

Embassy of the Kingdom of the Netherlands, Warschau

# Manure Export Manual

Summary of the most important regulations to be considered when exporting manure to Poland



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## Preface

This document is a manual for the export of manure-based products from the Netherlands to Poland. Companies who are planning to export livestock manure to Poland will face different obstacles. First of all it is very important to invest in a stable business relationship. Secondly, it is important to have good knowledge of the legislation. Both the local and European regulations apply when marketing and transporting manure.

This manual describes the relevant regulations and contains a detailed overview of the procedure, which can facilitate the export of manure. The first chapter gives a general introduction into Polish agriculture and the fertiliser market. The second chapter gives an overview and describes the relevant regulations, focusing on the following legislation:

- EC 1069/2009 relating to animal by-products
- EC 142/2011 implementation of the regulations on animal by-products
- EC 2003/2003 relating to fertilizers
- The Polish Act on fertilizers and fertilization
- Dutch rules on transport

The third chapter focuses on the detailed process which needs to be followed when exporting manure. This chapter distinguishes between natural and organic fertiliser. It also describes the steps of the process which needs to be followed when planning to export manure to Poland.

The so-called “do’s and don’ts” of doing business in Poland can be found in chapter four. This chapter also highlights the experience of Kanters, a company which is currently doing business in Poland. The fifth chapter answers the most frequently asked questions (FAQ’s). The last chapter gives an overview of important addresses and contact details for relevant organisations.

This manual only considers the export of manure, organic fertilisers and soil improvers (compost). Contact the Embassy of the Kingdom of the Netherlands in Warsaw for more information about the export of other products, or products mixed with other animal by-products (like feather-, meat- and bone meal).



Picture 1 - Manure mission in Poland (by Lieke Boekhorst)

## 1. INTRODUCTION INTO POLISH AGRICULTURE

The approximately 300.000 km<sup>2</sup> area of Poland is divided into 16 “Voivodeships” (provinces), all with their individual agricultural structure, soil quality and animal density. In total 49.5% of the land in Poland is used for agriculture. Thereof 74% (10.6 million ha) are used for crop production.

After an economic slowdown in 2012-2013, the Polish GDP is increasing since 2014 (2.7% in 2016). The agricultural sector contributed positively to this, with an export surplus. Currently the global value of agricultural production in Poland is in 7<sup>th</sup> place among EU member states.

The agricultural area of Poland is characterized by a limited availability of water resources, high proportion of light soils characterized by sandiness and low phosphate availability. Despite the fact that the provinces differ in agricultural structure Poland only has a single set of laws and regulations regarding import, transport and spreading of manure and organic fertilizers.



Figure 1 - Poland's division into 16 provinces

### 1.1 Agricultural sector in Poland

The agricultural area of Poland is over 14 million hectares. Of these 14 million hectares, about 10 million is arable land, 3 million hectares is permanent grassland, 0.5 million hectares are permanent crops and 0.5 million hectares lie fallow. In Poland there is a tendency to scale. The number of companies with less than 30ha decreases, while the number of farms with more than 30ha increases. Although the average farm size is increasing, currently it is only around 10 hectares. In October 1991 the state farms were abolished. Nowadays, most of the approximately 1.4 million agricultural enterprises are in private ownership again (about 95%).

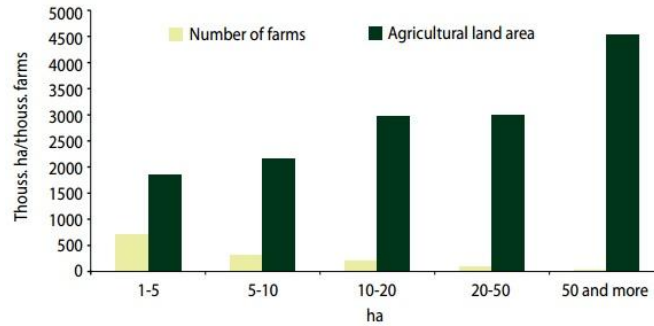


Figure 2 - Number of farms and amount of agricultural land per farm (Institute of Agricultural and Food Economics, 2015)

Soil, climatic conditions and traditions determine the specialization of crop production. The central eastern and north part of Poland is mainly used for growing rye, grain and corn. Orchards can be found particularly in the centre and south, while crops that have higher requirements regarding climate, water and soil quality, can mainly be found in the southeast and west of Poland (e.g. sugar beet, wheat and rapeseed). The most important commodities in 2014 were: cow milk (18.4% of EU production), pork livestock (13.9%), poultry livestock (13.5%), cereals (13.3%) and vegetables (9.1%) (Source: Institute of Agricultural and Food Economics, 2015).

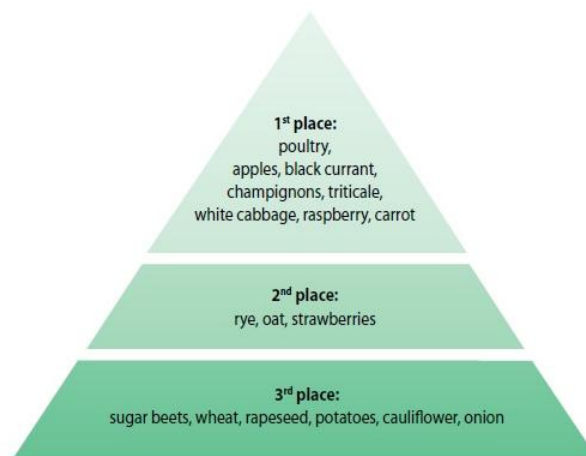


Figure 3 - Polish agriculture compared to EU-28 in 2014 (Institute of Agricultural and Food Economics, 2015)

Animal production in Poland is regionally differentiated, cattle being mainly held in the northeast, the number of bovine animals is around 5.7 million pieces. The number of pigs has decreased since 2007 (currently about 11 million pieces). Pig production is mainly situated in the middle of Poland. The poultry sector is growing strongly, but it is very concentrated. Due to the relatively limited number of animals with respect to the agricultural area the use of natural fertilizer (manure) is limited.

## 1.2 Organic matter and soil conditions

The share of light soils, characterized by high sandiness, is very frequent in Poland (60.8%). These poorer soil conditions combined with bad climatic conditions provide lower soil productivity compared to the European average.

The soil's organic matter content in Polish agricultural land ranges from 0.5 to 10% and the average content is 2.2%. Over 60% of the mineral soil contains less than 2% of humus; additionally there is also a significant share of soils containing less than 1.5% of humus (Jadczyzyn and Jurga, 2015).

### 1.3 Manure and mineral fertiliser use

In the growing season of 2013/14, about 665,000 farmers applied natural manure, which resulted in a total consumption of 38.8 million tons of manure (Institute of Agricultural and Food Economics, 2015). An average of 38.6 kg N/ha of natural manure is used with slight differences between regions. The more animal dense regions will use up to 60 kgN/ha (Wielkopolskie and Podlaskie) other regions use as little as 14/15 kg N/ha (Dolnaskaskie and Zachodniopomorskie).

The consumption of nitrogen fertilizer has slowly been increasing since 2002/2003, however it showed a drop in 2013/2014. The phosphorus application recently became relatively low, approximately 30 kg of P<sub>2</sub>O<sub>5</sub> (13 kg P for 1 ha). Table 1 gives an overview of the consumption of mineral and calcium fertilisers in Poland (kg/ha) (Institute of Agricultural and Food Economics, 2015).

Table 1 - Mineral fertiliser use in Poland (Source: Institute of Agricultural and Food Economics, 2015)

Fertilizers	2005/06	2007/08	2008/09	2009/10	2010/11	2011/12	2012/13	2013/14
Mineral NPK	123.3	132.6	117.9	119.6	119.2	125.8	133.0	132.9
including: N	62.5	70.7	68.0	69.2	68.9	73.1	80.7	75.5
P <sub>2</sub> O <sub>5</sub>	27.7	28.8	23.3	23.7	23.7	24.8	25.6	23.4
K <sub>2</sub> O	33.1	33.3	26.6	26.6	26.6	27.9	26.7	34.2
Calcium CaO	54.8	38.5	32.9	38.2	37.6	33.9	43.4	47.9

In the growing season of 2013/14 approximately 1,036,000 farmers applied mineral fertilization, this is approximately 73% of all farmers (Institute of Agricultural and Food Economics, 2015). Taking into account the acidification of the soil, calcium fertilizers and potassium are necessary to meet the need of crops (Jadczyzyn and Jurga, 2015). The soil in Poland has very low potassium content, especially the soils in the south-east provinces. The phosphorus content of the soils is, on the other hand, relatively high especially in the western provinces (Jadczyzyn and Jurga, 2015).

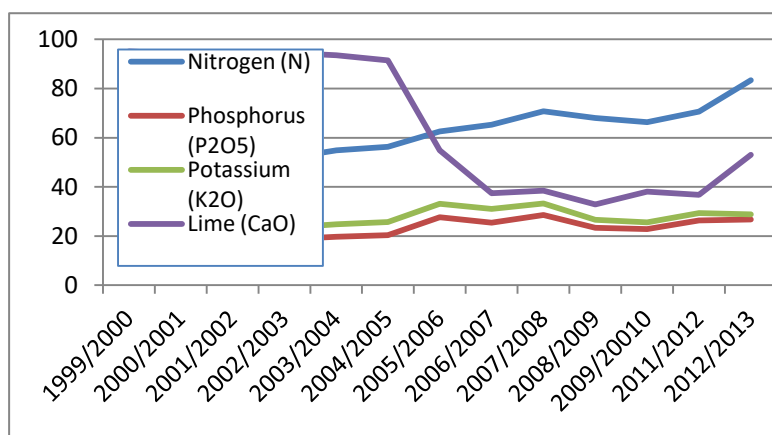


Figure 2 - Consumption of mineral fertilizers in Poland on arable land (kg/ha) (Source: Jadczyzyn and Jurga, 2015)

### 1.4 Regulation for manure and fertiliser use

Uniform rules for fertilisation apply throughout the whole country; there are no local restrictions or additional regulations except from Nitrate Vulnerable Zones (NVZs), which have different rules on fertilizer application. In the NVZs Manure can only be used in the prescribed growing season. Application is not allowed during the winter months, when the soil is flooded, covered with snow or frozen. Manure on arable lands can be applied from 1<sup>st</sup> March to 30<sup>th</sup> November and in NVZs only till

15<sup>th</sup> November. Solid manures on pastures in NVZs can be used only from 1<sup>st</sup> March till the 15<sup>th</sup> April and from 15<sup>th</sup> October till 30<sup>th</sup> November. Liquid manure on meadows and pastures can only be used from the 1<sup>st</sup> March till the 15<sup>th</sup> August.

In Poland there is a maximum level of 170 kg N/ha of livestock manures that can be applied, which results from the Nitrate Directive and the Act on fertilizers and fertilization. This only applies to natural manure, but in practice it is also applicable to various types of organic fertilizers (e.g. compost).

Phosphorus fertilization in Poland is not yet covered by regulations. Nevertheless, in case of livestock manure (natural fertilizer) application of P is obviously limited by the maximum amount of nitrogen allowed.

### **1.5 Opportunities for Dutch manure in Poland?**

To summarize, Poland has to deal with extreme weather conditions, e.g. drought and rainfall at inconvenient times. Polish soils are in general weak and in need of nitrogen, phosphate, potassium and organic matter. Organic matter will improve the water management of the soil, which can be achieved with a combination of natural manure, green manure and straw leftovers.

The focus of the Polish agriculture is mainly directed to crop production and the number of animals is slowly decreasing (with the exclusion of poultry, which is gradually increasing). There is limited transport of natural manure in Poland, since farmers are obligated to use 70% on their own fields. This results in the fact that natural manure is not widely available. There is an interest among the Polish farmers to use more natural manure and improve the soil quality. This gives opportunities for the development of the market of natural manure.

Currently manure export from the Netherlands is focussed on France and Germany. Poland is an interesting market for Dutch producers, it is relatively easy to reach by the German highway and the roads in Poland have been improved. The economy in Poland is growing and the Netherlands is already one of the most important investors in Poland.

However, it needs to be highlighted that low cost farming is very common in Poland. Farmers spend on average about 20% of the yield on (mineral) fertiliser. This means that if farmers buy natural fertiliser, the cost of mineral fertiliser should decrease.



## 2. LAW AND REGULATION

When it comes to manure application and transport, there are European and local rules in place. The European regulations apply in both the Netherlands and Poland, whereas local regulations might differ slightly.

Nitrogen can be used according to the European fixed maximum level of 170kg N/ha of natural manure. This is the same for the Netherlands as it is for Poland. On top of that the Netherlands applies derogations (230 or 250 kg N/ha), it has a threshold on the use of phosphorus and rules on the processing of phosphorus surpluses. In Poland, at the moment, there is no regulation for phosphorus application.

In Poland large animal producing farms (poultry over 40,000; breeding pigs over 2,000 or more than 750 sows) have to prepare a fertilisation plan. Those farms also have to apply at least 70% of the slurry on their own fields, only 30% may be sold. The buyer of this natural fertiliser also has to develop a fertilising plan.

Important regulations to consider for manure and fertilizer export are first of all European regulations that apply to every European member state. Second of all, there are also Polish rules that need to be taken into account such as the Polish Act on fertilisers and fertilisation. This Act implements the European legislation and describes how to market, store and label the products. Finally, there are the regulations related to the transport of manure and the obligation to have trading documents.

The following regulations are of importance when considering manure export to Poland:

- EC 1069/2009 relating to animal by-products
- EC 142/2011 implementation of the regulations on animal by-products
- EC 2003/2003 relating to fertilizers
- The Polish Act on fertilizers and fertilization
- Transport documents

### 2.1 Product definition

This manual distinguishes between two kinds of products:

1. natural manure
  - Unprocessed
  - Sanitized
2. organic fertiliser
  - Fertiliser that meets the requirements of the Dutch Fertilizer act on organic fertilizers
  - Fertiliser that does not meet the requirements of the Dutch Fertilizer act on organic fertilizers

These products are defined in both the European regulations and Polish Act. For the purpose of this manual we use the following definitions:

- 2.1.1 Natural manure:** livestock manure, liquid manure and slurry. Originating from farm animals, with no additions of other substances.
  - **Unprocessed manure:** natural manure that is exported without any treatment (hygienisation). Horse and poultry manure may be put on the market without authorisation. All other unprocessed manure needs an authorisation of the Polish

ministry of Agriculture and Rural development in accordance with EC 1069/2009 and EC 142/2011.

- **Sanitized manure (hygienised):** undergone a heat treatment process of at least 70°C for at least 60 minutes, or a comparable method which has the same effect on reducing the acceptable number of bacterium in the product. When organizations or factories have an approval for the sanitation process, no specific authorisation is needed in accordance with EC 1069/2009 and EC 142/2011 for the transport of the manure. The export of livestock manure needs to be registered with the Client system of the NVWA.

**2.1.2 Organic fertilizer:** fertilisers made from organic matters or mixtures used to maintain or improve plant nutrition and the physical and chemical conditions and biological activity of soils may include manure and often different kinds of composts. The organic matter content should be at least 30% of dry weight.

- **Fertiliser that meets the requirements of the Dutch Fertilizer act on organic fertilizers:** should be produced according to the Polish regulations for the protection of the health of people, animals and the environment, suitable for use and in compliance with the limitations for heavy metals. If these products are authorised in a European member state, no authorisation in Poland is required. This is according to Art. 5 of the Polish Act of Fertilisers and Fertilisation.
- **Fertiliser that does not meet the requirements of the Dutch Fertilizer act on organic fertilizers:** these products need to apply for authorisation at the Polish Ministry of Agriculture and Rural development.

## **2.2 Regulation for animal by-products (EC 1069/2009 and EC 142/2011)**

The European Regulation on 'animal by-products', describes health rules concerning animal by-products not intended for human consumption. This regulation applies to all member states of the European Union and replaces the Regulation EC 1774/2002. For proper implementation regulation EC 142/2011 also needs to be followed.

This regulation defines the rules for the collection, transport, handling, treatment, transformation, processing, storage, marketing, distribution, use or disposal of animal by-products. To ensure the health of humans and animals and to assure the protection of the environment, the animal by-products are classified into three different categories. Category 1, 2 and 3, of which category 1 is considered to be the most dangerous for public health and category 3 is suitable for human consumption, but not used as such. Manure belongs under this regulation to category 2.

When exporting unprocessed manure to Poland, the products must meet the requirements of EC 142/2011. If the manure is used for spreading on agricultural fields, a health certificate must be issued. Authorisation needs to be obtained by the Polish Ministry of Agriculture and Rural development. Unprocessed poultry manure must originate from an area not exposed to the Newcastle disease or avian influenza.

Organic fertilisers shall only be traded with if they meet the following criteria:

- are made from category 2 or 3 material
- are produced according to the rules of pressure sterilisation or a comparable treatment
- come from registered production facilities
- are produced in accordance with the conditions for pressure sterilization or with other conditions to prevent risks arising to public and animal health (Art 32 of EG 1069/2009).

Poland is allowed to impose additional conditions or restrictions on the use of organic fertilisers, as long as these protect public and animal health.

### **2.3 Regulation for fertilisers (EC 2003/2003)**

The following EU regulation lays down rules relating to the placing of fertilisers on the market. It also describes the conditions to use the title “FERTILISER EC”, as well as the regulation regarding their labelling and packaging. A FERTILISER EC title means that a product is registered in the European Union and can be placed on the market in any EU country.

The European Commission presented in the spring of 2016 a revision of this Fertilizer Directive. Currently this amendment is being discussed. The aim of the revision is also to include organic fertilizers and soil improvers. The earliest time of the amendment coming into force is 1<sup>st</sup> January 2018. Currently FERTILISER EC is only used for mineral fertilisers, with no animal or plant origin and therefore not covered in this manual.

### **2.4 Polish Act of 10 July 2007 on fertilisers and fertilising**

This Polish act regulates the marketing of fertilisers. It is an incorporation of three European regulations (EC 1069/2009; EC 142/2011 and EC 2003/2003). It describes the regulations of marketing, use, transport and storage of fertilisers as well as the agrochemical agricultural services, supervisions, controls, penalties and provisions with regard to fertilisers.

Important to know is that residues from biogas plants in Poland have waste status and can be used in agriculture on the basis of the waste legislation. In the case of digestant consisting of manure it is wise to see if it is possible to register it as organic fertilizer, to obtain export permission. This should be possible according to the Regulation on animal by-products (EC 1069/2009).

When introducing an organic fertiliser on the Polish market (No FERTILSER EC) you must comply with the rules regarding heavy metal concentrations. Concentrations may not exceed following values:

- Lead: 140 mg/kg of product
- Cadmium: 5 mg/kg of product
- Chromium: 100 mg/kg of product
- Nickel: 60 mg/kg of product
- Mercury: 2 mg/kg of product

There are no limits on copper and zinc content in organic fertilizers. However, products which may contain a risk are controlled before they are placed on the market (by the Ministry of Agriculture and Rural Development). Furthermore organic fertilisers should be free of Salmonella or liver eggs of parasites (*Ascaris* sp., *Trichuris* sp., *Toxocara* sp.). The maximum number of *Escherichia coli* bacterium is 5000 CFU (colony forming units) per 1 gram of product. For the *Enterobacteriaceae* bacterium the maximum is 1000 CFU per 1 gram of product.

Organic fertilizers coming from another EU country are not subject to customs procedure in Poland. Fertilizers must be transported in a way ensuring that there is no dust, spillage or leakage. Fertilizers can be stored in single-packs or in bulk, according to the instruction of use and storage. When stored in bulk they should be covered with waterproof material.

Solid products, with the exception of nitrogen fertilizers with nitrogen content above 28% (mineral fertiliser), may be stored loosely in piles formed on hardened and waterproof flooring, after being covered with waterproof material. Liquid manure must be stored in sealed, covered containers to

prevent leakage to the soil (Polish Act of fertilisers and fertilisation). The method of storing fertilizers must be specified in the attached instructions of product's use and storage.

When a product is marketed without national or European registration, authorisation of the local (Polish) government is needed. Chapter 3.2 describes the steps to be taken to obtain this authorisation.

## **2.5 Transport documents**

For the transportation of natural manure and organic fertiliser transportation documents are needed. These documents are the same for the transport to every European country.

### **2.5.1 Natural manure:**

The transport of natural manure must be registered in CLIENT Manure Export. CLIENT Export is the official application for Dutch exporters to get legally certified. Buyers and controlling entities can use it to verify the certificates. CLIENT is maintained by the Netherlands Food and Consumer Product Safety Authority. If necessary CLIENT will automatically forward the information to TRACES. TRACES is the European Commission's multilingual online management tool for all sanitary requirements on intra-EU trade and importation of animals, semen and embryo, food, feed and plants.

After registration in CLIENT Manure Export the international transportation documents (VDM and CMR) must be printed.

VDM (Vervoersbewijs dierlijke meststoffen/ transport document for natural manure): the Dutch government wants to have an overview of all natural manure transported. Therefore the VDM is needed for every transport. All transport data is recorded to check where manure comes from and goes to.

CMR (*Convention Relative au Contrat de Transport International de Marchandises par Route / Convention on the Contract for the International Carriage of Goods by Road*): an international convention on cross-border road transport. The CMR applies to all road transport to or from a country belonging to the convention (both the Netherlands and Poland abide this convention).

### **2.5.2 Organic fertiliser**

For the transportation of Organic fertiliser a CMR is needed as well.

Furthermore organic fertilisers need proper labelling and instructions for usage and storage (see paragraph 3.2.3).

Furthermore regulation EC No 764/2008 also applies in this case. The aim of this Regulation is to strengthen the functioning of the internal market by improving the free movement of goods.



Picture 2. Storage of solid manure on the field (by: Lieke Boekhorst)

### 3. PROCESS OF MANURE EXPORT

This chapter describes the steps that need to be taken when exporting manure to Poland. It describes the European and Polish regulations and the steps to be taken already in the Netherlands. Two different products are defined:

1. natural manure
  - Unprocessed
  - Sanitized
2. organic fertiliser
  - Fertiliser that meets the requirements of the Dutch Fertilizer act on organic fertilizers
  - Fertiliser that does not meet the requirements of the Dutch Fertilizer act on organic fertilizers

The following paragraphs will describe the steps to be taken when exporting these products. This manual is meant to serve only as a guide; which is why even if all of the outlined steps will be taken, it is not guaranteed that the export of manure will be successful.

#### 3.1 Natural manure

It is applied directly to agricultural land. Poultry and horse manure and manure with heat treatment may be transported without authorisation; all other manure products can only be transported when there is an authorisation from the Polish Ministry of Agriculture and Rural Development.

Manure has to be marketed and transported in accordance with the provisions of the Regulation for animal by-products EC 1069/2009 (Polish act article 3. 1.3).

##### 3.1.1 Unprocessed

1. When planning to export natural manure (with the exception of horse and poultry manure) it is compulsory to get authorisation from the competent authority in Poland. An application must be sent to the Ministry of Agriculture and Rural Development. This application must contain the following documents:
  - Laboratory analysis of a recognised entity (recommendation - a Polish institute)
  - Health certificate
  - Application form for the dispatch of animal by-products, according to EC 142/2011 (attachment 1)

The authorities can accept the product or set additional conditions. When the permission of the Polish government is obtained the following steps need to be taken into account (information from RVO.nl). These steps are the same for export to every European country.

2. Send Polish permission minimum 5 days before the export to the following e-mail address: [vwacoamest@vwa.nl](mailto:vwacoamest@vwa.nl)
3. Documents required for export:
  - Health certificate (not needed for horse manure); send by mail
  - Proof of cleaning and disinfection (R&O)
  - CMR
4. Registration in the CLIENT Export Manure. In CLIENT the transport documents can be printed.
  - Transport document for animal fertilisers (VDM)
  - International transport document (CMR)

When a transport is registered in CLIENT it automatically also registers in TRACES. TRACES is accessible for controlling authorities, like the police. The trading documents and the health certificate shall at least include information on the origin, the destination, the quantity, a description of the products and the way they are produced. When transporting manure to Poland a control by local governments or police is possible.

5. During transport it is important to have the following documents ready:
  - Permission of the Polish ministry
  - Health certificate
  - Laboratory analysis
  - Transport document for animal fertilisers (VDM), this is only necessary in the Netherlands
  - International transport document (CMR)

**All documents should be available in the Polish language!**

### **3.1.2 Sanitized**

When your production factory is registered and certified according to EC 1069/2009 and EC 142/2011, the products can be exported without authorisation from the Polish ministry. This certification should be done before the start of the export.

Afterwards the registration steps are similar like for unprocessed manure, except the fact that there is no need for a health certificate for the export of sanitized manure.

1. Documents needed for export:
  - Trading document
  - Prove of cleaning and disinfection (R&O)
  - International transport document (CMR)
2. Registration in the CLIENT Export Manure. In CLIENT the transport documents can be printed.
  - Transport document for animal fertilisers (VDM)
  - International transport document (CMR)
  - Trading document
3. During transport it is important to have the following documents ready:
  - Letter of the NVWA which states that the production factory is certified according to EC 1069/2009 and has an approval number.
  - Trading document (handelsdocument)
  - Laboratory analysis
  - Transport document for animal fertilisers (VDM), this is only necessary in the Netherlands
  - International transport document (CMR)
  - Permission of the Polish government is not necessary, but when available it is recommended to take it during the transport

**All documents should be available in the Polish language!**

The Polish Act on Fertilisers and Fertilisation requires an agreement between the seller and the buyer. It is therefore recommended to send the following documents after sales (for processed and unprocessed manure):

- Invoice

- Results of lab analysis
- Letter of the NVWA which states that the production factory is certified according to EC 1069/2009 and has an approval number

### **3.2 Organic Fertiliser**

Organic fertilisers are fertilisers made of organic matter or mixtures thereof, including compost. They are used to maintain or improve plant growth and soil conditions.

Organic fertilisers have to be put on the market according to the rules and regulations stated in the Polish act on fertilisers and fertilising.

#### **3.2.1 Fertiliser that meets the requirements of the Dutch Fertilizer act on organic fertilizers**

Fertilisers made from organic matter (including compost), are often exported as animal by-products (see above). When the products are exported as organic fertiliser, they should meet the requirements of the Dutch fertiliser act on organic fertilisers or these products need an authorisation from the Polish government.

A product can be exported to Poland as organic fertiliser if it is already registered in a European member state. The Mutual Recognition procedure in the European regulation EC No 764/2008 states that products authorised in a European member state can also be sold in another member state. The product however still has to comply with the Polish legislation on heavy metal contamination, sanitary requirements and agricultural suitability (as mentioned in paragraph 2.4).

To get authorisation for the Dutch market organic fertilisers have to comply with the Implementing Act on fertilisers, articles 4 to 21 (uitvoeringsbesluit meststoffen). This act states the regulations for trading with mineral and organic fertilisers, it defines the agronomic- and environmental requirements and also the requirements for packaging and labelling. Products made according to the rules listed in the implementing act can state this fact on their label. There is no further authorisation method for organic fertilisers; these products are certified according to the self-certification procedure, which means that products are not certified by an official (governmental) body.

Therefore EC 764/2008 does not apply to organic fertilisers and they have to get Polish authorisation every time they are sent from the Netherlands (see paragraph 3.2.2).

#### **3.2.2 Fertiliser that does not meet the requirements of the Dutch Fertilizer act on organic fertilizers**

When planning to introduce a new product on the Polish market, which is not yet registered in the Netherlands or in the European Union, it has to be registered at the Polish Ministry of Agriculture and Rural development. The product has to comply with the Polish legislation on heavy metal contamination, sanitary requirements and agricultural suitability (see paragraph 2.3).

For an organic fertiliser product's authorisation the following steps have to be taken, according to Article 4 of the Polish Act on fertilisers and fertilising:

1. Send an application to the Ministry of Agriculture and Rural development. This application should contain:
  - a. Full name of the applicant
  - b. Designation of the registered office, the address or domicile of the applicant

- c. Tax identification number (NIP)
- d. Number in the register of entrepreneurs (KVK-number)
- e. Name and type of fertiliser

The following documents are also necessary:

- f. Test results of the fertiliser
  - g. Assessment of suitability for use. These should be on the basis of tests, confirming that the fertiliser is useful for plants, meets the requirements, does not contain any contaminations and does not pose any threat to the health of people, animals or the environment.
  - h. Draft of instructions of use and storage
2. The submission of the above mentioned papers has to include the following statement: "I am aware of criminal liability for the submission of a false statement".
  3. The detailed documentation should be delivered to the Ministry of Agriculture and Rural development by the importer or his agent.
  4. All documents should be available in Polish, translated by an officially registered organisation.

All costs related to obtaining this authorisation will be borne by the manufacturer or the entity which wants to introduce the fertiliser. If the documents attached to the application do not prove that the fertiliser or agent meets the given requirements or if there is a possibility of a health risk for animals, humans or the environment, the application will be refused. Once a trade authorisation has been granted, it remains valid for an indefinite time.

A list of products which have already been introduced on the Polish market can be found on the Ministry of Agriculture and Rural Development's [official website](http://www.minrol.gov.pl/Informacje-branzowe/Produkcja-roslinna/Nawozy-i-nawozenie/Wykaz-nawozow/Wykaz-nawozow-i-srodkow-wspomagajacych-uprawe-roslin2). ( <http://www.minrol.gov.pl/Informacje-branzowe/Produkcja-roslinna/Nawozy-i-nawozenie/Wykaz-nawozow/Wykaz-nawozow-i-srodkow-wspomagajacych-uprawe-roslin2> ) Products cannot be sold as fertilizers if these have already been registered as pesticides. A register of plant protection products authorized in Poland can be found at: <https://bip.minrol.gov.pl/Informacje-Branzowe/Produkcja-Roslinna/Ochrona-Roslin/Rejestr-Srodkow-Ochrony-Roslin>.

Each organic fertilizer placed on the market needs to be equipped with the following:

- A label attached permanently in a visible place
- The label must contain information to identify the fertiliser, instructions for use, storing, net mass and shelf life.
- Trading documents
- All documents should be in the Polish language!

If the documents are not according to the regulations, not well attached to the product or not in the Polish language, this will be sanctioned.



## 4. DOING BUSINESS IN POLAND

There are a few important issues to consider when doing business in Poland. First of all it is very important to gain the trust of your Polish business partner. Poland is not the country of “quick wins”. Firstly, do not expect to do business on your first visit, but work on building a good business relationship, which will last longer. Secondly, there is a strong hierarchical order within Polish companies. Managers do not always have the decision-making power. Decisions are often only made after several meetings and discussions with the higher managing board. Therefore, it is advised to take your time and invest in a good relationship, this way in the end you will gain a reliable business partner for the long-term.

Important points to consider:

- The business culture is formal
- Build trust and work on a personal relationship
- Work on long term relationships
- Be prepared and on time
- It is appreciated if you speak a few words in Polish, e.g. learn to greet your potential business partners in Polish, it will serve as an ice-breaker and will be highly appreciated

More “do’s and don’ts” of doing business in Poland can be found at the embassy’s website:

<http://polen.agroberichtenbuitenland.nl/polen/dos-donts-polen/>.



Picture 3. bags of manure products in storage (by Lieke Boekhorst)

### 4.1 A business case – The experience of Kanters

Kanters (Uden) has been exporting manure products to Poland for over two years. They specialise in the export of sanitized natural manure, a solid product which they export in bulk. Before their first export they applied for authorisation at the Polish ministry, as described in paragraph 3.1.

Ben van Eldijk and Thomas Kanters on their experiences regarding exporting manure to Poland: “Firstly, we made sure that our production installation was certified according to EC 1069/2009. Secondly, we conducted an official laboratory analysis of the product we were planning to export. We did the analysis in both countries (Netherlands and Poland) to make sure the products really contain the elements as shown on the documents.” These documents were used to apply for the official export authorisation at the Polish Ministry of Agriculture and Rural development, as described in paragraph 3.1.1 (natural manure). Officially this is not needed for the export of sanitized manure, but an authorisation of the Polish government will improve your reliability as a serious business partner and it is good for the marketing of your product on the Polish market to also have local controls. The authorisation will take approximately around four to five months.

Make sure that all of the necessary documents also include an official Polish translation (they have to be translated by an official translation agency).

When this authorisation is obtained, there are still a number of other important aspects to be considered before the actual export can start. Poland is not a country of “quick wins”, as it was already mentioned in the beginning. It is very important to invest in good business relations. We would advise everyone to work together with a local agent, who knows the language and local culture. Although people might speak some English or German, it is an advantage to have an agent who speaks Polish and also knows the agricultural terminology.

Selling manure and organic fertilisers in Poland is not only a matter of sales, it also contains giving advice. It is very important to work on a good relationship with your buyers. This can be done through crop advice, pilot fields and presentations. Help crop farmers in solving their problems, offer after care and build trust.

Polish farmers are well educated and the number of young farmers is relatively high. Although they are aware of the fact that their soil needs organic matter, they will ask for proof that the product is of good quality, think alongside the motto ‘Seeing is believing’. Pilot fields and demonstrations will help promote your product. Make sure that your product always contains exactly what is shown on the documents/labels.

Our’ most important tip is to prepare yourself well before entering the Polish market. Make sure you have all documents available in Polish, with all of the required stamps.”

## 5. CONTACT DETAILS OF THE MOST IMPORTANT INSTITUTIONS

- **Ministry of Agriculture and Rural Development (of Poland)**

***Department of Plant Breeding and Protection***

Phone: +48 22 623-21-51  
Address: 00-930 Warsaw, Wspólna Street No. 30, Poland  
General phone number: +48 22 623 10 00  
Website: <https://www.minrol.gov.pl/eng/Ministry/Departments-and-offices/The-Department-of-Plant-Breeding-and-Protection>

- **Laboratory where you can test products:**

***Krajowa Stacja Chemiczno-Rolnicza w Warszawie***

Phone: +48 22 773 42 55  
e-mail: [kschr@schr.gov.pl](mailto:kschr@schr.gov.pl)  
Address: ul. Żólkiewskiego 17, 05-075 Warszawa-Wesoła  
Website: [www.schr.gov.pl](http://www.schr.gov.pl)

- **Rijksdienst voor Ondernemend Nederland (RVO)**

Phone: 088 042 42 42, +31 70 379 80 00  
e-mail: <http://english.rvo.nl/home/about-rvonl/what-is-rvonl/contact-form>  
Address : <http://www.rvo.nl/over-ons/wat-doet-rvonl/contact/vestigingen>  
Website: [mijn.rvo.nl/dierlijke-mest-exporteren](http://mijn.rvo.nl/dierlijke-mest-exporteren)

- **Embassy of the Kingdom of The Netherlands in Warsaw**

Phone: +48 225 591 200  
e-mail: [war-lnv@minbuza.nl](mailto:war-lnv@minbuza.nl)  
Address: Kawalerii 10, 00-468 Warszawa  
Website: <http://polen.agroberichtenbuitenland.nl>  
[www.netherlandsandyou.nl](http://www.netherlandsandyou.nl)  
[www.nederlandwereldwijd.nl](http://www.nederlandwereldwijd.nl)

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- EC 764/2008 regulation laying down procedures relating to the application of certain national technical rules to products lawfully marketed in another Member State
- Fertilizers market in Poland, Tamara Jadczyzyn and Beata Jurga, Pulawy, 2015
- <https://mijn.rvo.nl/dierlijke-mest-exporteren>
- Uitvoeringsbesluit Meststoffenwet (Geldend van 01-01-2016 t/m heden) Besluit van 9 november 2005, houdende regels ter uitvoering van de Meststoffenwet (Uitvoeringsbesluit Meststoffenwet)

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APPLICATION FOR THE AUTHORISATION OF THE DISPATCH OF ANIMAL BY-PRODUCTS TO ANOTHER MEMBER STATE (ARTICLE 48 OF REGULATION (EC) No 1069/2009)	
Name and address of consignor	Approval or registration number, issued by (competent authority)
Name and address of applicant	Approval or registration number, issued by (competent authority)
Name and address of consignee	Approval or registration number, issued by (competent authority)
<b>Animal by-products<sup>(1)</sup></b> <input type="checkbox"/> Category 1 material consisting of: _____ (nature of the material) <input type="checkbox"/> Category 2 material consisting of: _____ (nature of the material) <input type="checkbox"/> Meat-and-bone meal derived from Category 1 material <input type="checkbox"/> Animal fat derived from Category 1 material <input type="checkbox"/> Meat-and-bone meal derived from Category 2 material <input type="checkbox"/> Animal fat derived from Category 2 material	<b>Intended use<sup>(1)</sup></b> <input type="checkbox"/> Disposal <input type="checkbox"/> Processing <input type="checkbox"/> Combustion <input type="checkbox"/> Application to land <input type="checkbox"/> Transformation into biogas <input type="checkbox"/> Composting <input type="checkbox"/> Petfood <sup>(2)</sup> <input type="checkbox"/> Production of biodiesel <input type="checkbox"/> For feeding to <sup>(3)</sup> : _____ <input type="checkbox"/> For the manufacture of the following derived products <sup>(4)</sup> : _____

**(APPLICATION FOR THE AUTHORISATION OF THE DISPATCH OF  
ANIMAL BY-PRODUCTS TO ANOTHER MEMBER STATE  
(ARTICLE 48 OF REGULATION (EC) No 1069/2009))**

**In case of meat-and-bone meal and animal fat:**

The materials have been processed according to the following method<sup>(5)</sup>: \_\_\_\_\_

**Species of origin:**

**I, the undersigned, declare that the above information is factually correct.**

\_\_\_\_\_  
(Signature: name, date, contact details: telephone, fax (if applicable), e-mail)

**Decision by the competent authority of the Member State of destination<sup>(6)</sup>:**

**The dispatch of the consignment is:**

- refused.
- accepted.
- accepted subject to the application of pressure sterilisation (method 1) to the materials.
- accepted subject to the following conditions for the dispatch<sup>(4)</sup>:

\_\_\_\_\_  
(Date, stamp and signature of the competent authority)

Notes:

Complete the document in BLOCK letters.

- (1) Tick as appropriate.
- (2) In the case of pet food produced with Category 1 material comprising animal by-products derived from animals which have been submitted to illegal treatment as defined in Article 1(2)(d) of Directive 96/22/EC or Article 2(b) of Directive 96/23/EC.
- (3) Specify in accordance with Article 18 of Regulation (EC) No 1069/2009.
- (4) Specify.
- (5) Specify one of the processing methods referred to in Chapter III of Annex IV to Regulation (EU) No .../...
- (6) For the competent authority: tick as appropriate.