

**THE NEWS :**

Hello. Here is newsletter n° 16 for January and February 2014.

All the staff and producers at Biogaronne wish you a new year full of rich, new and fruitful experiences, in relation to the development of organic farming, of course, whilst respecting the land and its producers.

This month, we are highlighting the directors of cooperatives, who share their passion and commitment to their producers' organization

Biogaronne will be exhibiting at Biofach this year for the twelfth consecutive time!!!

The taverns of Nüremberg are no longer a secret for us!

Seriously though, we invite you to visit us at this event. We will be with about twenty organic businesses from the South West in Hall 1, stand n° 125 A.

We will offer you tastings of our famous apples and kiwis organically produced in Aquitaine.

On the subject of organic kiwi production in the South West, six regional operators, members of Arbio, met together to put a national and international communications campaign in place: Emailing, posters, flyers, press releases, all available in French, German, Flemish and English.



This collective communication enables us to increase awareness of the quality of our territories and the know-how of our producers.

The flyers give information to the consumers about this fruit, which is full of vitamins and natural sugar.

A number of conversions to organic production will bring us a production of 10,000 tonnes forecast for 2016. It's up to us to get ready for this increase in strength, as Aquitaine is the biggest producer of organic kiwi in France.

Biogaronne was the first operator in organic fruit and vegetables to become a member of the trademark « Bio Sud-Ouest France ». From the beginning of its creation we have participated in the launch and collaboration of the trademark in conjunction with the presidents of the regions Aquitaine and Midi-Pyrenees:



two regions that promote the produce of the South West.

One banner, two regions: it's a revolution!

The fruits and the vegetables are part of it, Biogaronne has signed up to this collective initiative and participates in the promotional activities, thereby reinforcing our regional identity and guaranteeing to our clients the areas of origin of the organic fruit and vegetables produced.

Gradually you will discover the label « Bio Sud-Ouest France » on our packaging.

Enjoy reading ..... and talk to you soon, regards  
Jean Luc

BIOGARONNE À BIOFACH :



**BioFach**

Come and Visit us - Hall 1, stand n°125 A

## PRODUCTION PLANNING :

Products	January / February
Red Beetroot	10 t
Butternut Squash	20 t
Duchesne squash	8 à 10 t
Kohlrabi	30 000 pieces
Spinach	8 à 10 t
Lamb's lettuce	150 palettes
Scarole lettuce	50 palettes
Bunch turnips	20 000 bunches
Yellow onions	20 t
Agria Potatoes	15 t
Ditta Potatoes	15 t
Flat parsley	10 000 bunches
Horseradish	10 t
Hayward Kiwi	300 à 500 t
Ariane (red) Apples	50 t
Dalinette (two colour) Apples	50 t
Goldrush (yellow) Apples	50 t



## THE PRODUCERS :



### Emile Lot et Garonne

« I come from Orléans, my parents produced apples, pears and cherries. Passionate about fruit, I came to the South West 2à years ago, now, and have been Director of COFRA since 1996.

Our cooperative, situated at the confluence of the Garonne and Lot rivers, was created in 1991. We employ 10 permanent staff and about 20 seasonal workers.

Our 15 members benefit from our services: storage, calibration, packaging, and marketing for some of them. Since 2009 we have organic apples with a strong desire to develop this form of agriculture, by

committing our producers to converting to organic farming, either by planting young orchards, or by grafting on.

We can store 10,000 tonnes, three quarters of which are in a temperature-controlled atmosphere.

Our President, Philippe Sfiligoy, produces 25 % of his apples by organic farming en bio and has committed 20 hectares of his Plum 'd'ente' to conversion to organic production.

Within our cooperative we are currently marketing 2,500 tonnes of apples, of which 800 to 1,000 tonnes are organic, with serious development planned over the next few years. We are currently developing new varieties, selected for their method of production, their storability, their organoleptic qualities as well as the seasonality of their consumption.

From September to December: Pinova and RubINETTE two-coloured varieties, shiny red-skinned Ariane then Opal which is yellow, sweet, acidic and highly fragrant.

From January to May: two-coloured DalINETTE and late, yellow Goldrush, which are sweet and crunchy.

We are members of ARBIO, as well as Bio Sud Ouest France and we are truly committed to structuring an organic apple sector with the Regional Council of Aquitaine.

We are developing a sales partnership with Biogaronne, which will enable us to enhance the value of this production in France and in Europe.

We have plans to install 12 cold rooms with controlled atmosphere each with 150 tonnes capacity, in order to have the capacity to store by variety.

Being able to stock a single variety of apples in one cold room, will allow us to sell over a longer period of time. This will also give the consumer fruit of better quality flavour.

Harvesting is carried out over two or three pickings in order to get the correct maturity of the fruit. This requires a capacity to store consistently.

And finally, for the last two years at COFRA the roof, which is 18,000m<sup>2</sup>, is covered with solar panels, producing about 2,3million Kwh per annum, which is approximately our annual consumption. It's the largest area covered by solar panels in the South West !



## Didier Dordogne

The KSO cooperative is situated in the Dordogne Valley, on the boundary between the Dordogne and Gironde departments.

The productive basin is favourable to growing kiwis. Less humid than the Adour valley, the problems of bacteria, which are currently affecting production in Europe and the rest of the world, are less worrying.

Director of KSO, but also kiwi producer on 1.5 hectares, Didier Mourguet is also planning to convert to organic farming.

This cooperative brings together the produce of 60 growers, i.e. 1,500 tonnes of kiwis. 13 producers are in organic farming, which represents 5 to 600 tonnes of organic kiwis. Its move towards organic farming dates from 1980, and every year there are new

producers turning to organic methods.

Technical meetings are organised for the producers. Specialists are brought in notably for matters of fertilisation, irrigation and soil analysis.

The storage capacity is 3 000 tonnes, of which part is atmospherically controlled. These cold rooms are only opened from February, which gives a firm, quality kiwi until the end of April, beginning of May.

All the calibrating, packaging and sales functions are carried out on site.



The cooperative is of a manageable size and all the loading on pallets is done manually.

KSO has been a member of ARBIO for 4 years and has been building a partnership with Biogaronne for 3 years now, with which it is very satisfied.

Organic kiwis are worth 20 to 30 centimes more than conventional fruits.

In order to guarantee the geographic origin of its production, the KSO cooperative is also a member of the trademark « Bio Sud Ouest France ».

