

## OUR NEWS :

Hello everyone, here is newsletter n° 9 for February and March 2011.

This month, we bring you news about the production of leeks, potatoes and onions, as well as dandelion leaf, spring onions and strawberries, ..... and we will introduce you to one of our employees at Biogaronne.

At the beginning of February, we took part in the first workshop of meetings with organic industrial catering professionals, held in Bordeaux. We made a lot of contacts on our stand. This major event, organised by Arbio, enabled us to present the whole range of regional organic products available and adapted to industrial catering in the Aquitaine region.

A collective regional study is being carried out at the moment in order to respond to the demand of the industrial catering sector for local organic produce.



From 16th to 19th February, we were also present at the Nuremberg BIOFACH Exhibition in Germany. With twenty or so businesses present in an area of 250m<sup>2</sup>, Aquitaine was the biggest region represented this year at Biofach. Two producers and two sales executives from Biogaronne manned our stand. This international exhibition gave us the opportunity to meet our organic wholesale clients, French as well as Northern European, and all this in a convivial atmosphere.

Enjoy your reading ... And we'll talk to you again soon  
Best regards, Jean Luc





**PRODUCTION PLANNING :**

Products	February/March	Products	February/March
Carrots in Conversion	15 à 20 t	Leeks	40 t
Celeriac	10 t	<b>Potatoes</b> <i>Charlotte, Ditta, ...</i>	60 t
Oyster Mushrooms	2 à 3 t	Flat Parsley	20.000 bunches
Red and green smooth cabbage	15 à 20 t	Long Black raddish	15 t
Green Savoy type cabbage	80 à 100 palets	Pink Jerusalem artichoke	5 t
Cabbage Kale	15 000 pieces	Kiwi Hayward	300 t
Brussels Sprouts	2 t	<b>Périgord Walnuts</b> <i>in conversion and fresh green</i>	10 t
Spinach	15 à 20 t	<b>Apples</b> <i>Chanteclerc, Goldrush, Quérina, ...</i>	40 t
Lamb's lettuce	120 à 150 palets		
Yellow Boule d'Or Turnips	10 t		
Bunches of new turnips	25 000 bunches		
White onions	30 t		





## THE PRODUCERS :



### Jean Claude and Freddy Vienne

I work in partnership with my father Jean-Claude, who reared goats and grew cereals in the conventional way. When I took over the business in 1999, I converted it all to organic.

The area of cultivation is 300 hectares, broken up as follows : 230 hectares of cereals (maize, wheat, rape, sunflower, triticale . . . . .). 50 hectares to beef cattle pasture. We have about sixty Limousin cattle. Twenty or so hectares are given over to open field market gardening; leeks, white onions, and Ditta and Charlotte potatoes. My brother also rears organic beef cattle. I have noticed that the mark up is

greater in cereals than in meat production, despite the great constraints in the use of weed killers. Meat is a market in great demand, and the risks for the organic farmers are many but the prices paid are not always very encouraging.

The leeks are grown in deep silt, on one piece of land, which causes constraints when pulling them up, when the weather conditions are unfavorable. I bank them up well giving a nice white stem and I have invested in a rotary machine this year which lifts the leaves avoiding damage when pulling them up.



Washing and packaging are carried out by contractors, which costs me 0.40cent per kilo.

I have been working with Biogaronne for two years now and I appreciate this type of partnership based on trust. There are outlets for organic and it is reassuring for a producer to know that a large part of his harvest is practically sold as soon as it's ready. An export client has even ordered a quantity of leeks and paid in advance, which has enabled me to pay for the plants quickly. We signed

a three-way contract so that each is committed to their part, the producer, Biogaronne and the client.



## Edgar Lot et Garonne

I am of Dutch origin, I have 5 children and I am passionate about organic farming. I studied biology and biodynamics and then set up in Holland in 1980 in organic market gardening on 6 hectares of land.

1986 was a year of transition for me. I did a training course with Guillaume Vlemmings, and then I found some land where I could set up in south-west France as an organic producer.

I began with 13 hectares of open field market gardening. My land is now all in one piece, situated in the Lot valley. This land has a very different structure; heavy clay and other parts lighter and sandy.

This enables me to adapt my cultivations according to the soil; on the other hand stock rotation is less obvious.

I also have a quarter of a hectare as cold store, which allows me to produce a wide range of vegetables which I sell at five markets a week (Villeneuve-sur-Lot, Bordeaux, Agen, Landes coast in the summer...).

My primary crops are as follows: Garriguette and round strawberries, old variety tomatoes, escarole lettuce, dandelion leaf, spring onions, Savoy cabbage ... I also produce vegetables for industrial use, over 4 hectares; primarily ratatouille ingredients. I have been working in association with Biogaronne since it began, it is a simple business organisation, which stays close to its producers, with personal service, which respects payment periods and which can handle increased volumes in the height of production.

I am optimistic about the future of organic production, consumption in France is increasing all the time and I have noticed that the consumers are looking for local produce giving them more contact with the producers and that is encouraging for us.



## Céline Employee of Biogaronne Secretary Book-keeper

I was born in Albret and have always lived and worked here. This region of south-west France was greatly favoured by our "charming and gallant" Henry IV. Coming from an agricultural family, I know the farming world well, and I have become interested in organic products since the birth of my son four years ago.

After the Baccalauréat, I wanted to study oenology, the vine, grape varieties and production fascinated me, but fate decided otherwise.

I have been working at Biogaronne since 2007 as a secretary book-keeper. I like working here because the team is very together and there is a great atmosphere. We work in an atmosphere of mutual respect, on good terms with the producers and the clients.

With a view to respecting man, the environment and the quality of products, more and more people, concerned about eating healthily, will be turning to organic foods, and organic production has a bright future ahead.

