

# Aboca

## 1. introduction

Aboca a commencé son activité d'exploitation agricole biologique en 1978 à partir d'une vision du fondateur, Valentino Mercati, alliant innovation et herbes médicinales. A l'origine, l'idée était de fournir aux pharmacies et herboristeries des herbes médicinales sèches. Les étapes innovatrices suivantes consistent à créer des laboratoires de recherche et d'analyse de principes actifs dans les plantes à usage médical et à produire des produits pharmaceutiques naturels autorisés en 1984 sous le nom d'"Officina farmaceutica". Entre les années 1980 et 1990, la distribution vers les pharmacies s'est étendue et en 2001, un laboratoire de recherche phytochimique a été créé. Aujourd'hui, Aboca possède 1 500 ha dont 800 dans la vallée du Tibre et 700 à Valdichiana où 70 espèces végétales différentes sont cultivées selon la méthode de l'agriculture biologique. Cette histoire peut être inspirante pour d'autres entrepreneurs car Aboca a commencé par être une petite ferme familiale dans les années 1970 et est maintenant une ferme biologique leader pour les plantes médicinales en Europe. L'idée est une possibilité de créer un district de plantes médicinales.

## 2. PROFIL DE PROMOTEUR



### Prénom

Valentino Mercati

**Nom de famille**

Mercati

**Année de naissance**

1939

**Le genre**

mâle

**Éducation**

University degree

**3. PROFIL DE LA FERME**

**Address**

Loc. Aboca, 20 52037 Sansepolcro

**Pays**

Italie

**Secteur agricole dans hectar**

1500.00

**Date de création de la ferme**

2078

**Date depuis quand le promoteur est propriétaire / loue la ferme**

sam 01/01/2078 - 12:00

NUMBER OF WORKERS	FAMILY MEMBERS	EXTERNAL WORKERS
<b>Full time</b>	890	4
<b>Part time</b>	100	0

**Description de la ferme**

The farm consists of 1,500 ha of organic cultivations of medical plants, distributed between two main bodies, Umbria and Tuscany, one in the Northern Tiber Valley and the other in Valdichiana. The original farm location was on a hill rich with spring waters, where Aboca's headquarters are still located dominating the Tiber valley below. Because of the quick development depending of the successful business many hectares of land were added in the valley, where tobacco was traditionally cultivated as monoproduction. The multiplication of medical interest species cultivation increased the biodiversity also with great advantage for the environment thanks to organic cultivations without the use of synthetic chemicals. At the same time, there was a critical point due to chemicals distributed by conventional farming in areas of proximity to Aboca's organic cultivations with risks of spraying of drift contamination. For this reason it was necessary to invest in Valdichiana with a lower impact

of intensive conventional cultivations. More recently the branch of the farm company has started swine (black swine race from Nebrodi) and bovine (Chianina race) breeding to provide company restaurant and canteens with organic meat. A restoration and reuse of old farms project, called "leopoldine", is undergoing a feasibility study in the land properties. Another recent project consists of foresting a State area in the Sansepolcro surroundings in collaboration with the Union of Municipalities to compensate for the gaseous emissions of the company car fleet.

### **Site Web et des liens de réseaux sociaux**

Website

## **4. Multifonctionnelle / agriculture durable et des paysages agricoles européens (EAL)**

### **Multifunctional & sustainable farming Key Words**

Biodiversity

Quality/Organic/Certified production

### **Texte libre**

Innovation is the key word for company vision combined with nature and organic farming. The hill and plain cultivations increased the local biodiversity experimenting with about 70 species and their adapted varieties offering the best ratio between active phytotherapeutic principles and environmental adaptation. The organic farming methodology, without the use of synthetic chemicals and GMO, has decreased gas emissions in the atmosphere and water and soil pollution. The phytochemical extracts tested in advanced laboratories and processed by pharmaceutical technologies enlarge knowledge and application range of medical plants for pharmacological purposes. The ongoing tree plantation contributes to CO2 reduction and provides natural compounds from roots adding their available phytochemical active principles to those from medical herbs. This dynamic natural context and agricultural landscape is the engine of a responsible and sustainable ecosystem combined with innovative organic farming production. The motivation, that also a small farm can become one day important in a world market, is a real case study of great importance: small farmers could follow this wave and do practical changes to protect the environment and find a new way to make farming rentable with maintaining a sustainable environment, since agricultural landscape cannot be maintained without affordability.

### **Conseils / Recommendation**

- Nature has it all, we simply have to find it, combine it in the right way, process it and preserve it by applying all the knowledge of the past and present. It is beneficial for the balance between man and nature.

- Natural substances for health are important as a technological advancement respecting man and the environment aiming for a cleaner and more protected nature.
- The planet and the future generations are in the hands of governments that should state the reduction of dangerous gas emissions and stop the use of fossil fuels in favour of renewable energy sources.
- Landscape maintenance is to be taken into account as an historical heritage, to be protected as well as a dynamic implementation of land suitable cultivations contributing to health and environment issues.

## 5. CONSIDERATIONS, compétences / compétences impliquées et requêtes / questions.

### Considérations générales

Training is essential for the innovative organic farming based company. The presence of about 70 cultivated species and a research based on such a large biodiversity have to meet a large range of competences from the field to the labs, up to processing, communication, marketing, and commercialization. This complexity brings to different kinds of training needs depending on work and relevant competences. Each person is a part of a certificated quality scheme, whatever is the process sector in which s/he is involved, from the field to the final medical product. Organic farming was the starting point for the vision and way of production for Aboca and it still provides all medical plants for extraction of active principles and ongoing research in the laboratories. People involved in organic farming cultivations are i) agronomists, with different agronomic and phytoiatric skills, ii) farmers trained for all kinds of practices as land tillage, fertilization, planting and transplanting, control of pests, cryptogames and weeds, field maintenance, harvesting, transport of products from the field to the factories, iii) workers and technicians involved in the processing phases, iv) biologists, chemical analysts and geneticists in charge of evaluating, controlling, and designing the processing planning from the field to the final products, v) central administrative and executive officers coordinating company work and actions. Communication, commercialization and marketing complete the range of needed competences. Out of the farm company there is a commercial organization based on a distribution network in the main developed markets all over the world.

<b>Strengths</b>	<b>Weaknesses</b>
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