watering delights for a cake sale and cake-off competition.

Meanwhile a raffle proved hugely popular thanks to a plethora of top prizes kindly donated by suppliers.



RED NOSE DAY

Staff at our laboratories across the UK took part in fundraising activities for Red Nose Day, raising £578.

Activities included cake sales (we do love cake) and fancy dress, along with a game of bingo at Eurofins HQ in Wolverhampton, with Red Nose Day goodies as prizes.