



Since 1988 represented in Brussels, Producers Organisations and first transformation agri-food companies operating in Brittany.

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ON BEHALF the Associations of Producers Organizations



Sustainable production in...

- Conventional

- Organic



- Quality scheme



5 Producers Organizations

- 1 700 farms
- 147 fruits and vegetables



9 Producers Organizations

- 5 000 farms
- 3,1 bn litres from milk cows



10 Producers Organizations

- 1 800 farms
- 11,5 Million pigs



TWO KEY FACTS on the Food Supply chain

7 Majors Buyers for 140.000 sellers in France: a lot of producers are in difficulty

Farmers are convinced that individually they can go faster but collectively they can go much further



WITH THE RESULTS on some examples

In Vegetables:

GRASP (GLOBALGAP)

- **GRASP from the retailers additionally to Globalgap** (vertical) to social practices on the farm, such as specific aspects of workers' health, safety, and welfare. Audit cost, time
- Additional charges for farmers, loss of competitiveness and retailers managed to divide in order to regain control and thus weakened the approach initiated by the producers at the beginning.

FRESHCoop

- **Recognition of FRESHCoop** (European association of Producers Organizations between French and Belgium producers) : based in Leuven (Belgium not allowed in France) producers led (horizontal) with the objective to increase market transparency to match supply to demand; develop transnational operational programs; strengthen the European economic organization....

National administrations couldn't find the way to organize the control, to endorse the responsibility of European financing....



WITH THE RESULTS on some examples

In Milk:

Welfare in dairy cows

- **Welfare in dairy cows** : producers' initiative inside the Association of the Producers Organizations to define criteria with definition of indicators, reduction of antibiotics etc.
- Milk companies under agreement negotiated in the interbranch (vertical) defined their own specifications (not the same between firms) with auditors, cost... for farmers and all time the same result divided the production.

GMO free in feed cows (idem in pigs)

- **GMO free in feed cows (idem in pigs)** : retailers led (vertical) a diversification with specific implementations for milk factory and producers... = cost....with a small bonus at the beginning.
- Two years later, the bonus was eliminated and free GMOs is only use as a right to sell : cost without any return for the producers.



WITH THE RESULTS on some examples

In Pigs:

Welfare in pigs

- **End of chirurgical castration** : producers worked on the breeding techniques in order to produce an equivalent quality of meat.....to adapt on the requirement of the slaughterhouses, butchers....
- No result for the moment



What do we think?

Producers Organizations and their associations are the right tools and the only tool available to build agricultural policies and implement them concretely, effectively, sustainability on the ground.

Even if the regulations allow derogation from both vertical and horizontal, if the producers are committed through the POs and AOPS, whatever the criteria are, it is essential that the horizontal agreement can take precedence over (i.e. is stronger than) the vertical agreement.

The interest of the vertical agreement will come to be positioned later within the framework of specificities linked to a territory, a specificity of products but they should not be allowed to divide the positive approaches of producers as the case now.



Thank you for your attention

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