

Interbio Nouvelle-Aquitaine's work on the definition of fair prices.

Calculation methods and references



**20
22** EUROPEAN
ORGANIC
CONGRESS

IFOAM
ORGANICS EUROPE

INTERBIO
Nouvelle-Aquitaine
Association interprofessionnelle BIO régionale

SOME FIGURES ABOUT INTERBIO

290

ORGANISATIONS
ET OPÉRATEURS
MEMBRES

13

COLLABORATEURS
SALARIÉS

3 SITES

RÉPARTIS SUR
LA RÉGION
NOUVELLE-AQUITAINE

2,2M€

DE CHIFFRE
D'AFFAIRES

OUR ACTIONS

For the organic sector in Nouvelle-Aquitaine

- Federate all the actors of the sector
- Representing interests members and the sector
- Contribute to the development of the regional organic sector
- Promote regional organic products
- Supporting the introduction of organic products in collective catering

10 SPECIALISED COMMITTEES



Work related to National Food Conference

French laws – 2017 and 2021

(Etats Généraux de l'Alimentation - Egalim)



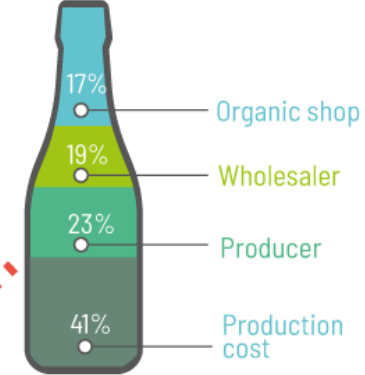
Objectives

- To analyse the construction of the value chain
 - For selected raw materials and finished products
- Propose a balanced scheme of the value chain and respond to the demand of the National Food Conference (EGALIM) in relation to price indicators
- Add transparency on the marketed price
- Build a tool that can be reused and adaptable to each operator
- Two working methods according to the specificities of each sector :
 - « Survey » methodology
 - « Working groups » methodology

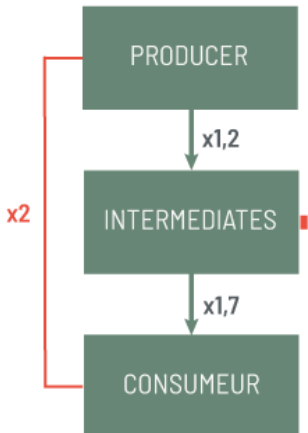
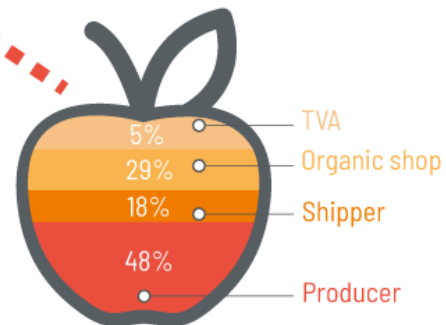


« Survey » methodology

1 **INDUSTRY CUTTING**
depending on the target product and the prerequisites for the chosen sample



2 **IDENTIFICATION AND MONITORING OF PRICES**
achieved at each stage of the chosen sector

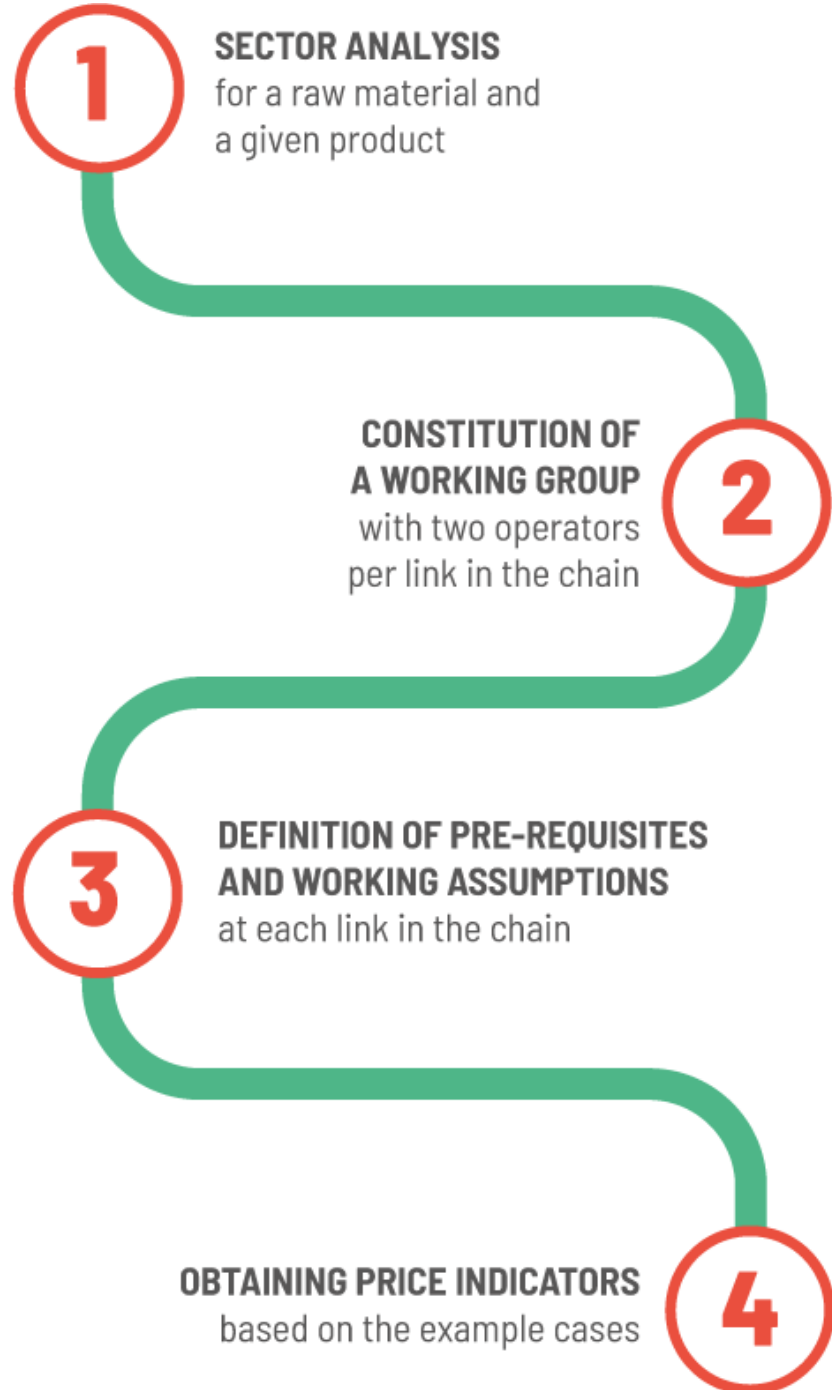


3 **REPLENISHMENT OF THE VALUE CHAIN**
from producer to consumer

4 **INTEGRATED PRODUCTION COSTS**
Chamber of Agriculture and Regional Federation of Organic Agriculture (if established)

5 **CONSOLIDATION OF RESULTS**
in sector committee

« Working groups » methodology



Confidentiality of research activities

Prerequisites, options and calculations at each step

PRODUCER

STORAGE ORGANIZATION

1st TRANSFORMER
2nd TRANSFORMER

DISTRIBUTER

	PRODUCER	STORAGE ORGANIZATION	1 st TRANSFORMER 2 nd TRANSFORMER	DISTRIBUTER
PREREQUISITES (examples)	<ul style="list-style-type: none"> • Definition of the operation: size, workforce, UAA, livestock, etc. • Definition of the product/raw material (characteristics) • Definition of the production cost method and the income to be received by the farmer • Definition of gross return/net return 	<ul style="list-style-type: none"> • Definition of the storage process (e.g. drying - drafting - inerting, etc.) • Definition of type/ quantity of waste, co-product • Definition of gross yield / net yield 	<ul style="list-style-type: none"> • Definition of the type of processed product (composition, packaging) • Definition of the transformation process • Definition of storage mode • Definition of gross return/net return 	<ul style="list-style-type: none"> • Definition of the distributor typology • Definition of the % of product losses • Determination of the average price sold in the different distribution channels
EXPENSES AND INCOME (examples)	<ul style="list-style-type: none"> • Production costs • Transport costs • Selling price • Etc. 	<ul style="list-style-type: none"> • Collection costs • Storage costs • Marketing costs • Administrative costs, quality... • Taking into account the depreciation of the tools. • Transport costs • Selling price • Valorization of co-products • Etc. 	<ul style="list-style-type: none"> • Processing costs • Storage costs • Marketing costs • Administrative and quality costs • Taking into account the depreciation of tools. • Transport costs • Selling price • Valorization of co-products • Etc. 	<ul style="list-style-type: none"> • Storage costs • Platform, distribution, marketing costs • Administrative costs, quality • Taking into account the depreciation of the tools. • Transport costs • Selling price excluding and including tax • Etc.

NET MARGIN (FIXED RATE)

ASSESSMENT OF THE SUSTAINABILITY OF THE SECTOR

Desired or desirable margin?

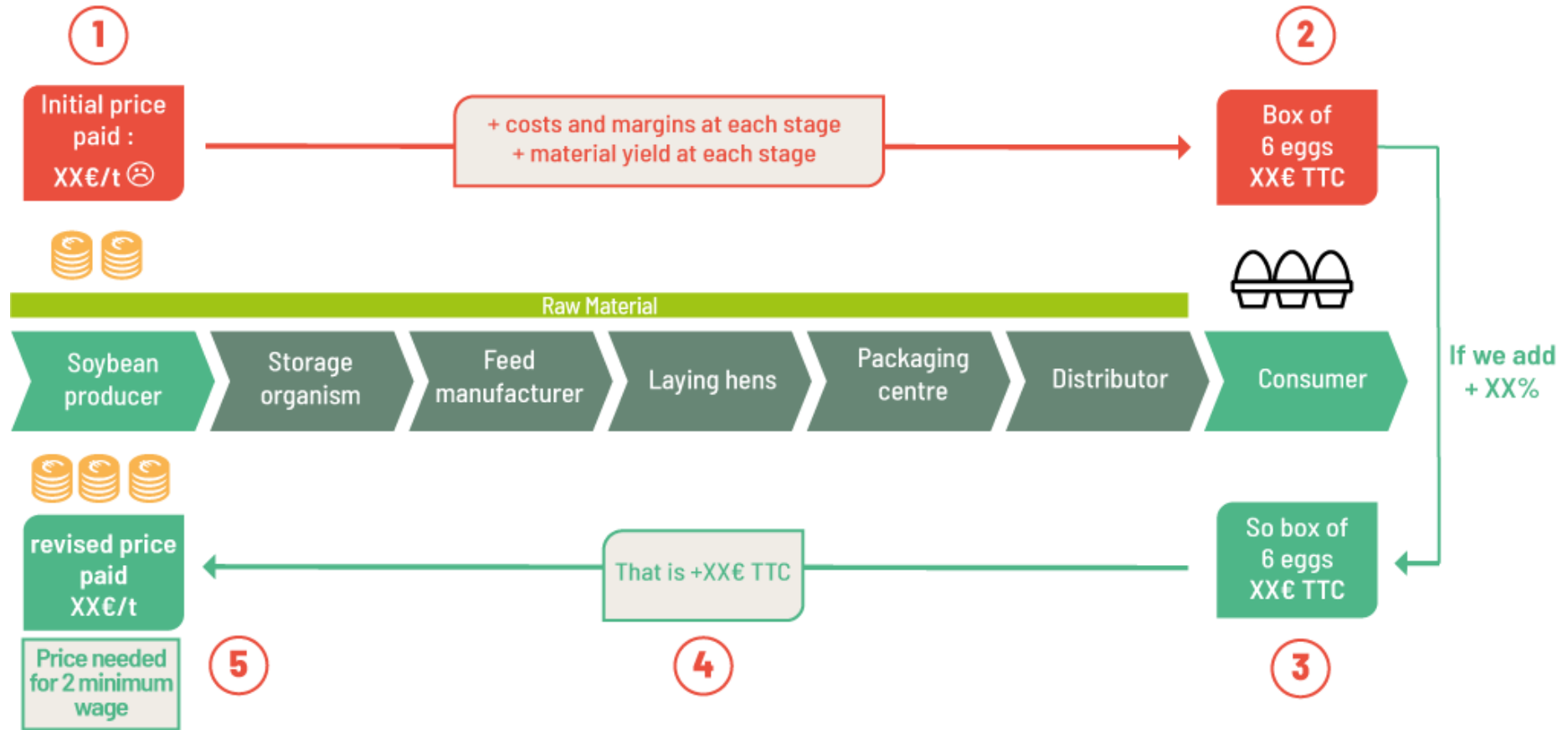
Does the margin allow a fair remuneration?

What additional value would allow this fair remuneration of the actors of the sector?

What adjustment variables would be possible?
(additional cost for the consumer? for all downstream links?)



Definition of the supply chain

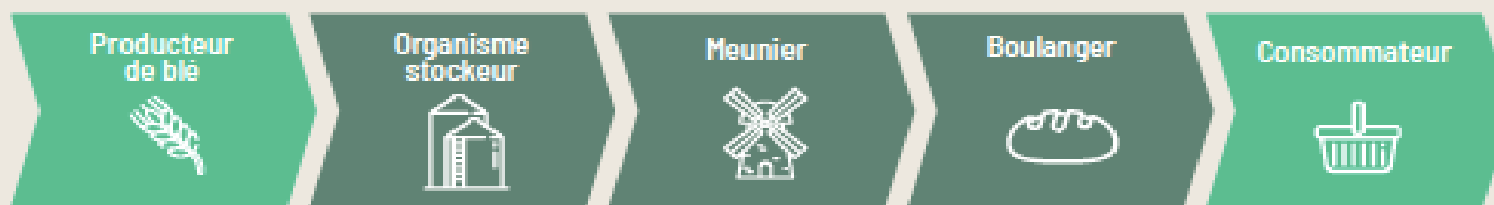


Taken as basis to contract

Case study

- Wheat to bread (2017)
- Corn to egg (2018)
- Lentil (2020)
- Ground steak(2020)
- Soy to egg (2021)
- Soy to cottage cheese made from cow's milk for collective catering (2021)
- Miller buckwheat (2022)
- Organic wine market (2019)
- 20 seasonal species most marketed in fruits and vegetables (2020)

Du Blé à la Baguette (2017)



Le consommateurs doit être à même de payer **sa baguette 250grs levain 0,02 € TTC de plus** afin que le producteur couvre ses coûts de production et se rémunère à hauteur de 1,5 SMIC.



Thanks

Your contact:

Martine Cavailé

m.cavaille@interbionouvelleaquitaine.com

