



EAAP 2016
67th Annual Meeting
Belfast UK
29 Aug - 2 Sept

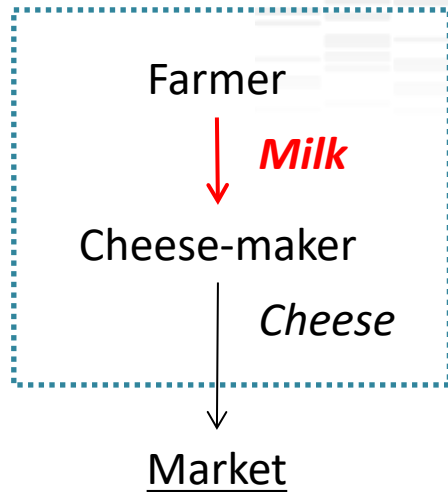
**SUSTAINABLE
FOOD
PRODUCTION:
LIVESTOCK'S
KEY ROLE**



**Relations between farmers and cheese-makers
in dairy ewe sector :
What room for sector coordination ?**



Introduction : The dairy ewe sector



❖ Professional coordination as a tool for territorial anchorage (Interprofession body, PDO Applicant, Breed selection body)

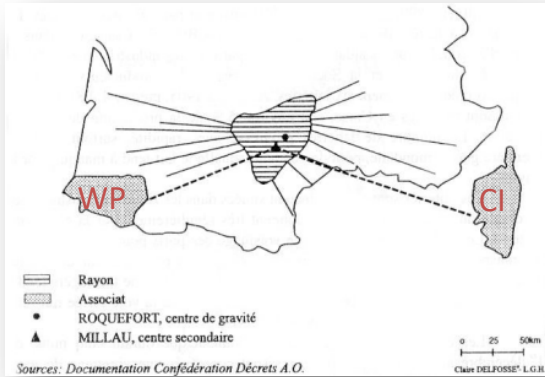
- In a context of chronic crisis, a solution for local actors would be to create sector coordination integrating their common interests and ensuring sector sustainability.
- To what extent such joint trade organization can build a collective strategy?

❖ Questions

- **What kind of relationship between farmers and the cheese-makers buying their milk ?**
- **To what extent such relationships are part of the elaboration of a common strategy at sector level ?**

1. Context of the study and Methods
2. Diversity of relationships farmers / cheese-makers : a proposal for a typology showing several patterns
3. Genealogy of these patterns over time
4. Link with the agreements provided by the Interprofession bodies

Context of the study : regional sectors relatively new



Map of the area where Roquefort firms have collected ewe milk from 1904 up to 1980 (Delfosse, 1992)



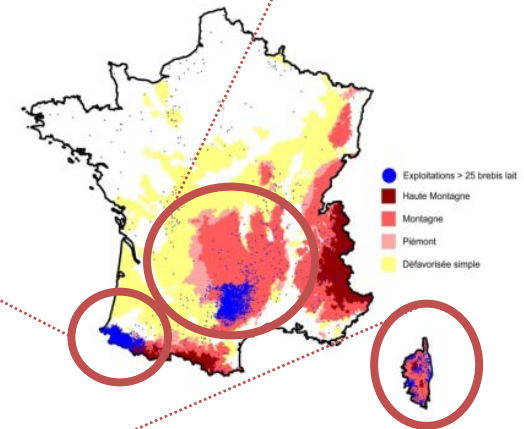
Western Pyrénées (2011)

- 62ML
- 14.000 tons of cheeses
 - 15% on-farm processing
 - 30% PDO Ossau-Iraty



Roquefort sector (2011)

- 176ML
- 37.000 tons
- 50% PDO Roquefort



Corsica Island (2007)

- 11ML
- 2500 tons of cheeses included whey cheeses (Brousse, Brocciu)
 - 30% on-farm processing
 - 20% PDO Brocciu



Context of the study : one interprofessional body for every area



1460 milk sellers among the
1800 dairy ewe farmers

85% of total milk produced
in the area

Farmers

- Milk sellers
- On-farm processors

Cooperatives for
cheese-making

Industrial
processors

270 milk sellers among the
500 dairy ewe farmers

70% of total milk produced
in the area

Milk-sellers

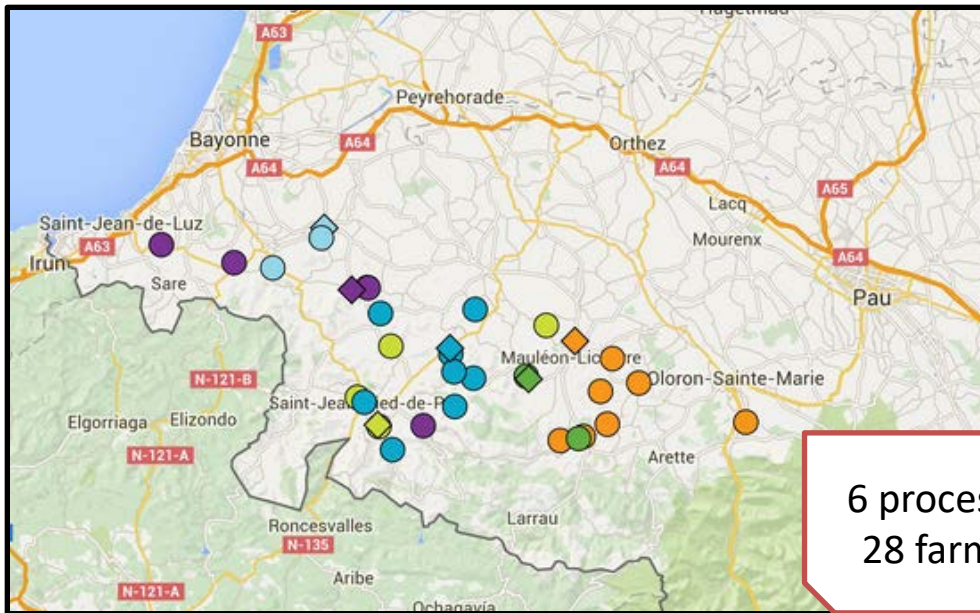
On-farm
processors

Industrial
cheese-
makers

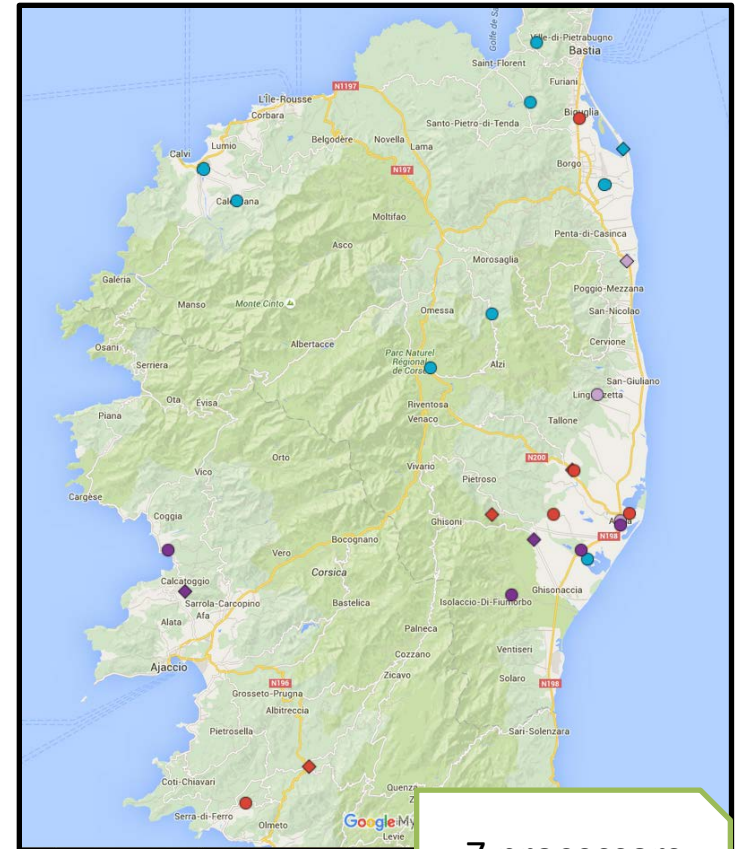


Material and Methods

- ❖ Comprehensive Approach
 - ❖ Semi-directive Interviews
 - Main traits of the relations between farmers and cheese-makers (milk price, hygiene regulation, formal farmer organization...)
 - ❖ Narratives and discourses from ancient farmers and cheese-maker managers
 - ❖ Analysis of several documents (professional archives and medias)



6 processors
28 farmers



7 processors
19 farmers

Various patterns of relationships coexisting within every area

Pattern of relationship

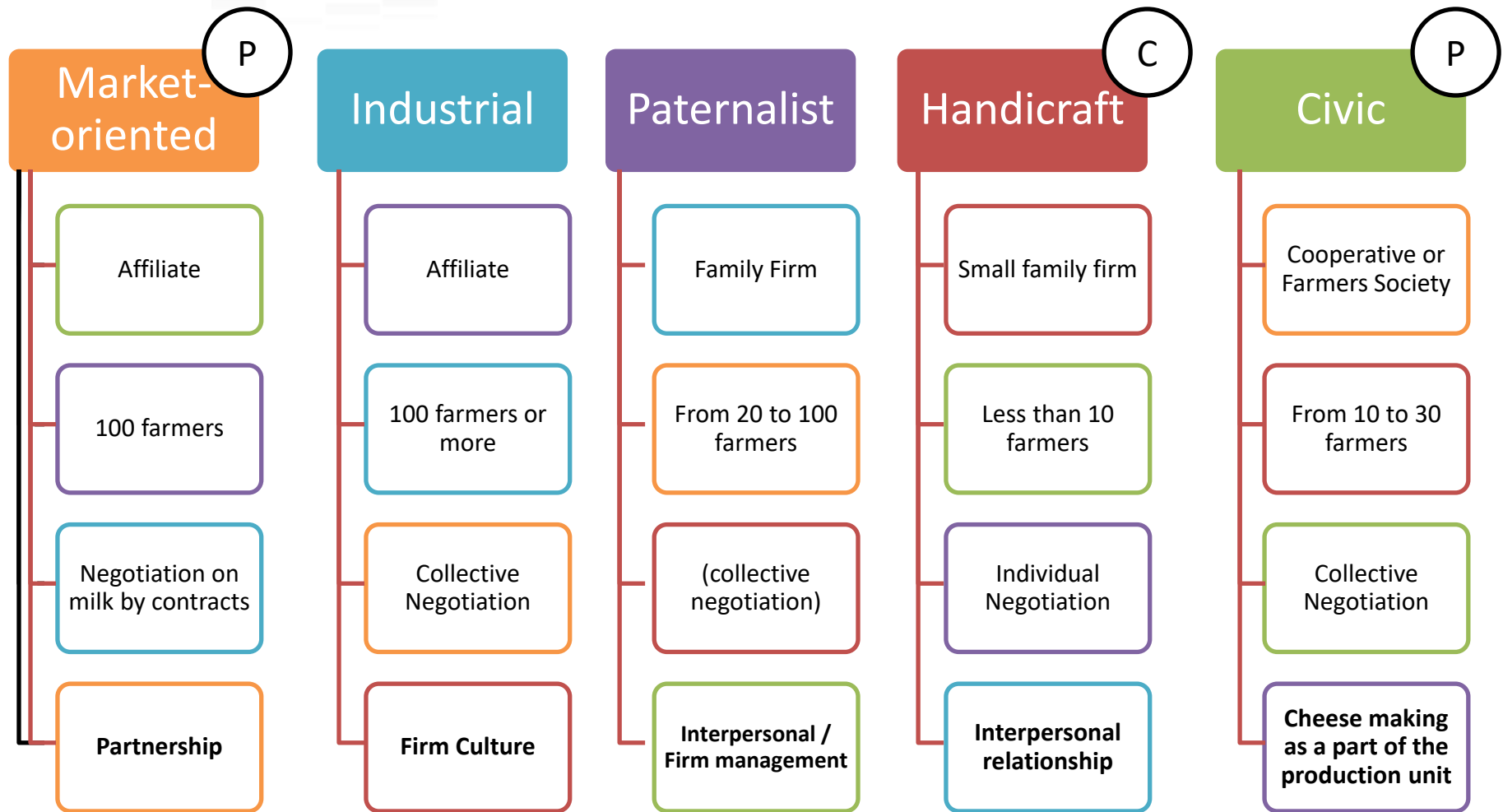
Firm characteristic

Size of the milk collection area

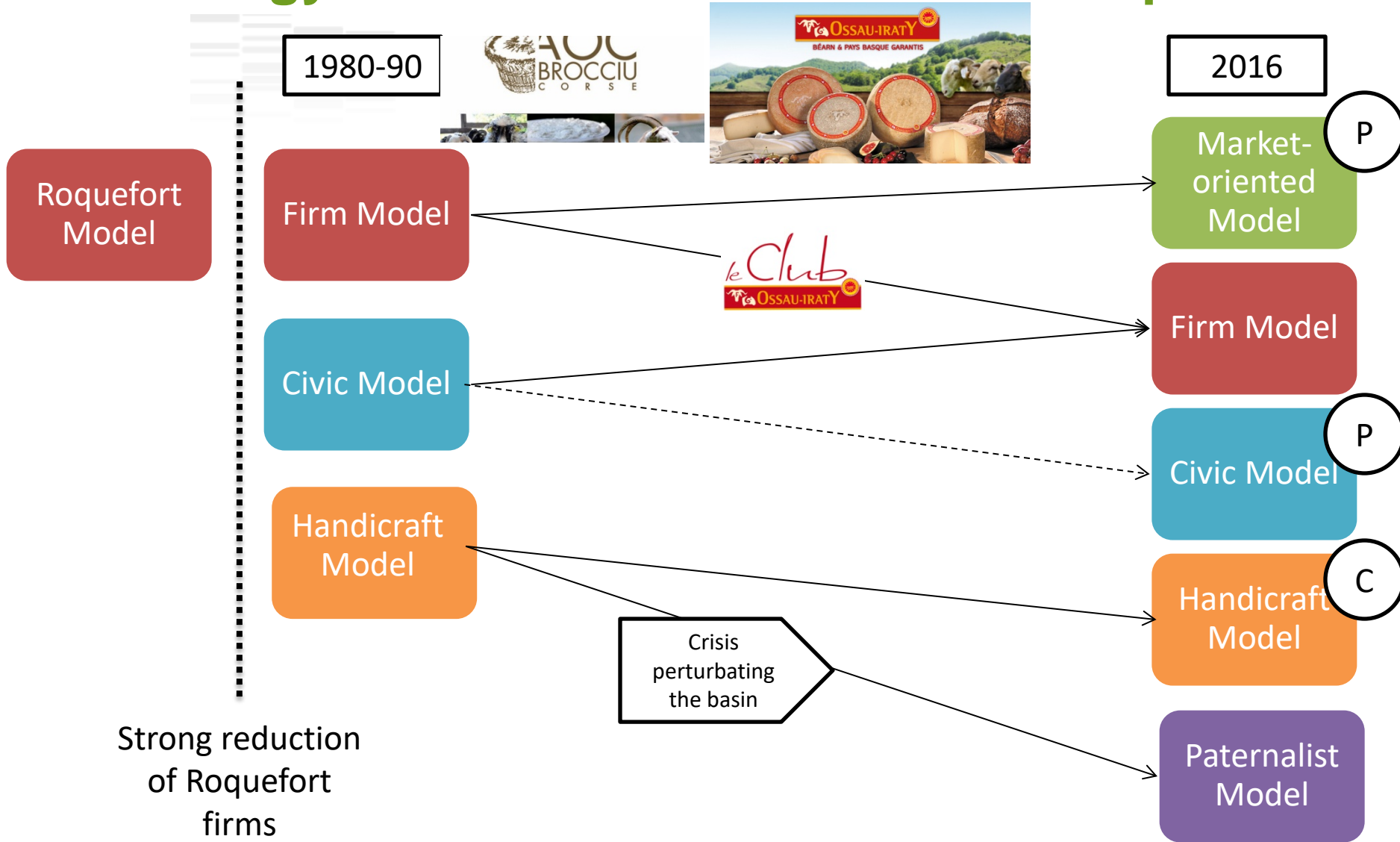
Modalities of exchange and
negotiation

Qualification of the relation

Various patterns of relationships coexisting within every area / a Typology



Genealogy and Evolvement of the various patterns



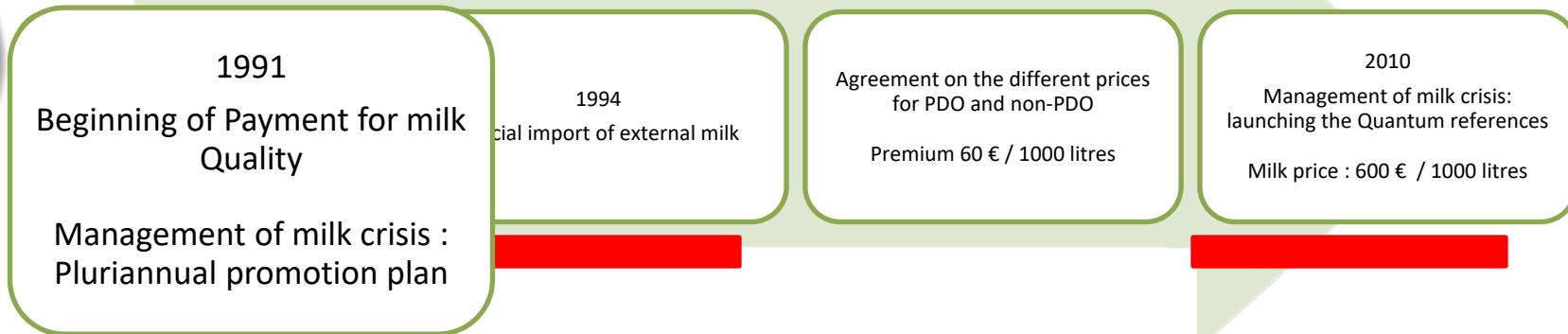
Strong reduction of Roquefort firms

Crisis perturbing the basin

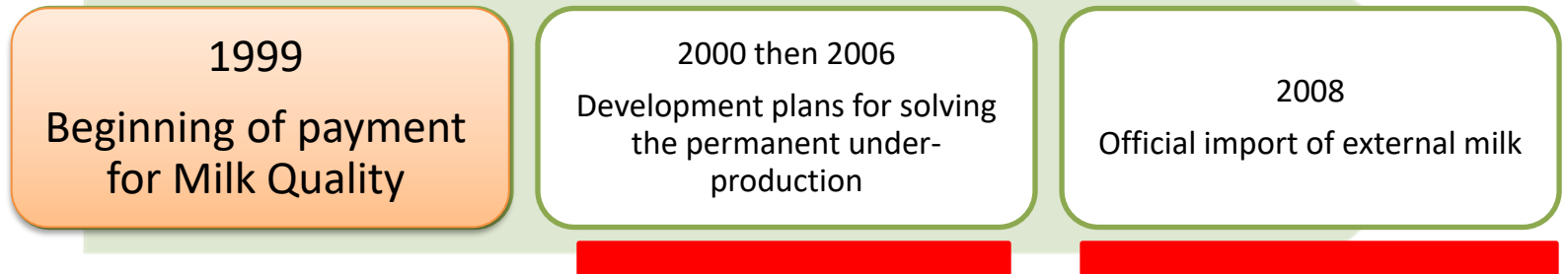
After 30 years, the patterns are more diversified

Interprofession bodies: diverse management of common interests

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The extreme diversity of firms' strategies and patterns of relationships reduce the capacity of interprofessional bodies to decide and implement strong regulations.

Discussion et perspectives

- ❖ **Toward a better understanding of the role of milk producers within each area**
 - Farmers remain producers of raw material (even for PDO cheeses)

- ❖ **Renew the approach of the interprofessional bodies**
 - Adaptation to the specific stakes of every area
 - Difficulty for overcome the very contrasted patterns
 - Modalities of elaboration of common management rules
 - Modalities for managing the various actors' representation
 - Present balance of powers

- ❖ **Such a tool is useful but not sufficient**
 - Conditions for implementing an effective professional coordination
 - ❖ For ensuring the activity on a long term perspective :
What room for a territorial coordination ?

➔ **DIVERSITY vs CONFLICTING HETEROGENEITY**