



FBP SECTOR

ENQUIRY - AUDIT



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1. PERSONAL AND COMPANY PROFILE

1.1. GENERAL INFORMATION

1.1.1

Company name: LA FATTORIA DI OLGA SRL (Olga's Farm Ltd)

Address: Via Cesare Battisti 32, 33100 Udine, Italy

Tel: +39 0432 654327 Fax: _____

E-mail: info@olgafarm.it Website: www.olgafarm.it

Person(s) interviewed: Ms. Olga Carrai.

Role(s) in company: CEO

1.1.2

Company history:

Since over 70 years La Fattoria di Olga is specialized in the production of high-quality ricotta and its packaging and in supplying the most qualified Distribution brands and Industries in Italy and abroad. Always in line with the market expectations and the wish to promote an healthy and balanced diet, La Fattoria di Olga has continuously invested in factors that are still its strengths:

- . quality,
- . specialisation,
- . the creation of a virtuous chain,
- . Research and Development
- . technology

1.1.3

Date of establishment: 1952

1.1.4

A. Company status and ownership: The company is family-owned and operated by three siblings: 1 production director, 1 administrative director, 1 sales director

Joint-stock company

Ltd

Other limited company

Association

Cooperative

Other

B.

Independent, Managed by independent owner

Managed by an holding company

Production unit

C.

Majority State ownership

Majority foreign ownership

1. 2. MAJORITY FOREIGN OWNERSHIP

1.2.1

Sectors of principle activity

Production of dairy products, such as yoghurt and ricotta (soft, white unsalted cheese).

1.2.2

Number of employees

Total employees in group:

- World: _____
- Italy: 25

Total employees in company: 25 of which:

- Production/Processes: 18
- Technicians: 2
- Technicians: 5

1.2.3

What qualifications does the company possess (or aim to possess)?

	Current	Expected
1. ISO9001 (quality system)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Other international standards	<input type="checkbox"/>	<input type="checkbox"/>
3. ISO 14001 — EMAS (environmental management)	<input type="checkbox"/>	<input type="checkbox"/>
4. Eco-label (environment)	<input type="checkbox"/>	<input type="checkbox"/>
5. Other (EPD/PCF/..)	<input type="checkbox"/>	<input type="checkbox"/>

2. PRODUCT

2.1 COMPANY ACTIVITY

2.1.1

Type of activity

- By single project
- By single project
- Catalogue/Mass-production
- Subcontractor/Co-packer
- Service
- Other: Production of two products (derived from ricotta) of own brand

2.1.2

Breakdown of business (product/process)

- | | (% of turnover) |
|--|---|
| 1. Products designed internally and directly commercialised | <input checked="" type="checkbox"/> 15% |
| 2. Products designed internally and modified to client needs | <input checked="" type="checkbox"/> 75% |
| 3. Products manufactured according to client specifications | <input checked="" type="checkbox"/> 10% |
| 4. Technical and product support services | <input type="checkbox"/> _____ |
| 5. Other: _____ | <input type="checkbox"/> _____ |

2.1.3

Three highest selling products

- | | (% of turnover) |
|--|-----------------|
| 1. Ricotta for end-consumer + own packaging | 80% |
| 2. Ricotta for pastry shops and bakeries + one's own packaging | 20% |

2.1.4

THREE MOST RECENT PRODUCTS	YEAR OF INTRODUCTION	% OF TURNOVER

2.2 PRODUCT(FAMILY)/ MARKET (exclusively related to packaging)

(to be completed by product, considering the main product and/or the product that is considered most important for the company in the future)

2.2.1

Product: Packaging for ricotta for end-consumer

Description/Product function: small or medium-sized thermoformed tray with two possible closing methods: a) interlocking thermoformed lid; b) peel-off polymer film that is only used for the smaller tray. There is also secondary packaging, composed of a paperboard tear-off tab in various formats.

2.2.2

Year of introduction to the market: 1995

2.2.3

When was the product last updated? _____

Reason for updating

- Improved performance
- Cost reduction
- Risk reduction / improved safety
- Environmental impact reduction: introduction of water-based inks to replace solvent-based ones
- Adaptation to norms
- Other (specify): _____

2.2.4

What did the last updating consist in?

- Design
- Structure/composition
- Improvement of technological content and of services
- Price
- Range
- Commercial formulas
- Other: labelling

2.2.5

Origin of product, source of the idea:

- Company idea
- Result of R&D (company or service providers)
- Result of market analysis
- Suggestion from clients/service providers
- License
- Imitation/Adaptation of an existing product
- Other: _____

2.2 PRODUCT(FAMILY)/ MARKET (exclusively related to packaging)

(to be completed by product, considering the main product and/or the product that is considered most important for the company in the future)

2.2.1

Product: Ricotta for pastry shops and bakeries

Description/Product function: welded polymeric film, shock and thermal resistant. A label with organoleptic product information is applied to this film.

2.2.2

Year of introduction to the market: 1992

2.2.3

When was the product last updated? No updates

Reason for updating

- Improved performance
- Cost reduction
- Risk reduction / improved safety
- Environmental impact reduction: introduction of water-based inks to replace solvent-based ones
- Adaptation to norms
- Other (specify): _____

2.2.4

What did the last updating consist in?

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- License
- Imitation/Adaptation of an existing product
- Other: _____

3. THE INNOVATION PROCESS

3.1 DESIGNING ONE'S OWN BRAND:

3.1.1

What means are used to carry out the identification of new market needs and trends?

- Visits to trade fairs to monitor the activities of competitors
- Surveys on final customers
- Surveys on clients
- Monitoring trends in different sectors, such as fashion, technology, etc.
- Visiting distribution channels in Italy and abroad to gather new materials
- Information on market trends
- Other: periodic briefing with large retail buyers

3.1.2

Who defines the theme / brief for the ideation of new products?

The sales director, who consults both the head of production in regards to technical feasibility as well as the administrative director in regards to economic feasibility.

3.1.3

Who designs new products?

- Designer within the company (for packaging)
- Designers outside the company (for packaging visual design - graphics)

3.1.4

How is the theme conveyed to designers of a new product?

- Through a design brief accompanied by a presentation done by the marketing office (or person in charge)
- Through a meeting where the themes are communicated verbally without an attached design brief
- Other

3.1.5

In the design of a new product, do you normally establish implementation and improvement objectives concerning environmental impact?

The company has yet to consider the environmental impact of the product, besides the introduction of water-based inks, which was dictated by a well-known English distribution chain. The company is interested in the environmental impact of its own products, although revenue margins are low and any added costs pose a problem. The company, however, wants to develop a new range of added-value buttermilk products (ricotta with unique flavours and condiments) in which the margins are greater. Therefore, the use of solutions with low environmental impacts can be considered.

3.1.6

After the designer has received the theme, does the person in charge of the product verify progress in some way?

The sales director, who manages and controls deadlines.

3.1.7

For the creation of a new product is there a creative phase within the design process?

Only cost-benefit analysis.

3.1.8

In this phase, how many and which people participate in research for new product ideas?

The sales director, the production director, a technician, a sales associate and a representative of the graphics agency for labelling.

3.2 DESIGN FOR THIRD PARTIES:

3.2.1

How does client-to-company communication take place in regards to the production of a new product?

A briefing is organised in which a representative of the client company is present, normally the head of marketing, as well as the sales and production directors of the company.

3.2.2

Is the company asked to carry out projects that have already been developed by the client or are the design responsibilities decided upon in the agreements made between the two?

In 50% of cases the company carries out the entire design process from start to finish.

In 50% of cases the company works on projects developed by the client.

3.2.3

In the production process, the client company:

- Supervises all the stages of the production cycle
- Carries out an acceptance check of the final product

ENVIRONMENT

4.1 GENERAL

4.1.1

Do your clients express interest in environmental performances for their products?

As the brands of large distributors are sensitive to themes of environmental issues, client requests for “greener” products are significantly rising.

4.1.2

Do environmental excellence and sustainability exercise a strong influence on the reputation and image of your company?
Not yet

4.1.3

Have you ever heard of eco-design, LCA, or product energy balance?

The company has heard of these issues but is not currently developing projects in this direction.

4.1.4

Are you able to provide LCA values on your products through a dedicated structure in order to verify costs and benefits?
No

4.1.5

Is there an environment manager on the production site level? Yes No

No, there is a head of workplace safety and hygiene.

4.1.6

Do you use materials with a low environmental impact in your production cycle? (bio-based, biodegradable, recyclable, by recycling, etc.?) Yes No

The company primarily uses polypropylene (PP) for food-use.

4.1.7

If yes, which kind of materials do you use? Yes No

4.2 ENERGY

4.2.1

Do you use materials with a low environmental impact in your production cycle? (ecocompatible or by recycling?)

Yes No

4.2.2

Do you know the quantity of energy utilised in its various forms during the different phases of the production process?

Yes No

4.2.3

If yes, fill out the following table

FUEL CONSUMPTION

	TOTAL CONSUMPTION	FOR AIR CONDITIONING/ HEATING	FOR PRODUCTION CYCLE
Electrical energy (kWh/year)	35.000	20%	80%
Natural gas (mc/year)	2.200	90%	10%
other		%	%

4.3 INPUT

4.3.1

Does the production site use raw materials? Yes No

4.3.2

If yes, which raw materials are used by the company? Indicate the type and quantity in the table below

4.3.3

Does the production site use semi-finished products? Yes No

4.3.4

If yes, which semi-finished products are used at the production site? Specify the type and annual quantity in the table below

INPUT

Raw material type		(ton./year)
		(ton./year)
		(ton./year)
		(ton./year)
Semi-finished pro	Rolls of polymeric film	(ton./year) 1
	PP (Polypropylene) in sheets	(ton./year) 140
	Pre-cut and printed paperboard	(ton./year) 50
	Adhesives	(ton./year) 0.5
Other		(ton./year)
		(ton./year)
		(ton./year)
		(ton./year)

4.4 OUTPUT

4.4.1

Indicate the commodity-related categories of the finished products and their quantities on an annual basis or by production cycle in the table below

4.4.2

Indicate the types of semi-finished products and their quantities on an annual basis or by production cycle in the table below.

No semi-finished products.

4.4.3

In manufacturing your main products do you produce discard material? Yes No

4.4.4

If yes, how is it disposed of/reused?

- landfill
- incinerator
- recycling
- reused

4.4.5

Are the company's reference standards for the disposal of waste known? Yes No

4.4.6

Indicate the types of waste generated by the company in the table below

OUTPUT

Finished product	Thermoformed trays and lids with possible paperboard secondary packaging	170 (ton./year)
	Bags made of polymeric film	1.5 (ton./year)
		(ton./year)
Semi-finished product		(ton./year)
		(ton./year)
		(ton./year)
Waste	PP (Polypropylene)	20 (ton./year)
Other		(ton./year)
		(ton./year)
		(ton./year)

5. TRANSPORT

5.1

What means of transport are used for the input and output previously identified and how frequently are they used?
(fill out the table below)

TRANSPORT - INPUT

Average distance from origin of raw materials / semi-finished	50 km
Means of transport	Trucks
Frequency	Daily

TRANSPORT - OUTPUT

Average delivery distance of finished product/semi-finished	from 20 km (Verona) to 1600 km (London) Average distance: 800 km
Means of transport	Trucks
Frequency	Daily
Average distance to destination of waste	COREPLA - Milan Distance: 140 km
Means of transport	Trucks
Frequency	Weekly



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