

Engineer Tadeusz Piętowski  
The President of the Mazowsze Chamber of Agriculture

## **Only organised producers groups have chances**

The Mazowsze Chamber of Agriculture due to the Act of agricultural chambers and its own statute takes a part in solving the concrete farmer's – members of chamber – problems. Most of those problems are indirectly or directly connected with the process and marketing of the row foods.

The fruits and vegetables production takes an important place in the agricultural production on The Mazowsze Province. Lots of our members and delegates produce them. So, our Chamber exactly knows the fruits and vegetables producer's the current fear and hope, which exist now, especially during a period before Poland accession to The European Union. There were a good opportunity to be acquainted with such producers problems during The District Councils of The Mazowsze Chamber of Agriculture and outside meetings like: The Strawberry Day, The Aron Day or The Pepper Day, in which The Chamber takes part every year.

Now, the main producers' exercises thinking seriously about the future, is so well organise producers groups, if their elaborated profit stay in their hands.

In The European Union and other countries, witch economy market bigger than half production materials (seeds, fertilizers, insecticides, ) and products' turnover the farmers realise by the co-operative organisations (one of them is agricultural producers group). The farmers are often the members of 3-4 co-operatives industries. Those co-operatives buy 40-50% the fruits and vegetables, 70-80% other plant materials and milk. Their occupation is also the slaughter, the process and the sale 30-40% of meat. They produce 20% of sugar, 40% fodder for animals. The co-operatives delivery the engine materials, plant protections means, fertilizers (80-90%), machines (60-70%) and most of fodder, seeds. The agricultural co-operations export more than half of farming goods produced in The Union. The sales' value for one organisations is about 1,6 mln. EURO in Portugal to 123 mln EURO in Belgium, the average is about 9,4 mln EURO.

The co-operatives in Poland take only a few percent part in market and the biggest (sparsely) polish group of the fruits and vegetables producers have the sale value not more then 1mln. EURO.

The current advanced condition of developing the fruit and vegetables producers' group fulfilling law requirements competing to get a financial grand, makes a real danger that the polish groups can't be able to take a help from the European Union during the first period after Poland obtain the membership, what will make their competition position on the market even worse. Our producers have just talk about it.

The Chamber see the necessity to integrate the fruits and vegetable producers' environment and tries to help all of farmers, whose want to prepare in a proper way to go on a union's market.

It is some consolation fact that we have such producers' group, which were prepared to Union requirements earlier and they don't afraid of Union; such as The Onions Producers Union in Zakroczym. These Union members have a long practise in Horticulture Co-operation "Zakroczym". Their members have produced on European Union market for a long time. Their goods, well wrapped with labels were on market in London, Hamburg, etc. Certainly, their goods have full qualification and passports. They take on a duty: have to use the right qualification seeds, control the fields, research the soil and goods on existing the onion's pests.

Those producers are not afraid of going to The European Union and the union's market

requirements. They have known that their power was the co-operation in group. The group give them the opportunity to come into the domestic and overseas wholesale markets.

The situation in warecko-grójeckim area is less optimistic. This area is known not only in our Province, but it is also the biggest European Orchard which fruits are known on the world markets.

The negotiations with The European Union are not good for the fruits' producers; they know that the fruits and vegetables sector in Union isn't supported directly, so having only the supports for producers groups they will have to prepare the solid producers organisations. Only such organisations will be able to negotiate the good transactions' conditions and organise the marketing.

Now, many producers have the difficulties. Some problems are made by the company properties changes. A part of conflicts between producers and process industries are solved by The Polish Orchards Producers Union. They are especially want to establish the fruits producers co-operatives. It may be a reason of stabilisation the local fruits turnover. As a result a model of organisation law was made and there is decision about forming the co-operative called The Mazovian Centre of Orchard Producers Advisory. The Mazowsze Chamber of Agriculture also help to realise this idea.

Some problems have also the producers in "the peppers area", concentrated mainly in The Przytyk Commune and others: Klwów, Wyśmierzyce, Potworów, Radzanów. The peppers cultivation in this area has a short but reach history dated back to the 80th years. Now, there are more than 2000 farms, they have about 26000 foil tunnels, which contain 500 ha; about 43000 tonne of peppers (80% of domestic production). The producers see their chance in getting better incomes, so they intense the production, increase the number of hectors, introduce intensive kinds of plant adapted to the markets, rationalise the tunnels technology. More about those ventures we could know during "The Peppers Day"- the outside training and displays meeting, which has been organised at 6<sup>th</sup> August by the Regional Advisory Agriculture and Rural Development Centre in Radom for just ten years.

The main problem the peppers producers have with sales the goods on the local wholesales markets in Radom, Bronisze and Łodzi. There is a strong competition connected with individual producers, which take more and more markets in Katowice, Wrocław or Poznań, where they offer more goods in a lower prices. So, every year the local authorities together with The Radom Farms Market organise the Poland Peppers Fair in Przytyk in the first decade of September. This venture is known as a place, where the professional producers and merchant (wholesaler and processor) are met, even though there are overproduction problems. In Przytyk, there are many presentations, quiz and bands shows.

The Mazowsze Chamber of Agriculture often try to help peppers' producers to solve their problems. The Chamber together with the Chef of Przytyk Commune organised the main producers of peppers meetings, where was also The Mazowsze Province's Chef- Leszek Mizieliński, the Section of Gardening Production Chef-Ryszard Kazubek, Jan Świetlik from The Economy of Agricultural Institute in Warsaw and Members of MIR and The Przytyk Commune Chef.

During just this meeting the producers became confirmed in their believe, that after our country accession to The European Union the scale of financial support for the fruits and vegetables producers wouldn't be enough. If there is one big group for a whole region, it will be supported in 4,1% of sales value and what's more important it can be able to eliminate intermediaries. The producers group who have a wide offer of good products can negotiate the profitable transaction prices. However, there some problems with introduction the new product on the market, because they have to be standardized and well wrapped. To fulfil that requirement the farms need extra equipment.

The Mazowsze Chamber of Agriculture try to help to organise the new producers group

so we do many training on this topic. However there is a barrier, which make organisation difficult. This barrier has a mental character. The farmers often see only the difficulties, which are connected with making the groups. So we are conscious that our work connected with farmers' convictions that members of group have more profits than inconveniences will be hard. But it is the main exercise, which we have to do now.

To sum up it should be underlined, that The Mazowsze Chamber of Agriculture try to make the fruits and vegetables producers realise, that they must be well prepared for our entrance to European Union. Their common working will be their own power, only being in farms producers group they could achieve the good economy effects.