

INTERVIEW: Adisseo and Customers Working in Tandem to Gain More from Feed Enzymes

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4 March 2015 - In March 2014, Adisseo launched its Rovabio Enzyme Clinic (also known as REC), a tailor-made training course in feed enzymes provided by Adisseo's nutritionists and technology experts for the company's customers. REC offers a balance of scientific lectures and practical exercises on how to select and get the most from feed enzymes while developing precise knowledge of their modes of action, effects, and their handling properties for premix or feed applications.

REC is a 2-3 day training program developed specifically for Adisseo's customers from all parts of the world, and is of benefit to nutritionists, quality managers, mill managers and purchasers. The program showcases the depth of Adisseo's feed enzyme knowhow generated from the practical application of enzymes via its close relationships with customers and external partners over the last 20 years, and is the result of significant R&D investments undertaken by Adisseo.

Nearly a year later after its launch, Feedinfo News Service spoke to Adisseo to discuss the added-value that REC provides, and to see if the enterprise has been successful. We also spoke to a few Adisseo customers who participated in REC to find out what their thoughts are.

Speaking on behalf of Adisseo, Helène Lionet-Llorca, Enzymes BU Director – wished to highlight the achievement of making REC a reality. "A core team of Adisseo researchers did the massive job of compiling all our information on enzyme use in animal nutrition into the succinct format of the Rovabio Enzyme Clinic", she said. "All the main areas of concern are covered, from selection of the appropriate enzyme, value extraction in feed formulation, techniques for incorporating enzymes at the feed mill or premix plant and methods of enzyme analysis".

"We also trained a large number of Adisseo staff in various parts of the world so that they too can field", Ms. Martha Barbier, Global Technical Manager, added.

To maximise the benefits of REC for its customers, Adisseo said that it is committed to regularly coming from its own research and from academic institutions.

"To date, more than 25 Rovabio Enzyme Clinics have been conducted worldwide and about 20 million said.

REC training doesn't necessarily require the customer to travel to France, as it is made up of pre-suitable venue. REC's practical hands-on tests developed by Adisseo to help in enzyme assessment distance training, customers do not benefit from visits to Adisseo's research centres and laboratories developed.

Although the Rovabio Enzyme Clinic has a central common core, it is also usually tailored to meet countries.

"Typically, before the event, the Adisseo Technical Manager of a country will sit down with the customer training program", Ms. Barbier went on to say. "This ensures that the customers' particular questions. The Rovabio Enzyme Clinic is not just for the nutritionists of our customers. Frequently mill managers attend, and find it very interesting and useful".

For Ekoplon, one of Poland's leading feed and premix manufacturers and an important Adisseo customer, attending the Rovabio Enzyme Clinic gave the company more trust in Adisseo as an enzyme producer.

"For us, it is very important to have proof that what is in the feed is scientifically proven and that multi-enzyme concept is not only theory but also based on practical results. It proves that Adisseo is a serious supplier and for that reason, we wish to continue working with Adisseo products, because sometimes we can be very skeptical about results from competition", said Marcin Gumowski, Ekoplon's poultry nutritionist.

Mr. Gumowski added: "REC has given us ideas to demonstrate the benefits of Rovabio internally and also to our own customers. For example, we got interesting information on the composition of non-starch polysacharrides in corn which explains the interest of multi-enzymes compared to a single xylanase".

Ekoplon found the explanations on liquid enzyme applications interesting and will aim to use more of them in the future. The company said it will also take a closer look at its storage conditions.

"We could see, during the visit of Adisseo's facilities, that they have a great tool to measure the effectiveness of the enzymes on animals. This will be very useful for the investigation of the feeding value of future alternative raw materials. For us, the added value of such professional services is very important and we wish to corporate more and get more support, especially on novel raw materials", commented Mr. Gumowski.

"After this training, we also feel that our quality control team would also benefit from the Clinic, such as proper sampling techniques to ensure we are getting the most value from our analytical work which is sometimes very expensive" Mr. Gumowski added.

Positive feedback was also provided by another Adisseo customer, Montana S.A., a Peruvian premixer.

"The Adisseo workshop on enzymes is an excellent opportunity to discover their practical role and usefulness in terms of animal nutrition. As well as a solid theoretical foundation, there are practical exercises on substrate degradation in the presence of Rovabio. They show us what happens in the animal's gut and how animals are benefitting more from the nutrients thanks to the addition of exogenous enzymes", said Valentino Arnaiz, Regional Technical Manager, Animal Nutrition & Health

For Montana, the topics discussed and presentation methods used are innovative and dynamic, and they really capture the attention of the audience, whether they are technical experts in the field of nutrition or not.

"The workshop is a cleverly designed means of generating motivation and raising awareness about a global need within the industry", added Mr. Arnaiz.