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1. Introduction

The document “1st Report on technology transfer activities targeting TFP SMEs” (deliverable 8.2.2) summarises the main activities implemented under the TRUEFOOD project in 15 countries (Austria, Belgium, Czech Republic, Denmark, France, Germany, Greece, Hungary, Italy, Poland, Portugal, Slovenia, Spain, Turkey and UK) to exploit research results and transfer new knowledge to the traditional food production (TFP) SMEs, principally through training events. This report refers to the period months 19 – 33 (November 2007 – January 2009).

The technology transfer activities¹ were implemented under the task 8.2. “Exploitation of results and training” of the Work Package 8 “Dissemination, Training and Technology Transfer” which overall aim is to put in place a system of continuous training and dissemination, capable of effective transfer of new knowledge to the SMEs involved in the production of traditional food. The activities took place mainly from months 19 to 33 (November 2007 – January 2009) and will continue until the end of the project life (April 2010). The activities were implemented by the Techno-Scientific Mediators (TSMs) of the 11 Training and Dissemination Units (TDUs) established at SPES (Spread European Safety) Food & Drink National Federations:

- TDU ANIA – Association National des Industries Alimentaires (France)
- TDU FEDERALIMENTARE – Federazione Italiana dell’Industria Alimentare (Italy)
- TDU FEVIA – Federatie Voedingsindustrie / Fédération de l’Industrie Alimentaire (Belgium)
- TDU FFDI – Federation of the Food and Drink Industries (Czech Republic)
- TDU FHFI – Federation of the Hungarian Food Industries (Hungary)
- TDU FI – Foedevareindustrien (Denmark)
- TDU FIAA/LVA – Fachverband Lebensmittelindustrie / Lebensmittelversuchsanstalt (Austria)
- TDU FIAB – Federación Española de la Alimentación y Bebidas (Spain)
- TDU FIPA – Federação das Indústrias Portuguesas Agroalimentares (Portugal)
- TDU SETBIR – Union of Dairy, Meat, Food Industrialists and Manufacturers (Turkey)
- TDU SEVT – Federation of Hellenic Food Industries (Greece)

The TDUs were established and TSMs were selected during the previous phase of the project (months 1 – 18). A training programme was implemented for enhancing SPES capacities and generating a core group of TSMs able to assist the transfer of new knowledge on food safety, food quality and other research topics from the RTD WPs to the TFP SMEs. During the 2nd implementation phase (from month 19) this strong network of TSMs started to work closely with the TRUEFOOD research partners to implement technology transfer activities in 11 SPES members’ countries: Austria, Belgium, Czech Republic, Denmark, France, Greece, Hungary, Italy, Portugal, Spain and Turkey. Furthermore, technology transfer activities took place in other 4 countries (UK, Germany, Slovenia and Poland) to ensure a broader dissemination of knowledge to the SMEs in the European area. The TRUEFOOD Training and Dissemination Manager Cecilia Chiapero, on behalf

¹ The project partners in WP8 identify ‘technology transfer’ as the process of transferring scientific findings, which do not need more demonstration actions, from one organization to another (i.e., from research institutions to SMEs) through TDUs / TSMs for the purpose of innovation, further development and commercialization in the traditional food sector. It is the process of sharing skills, knowledge, practical tools, etc. among SMEs and research organizations to ensure that scientific and technological developments are accessible to a wider range of SMEs, who can then further develop and exploit the new skills into new products, processes, services, organizational solutions, etc.

of Agriconsulting S.p.A, monitored all activities in cooperation with the WP8 Leader Daniele Rossi (SPES).

This document was drafted by the TSMs of SPES TDUs with the support of Cecilia Chiapero (Training and Dissemination Manager): Francoise Gorga and Virginie Guerin (TDU ANIA); Federica Scotto di Tella and Alessandro Cordelli (TDU FEDERALIMENTARE); Anne-Christine Gouder, Els De Lange and Katelijne Strubbe (TDU FEVIA); Sarka Stejnarova and Jan Pivonka (TDU FFDI); Istvan Pauer and Balazs Palyi (TDU FHHI); Lise Christiansen Walbom (TDU FI); Brigitte Mehlmauer Larcher and Julian Drausinger (TDU FIAA/LVA); Nuria Maria Arribas Vera and Federico Morais Fernandez-Sanguino (TDU FIAB); Catarina Dias and Pedro Ivo Da Costa Queiroz (TDU FIPA); Yudum Iki Yakin and Elif Yucel (TDU SETBIR), and Fotini Salta (TDU SEVT).

The following research partners provided contributions for chapter 14: Andras Sebok (Campden & Chorleywood Food Industry Development Institute Hungary); Klaus Menrad and Sandra Feigl (University of Applied Sciences of Weihenstephan from Germany); Marjeta Čandek-Potokar (Agricultural Institute of Slovenia); Matevz Pompe and Irena Rogelj (University of Ljubljana from Slovenia); Marta Sajdakowska and Sylwia Zakowska Biemans (Warsaw Agricultural University – Human Nutrition and Consumer Sciences Faculty from Poland). Sevim Kose (KTU) provided information for chapter 13.

Furthermore, the SPES Director and TRUEFOOD Project Co-ordinator Daniele Rossi offered advice for the development of this document.

2. Overview of the implemented activities

During the 2nd phase of the project the 11 TDUs started the training and knowledge transfer activities to SMEs involved in the production of traditional food. The main responsible for these activities were the Techno-Scientific Mediators (TSMs) of the SPES TDUs. In the UK, Slovenia, Poland and Germany, as there were no TDUs, the activities were implemented by research partners (see chapter 14 for more information).

- **Implementation of different tools for supporting SMEs**

A number of different tools were used to support SMEs and keep them updated on the state of the art on food innovation issues:

- Training activities targeting SMEs;
- Personnel visits to SMEs;
- Meetings with SMEs;
- Meetings, workshops and discussions with universities and research institutions
- Meetings with national authorities and ministries;
- Phone conversation and direct e-mailing to SMEs with news and updated information;
- Preparation and dissemination of Info-sheets containing information on TRUEFOOD research results;
- Preparation and dissemination of scientific articles and information.

Furthermore, some TDUs (TDU FEDERALIMENTARE, TDU FEVIA, TDU FIAB and TDU SEVT) are working on the development of a booklet with the aim to provide guidance to all personnel involved into the process of technology transfer to food businesses (Deliverable 8.2.3. “Draft of booklet on effective technology transfer activities to SMEs in the food sector”). The final version of the booklet will be available to the public at the end of the project.

In addition to the technology transfer activities, the TDUs also carried out a wider information campaign for communication and dissemination of results using different communication tools (e.g., leaflets, website, newsletter, conferences, info-days, short-films, etc.), which are specifically described in the document “1st Report on Communication and Dissemination packages” (Deliverable 8.3.6) of the task 8.3. “Communication and Dissemination of results”. TDUs disseminated general information on the project also during the implementation of several trainings and meetings.

- **Far-reaching and decentralized initiatives in the European area**

A very positive aspect of the technology transfer activities was the wide and decentralized approach adopted by the partners. The actions took place in 15 different countries to ensure an extensive involvement of SMEs and exploitation of results in selected EU and candidate countries: Austria, Belgium, Czech Republic, Denmark, France, Germany, Greece, Hungary, Italy, Poland, Portugal, Slovenia, Spain, Turkey and UK. The training events were implemented in different cities covering different areas of the countries. For instance, TDU FEDERALIMENTARE implemented technology transfer activities both in Southern Italy (i.e., Naples, Enna and Cosenza), and Central and Northern Italy (Florence and Parma); TDU SEVT implemented the activities in Athens and Thessalonica; TDU FIPA organized events in Oporto and Lisbon; TDU SETBIR’s activities took place in Antalya, Konya and Trabzon in Turkey.

- **High amount of TFP SMEs involved in technology transfer activities**

A high involvement level among SMEs' working in the traditional food production was registered. About **8.500 SMEs** were directly addressed by the project activities through meetings, visits, direct e-mailing, phone conversations, training, etc. in **15 different countries**.

The transfer of new knowledge to the SMEs took place mainly through training activities (i.e., courses, workshops, seminars, etc.). In total **85 training events** were organised between November 2007 and January 2009, involving **2.695 participants, mainly TFP SMEs**. The following table gives an overview of the training activities implemented:

Name of partner	Country	Nr of training events implemented	Nr of attendances
SPES - TDU ANIA	France	10	325
SPES - TDU FFDI	Czech Republic	3	141
SPES - TDU FIAA/LVA	Austria	18	350
SPES - TDU FEVIA	Belgium	13	725
SPES - TDU FI	Denmark	1	100
SPES - TDU SEVT	Greece	6	158
SPES - TDU FHFI	Hungary	5	150
SPES - TDU FED	Italy	5	109
SPES - TDU FIPA	Portugal	8	162
SPES - TDU FIAB	Spain	7	189
SPES - TDU SETBIR	Turkey	3	100
CCH	UK	2	46
SGGW	Poland	2	75
UL - KIS	Slovenia	1	50
FW	Germany	1	15
TOTAL		85	2.695

During the next months TDUs will continue to implement technology transfer activities, in particular training events. The upcoming events from months 34 to 42 (February 2009 – April 2010) will be reported in a following deliverable.

All training events were implemented in strong cooperation with the research partners of the project.

- **Wide range of topics covered during the training events targeting SMEs**

The training activities covered a broad range of topics. They focused on the research results of the TRUEFOOD project, but also on the state of the art on food innovation issues, evolving standards and legislation at EC and national level, recent developments on health and nutritional claims, etc. Some topics were: Food hygiene, food microbiology, international food production standards, food law in EU, health claims, organic food production, food labelling, food packaging, predictive modelling, risk assessment, crisis management, consumer expectations and behaviour, etc. TRUEFOOD research partners were involved in these activities as trainers, but in some cases TSMs acted as trainers or external experts were invited to lecture on specific issues.

- **Taking account of SMEs needs**

TSMs are in charge of exploiting and disseminating research results produced under the project. The activities implemented by TSMs took into account the research results but also the SMEs needs, mainly from the traditional food production sector. Before starting with the implementation of training events, TSMs collected and analyzed information on SMEs needs in their countries using different sources and documents (i.e., the document from the EU project “SMEs-NET – Vision paper and national results, <http://smes-net.ciaa.eu/asp/home.aspand>). After that TSMs developed a tailored training programme to ensure that SMEs requests are fulfilled. In some cases this was not an easy task, since many SMEs are not always aware of their needs or what could be implemented in terms of training and innovation.

- **Strong interaction between TSMs and SMEs**

Overall the implementation of the technology transfer activities shows a very strong interaction between the TDUs and SMEs in the traditional food sector. It is expected that this interaction will continue to increase in the next months leading to a stable and long-standing cooperation for the benefits of the SMEs.



Visits to SMEs during training activities (Belgium)



Training activities in Trabzon (Turkey)

3. Technology transfer activities in Austria

The Austrian TDU is based in FIAA/LVA offices (Fachverband Lebensmittelindustrie/Lebensmittelversuchsanstalt). The TDU understands itself as a motivation and contact platform for the exchange of research and industry for the successful exploitation of research and innovation by traditional food producers. Therefore three different main categories of activities are in the focus of TDU Austria: Contact/Support, Training and Communication.

All annexes mentioned in this chapter are included in this report under the file “Annexes Austria TDU FIAA”.

3.1. Training activities for SMEs

The Austrian TDU has developed to a well-recognised and accomplished partner for training in terms of food production. In the relevant report interval it has implemented a series of **18 seminars and training events** related to important issues of food production and research like quality management, food hygiene and food legislation as well as innovation and exploitation of research. The topics and dates of these events were:

21.11.2007: Food Hygiene
04.12.2007: Sector specific Seminar Fruit and Vegetables
27.02.2008: Food Law Basics
05.03.2008: Food Microbiology
12.03.2008: Organic Food Production
02.04.2008: Advanced Sensory
09.04.2008: HACCP – Practical Application
16.04.2008: International Food Production Standards
23.04.2008: Food Additives
07.05.2008: The Internal Auditor
11.06.2008: Health Claims - Update on recent Developments
01.10.2008: Pathogenes in Food Production
08.10.2008: News in Food Law – An Update
15.10.2008: Cleaning and Disinfection
29.10.2008: Food Labelling
05.11.2008: Food Production Hygiene
26.11.2008: IFS Version 5 – The Practical Experience
09.12.2008: Food Law in the EU and Switzerland

The training programmes and list of participants are available in the annexes of the report (zip file called “Annexes TDU FIAA”).

All of these trainings were carried out in a special dedicated training area close to the TDU facilities in the “Hotel Modul”, Peter Jordan Strasse 76, Vienna (www.hotelmodul.at). One training about Swiss Food Law was carried out in “ara glatt bilden + begegnen”, Opfikonstrasse 165, Glattbrugg near Zurich (<http://www.glattpark.ch/grundlagen/index.php?f=infra&p=arag>). These training activities were attended by a number of **318 participants** coming from **221 different food SMEs** with their origin in traditional food processing, mainly meat production, convenience products, bakery, fruit and vegetables and beverages.

Beside these core activities the Austrian TDUs understands itself as a service institution with additional responsibility for strategic and policy orientated research for the benefit of the Austrian food industry. In this context the following activities have been carried out:

3.2. Contact and support towards Austrian TFP SMEs

Between 11/07 and 01/09 the Austrian TDU has been in close contact with over 35 TFP SMEs related to questions and issues in the context of product-, packaging- and process development. At least 6 collaborative applied research projects have been identified and realised during this period. Some of the research results of TRUEFOOD could be incorporated in these projects. Because of the confidential character of these projects no further details are presented at this stage. These are best practice examples for successful and efficient technology transfer in traditional food production.

3.3. Collection and analysis of information on SMEs knowledge and needs

The Austrian TDU has worked on an analysis study of the meat sector to identify the training and support need for the implementation of innovations. The work contained field visits at 15 SMEs in the traditional meat sector, organisations related to the traditional meat sector as well as F&E service provider to identify the status of innovation and its implementation in the SMEs of the meat sector. Resulting from the face-to-face interviews the TDU developed a list for support needed to introduce innovation in the traditional meat sector. Recommendations and further activities to be carried out have been elaborated. During the implementation of this particular work the opportunities for SMEs to benefit from the TRUEFOOD project were highlighted.

3.4. Participation in activities for the knowledge transfer from the RTD WPs to the TDUs

The Austrian TDU has organised and participated the 1st workshop on research results in Vienna. The objective of this workshop was to initiate the information flow between TDUs and research results gained by the work of the other WPs. The workshop contributed to increase the know-how of TDUs and to enable them to communicate to the SMEs how to benefit from the research results of this particular project.

3.5. Preparation of Info-sheets

The Austrian TDU is in charge in co-operation with the Spanish TDU to develop the info sheet regarding the research results of WP 4 “Improving nutritional quality of traditional products in line with consumer demands” in close co-operation with FIAB. The purpose of this info sheet is to transfer the research results of WP 4 to a language, which is understandable for non-researches and is tailor made as regards the needs of information for SMEs.

3.6. Other relevant technology transfer activities

• Evaluation of regional meat branch

Austrian TDU is working to evaluate the technology and innovation level of small and medium sized enterprises as regards the slaughtering, cutting of regionally fattened pigs and cattle as well as the further processing of traditional meat products of the regions. The objective of the work is to assess the actual technology status, to identify weaknesses and strength to increase the market chances for traditional meat products in the region. SMEs should be supported to introduce new technologies in their facilities to promote innovation in traditional meat products whereas it is important to get an understanding of the needs in order to provide tailor made advisory and training to the SMEs. In the frame of this work the TDU has disseminated information on the activities of the

TRUEFOOD project and the accessibility of research results from European research centres to SMEs also in Austria.

- **Study on innovation and co-operation between the agricultural sector and food producers – “AgroInnocessing”**

The Austrian TDU had an active role in the research, preparation and dissemination of the study “AgroInnocessing” in cooperation with the Austrian University of Life Sciences, FIAA and FFG (Austrian Research Promotion Agency). The study includes a compilation of status quo of offer and demand of new product and processing developments in agricultural food processing, divided by branches and thematic sectors, as well as a description of existing potentials and possibilities for development, documentation of innovative projects in primary production, food processing and R & D institutions (BOKU, LVA, Higher Schools as R & D providers) and organisation of “INNOVATION-Network“, which based on the efforts of TRUEFOOD. TRUEFOOD was presented and described in the study and SME’s were encouraged, to participate in TRUEFOOD-Activities as a tool of the next phase of the project “AgroInnocessing”.

- **AgroInnocessing Folder**

Preparation and dissemination of the AgroInnocessing Folder, which contained a summary of existing potentials and possibilities for development and innovation between the primary and food processing sector and the R & D and SME-support institutions, as well as an overview over existing promotion for investments and new developments.

- **Austrian Food Report 2008**

The Austrian TDU participated actively in the preparation and finalization of the Austrian Food Report for the Austrian Federal Ministry of Agriculture, Forestry, Environment and Water Management with special focus on Innovation and Technology Transfer for Austrian SME’s and the role of traditional and regional food products as competitiveness factors for sustainable rural development, as well as consumer patterns and the development of regional and traditional food as a strategy for the consolidation of SME’s in the food sector within European and national markets.

- **“Genussregionen Österreich” – Traditional Food products of Austrian Regions**

Austrian authorities have started an initiative to promote the production and processing of traditional regional products in Austria. The objective is to use the existing endogenous resources of the regions and to reconsider traditional agricultural production and processing methods to offer tasteful traditional products to consumers. At the time being there are 80 registered regions with traditional regional products. The TDU team Austria is involved in the regular reporting on activities of the regions such as product development, set up of cooperation between primary agricultural production, processing and marketing channels of regional products (retail sector, restaurants, hotels, whole sale, special shops). In addition qualitative interviews were carried out with agricultural producers, representatives of processing companies and relevant stakeholders in order to evaluate the implementation of the initiative and to develop recommendations for further activities in the up coming period. Up to more than 25 SMEs were contacted in this project. The activities in the frame of TRUEFOOD will become of special interest for the main actors of the initiative “Genussregionen” in order to gather information and experience from other examples and initiatives throughout Europe.

4. Technology transfer activities in Belgium

Activities related to technology transfer are organised in Belgium by the National Food Federation (TDU FEVIA) in cooperation with the two national food technology platforms (NFTP): Flanders' FOOD for Flanders and WAGRALIM for Wallonia.

From May 2007 to January 2009 (M13-M33), TDU FEVIA (Belgium) and the two national platforms, Flanders' FOOD and WAGRALIM, organised several technology transfer activities which are described in the following.

All annexes mentioned in this chapter are included in this report under the file "Annexes Belgium TDU FEVIA".

4.1. General description of technology transfer activities implemented

In this section, the following activities related to technical solutions are gathered:

- Syntheses and articles on scientific topics,
- Direct transfer,
- Meetings with scientific partners.

TDU FEVIA and the two NFTP produce **syntheses and articles on scientific topics**. It concerns the production of literature review, info-sheets, articles in a SME-language, and articles digested from recent scientific papers. It concerns also the collection of scientific papers for the Innovation Database required by the TRUEFOOD project. These documents are spread mainly by e-newsletters (in Flanders this is a two weekly newsletter 'Science and Technology Watch') and during meetings and events. A total of 425 activities are listed for the concerned period (M13-M33). For details, please refer to the three examples described in Paragraph 2.3 "Periodical dissemination".

By **direct transfer**, TDU FEVIA helps SMEs directly when they ask for help. TDU FEVIA reacts by providing *e.g.* answers, feedback, follow-up, requests, cooperation proposals, and spread of articles. This is done mainly by e-mails, telephone or during visits. A total of 226 actions are counted for the concerned period (M13-M33).

Technology Transfer activities are also organized during **meetings with scientific partners**. An example for WAGRALIM is given through the IST-FOOD Work Group. This Work Group gathers one TSM, the responsible of research activities of the NFTP WAGRALIM and specific scientific partners. These scientific partners are representing the main universities and research centres of Wallonia. Meetings are organised to acknowledge innovation needs from food SMEs and direct them towards technical solutions and/or scientific partners. From March 2008 (M23), a total of seven meetings have been organised so far. A total of 11 innovations needs have been expressed by food SMEs.

The three main kinds of technology transfer are synthesized in Table 1 and in the corresponding annex.

Table 1: List of Belgian activities of technology transfer (M13-M33).

TYPE	SOURCE	Target per activity	RESULTS for M13-M33 Total and average/month
Syntheses and	TDU FEVIA (3)	Belgian SMEs,	Total 425 activities

articles on scientific topics	TSMs)	consumers and stakeholders	20 activities / month for 3 TSMs
Direct transfer	TDU FEVIA (2 TSMs)	FEVIA companies, other SMEs, TRUEFOOD partners, European federations, NFTP, stakeholders, researchers, consumers, other	Total 226 actions 12 actions/month for 2 TSMs
Meeting IST-FOOD Work Group	WAGRALIM (1 TSM)	SMEs, research centres, universities	Total: 7 meetings 1 meeting / 2 months* See Annex 1 for details

*This activity started last March 2008 (M23).

4.2. Communication with SMEs and stakeholders

Communication is organised for SMEs and for stakeholders. One-to-one meetings were organised mainly, during which Belgian TSMs presented the project and the scientific results. During the meetings, TSMs collected also the SMEs needs concerning innovation and training activities. The SMEs innovation needs were matched with the TRUEFOOD results. A solution was organised to help the SME, by organising technology transfer (dissemination of articles and results, suggestion of scientific contacts). Meetings with SMEs and stakeholders were more intensively organised during the first phase of the project (M13-M20).

By stakeholders, we mean intermediaries, consultants, journalists, students, universities, research centres, national authorities.

Are also concerned in this section other activities, like internal meetings or the participation and the organisation of events. Events are regional organisations, international fairs organised by TDU FEVIA or one national platform.

TRUEFOOD documents are spread to SMEs and stakeholders mainly.

Table 2 synthesizes the main communication activities. More information can be found in the corresponding annexes and in the deliverable D.8.3.6 “1st Report on Communication and Dissemination packages”.

Table 2: List of communication activities organised by TDU FEVIA (Belgium) and the NFTP Flanders’ FOOD and WAGRALIM (M13-M33).

TYPE	SOURCE	Number of people reached per activity	RESULTS for M13-M33 Total and average/month
Meetings with SMEs and stakeholders	TDU FEVIA	1 to 20 people	Total 93 meetings 4-5 meetings/month

			for 2 TSMs See Annex 2 for details in Wallonia (40 meetings)
Events	TDU FEVIA, Flanders' FOOD and WAGRALIM	Up to 540 people	8 events 1 event / 2 trimesters See Annex 3 for details



Meetings with SMEs in Belgium

- **Periodical dissemination**

Periodical dissemination means TRUEFOOD announcements in:

- **E-newsletters** from TDU FEVIA and the two national platforms Flanders' FOOD and WAGRALIM,
- **Direct mailing**,
- **Updates of web pages.**

E-newsletters are sent on a regular basis by TDU FEVIA and the two NFTP Flanders' FOOD and WAGRALIM. For details, please refer to the first example described below.

This periodical dissemination is dedicated for TRUEFOOD training activities in Belgium and in Europe, the publication of scientific syntheses or articles, and updates of information on the web.

Direct mailing and e-newsletters are addressed to SMEs and stakeholders that personally expressed an interest for the TRUEFOOD project. On January 2009 the database gathers more than 130 people. This database is split in two : people with a general interest and scientific results are gathered in the "TRUEFOOD general list". People interested in the training activities that TDU FEVIA is implementing are gathered in the "TRUEFOOD training list". People can subscribe to both lists.

Actions of stakeholders and intermediates are also synthesized as they spread TRUEFOOD information through their e-newsletters, mailings, snail mail, fax, and websites. Their actions are called indirect actions. A total of 15 stakeholders is promoting the activities of the TRUEFOOD project.

Three examples are given:

- Flanders' FOOD and WAGRALIM prepare regular scientific summaries or synthesis on various themes that may interest the Belgian Food SMEs. Articles are produced from papers published in international journals and from the TRUEFOOD project. Articles are written in Flemish and in French. They are sent through the e-newsletter STW for Flanders' FOOD (Scientific Technology Watch) and through the WAGRALIM's e-newsletters. The articles are also uploaded on both websites (www.flandersfood.com; www.wagralim.be). The very last version (January 2009) is presented in **Annex 4**.
- TDU FEVIA (Belgium) provides in cooperation with TDU ANIA (France) a translation in French of the scientific results that are published in the TRUEFOOD newsletters. The synthesis is spread by e-mail or snail mail to the SMEs, stakeholders and research centres/universities. The synthesis is uploaded on both websites: ANIA (www.ania.net) and WAGRALIM (www.wagralim.be), section TRUEFOOD. The very last version (January 2009 for the 5th newsletter) is presented in **Annex 5**.
- TDU FEVIA (Belgium) launched last January 2009 a new website called "Forum KMO / PME" (www.fevia-kmo.be in Flemish, www.fevia-pme.be in French). It is a web forum created exclusively for SMEs belonging to the Belgian Federation. These SMEs have a restricted and free access. General information and scientific results from the TRUEFOOD project will be regularly uploaded on the web forum.

The target is in priority Flemish and Walloon SMEs. Belgian stakeholders, academia, scientific partners, research centres also receive this information. (Table 3)

Table 3: Synthesis of dissemination activities organised in Belgium (M13-M33).

TYPE	SOURCE	Number of people reached per activity	RESULTS for M13-M33 Total and average/month
FEVIA-Flash (weekly e-newsletter)	TDU FEVIA	2700 to 2800	Total 12 articles 1 to 2 article(s)/month* Uploaded on www.fevia.be (Fevia-Flash archives)
STW (two weekly e-newsletter on Science and Technology)	Flanders' FOOD	1300	Total 360 articles 9 articles/month Uploaded on www.flandersfood.com (STW section)
Direct mailing, snail mail	TDU FEVIA	30 to 2500	Total 15 actions 1 action/month
Direct mailing and e-newsletters	Flanders' FOOD and WAGRALIM	450 to 1500	Total 9 actions 1 article/month*
Update of the national web pages for TRUEFOOD activities	TDU FEVIA and "SMEs FORUM"	Approx. 2000 visitors / month	Total 3 updates 1 action/6 months http://www.fevia-pme.be

	Flanders' FOOD and WAGRALIM		Total 9 updates 1 update/month* www.flandersfood.com www.wagralim.be
Indirect actions (through stakeholders and intermediates)	15 stakeholders and intermediates	30 to 5000	Total min. 17 actions 1 action/month See examples in Annex 6

* Announcements of training activities started from June 2008 (M26) and the results are calculated from this month.

4.3. Training activities for SMEs

In order to create a sensible Training Programme, specific steps have been followed according to the guidelines of the “Deliverable 8.2.1 Guidelines for training activities”. A survey on SMEs needs in terms of innovation and training has been achieved in Wallonia and Flanders. A match between needs and offers was performed with the Belgian scientific partners (WP5, UGent). A synthesis of the methodology and the description of the training programme for Belgium 2008-2010 is described in Annex 7. This synthesis was orally presented last January 2008 during the WP8 meeting in Wien.

In 2008, **three training activities** were organised by TDU FEVIA (Belgium). **A total of 30 participants was reached.** They belonged to **14 food companies and 7 stakeholders.**

The TRUEFOOD partners involved in the training activities belong to France (Consortium du Jambon de Bayonne, Arzacq) and to Belgium (UGent, Ghent). A short CV of the Belgian partners, Prof. Xavier Gellynck and MSc. Adrienn Molnár, is appended in **Annexes 8 and 9.**

TDU FEVIA prepared a set of training materials for each training activity. They are fully described in the corresponding reports. Please refer to the “annexes TDU FEVIA” for details.

TDU FEVIA carried out the evaluation of each training activity through an anonymous questionnaire. The anonymous questionnaire was distributed to all participants after the activity. The questionnaire covered a wide range of issues ranging from the training curricula to the logistics. The results are fully described in each report (refer to corresponding annexes).

The training activities are fully described in the corresponding annexes and synthesized in Table 4.

Table 4: Synthesis of training activities organised by TDU FEVIA (Belgium) (M13-M33).

Training activity	Dates and Location	Partners involved	Total participants (SMEs and stakeholders)	Evaluation by the participants
VISIT to the experimental station PYRAGENA (France): meetings in the ham sector	18-20/09/2008 (3 days) Arzacq (France)	Consortium of Bayonne Ham, partners of ADIV (WP3). Contact name: Mr Bertrand Ecomard	7	The overall activity was scored 4 on 5 (very good). See details in Annex 10
COURSE on	25/09/2008	UGent (WP5).	14	The overall

Supply Chain, first session (Belgium): Introduction to Chain	(1 afternoon) Brussels (Belgium)	Contact name: Prof. Xavier Gellynck, MSc. Adrienn Molnár		activity was scored 4 on 5 (very good). See details in Annex 11
COURSE on Supply Chain, second session (Belgium): Chain Performance	02/10/2008 (1 afternoon) Brussels (Belgium)	UGent (WP5). Contact name: Prof. Xavier Gellynck, MSc. Adrienn Molnár	9	The overall activity was scored 4 on 5 (very good). See details in Annex 12

In addition, in Flanders **10 seminars/trainings, vists and meetings** were organised by Flanders' FOOD. In total **695 participants** attended the training activities:

- Seminar 'Colour: natural aspects' – 90 participants
- Seminar 'Taste: practical aspects' – 116 participants
- Training 'Microbiology and preservation' – 3 sessions with 44, 46 and 44 participants
- Visit to the 'Restaurant of the future' – 33 participants
- Science and industry meet – 2 sessions with 17 and 34 participants
- Research meeting 'Intelligent micro-electronics and sensor networks' – 15 participants
- Seminar 'Mild inactivation techniques' – 32 participants
- Flanders' FOOD technology Day – 147 participants
- Seminar 'Taste: basic flavours' – 77 participants

The next training activities scheduled for 2009 and 2010 are described in **Annex 13**.

4.4. Participation in activities for the knowledge transfer from the RTD WPs to the TDUs

The Belgian TDU participated in the 1st workshop on research results that was organized in Vienna. The objective of this workshop was to exchange information between WP leaders and TDUs on research results. The workshop contributed to increase the know-how of TDUs and to enable them to communicate to the SMEs on the benefits of the research results.

4.5. Preparation of Info-sheets

TDU FEVIA prepared three info-sheets for WP1 activities and two info-sheets for WP5 activities. The Info-sheets were prepared in collaboration with the Hungarian Federation TDU FHFU and UGENT partners. The info-sheets were checked by the scientific partners of the TRUEFOOD project before being translated and spread in French and in Flemish.

5. Technology transfer activities in Czech Republic

5.1. General description of the technology transfer activities implemented

The Czechs TDU is based in FFDI (Federation of the Food and Drink Industries) offices in Prague. The TDU from the Czech Republic implemented several activities to transfer new knowledge and research results to the SMEs, but also to support TFP SMEs in their country.

All annexes mentioned in this chapter are included in this report under the file “Annexes Czech Republic TDU FFDI”.

TDU FFDI kept updated the tools developed during the 1st phase of the project: the address lists and databases of SMEs on traditional food production. In addition to that, FFDI interviewed approx. 75 R&D organisations and researchers to contribute with innovative developments as partners for the enterprises. This database provides information for the TRUEFOOD project and will be enlarged in next project phases.

TDU FFDI has actively contributed to development of a feasibility study, which helped Czech authorities to design and implement new Rural Development Programme (2007-2013) according to Reg. (EC) 1698/2005. The new Rural Development legal framework foresees under its priority axes 1 (Competitiveness) financial assistance for innovation activities of SMEs and co-operation agricultural holdings.

5.2. SMEs involved in the transfer activities

The FFDI TDU keeps frequent contact with a large number of national SMEs using different tools and channels: training workshops, face-to-face meetings, and group discussions, official and external partners websites, publications, leaflets, official monthly edited journal, meetings with media representatives, e-mails, phone calls, etc. (for more information on information activities see Deliverable D8.3.6. Report on communication and dissemination packages 5/2006-1/2009).

Most frequent communication between FFDI TDU and SMEs (having production in traditional food area) has been kept in particular with the following companies, which are operating in the meat sector, canning, baker's and milk industry:

- Alika, a.s.,
- Alima značková prodejna, a.s.,
- Alimpek, s r.o.,
- Altis Kolín, s r.o.,
- Artifex Instant, s r.o.,
- Backaldrin, s r.o.,
- Beas, a.s.,
- Budějovický měšťanský pivovar, a.s.,
- Carla, spol. s r.o.,
- Drůbež-Vysočina, spol. s r.o.,
- Extrudo Bečice, s r.o.,
- Fish Market, a.s.,
- Fruta Podivín, a.s.,
- Jan Zeman – Biopekárna Zemánka,
- JH Group, spol. s r.o.,

- Lacrum Velké Meziříčí,
- LWM International CZ, s r.o.,
- Lyckeby Culinar, a.s.,
- Maso Planá, a.s.,
- Melites, spol. s r.o.,
- Mlékárna Klatovy, a.s.,
- Mocca, spol., s r.o.,
- Moravia Lacto, a.s.,
- Otma-Sloko, s r.o.,
- Pika, a.s.,
- Plastcom, akciová společnost,
- Poex Velké Meziříčí, a.s.,
- Polabské mlékárny, a.s.,
- PT Servis konzervárna, spol. s r.o.,
- Quality Season Product, s r.o.,
- Rudolf Jelínek, a.s.,
- Rupa, spol. s r.o.,
- Slovácká Fruta, a.s.,
- Víno Blatel, a.s.,
- Znovín Znojmo, a.s.,
- ZŘUD – Masokombinát Polička, a.s.,

FFDI TDU have also been in a very close contact with branch associations as follow:

- Association for Delicatessen Producers,
- Czech Moravian Association of ZZN,
- Czech Moravian Sugar Industry Union,
- Czech Moravian Dairy Union,
- Czech Beer and Malt Association,
- Czech Meat Processors Association,
- Czech Starch Industry Association,
- Business Association of Bakers and Confectioners,
- Fishery Association of Czech Republic,
- Poultry Association,
- Union of Confectioners in Czech Republic,
- Union of Millers and Bakers in Czech Republic,
- Distilleries Union in Czech Republic,
- Mineral Waters Union,
- Industrial Mills Union,
- Wine´s Union in Czech Republic,
- Non-alcoholic Drink Producers Union,
- Spirits Producers Union in Czech Republic,
- Association of legal entities of canning industry and distillery.

5.3. Training courses implemented

Thanks to the training programme implemented during the 1st phase, the FFDI TDU became better prepared to transfer the new knowledge from RTD WPs to SMEs. The FFDI TDU members (TSM: Mr. Jan Pivoňka and Mrs. Šárka Štejnarová) expressed that the time spent during the trainings was

used efficiently, because they had the possibility to exchange views, best practices and discuss about common problems with other colleagues at European level. Last, but not least, also to visit research centres and SMEs in different countries. The whole programme was considered very positive especially with regards to the cross-cultural learning experience. It made possible to visit for the first time also other countries, to work in different learning environments and to meet new colleagues working on food safety and quality issues. Thanks to the training programme, a strong network of TSMs in 11 different countries was built.

After the training programme targeting SPES – TSMs, the FFDI TDU organised **3 training sessions for SMEs** related to key topics, the most problematic areas of national SMEs making production in preferably in traditional foodstuffs production. Before the implementation of the training, and according to guidelines for the design and delivery of learning activities to SMEs, FFDI TDU collected and analysed information on SMEs knowledge needs, and the state of the art on innovation issues for the food and drink sector. On the basis of a survey (addressing approx. 600 SMEs and other stakeholders by e-mail, personal and e-mail contacts), key issue topics as required by members and non-members of FFDI were pointed out and included into programmes of three one-day workshops.

- **Training on “Chemical safety in bakery production, legislation, food chain’s standards**

First workshop was organized on 18th February 2008 and dedicated to bakery production, legislation and food chains standards.

During morning session representatives of Ministry of Agriculture CR, Mr. Jindřich Fialka (Director of Food Production and Trade Dpt.) and Mr. Martin Štěpánek (Head of Food Production and Trade Dpt.) got acquainted all presented with actual state and expected development of legislation in bakery production. Next contribution was followed by Prof. Jana Hajšlová from ICT in view of one of TRUEFOOD’s project partners who used the opportunity to introduce the most important results concerning WP 6. Next, J. Hajšlová described an actual difficulty in the area of process contamination and other potential toxic or anti-nutritional items in bakery production. During the whole day discussions between speakers and participants (in particular SMEs) took place.

Next speech dedicated to leader of WP 6 TRUEFOOD project, Mr. Christophe Cotillon, was stressed to actually offered opportunities to national foodstuffs producers in a matter of cooperation within 7th Framework Programme. A few inquiries submitted by presented producers were met in as the most professional way as possible. Some of responders were promised to receive a feedback by 2 working days passing the training day. All promised were achieved.

Following discussion was related to the actual state of research results of TRUEFOOD project.

Next contribution covered one of the most requested topic, food standards overview related to food industry and their impact for processors. In order to ensure as much necessary professional speech as possible, representatives from ICT (Mr. Michal Voldřich and Jan Pivoňka) took their place on that key area.

On conclusion of that day, Mr. Jan Pivoňka introduced to all presented stakeholders all problematic points in field of additives, flavours, additives in food industry, standards and rules for their meeting.

All inquires and requests resulted from whole day training seminar were met. Individual consultation realized in next days was agreed upon in between both sides.

- **Training on “Chemical safety in milk industry, nutritional recommendations, durability, active & intelligent packaging”**

Second workshop was held on 17th March 2008 was focused on chemical safety in milk industry, nutritional recommendations, durability, active and intelligent packaging.

FFDI TDU (Š. Štejnarová, J. Pivoňka) introduced TRUEFOOD project with its goals and summary of actual R&D results. Available profits for SMEs were also stressed out.

During morning session representatives of Ministry of Agriculture CR, Mr. Jindřich Fialka (Director of Food Production and Trade Dpt.) and Mr. Martin Štěpánek (Head of Food Production and Trade Dpt.) got acquainted all presented with actual state and expected development of legislation in milk production. Prof. Jana Hajšlová from ICT followed next contribution in view of one of TRUEFOOD’s project partners who used the opportunity to introduce the most important and worth results concerning WP 6. Next, J. Hajšlová described actual difficulties in the area of sensor-based contamination & other potentially toxic or anti-diet components of milk production. During the whole’s day discussion in between of speakers and participants (in particular SMEs) there was a wide scope of questions directly responded.

Next speech dedicated to leader of WP 6 TRUEFOOD project, Mr. Christophe Cotillon, was stressed to actually offered opportunities to national foodstuffs producers in a matter of cooperation within 7th Framework Programme. A few inquiries submitted by presented producers were met in as the most professional way as possible. Some of responders were promised to receive a feedback by 2 working days passing the training day. All promised were achieved.

Following discussion was related to the state of the arts of TRUEFOOD project achievements.

Next contribution covered one of the most requested topics: „Foodstuffs & Health“ on nutritional recommendations for population in Czech Republic with particular aspect on fats. In order to ensure as much necessary professional speech as possible, representatives from ICT (Ms. Jana Dostálová and Jan Pivoňka) took their place on that key area.

Another highly requested contribution-covered impact of raw material and technology on quality and durability of products and functional milk products, which was introduced by professional representative from Milk Research Institute, Mr. Jan Drbohlav.

Next word belonged to delegates from Foodstuffs industry Research Institute Prague (VÚPP Praha), Mr. M. Beran, Mr. I. Boháček who focused on higher valorization of whey. Statistical approach to assessment of microbial risk introduced Mr. A. Landfeld, Mr. V. Erban and Mr. Houška. Last contribution from VÚPP Praha was dedicated to myths about milk and introduced by Mr. C. Perlín.

In conclusion of that day, Mr. Jan Pivoňka introduced to all presented stakeholders all problematic points in field of packaging, in particular active and intelligent packaging. In addition, Mr. J. Dobiáš took also a few words.

All inquires and requests resulted from whole day training seminar were met. Individual consultation realized in next days was agreed upon in between both sides.

- **Training on “Chemical safety, food labelling, durability, additives, sanitary code of food packaging”**

Third workshop was held on 14th April 2008 and dedicated to chemical safety, food labelling, durability, additives, sanitary code of food packaging (focused on malt, fried products, cereals, coffee grinding etc.).

FFDI TDU (Š. Štejnarová, J. Pivoňka) introduced TRUEFOOD project with its goals and summary of actual R&D results. Available profits for SMEs were also stressed out.

During morning session representatives of Ministry of Agriculture CR, Ms. Jitka Goetzová acquainted all presented with actual state and expected development of legislation in malting and fried production.

Next contribution was followed by Prof. Jana Hajšlová from ICT in view of one of TRUEFOOD's project partners who used the opportunity to introduce the most important and worth results concerning WP 6. Next, J. Hajšlová described actual difficulties in the area of contamination malting and cereals production. During the whole's day discussion in between of speakers and participants (in particular SMEs) there was a wide scope of questions directly responded.

Next speech dedicated to leader of WP 6 TRUEFOOD project, Mr. Christophe Cotillon, was stressed to actually offered opportunities to national foodstuffs producers in a matter of cooperation within 7th Framework Programme. A few inquiries submitted by presented producers were met in as the most professional way as possible. Some of responders were promised to receive a feedback by 2 working days passing the training day. All promised were achieved.

Following discussion was related to dissemination word of TRUEFOOD project. Clear introduction and actual state concerning meeting the project objectives.

Next contribution covered one of the most requested topic: „Hygienic aspects of Food packaging“. In order to ensure as much necessary professional speech as possible, representatives from ICT (Mr. Michal Voldřich) took their place on that key area.

Another highly requested contribution covered pesticides applied for protection of malt barley which was introduced by professional representative from Reseach Institute of Brewing and Malting, Ms. Renata Mikulíková.

Next word belonged to delegate from Czech University of Life Science, Prague – Mr. Luboš Babička.

On conclusion of that day, Mr. Jan Pivoňka introduced to all presented stakeholders all problematic points in field of food labelling.

All inquires and requests resulted from whole day training seminar were met. Individual consultation realized in next days was agreed upon in between both sides.

- **SMEs participation to the training courses**

In total **141 SMEs registered to the training initiatives**. On the first workshop participated in total 58 representatives from SMEs, second workshop 34 participants and during the last workshop FFDI TDU registered 49 participants.

5.4. Communication with SMEs

In addition to the training seminars, the FFDI TDU daily communicates with the SMEs via telephone or e-mail keeping them updated on new trends and issues that are top-of-mind for the industry as well as day-to-day challenges for the consumers. In order to keep actually informed SMEs that are FFDI's members and the general public about TRUEFOOD activities and R&D results, FFDI TDU continuously edited news, briefing and ensured dissemination within Federation and interested stakeholders.

5.5. *Participation in activities for the knowledge transfer from the RTD WPs to the TDUs*

TDU FFDI, Ms. Šárka Štejnarová and Mr. Jan Pivoňka attended the first workshop on TRUEFOOD research results in Vienna in January 2008 and arranged a transfer of first results and knowledge towards interested food processors in Czech Republic through e-mails and personal meetings of FFDI's bodies (Executive Committee, Board of Directors, Directors of Associations, General Assemblies, Legislation Committees, ENV Committees, Working groups for Bakery's production, Frozen Food production, Healthy lifestyle, WG for Trade policy and Marketing, Czech Technology Platforms meetings incl. of its bodies, Beer Cluster meetings, etc. (for more information see Deliverable D8.3.6. Report on communication and dissemination packages 5/2006-1/2009).

5.6. *Preparation of Info-sheets*

The Czech TDU is in charge to develop the info sheet regarding the research results of WP 2B in close co-operation with ANIA. The purpose of this info sheet is to transfer the research results of WP 2B to a language, which is understandable for non-researches and is tailor made as regards the needs of information for SMEs.

6. Technology transfer activities in Denmark

The Danish TDU is based in DI The Danish Food and Drink Federation offices in Copenhagen. The TDU from the Denmark is everyday working with implementation of activities to transfer new knowledge and research results to the SMEs, but also to support TFP SMEs in the country.

6.1. Training activities for SMEs

Specifically a seminar was organized by FI on the theme “Dissemination and monitoring concerning the new food improvement agent package”. More than **100 participants from 54 SMEs** participated in this event.

The seminar was announced in the newsletter ‘FOKUS’ of the Danish Food and Drink Federation twice before Christmas and once after New Year. The evaluation shows great satisfaction of the seminar amongst the participants.

The following is a list of SMEs that took part in the seminar:

Name of SMEs
A/S Einar Willumsen
Axellus A/S
Bryggeriforeningen
Cadbury Europe
Carlsberg Danmark A/S
Chr. Hansen A/S
Coca-Cola Nordic Services ApS
CO-RO FOOD A/S
CP Kelco ApS
Daloon A/S
Dancake A/S
Dandy A/S (Cadbury EMEA A/S)
Danisco Sugar A/S
DANÆG Products A/S
DI Fødevarer
DSM Nutritional Products
EPA FOODS A/S
EUROGRAN A/S
Ferrosan A/S
Firmenich Denmark
Flensted A/S
Fødevarestyrelsen
Graasten Salater A/S
GUMLINK A/S
H. N. Fusgaard A/S
HARIBO LAKRIDS A/S
Heede Bolcher A/S
KiMs A/S
K-salat, Rieber & søn Danmark A/S

Lantmännen Cerealia A/S
Lantmännen Danpo A/S
Lantmännen Unibake
Leaf Danmark ApS
Natur-Drogeriet A/S
Nestlé Nordic A/S
New Nordic Manufacturing ApS
NORDISK KELLOGG'S ApS
OSCAR A/S
Pernod Ricard Nordic
Pharma Nord
Pharma-Vinci A/S
Royal Greenland Seafood A/S
Royal Unibrew A/S
Rynkeby Foods A/S
Scandic Food A/S
Sensient Flavor Scandinavia AB
SFK Food A/S
Skare Food A/S
Toms Gruppen A/S
Tulip Food Company
Fødevarestyrelsen
Danisco A/S
DFO
Novozymes

TDU FI is planning other training courses for this year. Concerning a specific seminar on “New Nordic Food” as an innovation agent for the Danish SME’s, FI members asked to postpone the arrangement due to the present severe economic situation. The plan is to carry out the seminar in the 2nd half of 2009.

6.2. Participation in activities for the knowledge transfer from the RTD WPs to the TDUs

TDU FI attended the first workshop on TRUEFOOD research results in Vienna in January 2008. The objective of this workshop was to initiate the information flow between TDUs and research results gained by the work of the other WPs. The workshop contributed to increase the know-how of TDUs and to enable them to communicate to the SMEs how to benefit from the research results of this project.

6.3. Preparation of Info-sheets

TDU FI provided some contributions for the development of the info sheet regarding the research results of WP 1. TDU FI worked in close co-operation with FEVIA and MATFORSK to prepared this document.

7. Technology transfer activities in France

The TDU ANIA organizes and coordinates the technology transfer activities of TRUEFOOD Project in France. From November 2007 to January 2009 TDU ANIA implemented several technology transfer activities. One the most important activity was the implementation of a tailored training programme targeting TFP SMEs in France.

All annexes mentioned in this chapter are included in this report under the file “Annexes France TDU ANIA”.

7.1. Training programme targeting SMEs

The training programme for the French SMEs was developed by ANIA in cooperation with the French partners INRA, ACTIA and CNIEL. The TDU in cooperation with the French research partners, created a list of topics related to TRUEFOOD project. The list was evaluated and supplemented by ANIA members and the final list, in form of questionnaire, was sent to about 200 SMEs (that declared themselves as interested by the project) to list the most important topics for them. The received data were collected and analysed by TDU in order to establish the following training programme.

Topic	Location	Date	Partner
Risk assessment			ACTIA
- Packaging	Paris	13/10/08 - 24/11/08	
- Hygiene	Paris	10/10/08 - 16/12/08	
Risk analysis	Paris	16/10/08	CNIEL
Nutrition			ACTIA
- Regulatory issues	Rennes	18/11/08	
- Development aspects	Rennes	19/10/08	
Predictive modelling	Paris	14/11/08	ACTIA
Sustainable development	Paris	12/12/08	ACTIA
By-products management	Paris	18/12/08	ANIA

The TDU developed all the necessary administrative documents (invitations, agendas, registration forms, checking list, list of participants, certificate of attendance, evaluation questionnaires) and performed the advertisement of the training programme via ANIA flash, ANIA website, “ANIA research” website and personal communication with the SMEs.

The training programmes of the **10 courses** are available in the annex prepared by ANIA.

- ***Training material***

TDU ANIA prepared a set of training material including the PowerPoint presentations for all teaching sessions and scientific papers on presented issues. Furthermore a dossier containing the publication of TRUEFOOD (brochure and newsletters) and the annual report of ANIA was distributed. All participants achieved the objectives of the seminar and received the certificate of attendance.

- **SMEs participation**

The training courses were attended by **325 SMEs** in total representing the sectors of dairy products, vegetable oil, beverages, confectionary, frozen food, pasta, legumes, ready to eat food, bottled water, table olives, meat products, sauces and bread products.

- **Seminars evaluation**

TDU ANIA carried out the evaluation of the seminar through a questionnaire. The anonymous evaluation questionnaire was distributed to all participants at the end of the training course. The questionnaire covered a wide range of issues ranging from the training curricula to the logistics. The questionnaire was covered 9 abovementioned questions:

- Usefulness of the seminar
- Length of the seminar
- Trainers effectiveness
- Quality of the training material
- Organization of the seminar
- Training venue
- How well the seminar addressed the main topic
- Practical impact of the seminar
- General comments / proposed seminars

The analysis of the questionnaires revealed that overall the participants rated the seminars very positively indicating that their expectations were fulfilled. The participants expressed that the topics presented at the seminars were useful to their work. In the section of the comments the participants pointed out that more case studies or workshops should have been added. Finally, the participants indicated topics for the next seminars. The feedback was the following:

- Consumers studies
- Crisis management
- New analysis techniques



Training activities at ANIA

7.2. Communication with SMEs

In addition to the training seminars, the technology transfer activities of ANIA included regular meetings of Director General and TDU with the ANIA members, which consisted of 21 sectorial food federations (representing 80% of the French food companies). The meetings took place in

ANIA premises once a month. At least 15 meetings have been organized in the reported period. The food federation inform their members successively. Moreover, ANIA has set a group of SMEs called “TRUEFOOD dissemination list” composed of almost 200 SMEs that from all sector that are directly informed about the project.

Furthermore, the TDU almost daily communicates with the SMEs via telephone or e-mail keeping them updated for the issues that are top-of-mind for the industry as well as day-to-day challenges for the consumers.

7.3. Communication with the stakeholders

TDU ANIA participates in meetings and events organized by the stakeholders (universities, research centres, national authorities, ministries, enterprises) in order to inform the SMEs about the current trends on the research.

Event	Target	Location	Date
Meetings with the french partners in order to organize the TRUEFOOD seminars.	TRUEFOOD partners	Paris	22/11/07 8/02/08
CIAA Conference on “competitiveness”	European Institutions, consumer organisations, science, press and industry,	Brussels	02/07/08
Presentation of the Truefood project to the French technology platform for food Food For Life France	Ministries, Universities, Research centers, companies, retailers, financing bodies	Paris	25/09/08
CIAA Conference “The Food and Drink Industry in the 21st Century – Generating Growth, Serving Consumers, Respecting the Environment”	European Institutions, consumer organisations, science, press and industry,	Brussels	27-28/11/08

ANIA daily informs SMEs about all relevant events and encourages them to participate via the website developed within the TRUEFOOD project www.ania-recherche.net

ANIA TDU participate to all these events and make reports useful to all SMEs.

7.4. Participation in activities for the knowledge transfer from the RTD WPs to the TDUs

The French TDU ANIA participated in the 1st workshop on research results that was held in January 2008 in Vienna. The objective of this workshop was to initiate the information flow between TDUs and research results gained by the work of the other WPs. The workshop contributed to increase the know-how of TDUs and to enable them to communicate to the SMEs how to benefit from the research results of this particular project.

7.5. Preparation of Info-sheets

The French TDU was responsible for the development of the WP2A and WP6 Info-sheets in collaboration with the Italian and Czech Federations FEDERALIMETNARE and FFDI. TDU ANIA cooperated very closely with INRA (WP2A Leader), developed the Info-sheet and put it under consultation by the other WP2A partners. The info-sheets will be translated in French; they will be sent to all ANIA members and disseminated to the SMES in France using different dissemination and information channels (i.e., ANIA website, ANIA newsletter, etc.).

8. Technology transfer activities in Greece

The Federation of Hellenic Food Industries (SEVT) organizes and coordinates the technology transfer activities of TRUEFOOD Project in Greece.

All annexes mentioned in this chapter are included in this report under the file “Annexes Greece TDU SEVT (Part 1, 2, 3 and 4)”.

8.1. Training activities for SMEs

The training programme for the Greek SMEs was developed by SEVT in cooperation with the Greek partners AUA, ETAT S.A., NAGREF and TEI Ionian Islands. The TDU in cooperation with the Greek research partners, created a list of topics related to TRUEFOOD project. The list was evaluated and supplemented by the Scientific Committee of SEVT and the final list, in form of questionnaire, was sent to SMEs to pick up the most important topics for them. The received data were collected and analysed by TDU in order to establish the following training programme:

Topic	Location	Date	Annexes
Risk assessment	Athens	27/3/2008 10/4/2008 11/4/2008	Part 1
Predictive modeling	Athens	28/5/2008	Part 2
Risk Assessment & Predictive Modeling	Thessalonica	3/6/2008	Part 3
Crisis Management	Athens	12/11/2008	Part 4

The TDU developed all the necessary administrative documents (invitations, agendas, registration forms, checking list, list of participants, certificate of attendance, evaluation questionnaires) and performed the advertisement of the training programme via SEVT newspaper, SEVT website and personal communication with the SMEs.

- **Training seminar: Risk Assessment**

The seminar was co-organized with ETAT SA and the AUA. The interest for the seminar was very high and was decided to organize 3 seminars on this topic. The seminars were performed on 27th of March 2008, 10th of April 2008 and 11th of April 2008 in the premises of ETAT AE. The total number of participants was 63. The main themes elaborated during the seminar referred to:

- (a) TRUEFOOD Presentation
- (b) Risk assessment of the microbiological hazards
- (c) Risk assessment of the chemical hazards
- (d) Examples on Risk assessment of the microbiological hazards
- (e) Examples on Risk assessment of the chemical hazards

As far as the methodology was concerned, the seminar balanced lectures on key issues with practical sessions (examples on risk assessment of chemical and microbiological hazards) and time to discuss in depth the presented topics in the last session of the seminar. The lecturers of the seminars were experts coming from SEVT (Dr Fotini Salta), Agricultural University of Athens (Prof. George Nychas, Dr Marios Mataragas, Dr Stathis Panagou, Dr George Samoilis AUA, Dr Aspasia Nisioti) and ETAT S.A. (Ms Matina Fournarakou). The seminars were attended mainly by quality managers, process managers, technical managers and R&D managers.

- **Training seminar: Predictive modeling**

The seminar was co-organized with the AUA on 28th of May 2008 in Glyfada, Athens. The total number of participants was 27. The main themes elaborated during the seminar referred to:

- (a) TRUEFOOD Presentation
- (b) Predictive Modelling – General presentation
- (c) Examples on Predictive modelling
- (d) Applications of Predictive modelling presented by a food company

As far as the methodology was concerned, the seminar balanced lectures on key issues with practical sessions (use of predictive model for the estimation of the product shelf-life) and time to discuss in depth the presented topics in the last session of the seminar. The most interesting part of the seminar was the presentation of a company, on the application of a predictive model for the determination of the shelf life of traditional cream. All the participants pointed out that the presentation was really important giving them the chance to see practically how a company applies the predictive modelling. The lecturers of the seminar were experts coming from SEVT (Dr Fotini Salta), Agricultural University of Athens (Prof. George Nychas, Dr Panagiotis Skandamis, Dr Stathis Panagou, Dr George Samoilis AUA, Dr Aspasia Nisioti AUA) and a food company (Ms Niki Fasoulaki). Mainly quality managers, process managers, technical managers and R&D managers attended the seminar.

- **Training seminar: Risk Assessment & Predictive modeling**

The seminar was co-organized with ETAT SA and the AUA in Thessalonici. Thessalonici is second bigger Greek city, located in the north Greece and the seminar was organized aiming at the participation of SMEs, which are located far away from Athens. The seminar was performed on 3 of June 2008 in the premises of Aristotle University of Thessaloniki. The total number of participants was 18. The main themes elaborated during the seminar referred to:

- (a) TRUEFOOD Presentation Risk assessment of the microbiological hazards
- (c) Risk assessment of the chemical hazards
- (d) Examples on Risk assessment of the microbiological hazards
- (e) Examples on Risk assessment of the chemical hazards
- (f) Predictive Models – General presentation
- (g) Examples on Predictive modelling.

As far as the methodology was concerned, the seminar balanced lectures on key issues (e.g. risk assessment, predictive modelling) with practical sessions (examples on risk assessment of chemical and microbiological hazards, use of predictive model for the estimation of the product shelf-life) and time to discuss in depth the presented topics in the last session of the seminar. The lecturers of the seminar were experts from SEVT (Dr Fotini Salta), Agricultural University of Athens (Prof. George Nychas, Dr George Samoilis AUA, Dr Aspasia Nisioti, Dr Marios Mataragas, Dr Stathis Panagou), ETAT S.A. (Ms Matina Fournarakou) and Aristotle University of Thessaloniki (Dr Kostas Koutsoumanis). Mainly quality managers, process managers, technical managers and R&D managers attended the seminar.

- **Training seminar: Crisis Management**

The seminar was held in Athens on 12th of November 2008, organised by SEVT and attended by 50 participants. The main objective was to provide information to the participants regarding the crisis managements, how the national food authorities are dealing with, what the consumers organizations

are doing, how the media shows the crisis, what a company has to do in a case of a crises and how all the stakeholders should cooperate in order to provide better information to the consumers. The presentations were performed by experts from SEVT Scientific Committee (Mr Rodios Gamvros and Mr John Bastas), Ministry of Development and Ministry of Rural Development and Food (Mr Ioannis Economou/Secretary General of Consumer and Mrs Chrysoula Papadimitriou), consumers associations (Mr Nikos Tseberlidis and Mr Andreas Varlamos) and media (Mr D. Benekos/Journalist). The seminar was attended mainly by general managers, quality managers and communication managers. As far as the methodology was concerned, the seminar balanced lectures on key issues with in depth discussion on the presented topics.

- **Training material**

SEVT prepared a set of training material in the form of cd including the PowerPoint presentations for all teaching sessions and scientific papers on presented issues. Furthermore a dossier containing the publication of TRUEFOOD (brochure and newsletters), the annual report of SEVT and brochures of ETAT S.A. and AUA was given to the participants. All participants achieved the objectives of the seminar and received the certificate of attendance.

- **Seminars evaluation**

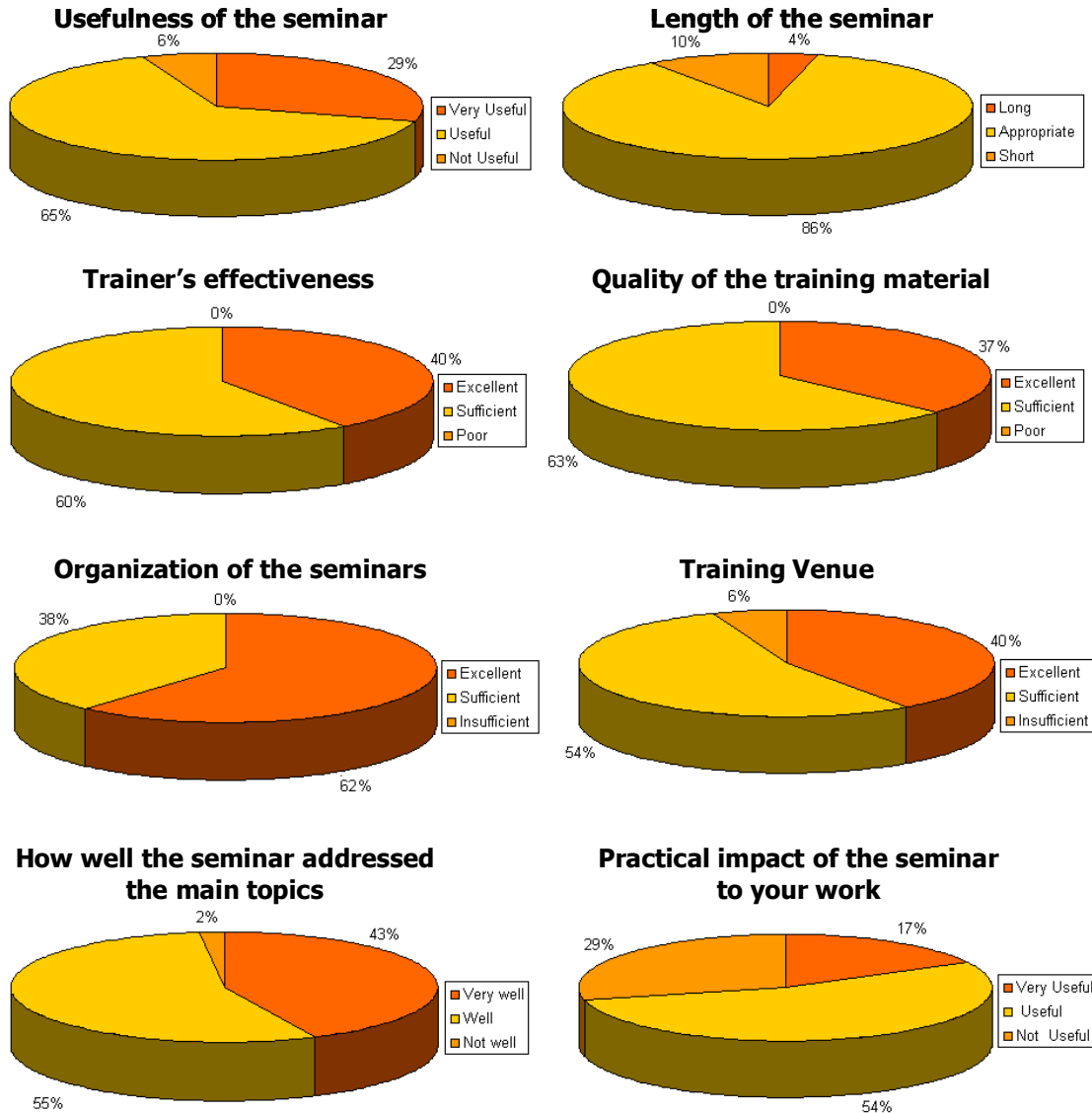
SEVT carried out the evaluation of the seminar through an anonymous questionnaire. The anonymous evaluation questionnaire was distributed to all participants at the end of the training course. The questionnaire covered a wide range of issues ranging from the training curricula to the logistics. The questionnaire was covered 9 abovementioned questions:

- Usefulness of the seminar
- Length of the seminar
- Trainers effectiveness
- Quality of the training material
- Organization of the seminar
- Training venue
- How well the seminar addressed the main topic
- Practical impact of the seminar
- General comments / proposed seminars

The analysis of the questionnaires revealed that overall the participants rated the seminars very positively indicating that their expectations were very good fulfilled. The participants expressed that the topics presented at the seminars were useful to their work. In the section of the comments the participants pointed out that more case studies or workshops should have been added. Finally, the participants indicated topics for the next seminars. The feedback was the following:

- Quality Assurance systems
- Consumers studies
- Crisis management
- New analysis techniques
- Nutritional labeling
- Recent developments from EFSA on health/nutritional claims.

The following diagrams show the responses of the participants.



- ***SMEs participation to the training courses***

The training courses were attended by **158 SMEs** in total representing the sectors of dairy products, vegetable oil, beverages, confectionary, frozen food, pasta, legumes, ready to eat food, bottled water, table olives, meat products, sauces and bread products.

8.2. *Communication with SMEs*

In addition to the training seminars, the technology transfer activities of SEVT included regular meetings of Director General and TDU with the Scientific Committee of SEVT which consisted of 16 scientists working in Greek food enterprises. The committee works on technological, scientific and legislative related issues. The meetings are taking place in SEVT premises once per month. At least 20 meetings have organized in the reported period. Furthermore, the TDU almost daily communicates with the SMEs via telephone or e-mail keeping them updated for the issues that are

top-of-mind for the industry as well as day-to-day challenges for the consumers. Approximately 2 e-mails and 1 telephone conversation realized per day.

The TDU SEVT daily informs SMEs for all relevant events (seminars, conferences, etc.) related to the TRUEFOOD project and other projects on food innovation and encourages them to participate. SEVT approximately has informed SMEs for 25 events and 250 representatives of companies have participated.



Training activities organized by TDU SEVT

8.3. Communication with the stakeholders

SEVT participates in meetings and events organized by the stakeholders (universities, research centres, national authorities, ministries, enterprises) in order to inform the SMEs about the current trends of the food research and innovation. The following table shows a list of events where TDU SEVT took part:

Event	Target	Location	Date
Formal presentation of the EU 7th Framework Programme for Research	Ministries, Universities, Research centers, companies	Athens	1/6/2007
Meeting with the Hellenic Technology Platform committee	Universities, Research centers, companies	Athens	18/6/2007
Conference on Safety/Nutrition/Quality organized by SEVT, AUA & IAD	Consumers, Ministries, Universities, Research centers, companies	Athens	20/6/2007
5th International Conference Predictive Modeling in Foods organized by AUA.	Universities, Research centers, companies	Athens	18/9/2007
Brainstorming on research priorities of SMEs with the Hellenic Technology platform committee.	Universities, Research centers, companies	Athens	19/10/07
Launch of the Greek platform on diet, physical activity and health	Consumers, Ministries, Universities, Research centers, companies	Athens	23/11/07
Meeting for the SEVT Member to be informed for the GDAs and to present the guideline for the GDAs application.	Companies	Athens	6/12/07
Conference on the traditional products organized by ETAT SA where SMEs presented their experience in the transfer of a traditional recipe to industrial scale.	Consumers, Ministries, Universities, Research centers, companies	Athens	20/12/07
Meeting with the greek partners ETAT and AUA in order to organize the TRUEFOOD seminars.	TRUEFOOD partners	Athens	12/2/08
Meeting with Prof Nychas (WP3) in order to prepare the info-day for the consumers	TRUEFOOD partners	Athens	11/6/08 10/7/08 8/9/08 29/9/08
Info - day for the traditional and functional foods organized in the framework of the TRUEFOOD project by SEVT and AUA	Consumers, Ministries, Universities, Research centers, companies, national authorities	Athens	6/10/08
Event for the nanotechnology and FP7	Ministries, Universities, Research centers, companies	Athens	20/11/08
Conference on "Food products & Culture: traveling with the traditional Greek products" organized by ETAT SA	Consumers, Ministries, Universities, Research centers, companies	Athens	25/11/08
CIAA Conference "The Food and Drink Industry in the 21st Century – Generating Growth, Serving Consumers, Respecting the Environment"	European Institutions, consumer organisations, science, press and industry,	Brussels	27-28/11/08
"Technology festival" organized by the General Secretariat for Research and Technology	Consumers, Ministries, Universities, Research centers, companies	Athens	1/12/08
Conference organized by the Hellenic Food Authority to present the focal point of EFSA	Ministries, Universities, Research centers, companies	Athens	9/12/08

8.4. Participation in activities for the knowledge transfer from the RTD WPs to the TDUs

The Greek TDU SEVT participated in the 1st workshop on research results that was held in January 2008 in Vienna. The objective of this workshop was to initiate the information flow between TDUs and research results gained by the work of the other WPs. The workshop contributed to increase the know-how of TDUs and to enable them to communicate to the SMEs how to benefit from the research results of this particular project.

8.5. Preparation of Info-sheets

The Greek TDU was responsible for the development of the WP3 Info-sheet in collaboration with the Hungarian and Portuguese Federations. SEVT cooperated very closely with the Agricultural University of Athens (WP3 Leader), developed the Info-sheet and put it under consultation by the other WP3 partners. The info-sheets are being translated in Greek and will be sent to all SEVT members and disseminated through different communication channels (i.e., the SEVT website, newsletters, etc.).



Training activities organized by TDU SEVT

9. Technology transfer activities in Hungary

The TDU Federation of Hungarian Food Industries (FHFI) organizes and coordinates the technology transfer activities of TRUEFOOD Project in Hungary.

All annexes mentioned in this chapter are included in this report under the file “Annexes Hungary TDU FHFI”.

9.1. General description of the implemented training and technology transfer activities

The main task of the Hungarian TDU and its members the Techno-Scientific Mediators is to bring research and industry closer and transfer the project findings mainly through training events for SMSs and other stakeholders. The main research partner is Campden & Chorleywood Food Industry Development Institute Hungary. TDU FHFI organised seminars, trainings and institute visit with the support of C&C Hungary reaching about 1.000 companies with the invitations, and about **150 companies took part in the 5 events**. The main topics of the events were: predictive modelling, risk assessment, determination of shelf life, supply chain management, consumer expectations and behaviour, sensory analysis, innovative packaging and obesity problems.

Besides organizing the training seminars the Hungarian TDU keeps regular contacts with SMEs and other stakeholders providing answers to their questions by phone, e-mail, e-newspaper, website, and during events.

The technology – knowledge transfer activities implemented for the benefits of the SMEs were the following:

9.2. Training courses for SMEs

- **Seminar for SMEs on Research for Innovation (Budapest, 12 March 2008)**

The aim of this seminar was to draw the attention of the companies to the activities being done in the framework of the TRUEFOOD project, and to show some examples from the research results of Campden & Chorleywood Hungary regarding traditional food products.

Agenda of the seminar:

- The TRUEFOOD project and research directions of the future;
- Effects of fat replaces on sensory attributes in traditional Hungarian stew;
- Reasons of obesity (A quantitative survey among obese people);
- Practical application for the industry to determine safe shelf life of chilled, ready-to-eat, and processed meat products;
- Sensory, instrumental and chemical colour measurements of the Hungarian paprika powders.

Lecturers: István Pauer, TSM, FHFI

Dr. András Sebők, Campden & Chorleywood Hungary

Adrenn Hegyi, Campden & Chorleywood Hungary

Dr. Erika Horváth, Campden & Chorleywood Hungary

Zsófia Nagy, Campden & Chorleywood Hungary

Szilárd Pércsi, Campden & Chorleywood Hungary

Attila Berczeli, Campden & Chorleywood Hungary

The seminar was chaired by the Director General of the Federation.

Participants: 40 SMEs and 25 from universities, research and development institutes, laboratories, ministries, authorities.

- **Visit at Campden & Chorleywood Food Industry Development Institute (Budapest, 29 April 2008)**

Programme:

- Sensory analysis laboratory – computerised sensory analysis in practice;
- Color checking with DIGI-EYE;
- Tools for the development of products packed in modified atmosphere.

Participants: 30 SMEs

- **Seminar for SMEs on Predictiv modelling and risk assessment of traditional food products (Budapest, 20 June 2008)**

Agenda:

- Methods, principles and possibilities for industrial use of the determination of the safe durability – assuring the compliance with the requirements concerning *Listeria monocytogenes*.
- Tools usable in the industry for the practical evaluation of food safety; predictive modelling – risk assessment of traditional food products

Lecturers: István Pauer, TSM, FHF

Dr. András Sebők, Campden & Chorleywood Hungary

Szilárd Pércsi, Campden & Chorleywood Hungary

Participants: 29 SMEs

- **Training to SMEs on Supply chain management (3 sessions)**

Session 1 – Introduction (1 October 2008)

The objective of the first session aimed to define the chain management and understand its benefits:

- Introduction to the supply chain management,
- What is supply chain (value chain, demand chain, network, etc)
- What are the functions of a supply chain and their management (flow and transformation of material, flow of money, flow of information, organisational structures).

Lecturer: Dr. András Sebők, Campden & Chorleywood Hungary

Participants: 26 SMEs

Session 2 – Chain performance 5 November 2008

The objectives of the second session aimed to explore the critical success factors relative to the overall chain performance and to provide a framework for the development of an overall chain performance assessment tool.

The content of this session focused on:

- Performance measurement and performance indicators of chains;
- Models and methods to assess chain performance;
- Challenges of chain performance measurement;
- Development of an overall chain performance assessment tool for chains of food SMEs;
- Overview on the critical success factors relative to chain performance and solutions.

Lecturers: Dr. András Sebők, Campden & Chorleywood Hungary and Adrienn Molnár, UGENT.

Participants: 20 SMEs

Session 3 – Chain Strategies will be held in February 2009

At present TDU FHFİ are working on the preparation of session 3 that will be held in next February.

9.3. Communication with SMEs and stakeholders

In addition to the training seminars the Hungarian TDU keeps regular contacts with a significant number of SMEs, informing them on the topical issues of the European food legislation and the results of the TRUEFOOD project, mainly by e-mail and phone (at least 20 – 40 contacts weekly), but also using the website and electronic newspaper of FHFİ, and personal visits at branch associations. During the events of the Hungarian Federation and its partner organisations, like the National Technology Platform and the Hungarian Scientific Society for Food Industry the TDU also took the opportunity for improving its contacts not only with SMEs but with other stakeholders as well. At FOODAPEST International Food Exhibitions (Budapest, November 2007, November 2008) the Hungarian TDU also had possibilities to communicate with companies and with consumers, too.

9.4. Participation in activities for the knowledge transfer from the RTD WPs to the TDUs

The Hungarian TDU FHFİ took part in the 1st workshop on research results that was held in January 2008 in Vienna. The objective of this workshop was to initiate the information flow between TDUs and research results gained by the work of the other WPs. The workshop contributed to increase the know-how of TDUs and to enable them to communicate to the SMEs how to benefit from the research results of this particular project.

9.5. Preparation of Info-sheets

The TDU FHFİ provided support for the development of the WP3 and WP5 Info-sheets. The info-sheets will be translated in Hungarian; they will be sent to all FHFİ members and disseminated to the SMES in Hungary using the available dissemination and information channels (i.e., website, newsletter, conferences, trainings, etc.).

In the Annexes of this report the following materials are available in Hungarian language:

- Agenda and lecturers of the opening seminar in 12/03/08
- Agenda of the institute visit of 29/04/08
- Agenda and lecturers of the seminar of 20/06/08
- Agenda and the lecturer of the training of 01/10/08
- Agenda and lecturers of the training of 05/11/08
- Training materials (19 pieces)
- Questionnaire for checking the efficiency of the training
- Evaluation Questionnaire

10. Technology transfer activities in Italy

10.1. General description of the implemented training and technology transfer activities

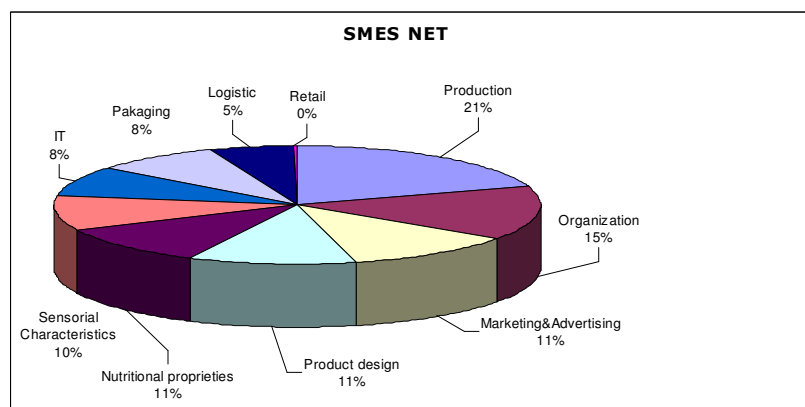
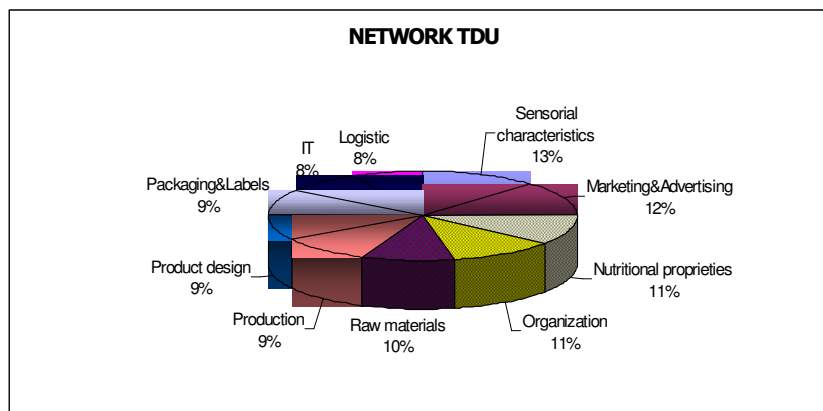
One of the most important aims of the Techno Scientific Mediators is to create a continuous system of training and technology transfer.

Starting from June 2007 the Italian TDU, formed by the Techno Scientific Mediators Federica Scotto di Tella and Alessandro Cordelli, according to what is described in the Detailed Implementation Plans months 13- 30 and 25- 42, began to plan and implement technology transfer activities in Italy.

All annexes mentioned in this chapter are included in this report under the file “Annexes Italy TDU FED (Part 1, 2, 3, 4, 5, 6, 7 and 8)”.

In order to create a tailored Training Programme the following steps have been followed:

- A survey on SMEs needs in terms of innovation and training: Federalimentare TDU developed a survey among both the “TDU network” SMEs (i.e. all the SMEs that have joined a TRUEFOOD Network) via telephone calls and both via focus groups (i.e. Naples, Unione Industriali, 11th October 2007);
- Data, according also to SMEs NET project results, have been analysed with the following results:



- A match with the partner' offers in terms of training/ results was performed, thus a meeting was organized at Federalimentare premises (11th September 2007) with all WP8 Italian partners (i.e. AGRI, DEPAAA, ENEA, INRAN, ISS, UNIMI, UNIPG). In this occasion all the aforementioned results were presented, it was illustrated, also with the coordination of the TPM, a matrix in which roles, topics, issues and responsibilities were defined.
- A Training and Technology Transfer programme was created and developed. It has been decided to organize those activities both at the Confederation of Italian Industry / Industrial Representations at National and Regional level in order to achieve as much SMEs audience as possible and during institutional events such as CIBUS Parma 2008, the most important Italian Food Fair;
- In order to deliver the most complete training and technology transfer event possible, Federalimentare TDU developed materials (for examples and details see § 3) to be delivered during and after the event, in particular:
 - a) an agenda
 - b) slides
 - c) an evaluation questionnaire (Annex 65)
 - d) a certificate of attendance (for an example see Annex 66)
- Within the Training Programme, according also to what is described in the Detailed Implementation Plan, Federalimentare TDU decided to upload the prepared training materials (i.e. Slides) in the Federalimentare TDU web page (www.federalimentare.it/formazione), after the training course has been delivered and only if the involved trainer gave the consent;
- In September 2008 (16th September 2008) Federalimentare TDU decided to organize a second meeting with all WP8 Italian partners in order to discuss actions taken so far and draft the Training and Technology Transfer programme for 2009.
- In order to meet Detailed Implementation Plan the Federalimentare TDU decided to submit, during the Training/ Technology Transfer activities, the questionnaire that has been developed by UNIMI under WP5.

With the aim of creating a constant flow of information between Federalimentare TDU and the SMES of the TRUEFOOD Italian Network, several tools have been created:

- ☛ Meetings: round tables and meeting “one-to-one” were organized, during which partners of the Research Centres of the TRUEFOOD project and the TSMs their selves, discussed and presented TRUEFOOD research results (see the above table for further details);
- ☛ Phone calls
- ☛ Newsletters: the Italian TDU created a Newsletter summing up not only news from the Academia, relevant events in the scientific and non-scientific community, but also news from the TRUEFOOD project. The Newsletters are specific to each sector (e.g. one for the meat sector, one for dairy sector, one for cereal sector and so on) and are delivered in an electronic form circa once every three months. Each Newsletter has been sent to the SMEs by e-mail and uploaded on the TDU web page: http://www.federalimentare.it/formazione/TDU_newsletter.asp. In total 33 newsletters have been delivered from month 19 to month 33. The newsletters are available in the zip file “Annexes TDU FED” (annexes 17- 49).

Here are some examples of the front page of the Italian TRUEFOOD Newsletter:

The image shows the front page of the Italian TRUEFOOD Newsletter N° 5, 'dolci & biscotti' issue. At the top left is the TRUEFOOD logo, in the center is the FEDERALIMENTARE logo (Federazione Italiana dell'Industria Alimentare), and at the top right is the SPES logo. The main title is 'ITALIAN TRUEFOOD NEWSLETTER N° 5' with the subtitle 'dolci & biscotti'. Below the title is a photograph of a bakery display case filled with various pastries. To the right of the photo, the date and location are listed: 'TDU-03/09' and 'Roma il 4 febbraio 2009'. Below the photo, there are several green headlines: 'EVENTI IMPORTANTI PER IL SETTORE FOOD', 'QUALI SONO I RISULTATI DEI NOSTRI PARTNER?', 'QUALI SONO LE NOVITA' DELLA RICERCA SCIENTIFICA', and 'L'INFORMAZIONE E LA FORMAZIONE PER LE PMI'. At the bottom, there is a 'CONTATTI' section with contact information for Federica Scotto di Tella and Alessandro Cordelli, including email addresses and phone/fax numbers. A signature of Alessandro Cordelli is also present.

The image shows the front page of the Italian TRUEFOOD Newsletter N° 9. At the top left is the TRUEFOOD logo, in the center is the FEDERALIMENTARE logo (Federazione Italiana dell'Industria Alimentare), and at the top right is the SPES logo. The main title is 'ITALIAN TRUEFOOD NEWSLETTER N° 9'. Below the title is a photograph of a person working in a kitchen or bakery. To the right of the photo, the date and location are listed: 'TDU 15/08' and 'Date and place'. Below the photo, there are several headlines in different colors: 'A) IMPORTANT EVENT FOR THE FOOD SECTOR', 'B) RESEARCH OBJECTIVES OF OUR PARTNER', 'C) WHAT ARE THE RESULTS OF OUR PARTNER?', 'D) WHAT ARE THE SCIENTIFIC RELEVANT NEWS?', 'E) WHAT YOUR TDU DO FOR THE SMBs NETWORK?', and 'F) INFORMATION AND TRAINING FOR SMBs'. At the bottom, there is a 'CONTACTS' section with contact information for Federica Scotto di Tella and Alessandro Cordelli, including email addresses and phone/fax numbers. A signature of Alessandro Cordelli is also present.

The two tables below gives an overview of all technology transfer activities performed so far from month 19 to month 33:

Table 1

<i>Date</i>	<i>Type of activity</i>	<i>Involved partner</i>	<i>Prepared material</i>	<i>Place</i>	<i>Target</i>	<i>Agenda</i>	<i>Report</i>
TRAINING AND TECHNOLOGY TRANSFER							
20 th February 2008	Training/ Technology Transfer: “Shelf Life and innovative packaging”	1) ENEA 2) ISS 3) Federalimentare Servizi s.r.l.	- Slides - Certificate of attendance - Evaluation questionnaire	Unione Industriali of Naples	SMEs Universities	ANNEX1	ANNEX2
8 th May 2008	Training/ Technology Transfer: “TRUEFOOD: traditional food products and exploitation of by-products”	1) ENEA 2) ISS 3) Federalimentare Servizi s.r.l.		CIBUS Parma	Research centres Universities SMEs	ANNEX3	ANNEX4
28 th May 2008	Training/ Technology Transfer: “Relationships with retailers, marketing and information to the consumers”	1) UNIMI 2)Federalimenta re Servizi s.r.l.		Confindustria Enna	SMEs	ANNEX5	ANNEX6

6 th October 2008	Training/ Technology Transfer: “Challenges of Italian TFP SMEs: competitiveness and innovation”	1) Federalimentare Servizi s.r.l.		Confindustria Cosenza	SMEs	ANNEX7	ANNEX8
28 th Nov 2008	Training/ Technology Transfer: “Competitiveness of TFP SMEs: overview and control perspectives”	1) ISS 2) INRA (France); 3) Dairy Research Institute of Greece;		Confindustria Florence	SMEs Universities Other stakeholders	ANNEX9	ANNEX10

Table 2

<i>Date</i>	<i>Type of activity</i>	<i>Involved partner</i>	<i>Prepared material</i>	<i>Place</i>	<i>Target</i>	<i>Agenda</i>	<i>Report</i>
ANALYSIS OF INNOVATION NEEDS MATCHING RESEARCH RESULTS							
21 st April 08	Visit to SMEs: Analysis of needs in terms of innovation			Naples	SMES: Delfino Indaco Candy SpA		ANNEX12
9 th July 08	Round table: analysis of innovation needs and research of possible funding (ENFII project)	ISS (P.Aureli, A.M. Ferrini)		Federalimentare Rome	SME: CS Vacuum Srl		ANNEX13

31 st Oct 08	Visit to Research Center: Updating results from researcher involved	INRAN (Laura Rossi)		INRAN Roma	SME: Spighe d' Astura		ANNEX11
ANALYSIS OF INNOVATION NEEDS MATCHING FUNDING POSSIBILITIES							
4 th April 08	Meeting with industries: updating about funding scheme "Industria 2015- Made in Italy"			Federalimentare Rome	Industry		
12 th June 08				Federalimentare Rome	Industry: Indesit Company		
25 th July 08		INRAN		Federalimentare Rome	Industry: Indesit Company		
30 th July 08				Association of Processed Vegetables Naples	Industry: Annalisa spa Scarlino srl		
31 st July 08				Federalimentare Rome	Industry: Martini Group		
3 rd Sept 08				Federalimentare Rome	Industry: Eridania Sadam, Ferrero Group,		
25 th Sept 08				Eridania Sadam Bologna	Industry		
8 th Oct 08		INRAN ISS		Federalimentare Rome	Industry: Indesit Company		
15 th Oct 08		INRAN		Federalimentare Rome	Industry: Eridania Sadam		
27 th Oct 08		INRAN		Unilver Rome	Industry		
28 th Oct 08		INRAN ISS		Federalimentare Rome	Industry: Indesit Company		

10 th Nov 08				Federalimentare Rome	Industry: Indesit Company		
17 th Nov 08				Federalimentare Rome	Industry: Indesit Company		



10.2. Training activities for SMEs

The TDU Federalimentare implemented **5 training course** from November 2007 to January 2009. The training courses were successfully in view of the fact that **109 SMEs** participated in these events.

Here follows a short summary of the delivered materials and the data resulting from the evaluation questionnaire (for and example see Annex 65). Those data are also available in the reports of the events (Annexes 2 – 4 – 6 – 8 – 10) but, as they are in Italian language, for a mere simplicity purpose, they have been copied in the above lines.

- **Training materials**

The TDU Federalimentare prepared in cooperation with the trainers the materials that were distributed during the training courses. After the training events the materials (Annexes 50- 64) were uploaded in the National TDU web page for consultation of SMEs (<http://www.federalimentare.it/formazione/ar3a.asp?Categoria=Presentazioni>).

The first 4 events were organized at a national level, thus meaning that all the trainers were WP8 Italian partners; the last event, that took place the 28th November 2008 at Confindustria Florence, was organized at an international level, involving WP2A partners, in particular: prof. Paolo Aureli (ISS) was the moderator and AnnaMaria Ferrini (ISS), George Corrieu (INRA), MarieChristine Montel (INRA) and John Semelis (Dairy Research Institute of Greece) were the trainers. Before the event, the Italian TSMs asked the trainers to send a brief summary of the presentation, which were therefore translated by the Italian TDU and sent to the Confindustria Florence in order to be printed out and delivered during the training course. Slides were presented, in that specific occasion, in English and promptly translated by the TSMs Federica Scotto di Tella and Alessandro Cordelli. The discussion that followed the presentations has been conducted both in English and Italian and again was translated by the moderator and the TSMs.

- **TRUEFOOD Partners involved in the trainings**

- Dairy Research Institute (Greece)
- Ente per le Nuove Tecnologie Energia ed Ambiente – ENEA (Italy);
- Federalimentare Servizi s.r.l. (Italy)
- Institut National de la Recherche Agronomique – INRA (France);
- Istituto Superiore di Sanità – ISS (Italy);
- Università di Milano – DEPAAA (Italy);

- **Short CV of the trainers**

Dairy Research Institute NAGREEF (Greece)

John Samelis is senior researcher and responsible for the microbiology laboratory at the NAGREF Dairy Research Institute of Ioannina, Greece. He holds a BSc. degree in Food Science and Technology and a PhD. in Food Microbiology/Safety, and has published more than 50 original research articles in peer reviewed journals. He was involved in the training as an expert in food safety in order to give an overview to the participants of the applications of bioprotective cultures in cheese products.

Ente per le Nuove Tecnologie Energia ed Ambiente – ENEA (Italy)

Raffaele Lamanna was born in Naples (1963). He graduated in physics at the University of Perugia (1988). From 1988 to 1990 he attended a postgraduate course on physics of condensed matter at University of Perugia. In 1994 he completed his PhD at University of Liegi. Since 2001 he has been working at the NMR laboratory in ENEA Research Centre of Trisaia (MT). At the

present, his main research field is the characterization of soft materials and food profiling by NMR.

Vito Pignatelli, senior technologist, head of the Group "Plant Systems for Industrial Products" of the BAS Department. He has been working at ENEA in the bio-energy field since 1983 and he has been and is at present responsible for a broad range of RTD and demonstration activities, including project management and supervision, on bio-fuels and bio-energy production and utilization, energy crops, industrial utilization of agricultural raw materials and technological innovation of agro-food and agro-industrial system.

Federalimentare Servizi s.r.l. (Italy)

Massimiliano Boccardelli is responsible for the Federalimentare Industrial Food Chain policies. He has a law degree and a master in EU law. He was involved in the training as a law expert in order to give an overview, to the participants, of the regulatory framework and requirements.

Istitut National Research Alimentaires – INRA (France)

Prof. Georges Corrieu is scientist of international standing, with more than 25 years research management experience, including large EU, national government and industry sponsored projects. He is the Director of the Research at INRA in France, at the Food Microbiology and Engineering Department. For TRUEFOOD project he coordinate the scientific pillar, which involves 8 research units.

- Marie Christine Montel is researcher at INRA in France, she is at the head of an the Cheese Research laboratory at Aurillac working on microbial ecology of raw milk cheeses. She has a PhD in food microbiology. She was involved in the training as WP leader of WP2A of TRUEFOOD project. Then, on the basis of results obtained in this WP, she focused her presentation about the ecological approaches for managing microbial diversity to improve safety of traditional food

Istituto Superiore di Sanità – ISS (Italy)

Anna Maria Ferrini is a senior researcher of the Dept of Food Safety and Veterinary Public Health in the Istituto Superiore di Sanità (ISS). She has a Degree in Biology and 2 specialist degrees in Food Science. She is involved in the official control of food in the fields of microbiology and veterinary residues and in researches programs on food safety.

Università di Milano – DEPAAA (Italy)

Laura Carraresi is PhD student at the Department of Agricultural, Food and Environmental Economics of University of Milan. Her main research topics are the marketing of traditional food products and the evaluation of competitiveness of the European food sector. She was involved in the training in order to give an overview, to the participants, of the techniques for the assessment of firms' marketing capabilities.

• **Evaluation of the participants**

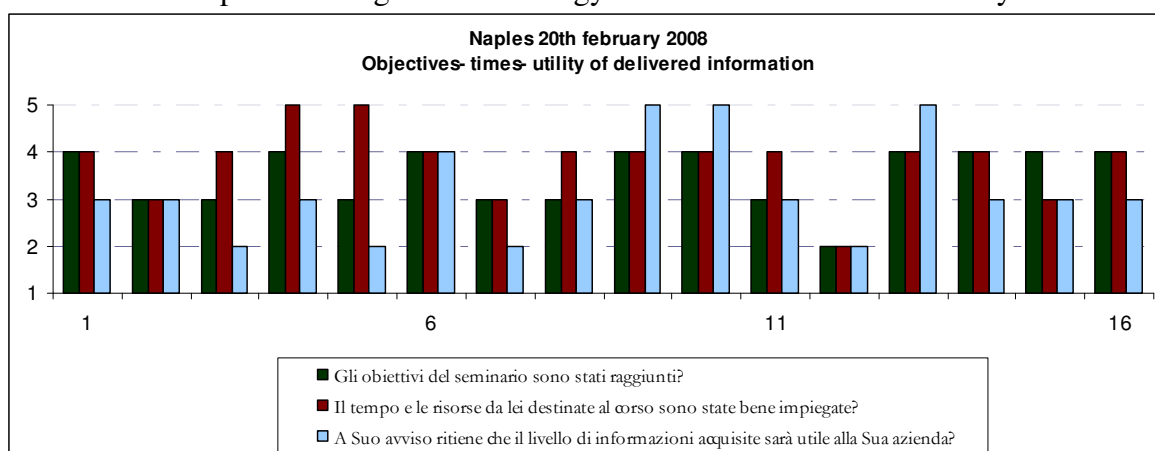
After each seminar the TSMs Federica Scotto di Tella and Alessandro Cordelli delivered the evaluation questionnaire which answers were analyzed afterwards. Each questionnaire (an example is available in Annex 65) was structured within the following questions, whose answers were defined by a scale of 1 (= lowest score) to 5 (= highest score):

- 1) Have the objectives of the seminar been achieved?
- 2) Were time and resources well spent?
- 3) Do you think that the level of delivered information will be useful in your organization?
- 4) Do you think that you will find difficulties in implementing the acquired information?
- 5) Could you please evaluate each session? (Note of the writer: the title of each presentation was hereby presented and has to be evaluated in terms of a) presentation of the topic b) duration of the session c) Training materials)

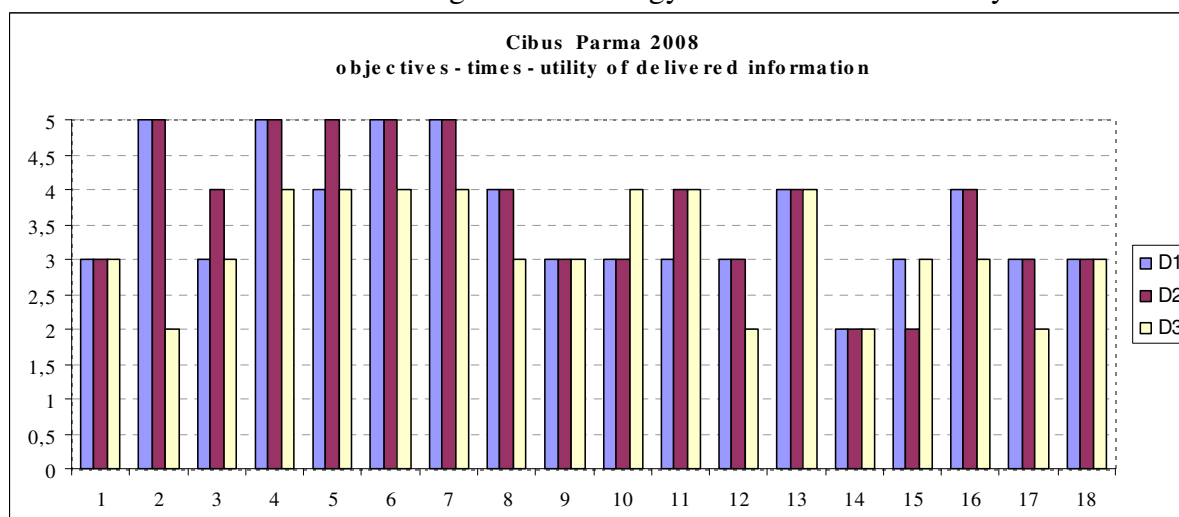
- 6) What is your opinion about the whole seminar?
 a) Premise b) break/ lunch c) duration of the seminar
 7) Positive and negative aspects, suggestion about future activities
 8) Which is, in your opinion, an effective way, for your organization, of receiving assistance from the Italian TDU (contact point with experts, visit to your organization, focus groups, etc.)

The training activities were rated highly satisfactory by the SMEs that took part at these events. As the entire set of data will be found in Annexes of each report (with the exception of the Cosenza seminar because, as time was so short, it was dedicated mostly to a presentation of Daniele Rossi, General Director of Federalimentare and TRUEFOOD coordinator about the project and the situation of Italian/ European SMEs in terms of innovation and relation with big retailers) here follows the graphics that sum up data about a comparison of objectives- time and utility of the delivered information.

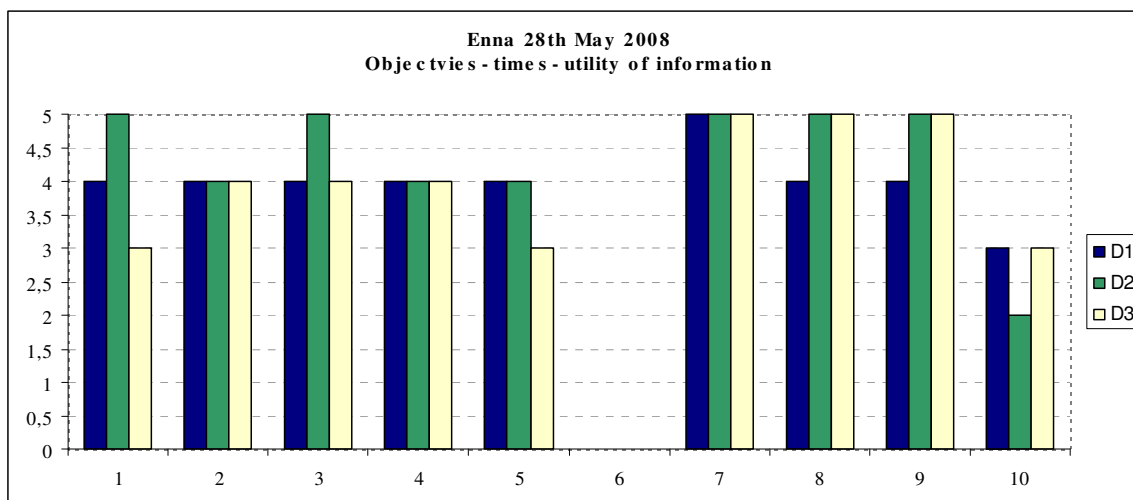
Evaluation of Naples Training and Technology Transfer course- 20th February 2008



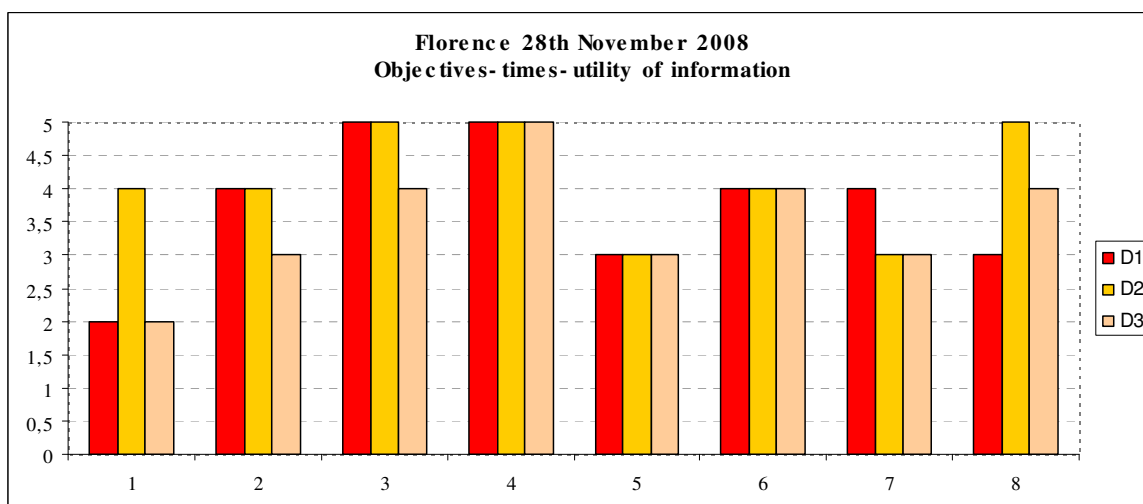
Evaluation of Cibus Parma Training and Technology Transfer Event- 8th May 2008



Evaluation of Enna Training and Technology Transfer Event- 28th May 2008



Evaluation of Florence Training and Technology Transfer event- 28th November 2008



10.3. SMEs and bodies involved in the training activities

The table below presents the SMEs and other representatives that participated at the training activities implemented by TDU FEDERALIMENTARE:

Place and date of training	Name of the participant	Commodity Classification
Naples 20 th February 08	1 Indaco SpA	Bakery Products & Candies
	2 Seda SpA	Packaging
	3 ICIMENDUE	Packaging
	4 Montanino SpA	Packaging
	5 Del Giudice Antonio Snc	Pasta & Cereals
	6 Unilever Italia Srl	Icecreams
	7 Delfino SpA	Processed Fruit&Vegetables
	8 CODAP Cola Dairy Products	Beverages
	9 Gay Odin Srl	Bakery Products & Candies
	10 Malgara Chiari & Forti	Beverages

Parma 8th May 2008	11	Molino San Felice SpA	Pasta & Cereals
	12	Applicazioni Termoplastiche SpA	Packaging
	13	Istituto Superiore Sanità	Research Center
	14	ENEA	Research Center
	15	Pastificio Carmine Russo SpA	Pasta & Cereals
	16	Carfora Luigi	Bakeries and candies
	17	Caffè Centro Brasil SAS	Tea & Coffee
	18	Ellebi SAS	Other
	19	La torrente Srl	Fruits and vegetables
	20	Unione Industriali Napoli	Confindustria
	21	Arnone Soft Drink Srl	Beverages
	1	Agricola tre valli	Fruits and vegetables
	2	Università di Parma	University
	3	Università di Milano	University
	4	F.lli Veroni, Fu Angelo	Processed meat
	5	Università di Perugia	University
	6	Tecnoalimenti	Consultancy
	7	TETA	Cooperative
	8	Salumificio Valpollicella	Processed meat
	9	Ministero Salute	Public Authority
	10	Salumificio Gigi	Processed meat
11	Quaser di FDC	Consultancy	
12	Salumificio Gigi	Processed meat	
13	MiPAAF	Public Authority	
14	ENEA	Research Institute	
Enna 28th May 2008	1	Università degli Studi di Milano	University
	2	Università di Parma	University
	3	Istituto Zooprofilattico di Palermo	Institutional Research Centre
	4	IMESI	Other
	5	Rasitu	Other
	6	Confagricoltura	Confederation of Industry
	7	Innova food Srl	Ready to eat meals
	8	Agriturismi Enna	Confederation of Industry
	9	Montesano C.	
	10	Euroconsult	Consultancy
	11	Geodat Inergya	Energy
	12	Bancanuova	Bank
	13	Valle del Dittaino soc.	Fruits and vegetables
	14	Parco Scientifico e Tecnico della Sicilia	University
	15	F.lli Fici Srl	Alcoholic beverages
	16	ANPA	
	17	MEDCOOP	Cooperative
	18	Az. Agrirape	Processed fruit & vegetables
	19	CONFCOMMERCIO	Confederation of Industry
	20	CONFINDUSTRIA	Confederation of Industry
	21	I.P.A. ENNA	Fruits and vegetables
	22	Assindustria Enna	Confederation of Industry
	23	Unikorc	Other
	24	Unirore	Other

Cosenza 6th October 200	25	Foro Catania	Association
	26	Azzurrodi	Other
	27	Luxor SpA	Other
	28	Antares Az.	Olive oil
	29	Green Group Casale	Olive oil
	30	BARP	Other
	31	ASI Enna	Consultancy
	32	Cons. tutela dopolavoro	Consortium
	33	Istituto Zooprofilattico Sperimentale Sicilia	Research Institutional Centre
	1	CISP	
	2	Molino Bruno	Cereal
	3	Banca Carime Area CS Tirreno	Bank
	4	COOP Naturalmente	Cooperative
	5	COOP Assolac	Cooperative
6	Vignaroli del Pollino	Alcoholic beverages	
7	Arssa	Other	
8	Serfin	Other	
9	Marano Srl	Other	
10	Distilleria F.lli Caffo Srl	Alcoholic beverages	
11	Leading Sas di S. Bruno	Other	
12	Poerio & Rapp.	Other	
13	COOP. L'incontro & Naturalmente	Cooperative	
14	COTEC	Olive Oil	
Florence 28th November 08	1	Biscottificio Belli	Bakery and Candies
	2	Dream Fruit Srl	Fruit
	3	Dairy Research Institute of Greece	Research Centre
	4	Gelli Salumi	Processed meat
	5	ANIA	Food& Drink Federation
	6	INRA (France)	Research Centre
	7	Ruffino	Alcoholic Beverages
	8	Ortofrutticola del Mugello	Fruit & vegetables
	9	Biscottificio Corsini	Bakery and Candies
	10	CIT. CEPAL.	Research Centre
	11	Schooner Srl	Other
	12	CeRA UNIFI	University
	13	APS Srl	Other
	14	Servindustria Pistoia	Other
	15	Mokarico	Coffee
	16	Pasticceria Leonardo Srl	Bakery and Candies
	17	UNICOOP Firenze	Large Retailer
	18	Ghiotti Dolciaria	Bakery and Candies
	19	Compagnia italiana alimentari	Ready to eat meals
	20	Gastronomia toscana	Ready to eat meals
	21	Chianti salumi	Processed meat
	22	Università di Firenze	University
	23	Unione industriali pratese	Confederation of Industry

10.4. Discussions and meetings with SMEs and stakeholders

In the table below it can be found a list of occasions in which the TDU Federalimentare had the opportunity to discuss with SMEs and other stakeholders. The topic of the discussions concerned mainly the needs of innovation, TRUEFOOD project and its results, funding possibilities, the state of the art in terms of scientific news, etc.

Further meeting and discussions took place during year 2008 regarding the funding scheme “Industria 2015- Made in Italy”.

Table 2: Discussions and meetings with SMEs and stakeholders.

EVENT	DATE	PLACE	NR OF PARTICIPANT
APRE BROKERAGE EVENT	29 TH 30 TH NOVEMBER 2007	BRUSSELS (BELGIUM)	100
ROUND TABLE AT PRODAL CONFERENCE “INNOVAZIONE AGROALIMENTARE, ESPERIENZE A CONFRONTO” (I.E. “AGRIFOOD INNOVATION: EXPERIENCES TO BE DISCUSS)	30 TH NOVEMBER 2007	SALERNO (ITALY)	50
FOOD FAIR CIBUS PARMA	8 TH MAY 2008	PARMA (ITALY)	30
MEETING WITH GIOVANI IMPRENDITORI DI FEDERALIMENTARE (I.E. “FEDERALIMENTARE YOUNG IMPRENDITORS”)	21 ST MAY 2008	ROME (ITALY)	10
MEETING WITH STAKEHOLDERS DURING CAMPDEN & CHORLEYWOOD OPEN DAY	4 TH JUNE 2008	CAMPDEN & CHORLEYWOOD (UK)	400
MEETING WITH STAKEHOLDER AT THE CONFERENCE “ L’INDUSTRIA DEL MALTO E DELLA BIRRA IN ITALIA ED IN EUROPA” (I.E. “THE MALT AND BEER INDUSTRY IN ITALY AND IN EUROPE”)	26 TH SEPTEMBER 2008	DERUTA- PERUGIA (ITALY)	20
MEETING WITH SMES AND STAKEHOLDERS AT “SALONE DEL GUSTO”	23 RD AND 24 TH OCTOBER 2008	TORINO (ITALY)	100

SEMINAR ON TRADITIONAL FOOD WITHIN THE CONTEXT OF THE FRENCH PRESIDENCY OF THE COUNCIL OF THE EUROPEAN UNION	23 RD OCTOBER 2008	PARIS (FRANCE)	220
Conference “APERTAMENTE- l’Industria Alimentare Italiana apre le porte al pubblico” (i.e. APERTAMENTE- the Italian Food Industry opens its doors to the public”)	5 th November 2008	Rome (Italy)	100

During months 19- 33 several steps have been taken in order to better understand the needs of Italian SMEs and other stakeholders in terms of innovations, keeping in mind, always, the final aim of the TSMs’ job which is to create a link between Academia and SMEs, in particular for what concerns TRUEFOOD project results.

During the first year and half of the TRUEFOOD project, Federalimentare TDU managed to establish a database of more than 100 SMEs and other stakeholders which has been called “The TDU Network”. The participants are constantly in touch with the TSMs Federica Scotto di Tella and Alessandro Cordelli. To this it has to added a different network of industries, SMEs and big industry, which are strictly related to Federalimentare “research” activities.

Taking stock from the experience of the European Technological Platform “Food for Life”, the National Platform “Italian Food for Life” was established by the most important Research centres and Universities and Industries and other stakeholders of the food chain. The aim of the Platform is to increase the industry competitiveness by creating, at an institutional level, a common vision between the different stakeholders of the food chain.

During year 2007 a national funding scheme has been created under the umbrella of the Italian Food for Life indications: “Industria 2015- Made in Italy”.

The funding scheme, which closed the 1st December 2008, allocated 190 mil. € for national projects. The Federalimentare TSM Federica Scotto di Tella was deeply involved in those activities, in particular two projects have been developed within “Industria 2015- Made in Italy” funding scheme with the participation of Research partners (including TRUEFOOD ones) and Industries (both SMEs and big ones).

The following actions have therefore been performed:

a) Phone calls to SMEs

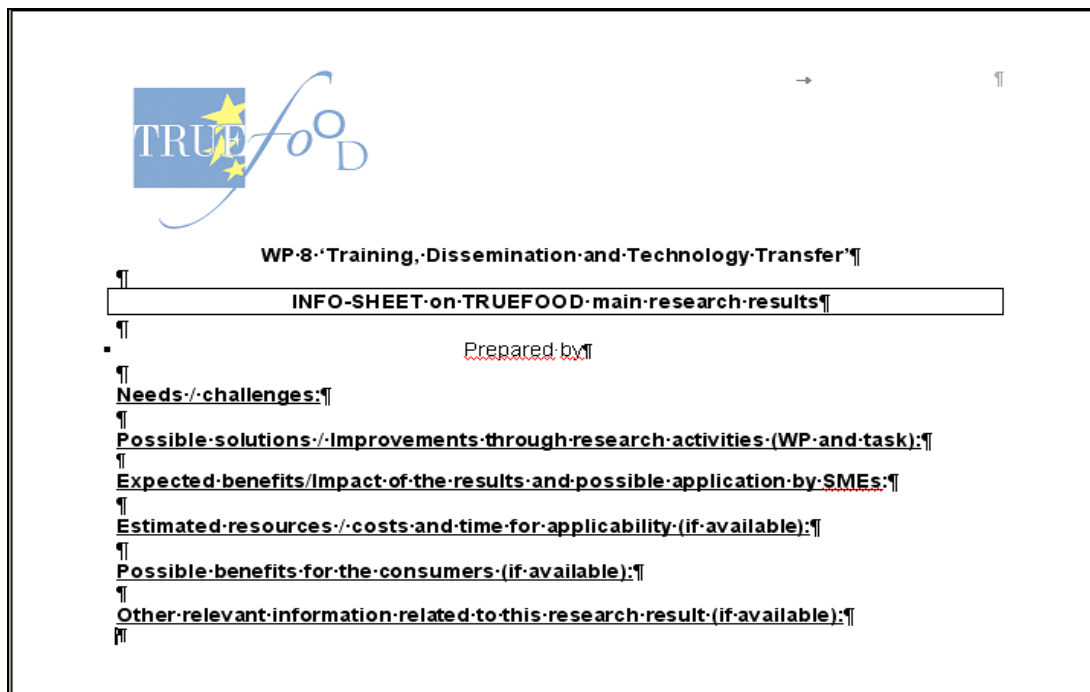
b) Meetings with SMEs

c) Personnel visits to/ with SMEs

- 21st April 2008, Naples, Delfino spa., Indaco Candy s.p.a.;
- 9th July 2008, Rome at Federalimentare premises, CS Vacuum S.r.l.;
- 6th October 2008, Cosenza, COOP Assolac, GIAS spar.
- 31st October 2008, Rome at INRAN premises, Spighe d’Astura

10.5. Preparation of Info Sheets

According to what described in the Detailed Implementation Plan months 13- 30 and 25- 42 several INFO SHEETS have been prepared, at least one for each work package. The aim of these documents is to sum up WPs' results in the most "friendly" way in order to give to SMEs and other stakeholders an overview and an up-to-date of our TRUEFOOD project results. The documents have been divided as follows:



Each TDU was in charge of following a single WP, Federalimentare TDU has been appointed to draft WP7 Info Sheets. The TSMs Federica Scotto di Tella and Alessandro Cordelli, as WP7 is a complex one, decided to create a single Info Sheet for each WP7 subtask. Hence out of the 5 WP7 subtasks, 3 Info Sheets have been created:

INFO SHEET of Subtask 7.2 (see Annex 14)

INFO SHEET of Subtask 7.3 (see Annex 15)

INFO SHEET of Subtask 7.5 (see Annex 16)

The Info Sheets of subtask 7.1 and 7.4 will be created as far as results will be ready.

WP7 Info Sheets were translated by Italian TDU and disseminated using the available communication tools.

10.6. Participation in activities for the knowledge transfer from the RTD WPs to the TDUs

The Italian TDU took part in the 1st workshop on research results in Vienna. The objective of this workshop was to initiate the information flow between TDUs and research results gained by the work of the other WPs. The workshop contributed to increase the know-how of TDU FEDERALIMENTARE and to enable them to communicate to the SMEs how to benefit from the research results of this particular project.

10.7. List of SMEs and other stakeholders of the TRUEFOOD network

Hereby a list of the SMEs and other stakeholders of the TRUEFOOD network classified by sector:

	Name of the Company	City	Localization in Italy
MEAT			
1	Antica Ardenga	PARMA	North of Italy
2	Capitelli F.lli srl	PIACENZA	North of Italy
3	Gigi il Salumificio srl	MODENA	North of Italy
4	Agricola tre valli soc. COOP	VERONA	North of Italy
5	Brizio srl	CUNEO	North of Italy
6	Salumificio Valpolicella SpA	VERONA	North of Italy
7	Poggio S. Giorgio sas di Perticoni Daniele e c.	PERUGIA	Centre of Italy
8	Zaffagnini srl	RAVENNA	North of Italy
9	Gelli Salumi SpA	FIRENZE	Centre of Italy
10	Il Moccese	NAPOLI	South of Italy
11	F.lli Veroni	REGGIO EMILIA	North of Italy
12	Salumificio Sorrentino	CHIETI	South of Italy
13	Salumificio Pedrazzoli	MANTOVA	North of Italy
TEA & COFFEE			
14	Bristol snc	BARI	South of Italy
15	Caffè Mocarico	FIRENZE	Centre of Italy
16	Cafè Centro Brasil sas	NAPOLI	South of Italy
MILK AND CHEESE			
17	Masseria Salernitana	SALERNO	South of Italy
18	Formaggi Chiodetti sas	VITERBO	Centre of Italy
19	Latte Alberti	IMPERIA	North of Italy
20	Co.Da.P. Cola Dairy Products S.p.A.	CASERTA	South of Italy
21	La Capra Saponi campani srl	ROMA	Centre of Italy
22	Soc. Coop. Latinlat	LATINA	Centre of Italy
FRUIT AND VEGETABLES			
23	La Baita del contadino	NAPOLI	South of Italy
24	Molise Conserve srl	CAMPOBASSO	South of Italy
25	Delfino SpA	NAPOLI	South of Italy
26	La Torrente srl	NAPOLI	South of Italy
27	Le Tamerici	MANTOVA	North of Italy
28	Dream Fruits S.r.l.	FIRENZE	Centre of Italy
29	Greci Geremia & figli SpA	PARMA	North of Italy
30	Giulio Francese	NAPOLI	South of Italy
31	Az. Agribiotica "Il Cantuccio"	BARI	South of Italy
32	Antonio Petti Fu Pasquale SpA	SALERNO	South of Italy
33	Pizzoli SpA	BOLOGNA	North of Italy
34	Orto d'Autore snc	CAMPOBASSO	Centre of Italy.
35	Strianese Conserve srl	NAPOLI	South of Italy
36	La Palmerina srl	SALERNO	South of Italy
37	F.lli Polli spa	PISTOIA	Centre of Italy
PASTA & CEREALS			
38	Del Giudice Antonio snc	NAPOLI	South of Italy

39	Antonio Amato & C SpA	SALERNO	South of Italy
40	Agroalimentaresud SpA	POTENZA	South of Italy
41	Reggiana Gourmet srl	REGGIO EMILIA	North of Italy
42	Spighe d' Astura	LATINA	Centre of Italy
43	Pastificio Carmine Russo spa	NAPOLI	South of Italy
44	Pastificio Riscossa F.lli Mastromauro SpA	BARI	South of Italy
45	Pastificio Benagiano	BARI	South of Italy
46	Panificio Fabaro Snc	TORINO	North of Italy
47	Molini Gazzi	MESSINA	South of Italy
48	Poliselli SpA	FROSINONE	Centre of Italy
49	Molini Tandoi Pellegrino SpA	BARI	South of Italy
50	Molino San Felice SpA	NAPOLI	South of Italy
51	Tandoi Filippo & Fratelli SpA	LECCE	South of Italy
VEGETABLE OIL			
52	Antares Az. Agricola	CATANIA	South of Italy
53	Compagnia Alimentare Italiana SpA	FROSINONE	Centre of Italy
54	Frantoio G. Torti & Figli	FROSINONE	Centre of Italy
55	Azienda Agricola Russo	FOGGIA	South of Italy
56	Oleum l' Antico Frantoio	CHIETI	South of Italy
57	Azienda Agricola Gianluca Polidori	PERUGIA	Centre of Italy
58	Cooperativa Agricola Valle del Dittaino	CATANIA	South of Italy
59	Green Group Casale Snc	ENNA	South of Italy
60	Giorgio Borrelli – Figli SpA	NAPOLI	South of Italy
ALCOHOLIC BEVERAGES			
61	Birrificio Grado Plato SAS di Ormea Sergio & C.	TORINO	North of Italy
62	Burrificio Svevo di Lisco Vito	BARI	South of Italy
63	L'alambiccico Snc	NAPOLI	South of Italy
64	Tnt Pub di Tacchini G.	SIENA	North of Italy
65	Birradamare srl	ROMA	Centre of Italy
66	Diageo Operations	CUNEO	North of Italy
67	Nature Med srl	COSENZA	South of Italy
68	Marchesi Antinori	FIRENZE	North of Italy
69	Cantine di Criscio Francesco Soc. Agricola srl	NAPOLI	South of Italy
70	Malgara Chiari & Forti SpA	VERONA	North of Italy
71	Arnone Soft Drink srl	NAPOLI	South of Italy
72	Marco Felluga srl	GORIZIA	North of Italy
73	Costieragrumi De Riso srl	SALERNO	South of Italy
74	Caparra & Siciliani srl	CROTONE	South of Italy
75	Di Cosimo SpA	FROSINONE	Centre of Italy
76	Giarola Savem srl	PIACENZA	North of Italy
77	Di Cicco Liquori srl	CHIETI	South of Italy
BAKERIES AND CANDIES			
78	B Langhe	CUNEO	North of Italy
79	Pastiglie Leone Srl	TORINO	North of Italy
80	Guido Castagna	TORINO	North of Italy
81	Carfora Luigi	NAPOLI	South of Italy
82	Fabbrica biscotti P. Gentilini srl	ROMA	Centre of Italy

83	Valpan SpA	FROSINONE	Centre of Italy
84	Biscottificio Belli srl	FIRENZE	Centre of Italy
85	Vivadolce di Acquaviva Salvatore Michele	NAPOLI	South of Italy
86	Pasticceria Marabissi sas	SIENA	Centre of Italy
87	Indaco SpA	NAPOLI	South of Italy
88	Gay Odin srl	NAPOLI	South of Italy
89	I.D.A.V. srl	NAPOLI	South of Italy
90	Giampaoli Industria Dolciaria SpA	ANCONA	Centre of Italy
91	Papillon srl	NAPOLI	South of Italy
PACKAGING			
92	Nuova Imballplast SpA	NAPOLI	South of Italy
93	Montanino SpA	NAPOLI	South of Italy
94	Icimendue Srl	CASERTA	South of Italy
OTHERS			
96	Galfrè antipasti d'Italia Srl	CUNEO	North of Italy
97	Gastronomia toscana S.r.l.	PRATO	Centre of Italy
98	Schooner S.r.l.	FIRENZE	Centre of Italy
99	Jada Srl	TREVISO	North of Italy
100	Cargill Srl	MILANO	North of Italy
101	CFT Catelli Food Technology SpA	PARMA	North of Italy
102	QuaSer di F.d.C.	REGGIO EMILIA	North of Italy
103	Sigma S.r.l.	NAPOLI	South of Italy
UNIVERSITY & LOCAL ASSOCIATIONS			
104	CeRA Università di Firenze	FIRENZE	North of Italy
105	Consorzio italiano Tutto cibo CIT	FIRENZE	North of Italy
106	Sezione Alimentare Unione Industriali di Napoli	NAPOLI	South of Italy
107	Stazione Sperimentale per l'Industria delle Conserve alimentari	PARMA	North of Italy
108	Sezione Alimentare Unione Industriali di Frosinone	FROSINONE	Centre of Italy

11. Technology transfer activities in Portugal

11.1. General description of the implemented training and technology transfer activities

The TDU of the Portuguese Food and Drink Federation (FIPA) organizes and coordinates the training and technology transfer activities of TRUEFOOD project in Portugal. The training programme for the Portuguese SME is being developed in cooperation with ESB-UCP (Escola Superior de Biotecnologia – Universidade Católica Portuguesa) and ANCIPA, which is a Portuguese Food and Drink Association that represents about 600 SME.

All annexes mentioned in this chapter are included in this report under the file “Annexes Portugal TDU FIPA (Part 1, 2 and 3)”.

TDU FIPA promoted training courses specifically for SME and there was a strong involvement of the TSM at technical and scientific levels. FIPA also works with R&D centres and has been working directly with the Government aiming to reach funds for SME and to include the technology transfer activities in the Government priorities.

Several steps have been taken by TDU FIPA in order to better understand the needs of SME and other stakeholders in terms of innovations, keeping always in mind, the final aim of the TSM job which is to create a link between Academia and SME, in particular for what concerns TRUEFOOD project results.

Over these months, FIPA has been identifying the needs of the consumer when it comes to the safety and quality of traditional foods and innovations that can be made during the production of such food.

FIPA provided technical and scientific support for SME in several areas:

- Allergen Labelling;
- Nutrition Labelling Scheme;
- Food Improvement Agents Package (FIAP);
- Food Contact Materials;
- Food Information to Consumers;
- Health Claims according to the Regulation EC 1924/2006;
- Revision of Hygiene Regulation;
- Guidelines for the Legibility of Labelling;
- Revision of Novel Foods Regulation;
- Nutrients Addition;
- Nutrient Profiles;
- REACH Annex IV Revision;
- Revision of Council Directive 90/496/EEC on nutrition labelling for foodstuffs technical issues;
- State of play per sector regarding the establishment of the serving sizes.

Between November 2007 and January 2008, a total of **8 training courses, 12 seminars and 1 workshop**² were organized and implemented by TDU FIPA in Portugal in the cities of Lisbon

² TDU FIPA defines the *training courses* as short-courses, activities that involve technical matters and allow trainees to acquire expertise in a specific area; *seminars* are generally a form of academic instruction, either at a

and Oporto. These activities were realized in cooperation with other partners and universities. A list with all training courses and technology / knowledge transfer activities is included in table 1 “Training courses” and table 2 “Other technology / knowledge transfer activities”. A list of SMEs and bodies that participated to the 8 training courses is included in table 3 “SMEs and bodies involved in the training activities”.

university or offered by a commercial or professional organization, and *workshop* is an event in which participants interact with each other through working groups and discussions.

Table 1: Training courses

Date	Type of Activity	Involved Partner	Prepared material	Place	Target	Agenda	Report
15th and 16th April 2008	Training: “Logistic for Food and Drink Industry”	ANCIPA	Annex 1	Lisbon	SME / Research Centres	Annex 2	Annex 3
10th July 2008	Training: “Functional Foods”	ANCIPA ESB / UCP	Annex 4	Oporto	SME / Research Centres	Annex 5	Annex 6
24th July 2008	Training: “Functional Foods”	ANCIPA ESB / UCP	Annex 7	Lisbon	SME / Research Centres	Annex 8	Annex 9
10th September 2008	Training: “Food Technology”	ANCIPA ESB / UCP	Annex 10	Lisbon	SME / Research Centres	Annex 11	Annex 12
9th October 2008	Training: “Food Technology”	ANCIPA ESB / UCP	Annex 13	Oporto	SME / Research Centres	Annex 14	Annex 15
22nd and 23rd October 2008	Training: “Food Packaging Technology”	ANCIPA ESB / UCP	Annex 16	Lisbon	SME / Research Centres	Annex 17	Annex 18
24th and 25th November 2008	Training: “Food Packaging Technology”	ANCIPA ESB / UCP	Annex 19	Oporto	SME / Research Centres	Annex 20	Annex 21
27th November 2008	Training: “Predictive Microbiology”	ANCIPA ESB / UCP	Annex 22	Oporto	SME / Research Centres	Annex 23	Annex 24

Table 2: Other Technology / knowledge transfer activities

Date	Type of Activity	Involved Partner	Prepared material	Place	Target	Agenda	Report
Nov 2007	Technology Transfer: “II Quality Forum”				SME / Research Centres / Other Stakeholders		
Nov 2007	Technology Transfer: “Probiotics Convention”	Danone		Lisbon	SME / Research Centres / Other Stakeholders		
26th November 2007	Technology Transfer: “Nutrition Labelling”	APED – Portuguese Retail Association		Lisbon	SME / Research Centres / Other Stakeholders	Annex 25	
December 2007	Technology Transfer: “Risk Assessment in Food Chain”	IPVC Escola Superior de Tecnologia e Gestão			SME / Research Centres / Other Stakeholders		
January 2008	Technology Transfer: “Innovation and Competitiveness in the Food and Drink Sector – North Region”	ESB / UCP		Oporto	SME / Research Centres / Other Stakeholders		
30th January 2008	Technology Transfer: “Technology National Platform”	ESB / UCP		Oporto	SME / Research Centres / Other Stakeholders		
8th May 2008	Technology Transfer: “International Functional Foods Conference”	ESB / UCP	Annex 26	Oporto	SME / Research Centres / Other Stakeholders		
17th July 2008	Technology Transfer: “The practical application of predictive models of microbiology to support the competitiveness of the Food Industry”	ESB / UCP	Annex 27	Oporto	SME / Research Centres / Other Stakeholders	Annex 28	Annex 29
25th Sept 2008	Technology Transfer: “Food Safety and Quality”			Lisbon	SME / Research Centres / Other		

					Stakeholders		
14th October 2008	Technology Transfer: "Development of new food products"	SGS		Lisbon	SME / Research Centres / Other Stakeholders		
30th October 2008	Technology Transfer: "Jornadas da Alimentação 2008"	FIPA	Annex 30	Lisbon	SME / Research Centres / Other Stakeholders	Annex 31	Annex 32
25 th Nov 2008	Technology Transfer: "Food and Drink Competitiveness"	FIPA	Annex 33	Lisbon	SME/Research Centres/Others	Annex 34	Annex 35

Table 3: SME and bodies involved in the 8 training courses

Title of training course and date	Enterprise	Commodity Classification
“Logistic for Food and Drink Industry” 15th and 16th April 2008	Campofrio Portugal, S.A.	Bakery Products
	Cerealis - Moagens, S.A.	Pasta & Cereals
	Compal, S.A.	Juices
	DA NASCENTE	Mineral water
	EAA-Refrig. & Sumos, SA	Juices
	Ernesto Morgado S.A.	Rice
	Fromageries Bel Portugal	Milk & Dairy products
	Lactogal, S.A.	Milk & Dairy products
	Mendes Gonçalves	Vegetable Oils
	Neopanpor S.A.	Other
	Panpor S.A.	Other
	Parmalat Portugal, Lda	Milk & Dairy products
	Pascoal & Filhos, S.A.	Cod Fish
	SDF Portugal	Drinks
	“Functional Foods” 10th July 2008	Panrico
Fromageries Bel Portugal, S.A.		Milk & Dairy products
Lacticinios das Marinhas, Lda		Milk & Dairy products
SCC – Soc.Central Cervejas		Beverages
RAR		Sugar
Calseg		R&D
Danone Portugal		Milk & Dairy products
Fromageries Bel Portugal, S.A.		Milk & Dairy products
Lacticinios das Marinhas, Lda		Milk & Dairy products
Imperial		Chocolate
“Functional Foods” 24th July 2008	PMR - Serv.Medicina, Lda	R&D
	Sonae Distribuição	Retail
	Novadelta	Coffee

Title of training course and date	Enterprise	Commodity Classification
	Kraft Foods	Multi Sectors
	SCC - Soc.Central de Cervejas	Beverages
	Sovena	Vegetable Oils
	Cerealis-Moagens, SA	Pasta & Cereals
	Unileite	Milk & Dairy products
	Parmalat Portugal	Milk & Dairy products
	Unilever Jerónimo Martins	Multi Sectors
	Credin Portugal, S.A.	R&D
	Águas do Fastio, S.A.	Beverages
	Novadelta	Coffee
	Esc. Sup. Agrária Santarém	University
	DAI-Soc.Des.Agro-Industrial	Sugar
	F.Lima	Vegetable Oils
	IPIMAR	R&D
	Grupo Auchan	Retail
	Parmalat Portugal	Milk & Dairy products
	Fromageries Bel Portugal	Milk & Dairy products
	Eurotrials	R&D
	GCI	Communication Agency
	Fac.Motricidade Humana	University
Nutrialma	Other	
"Food Technology" 10th September 2008	A Colmeia do Minho, S.A.	Honey
	Chocolame	Chocolate
	Consulai, Lda	R&D
	Controlvet	R&D
	Dia Portugal Supermercados	Retail
	Dir. Ser. Agri. e Pec./DRDA - Açores	Public Authorities
	EAA – Refrigerantes e Sumos, S.A.	Beverages
	GPP	National Authorities
	Kraft Foods Portugal	Multi Sector
	Lactinios do Paiva, S.A.	Milk & Dairy products
	Mendes Gonçalves, S.A.	Vegetable Oils

Title of training course and date	Enterprise	Commodity Classification
	Modelo e Continente	Retail
	Monliz - Produtos Alimentares do Mondego e Liz, S.A.	Cereals
	Parmalat Portugal, S.A.	Milk & Dairy products
	Sistemas e Técnicas Industriais, Lda	R&D
“Food Technology” 9th October 2008	Lacticínios Halos, S.A.	Milk and Dairy products
	Fromageries Bel Portugal, S.A.	Milk & Dairy products
	Ernesto Morgado, S.A.	Rice
	Sovena	Vegetable Oils
	Santa Casa Mesericórdia	Public Entity
	Lacticínios do Paiva, S.A.	Milk & Dairy products
	Pascoal & Filhos, S.A.	Cod Fish
“Food Packaging Technology” 22nd and 23rd October 2008	Centro Nacional de Embalagem	Other
	ASAE	National Authority
	Cerealís Moagens, S.A.	Pasta & Cereals
	Confeitaria da Ajuda, S.A.	Bakery
	Fabricas Lusitana - Produtos Alimentares, S.A.	Other
	Fromageries Bel Portugal, S.A.	Milk & Dairy products
	Inst. Nac. Saúde Dr. Ricardo Jorge	Public Entity
	Inst. Sup. Ciências Saúde Egas Moniz	University
	Modelo e Continente Hipermercados, S.A.	Retail
	Monliz - Produtos Alimentares do Mondego e Liz, S.A.	Cereals
	Queijo Saloio, S.A.	Milk & Dairy products
	Sogenave	R&D
	Sonae Distribuição	Retail
	Ultraremar, S.A.	Other
Uniself, S.A.	Catering	
“Food Packaging Technology” 24th and 25th November 2008	Geldouro - Produtos Congelados, S.A.	Other
	Soc. Portuguesa do Ar Líquido	Other
	Cerealís	Pasta & Cereals
	Imperial	Chocolate

Title of training course and date	Enterprise	Commodity Classification
	Lacticinios Halos, S.A.	Milk & Dairy products
	Certif	Public Entity
	Ernesto Morgado, S.A.	Rice
	Etanor / Penha	Beverages
	Pascoal e Filhos, S.A.	Cod Fish
	Fromageries Bel Portugal, S.A.	Milk and Dairy products
“Predictive Microbiology” 27th November 2008	Controlvet	R&D
	Regional Mercadorias	Retail
	Cerealis	Pasta & Cereals

- **Evaluation of training courses**

The 8 training courses attended approximately **100 SME** in total representing all the sectors of activity.

The analysis of the questionnaires revealed that overall the participants rated the seminars very positively indicating that their expectations were fulfilled. The participants expressed that the topics presented at the seminars were useful to their work.

FIPA prepared a set of training material including the PowerPoint presentations for all teaching sessions and scientific papers on presented issues. Furthermore a dossier containing the publication of TRUEFOOD brochures and newsletters was given to the participants. All participants achieved the objectives of the seminar and received the certificate of attendance.

FIPA carried out the evaluation of the seminars through an anonymous questionnaire. The anonymous evaluation questionnaire was distributed to all participants at the end of the training course. The analysis of the questionnaires revealed that overall the participants rated the seminars very positively indicating that their expectations were fulfilled. The participants expressed that the topics presented at the seminars were useful to their work.

Except of the TDU participation in events, seminars, conferences organised by the stakeholders SME also participate in those events. FIPA informs SME for all relevant events and encourages them to participate (see annexes 45 until on SMEs contact lists).

11.2. TRUEFOOD workshop on “Predictive microbiology”

The predictive models provided the basis for the holding of a workshop on July 17, 2008 in Oporto. The workshop saw the participation of approximately 35 participants. Currently, the predictive microbiology models present themselves as innovative tools for companies in the agri-food sector and its practical application has proven an effective tool in supporting the competitiveness of agri-food industry. This event is primarily guided by the strong adherence by the companies of the food and drink sector, but the presence of the retailing and catering sectors showed the transversality and the interest of subjects. This workshop allowed the food professionals in the area understand the concept of predictive microbiology, meet their various applications as a tool to support the decision making of food safety programs to meet some of the application of predictive microbiology, as well as understand the importance of classical microbiology in evaluating the results obtained through the application of predictive microbiology software available.

The event began with a presentation of the project, then moving on to the applications of predictive microbiology, with practical examples in terms of microbiological safety of traditional products and implementation of a probabilistic approach in models of migration from packaging to food.

The workshop also included a visit to the microbiology and packaging laboratories and several examples of application of predictive microbiology models. This last part of a practical nature has been of extreme interest to the participants, because they allowed the models work and realize that these are valid methods and often simple to implement, resulting in an added value for companies.

11.3. Discussions and meetings with SMEs and stakeholders

The TDU FIPA carried out discussions and meetings with SME and other stakeholders. The topic of the discussions concerned mainly the needs of innovation, TRUEFOOD project and its results, funding possibilities, the state of the art in terms of scientific news etc.

In particular, the following activities took place:

- **SME - Ernesto Morgado S.A.**

Between June and July 2008, TDU FIPA worked as technical scientific mediator with the SME Ernesto Morgado S.A and the Research Centre IPIMAR in a project that resulted in the improvement of one industry thermal process (Measurement of internal temperatures in the retort).

- **Institute of Experimental Biology and Technology**

TDU FIPA established a partnership with an experimental biology and technology institute. The Instituto de Biologia Experimental e Tecnológica (IBET) is a private not for profit institution and the largest Biotechnology Research Organisation in Portugal. IBET acts as an interface between institutions and industries and as a support to its autonomous knowledge.

- **Network Innovation**

TDU FIPA is involved in a network to disseminate technical and scientific, technology transfer and innovation in strategic sectors of agriculture, forest and food industry named “Rede Inovar”. This programme aims to establish channels of communication and interaction between producers and users of technology and knowledge, promote the dissemination of knowledge, the development of procedures for transfer of technology and innovation in technology-based business and expand the potential and advantages of the thematic sub-sectoral networks.

- **Claims support**

TDU FIPA also added SME in the preparation of the Claims scientific support, according with the Regulation 1924/2006. FIPA has participated in meetings and events organized by the stakeholders (universities, research centres, national authorities, ministries, enterprises) in order to inform the SME of the current trends.

- **National Health Institute**

TDU FIPA is working in a research project about food contaminants in association with the National Health Institute Doutor Ricardo Jorge (INSA). This centre develops its activity as State laboratory of the health sector, national reference laboratory and national health observatory, with the mission to contribute to gains in public health, either on the laboratory dimension or through specialized health care. INSA cooperates with several international organisms, among which are the World Health Organization (WHO) and the European Centre for Disease Prevention and Control (ECDC), being one of its competent bodies for Portugal. INSA is also member of several European and international scientific networks. It also maintains collaborations with numerous foreign institutions in the scope of R&D projects.

- **Partnership for competitiveness and technology**

TDU FIPA has been actively involved in the promotion of a partnership for competitiveness and technology (Pólo de Competitividade e Tecnologia Agro-Industrial) involving R&D organizations, food and drink companies and the national government (Secretary of State for Industry and Innovation – Ministry of Economy).

General objectives:

- a) Establish the functional link between the producers and the users of knowledge;
- b) Build a framework involving all the food chain actors;
- c) Build an observatory for opportunities;

Companies involved:

- Sogrape – Wine (www.sogrape.pt)
- RAR – Multiproduct (www.rar.pt)
- Progado – Meat
- DDO – Egg products (www.derovo.com)
- Frulact – Processed fruits (www.frulact.pt)
- Queijo Saloio – Traditional cheese (<http://queijosaloio.esimples.com>)
- Decorgel – Processed fruits (www.decorgel.pt)
- Pascoal & Filhos – Cod fish (www.pascoal.pt)
- Imperial – Chocolate (<http://imperial.rar.pt>)
- Sovena Group – Olive oil (www.sovenagroup.com)
- Carnes Primor – Meat (<http://www.carnesprimor.pt>)
- Vieira de Castro – Biscuits, almonds, sweets (www.vieiradecastro.pt)
- Minho Fumeiro – Traditional sausages (www.minhofumeiro.pt)

Universities involved:

- Escola Superior de Biotecnologia (www.esb.ucp.pt)
- Universidade de Aveiro (www.ua.pt)
- Universidade do Minho (www.uminho.pt)
- Universidade de Trás-os-Montes e Alto Douro (www.utad.pt)
- Instituto Politécnico de Viana do Castelo (<http://portal.ipvc.pt/portal/page/portal/splash>)
- Instituto Superior de Agronomia (www.isa.utl.pt/home)
- Universidade do Algarve (www.ualg.pt)

Main scientific areas:

- Safe and Healthy foods
- Environment-friendly foods
- Western Atlantic diet

Sustainability of the project (links):

- Project “NutriLife”
- Project “PreCrisis”
- Project “TailorFood”
- Project “Novel Tec”
- Project “PacValue”
- Project “CleanPlant”
- Project “ProFeed”
- Project “SustainProd”
- Project “AccuTrace”
- Project “WAVE”
- Project “AtlanticJr”

- **Device and method for providing systematic access to information and terminology of food with health claims:** TDU FIPA and its Technic-Scientific Mediators are working

with the Universidade de Aveiro establishing a techno-scientific mediator work in a device and method for providing systematic access to information and terminology of food with health claims.

11.4. Participation in activities for the knowledge transfer from the RTD WPs to the TDUs

The Portuguese TDU participated in the 1st workshop on research results in Vienna. The objective of this workshop was to initiate the information flow between TDUs and research results gained by the work of the other WPs. The workshop contributed to increase the know-how of TDU FIPA and to enable them to communicate to the SMEs how to benefit from the research results of this particular project.

11.5. Preparation of Info-sheets

According to what described in the Detailed Implementation Plan several INFO SHEETS have been prepared, at least one for each work package. The aim of these documents is to sum up WP's results in the most "friendly" way in order to give to SME and other stakeholders an overview and an up-to-date of our TRUEFOOD project results.

The Portuguese TDU was responsible for the development of the WP3 Info-sheet in collaboration with the Hungarian and Greek Federations. FIPA developed the Info-sheet and put it under consultation by the other WP3 partners. The info-sheets will be translated in Portuguese by the end of January 2008. The Info-Sheet is available in Annex 49.

Table showing the List of Annexes produced by TDU FIPA:

Annex	Topic	Language
1	Prepared Material “Logistic for Food and Drink Industry”	Portuguese
2	Agenda “Logistic for Food and Drink Industry”	Portuguese
3	Report “Logistic for Food and Drink Industry”	Portuguese
4	Prepared Material “Functional Foods”– Oporto	Portuguese
5	Agenda “Functional Foods”– Oporto	Portuguese
6	Report “Functional Foods”– Oporto	Portuguese
7	Prepared Material “Functional Foods”– Lisbon	Portuguese
8	Agenda “Functional Foods”– Lisbon	Portuguese
9	Report “Functional Foods”– Lisbon	Portuguese
10	Prepared Material “Food Technology”– Lisbon	Portuguese
11	Agenda “Food Technology”– Lisbon	Portuguese
12	Report “Food Technology”– Lisbon	Portuguese
13	Prepared Material “Food Technology”– Oporto	Portuguese
14	Agenda “Food Technology”– Oporto	Portuguese
15	Report “Food Technology”– Oporto	Portuguese

Annex	Topic	Language
16	Prepared Material “Food Packaging Technology” – Lisbon	Portuguese
17	Agenda “Food Packaging Technology” – Lisbon	Portuguese
18	Report “Food Packaging Technology” – Lisbon	Portuguese
19	Prepared Material “Food Packaging Technology” – Oporto	Portuguese
20	Agenda “Food Packaging Technology” – Oporto	Portuguese
21	Report “Food Packaging Technology” – Oporto	Portuguese
22	Prepared Material “Predictive Microbiology”	Portuguese
23	Agenda “Predictive Microbiology”	Portuguese
24	Report “Predictive Microbiology”	Portuguese
25	Agenda “Nutrition Labelling”	Portuguese
26	Prepared Material “International Functional Foods Conference”	Portuguese
27	Prepared Material “The practical application of predictive models of microbiology to support the competitiveness of the Food Industry”	Portuguese
28	Agenda “The practical application of predictive models of microbiology to support the competitiveness of the Food Industry”	Portuguese
29	Report “The practical application of predictive models of microbiology to support the competitiveness of the Food Industry”	Portuguese
30	Prepared Material ”Jornadas da Alimentação 2008”	Portuguese
31	Agenda ”Jornadas da Alimentação 2008”	Portuguese

Annex	Topic	Language
32	Report "Jornadas da Alimentação 2008"	Portuguese
33	Prepared Material "Food and Drink Competitiveness"	Portuguese
34	Agenda "Food and Drink Competitiveness"	Portuguese
35	Report "Food and Drink Competitiveness"	Portuguese
36	Stand Photo	-
37	Stand Photo	-
38	Documentation Photo	-
39	Documentation Photo	-
40	Documentation Photo	-
41- 48	SME contact lists	
49	Info-Sheet	English

12. Technology transfer activities in Spain

12.1. General description of the implemented technology transfer activities

Starting from June 2007 the Spanish TDU, formed by the Techno Scientific Mediators Federico Morais and Nuria M^a Arribas, according to what is described in the Detailed Implementation Plans month 13-30 and 25-42, organize and coordinate the technology transfer activities of TRUEFOOD Project in Spain. The training programme for the Spanish SMEs was developed by FIAB in cooperation with the Institute for Food and Agricultural Research and Technology (IRTA).

All annexes mentioned in this chapter are included in this report under the file “Annexes Spain TDU FIAB”.

12.2. Training activities for SMEs

To create a sensible and tailored Training Programme for the SMEs the below described steps were followed:

- **Use of FIAB Address list:**

TDU collected the FIAB network of contacts aimed to facilitate dissemination and technology transfer.

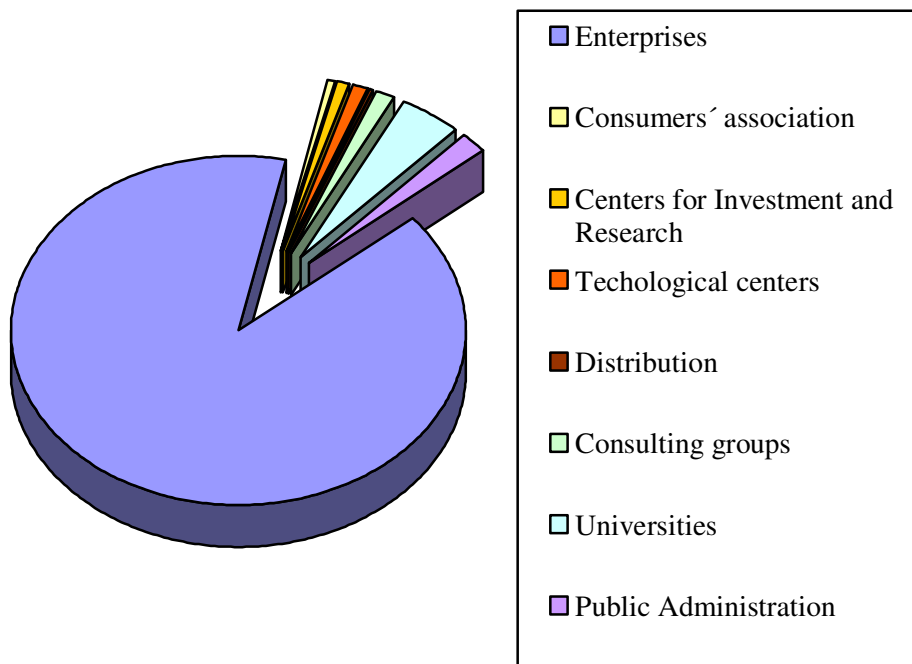
This Federation complies with the Spanish law for privacy policies; therefore it is not possible to supply the nominatives of persons who didn't give their explicit consensus.

FIAB developed different channels of contacts, please find hereafter the “Clustering of FIAB Contacts” represented by the following graphics:

Contacts reached by OTRI (Office for the promotion and management)

Enterprises	916
Consumers' association	5
Centres for Investment and Research	9
Technological centres	10
Distribution	3
Consulting groups	16
Universities	43
Public Administrations	21
TOTAL	1.023

Clustering of FIAB contacts

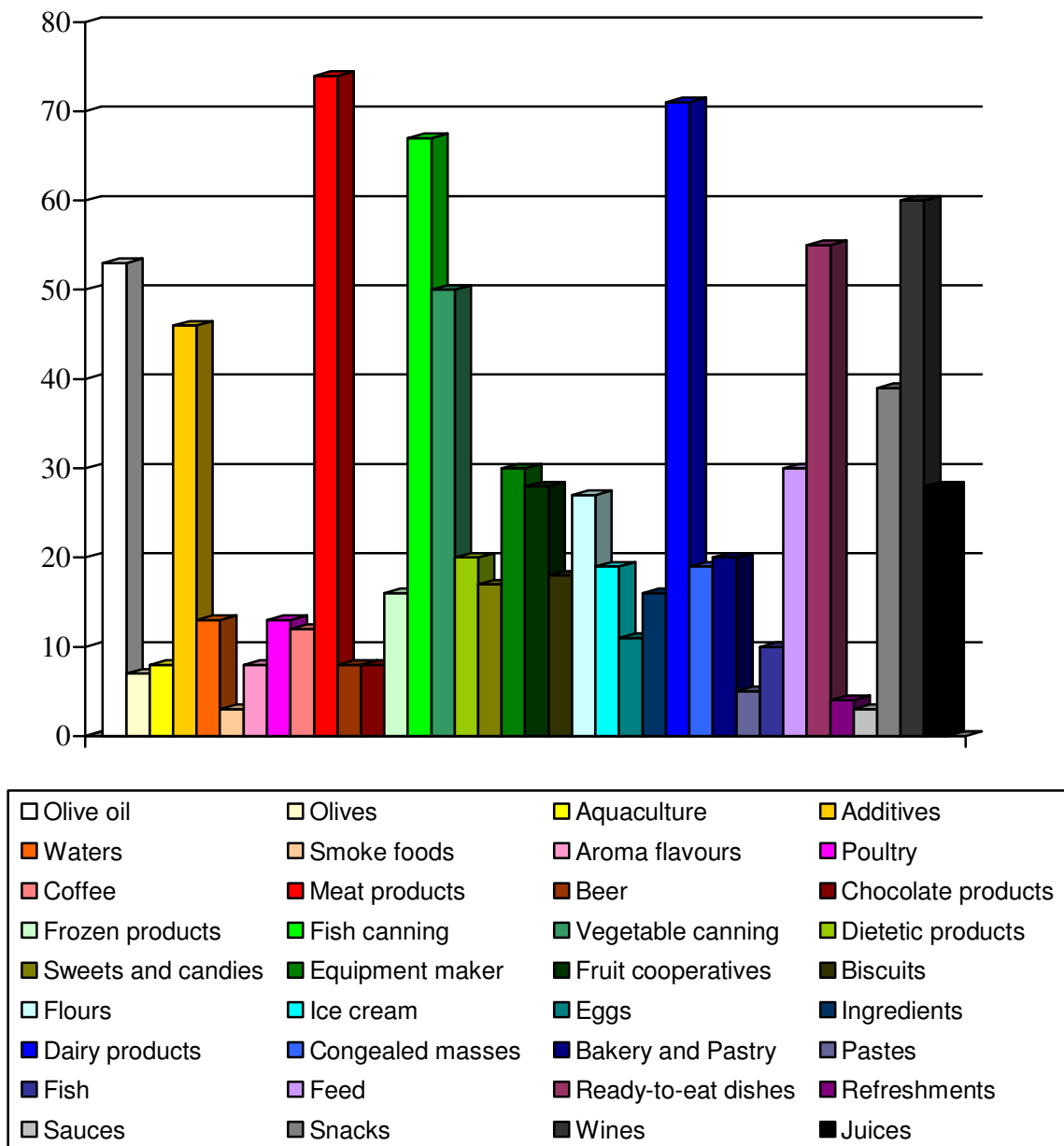


Enterprises by industrial sectors

Olive oil	53
Olives	7
Aquaculture	8
Additives	46
Waters	13
Smoke foods	3
Aroma flavors	8
Poultry	13
Coffee	12
Meat products	74
Beer	8
Chocolate products	8
Frozen products	16
Fish canning	67
Vegetable canning	50
Dietetic products	20
Sweets and candies	17
Equipment maker	30
Fruit cooperatives	28
Biscuits	18
Flours	27
Ice cream	19
Eggs	11
Ingredients	16
Dairy products	71
Frozen dough	19
Bakery and Pastry	20
Pastes	5

Fish	10
Feed	30
Ready-to-eat dishes	55
Refreshments	4
Sauces	3
Snacks	39
Wines	60
Juices	28
Enterprises	916

Contact list by industrial sector



- Data, according also to SMEs NET project results, have been analyzed with the following results:

TDU analyzed the Spanish firm's innovations needs in 7 lines:

- Food and health
- Food quality and manufacturing
- Food and consumer
- Food safety
- Sustainable food production
- Food chain management
- Communication, training and technology transfer

During 2007, focus groups were realized with the object of determine the lines of R&D and Research, Development and Innovation (R+D+i), which are priority for the Spanish food and drink industries and then, we have worked to obtain the project lines.

- **Redefine and specify the priority lines of SMES-NET, appropriate to the Spanish case**

The focus was divided in two parts:

Introduction of TRUEFOOD project:

A brief introduction of TRUEFOOD was made: objectives and work packages activities were explained because the project directly involves the SMES to get benefits of high quality R&D.

Focus groups:

During the first part, people was divided in working groups of 3 or 5. TDU FIAB gave guidelines for these working groups:

- the assistants (SMES) were divided in different groups
- each group designated a speaker
- the speaker took note of the conclusions of his group and more later, he will read them.
- each group presented the conclusions to the end of the session.

Also, each group had a working paper.

The following table describes briefly the objectives and the methodology of each part of the focus group:

	Objectives	Procedures
Part 1	Redefine and specify the priority lines of SMES-NET, appropriate to the Spanish case	<ul style="list-style-type: none"> – Redefine the lines which not suited to the Spanish case – Identify important aspects of each line – Include new lines which weren't considered
Part 2	Define the lines of projects	<ul style="list-style-type: none"> – Discussion about the definitions
Part 3	Assess the relevance of the point of view Spanish research redefined in the preview stage, at first, individual	<ul style="list-style-type: none"> – Determination of relevance and adequacy of each line from 1 to 5, being 5 the most relevant – Assess the relevance according to the next criteria:

		Spanish scientific technology, industrial impact and consumer/society impact
Part 4	Conclusions	Discussion

- List and priority lines of the R&D projects related with the first phase

Introduction of TRUEFOOD project:

After a brief introduction of TRUEFOOD, objectives, work packages activities, TDU FIAB explained the results of the phase 1 in the 7 lines of R&D (later, this 7 lines were reduced to 5 lines).

Focus groups:

The focus group has been realized in different cities of Spain (i.e., Barcelona, Lérida, Santiago de Compostela), generally in groups of 15-20 people, except some of them, which were 41 people.

The methodology was very similar to the first phase. Each focus consisted in two parts:

- First part: list and priority lines of the R&D projects related with the first phase (75 minutes).
- Second part: valuation in groups of the lines of projects (15 minutes).

The following table describes briefly the objectives and the methodology of each part of the focus group:

	Objectives	Procedures
Part 1	Redefine priority lines of the R&D projects related with the first phase.	<ul style="list-style-type: none"> – Define three lines of project for each priority R&D line. – Evaluation of lines. Each group must give 5 points to the best project.
Part 2	Assess the relevance of the lines of projects in the Spanish context	<ul style="list-style-type: none"> – Assess the relevance according to the next criteria: Spanish scientific technology, industrial impact and consumer/society impact

In these sessions the work was done by groups. Each group was integrated by 3-4 people of different sectors. Each group designated a speaker.

The following table contains a list of SMEs that took part in the focus group discussions:

	Name of the company	City
1	Abelló-Linde	Barcelona
2	Aceites Borges	Barcelona
3	Acteco Productos y Servicios, S.L.	Alicante
4	Aepa	Barcelona

5	Affinity Petcare	Barcelona
6	Agaca	La Coruña
7	Agromonegros	Zaragoza
8	Agronovo Ecoloxía, S.L.	Lugo
9	Agrostock	Huesca
10	Alfogar, S.L.	Pontevedra
11	Almendrera del sur (Almensur)	Malaga
12	Amec	Barcelona
13	Anecoop	Murcia
14	Anfaco - Cecopesca	Pontevedra
15	Angulas Aguinaga	Guipúzcoa
16	Arento	Zaragoza
17	Argal	Barcelona
18	Asclea	Valladolid
19	Asociación Mayoristas	Madrid
20	Avícola Tratante, S.A.	La Coruña
21	Berlys Alimentacion	Madrid
22	Bioaurum	Madrid
23	BIOAVEDA	Jaen
24	Biomedal	Sevilla
25	Biopolis	Valencia
26	Cafinsa	Vizcaya
27	Calvo conservas	La Coruña
28	Can Mas	Barcelona
29	Caprabo	Barcelona
30	Cárnicas Serrano	Valencia
31	Carrefour	Madrid
32	Cartonajes VirSa	Asturias
33	CESFAC	Madrid
34	CGI	Madrid
35	Chocolates Valor	Alicante
36	CITAGRO	Sevilla
37	Clavo Congelados	Pontevedra
38	Congalsa, S.A.	La Coruña
39	Gutarra	Navarra
40	Conservas Ramón Peña	Pontevedra
41	Conservas rianxeira	La Coruña
42	Consum	Madrid
43	Conxemar	Pontevedra
44	Cooperativas Agrarias	Madrid
45	COVAP	Córdoba
46	Crop iberica	Madrid
47	CTIC	La Rioja
48	Dacsa	Valencia
49	Dallant, S.A.	Barcelona
50	Danone	Barcelona
51	DSM Nutritional Products	Madrid
52	El mimbres	Malaga
53	Enate	Huesca
54	Epsa	Barcelona

55	Eroski	Zaragoza
56	Española de I+D	Valencia
57	Especialidades plásticas del sur	Granada
58	Euroespes	La Coruña
59	Europastry	Barcelona
60	Everis	Madrid
61	FACCSA- PROLONGO	Malaga
62	Farmadiet Group	Barcelona
63	Federación de Cooperativas Agrarias de Cataluña-FCAC	Barcelona
64	Federacion Gallega de la Carne	Galicia
65	Feiraco	La Coruña
66	Fish Line	Valencia
67	Frigoríficos Conchado, S.A. (Fricosa)	La Coruña
68	Frutas Lozano	Huesca
69	Fundación AITIIP	Zaragoza
70	Fundefo	Galicia
71	G.B. Consulting	Barcelona
72	Genosa I+D	Malaga
73	González byass	Cadiz
74	Grefusa	Barcelona
75	Grupo cervezas Alhambra	Granada
76	Grupo Frial	Madrid
77	Grupo Jorge	Zaragoza
78	Grupo SOS	Madrid
79	Grupo Tinamenor	Cantabria
80	Grupo Toysal	Pontevedra
81	Grupo Vips	Madrid
82	Halcón Foods	Murcia
83	Hasenosa	Pontevedra
84	Helados estiu	Valencia
85	Herederos de José Pérez Bernárdez, S.A.	La Coruña
86	Hermasa	Pontevedra
87	Hijos de Rivera	Galicia
88	Hipertiendas	Galicia
89	Hojiblanca	Malaga
90	IAN	Navarra
91	Iberfruta-Muerza	Navarra
92	Imasde Agrolalimentaria SL	Madrid
93	Imbiosis	Madrid
94	Industrial galletera Rodríguez	Valencia
95	Industrias Cárnicas principado de Asturias	Asturias
96	InnoFood I+D+i	Granada
97	Innovación + financiación	Valladolid
98	Institut de Recerca en Nutrició I Seguretat Alimentaria de la Universitat de Barcelona	Barcelona
99	Intecsa-Inarza	Madrid
100	Intercoop	Guipúzcoa
101	Isidro de la Cal - Fresco, S.L.	La Coruña
102	Jealsa-Rianxeira	La Coruña
103	Jorge Ordóñez & Co	Madrid

104	JSP	Madrid
105	La Casa	Zaragoza
106	La Morella Nuts, S.A.	Tarragona
107	Laboratorios Ordesa	Barcelona
108	Lacteos Goshua	Navarra
109	Lipidos Santiga, S.A.	Barcelona
110	Mahou-San Miguel	Madrid
111	Maquinaria Alfonsín, S.L.	La Coruña
112	Martínez Loriente	Valencia
113	Mascato	Pontevedra
114	Mercadona, S.A.	Valencia
115	Moleva - Grupo Dallant	Barcelona
116	Multifood	Guipuzcoa
117	Neoplastica	Pontevedra
118	Nudespa-Cobopa	Valencia
119	Nutrexpa	Barcelona
120	Oviaragon	Zaragoza
121	Panishop	España
122	Panrico	Barcelona
123	Parque tecnológico de Almeria	Almeria
124	Leche Pascual	Burgos
125	Pastas Romero	Zaragoza
126	Pescanova, S.A.	Pontevedra
127	Peter Taboada, S.L.	Pontevedra
128	PEVESA	Sevilla
129	Pompadour Ibérica	Alicante
130	Precisa	Barcelona
131	Premium	Murcia
132	Procesados Pesqueros	Galicia
133	Puleva Biotech	Granada
134	Quimera Ingenieria Biomedica	Barcelona
135	Rioboo	Coruña
136	S.D.Damm	Madrid
137	Sabeco	Zaragoza
138	Sanavi, SA	Granada
139	Sant Dalmai	Tarragona
140	Savia	Tenerife
141	Sineria	Barcelona
142	Sirasa	Zaragoza
143	Tanfresco, S.L.	La Coruña
144	Telepizza	Madrid
145	Unilever	Barcelona
146	Uvesa	Lleida
147	VEGAMAYOR	Navarra
148	Vegenat	Tarragona
149	Viscofan	Navarra
150	Vitatene	C. León
151	Zeu Inmunotec	Zaragoza

Conclusions

The most important lines of Spanish R&D projects were: diseases and food safety, food for different age group, an equilibrate diet (based on vegetables, fruit and juices, and with less fats and sweets, associated with an active lifestyle...), promote educational programs improving: technology transfer, food safety and quality.

Meetings with IRTA took place to analyze the results of this focus group. After that TDU FIAB created and developed a training and technology transfer programme targeting Spanish SMEs. The TDU FIAB developed materials: agenda, slides, questionnaire and certificate of attendance for some of the meetings. All information about the training activities was uploaded at the FIAB web page.

In total TDU FIAB organized 7 training courses and **189 SMEs** took part in these events. The following table illustrates the training courses implemented and the SMEs that attended the training seminars:

Name of training course, place and dates		Name of the participant
Food safety Madrid 08/07/2008	1	AESAN
	2	AINIA
	3	ASOCIACIÓN ANFACO CECOPESCA
	4	ANGULAS AGUINAGA
	5	AECOC
	6	AZTI-TECNALIA
	7	AZUCARERA
	8	BIOAURUM
	9	BIOMERIEUX
	10	BIONOSTRA
	11	CNTA
	12	COEXPHAL
	13	COREN
	14	CORPORACION TECNOLOGICA ANDALUZA
	15	CSIC-IATA
	16	CSIC-IF
	17	CTC: Centro Tecnológico Nacional de la Conserva y Alimentación
	18	DIPOLI RFID Analyst
	19	ITENE
	20	IMBIOSIS
	21	INIA
	22	INSA-UB
	23	PANRICO
	24	PESCANOVA
	25	PROLONGO-FACCSA
	26	RIANXEIRA-JEALSA
	27	UAB PLANTA TECNOLOGIA ALIMENTOS
	28	UCM

	29	UNIVERSIDAD DE SANTIAGO DE COMPOSTELA
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Technology transfer. Vigo 16/07/2008	1	AINIA
	2	ACEX
	3	ASOCIACIÓN ANFACO CECOFESCA
	4	AZTI-TECNALIA
	5	CCAE
	6	CETECE FUNDACIÓN
	7	CETAL FUNDACIÓN
	8	CNTA
	9	CTAEX
	10	CORPORACION TECNOLOGICA ANDALUZA
	11	CTNC
	12	FIAB
	13	IMBIOSIS
	14	INSA-UB
	15	IRTA
	16	JUNTA DE ANDALUCIA
	17	PARQUE TECNOLOGICO DE ZARAGOZA
	18	UAB
Quality food. Madrid 11/09/2008 23/10/2008	1	AINIA
	2	ANGULAS AGUINAGA
	3	ASOCIACIÓN ANFACO CECOPESCA
	4	ASOCIACIÓN GENERAL FABRICANTES DE AZUCAR DE ESPAÑA
	5	ASEBIO
	6	AZUCARERA EBRO
	7	BIOAURUM
	8	BIONATURIS
	9	CALVO
	10	CAPRABO
	11	CHOCOLATES VALOR
	12	CLAVO
	13	CLESA
	14	CNTA
	15	COEXPHAL
	16	COVAP
	17	CROP IBERICA
	18	CSIC IATA
	19	CSIC IF
	20	DALLANT
	21	EMBUTIDOS FERMIN, S.L.
	22	GRUPO NUEVA RUMASA
	23	ITAGRA CT
	24	LACTEAS DEL JARAMA

	25	LACTEOS QUESOS KRAFT
	26	MIKO
	27	PESCANOVA
	28	PREMIUM
	29	SANAVI
	30	SIRO
	31	UAB
	32	UPM-ETSIA
	33	UPV
	34	VIPS
Sustainable food production. Madrid 15/10/2008	1	AINIA
	2	ASEBIO
	3	ASOCIACIÓN ANFACO CECOPESCA
	4	ASOCIACIÓN PRODUCTOS DEL MAR (ANIE)
	5	CERVECEROS DE ESPAÑA
	6	CONSULTORA
	7	CORPORACION TECNOLOGICA ANDALUZA
	8	COVAP
	9	CROP IBÉRICA
	10	ECOEMBES
	11	EQUIPOS LEVER
	12	EQUIPOS RAMON VIZCAINO
	13	EQUIPOS PROING
	14	FIAB
	15	GARCIA BAQUERO
	16	GIRO: Gestión integral de residuos orgánicos. Centro Tecnológico
	17	GRUPO SOS
	18	GRUPO RESTORALIA
	19	HIPERBARIC
	20	ITENE
	21	MAHOU-SAN MIGUEL
	22	NUTREXPA
	23	OVISO
	24	PEPSICO
	25	PREMIUM INGREDIENTS, SL
	26	PRIÉGOLA
	27	PROFIT INNOVA, SL
	28	RIANXEIRA
	29	SOMOSIERRA
	30	SOS
	31	ULMA Packaging Technological Center
	32	UPM-ETSIA
Food and health. Madrid 27/10/2008	1	AFT
	2	AINIA
	3	ASOCIACIÓN ANFACO CECOPESCA
	4	ASOCIACIÓN ASEMAM / CESFAC

	5	ASOCIACIÓN PRODUCTOS DEL MAR (ANIE)
	6	BIOAURUM
	7	BIOMEDAL
	8	BIOPOLIS
	9	CAPSA
	10	CENTRO TECNOLÓGICO NUTRICIÓN Y SALUD (CTNS). PARQUE TECNOLÓGICO DEL CAMP, REUS
	11	CNTA
	12	CORPORACION TECNOLOGICA ANDALUZA
	13	CSIC-CEBAS-MURCIA
	14	CSIC-IF
	15	DALLANT
	16	DANONE
	17	EMBUTIDOS FRIAL
	18	GARCIA BAQUERO: CONSULTORA JAVIER MORAN
	19	GRUPO RODILLA
	20	HOSPITAL LA PAZ-UAM
	21	IMBIOSIS
	22	INNOFOOD I+D+I, SL
	23	INSA-UB
	24	LA MORELLA NUTS
	25	LABORATORIOS ORDESA
	26	NATRACEUTICAL
	27	NUEVA RUMASA
	28	PANRICO
	29	PASCUAL
	30	PULEVA BIOTECH
	31	SOLUTEX
	32	TECNOPARC CTNS
	33	UNIV. BALEARES
	34	UNIV. DE BARCELONA
	35	UNIV. GRANADA
	36	UNIV. SAN PABLO CEU-FEN
	37	UNIV. CATÓLICA SAN ANTONIO DE MURCIA
	38	UNIVERSIDAD DE SEVILLA
	39	VEGENAT
Food chain management. Madrid 29/10/2008	1	AINIA
	2	ASOCIACIÓN ANFACO CECOPESCA
	3	ASOCIACIÓN ANIE
	4	AECOC
	5	ANGULAS AGUINAGA
	6	BIMBO
	7	BIOAURUM
	8	CAPSA
	9	CARNICAS SERRANO

10	CERVEZAS MAHOU
11	CGT
12	CNC-LOGISTICA
13	CONS. VEG. IAN GARAVILLA
14	CORPORACION TECNOLOGICA ANDALUZA
15	COVAP
16	CUETARA
17	DIPOLI RFID Analyst
18	FELIX SOLIS
19	GRUFUSA
20	GRUPO MAHOU-SAN MIGUEL
21	HEINZ
22	INSTITUTO DE EMPRESA
23	ITENE
24	KELLOGS
25	MARM
26	NEXIUM Customer Solutions
27	NUTREXPA
28	PANRICO
29	PASCUAL LECHE
30	PLATAFORMA TECNOL. LOGISTOP
31	PULEVA
32	RODILLA
33	SIRO
34	SOS
35	UPM-ETSIA
36	VIPS
37	ZARAGOZANA CERVEZAS

- ***Evaluation of training courses***

FIAB, in some training courses, carried out the evaluation of them through an anonymous questionnaire. This evaluation questionnaire is distributed to all participants at the end of the training course. The questionnaire covered a wide range of issues ranging from the training curricula to the logistics. The questionnaire was covered questions:

- Demographics: sex, level,
- Information about the training course: length, usefulness, infrastructure of the course (audience size and supply of audio-visual equipment).
- Impression about the trainers
- Organization of the course: opinion about training material
- Which thematic sections/topics should be emphasized
- What are the positive elements of the course (e.g., teaching methods, content)?
- What are the negative elements of the course (e.g., teaching methods, content)?
- Any other comments

The questionnaires revealed that SMEs were highly satisfied and rated the training sessions very good.

12.3. Other technology transfer activities implemented

Besides the implementation of training courses and with the aim of creating a constant flow of information between TDU FIAB and the SMES of the TRUEFOOD Network, several activities were carried out:

- Meetings: round tables, and meeting “one to one” were organized, which were presented TRUEFOOD research results
- Phone calls
- E-mails: TDU FIAB had meetings monthly with food associations where FIAB informed them about the innovations of TRUEFOOD. Finally, these associations report this information to the SMES. Also, FIAB relies on persons in some associations, which are “agitators” (facilitators) and every day they report about transfer technology and research, development and innovation projects to the SMES.

The date of celebration of these meetings with associations has been: 19th November 2007; 14th January 2008; 18th February 2008; 25th March 2008; 21st April 2008; 29th May 2008; 16th June 2008; 14th July 2008; 15th September 2008; 13th October 2008 and 17th November 2008.

Also, FIAB had meetings monthly with food associations where FIAB informed them about the innovations of TRUEFOOD. Finally, these associations report this information to the SMES.

• *FIAB AND ITS ASSOCIATIONS ALREADY CONTACTED FOR TECHNOLOGY TRANSFER ACTIVITIES*

- 1) NATIONAL ASSOCIATION OF REFINERS AND PACKERS OF EDIBLE OILS
- 2) SPANISH ASSOCIATION FOR THE OLIVE OIL EXPORT INDUSTRY AND TRADE (ASOLIVA)
- 3) SPANISH ASSOCIATION OF POMACE OIL EXTRACTORS (ANEO)
- 4) NATIONAL ASSOCIATION OF COMPANIES FOR THE PROMOTION OF NATIONAL OILS AND THEIR EXTRACTION (AFOEX)
- 5) ASSOCIATION OF EXPORTERS OF TABLE OILS (ASEMESA)
- 6) NATIONAL ASSOCIATION OF BOTTLED DRINKING WATER COMPANIES (ANEABE)
- 7) GENERAL ASSOCIATION OF SUGAR MANUFACTURERS (AGFAE)
- 8) SPANISH SPIRITS FEDERATION (FEBE)
- 9) NATIONAL ASSOCIATION OF MANUFACTURERS OF NONALCOHOLIC SOFT DRINKS (ANFABRA)
- 10) SPANISH COFFEE ASSOCIATION
- 11) SPANISH ASSOCIATION OF MANUFACTURERS OF STOCKS & SOUPS
- 12) CONFEDERATION FOR BUSINESS ORGANISATIONS IN THE SPANISH MEAT SECTOR (CONFECARNE)
- 13) ASSOCIATION OF SPANISH MEAT PROCESSING PLANTS (AICE)
- 14) CATALONIAN FEDERATION OF MEAT PROCESSING PLANTS (FECIC)
- 15) SPANISH MEAT CONFEDERATION (CECARNE)
- 16) SPANISH ASSOCIATION OF MANUFACTURERS OF CEREALS IN FLAKES OR EXPANDED (AEFCECOE)
- 17) SPANISH BREWERS
- 18) SPANISH FEDERATION OF ASSOCIATIONS FOR THE PROCESSING AND MARKETING OF FISHING AND AGRICULTURAL PRODUCTS (FEICOPESCA)
- 19) NATIONAL FEDERATION OF ASSOCIATIONS OF THE TINNED VEGETABLE INDUSTRY (FNACV)
- 20) SPANISH GROUP OF TINNED VEGETABLE MANUFACTURERS (AGRUCON)

- 21) SPANISH ASSOCIATION OF FROZEN VEGETABLE MANUFACTURERS (ASEVEC)
- 22) NATIONAL ASSOCIATION OF MANUFACTURERS OF BABY FOOD PRODUCTS (ANDI)
- 23) SPANISH ASSOCIATION OF MANUFACTURERS OF SPECIAL & DIETARY FOODS AND MEDICINAL PLANTS (AFEPADI)
- 24) SPANISH FEDERATION OF CONFECTIONARY MANUFACTURERS (FEAD)
- 25) SPANISH ASSOCIATION OF MANUFACTURERS OF SWEETS & CHEWING GUMS (CAYCHI)
- 26) SPANISH ASSOCIATION OF MANUFACTURERS OF CHOCOLAT AND COCOA DERIVATIVES (CHOC AO)
- 27) PROFESSIONAL ASSOCIATION OF SPANISH BISCUITS (APROGA)
- 28) SPANISH ASSOCIATION OF BRANDED BREADS AND CAKES (PPM)
- 29) (TUMA) SPANISH ASSOCIATION OF TURRONES AND MARZAPANS
- 30) ASSOCIATION OF MANUFACTURERS OF SPANISH FLOUR AND SEMOLINAS (AFHSE)
- 31) SPANISH ICE CREAM MANUFACTURERS (AEFH)
- 32) SPANISH ASSOCIATION OF TEA AND HERBAL INFUSION PACKERS
- 33) SPANISH ASSOCIATION OF EGG PRODUCERS (ASEPRHU)
- 34) ASSOCIATION FOR HUMIDITY PROCESSORS OF MAIZE (HUMAIZ)
- 35) (FENIL) (National association of manufacturers of liquid milk and long duration derived milk products, national association of manufacturers of concentrated milk, in powder and butter, national association of cheese manufacturers; Spanish association of yogurt and fresh milk desert manufacturers.)
- 36) NATIONAL ASSOCIATION OF SEA PRODUCTS MANUFACTURING INDUSTRIES (PRODMAR)
- 37) NATIONAL ASSOCIATION OF HONEY AND APICULTURE PRODUCTS (ANIMPA)
- 38) (AEFPA) (SPANISH ASSOCIATION OF EDIBLE PASTA MANUFACTURERS)
- 39) SPANISH ASSOCIATION OF PREPARED FOODS MANUFACTURERS
- 40) CACAO INDUSTRY ASSOCIATION
- 41) SPANISH CO-FEDERATION OF MANUFACTURERS OF COMPOUND ANIMAL FOODS (CESFAC)
- 42) (ANFAAC) NATIONAL ASSOCIATION OF PET FOOD MANUFACTURERS
- 43) INTER-PROFESSIONAL ORGANISATION OF POULTRY FARMERS (PROPOLLO)
- 44) SPANISH ASSOCIATION OF SAUCES AND, PREPARED CONDIMENTS, ETC. MANUFACTURERS
- 45) SPANISH CIDERS ASSOCIATION (EASY)
- 46) FEDERATION OF JEREZ BRAND WINERIES (FEDEJEREZ)
- 47) SPANISH ASSOCIATION OF MANUFACTURERS AND DISTRIBUTORS OF VERMOUTHS, BITTER SODA AND WINE APPERITIFS)
- 48) SPANISH WINE MERCHANTS BUSINESS ASSOCIATION (AVIMES)
- 49) NATIONAL ASSOCIATION OF JUICE MANUFACTURERS (ASOZUMOS)
- 50) SPANISH ASSOCIATION OF PREPARED FROZEN MEALS
- 51) MEMBER ASSOCIATIONS (AEFAA) SPANISH ASSOCIATION OF FOOD FRAGRANCES AND AROMAS
- 52) SPANISH ASSOCIATION OF MARGARINE MANUFACTURERS (AEFMA)
- 53) SPANISH ASSOCIATION OF FROZEN DOUGH MANUFACTURERS (ASEMAC)
- 54) (ASPRIME) NATIONAL ASSOCIATION OF MANUFACTURERS OF RAW MATERIALS FOR BAKERIES, PATISSERIES AND ICE CREAM PARLOURS
- 55) (AENE) SPANISH ASSOCIATION OF INTEGRAL NUTRITION MANUFACTURERS AND DISTRIBUTORS

- 56) (AEPA) NATIONAL ASSOCIATION OF MANUFACTURERS OF CRISPS AND SNACKS
- 57) (PRODELIVERY) SPANISH ASSOCIATION OF PREPARED FOODS FOR HOME SALES

In 2009, FIAB will organize a specific meeting about documents of technological vigilance in order to discuss with the technological centres this is necessary to be used by SMES.

12.4. SMEs involved in the transfer activities

The table above describes activities performed so far from month 19 to month 33:

Technology transfer					
Planned/actual Dates	Type	Type of audience	Countries addressed	Size of audience	Partner responsible /involved
06/11/2007	Press release (press)	Industry	San Adrián (Navarra)-Spain	30	CNTA- National Centre for Technology and Food Safety
12/11/2007	Bilateral meeting	Industry	Madrid-Spain	45	CESFAC- Spanish Association of feed compound manufacturers-Innovation Group
14/11/2007	Press release (press)	Higher education	Miraflores (Madrid)-Spain	50	CSIC- Spanish National Research Council
15/11/2007	Press release (press)	Industry	Jerez de la Frontera (Cádiz)-Spain	100	Town hall of Jerez de la Frontera
17/11/2007	Bilateral meetings	Research	Madrid-Spain	32	ESDEN, business school
21/11/2007	Bilateral meetings	Research	Madrid-Spain	17	ASEBIO-Food Group-Platform for the promotion of the Spanish biotechnology sector
22/11/2007	X Congress of SEN	Industry, research and higher education	Segovia –Spain	300	Spanish Society of Nutrition (SEN)
26-27/11/07	Exhibition	Research	Madrid-Spain	30	CDTI & Canmas
29/11/2007	Meeting	Industry, research and general public	Madrid-Spain	100	EATIN'OUT-FIAB

Technology transfer					
Planned/actual Dates	Type	Type of audience	Countries addressed	Size of audience	Partner responsible /involved
11/12/2007	Press release (press)	Higher education	Lugo-Spain	40	CETAL
13/12/2007	Bilateral meeting	Industry	Madrid-Spain	4	La Morella Nuts
17/12/2007	Bilateral meeting	Industry	Barcelona-Spain	5	AFCA
21/12/2008	Quality courses	Consulting	Madrid-Spain	2	I+F
24/01/2008	Conference	Political organization	Toledo-Spain	4	Regional Department (Consejería) of Agriculture
29/01/2008	Bilateral meeting	Political organization	Madrid-Spain	3	Spanish Ministry of Education and Research
30/01/2008	Bilateral meeting	Industry	Madrid-Spain	5	Biopolis
31/01/2008	Bilateral meeting	Industry	Madrid-Spain	6	Technological Corporation of Andalusia
12/02/2008	Bilateral meeting	Industry	Madrid-Spain	4	Vegenat and La Morella Nuts
13/02/2008	Conference	Research	Zaragoza-Spain	20	Polytechnic University of Zaragoza
03/03/2008	Bilateral meeting	Industry	Madrid-Spain	5	IFEMA
04/03/2008	Conference	Industry, research and higher education	Lugo-Spain	39	CETAL-Food Technological Centre
10/03/2008	Congress	Industry, research and higher	Barcelona-Spain	220	ALIMENTARIA-FIAB

Technology transfer					
Planned/actual Dates	Type	Type of audience	Countries addressed	Size of audience	Partner responsible /involved
		education			
18/03/2008	Bilateral meetings	Industry	San Lucar de Barrameda (Cádiz)-Spain	5	Barbadillo Wine Cellar
26/03/2008	Bilateral meetings	Political organism and association	Madrid-Spain	5	MAPA and CEFAC
02/04/2007	XV Technical meeting	Research	Pozoblanco-Spain	50	COVAP
04/04/2007	Bilateral meetings	Research	Madrid-Spain	50	CDTI
09/04/2008	Cytalia Congress	Research	Madrid-Spain	50	Complutense University of Madrid
11/04/2008	Bilateral meetings	Industry and research	Madrid-Spain	5	EOI
15/04/2008	Bilateral meetings	Industry and research	Madrid-Spain	5	AICE- Meat industries Group
16/04/2008	Bilateral meetings	Industry and research	Madrid- Spain	5	ASEBIO-Food industries Group
29/04/2008	Bilateral meetings	Industry and research	Albacete-Spain	5	AICE- Meat industries Group
06/05/2008	Work group meeting	Industry and research	Madrid-Spain	18	ASEBIO- Food industries Group
07/05/2008	Bilateral meetings	Industry and research	Madrid-Spain	5	AICE- Meat industries Group

Technology transfer					
Planned/actual Dates	Type	Type of audience	Countries addressed	Size of audience	Partner responsible /involved
13/05/2008	Bilateral meetings	Industry and research	Sevilla-Spain	5	CTA
22/05/2008	Project Evaluation	Research and association	Madrid-Spain	10	INIA and CEFAC
09/06/2008	Meeting	Industry	Jerez-Spain	4	Barbadillo Wine Cellar
11/06/2008	Bilateral meetings	Industry and research	Guadalajara-Spain	5	IPEX and SMES
19/06/2008	Bilateral meeting	Industry and Research	Madrid-Spain	4	VEGENAT
24/06/2008	Spanish Technological Platform Meeting	Industry and Research	Madrid-Spain	6	EVERIS CONSULTING
30/06/2008	Spanish Technological Platform Meeting	Industry and Research	Gerona-Spain	12	IRTA- Food Technological Centre
01/07/2008	Workshop VII FP: Feed, Nanotechnology and environment	Industry and Research	Valencia-Spain	6	ITENE
02/07/2008	Bilateral Meeting	Industry and Research	Madrid-Spain	5	ARCE CONSULTING
07/07/2008	Bilateral Meeting	Industry and Research	Madrid-Spain	4	EVERIS CONSULTING
08/07/2008	Spanish Technological Platform Meeting	Industry and Research	Madrid-Spain	8	IMBIOSIS

Technology transfer					
Planned/actual Dates	Type	Type of audience	Countries addressed	Size of audience	Partner responsible /involved
10/07/2008	Spanish Technological Platform Meeting	Industry and Research	Madrid-Spain	6	DIPOLE
11/07/2008	Spanish Technological Platform Meeting	Industry and Research	Madrid-Spain	5	DELOITTE
12/07/2008	Spanish Technological Platform Meeting	Industry and Research	Madrid-Spain	4	INIA
15/07/2008	Spanish Technological Platform Meeting	Industry and Research	Lugo-Spain	6	CETAL FOUNDATION
10/09/2008	Spanish Technological Platform Meeting	Industry and Research	Madrid-Spain	6	CSIC
12/09/2008	National Platforms Food for Life Meeting	Industry and Research	Brussels	100	European National Food For Life Platforms
17/09/2008	International Congress Biospain	Industry and Research	Granada-Spain	5	ASEBIO & IMBIOSIS
18/09/2008	Spanish Technological Platform Meeting	Research	Madrid-Spain	4	CSIC
19/09/2008	Congress	Research	Brussels-Belgium	150	NANOTECHNOLOGY
30/09/2008	Food Meeting:	Research	Molina del	23	AERATP

Technology transfer					
Planned/actual Dates	Type	Type of audience	Countries addressed	Size of audience	Partner responsible /involved
	Technology and process automatitation		Segura-Spain		
07/10/2008	Inaugural meeting CSIC	Research	Madrid-Spain	32	Energy Technology Platform
08/10/2008	I+D+i Work Group Meeting	Industry and Research	Madrid-Spain	25	Fercahrenm
09/10/2008	Spanish Technological Platform meeting	Industry	Pozoblanco-Spain	25	COVAP
10/10/2008	Meet Congress	Research	Lérida-Spain	45	IRTA
16/10/2008	First Aquiculture Platforms Meeting	Research	Madrid-Spain	12	Aquiculture Meeting
16/10/2008	Meeting	Research	Barcelona-Spain	15	IESE
19/10/2008	Congress	Research	Madrid-Spain	60	CSIC
20-22/10/08	Trophelia Europe 2008, first conference of TRUEFOOD and training course of TRUEFOOD	Research	Paris-France	40	SIAL
30-31/10/08	Annual Seminary 2008	Research	Valencia-Spain	50	Association of European science and Technology transfer

Technology transfer					
Planned/actual Dates	Type	Type of audience	Countries addressed	Size of audience	Partner responsible /involved
					professionals
05/11/2008	Seminary:” Quality and innovation in juice sector”	Industry and research	Madrid-Spain	35	Spanish association of juices and nectars
05-06/11/2008	II International Congress in technology food “ Food and Health”	Research	Navarra-Spain	160	CNTA- Food Technological Centre
09/11/2008	Spanish Technology Platform	Research	Madrid-Spain	5	MAHOU
10-11/11/2008	Administration meeting, OPIS	Research	Madrid-Spain	4	Abroad Consulting
12/11/2008	IFEMA	Industry and research	Madrid-Spain	30	Logistop Platform
13/11/2008	Spanish Technological Platform meeting	Industry and research	Madrid-Spain	8	CETAL Foundation
19-21/11/2008	Innovation in no termical technologies on foods workshop	Industry and research	Madrid-Spain	111	CSIC
20/11/2008	Spanish Technological Platform meeting	Industry and research	La Rioja-Spain	42	CTC

Technology transfer					
Planned/actual Dates	Type	Type of audience	Countries addressed	Size of audience	Partner responsible /involved
25/11/2008	Meat industry and innovation. Spanish Technological Platform meeting	Industry and research	Madrid-Spain	52	Confecarne. CDTI. MARM. MICINN
26/11/2008	Spanish Technological Platform meeting	Industry and research	Madrid-Spain	15	ICEX
04/12/2008	Robotic Meeting	Industry and research	Vigo-Spain	26	ANFACO
09/12/2008	Spanish Technological Platform meeting	Industry and research	Granada-Spain	32	CTA
10/12/2008	Spanish Technological Platform meeting	Industry and Research	Sevilla-Spain	25	CTA & AINIA
11/12/2008	Spanish Technological Platform meeting	Industry and research	Madrid-Spain	34	ASEBIO
11/12/2008	Spanish Technological Platform meeting	Industry and research	Madrid-Spain	23	CHAMBER OF COMERCE
16/12/2008	Projects and companies forum	Industry and research	Madrid-Spain	30	GENOMA ESPAÑA

12.5. Preparation of Info sheets

The Spanish TDU was responsible for the development of the WP4 Info-sheet in collaboration with the IRTA (WP4 Leader). FIAB cooperated very closely with the IRTA, developed the Info-sheet and put it under consultation by the other WP4 partners.

The info-sheets will be translated in Spanish and sent to all FIAB members. Furthermore, they will be uploaded to the FIAB website.

INFO-SHEET on TRUEFOOD main research results of WP4.1.1a

(Effect of vegetable lipids and antioxidant supplementation on the nutritional composition and sensory properties of milk and cheeses)

“Improvement of traditional hard uncooked cheese from a nutritional point of view through cow’s diet supplementation”

INFO-SHEET on TRUEFOOD main research results of WP4.2.2

(Development of analytical methods and/protocols to assess the salt distribution in salted ham and fish products)

“A computed X-ray tomography system (CT) to optimize salting treatment of salmon fillets”

INFO-SHEET on TRUEFOOD main research results of WP4.2.2

(Development of analytical methods and/protocols to assess the salt distribution in salted ham and fish products)

“A non-contact instrument to classify online salmon fillets according to the fat content”

INFO-SHEET on TRUEFOOD main research results of WP4.3.1

(Investigation of the effect of elicitor treatments and ripening stage at harvest on pest and the nutritional composition of tomato fruit)

“Foliar treatment of tomato crops with Milsana[®] or Chitoplant[®] to reduce sulphur use at primary production”

13. Technology transfer activities in Turkey

13.1. General description of the implemented training and technology transfer activities

The Union of Dairy, Beef, Food Industrialists and Producers of Turkey (SETBIR) organises and coordinates the technology transfer activities of TRUEFOOD Project in Turkey. SETBIR is working in Work Package 8 and works in coordination with other RTD WPs, in particular with WP1 and WP 5. SETBIR has a network of 150 SME members in Turkey.

All annexes mentioned in this chapter are included in this report under the file “Annexes Turkey TDU SETBIR”.

The technology transfer and dissemination activities of SETBIR includes:

- oral presentations,
- preparation of information materials (flyers, publications, press releases, posters)
- conferences in dairy and meat subcommittees of SETBIR
- direct e-mailing to our SMEs
- personel visits to SMEs
- meetings with SMEs and stakeholders

The direct e-mailing to SMEs takes place every day once or twice. SETBIR reserved a space at its own web site about TRUEFOOD Project in Turkish (www.setbir.org.tr).

At 4th June 2008 in the Meat Subcommittee meeting (participants from Turkish Ministry of Agriculture and Rural Affairs, from Ankara, Fırat, Selçuk, Erciyes Universities, meat sector enterprises and SETBIR) the results of the work packages of TRUEFOOD Project, WP1 and WP5 were discussed with the participants and TDU of SETBIR.

At 1-2 July 2008 at Dairy Subcommittee meeting the results of the work packages of TRUEFOOD Project, WP1 and WP5 were discussed with the participants and TDU of SETBIR.

The visits of SETBIR to the SMEs are at the table below:

Time	Place	SMEs
03 June 2008	Cankırı	AYTAC / Meat Enterprise
28 August 2008	Konya	ENKA SUT/ Dairy Enterprise

The first visit was to a meat processing enterprise “AYTAC” at 3 June 2008. After a half-day visit of the enterprise, the TDU of SETBIR had e meeting with the stuff of the enterprise about the aim and the recent results of the TRUEFOOD Project. For this visit, The TDU of SETBIR prepared files about TRUEFOOD Project, including Turkish leaflets and TRUEFOOD newsletter translated in Turkish.

The second visit was in Konya at 28 August 2008 to “ ENKA SUT”, after the second Traning Seminar of SETBIR about the Project results. It was also a full day visit, including half day the visit of the enterprise and the other half of the day, meeting with the stuff of the enterprise. The enterprise is dealing with dairy products especially the traditional ones, which are specific for that region of Turkey/ Konya (cheese made from unpastorized milk at the caves). The TDU of SETBIR translated the Project results in Turkish from TRUEFOOD web site and made an oral presentation about the aims, results and long- term prospects of the TRUEFOOD Project to the stuff of the SME.

The main topics of the meetings at the visits were how to comminucate with the other enterprises especially traditional food producers to expand competitive capacity at the trade and how to reach the new technologies about the sector.

TDU SETBIR is now planning a congress with Yuzuncu Yil University in Van in May 2009 about Traditional Food and Food Safety. The participation of 300 people is expected.

13.2. Training activities for SMEs

The training activities implemented by TDU SETBIR were as follows:

Type	Date	Location	Size of audience	Type of audience
1st Training Seminar	13 April 2008	Antalya /TURKEY	30 people	SMEs and universities
2nd Training Seminar	27 August 2008	Konya /TURKEY	35 people	SMEs
Workshop	22- 26 September 2008	Trabzon /TURKEY	35 people	SMEs

In all the training seminars TDU SETBIR developed the necessary administrative documents (invitations, registration forms, list of participants, certificate of attendance, evaluation questionnaires, translation of the documents in Turkish related with TRUEFOOD Project) and made the advertisement of the training programme via SETBIR website, network with SMEs, and national and local newspapers.

In total **100 SMEs** (but in some cases also representatives from the universities) attended the training activities.

- **1st Training Seminar**

1st training seminar was organised in Antalya at 13 April 2008. People from universities, SMEs and the people from research laboratories attended the seminar. The total attendency was 30 people.

In this seminar Yudum İki Yakin (TSM of SETBIR), Bekir Tufan from Karadeniz Technical University (KTU) and Sena Saklar from TUBITAK-Marmara Research Centre made presentations.

Yudum İki Yakin's presentation was about general information about TRUEFOOD Project, the training programmes that were implemented to TDUs, the aim of the Project etc. Bekir Tufan's presentation was about 'Control of biologically derived (mycotoxins, biogenic amines) and process induced chemical hazards (pesticides, acrylamide, furans) in TFP' including WP2B. Their work in Project is to control the biogenic amines and nitrosamines in seafoods, which are produced by traditional methods (produced by salting, marination or smoke). Bekir Tufan, who is a research assistant in KTU, explained the first results of their research for the TF Project. After that, Prof. Dr. Sena Saklar from TUBITAK-Marmara Research Center made a presentation titled 'The Research&Development Strategies in Turkish Food Sector'.

- **SMEs and bodies involved in the 1st training Seminar**

Name of the participant	Commodity Classification
Migros Turk T.A.S. Tanet Entegre Tesisi	Red Meat Production
Vilsan Veteriner İlaçları	Veterinary Medicine
Ministry of Agriculture and Rural Affairs	Çanakkale Directorate of the Ministry of Agriculture
Afyon Kocatepe University, Veterinary	University

School	
Ege-Vet Hayvancılık	Livestock
T.C. Ziraat Bankası	Bank
Mustafa Kemal University Veterinary School	University
Tarım İşletmeleri Genel Mudurluğu (TIGEM)	Livestock
Pehlivanoglu Entegre Et San. Tic. A.S.	Livestock-Red Meat
Veterinary Surgeon	Veterinary Surgeon
Diyarbakir Metropolitan Municipality	Metropolitan Municipality
Ministry of Agriculture and Rural Affairs	Aydin Directorate of the Ministry of Agriculture
Ak Gıda San. A.S.	Milk production
Ministry of Agriculture and Rural Affairs	Erzurum Directorate of the Ministry of Agriculture
Selcuk University Veterinary School	University
Ministry of Agriculture and Rural Affairs	Konya Veterinary Control and Research Institute
Suleyman Demirel University Veterinary School	University
Ministry of Agriculture and Rural Affairs	General Directorate for Protection and Control
Gürbüz Yem Premiks San. ve Tic. Ltd. Sti.	Poultry
Eskişehir Veterinary Surgeon Association	Association
Manavgat Et Kombinası	Meat Combine
Besler Altınbıçak Et-Gıda Ltd. Sti	Meat Packaging
Tareks A.S.	Agriculture and Livestock
Can Et Gıda A.S.	Red Meat
Ankara University Veterinary School	University
Manavgat Et Kombinası	Meat Combine
MSM Gıda Kontrol Laboratuvarı	Food Control Laboratory
Ministry of Agriculture and Rural Affairs	Ankara Directorate of the Ministry of Agriculture
Camli Yem Besicilik San ve Tic A.S.	Agriculture and Livestock
Pınar Entegre Et ve Un San A.S.	Red Meat

The Programme of the 1st Training Seminar includes a registration time, SETBIR's presentation, 2 coffee breaks, a lunch hour and the other participants' presentations. It was a one day seminar started at 10 am and lasted at 15 pm. At the beginning of the seminar each participants had their files about TRUEFOOD Project including evaluation forms for the performance of the seminar. At the end of the seminar the participants were given certificates prepared by TDU of SETBIR. (see Annex 5)

All expenses for the documents for the files, certificates, lunch, coffee breaks and transportation of speakers were met by Project budget of SETBIR.



Training certificate delivered during the closing ceremony of the 1st training course in Antalya

- **2nd Training Seminar**

The 2nd training seminar was organised in Konya at 27 August 2008. People from diary enterprises (SMEs) and the people from Turkish Ministry of Agriculture and Rural Affairs attended the seminar. The total attendency was 35 people, 15 SMEs.

The seminar was a one-day seminar. At the first half of the seminar, Melek Us made an opening speech, Yudum İki Yakın (TSM of SETBİR), and Elif Yucel (TSM collaborator), Kadriye Uslu and Seher Muğla from Turkish Ministry of Agriculture and Rural Affairs made presentations.

Yudum İki Yakın and Elif Yucel's presentations were about general information about TRUEFOOD Project, the training programmes that were implemented to TDUs, the aim of the Project and the first results of all the work packages of TRUEFOOD Project. TDU SETBİR translated the results and the latest newspaper of the TRUEFOOD Project into Turkish.

Yudum İki Yakın and Elif Yucel circulated the questionnaires about WP5 to the SMEs.

At the second half of the seminar, the speakers from Turkish Ministry of Agriculture and Rural Affairs made presentations about EU IPARD Programme (Instrument for Pre-Accession Assistance for Rural Development).

Before ending the seminar Melek Us, made a discussion about how to get benefit from IPARD Programme using the results of TRUEFOOD Project. The SMEs were trained for the development of their enterprises by using the results of TRUEFOOD Project' s work packages.

At the end of the seminar, the participants received an attendance certificate by TDU SETBİR.

- **Workshop: "Monitoring food safety aspects during processing of traditional food products"**

Between 22- 26 September 2008 Karadeniz Technical University (KTU) and SETBİR made a common workshop at the Karadeniz Technical University, Sürmene Faculty of Marine Sciences, Çamburnu Campus in Trabzon. Melek Us and Yudum İki Yakın represented SETBİR for

TRUEFOOD Project. Sevim Kose was the coordinator and responsible from the workshop from KTU.

The TDU of SETBİR prepared files, documents and press releases in Turkish about the workshop and the TRUEFOOD Project and disseminated the information through their communication channels.

The target of the training was mainly fish processing companies on preventing seafood health hazards in processing traditional fish products. Most of the companies were producers of traditional fish products or intending to produce such products. Furthermore, representatives from the following institutions were there: 'Seafood Division of General Directorate of Protection and Control of Turkey, Ministry of Agriculture', Trabzon Food Control Department, Turkish Government, Center Fisheries Research Institute.

During the workshop TRUEFOOD research results from WP2B were disseminated. The purpose of this workshop was to help primarily small and medium size food processing companies that produce traditional food products (mainly fish products). The workshop focused on training participants on practical analytical techniques used for HACCP plans or monitoring seafood safety for traditional food processing.

- **Methodology of the workshop**

- Selection of topics: It was carried out depending on the need of SMEs that produces traditional fish products with the help of 'Seafood Division of General Directorate of Protection and Control (Republic of Turkey, Ministry of Agriculture and Rural Affairs).

- Selection of food companies: The government 'Seafood Division of General Directorate of Protection & Control' provided us the list of all Turkish seafood processing companies with their addresses and other contact details. We also used internet to gather more information about the companies such as the type of products they produce and if the companies are SMEs.

- Contacting to test kit companies to take in part as trainers in the workshop: We selected test kit companies based on our experience on seafood safety analysis. Other companies that produce equipments or products in relation to control or monitor seafood safety in traditional food products were also selected and invited.

- Invitation of national traditional seafood companies and regional cheese producers:

The participating companies were invited using emails but mainly contacting them via telephone calling.

- Planning of the topics and selection of trainers: Planned topics were sent to each participant to select the most interested topic for their company. This selection helped us to organize the workshop final program. Selecting of trainers was carried out mainly from KTÜ, one from SETBİR, others were selected from experts from each company that are going to present their products or equipments. KTÜ provided translators for German trainers.

- **Implementation of the workshop**

Firstly, half day of the course was planned to present some general knowledge on TRUEFOOD project activities of SETBİR and KTÜ as well as introducing the other activities of TRUEFOOD partners in relation to food safety issues and training aspects. Other planned topics were some food safety issues such as preparation of HACCP plan and identifying risks in traditional fish products were included. About 4 days of the workshop, the organizers planned to provide participants (trainees) practical work in the laboratories with the guide of specialized trainers for each topic. The topics were given in the results of this report. Practical part of the workshop was divided into three sections.

- One is traditional food safety analytical methods including handouts and lecturers relating to background knowledge on preparation of chemicals or culture media. Traditional methods were demonstrated by the faculty's research team and participants had chance to use the relating methods under trainers' guidance.

- Secondly, practical methods such as histamine test kits or other practical methods presented by representing companies of the producers. Only one company called Labor Diagnostica Nord presented directly their two histamine methods. The others were presented by Turkish representatives. For such methods, participants got chance to try the products or methods in the laboratories.

- Thirdly, some companies demonstrated their methods, products or equipments with a short seminar exchanging questions and answers.

- **Evaluation of the workshop**

The workshop had good response from participants. 80 % of the participants rated that the workshop had reached its purposes (good to excellent) and only 20% rated as sufficient. The most beneficial topics were found to be 'practical histamine analysis, sensory analysis and quality control parameters (TBA and TVB-N), detecting coliforms and E. coli in food and water (traditional methods), and measuring temperature in fresh and frozen fish'. The most important knowledge they gained at the workshop that are going to be used in their companies in the future were reported by the participants, rated as; histamine in the first place, HACCP and TBA (measuring rancidity), pH took the second place, swab test was rated as third, sensory analysis, water analysis and both traditional and practical microbiological analysis took in fourth place. The question on if they will use the information in future in their work was rated as 20% excellent, 53% very good and 27% as good. This information was proved us that the workshop has reached its goal.

Participant from Government Seafood Control Division helped us during the workshop answering questions about some legislation issues relating to seafood safety. The government representatives at the workshop also found the workshop useful for them to learn new practical methods such as histamine test kits.

During the workshop we learnt that most of the seafood companies in Turkey are lacking expertise on preparing a sufficient HACCP plan for processing of their products. We are also in the process of preparing a guiding webpage particularly for all traditional seafood processing companies in relation to HACCP plan for their specific products.

The length of the course was found appropriate (except one person rated as too short).

The exchange of views between participants and trainers was rated excellent.

The balance between theoretical and practical knowledge was rated very good.

- **Feedback from SMEs after the workshop**

We got feedback from several companies if their training made differences in their current work. We had very good comments that the workshop was very useful for them. Some of the companies had EU and government inspection after the workshop. They informed us passing the inspection with their knowledge on histamine test, which is currently requested by Turkish government (claimed to be EU legislation). LDN Company provided free trial qualitative test kits for requesting participants after the workshop. Some companies ordered both qualitative and quantitative test kits as well. Each company received a certificate of successful participation after the workshop. Companies showed these certificates as their good intentions of personnel training for monitoring their HACCP plan during the inspection.

- **Trainers resume and their role in the workshop**

Trainers from KTU

Assoc. Prof. Dr. Sevim KÖSE (KTU-TRUEFOOD Proje Representeri): Dr. Köse works as a lecturer and researcher at Karadeniz Technical University, Faculty of Marine Sciences, Department of Fisheries Engineering. She is also contact person for KTU as a TRUEFOOD project partner. She is a seafood scientist with a wide background on food processing, safety, quality control and marketing issues. She has a BSc degree in Biology Education One year a Post Graduate Diploma in Food Science and Technology, and PhD in Chemical Engineering She is

specialized in seafood safety, particularly biogenic amines, seafood pathogens, good manufacturing practices in seafood processing and HACCP application. Other research areas are seafood quality control, particularly estimation of shelf life of fresh and processed seafood, sensory analysis.

Role in the workshop: She trained participants on sensory evaluation of fish. Since she works on comparing commercial test kits with HPLC method for histamine in traditional fish products (TRUEFOOD project, WP2), she also helped to test kit companies during their training activities in the laboratories, at the same time she also translated the speeches of Mr. Manz and Essy Booltink of LDN Company.

Prof. Dr. Muhammet BORAN (KTU): Mr. Boran also works at KTU, Department of Fisheries. He is involved in TRUEFOOD Project mainly on estimation of nitrosamines in traditional fish products. He is an expert on chemical quality of seafood and marine pollution. He has graduated firstly from a college in Germany on Chemistry. Then, he studied BSc, Dept. of Fisheries, Trabzon, TURKEY, 1988. He got a master degree in the same department on 'Estimating quality changes of frozen anchovies' and PhD degree on seafood pollution in Trabzon coastline.

Role in the workshop: Since his expertise is on chemical contaminants, and chemical quality changes in seafoods during spoilage, he was chosen to teach participants on estimation of some chemical quality parameters (TBA and TVB-N) in fish products. He also gave an extended background lecture on how to prepare chemical solutions providing very useful handouts that will help participants in future.

Assoc. Prof. Dr. Hamdi ÖĞÜT (KTU): Mr. Ögüt works at KTU at the Department of Fisheries Engineering. He was also graduated from the same department. He is an expert on many different fish diseases. Both his master and PhD thesis and his publications were concentrated on fish diseases, identifications and preventing methods.

Role in the workshop: Because of his expertise on identification and isolation of parasites in fish, Mr. Ögüt was chosen to give a lecture to the participants on parasites in fisheries and health risk. Then he and his assistant carried out practical work with participants on parasites in fish (whiting). Each participant had a chance to identify parasites in fish.

Assoc. Prof. Dr. Neşe KAKLIKKAYA (KTU): Mrs. Kaklıkkaya works at the same university but different faculty named as Farabi Faculty of Medicine. Department of Microbiology and Clinical Microbiology. Her expertise is mainly identification of human pathogens. Her master and PhD degrees and publications are on the relating areas. She uses immunoassay methods over 15 years of her research and hospital work. She was chosen to help at the workshop on immunoassay test kit methods. She trained participants on using micropipettes and improved their sensitivity on ELISA methods.

Assistant Prof. Dr. Kurtuluş BURUK (KTU): Mr. Buruk also works at the same faculty and same department as Mrs. Kaklıkkaya. His academical research interest and expertise are molecular microbiological research, molecular detection of infectious diseases, antimicrobial activity of natural products. He is also working on immunoassays detecting pathogens for many years. He has master and PhD at the same faculty. He help training participants on immunoassays and using microplate reader and other relating equipments such as shaker.

Bekir TUFAN (KTÜ PhD Student-Project Personnel): He is an expert on seafood quality analysis and seafood nutrition. He is doing his PhD with Sevim KÖSE. His role in the workshop was to train people on quality control (TBA, TVB-N) and seafood safety parameters (pH, water activity, salt measurement)

Serkan KORAL (KTÜ PhD Student-Project Personnel): He is a research assistant in Rize University but doing PhD with Assoc. Prof. Dr. Sevim KÖSE on biogenic amines. His expertise is on seafood quality control and seafood safety methods. His role in the workshop was to train people on seafood safety parameters (temperature, water activity and salt measurement). He also carried out HPLC measurement of histamine in fresh and traditional fish products in order to compare with test kit results.

Cemil ALTUNTAŞ (KTU): He is doing his PhD with Assoc. Prof. Dr. Hamdi ÖĞÜT on fish diseases. He is expert on identification of fish diseases. His role in the workshop was to help Mr. Öğüt on detection of fish parasites.

Şener AKTAŞ (KTU): He is working on biology, microbiology and chemistry laboratories in Dept. of Fisheries, KTÜ for over 20 years as a technician. His role was to provide technical support during the workshop.

Trainers from SETBİR

Melek US (SETBİR): She is an economist and Secretary General of SETBİR (Turkish Dairy, Meat, Food Sector and Processors Association) since 2004. She is responsible of TRUEFOOD activities at SETBİR.

Yudum İKİ YAKIN (SETBİR): She works as TSM for the TDU SETBİR in the TRUEFOOD Project.

Other trainers

In addition, trainers from the commercial companies (i.e., LDN COMPANY, Essy BOOLTINK, ABP COMPANY, 3M COMPANY and PROTEK ANALITIK) that produce test kits, equipments of products relating to food safety gave presentations during the training.



Training activities in Turkey

14. Technology transfer activities in other countries

Besides the implementation of technology transfer activities in the 11 SPES members' countries, some transfer activities took place in Germany, Slovenia, Poland and UK to ensure a broader dissemination of knowledge to the SMEs in the European area. The following WP8 partners implemented these activities:

- University of Applied Sciences of Weihenstephan from Germany;
- Campden & Chorleywood Food Industry Development Institute Hungary with the involvement of its parent organisation Campden BRI (formerly Campden & Chorleywood Food Research Association - CCFRA)
- University of Ljubljana from Slovenia;
- Agricultural Institute of Slovenia;
- Warsaw Agricultural University – Human Nutrition and Consumer Sciences Faculty from Poland.

14.1. Technology transfer activities in Germany

Since no TDUs of SPES members is placed in Germany, the University of Applied Sciences of Weihenstephan (a TRUEFOOD partner involved in WP8) organized a training event to transfer project results to the German SMEs: The training workshop “Success factors of innovations in SMEs of the beverages industry” took place the 18th of July 2008. This workshop targeted to offer the attending representatives of companies a better understanding of marketing strategies and crucial success factors of SMEs in the food industry, supported by the results of the TRUEFOOD project.

The workshop took place at the University of Applied Sciences of Weihenstephan in Freising. Fifteen managers of German SMEs beverages companies, which are members of the “Arbeitskreis Keltereibetriebe”, have attended this workshop. Prof. Dr. Klaus Menrad has facilitated the workshop. Moreover, Sandra Feigl and Agnes Klein acted in the workshop as trainers.

In the following a short overview about the curriculum vitae of the trainers will be shown:

Prof. Dr. Klaus Menrad: He is (the) head of the Professorship of Marketing and Management of Biogenic Resources of the University of Applied Sciences of Weihenstephan.

- Studies of Agricultural Sciences at the University of Stuttgart-Hohenheim. Specialization on Economics and Social Sciences of Cultivation, Diploma.
- Academic employee at the ‘Institut für Agrarpolitik und Landwirtschaftliche Marktlehre’ of the University of Hohenheim, Prof. Dr. A. Henze; PhD (Dr. sc. agr.).
- Project manager at (the) GfK AG, Nürnberg
- Senior Scientist at the Fraunhofer-Institut für Systemtechnik und Innovationsforschung (ISI), Karlsruhe,
Department: Innovations in (the) Biotechnology
- Habilitation at the Faculty Agriculture Sciences of the University of Hohenheim in the special field: "Agricultural commodity market analysis and marketing"

Dipl. oec. troph. Sandra Feigl: She is an academic employee at the Professorship for Marketing and Management of Biogenic Resources of the University of Applied Sciences of Weihenstephan.

- Studies of Ecotrophology at the Technical University of Munich at Freising-Weihenstephan.

Degree: Diploma

M. Sc. Agnes Klein: She is doctoring and an academic employee at the Professorship for Marketing and Management of Biogenic Resources of the University of Applied Sciences of Weihenstephan.

- Studies of Ecotrophology at the JLU at Giessen,
Degree: B.Sc.
- Studies of Dairy Science and Technology at the Technical University of Munich at Freising-Weihenstephan.
Degree: Master of Science (M.Sc.)

In the following the implementation of this workshop is described:

After a short Welcome of the participants, the trainers of the workshop gave two lectures, which dealt with the results of the TRUEFOOD project. The first presentation, which had been held by Prof. Dr. Menrad, was a lecture on innovation strategies for small and medium sized enterprises. The second presentation, which had been held by Sandra Feigl, was about success factors in the food industry, shown by the results of a company survey, which had been carried out within the scope of the TRUEFOOD project. The presentations took about one (hour in) each (case).

For giving the representatives of the SMEs not only theoretical input but also practical/hands-on training, the participants of the workshop elaborated how to implement crucial success factors for product innovations in the(ir) own company. For this purpose the participants have been separated into four different working groups. Each group investigated/observed a certain field of the company in which critical success factors are incurred. The working groups have been lead and supported by the trainers Prof Dr. Klaus Menrad, Sandra Feigl and Agnes Klein. For (a) better clarification of the different fields as well as some questions the different working groups dealt with are presented in the following:

Working group 1: Market research and marketing

1. How can critical success factors be realized into practice in your company? In which fields are difficulties are incurred and why?
2. Which activities in the field of market research can your company carry out for getting information about consumer needs and consumer behavior?
 - Which advertising efforts can you carry out for soliciting a new product? Are there any difficulties in this regard?

Working group 2: Product properties

1. How can product advantages be made visible for the consumers?
2. In which fields of the company can synergy effects be used/utilized?

Working group 3: Innovations management - innovation friendly business culture

1. In your opinion, has your company an innovation friendly business culture?
2. How can you raise the motivation of your employees?

Working group 4: Innovation management - Strategy and cooperation

1. How can an efficient strategy of innovation projects be realized in your company?
2. In which fields of your company are there any difficulties within the realization in this regard?
3. With which partners can your company co-operate within the frame of innovation projects?

After finishing the teamwork tasks in the different groups, the results of each working group have been presented and discussed.

The workshop closed with an open discussion in which the attending company representatives were offered to evaluate the workshop and the trainers. In this context, it became clear that for the **15 German SME beverages companies** the workshop had been very informative and useful.

14.2. Technology transfer activities in the UK

The technology transfer activities in the UK were organised by the Campden & Chorleywood Food Industry Development Institute Hungary (CCH) with the involvement of its parent organisation Campden BRI (formerly Campden & Chorleywood Food Research Association - CCFRA).

- **Training – Advisory Panels for SMEs**

Training activities were made through the Technical Advisory Panels. The Panels are made up of representatives from CCFRA member companies. There are fourteen Panels, each with a particular interest. Each of these Panels meets three times per year. The Panels play a major role in shaping, selecting and steering the research program and other activities including training, through discussions and feedback on presentations. The Panels also discuss a wide range of topical issues. Overall, they are an extremely good way of keeping the participants up-to-date. In brief, the Panels:

- **Discuss topical issues with industrial colleagues**
- **Network with potential business partners and industry peers**
- **Help industrialists to develop their professional abilities**

The meetings are fairly informal with a strong emphasis on the exchange of practical, useful information. The breaks provide an excellent opportunity to network with peers and keep up with industry news.

Panel attendance is a highly effective way of keeping up to date with the latest developments on a range of fronts – scientific, technical, legislation, industry practice and current affairs, and so on. The Panels can provide a highly cost-effective component of continuing professional development.

Since the panels are well established structures made of a team of those representatives of the member companies who are interested and specialised in a specific discipline and have an advanced knowledge it was suggested by the colleagues in Campden to use this events for training as the most effective way of transferring the results of the project. By their opinion specific events would be significantly lower attended, because the industry representatives are used to take part on the panel meetings. The panel members are get used to work as a team together and discussion after the presentation of a subject significantly contributes to the absorption of the practical knowledge.

In 2008 two training events were carried out in the panels:

1) On 30th September in the microbiology panel at Chipping Campden a demonstration and discussion of methodology developed for evaluation of safe shelf-life of chilled, ready to eat products was made by Szilard Pércsi: „Safety implication of *Listeria monocytogenes* on sliced meals”. Representatives of **37 companies** participated together with 8 staff members of Campden BRI.

2) On 7th October 2008 on the Quality Management panel held at the Nutfield site of Campden BRI, the principles of the application of Supply Chain management at small businesses were presented together with the results of the WPs by dr. András Sebők under the title “Improved marketing and food supply chain management methods for traditional food product – Traditional United Europe Food (TRUEFOOD) Work Package 5” and the potential applications were discussed. **9 companies** were represented on this event together with 3 staff members of Campden BRI.

- ***Campden Day***

Campden Day is a key event for the members of Campden BRI from the food sector, attracting over **500 guests**. Campden Day provides members with the opportunity to view over 100 commercially relevant displays in the laboratories and process halls, which are open and to see the exhibits on the projects and to discuss their content with the researchers, network with suppliers, customers and other colleagues in the food and drink industry.

In 2008 the Campden Day was held on 4th June 2008. There were more than 500 visitors.

A stand was set up and 3 posters were prepared: one on the general introduction of the TRUEFOOD project, on the objectives and results of the WP3 entitled “Work package 3: Predictive modelling and risk assessment on traditional foods” and one on the objective and results of WP5 “WP5: Improved marketing and supply chain organisation methods for traditional food products”. One-page info sheets were also prepared and distributed on the same topics. The use of the predictive modelling results in the WP3 was demonstrated on a computer as well.

The stand was managed by 3 staff members of the CCH, by András Sebők, Szilárd Pércsi and István Gábor. Several project partners were also there: Xavier Gellynck, the leader of the WP5 and Adrienn Molnar from UGENT (Belgium); Federica Scotto di Tella, TSM, Federalimentare (Italy); Florence Postollec, Françoise Gorga, TSM, ADRIA (France); István Pauer, TSM and Balázs Pályi, TSM, FHFH (Hungary) and Christophe Cotillon, WP6 Leader, ACTIA (France).

There was a significant interest for the project and its results more than 20 inquiries were collected, more than 150 handouts were distributed.

14.3. Technology transfer activities in Slovenia

Technology transfer activities of TRUEFOOD project in Slovenia were organized by University of Ljubljana (UL) and Agricultural institute of Slovenia (KIS).

- ***Training activities for SMEs***

TRUEFOOD knowledge were disseminated through training events among stakeholders of the food industry in Slovenia. In order to obtain better dissemination of the knowledge among Slovenian SMEs the first training course was organized within the International Agricultural Fair in Gornja Radgona. The seminar was attended by around **50 participants** mainly from SMEs, although a representative of consumer association was present as well. The main goal of the presentation was to introduce the main goals of the TRUEFOOD project among Slovenian food chain stakeholders. Beside the general introduction of the project, UL and KIS gave more detailed overview of the WP 2A, 2B, 4 and 7. Beside the national speakers, dr. András Sebők from Campden & Chorleywood (Hungary) was invited. He presented the lecture “Improved marketing and food supply chain management methods for traditional food products (Traditional United Europe Food – TRUEFOOD Work package 5)”. The later lecture was simultaneously translated to Slovenian language. The lecture contained the following topics:

- Introduction to supply chain management,

- Definition of the supply chain,
- Main functions of the supply chains and basic management.

The training and dissemination took place in Gornja Radgona on the 25th of August 2008.

- **Communication with the stakeholders and dissemination within scientific community**

A set of four articles on TRUEFOOD activities was prepared after the training in Gornja Radgona. The articles were published in the Slovenian newspaper, which is specialized in topics related to farming and food industry (Kmečki glas). Family owned SMEs and farmers are the main readers of this journal. A set of three articles was published in the journal presenting project as a whole and the involvement of the Slovenian partners within the project.

Beside communication with the food chain stakeholders a dissemination of the project's results was done in the scientific community at four international conferences.

- **Communication with SMEs**

More than **150 SMEs** in Slovenia were individually informed about the TRUEFOOD event in Gornja Radgona and about future training events in 2009. A specialized training for the Slovenian dairy producers will be organized as well as stakeholders in the meat industry.

- **Preparation of Info-sheets**

UL and KIS were responsible for the preparation of the Info-sheet in Slovenian language. The info-sheet contained information about the general structure of the whole TRUEFOOD project, as well as more detailed information about the WPs where Slovenian partners were involved, that is, WP2A, WP2B, WP4, WP7 and WP8. The materials were distributed to more than **200 different SMEs** in Slovenia and were available at the presentation of TRUEFOOD project at international agricultural fair in Gornja Radgona.

14.4. Technology transfer activities in Poland

Because of the fact that there is no TDUs of SPES members in Poland, Warsaw University of Life Sciences (a TRUEFOOD partner involved in WP8) organized the 26th of April 2008 a training workshop to transfer project results mainly referring to outcome of WP1 to the Polish SMEs: "Consumer and traditional food products". This workshop targeted to SMEs, which are involved in production of organic or traditional food product production/distribution.

The workshop took place at the Agricultural Advisory Centre in Krakow. **30 representatives** from the traditional food sector have attended this workshop. The trainers were derived from Warsaw University of Life Sciences, Ministry of Agriculture and Rural Development and foundation "Cooperation Fund".

The main aim of this training was to present the background referring to traditional products in Poland, practical examples of promotion this kind of food products (including foreign examples), the profile of the consumer who is purchaser and possibilities of fund resources for producers/distributors.

The trainers who contribute to the training are involved in following activities:

- a) Responsibility for implementation of the rules and real traditional food products (the Polish List of Traditional Food Products in Ministry of Agriculture and Rural Development)
- b) Promotion and various programmes referring to the traditional and regional products on the Polish food market
- c) Traditional food background.

During the training, the participants were given 2 lectures, which dealt with the idea of TRUEFOOD Project and the results of WP1. The other 3 lectures were connected with the traditional food product promotion and possibilities for producers or distributors. There was an open discussion after each presentation in order to clear any problems. All participants were given out the leaflets referring to the most important information from the meeting. All audience stated that there is still the need for further trainings referring matters of traditional food product area.

A second training was organized the 25-26 September 2008 referring to the traditional food products. The training took place at the Agricultural University in Lublin. About **45 participants** attended this workshop. The trainers were from Warsaw University of Life Sciences and partners from TRUEFOOD Project (WP4 and WP5). The target group of the training was from various small Polish entrepreneurship (there were producers, technologists and marketing specialists - about 15 participants) and the scientists from various universities in Poland (about 30; mainly specialists of the meat technology).

The training was organised in order to transfer results of TRUEFOOD project to the Polish SMEs, e.g. presentation “Improved marketing and food supply chain management methods for traditional food products (Traditional United Europe Food – TRUEFOOD Work package 5)” by András Sebők. The meetings was organised in small groups. The participants had possibility to choose the most proper topics for them (cultural aspects of traditional products, consumer preferences, problems of production traditional and regional food, promotion of traditional products, food safety in traditional food production).

15. Annexes

During the implementation of technology transfer activities a lot of documents were produced by TDUs: training programmes, training questionnaires, training materials, list of SMEs involved in the activities, CV of trainers, evaluation questionnaires, attendance certificates, training reports, articles and newsletters containing new knowledge on traditional food production, photos of training events, etc.

Almost all TDUs decided to insert these documents in the annexes of the report. Because of the huge dimension of these documents, the annexes were divided in the following zip files and are attached to this report in electronic version:

- Annexes Austria TDU FIAA
- Annexes Belgium TDU FEVIA
- Annexes Czech Republic TDU FFDI
- Annexes France TDU ANIA
- Annexes Greece TDU SEVT (Part 1, 2, 3 and 4)
- Annexes Hungary TDU FHFI
- Annexes Italy TDU FED (Part 1, 2, 3, 4, 5, 6, 7 and 8)
- Annexes Portugal TDU FIPA (Part 1, 2 and 3)
- Annexes Spain TDU FIAB
- Annexes Turkey TDU SETBIR