

## FAQs for feed companies

### Frequently asked questions and answers about the add-on module **QS-Soy<sup>plus</sup>**

#### Relevant QS documents for the add-on module **QS-Soy<sup>plus</sup>**

##### Add-on module **QS-Soy<sup>plus</sup>**

- **Annex 4.1** *Soybeans/products in the scope of QS-Soy<sup>plus</sup>*
- **Annex 4.2** *QS-recognized standards for the soybean production*
- **Annex 4.3** *Recognized systems for the add-on module QS-Soy<sup>plus</sup> for feed trade and production*

#### Scope of the add-on module

##### 1. Which companies fall within the scope of the add-on module **QS-Soy<sup>plus</sup>**?

Within the scope of the add-on module **QS-Soy<sup>plus</sup>**, fall QS certified **feed producers** (including **small-scale producers**) and **feed traders** who have soy that is listed in Annex 4.1 *Soybeans/products in the scope of QS-Soy<sup>plus</sup>* or compound feed containing this in their product range. Accordingly, the scope of the add-on module also includes operators of **mobile milling and mixing plants** if they bring soybean products for mixing on the farm and sell them to the livestock owner (trading activity outside the service of milling and mixing).

##### 2. Which activities are not included in the scope of the add-on module **QS-Soy<sup>plus</sup>**?

Excluded from the scope are additive and premix production, storage and transshipment, and transport. In addition, there are some soy products that have been excluded from the scope. If companies only have products excluded from the scope (see Annex 4.1 *Soybeans/products in the scope of QS-Soy<sup>plus</sup>*) in their product range or purchase them, they are also not obliged to be certified. For primary agricultural production (soybean cultivation), a certification obligation applies according to a primary standard recognized by QS, which are published in Annex 4.2 *QS-recognized standards for soybean production*.

##### 3. Which soy products are included in the scope of the add-on module **QS-Soy<sup>plus</sup>**?

All soy products included in the scope of the add-on module **QS-Soy<sup>plus</sup>** are published in Annex 4.1 *Soybeans/products in the scope of QS-Soy<sup>plus</sup>*.

#### Registration and auditing with QS

##### 4. What must a company that is QS certified and produces or trades soy or feed containing soy do to get the eligibility of delivery for **QS-Soy<sup>plus</sup>**?

The company must file in the QS database whether it handles soy and comply with the requirements of the add-on module **QS-Soy<sup>plus</sup>**. The verification of compliance with the requirements can take place retroactively in the next regular QS audit. If the company is already certified according to a recognised standard in accordance with Annex 4.3, it must also file this information in the QS database. In this case, no additional auditing of the requirements of the add-on module **QS-Soy<sup>plus</sup>** is required.

##### 5. Does a company have to notify QS that it handles soy?

Yes. Feed producers and traders must log into the QS database with their login data and indicate whether soy is produced, traded or processed by placing a check mark in the appropriate site data. You can find instructions for depositing information regarding soy in the QS database [here](#).

**6. Does a company already have to register if the next QS audit and the associated control of the add-on module QS-Soy<sup>plus</sup> has not yet taken place?**

Yes. The information regarding soy must be provided in the QS database as soon as soy is produced, traded or processed. In addition, the requirements from the add-on module QS-Soy<sup>plus</sup> must be met.

**7. Does an additional audit have to take place to check the requirements of the add-on module QS-Soy<sup>plus</sup>?**

No, compliance with the requirements of the add-on module QS-Soy<sup>plus</sup> will be verified retroactively within the regular QS scheme audit.

**8. How is the evaluation of nonconformities in the audit carried out? Are there K.O. criteria?**

Yes, there are K.O. criteria. These are identified in the add-on module QS-Soy<sup>plus</sup> and in the checklist.

**9. What happens if a nonconformity is detected in the audit (sanction procedure, loss of eligibility of deliver...)?**

Detected nonconformities within the scope of the add-on module QS-Soy<sup>plus</sup> are handled in the same way detected nonconformities within the scope of the *Guideline Feed Sector*. The inspection system does not change.

**10. Are there sufficient auditors available to carry out the QS audits including the add-on module QS-Soy<sup>plus</sup>?**

Yes. The feed auditors approved in the QS scheme have already undergone initial training in 2023. For more information, please contact your certification body.

## General

**11. Are there any exemptions or staggered certification requirements for farms that cultivate soybeans?**

No, all soy in QS feed for all animal species of the QS scheme and from all origins must be certified according to a recognized primary standard as per Annex 4.2 *QS-recognized standards for soybean production*. An exception to this only exists if the purchaser of the products compensates for the products not yet certified with the purchase of credits and there is an agreement to this effect. This also applies to products still in stock.

**12. What do feed companies have to do if contracts for 2024 have already been concluded for non-certified products?**

The products can be purchased. If the products are not certified (according to Annex 4.2), feed companies have the option of compensating for the products that are not yet certified by purchasing credits (book & claim).

**13. How does the livestock owner recognize that he can purchase feed from/with soy from a QS-certified or recognized company?**

This can be seen as usual via the public scheme participant search. Companies that comply with the requirements for sourcing QS-Soy<sup>plus</sup> are marked accordingly in the scheme participant search.

**14. Is there a special labelling at QS for products containing soy?**

Companies that are certified according to the add-on module QS-Soy<sup>plus</sup> must label the soy-containing products with QS-Soy<sup>plus</sup>. If a company is certified according to a recognized standard pursuant to Annex 4.3 *Recognized systems for the add-on module QS-Soy<sup>plus</sup> for feed trade and production*, the regulations of the respective recognized standard regarding the labelling apply. "QS-Soy<sup>plus</sup>" does **not** replace the

labelling as QS product (e.g. with "QS product"). Examples of the correct labelling of QS-Soy<sup>plus</sup> can be found in the *Explanation: Labelling of QS products (feed sector)*.

**15. What are the certification obligations at the stage feed sector? Which actor must be certified and how?**

Please see Annex 1 to these FAQs for a graphic representation of this question.

**16. Does soy from Germany/European cultivation also have to be certified according to a primary standard?**

Yes, the add-on module QS-Soy<sup>plus</sup> takes all origins into account. This means that all soy, regardless of the country of cultivation, must be certified in the QS scheme according to a recognized standard in accordance with Annex 4.2 *QS-recognized standards for soybean production*, unless the purchaser of the products compensates this with the purchase of credits (Book&Claim).

**17. From which point in time am I allowed to label on my accompanying documents that my feed materials are QS-Soy<sup>plus</sup> compliant or that my QS compound feed contain QS-Soy<sup>plus</sup>?**

From the moment you have checked the box in the QS database and agree to comply with the requirements of the add-on module QS-Soy<sup>plus</sup>, you may and must label the products accordingly with QS-Soy<sup>plus</sup>.

**18. What happens if I do not agree to the general terms and conditions for QS-Soy<sup>plus</sup> in the QS database?**

For the QS scheme, it was decided by the advisory board that all soy must come from certified sources. Companies that do not agree to the corresponding general terms and conditions do not get the eligibility to deliver QS-Soy<sup>plus</sup>.

**19. What conversion factor systems are available and what types of division do they have?**

For example, there is the RTRS conversion factor system. This provides two alternative conversion methods that can be selected based on convenience. Here, a distinction is made between economic division and apportionment by demand.

Economic apportionment: this method recognizes that soybeans may have multiple uses and that each use involves by-products that are used in other sectors. This method therefore uses the value of the various outputs to fairly represent that demand for soybeans is not always driven by a particular output.

Division by demand: this method uses conversion factors that consider the physical quantity of soybeans needed to supply enough soybean byproducts for the product. It does not consider other by-products that are generated in the production process.

**20. Where can companies that purchase non-QS-Soy<sup>plus</sup> compliant soy certificates for the compensation (Book&Claim)?**

For all soybeans and feed materials (according to Annex 4.1) that are not certified according to QS-Soy<sup>plus</sup> (or according to a recognised standard according to Annex 4.2), the company must acquire quantity-related certificates via a standard recognised by QS for Book&Claim. The standards recognised for Book&Claim can be found in Annex 4.2 to the additional module QS-Soy<sup>plus</sup> (supply chain model B&C). The requirements of the respective standard for the purchase of certificates must be complied with. The purchase of certificates via third parties is not permitted.

**21. Which supply chain model must be labelled in the outgoing goods if a company uses different supply chain models?**

Detailed explanations on the mixing of different supply chain models (e.g. "downgrading") can be found in Annex 2 to these FAQs.

## **22. Is an organic certification of soybean cultivation recognized for the add-on module QS-Soy<sup>plus</sup>?**

All standards recognized by QS, whether for soybean cultivation (see Annex 4.2 *QS-recognized standards for soybean production*) or for feed producers and traders (see Annex 4.3 *Recognized systems for the add-on module QS-Soy<sup>plus</sup> for feed trade and production*), are published in the Annexes 4.2 and 4.3, respectively, for the add-on module QS-Soy<sup>plus</sup>. Standards that are not published there are not recognized by QS for soy deliveries into the QS scheme.

## **23. Does a trading company that trades soy and compound feeds containing soy also have to be certified according to the add-on module QS-Soy<sup>plus</sup>?**

Yes, in addition to feed material and compound feed producers, feed traders as owners of the products also fall within the scope of the add-on module QS-Soy<sup>plus</sup>, provided they trade feed in accordance with Annex 4.1 *Soybeans/products in the scope of QS-Soy<sup>plus</sup>* for the add-on module QS-Soy<sup>plus</sup>. Generally, excluded are traders who exclusively purchase and market packed products, as here the producer has already carried out the labelling.

## **24. Who is responsible for the labelling of QS-Soy<sup>plus</sup> if a private labeller certified according to the additional module has its products produced on a contract basis by a manufacturer that is certified according to a standard recognised by QS (according to Annex 4.3)?**

Private labellers who are certified according to the additional module QS-Soy<sup>plus</sup> are responsible for labelling the products. The products must be labelled as QS-Soy<sup>plus</sup> accompanying the products and in relation to the article. This also applies if the contract manufacturer is certified according to a standard recognised by QS (according to Annex 4.3).

## **Recognition of companies certified to a standard other than QS**

### **25. What does a feed company that is not certified according to QS but to a recognized standard such as GMP+ Int. and produces or trades soy or feed containing soy have to do to remain eligible to deliver into the QS scheme?**

Feed producers and traders recognized by QS (see Annex 9.1 *Recognized standards to Guideline Feed Sector*) must also be certified according to a standard recognized by QS in accordance with Annex 4.3 *Recognized systems for the add-on module QS-Soy<sup>plus</sup> for feed trade and production* to the add-on module QS-Soy<sup>plus</sup> in order to maintain the eligibility to deliver into the QS scheme. For this purpose, the companies must deposit in the QS database whether they handle soy products according to Annex 4.1 *Soybeans/products in the scope of QS-Soy<sup>plus</sup>* for the add-on module QS-Soy<sup>plus</sup> and according to which recognized standard according to Annex 4.3 *Recognized systems for the add-on module QS-Soy<sup>plus</sup> for feed trade and production* they are certified. The requirements of the standard to which the company is certified or wishes to be certified must have been met from the date of entering the recognised standard for soy in the QS database.

### **26. Can further standards be benchmarked for recognition for QS-Soy<sup>plus</sup> by QS?**

Both Annex 4.2 *QS-recognized standards for soybean production* and Annex 4.3 *Recognized systems for the add-on module QS-Soy<sup>plus</sup> for feed trade and production* are constantly updated and revised. All standard owners can compare their standard with the help of the QS benchmark list with the add-on module QS-Soy<sup>plus</sup> and then submit their benchmark to QS. The QS benchmark list for soy bean cultivation and for supply chain standards is published on the QS website and can be downloaded [here](#).

### **27. Can companies certified by third parties also be certified according to the add-on module QS-Soy<sup>plus</sup>?**

No, currently only QS-certified companies can be certified according to the add-on module QS-Soy<sup>plus</sup>.

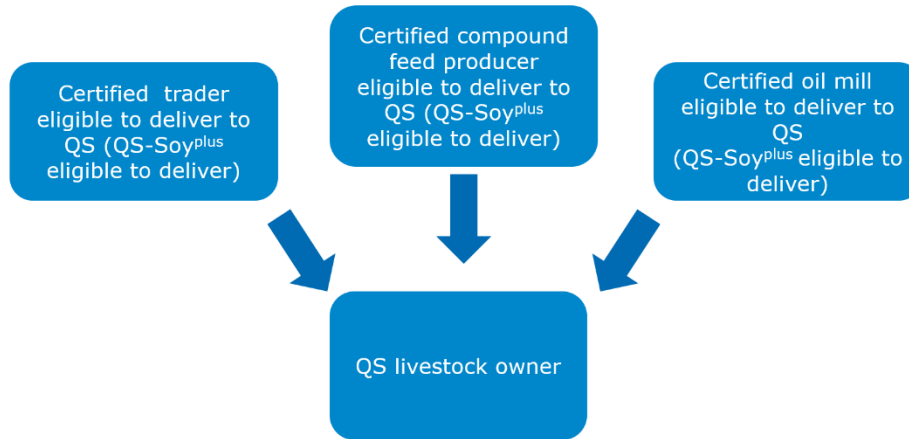
**28. We are a company with QS recognition and supply QS customers. What do we have to consider?**

All companies eligible to deliver to QS supplying soy products to the QS scheme must comply with the requirements to a recognized standard in accordance with Annex 4.3 *Recognized systems for the add-on module QS-Soy<sup>plus</sup> for feed trade and production* and get certified. This must be indicated by the company in the QS database.

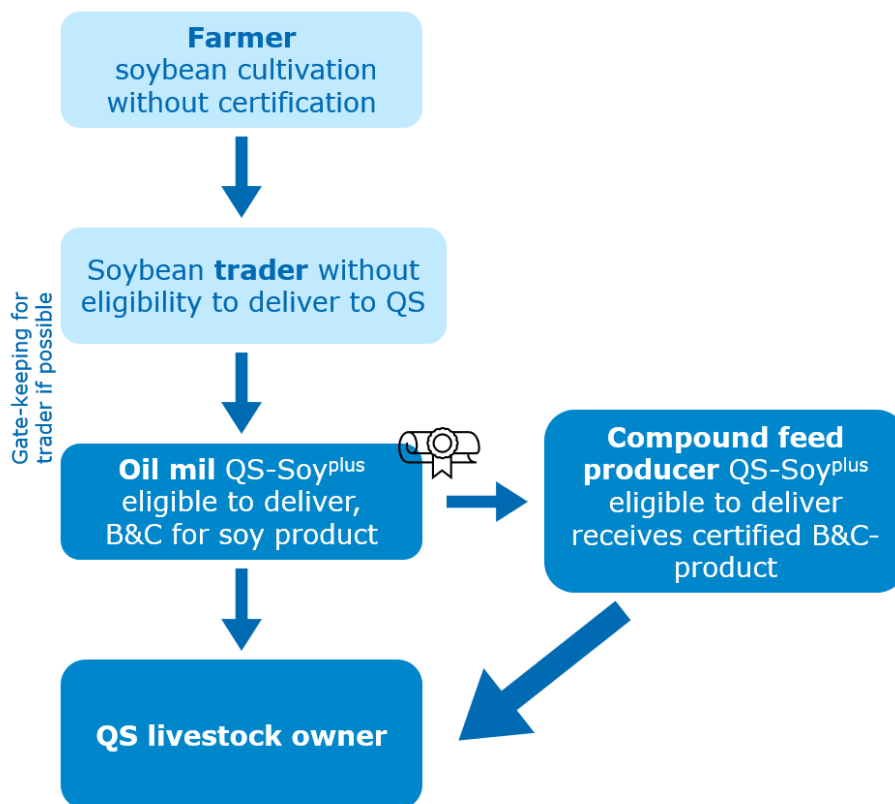
### Annex 1: Case studies and graphical representation of certification obligations

Generally, applies:

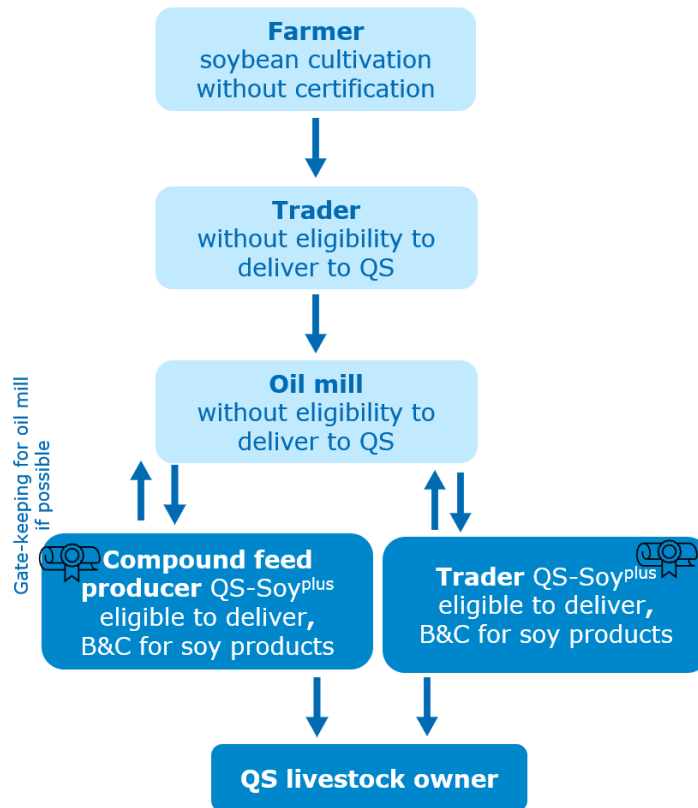
Soybeans/-products listed in Annex 4.1 and compound feed containing it may only be supplied to QS livestock owners as QS-Soy<sup>plus</sup> (or compare to Annex 4.2) certified and labelled by feed traders and producers eligible to deliver to QS.



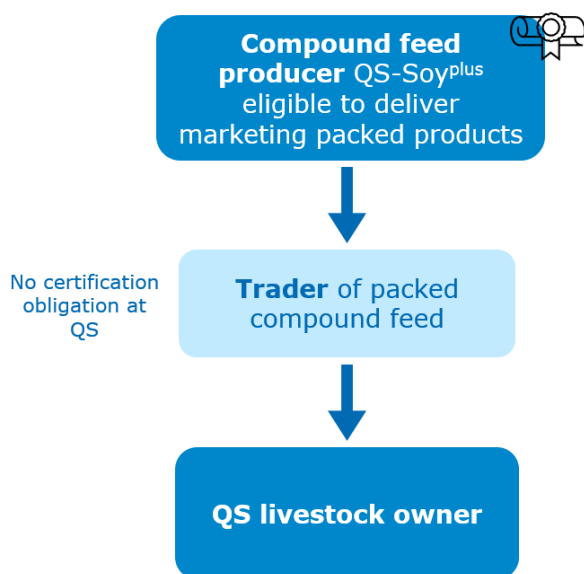
#### Case 1



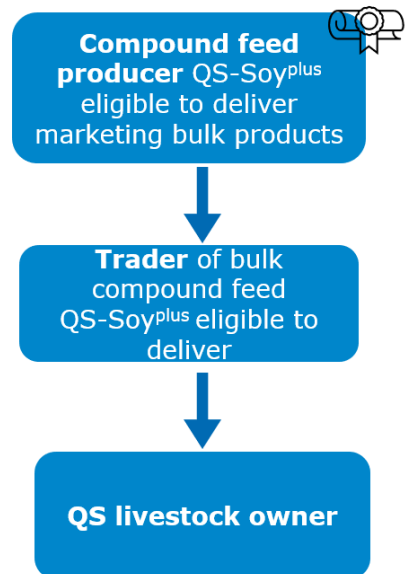
**Case 2**



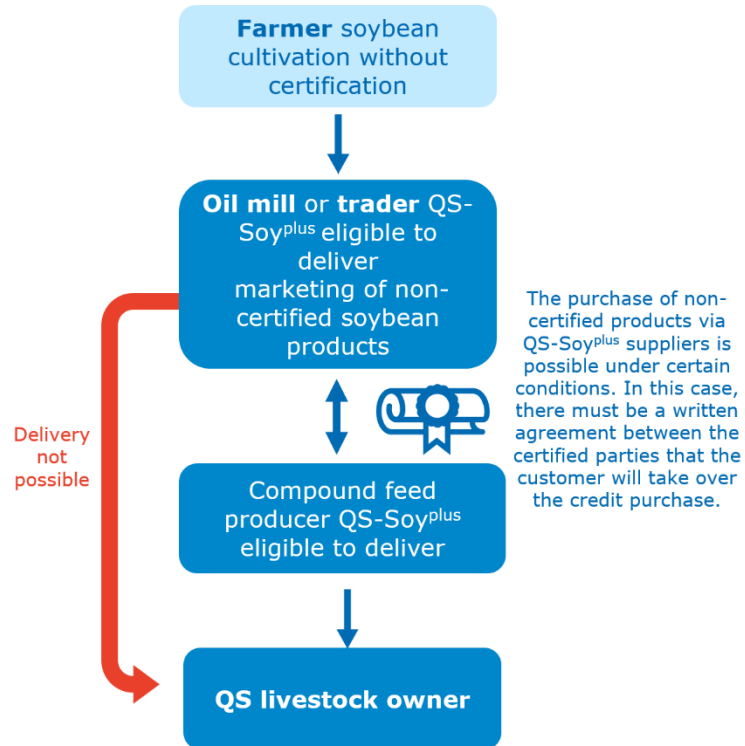
**Case 3a: Packed compound feed**



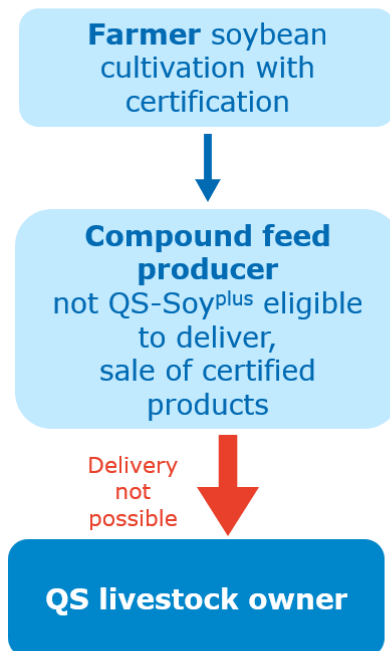
**Case 3b: Bulk compound feed**



### Case 4



### Case 5



The delivery of certified products via non-certified suppliers is not possible. Certified products may only be supplied via certified suppliers.

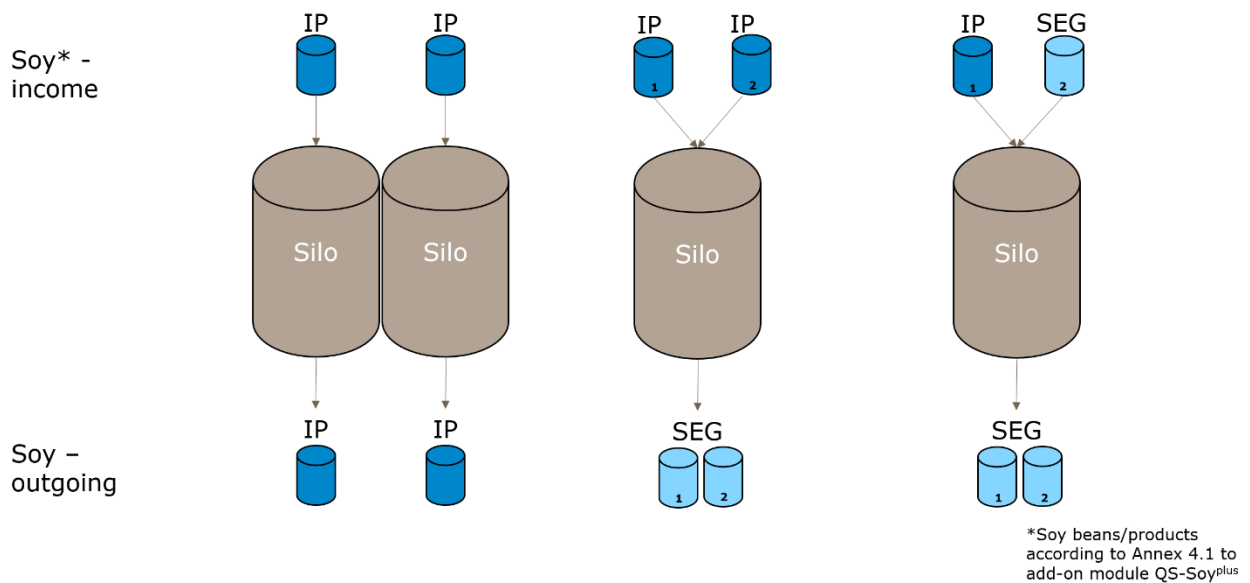


## Annex 2: Graphical representation of the mixture of supply chain models

### Example 1:

The Identity Preserved (IP) supply chain model generally requires a batch-specific physical separation of QS-Soy<sup>plus</sup>-compliant and other soy.

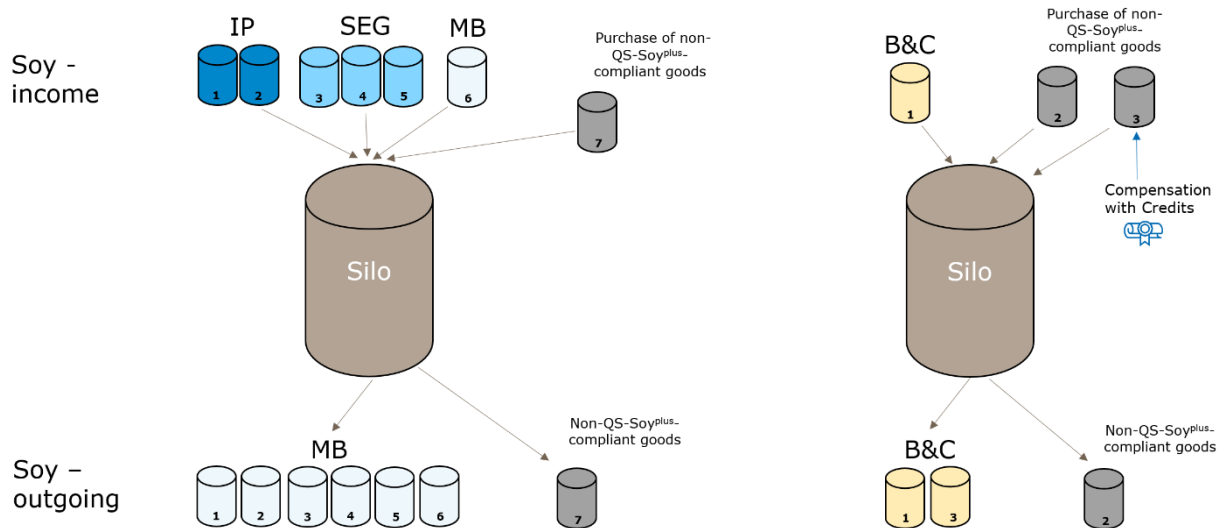
IP-certified products can be blended with another batch of IP products or segregated (SEG) products without batch traceability and are then considered segregated in the outgoing goods. The segregation supply chain model generally requires a physical separation of SEG-certified soy and other soy.



**Example 2:**

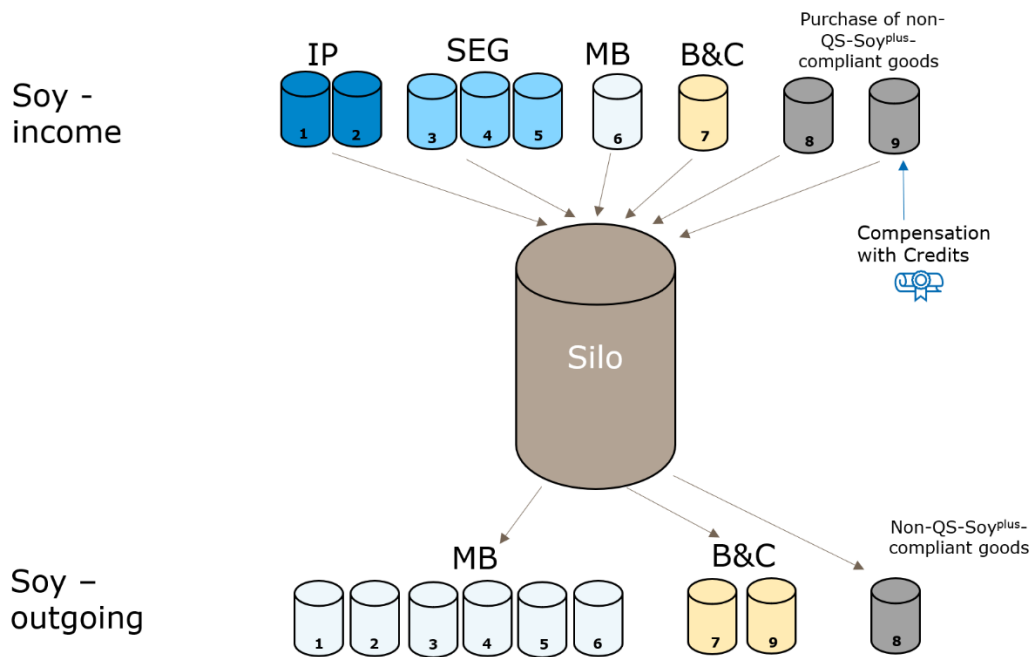
In the case of mass balancing (MB), the mixing of QS-Soy<sup>plus</sup>-compliant products and other products is possible. There is no requirement for physical separation of the products. IP and SEG certified products can be mixed with MB products without physical segregation and are then considered mass-balanced (downgrading) in the outgoing goods.

The Book&Claim (B&C) supply chain model also does not require the physical separation of goods. Goods already balanced with credits can be stored with non-QS-Soy<sup>plus</sup>-compliant products. The non-QS-Soy<sup>plus</sup>-compliant products can be balanced with credits by the company itself and sold as B&C QS-Soy<sup>plus</sup>. Soy that has not been balanced with credits may not be delivered into the QS scheme.



**Example 3:**

When mixing IP, SEG, MB, B&C and non-QS-Soy<sup>plus</sup>-compliant products, the IP and SEG soy becomes MB soy in the outgoing goods. Soy that has been compensated with credits or is compensated by the company itself becomes B&C soy in the outgoing goods. MB soy cannot be "downgraded" to B&C soy (or vice versa).



**Example 4:**

As an alternative to the separate labelling of B&C and MB soy, the percentage of soy in the batch delivered that is MB and B&C soy can be indicated in the outgoing goods.

