

Accroître le pouvoir de marché des agriculteurs

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Some findings

- Food prices in Europe (COM(2008) 821)
 - Supply shortages in 2007 were followed very rapidly by supply surpluses in 2008/09
 - EU Commission finds problems in the functioning of the food supply chain
 - The asymmetry in bargaining power between farmers and the rest of the chain keeps farmers margins under pressure

Some findings

- Dairy market situation 2009 (COM(2009)385)
 - EU Commission questions price transmission and the distribution of value-added
 - Solutions
 - Enhance market transparency and helping a fairer market operation
 - Encourage farmers to work together to improve the efficiency of their operations by increasing their economies of scale and scope
 - Develop a European-wide code of conduct
 - Organize processor cooperatives
 - to adapt their members' milk supply to existing and future demand
 - to increase their countervailing power vis-à-vis processors and retailers.
 - Create inter-branch organisations – involving all the actors in the dairy food chain – that could foster a useful dialogue between all the players active in dairy markets

Some ideas

- The market plays a central role
- However, the market is not perfect
 - Volatility of prices
 - Market price does not cover costs (price level)

Some ideas

- Solutions
 - Price volatility
 - Explanation = characteristics of farming
 - Production cycle
 - Climate
 - Proactively
 - Systematic, reliable information on demand and supply, today and tomorrow (forecasts)
 - ➔ price observatory
 - Agreements between the partners of the supply chain
 - Reactively – market stabilisation instruments (strategic stock management, alternative use of surpluses, insurance systems, ...)

Some ideas

- Solutions
 - Price level
 - Asymmetric bargaining power
 - Code of conduct
 - Enhance the position of farmers within the sector and throughout the supply chain
 - » Producer organisations en cooperatives
 - » Agreements within the supply chain
 - » Systems of certified quality products

Some ideas

- Solutions
 - Price level
 - Asymmetric bargaining power
 - Enhance the position of farmers within the sector and throughout the supply chain
 - » Agreements within the supply chain
 - » Inter trade agreements,
 - » Specific agreements between buyers and producer organisations,
 - » Agreements between buyers and producers
 - » Need for a European framework

Some ideas

Reasons why contracts are signed	Importance			
	Not	A bit	Quite	Very
Stable income during the year	0%	2%	32%	66%
A higher income	10%	42%	31%	17%
Price stability	10%	22%	49%	19%
Access to inputs on credit	0%	7%	33%	60%
Learning of new technologies	0%	8%	37%	55%
No other alternatives for income	8%	61%	19%	12%
Access to a source of income during the learn period	1%	2%	25%	72%