

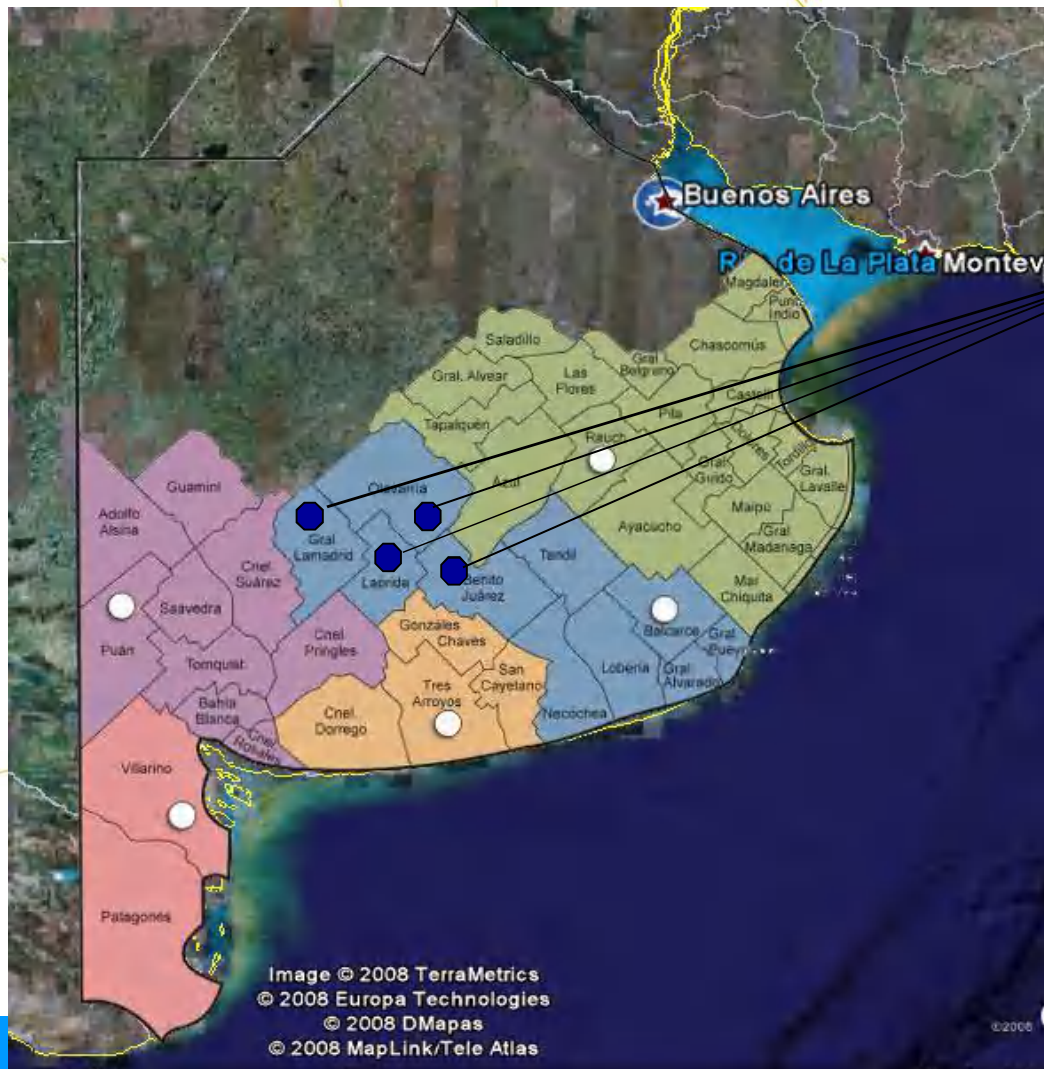
APICULTURE ORGANIZATION IN THE MIDWEST OF THE BUENOS AIRES PROVINCE

Juarros, J. C. (1); Bianchi, O. (2); Otamendi,
E. (3); Lorenzo, A. (4); Ormazabal, A. (5);
Zupan, E. (6); Rodríguez, G. (7)



INTA

South Buenos Aires Regional Centre



- 4 districts
- 1.200.000 hectares
- Ecological farming area



INITIAL SITUATION IN 2004

- Little Knowledge about Good Beekeeping Management (BPA)
- Produce of Honey was unstable, despite the high rates.
- Individualism prevailed
- Attempts to experience association had failed.
- Many beekeepers were financed by exporters and could only sell through them.
- There was no field for exchanging information among beekeepers.
- The honey extraction rooms did not fulfil current legislation.

MAGyP

INTA

Federal Support Programme
For Sustainable Farming
Development

FARMING CHANGE

Farmer

Farmer

Farmer

Promoter -Consultant

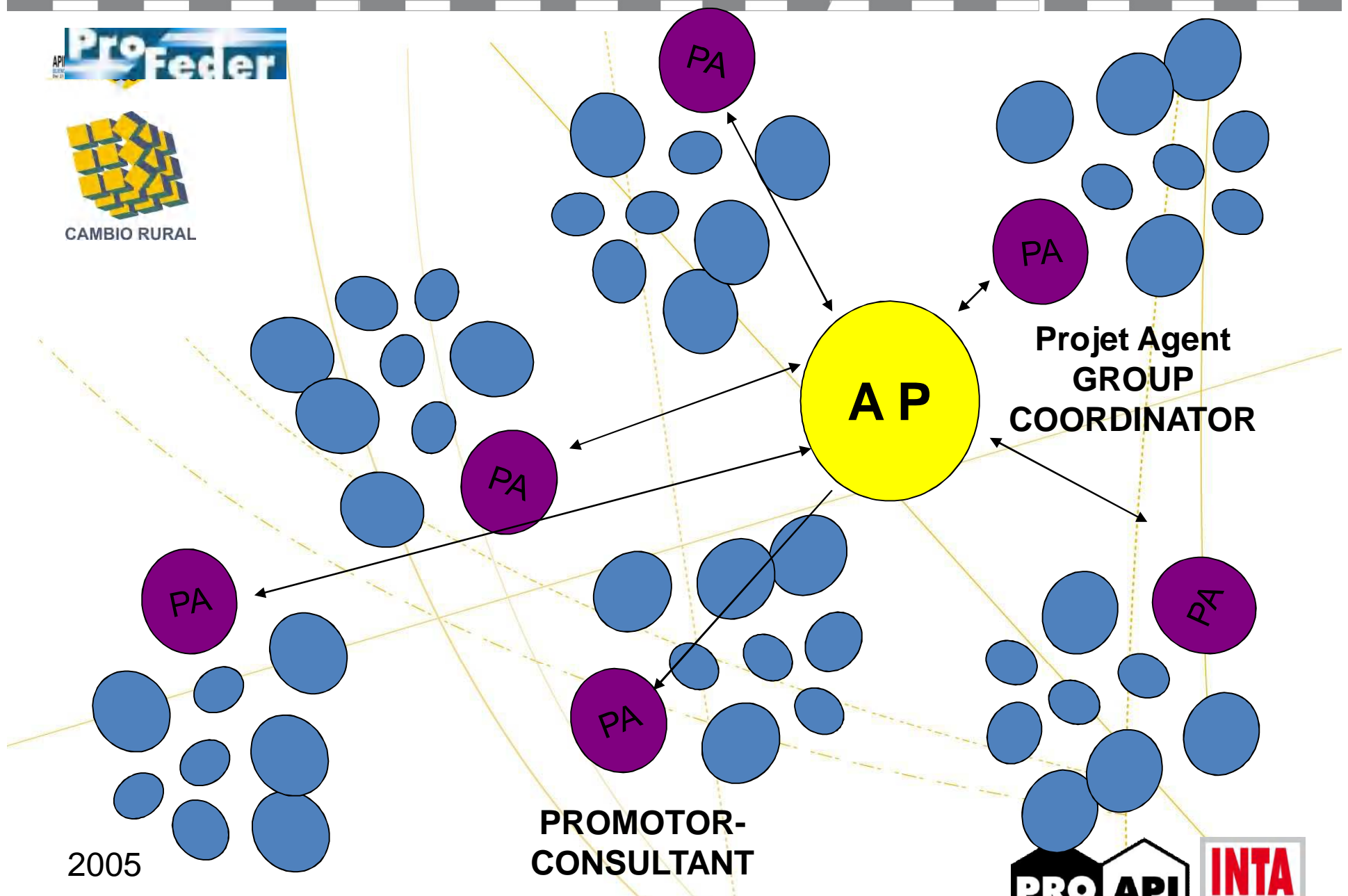
Farmer

Farmer

Farmer

Farmer



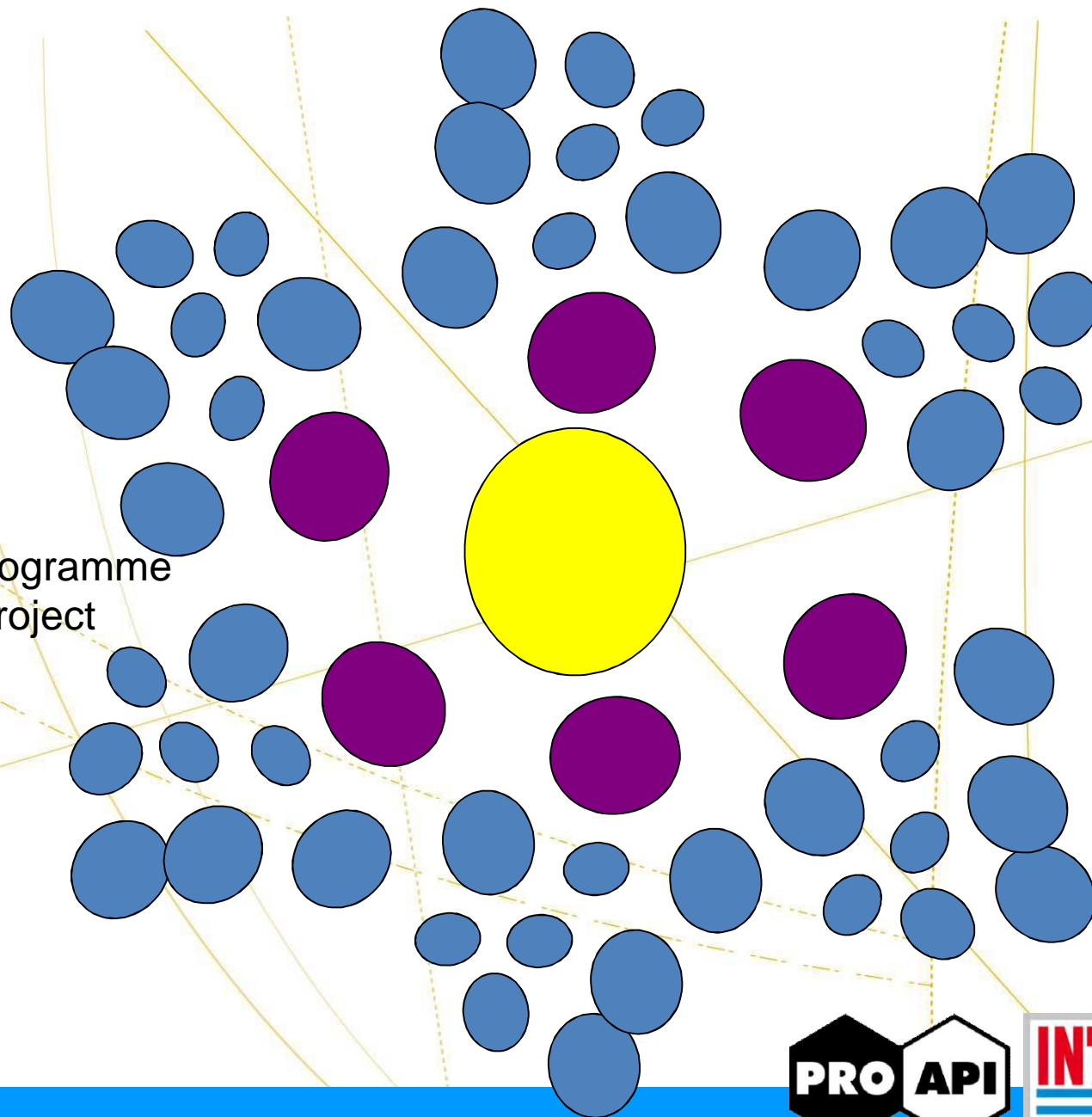




National Beekeeping Programme
Regional Beekeeping Project



2006

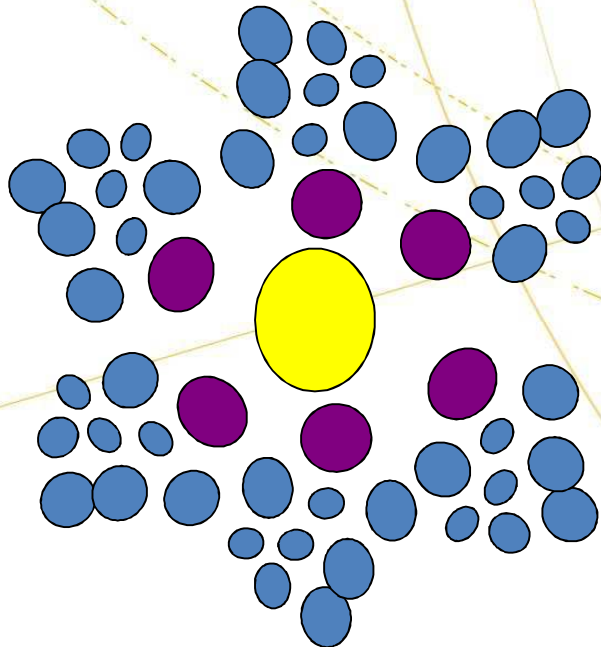




CAMBIO RURAL



National Beekeeping
Programme
Regional Beekeeping Project



- ❑ Promotor-Consultant Training
- ❑ Implementación of technological Trail
 - o Field Diagnósis
 - o Strategy for the control of American foubrood (without antibiotics)
 - o Strategy for the control of Varroa
 - o Strategic Feeding
 - o Oportunity for queen bee rechanging and multiplicación
 - o Traceability from the apiary to the barrel





RESULTS OF THE IMPLEMENTATION OF THE TECHNOLOGICAL TRAIL

- ✓ Increase in the n° of hives 30% more.
- ✓ Death rate in hives, less than 10%.
- ✓ Less hives with American Foulbrood: from 30% to 0,5%.
- ✓ Produce increase in 15 % compared to the standard rates in the area.

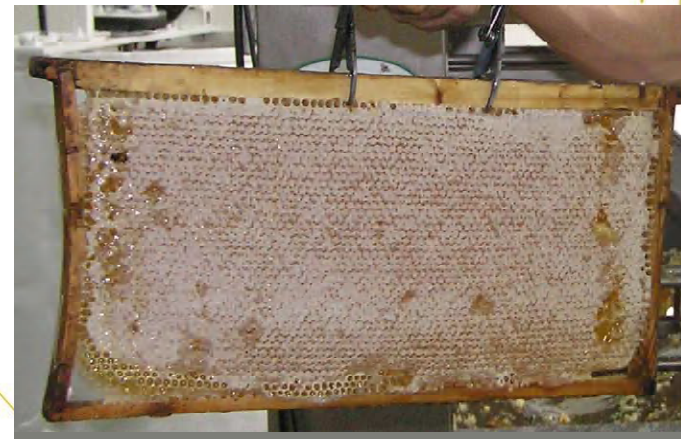




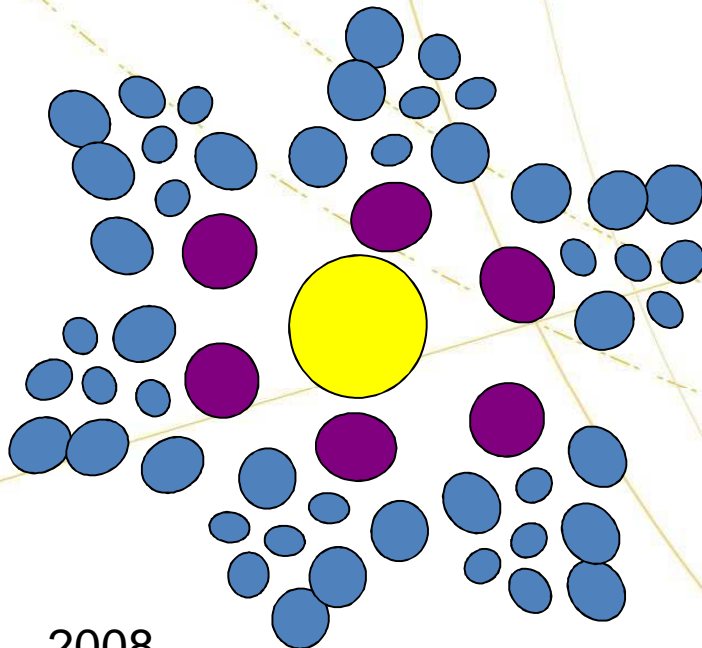
CAMBIO RURAL



National Beekeeping Programme
Regional Beekeeping Project



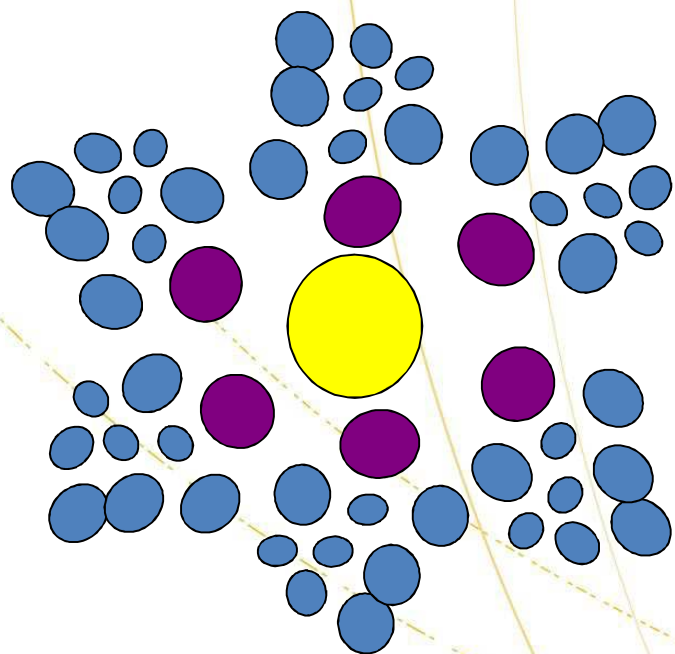
We did NOT get a better
price for that quality



2008

- **PARTICIPATORY PLANNING**
- **TEAM CONSOLIDATION**
- **COMPROMISE OF THE PEOPLE INVOLVED**





BEEKEEPERS REPRESENTING THE
GROUPS (6)

PROMOTORS CONSULTANTS (5)

GROUP COORDINATORS (1)

REGIONAL PROGRAMME COORDINATOR (1)

PROAPI (NATIONAL TEAM, ACCORDING
TO DEMAND)

FIELD FOR THE TAKING OF DECISIONS

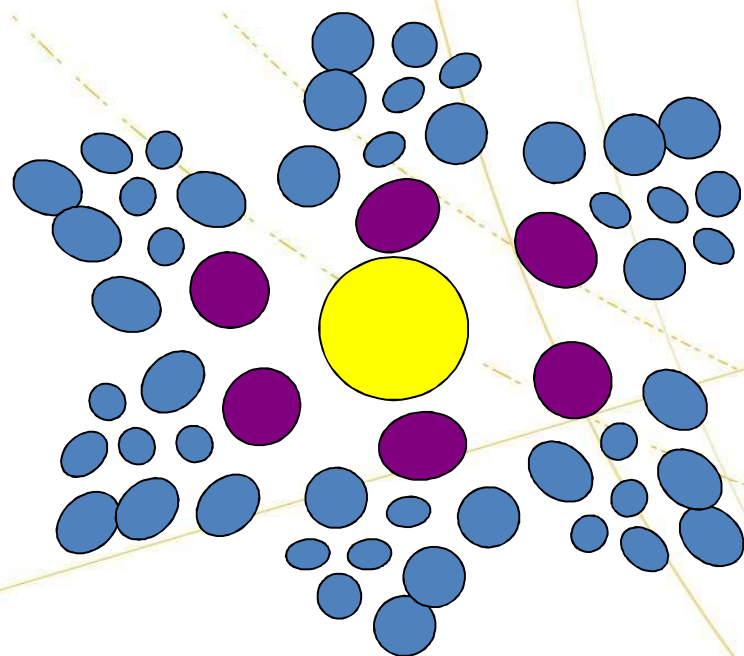
Profeder
National Beekeeping Programme
Regional Beekeeping Project
PROAPI

❑ SHARED CRITERIA = QUALITY

❑ DEFINING THE QUALITY POLICY

❑ UNIFICATION OF THE PRODUCE
PROCESS

❑ ENHANCEMENT OF COMMERCIAL
BONDS



BEST-QUALITY
SUPPLIES

HONEY PRODUCE
ANTIBIOTIC FREE

QUALITY
ACKNOWLEDGEMENT

WAX

QUEEN BEES

HONEY BEE
PRODUCTS FOR
THERAPY

EXPORTERS

2009

Agreement on
technological links,
cooperation and
technical assistance.
Live material
certification

Adjusted technology. Demand
for resolution of technical
problems.

Agreement on
technological links.

RED I+D+i

National Programme
INTA

UNMdP FCA

UNCPA FCV



- THE RESULTS ON ECONOMY IMPROVED
- WE ACHIEVED A UNIFIED RESOLUTION FOR TECHNOLOGICAL PROBLEMS

TO ENHANCE THE TRAINING FOR NEGOTIATING



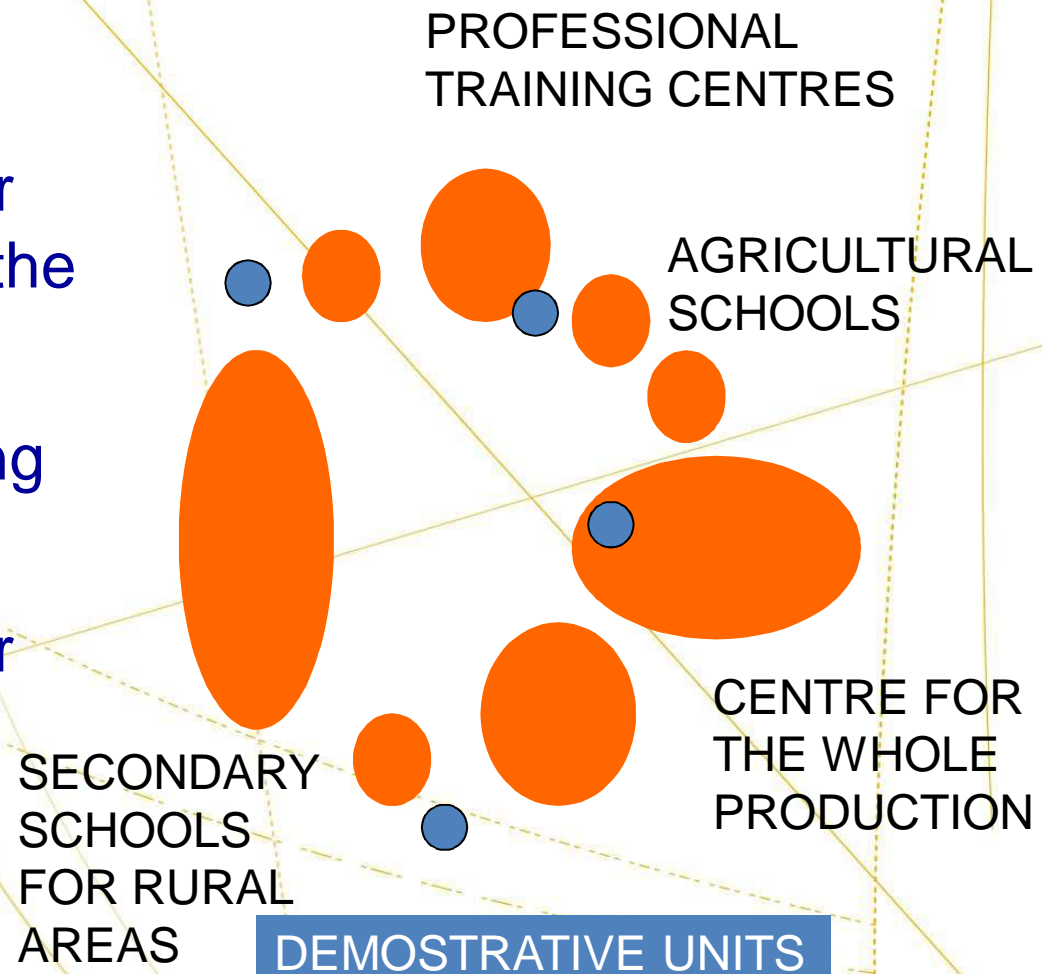
WE NEED MORE QUANTITY OF HIGH-QUALITY HONEY



MORE BEEKEEPERS WHO SHARE THEIR CRITERIA AS REGARDS **QUALITY**

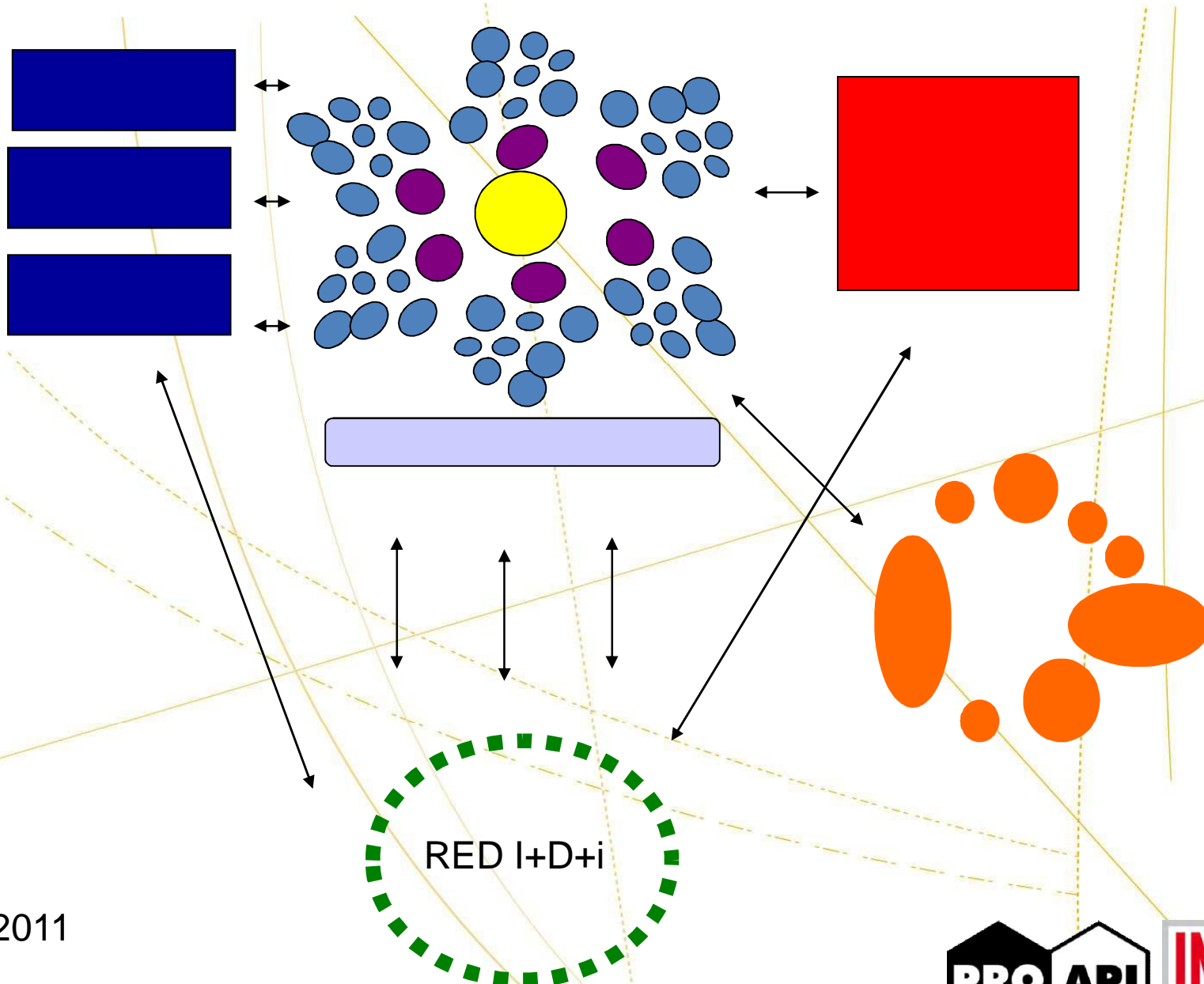
EDUCATIONAL NETWORK ON BEEKEEPING PERSONS OVER 16 YEARS OF AGE

- Providing youths opportunities for work
- Increasing the number of beekeepers sharing the same criteria for quality
- Improving local working possibilities
- Increasing the number of Demonstrative Units
- Building up local and regional information



2010





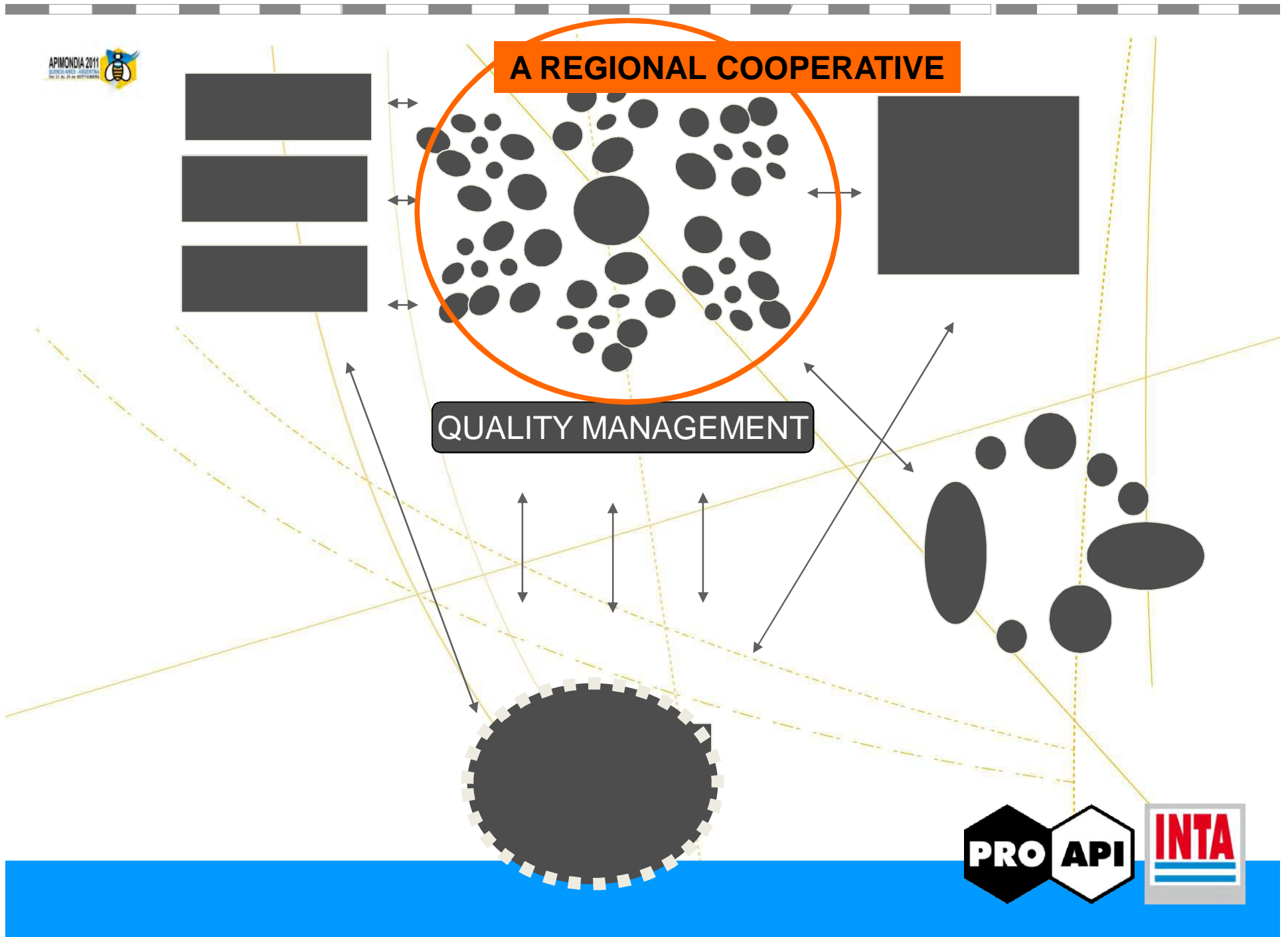
2011

- WE ARE ACHIEVING COMPETITIVENESS
- WE ARE BUILDING UP A SOLID COMMERCIAL CHAIN
- WE ARE PLANNING THE TRAINING OF NEW BEEKEEPERS



A REGIONAL COOPERATIVE

QUALITY MANAGEMENT



SUPPLIER

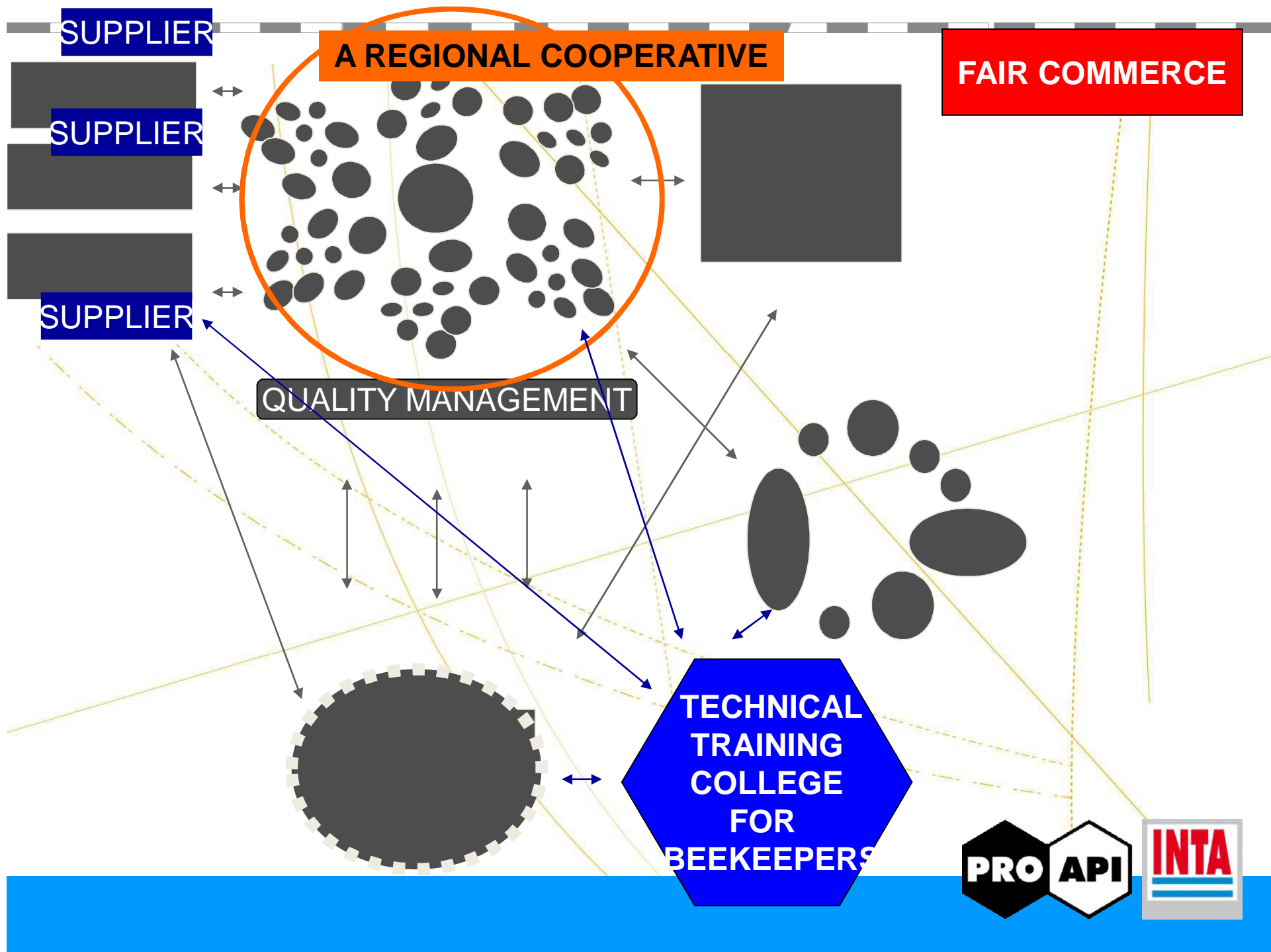
A REGIONAL COOPERATIVE

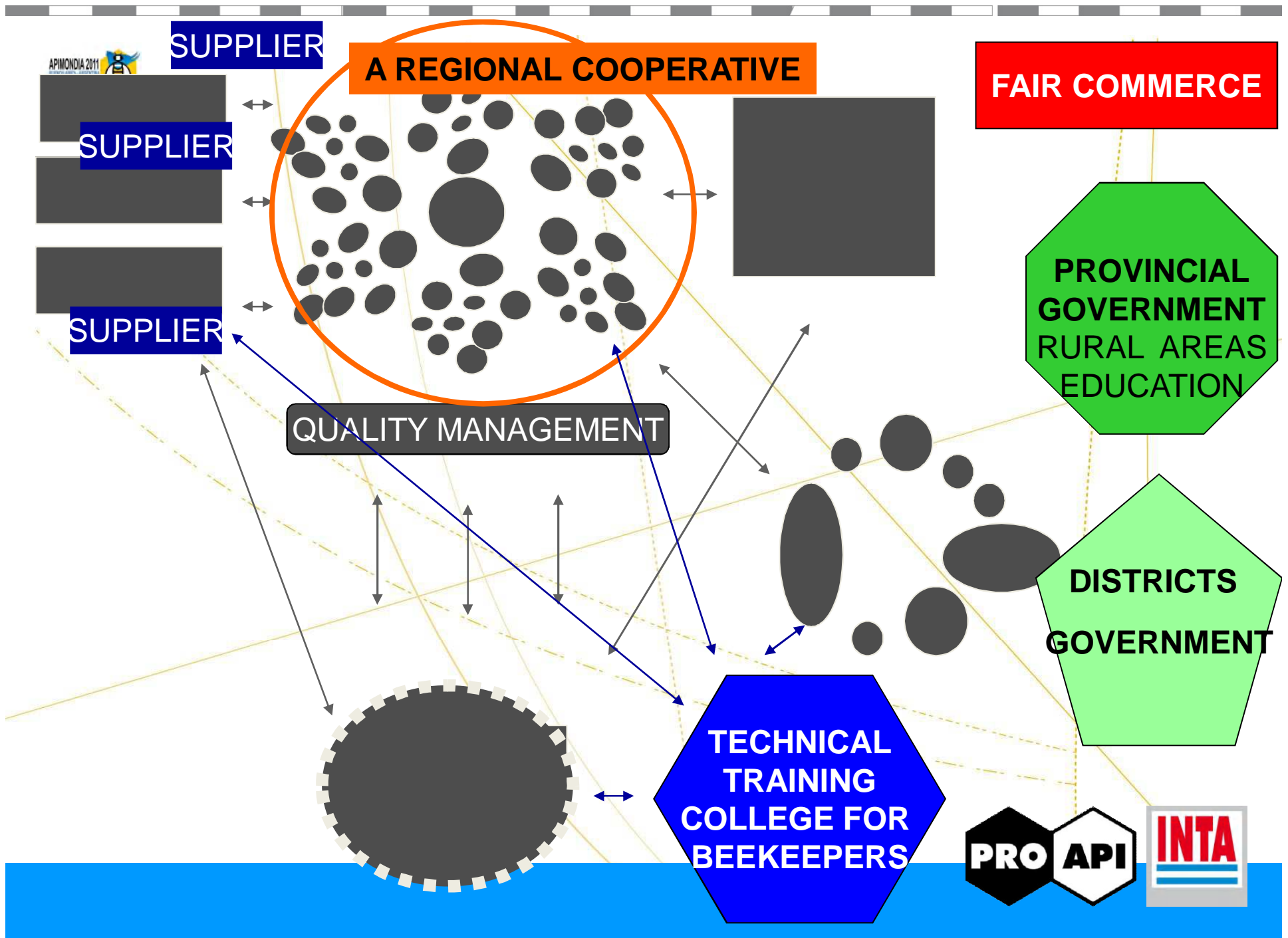
FAIR COMMERCE

SUPPLIER

SUPPLIER

QUALITY MANAGEMENT





PLANNING THE FUTURE

- INCREASE THE EFFICIENCY OF THE PRODUCTIVE PROCESSES.
- IMPROVE BUSINESS MANAGEMENT.
- STRENGTHEN ORGANIZATIONAL SKILLS .
- MANAGE THE CREATION OF THE TECHNICAL TRAINING COLLEGE FOR BEEKEEPERS.
- INCREASE THE NUMBER OF SUPPLIERS.
- ANALIZE NEW COMERCIAL OPTIONS.
- INCLUDE THIS PROJECT IN THE PROVINCIAL GOVERNMENT AND DISTRICTS.

THANK YOU!

JUAN CARLOS JUARROS
INTA LA MADRID
jcjuarros@yahoo.com.ar