

Providing LatAm the leading technology to feed humanity

REVIEW



WWW.CBHINTL.COM

Number 7 | January 2019



EDITORIAL NEW CHALLENGES

Dear Friends, Customers & Suppliers:

I would like to thank you for your support during 2018 and I am really looking forward to working together and finding optimal solutions for the most efficient and economical way to produce food.

The world food production faces many challenges, our customers want to eat healthier, more organic, and prefer local produced food which is not always sustainable; the new environmental compliances that only make it harder to produce; the protection of the animals' well-being; the future trend of producing protein of vegetable origin; the education the farmer must have to operate a farm and still be able to meet the world's challenge of feeding 10 billion people by 2050.

To CBH, it is very important to bring to our customers the leading manufacturers that bring the most innovative technology, quality in their manufacturing that provide information technology instantly which are also the most respectful to the environment, and care for the well being of the animals to continue solving the challenges that food production face.

For CBH to continue providing with the leading technology to feed the world, we strengthened our old partnerships and made new ones. We are very proud for each and every one of them that not only produce the best equipment but share our family values of Integrity, Leadership, Innovation and Commitment.

We are committed to work with our customers and suppliers joining both of their strategies to obtain the best possible solutions through Forward Thinking.

Happy New Year 2019 to you and your families.



Caroline Hofland

**Caroline B. Hofland.
(CEO CBH INTERNATIONAL)**

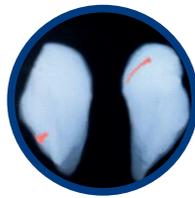
SUPERIOR BONE DETECTION

SensorX for poultry products



*Can you spot a bone?
SensorX can!*

Advanced sensing technology and software give the SensorX bone detection capabilities that are unprecedented among automatic bone detection systems. The SensorX is more reliable and consistent in a production environment than any manual inspection. It detects bone fragments with great accuracy, which ultimately improves both food safety and product quality.



The SensorX bone detection system automatically finds bones and other foreign objects in poultry meat using advanced X-ray technology. It detects bones and displays their location on a monitor. This efficient, accurate and high performing detection system enables poultry processors to transform the quality standard of their products, giving them a competitive advantage in the industry.

Superior bone detection

The combination of Marel's advanced sensing technology, software development and expertise in designing integrated turnkey systems, has created an optimal bone detection solution that fits any deboning process.

The SensorX handles all deboned poultry products. The SensorX system has been installed for quality poultry processors, including the biggest brands in the industry, in more than 35 countries around the world.

Easily integrated with all major systems

The SensorX can be integrated with all major poultry deboning systems. It has proven itself to deliver superior bone detection, give a better process overview, minimize product handling and reduce over-trimming. Ultimately, this gives processors a safer, more valuable product.

Innova provides valuable information

The Innova Food Processing Software ensures reliable data collection and enables full traceability throughout the production process.

Real-time monitoring

Innova provides real-time monitoring of key performance indicators (KPIs) such as yield, throughput, quality, capacity and labor efficiency. These valuable insights enable processors to identify opportunities for improvements, while ensuring that production conforms to quality and food safety standards.

Improve food safety and product quality



Food safety is vital in the poultry processing industry and necessary to maintain brand loyalty.

The SensorX bone detection system is a consistent, reliable and cost effective way to detect and remove bones and bone fragments from poultry products. It enables poultry processors to reach a higher level of product quality than was possible before.

Effectively remove bone fragments

The SensorX bone detection system automatically finds bones and other foreign objects in poultry meat. Product with bone is rejected to a workstation with a display showing the precise location of the bone.

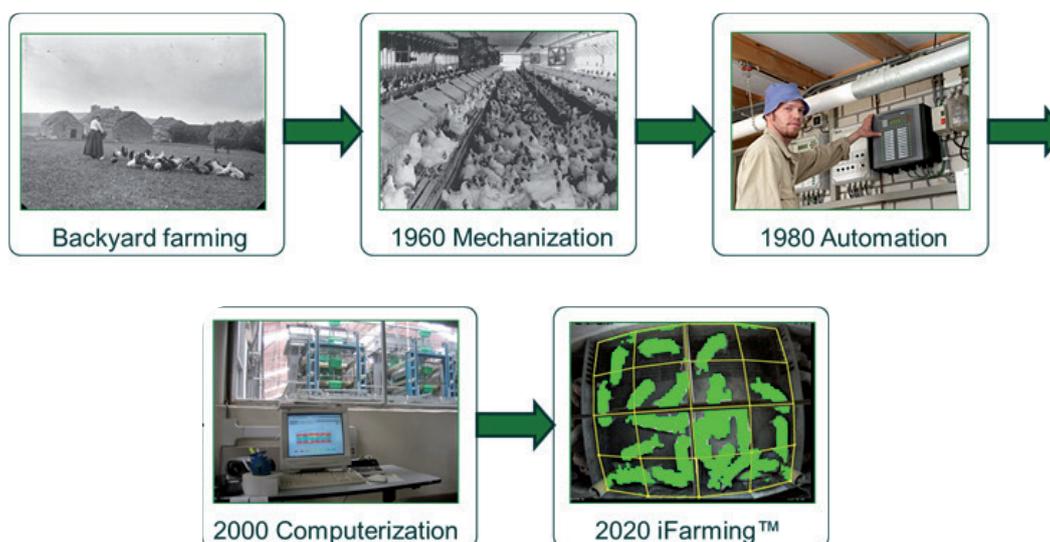
The bone (or other contaminant) is removed by an operator before the product is re-scanned for added safety. With the SensorX, bone risk is no longer an inevitable part of poultry processing.



PUTTING A NUMBER ON SUSTAINABILITY

The future of farming starts today

In 2050 the world population is expected to reach 9 billion. this will lead to a massive demand for meat, particularly in the developing world. This implies that production has to intensify alongside responsibly with regard to animal welfare. Fancom BV has been investing for years in the development of innovative computerized solutions for the intensive animal husbandry sector. Our systems are always at the forefront of improving the profitability at house level. That is ultimately the most important factor in the business community, and equally in the agricultural industry.



The eyes, ears and nose of the farmer

For the coming years the focus of product innovation at Fancom will mainly centre on the development of affordable and reliable biometric systems to observe animal behaviour and the production processes in the house. The idea is that the technologies assist the eyes, ears and the nose of the farmers. The added value is created by the software algorithms that translate the output of the sensors to useful information to the farmer. It is expressly in the combination of a perfect climate, portions of feed adapted to the animals' needs and reliable analysis of the biometric processes that a way can be found towards creating enhanced comfort and welfare for animals, reducing residues and increasing the profit generated by the products.

Consumer wants guarantees about animal welfare

The perception of food quality is not only determined by the safety of the end product, but consumers also want reassurance and guarantees about

the welfare of the animals that actually produce that food. In this approach animal related parameters are therefore central when assessing animal welfare. One example is the especially developed Fancom airflow transmitter to accurately control the ventilation deficit in mechanically ventilated animal houses. This method of measuring and regulating guarantees optimal thermal comfort for the animals.

Fancom developed an automatic feeding systems that can accurately compile feed rations. The amount of feed administered follows the feed curve exactly and gradually makes a transition from one type of feed to another so that the animals grow better. Thanks to these techniques the major conditions for good animal welfare can be met, such as preventing hunger and thirst and providing thermal comfort.

Animal as a sensor

It is therefore strange that in the actual process of assessing animal welfare we still rely on subjective and incidental methods such as periodical audits in the house or even an assessment carried out afterwards at the slaughterhouse. To accurately rate animal welfare it is crucial to measure parameters on the animal alongside measuring the environmental factors. The traditional measures are extended with direct measures of the response of the animals by means of feed intake sensors, growth monitors, cameras and microphones. In this vision, the animal is used as a sensor and algorithms translate the measured animal responses into key indicators for optimal performance and sustainability. The system guides the farmer in taking his daily management decisions and generates early alerts when something is going wrong in the production process.

Registering is learning

Real-time registration offers the possibility to save the measured values in a database. Special analysis software enables this data, together with data relating to the climate and feed, to be analysed in the right way so it can be converted into valuable management information. Information that is easy to analyse and compare and which leads to a better insight into animal performance, the operational processes, the financial consequences and points that can be improved on. Registering is learning and this translates into higher levels of animal welfare and improved profitability.

iFarming

Once the sector starts to understand how valuable the information they produce is, not only to them, but also other stakeholders such as feeding companies, veterinarians, genetics consultants, processing plants, retailers and eventually the consumers, the desire for data will increase exponentially and we'll in fact start to see a completely different approach to meat production. If we consider what has happened in virtually every other industry over the last 20 years this information based approach becomes inevitable. We decided to give this approach a name, if intelligent farming allows us to make intelligent decisions, why not call it iFarming.

CHAINOVATION – CHAIN FEEDING SYSTEM FOR FEMALE BREEDERS



VDL Agrotech is a leading company in the production of feeding equipment for livestock. The wide product range makes it possible to work out the most efficient concept for your poultry house with a personal touch.

The production of the first feeding system started more than 50 years ago with the introduction of the L63 chainfeeder in 1963. The fundamental design principle didn't change much, but you cannot compare the original with the modern VDL Chainovation system. Details like: steel quality, hopper variants, feed return wheels, suspendable systems and the maximum chain speed improved substantially after more than 5 decades.

The high speed suspended Chainovation system for females guarantees a fast feed access for all the birds. Several hopper models, fixed and detachable, make Chainovation suitable for every type of breeder house. The feed level in the feed trough can be easily adjusted on 7 positions. The reliable system has a maximum capacity of 3000 kg/hour and a variable chain speed of 0-36 meter/minute.

Chainovation can keep on running during feeding due to the special feed return wheel in the hoppers. The advantages are a uniform feed distribution and it prevents feed selection and spillage by the birds. VDL offers for every breed the exact male exclusion grill.

With VDL's accurate computer controlled feed weighing- and transport system you can adjust and monitor the exact amount of feed & water intake per male/female.



VALENTA, INNOVATIVE PAN FEED SYSTEM FOR BROILER CHICKENS



The Valenta is a versatile pan feed system for broilers. From the first day, the feed is easily accessible to the chicks, thanks to the low edge of the pan. The ergonomic design reduces feed spillage to an absolute minimum and, together with the hinged bottom, make the pan easy to clean. In addition, the open structure and the absence of a grill prevent chicks from getting stuck. The Valenta is suitable for any type of feed and is equipped with a user-friendly 6-position level adjustment and centrally adjustable height control. The drive is equipped with a motor protection switch and an electronic level sensor in the end pan, which ensures a regular supply of fresh food.

New: Flow slider

The Flow slider option makes it possible to dose approximately 1.5 kg of extra fresh feed in the open feed pans shortly before the day-old chicks arrive in the broiler house. About half a kilo will flow over the edge of the pan onto the floor, making it easy accessible to the chicks.

By means of an easy to use centrally operated handle it is possible to supply all or e.g. every other pan with extra fresh feed shortly before the arrival of the day-old chicks. Traditional chick paper has the disadvantage that the feed is often distributed in the house some time before the chicks arrive, risking the feed to dry out before the chickens arrive. With the Flow slider, the day-old chicks are attracted directly by the fresh feed and stimulated to take the feed in immediate. The Flow slider can be mounted on all pans or every other pan in line (e.g. alternately). The ValentaFlow slider option offers the chicks a perfect start from the very first day!

New: Central slider

The Central slider is a system to close a part of the Valenta feeding pans in a house. A central handle on the line makes it possible to close only that part of the feeding pans where the broilers will be unloaded. As a result, the chicks to be unloaded from the house are restrained from food for 8 hours and can be delivered soberly to the slaughterhouse. The feeding pans in the non-sealed part of the house remain filled and these broilers keep full access to their feed, resulting in less stress and improved growth.

MODULAR AQUAFEED INSTALLATIONS



Modern day feed mills could be designed and built as either a conventional or containerized feed mill. A conventional feed mill design requires the main building or superstructure to accommodate and support all the equipment required by the process. This design approach suits very large feed mills well. Containerized feed plants on the other hand are designed in a modular way, and normally contain all the plant equipment, electrical installation and process control equipment, assembled and installed into support structures the size of one or multiple standard 20-foot shipping containers.

These modules or containers are laid out in a main building or superstructure that becomes a “shell” protecting the plant from the elements without direct support of the equipment. Containerized and partially containerized feed plants, suits the requirements and scale of Fish Feed manufacturing in especially developing and remote areas very well.

There are many advantages opting for a partially containerized aquatic feed plant.

Process and engineering design and functionality

Whether building a conventional or containerized aquatic feed plant, it is and should be designed to fulfil a specific feed manufacturing function successfully.

At the same time, care should be taken to ensure the engineering design of the entire plant is done the right way. A containerized plant ensures this responsibility is left to the supplier, and leaves the processor with more me for marketing and operational business development. A containerized plant also takes away the burden of ensuring that all equipment in the plant is a good functional match and that everything goes together well at the time of installation.

Mechanical and electrical installation

Sourcing good quality equipment from one or more suppliers is one thing. Making sure that all these items are installed and assembled in a way that optimizes plant performance while minimizing capital investment and ongoing operational cost, is quite another. In a well-designed containerized plant, all equipment,



conveyors, electrical installation and process control devices are installed and assembled at the point of manufacture before shipping takes place.

Tested at point of manufacture

Days and even weeks could go to waste as customers are trying to get conventional plants and equipment tested and fine tuned before start up can take place. Substandard electrical installation and process control systems normally contribute most to this situation. All of these are avoided with containerized plants as all mechanical, electrical and process control installations are tested at the point of manufacture.

Reduced installation time on-site

On-site preparations such as foundations take place while the containerized plant is being manufactured. Once the containerized plant arrives on-site installation can normally happen in record time. It is not uncommon to cut installation time by almost 50% in comparison to conventional. Unnecessary assembly and installation time and problems getting support structures, transitions, ducting, cabling and other mechanical and electrical materials and services concluded, may lead to hidden costs that are difficult to account for beforehand.

No support structures required

One of the most important features of a containerized plant is that no support structures are required. The container sized structures that already contains the installed equipment, also serve as support structures for the entire plant. Plant layout could be horizontal and vertical; completely or partially containerized, while the container modules are designed to be structurally sound.

Lower freight and handling cost

No special crang and shipping materials are required as the individual container modules are simply cladded with protective sheets meeting international shipping requirements and standards. Once on-site these sheets are simple removed before installation of the containers modules.



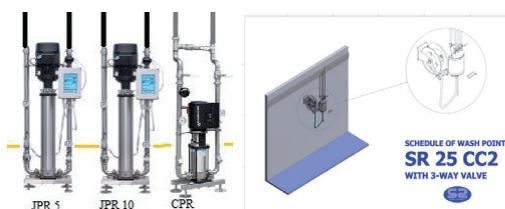
AUTOMATED CLEANUP SYSTEM IN HATCHERIES

Scanio Systems has developed an automatic cleanup and disinfection control system, including environmental cleanup, for companies where hygiene is paramount and where ensuring a high standard, while keeping costs under control is essential.

To this end, we offer a hygiene service covering all of the stages.

- Foam cleaning, with automatic detergent and disinfectant dispensers.
- Automatic detergent control and dispensing in wash-up tunnels.
- Automated environmental disinfection throughout the entire plant
- Disinfection arches for trucks entering / exiting the plant
- Staff hygiene control at plant production entry and exits points

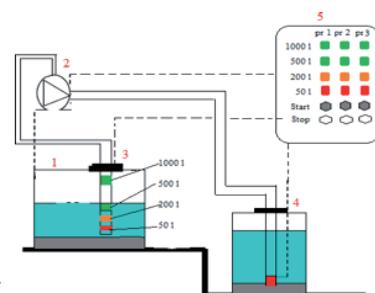
Foam cleaning



The first phase is a foam cleaning system, which uses pumping sets, and stationary cleanup control units. Each control unit allows the sweeping, foam-cleanup and disinfection phases to be carried out without carrying detergents or disinfectants and through the simple use of a lever for maneuvering and control.

The pumping sets for the sweeping, foam-cleanup and disinfection phases are located in a separate room, which is also the storage and control area.

Pressure pumps for prevention of corrosive environments may be installed in a different room. An automatic dispensing system is installed for dispensing detergent. The system allows the chemical products' supplier to check what the volume of each deposit is at any time, so that he may foresee the amount of product required, based on the customer's needs.



Automatic detergent dispensing - washing tunnels

Similar to foam cleaning, the supply and concentration of detergent to wash boxes can be managed automatically.

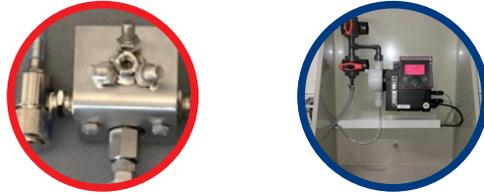
The order to release detergent is issued from a control box installed in the wash-up tunnel, which, using a conductivity probe, monitors the continuous level of concentration in the wash and, if needed, kicks off a signal that activates the release of detergent.

An automatic dispensing system is installed to dispense detergent. The system allows the chemical products' supplier to check what the volume of each deposit is at any time, so that he may foresee the amount of product required, based on the customer's needs.



Automatic environmental disinfection

Scanio Systems has developed a "TL" nebulizer, consisting of a battery with 2 steerable nozzles, which cover 360° and a surface of approximately 300 m². A mist is produced through the decomposition of a high-speed flow of liquid air. Mist drops are 50 microns in size and are released into the air, creating a moving mist in the air lasting several hours and thus allowing a prolonged contact between the disinfectant and the surface to be treated. This mist acts as a gas and reaches every area of the room.

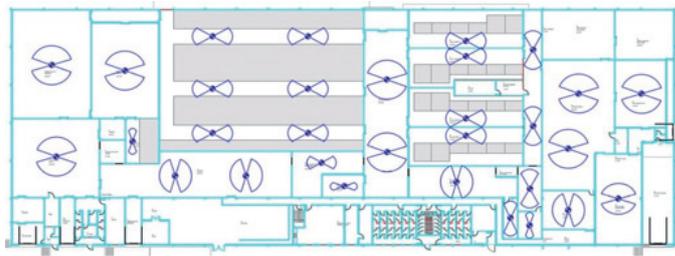


The pump dispensing disinfectant to the "TL" spray nozzles is installed with all the others at the center of the detergent storage room. An automatic dispensing system is installed to dispense detergent. The system allows the chemical products' supplier to check what the volume of each deposit is at any time, so that he may foresee the amount of product required, based on the customer's needs.

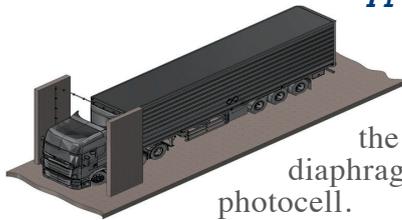
The start and stop orders are controlled by a management program, which may be automatic or manual. This program provides three options:

- Automated programming based on days and times
- Manual start
- Displays the nozzles on a touch screen and allows the collective or individual start or stop order selection, using the touch screen.

This figure presents an example of nozzle layout in the incubator. The program controls all the nozzles individually, by groups, and with different timetables.



Truck disinfection arches



Another aspect to be monitored, which is by no means less important, is the disinfection of trucks entering and exiting the factory. This set-up consists of a pump, a tank with a diaphragm, a detergent level control and a presence detection photocell.

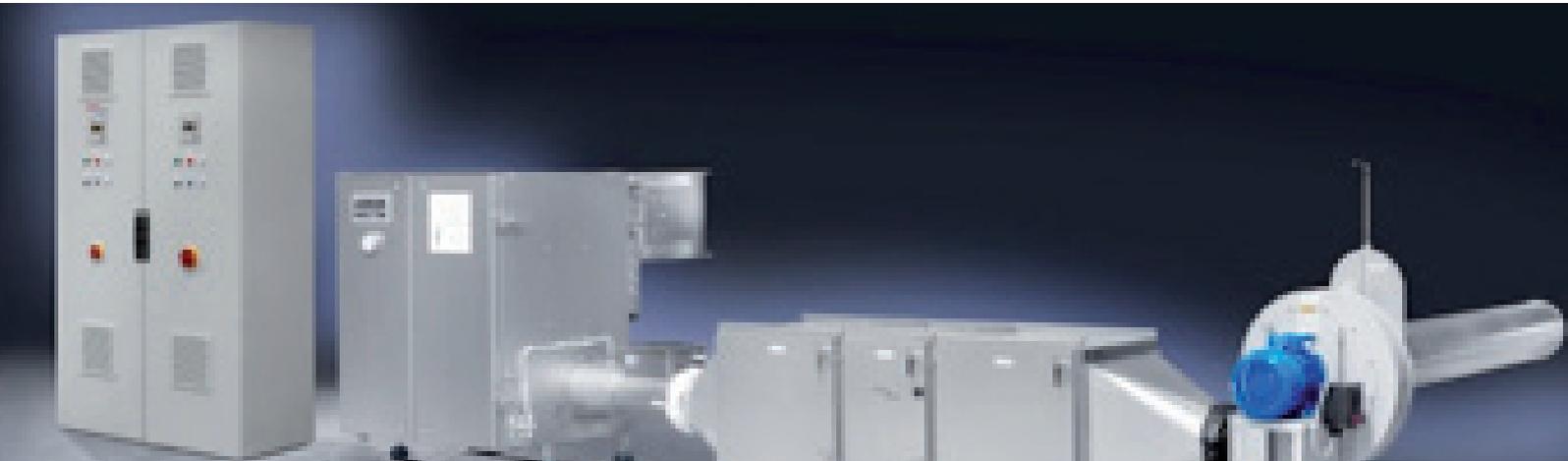
The system starts up when the presence of a truck is detected 10 meters away, before it arrives at the disinfection arch, and its end time is determined in advance. This works at 5 bar pressure, which is the pressure needed for the disinfectant to reach every part, including its lower parts. Nozzles are spaced along the entire arch spray disinfectant and are distributed in such a way that they cover the whole perimeter.



Staff hygiene control

Hygiene control systems are projected to be set up at the plant production entry and exit areas. This procedure entails the cleansing of footwear, whether high or low boots, and hand disinfection, followed by the unlocking of the turnstile, once the cleanup operation has been completed.

ODOUR CONTROL



Industrial odour control

The Aerox-Injector destroys the odours that are produced in industrial processes. We help our clients to minimize their emission in order to comply with industry legislation and laws, but most important: we ensure fresh air for your neighbours.

Environmentally friendly

Just one compact Aerox-Injector is sufficient to reduce smells significantly 80%. Our technology is the most environmental friendly technology available on the market, using solely electricity. Clearly it is with good reason that governments have recognized the Aerox-Injector as Best Available Technology (BAT).

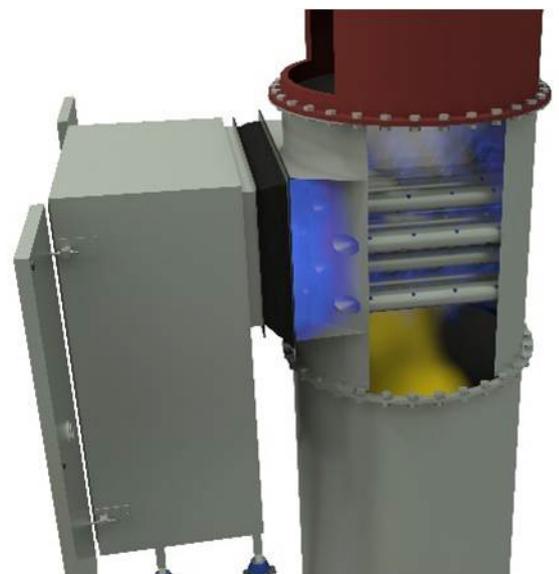
Non-thermal plasma technology

The Aerox-Injector is based on non-thermal plasma. The non-thermal plasma modules transform ambient air into active oxygen, which is then injected into the process airflow for oxidation of odorous components. Aerox developed plasma modules that generate non-thermal plasma by electricity. Because cold plasma operates at room temperature, relatively little electricity is needed, ensuring a sustainable and cost effective odour solution.

Injection principle

The Aerox-Injector uses clean ambient air for destruction of offensive odours.

The air is pushed through the non-thermal plasma modules. Within the plasma the active oxygen is formed. This highly reactive mixture is then injected into the process air exhaust duct.



Odour destruction by oxidation

There is no direct contact between the process air and the generated plasma field. Process air cannot enter the Aerox unit. The injection fan ensures a higher pressure inside the Aerox-cabinet compared to the process air duct. Also the specially designed connecting injection adapter between the Aerox-Injector and process duct contains non-return valves.

Injection air

The active oxygen in the injection air executes a high-speed oxidation reaction (< 0,5 seconds) with the offensive odour molecules inside the process air. This makes them inoffensive and undetectable by the human nose, solving the odour problem.

Integration of odour destruction system

The Aerox-Injector is a compact industrial odour destruction system, converting only a small air volume with cold plasma into active oxygen. Nevertheless, direct injection allows treatment of high volumes of process air (up to 140,000 m³/h). The injection technology makes it easy to integrate in the production process. No production downtime and no major adjustments to process installations are needed.

Industries Sustainable odour control



ANIMAL FEED



The Aerox-Injector is designed specifically with the environment in mind. All it needs is a relatively small amount of electricity. Aerox guarantees a sustainable odour control solution:

- No fuel
- No water
- No chemicals
- No waste.



AQUA FEED



RUBBER



Low CO₂ emission

The Aerox-Injector generates active oxygen to destroy offensive odours using non-thermal plasma or cold plasma technology. One of the biggest advantages of cold plasma, or cold combustion, is that the ionization process starts at room temperature. Normally combustion is achieved at much higher temperatures. Therefore relatively little electricity is required and the CO₂ emission remains low.



OIL SEED



PET FOOD



TOBACCO



FOOD



No fuel required

Our aim is to operate the Aerox-Injector on as little resources as possible, keeping the installation as small as possible. Our environmentally friendly odour control system runs completely on electricity and nothing else. By continuous research we keep trying to further lower its energy consumption as well as minimizing its size.



OTHER INDUSTRIES

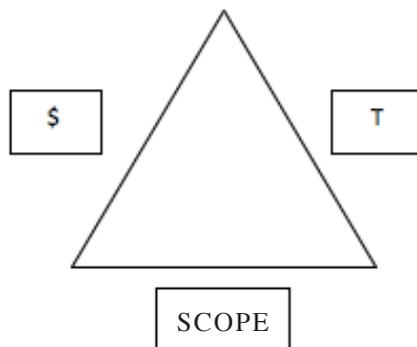


THE IMPORTANCE OF ENGINEERING IN THE AGROINDUSTRY

1.- According to your experience, what is the importance of conducting studies before the development of a project?

Developing the engineering before the implementation of a project is essential. In the past, it was usual to go straight from the conceptual engineering to the implementation stage. This led to the omission of certain essential steps, which required correction afterwards while it was in progress.

When the design stage is not adequately completed, and the decision to correct deficiencies or the lack of requirements is made during the implementation, the direct consequence is that the project extends in time, which also entails increased costs.



*Mauricio Burbano de Lara
Project Execution Manager
Industrial Development Pronaca*

These issues are common to many companies and Pronaca was not an exception. However, these past experiences were helpful in that we were able to develop a project management model, which, among other things, intends to provide the necessary tools for implementing an appropriate work methodology that is aligned with the phases and times of project development.

The two reasons for a project to come to life are summarized in finding an answer to any of the following needs:

- 1) The need to improve an ongoing process and to solve problems that may affect quality, efficiency or safety, as is the case in the food industry.
- 2) The need to increase the plant or the production line capacity.

Based on the above concepts, a project should be well defined, specific and achievable, so that final results may be measured.

As an example, today, we are developing a project with CBH and partner Ingal. The project seeks to find a solution to problems of condensation, ventilation and pressure imbalance that arise in different areas of our processing plants, and thus, avoid potential risks that may affect the safety and quality of products.

2.- In the case of Pronaca, what are the criteria to decide for which projects it is profitable to conduct prior studies and for which it is not?

For Pronaca, contracting an engineering study is a priority for new projects and requirements of the company, where project implementation is part of the business strategy.

At times, it is necessary to backtrack and start by drawing up a Master Plan to be able to foresee the project scope over a 10 or 15-year horizon.

In the company, we have had several instances of projects started with a “Master Plan”, where after a financial analysis to determine feasibility, the project continued to the next phase of contracting a detailed engineering, which allows the project to be implemented by stages or wholly.

3.- Are feasibility and pre-engineering studies applied in the Ecuadorian industry at present?

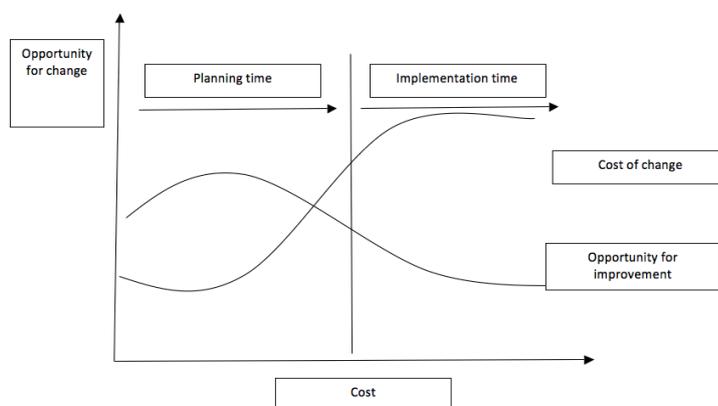
In fact, what we call Master Plan is similar to feasibility studies, and in the agroindustry which is Pronaca’s field of activities these studies must necessarily range from the field stage at the farm level up to the industry or plant that will be receiving and processing the raw materials. The idea is introducing in each stage the latest technologies available in the market to achieve the best possible result in efficiency and costs, and to ensure an appropriate useful life for the project.

4. Is it possible to make changes during the project implementation stage?

According to our experience in project management, it is frequent to receive new requests during the implementation stage from the operations’ final clients, requests that had not been taken into account within the requirements approved during the engineering stage, and this factor generates the negative impacts I have mentioned before.

When a project is in the design phase, it is possible to receive requests for changes in the project scope, which must be analyzed to process the respective approval both as regards time and additional resources, if needed.

The following graph shows the difference in costs represented by introducing changes in a project scope between the design and the implementation stages. It is of utmost importance to have all the requirements analyzed and solved during the design stage, so that all the parties involved are in agreement before the implementation to prevent any change in the project scope while it is in progress.



The many benefits of developing the engineering stage have already been demonstrated, especially in the case of new processes where growth is required by incorporating new technologies.

Unfortunately, there are no engineering companies in the country that are as experienced as their equivalent foreign companies, basically because of the country’s development and the reduced size of the local market. For this reason, foreign companies have prevailed over national companies when choosing suppliers for engineering consultancies.

Por: Mauricio Burbano de Lara

UNIFYING TOP SPORTS WITH BUSINESS



Throughout the years Fancom has designated Latin America as a strategic area. Fancom is leading in helping poultry and pig producers improve processes in livestock houses. Thanks to smart climate, feeding and biometric systems, sensors and control computers, we improve operating results and the living conditions of livestock. iFarming is our comprehensive house system. The most powerful and reliable smartfarm system on the market and already used worldwide.

To expand and strengthen our business within this strategic area we found a great partner in CBH Internacional which supports this strategy completely and which also has the sales and service competences to support and execute this locally.

We concluded a strategic cooperation to bring the strategy in Latin America to a success. During the VIV Europe that was held in The Netherlands we signed a partnership agreement with CBH Internacional which we are going to execute now. In the meanwhile, the CBH International's team has been educated and trained, both commercial and technical. This took place locally and at the headquarters of Fancom located in The Netherlands.

In November 2018 Fancom and CBH Internacional came together at the Fancom dealer event for our European and North & Latin American distributors. What are the similarities in Formula 1 racing and our business with the main topic: Fast Forward. During this event, at which top sport and doing business was combined, we intensified our relationship with CBH Internacional to make our partnership in Latin America a success.

The event was presented by Rob Kamphues, a Dutch Tv-Presenter of Formula 1. With workshops we were informed about the challenges and opportunities that lie within the area of top sports and business.

As Director Marketing & Sales I am convinced that with all the knowledge and capabilities that we possess and which we transferred to CBH Internacional, we will be able to face the challenges in the market and make them a great success.

*By: Jacques Janssen
Director Sales and Marketing Fancom*

THE MAJESTY CHARGE

Fighting Prostate Cancer

CBH values our customers and vendors, so much that we encourage each of them to get tested for Prostate Cancer starting at the age of 40.

Every year CHB International donates a portion of our Net Profit to the Prostate Cancer Foundation (PCF) to fund research of better treatments and a cure for Prostate Cancer.

The PCF funds more than 1,500 programs at nearly 200 research centers in 20 countries.

This initiative is done in memory of Bas W.Q. Hofland.

To donate, go to
www.pcf.org/BasHofland



Early Detection saves lives. Get Tested.

SUPPORTING ART AND CULTURE

INTERVIEW: GERMAN ESCANTA

To start a story with the painting of a great horse “Su Majestad Yunque VIII” (His Majesty Anvil VIII), a Spanish purebred horse, is an honor. This led to a meeting with a wonderful person, Caroline Bakker Hofland, who is the chairman of CBH International, Inc. After she saw my work and after a very nice talk where she got to learn about my concerns both in the cultural as well as in the financial sphere, she decided to promote a project with a win-win formula intended to disseminate and immortalize horses through realistic style art, emphasizing specifically the expression in the horse’s eyes.

The goal jointly with CBH is the full promotion of my work, so that I may become internationally known through oil paintings depicting horses that changed the life of important international horse-riding figures from different parts of the world, such as Ecuador, Spain, the United States and the Netherlands. Shortly, we will be presenting an art exhibition and launching a book in Atlanta, U.S.A., where we will show the history of horses, and what they meant for each of their owners, pictures of the work, emotions conveyed and the feelings they prompted in me when painting them.

1) How did you become connected to the art world?

When I was very young, around the time I was in third grade, I began drawing historical Ecuadorian figures, such as Eugenio Espejo, Montalvo, and Eloy Alfaro. I remember I was gifted a book about Dali, which encouraged me to keep painting and to dream about being an artist.

2) How did you get your inspiration to start painting horses?

Horses are noble and beautiful animals that are worthy of admiration and respect. Throughout my childhood, we had a horse called Obscuro, who was part of our family. This allowed me an understanding, a perception of its beauty, and well, I guess God has given me the opportunity to capture this very special creature on canvas.



Germán Escanta

*Life is a short gallop.
It feels deep and simple.
A horse represents spirit and strength,
Freedom and confidence.
It is what we are with an open heart.*

Gabriel Oliverio



G. Escanta 10/2016

CONTACTS

ATLANTA'S OFFICE

450 Oak Leaf Trail, Suwanee, GA 30024 USA.
Telf: + 1 770 889 6602

- **Caroline Hofland:** President & CEO / caroline@cbhintl.com
- **Glamary Di Marco:** Logistics Manager / glamary@cbhintl.com
- **Mariana Uribe:** Administrative Assistant USA / mariana@cbhintl.com
- **Chandler English:** Accounting Manager / chandler@cbhintl.com

ECUADOR'S OFFICE

Calle del Establo #50 y del Charro. Edif. Site Center, Of 302. Cumbaya, Quito
Telf: + 593 2 3801143 / 1145

- **Patricio Coello:** Business and Operations Director / patricio@cbhintl.com
- **Carlos Donoso:** Internal Sales and Consumables Manager / carlos@cbhintl.com
- **Alex Salguero:** Sales and Administration Manager / alex@cbhintl.com
- **Michel Ochoa:** Business Unit Manager Processing and Environment / michel@cbhintl.com
- **Ricardo García:** Business Unit Manager Grain Storage and Feed Milling Plant / ricardo@cbhintl.com
- **Jesús Zambrano:** Sales Manager Animal Production / jesús@cbhintl.com
- **Alejandra Pozo:** Administrative and Marketing Assistant / alejandra@cbhintl.com
- **Grace Aulestia:** Sales and Logistics Assistant / grace@cbhintl.com

CHILE'S OFFICE

Alonso de Camargo 8903, Los Conde, Santiago de Chile
Telf.: + 56 9 9892 6385

- **José Troncoso:** Business Unit Manager Animal Production / jose@cbhintl.com

PERU'S OFFICE

Av. Alejandro Iglesias #225 Departamento #201
Telf: + 51 1 2511080

- **Roberto Torres:** Sales Manager Peru / roberto@cbhintl.com



www.cbhintl.com

