

## OUR NEWS :

Greetings to everyone! Here is Newsletter N°2 for December 2009 and January 2010.

The producers of lamb's lettuce, apples and kiwi fruit are in the limelight this month and I invite you to get to know them.

As far as kiwis are concerned I must point out that for the last three years we have been working in partnership with SIKIG, selling their organic range. This collaboration allows Biogaronne to offer a large tonnage of quality kiwis, caliber 25 to 46, from November to May.

Enjoy reading . . . , and we'll get back to you soon. Best wishes, Jean-Luc

## PRODUCTION PLANNING :

Products	Dec/Jan	Products	Dec/Jan
Beetroot	30 t	Purple turnips	10 t
Chinese cabbage	10 t	White onions	40 t
Butternut squash	20 t	Flat Parsley	25 000 bundles
Celeriac	25 t	Long black raddishes	15 t
Yellow turnips Boule d'Or	10 t	Kohlrabi	4 t

*And available in quantities of several pallets per day :*

**Hayward Kiwi  
Lamb's Lettuce  
Appels**



## THE PRODUCERS :

**Frédéric et Stéphanie LOUIT**  
**Sarl Jardilouit at Saint Jean Poudge**  
**Pyrénées Atlantiques**

"I've been in organic farming since 1999, on 45 hectares of arable land of which 11 hectares are orchards (9 kiwi and 2 apple). My kiwi orchard is situated on the slopes of Béarn 'le Vic Bilh', which means 'the old country' in Béarn language, in strong clay soil, which gives fruit high in flavour, as you must realize the quality of the soil directly influences the quality of the fruit. My trees are protected by anti-hail nets and I regularly control the irrigation, which enables the fruit to grow more uniformly. My wife works with me on the farm and we have two permanent staff, plus seasonal staff for the harvest.

From December to February I carry out the winter pruning; in spring I spread compost which I have prepared on the farm. Then, it's the pruning once in leaf, the wiring and thinning in June and July, the harvest begins at the beginning of November; then follows the sorting, calibrating, stocking and marketing. Regarding the sugar content for harvesting, I wait until it's at 7,5° brix (the norm is 6,2) in order to have a balanced fruit which will hold well in storage as well as giving an optimum quality taste.

As an associate producer, I have chosen to entrust the good marketing of my kiwis to Biogaronne, leaving me more time to concentrate on production."



**Michel HABOUZIT, Chantal et Jean-Claude THUAU**  
**EARL du Tournié at Monbalen**  
**Lot et Garonne**

«We've been in organics since 1998. We have 11 hectares of the following varieties of apple trees: Royal Gala, Pinova, Pilot, Delbard Jubilee, Belchard Chanteclerc, Braeburn and Fuji.

Michel has BEPA training, and then worked on the family farm of Prune d'Ente orchards. "I set up business in 1981, the apple trees were planted in 1996. The production is on lime-clay soil, I have good control over irrigation and soil enrichment in order not to 'push' the orchard into too high a production, which enables us to obtain high sugar content and best flavour. We are looking for a balance between the robustness of the tree, its foliage and its productive capacity.

In 2006, we invested in a 1400m<sup>2</sup> hangar, a cold room which can store 200 tons at 0.5°C, as well as a work station for packaging, sorting and calibrating. We employ 8 to 10 seasonal staff according to the tonnage of the harvest. At our farm this year, there were a lot of large fruits due to the alternate production from year to year, and second class fruits (marks caused by the rain in April).

We are relying on the Biogaronne clients to adapt to what is on offer.»

**Jeanne et Roger LAURENT**  
**EARL des Glycines at Clermont Dessous**  
**Lot et Garonne**

"We have been in organic farming for 40 years!! At the beginning, we were looked upon as rather weird!! We started out in 1970 using the Lemaire Boucher method, then Nature and Progress and now we are certified by Qualité France. We are situated in the valley of the Garonne river, on fertile soil, the arable land is 40 hectares distributed as follows: 1 hectare of cold shelter (lamb's lettuce in winter and spring courgettes), 4 hectares of field courgettes and 500 acres of green beans, 1 hectare of strawberries (Garriguettes and Ciflorette), 4 hectares of vines on the slopes (Chasselas, Alphonse lavallée and Muscat de Hambourg), 3 hectares of orchards: peach, nectarine and cherry, and the rest in cereal crops or green fertilizer for the rotations. We have three permanent staff and it is harder and harder to get competent staff, especially for the harvest of courgettes and strawberries.

Our fruit and vegetables are picked during the morning and are delivered at the end of the same morning. We are only 4 kilometers from Biogaronne, and thus we can guarantee the quality.

We are happy working with Biogaronne, as they sell our whole production, we trust them and they pay on time. We go to the meetings about growth planning, it is important for us to be up to date with the market and to organize our production accordingly, we can no longer work as we did before.

15 days from now we will start to harvest the lamb's lettuce, and there will be a regular supply of an estimated 9 tons, that is 50 or so pallets, until the beginning of March."



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