



**e-Cert - the innovative multifunctional software for use in inspection and certification management. The software introduces a new standard of reliable inspection and certification procedures for safer food worldwide.**

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Dear friends and colleagues,

BioFach is coming closer. Preparations reach its peak. I hope that your preparations will include marking an appointment with e-Cert in hall 1, booth 470 and 571 - or that you will come to our presentation on Friday 25<sup>th</sup> February from 10 to 11 am in room Prag.

Great news: in January ICS/FVO signed the contract and will be the first e-Cert user in the US. This opens new possibilities for interested parties in the US to learn about e-Cert in real time after e-Cert has been customized and implemented.

Please contact me if you have any enquiries or comments, or if you wish to arrange a personal meeting to learn more about e-Cert.

I look forward meeting you at BioFach!  
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Please also look at our homepage [www.e-cert.net](http://www.e-cert.net)

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### **1. BioFach, 24.-27.02.2005 in Nuremberg, Germany**

It is probably the unique atmosphere of this exhibition, which delights the senses with its living variety of organic products from all over the world. 1,900 exhibitors and over **29,500 trade visitors** visited BioFach again in 2004 creating new impetus for a flourishing growth market. Vigour, internationality and innovative ideas distinguish BioFach as the "soul" of the industry - and the prospects remain good. Organic Monitor estimates the **worldwide turnover** for organic products at around 23 billion Euro. The European market with approximately 11 billion Euro is the largest single market after the USA. Growing display areas at BioFach also prove the healthy appetite for organic in the EU accession countries.

Source: [www.biofach.de](http://www.biofach.de);

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### **2. ICS/FVO first e-Cert user in the US**

On January, 20th of this year International Certification Services, Inc. (ICS) happily signed a contract with e-Cert IT GmbH making ICS the first certification body in the US to implement



the e-Cert system. "We are extremely impressed with the functionality of the e-Cert system" said Robert Simmons, Senior Executive Partner for ICS. "The service and attention we've received from the entire e-Cert team has been superb" he said.

ICS is a full service international certification body located in Medina, North Dakota servicing over 61,000 ha. of certified organic land and approximately 6000 head of cattle. ICS is accredited by IFOAM, USDA (NOP and ISO 65), and by CAAQ (Quebec).

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**3. e-Cert presentation at BioFach on Friday, 25<sup>th</sup> of February, 10 to 11 am; room Prag**

e-Cert will present its functionality and potential at BioFach, room Prag on Friday, 10-11 am. The different modules as well as the international networking among inspectors, offices and certification officers in different languages will be presented. Don't miss the opportunity to get an overview about the potentials of e-Cert.

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**4. special BioFach offer (discount 15%, Tablet PC included)**

If you have already made your license or purchase decision within your organization or company take advantage of our special offer of e-Cert at BioFach. A 15 % discount is offered if you finally decide until 31<sup>st</sup> of March 2005.

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**5. Visit e-Cert (booth 470) and Intact (booth 571) at BioFach, hall 1**

e-Cert IT GmbH and Intact Consult GmbH will present their IT solutions at BioFach. Besides the e-Cert software tools for traceability will be shown covering the whole chain of custody (Flow-Web), as well as a classical ERP System (Enterprise Resource Planning) with a special focus on internal traceability (TraceNet.ERP) and NutriWeb the solution for companies and marketing organisations with new features for detailed documentation and accessibility of information for customers as well as consumers.

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**6. The basic module of e-Cert**

e-Cert is a system with a wide range of functionalities which are offered in different modules. The "basic module" of e-Cert will allow you to manage the whole inspection and certification process. You can make use of different guidelines/standards which will be uploaded to the system by our specialists. Inspection orders can be managed in the system speeding up planning processes. Different inspectors' checklists will be provided electronically on which the certification process can be based on. Certificates can be printed in different languages - at the request of your client. Procedures will not only be speedier but your quality of service will be improved as well. Staff will be able focussing on inspection and certification and not being busy with bureaucracy, paperwork, troubleshooting and managing data.

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"e-Cert News" is published by Organic Services. Gerald A. Herrmann, Director of Organic Services is responsible for international business development of e-Cert. We welcome comments.

If you wish to add an email address to our mailing list, please send an email to [news@organic-services.com](mailto:news@organic-services.com) with "add to mailing list" in the subject line and the relevant e-mail address.

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