

# Opinión y perspectiva de los productores de caña de azúcar del valle Grullo-Autlán, Jalisco, en relación a los apoyos de las organizaciones cañeras locales

*Opinion and perspective of sugarcane producers of El Grullo-Autlán Valley, Jalisco, in relation to local sugarcane organizations*

*Opinião e de perspectiva dos produtores de cana-de-açúcar Grullo-Autlan, Jalisco vale, em relação ao apoio de organizações locais cañeras*

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## Resumen

Las actividades campesinas en el valle de El Grullo-Autlán son de gran importancia para el progreso y tranquilidad social de sus habitantes, ya que los cultivos básicos son parte importante en su economía y consumo. En las últimas décadas la caña de azúcar ha jugado un papel relevante en el desarrollo de esta región dada la gran importancia de este cultivo tanto a nivel nacional, como internacional y donde la demanda del mismo es parte

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sustancial en la economía mundial. Esta actividad ha permitido detectar bajo la percepción de algunos actores (ejidatarios, ingenio, asociaciones e inclusive gobierno), situaciones que generan molestia en los mismos, malos entendidos en el accionar de la cadena productiva de la caña de azúcar reflejados principalmente en los costos de los insumos del cultivo. Uno de los propósitos de este estudio es dar a conocer el sentir y perspectiva de los productores de caña de azúcar en relación a las organizaciones cañeras locales (CNPR y CNC). Los resultados muestran como la mayoría de los productores de caña de azúcar confían en las organizaciones cañeras locales ya que reciben los apoyos técnicos y económicos de manera ágil y expedita, aun así una pequeña minoría muestra su inconformidad en cuanto a los apoyos económicos y lenta asesoría técnica, aunado a los cada vez más altos costos de los fertilizantes.

**Palabras clave:** productores, caña de azúcar, sentir, organización.

### Abstract

Farming activities in the of El Grullo-Autlán Valley are of great importance for the progress and peace of mind of its inhabitants, as the staple crops are an important part in its economy and consumption. In recent decades, sugar cane has played an important role in the development of this region, given the great importance of this culture both nationally and internationally and where demand is a substantial part in the global economy. This activity has made it possible to detect under the perception of some actors (communal land holders, wit, associations and even Government), situations that generate nuisance, bad misunderstandings in the actions of the production chain of sugar cane mainly reflected in the costs of farming input supplies. One of the purposes of this study is to present the feeling and perspective of producers of cane sugar in relation to local sugarcane organizations (CNPR and CNC, by their name in Spanish). The results show how most of the sugar cane producers rely on local sugarcane organizations since they receive technical and economic support of agile and expeditious way, yet a small minority shows their dissatisfaction regarding the economic support and slow technical advice, coupled with the increasingly high costs of fertilizers.

**Key words:** producers, sugarcane, feel, organization.

## Resumo

Atividades de camponeses no vale de El Grullo-Autlan são de grande importância para o progresso e tranquilidade social dos seus habitantes, como culturas básicas são uma parte importante da sua economia e do consumo. Nas últimas décadas, a cana tem desempenhado um papel importante no desenvolvimento desta região, dada a importância desta cultura nacional e internacionalmente e onde a demanda por ele é uma parte importante na economia global. Esta actividade tem detectado sob a percepção de alguns atores (ejidatarios, sagacidade, associações e até mesmo do governo), situações que causam desconforto no mesmo, mal-entendidos nas ações da cadeia produtiva da cana de açúcar refletiu, principalmente, os custos insumos agrícolas. Um dos propósitos deste estudo é apresentar os sentimentos e perspectivas dos produtores de cana em relação às organizações cañeras locais (CNPR e CNC). Os resultados mostram que a maioria dos produtores de cana-de contar com organizações cañeras locais e para receber apoio técnico e financeiro ágil e forma expedita, ainda uma pequena minoria mostrar sua insatisfação em relação ao apoio económico e aconselhamento lento técnica, juntamente com os cada vez mais elevados custos dos fertilizantes.

**Palavras-chave:** produtores, cana-de-açúcar, sentimento, organização.

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## Introduction

Agricultural activities in the of El Grullo-Autlán Valley are paramount in the development of this region and where you cultivate them basic play a relevant role in its economy. Stands out the cultivation of sugar cane which in recent decades has been a great rebound mainly due to the high global demand for sugar. This activity has made it possible to detect under the perception of some actors (communal land holders, wit, associations and even Government) reviews of annoyance in the actions of the production chain of sugar cane mainly reflected in the costs of farming inputs supplies. In this regard some producers complain the sugarcane organizations and point out that “*they rob them of their settlement*”

*money since in the previous harvest the cost of expenses of organization reached up to 70 pesos per ton”<sup>2</sup>.*

Problems in irrigation Scheduler and burning of cane, rises from inputs (mainly in fertilizers), thus how little advice in the management of their lands, are common comments in the hallways and in some assemblies made by producers that show their dissatisfaction in some way. This could be reflected in the work of the sugar industry local and more even when in the region are two associations of sugarcane, the National Confederation of Rural Property (CNPR by its name in Spanish) and the National Farmers Confederation (CNC by its name in Spanish), coupled with the international swing of the supply and demand of this product.

In this regard Dominguez (2005) mentions that the supply and world demand for sugar has been weakened by different situations, one of them being the surplus production from which derive both sides, one is on the same overproduction and the other is changes in habits of consumption or replacement of sugar with artificial sweeteners (syrups from corn high-fructose, aspartate, and saccharine, among others).

In addition, and with a great impact of inference, environmental factors are presented, which are and will be a strong obstacle to achieve optimum production to respond to the demand for sugar that currently exists, because at least locally, such problematic environmental will play an important role in the future mainly due to seasonality of rain loss, situation not isolated to the national e international context.

The present work shows the opinion and perspective of producers of sugarcane to support both technical, and economic that provide them with local organizations such as the Rural Property National Confederation (UNC-CNPR by its name in Spanish), the National Farmers Confederation (CNC by its name in Spanish) and the Melchor Ocampo Engenho (IMO by its name in Spanish).

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<sup>2</sup> Melchor, H. (2016). *Cede ingenio ante presión de cañeros*. El mundo de Córdoba. Tu mundo a diario. (August 11th, 2016).

*The dynamics of global and national sugarcane production*

The action of sugarcane at the global level has permeated both local and regional production. However it is the sugar production at the global level that determines the fluctuations of demand and supply of this sweetener. This world production has had a slight rebound in the last five years, which has meant that the sugar market seems to stabilize. However, if sugarcane production is added to it for other purposes, such as the production of biofuels (ethanol), this surplus could be altered, which will require more sugar production in the future to cover the Demand for both consumption and generation of such biofuels.

Recent data indicate that in the last 5 years sugar production has barely met consumer demand (Table 1).

**Table 1.** World sugar balance (Octubre-Septiembre 2014-2015)

<b>BALANCES MUNDIALES DE AZÚCAR (Octubre/Septiembre)</b>							
<b>En miles de toneladas, Tel quel</b>							
	<b>2014/15</b>	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>	<b>2010/11</b>	<b>2009/10</b>	<b>2008/09</b>
Producción	172,083	171,002	172,029	164,629	154,927	149,333	140,818
Consumo	171,463	168,368	164,292	158,060	153,254	152,122	151,626
Superávit/déficit	620	2,634	7,737	6,569	1,673	- 2,789	- 10,808
Demanda de importaciones	55,720	56,390	60,533	54,325	53,870	53,991	48,395
Disponibilidad de exportaciones	56,036	56,366	60,530	54,322	53,867	53,997	48,390
Inventario Final	79,885	79,581	76,923	69,326	62,754	61,078	63,873
Inventario/Consumo	46.59	47.27	46.82	43.86	40.95	40.15	42.13

Source: ISO. Quarterly Market Outlook –February, 2015, (citado por CONADESUCA, 2015).

On the other hand, the meteorological phenomena have played an important role, such as the dynamics of the rain when presenting years with good temps and others not so good, situation that has been reflected in the last five years with a slight increase of the Rain, which has led to fluctuations in production of sugar cane, thereby affecting supply sometimes is a little higher than demand and vice versa, coupled with the production of biofuels.

Mexico has not been oblivious to this global ups and downs of both climate and sugar production. In recent data for our country, where the situation is not very promising given the tariff costs which were reduced in imports to the United States. In the 2013-2014

cycle these imports were reduced by 96,000 metric tons (TM), which were destined to the Mexican Re-export Program (IMMEX) for products containing sugar. Deliveries for consumption were reduced by 50,000 MT after a fall in domestic end-of-season shipments. Total deliveries were therefore reduced by 156,000 MT (Riche, et al, 2014).

The same source mentions that for the period 2014-2015 the situation was no better, since for this period, Mexico's total supply increased by 71,000 tons in the initial reserves. Delivery for consumption was reduced by 52,000 MT online by the reduction made in 2013/14. Final reserves are forecast at 22% of consumption with a reduction from 11,000 MT to 936,000 MT. On the other hand, this reduction of sugar at national level has generated that the prices of this product increases year by year. This is what Zafranet (2015) points out, who comments as saying that prices in the 50 kg packages have gone up in the last four months (Graph 1).

This graph shows how sugar prices remained stable from October 2014 to June 2015, where after that date prices increased by more than 50%.

**Graph 1.** Weights per package of 50 kg in standard sugar in the last 12 months (Oct 2014-Oct 2015).



Source ZAFRANET (2015). (Consultado el 30 de Octubre de 2015)

This situation has not been alien to the El Grullo-Autlán valley, which with its agricultural dynamics represents one of its most important economic activities, where the production of basic crops (beans, maize, sorghum and rice), vegetables (melon (Orange, lime and lemon) and perennial crops such as alfalfa, sugarcane and agave in recent years (Quintero, 2003).

However, it is the sugar cane that has become very important in recent decades, due to its economic and strategic importance for regional development, given the extensive areas of soils dedicated to its cultivation, as well as the generation of jobs and income And above all to the importance of the sugar market. This sugar dynamics has allowed to detect under the perception of sugarcane producers a series of concerns, where they emphasize by means of their comments, the cost of the inputs for their cultivation, pointing out fertilizers and their land as their main concern, since According to them year after year they are getting tired. This creates in them concerns and misunderstandings that could be reflected in the functioning of the regional sugar industry.

### **Current problems faced by sugarcane producers at the national level**

Among the current problems faced by sugarcane producers at the national level are those related to the late payment of their harvest. Melchor (2016, August 11), points out that the sugarcane workers adhering to the CNC and CNPR of the Central Progreso mill, showed their disagreement based on the non-payment of the final settlement of the 2015-2016 harvest that would be 6 weeks and wanted Defer payment to 8 weeks, so they threatened to block access to workers. They point out: "We are on the laps this week and so take us, first that the payment would be by amount, then by key and at the end that by zone and it is the time that we do not receive my money, which delays work for the Next harvest ". Another noted: "We are complying with the guidelines of the sugar mill that demands quality of the sugar cane, with the delay we can not benefit the canes as it should be, we lack the resource", who added that according to the Sustainable Sugar Cane Act Sugar, the liquidation must be made 30 days after the end of the harvest. "To pay us on time each harvest is the same and it is not fair because we already deliver the grass," said another producer.

In addition to the above, another problem that also the producers face is the past due portfolio, despite the increase in the ton of sugar for the 2015-2016 harvest. Since in the case of producers supplying the "El Potrero" ", This was not enough since for their past due portfolio they do not receive reaches of the last three harvests. This is what a producer of this Ingenio says when he says: "We pay the bank 10 percent monthly if 100 thousand are 10 thousand monthly interest." "In two years of drought we lost the cane, we were left without cane only 50 tons we put in 2012-2013," said another producer. Another noted "The cane makers paid the road repair and insurance for the cutters and without scope we are in bankruptcy" (Melchor, 2016, 19 de agosto).

Another great problem is the import of high fructose. Carlos Blackaller Ayala, president of the National Cane Growers Union (UNC), says: "The Ministry of Economy ceases to import high fructose and, by blocking the sugar cane holdings , Automatically increase the price of the sweetener. " This was also expressed by producers on several occasions due to the excessive importation of corn fructose which amounts to 2 million tons (Howard 2013).

Finally, this series of problems are those that have affected sugarcane producers in the country over the last decade, which does not exclude the El Grullo-Autlán valley. Problems that still exist and that some aggravate even more day by day, as are the imports of high fructuosa that continues striking strongly to the Mexican cane field, as well as the portfolios overdue for some producers generated by a temporary evil, common situation already in our field Mexican.

### **Methodology**

A series of surveys were carried out to detect the problems announced by some sugarcane producers by means of assistance to the assemblies of the sugar cane industry. The delimitation points being the sugarcane producers of the two main confederations of this region. The National Confederation of Rural Property (CNPR) and the National Confederation of Peasants (CNC), which presented a register of 1700 members in an area



dedicated to cane cultivation of 12,000 ha. (CNPR, 2014).

In the first instance and as part of the field trips, this survey was conducted through verbal interviews with the owners of the plots in terms of their needs for advice, management, timely loans, timely irrigation and the purchase and proper application of fertilizers . In addition, surveys (10 questions considered as key) were applied to sugarcane producers belonging to the register of associations of these associations in order to detect their impressions regarding the management of sugarcane in their plots. In addition, some additional comments were made that they made through each of the sheets of the survey, glimpsing the problem to be studied.

To calculate the sample size (No. of interviews), this was done using the finite sample formula (Santos et al., 2003) a, since the universe to be surveyed was known. Each of the questions was graphed in the first instance in order to observe the frequency or recurrence of responses (Malhotra, 2008).

$$n = Z_{\alpha}^2 \frac{N \cdot p \cdot q}{i^2 (N - 1) + Z_{\alpha}^2 \cdot p \cdot q} \quad (a)$$

Where:

n = Sample size

N = Population size (potential respondents)

Z = Value corresponding to the distribution of Gaus 1,96 para a =0,05 y 2,58 para a =0,01

p = Expected Prevalence of the parameter to be evaluated.

q = 1-p (Si p=30%, q=70%)

i = An error is expected to be committed. For example, for a 10% error, we will enter the value 0.1 in the formula. Thus, with a 10% error, if the estimated parameter is 80%, we would have a 95% confidence (for a = 0.05) that the actual parameter is between 70% and 90%. We see, therefore, that the total amplitude of the interval is twice the error that we introduce in the formula

The information was systematized and ordered to then apply the statistical analysis of the responses provided by the producers, taking into account the 9 of the 10 questions, since question 5 did not enter the statistical analysis because it is an open question. Resulting in a total of 261 interviews, with a confidence margin of 90%.

The answers of the 9 questions were analyzed in the 15.0 Statistical Package for Social Science (SPSS), and together with the verbal interviews and the statistical analyzes allowed to determine the relations with respect to the provided answers.

**Results**

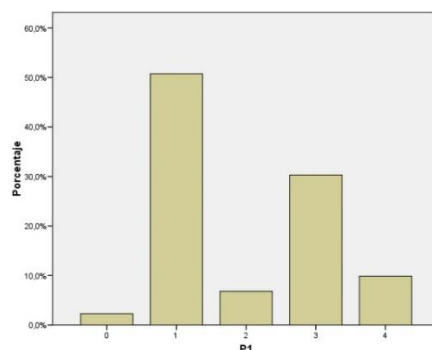
The following points deal in a graphical, descriptive and statistical way the detection of the problem through the sentiment of sugarcane producers in the valley of El Grullo-Autlán.

**Descriptive graphic analysis**

Why grow sugar cane and not other crops like corn, wheat, sorghum, etc.? (P1)

With respect to this question, there were 5 options of answer, being these: 0) No answer; 1) Leave more (\$) the cane; 2) I have never sown another crop other than cane; 3) For cane if you support me to sow; 4) Here it lends itself more to the cane. In this regard, the graph shows how the sugar cane producer points out his feeling and preference for planting this crop by pointing out that he leaves more than others, and that they feel in a certain way "sheltered" by the "Melchor Ocampo" sugar mill, indicating For this, that for this crop "yes is supported" with more facility than for others. (Graph 2).

**Graph 2.** Responses from sugarcane producers in the El Grullo-Autlán Valley to the question: Why grow sugar cane and not other crops like corn, wheat, sorghum, etc.? (*p1*)



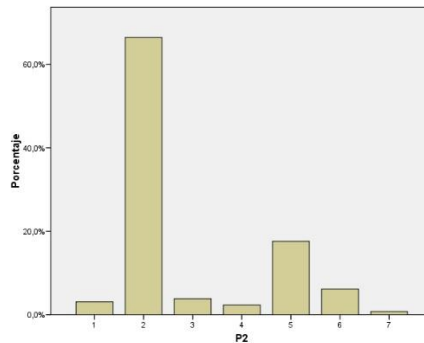
In the previous graph (2), it can be observed that more than 50% of the respondents indicated that sugarcane cultivation leaves them more (economically speaking), together with a little more than 30% stated that support for Sowing of this crop are more fluid to support them more.

The problem with my cane is ...? (P2)

This questioning was based on 5 types of response: 1) Fertilizer in time; 2) Expensive fertilizer; 3) Water on time (irrigation); 4) They do not advise me and 5) My floor is exhausted. 6) More than one answer and 7) More than two answers, with the purpose of rescuing the problem raised previously by verbal way in some problems with the handling and production of sugar cane. The results show how sugarcane producers state that one of the main problems at the time of preparing their plot is the fertilizer, since this is too expensive which greatly reduces the possible gain that could be had (Graph 3) .

In addition, they consider that one of the main decreases in the production of sugarcane is because their soils are depleted, a situation that is very much related to the management of the same and a possible application of organic fertilizers as an alternative to enrich the Soil of their plots and mitigate fertilizer costs.

**Graph 3.** Answers from sugarcane producers in the El Grullo-Autlán valley to the question: The problem of my sugarcane is ... (P2)



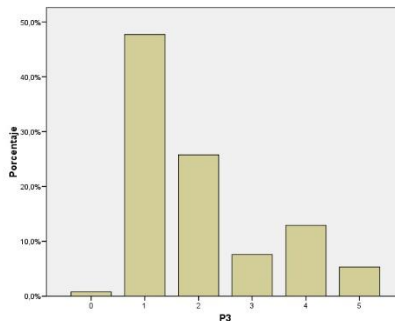
More than 60% of respondents point out that fertilizers have risen in recent years, and about 20% are concerned that their soils are depleted from harvest to harvest (Graph 3).

Are the timing of the risks for your plot adequate? (P3)

For these questions the following responses were used: 1) Strongly agree; 2) Agreed; 3) Indifferent; 4) Disagree and 5) Strongly disagree. In this respect, more than half of the respondents indicated that there is no problem with the scheduling of irrigation, to this is added that another good part of the same said that they were well, reason why it is possible to be affirmed that the majority of the producers are of Agreement in said irrigation calendars, that is, that the availability of water is adequate (Graph 4).

However, it should be noted that a small part expressed disagreement with the scheduling of irrigation, so it would be good to investigate what is happening with these people to lessen their problem and give a possible solution.

**Graph 4.** Responses from the sugarcane producers of the El Grullo-Autlán valley to the question: Are the timing of irrigation for your plot adequate? (*P3*)



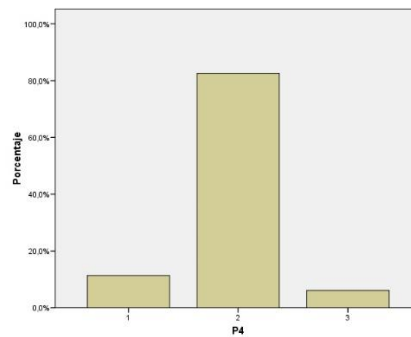
About 50% of the respondents indicated that they had no problem with the irrigation schedule, since it left them totally satisfied, but if we add that another 25% said they were satisfied, it can be said that about 80 % Of respondents have no problem with this agricultural work. However, it is good to note that slightly more than 10% shows a nonconformity with them (Graph 3).

Do you have problems financing your crop? (P4)

In this respect 3 types of response were given as options: 1) Yes; 2) No and 3) More or less. Most of the interviewees pointed out that they have no problem with this economic part, however there is a small minority that shows if they have this concern (Graph 5). In this respect a minority of producers state:

*The inputs are very expensive and the expenses of organizations too, so we have nothing left*  
*Credits never arrive on time and hockey money*  
*The price is cheap and just goes out for fertilizers*

**Graph 5.** Responses from sugarcane producers in the El Grullo-Autlán valley to the question: Do you have problems financing your crop? (P4)



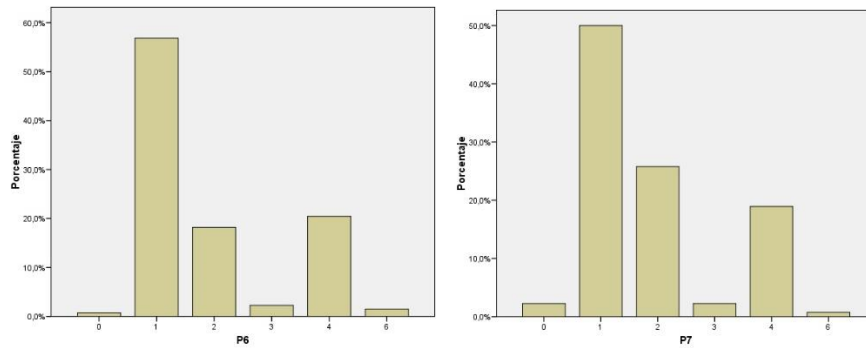
There are undeniable some nonconformities shown. However, more than 80% of the interviewees indicated that they did not have problems with the financing for their cultivation. On the other hand, there is a 10% that does not agree with this situation (Graph 5).

Who gives you the funding? And which grants the best funding? (P 6 and 7)

With respect to these two questions (6 and 7 of the survey), whose response options were: 0) No response; 1) Wit; 2) Caja Popular; 3) Bank and 4) Particular: the responses indicate that more than half consider that the "Melchor Ocampo" Ingenio through the Cañeras

Associations, grant the financing and that this organization manages the best credit options. However, the regional Caja Popular is another very good option for this purpose, having as its third option the particular way.

**Graphs 6 y 7.** Responses from the sugarcane producers of the El Grullo-Autlán valley to the questions: Who gives the financing? (P6) And Which grants the best funding? (P7).

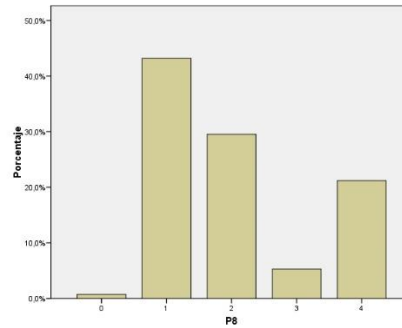


The Ingenio is considered in more than 50% as the best option to grant financing, as well as the best financing. Being the regional Caja Popular the other option with about 30% (Graphs 6 and 7).

Based on the previous answer Why do you think this is the best source of funding? (P8)

In this respect they were given the option of 5 types of response: 0) No response; 1) Because it charges me less interest; 2) Because it gives me the easiest credit; 3) Because it does not bother me so much because I owe little and 4) Because it is the best. The opinion of the interviewees was strong in stating that interest is lower with Ingenio's loans, together with the fact that credit is facilitated and considered to be the best option.

**Graph 8.** Responses from the sugarcane producers of the El Grullo-Autlán valley based on the question: Why do you consider this to be the best source of funding? (*P8*)

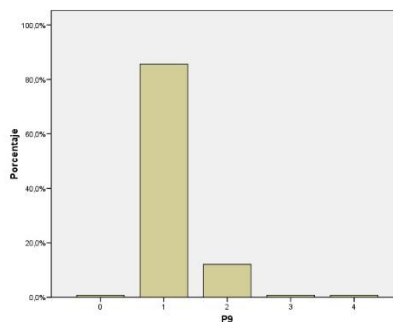


More than 40% of the respondents consider the support of the "Melchor Ocampo" sugar mill as fundamental for the cultivation of sugar cane, since it charges them less interest, as well as giving them credit more easily (30%). Coupled with what they think is the best option (20%) (Graph 8).

Is the support of the Cañeras Associations important for planting your cane? (*P 9*)

To this questioning whose response options were: 1) Totally agree; 2) Agreed; 3) Indifferent; 4) Disagree and 5) Strongly disagree. The bulk of the responses indicated that the support of the Cañeras Associations is very important for the sowing of their cane.

**Graph 9.** Responses from the sugarcane producers of the El Grullo-Autlán valley to the question: Is the support of the Cañeras Associations important for the sowing of its sugarcane? (*P9*)

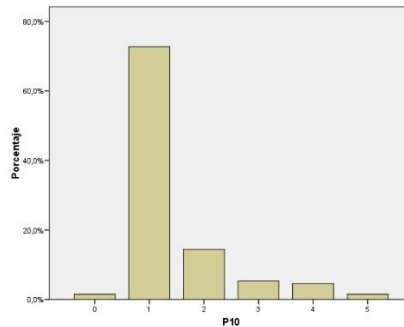


More than 80% of the respondents said that the support of these Associations has been an important factor in the planting of their cane, but if we add the other 15% of those who agree, then it can be said that 100% % States that Associations are an important factor in cane cultivation in this region (Graph 9).

Do you receive agricultural support from the Associations on time? (P10)

Based on support responses: 1) Strongly agree; 2) Agreed; 3) Indifferent; 4) Disagree and 5) Strongly disagree. The majority of respondents said that if they receive the support on the part of the Associations in time. If we add that about one-seventh is also in agreement with this support, compliance is further increased by the cane producers of this valley.

**Graph 10.** Responses from the sugarcane producers of the El Grullo-Autlán valley to the question: Do you receive agricultural support from the Associations on time? (P10)



It can be observed that more than 70% of the respondents indicated that they fully agree to receive the support from the Cañeras Associations in a timely manner, which together with 15% of those who agree, the level of confidence of the producers These Associations amount to more than 80% (Graph 10).

**Statistic analysis**

The next point deals with the statistical analysis of the data, as well as some additional comments made by some of the producers. In this respect, the non-parametric chi-square test ( $X^2$ ) with the purpose of detecting the confidence level of the respondents'



responses. This analysis revealed statistically significant differences ( $p < 0.05$ ) in the producers' responses to the questions raised (Table 2).

**Table 2.** Statistical results (Chi-cuadrada  $X^2$ ) of the responses provided by sugarcane producers in the El Grullo-Autlán valley

	P1	P2	P3	P4	P6	P7	P8	P9	P10
Chi-cuadrado(a,b,c ,d)	108,455	307,863	120,909	144,591	183,636	147,818	80,273	361,485	307,545
G1	4	6	5	2	5	5	4	4	5
Sig. asintót.	<b>0.001</b>	<b>0.001</b>	<b>0.001</b>	<b>0.001</b>	<b>0.001</b>	<b>0.001</b>	<b>0.001</b>	<b>0.001</b>	<b>0.001</b>

The table above shows the level of confidence in the responses of the producers interviewed. Based on this analysis, it can be noted that the sugarcane producers of the El Grullo-Autlán valley sow this crop because from their perspective it leaves them more than other crops, they do not struggle with the supports, together with their product has the market Directly through grinding in Ingenio and under an agreement of its members.

However, when asked what was the problem with their cane, they mention that the fertilizer, since each day is more expensive for them, together with another good part said that their soils were running out crop after harvest. This situation leads us to investigate this problem, perhaps not so much with the costs of fertilizers, but to observe in the first instance that it is happening with its soils through alternating studies of this type (perhaps every five years), as well as advice on The use of organic fertilizers to mitigate in some way and in the long term the continuous use of fertilizers, which would be handled as a complement and not as a substitute for one another (Sandoval and Sepúlveda, 2012). But it is good to mention that some producers interviewed (a minority), expressed discomfort within the agricultural dynamics of this valley with these Associations Cañeras. In this respect and in relation to question No. 5: Do you have problems for the financing of your crop ?, which did not enter the process of statistical analysis, since it was an open question, you have the following (Table 3):

**Table 3.** Answers provided by sugarcane producers in the El Grullo-Autlán valley to question 5: Do you have problems financing your crop?

No. De encuesta de acuerdo a la sistematización de los datos	Respuesta del encuestado
2	<i>“Los insumos están bien caros y los gastos de organizaciones también, entonces no nos queda nada”</i>
8	<i>“El Ingenio no quiere apoyar”</i>
13	<i>“El dinero a veces se tarda y hay que conseguir por otro lado con más costo”</i>
20	<i>“Los créditos nunca llegan a tiempo y jinetean el dinero”</i>
23	<i>“Hay poca ganancia y mucha inversión”</i>
24	<i>“El (Ingenio), solo financia su cultivo”</i>
25	<i>“porque pide crédito”</i>
36	<i>“Altos intereses de mi dinero”</i>
44	<i>“Los créditos se tardan mucho y nuestro cultivo se atrasa”</i>
50	<i>“Las liquidaciones las pagan muy tarde y tengo que conseguir para volver a financiar mi cultivo”</i>
62	<i>“Intereses caros”</i>
78	<i>“Porque si pedimos crédito el interés es alto y no recibimos apoyo del gobierno”</i>
88	<i>“Porque es poco y no alcanza para pagar riegos y porque es riego por bombeo”</i>
107	<i>“No me alcanza lo que gano para solventar el cultivo”</i>
175	<i>“El precio es barato y apenas sale para los fertilizantes”</i>
242	<i>“No llega a tiempo”</i>

The table above shows how some producers point out the high costs of the fertilizer as its problem, as well as the delay of the support to solve the crop implementation.

The results show in general how the Sugar Cane Associations did not present as a problem for most sugarcane producers, since the support of these organizations has been fundamental for the producers to carry out the good management of their sugarcane crops. Sugarcane by sowing and buying your product. Likewise, the management of the credits by these Organizations with the granting of the same, have been fluid and expedited at the moment of their request.

## CONCLUSIONS

The general feeling was positive towards the sugarcane organizations and Ingenio Melchor Ocampo. Since in relation to credit support the producers stated that these associations have been important in the implementation of their cultivation, as well as the timely delivery of the requested credits. They also state in their majority that agricultural advice has been timely and expeditious, so they have not seen it as a problem for them.

On the other hand they indicate in more than 80% that the irrigations so far have been punctual. Not so the part of fertilizers that directly influences their soils, of which they indicate that every day they go more to the rise, reducing even more its economy. In this respect, some of the problems manifested by the farmers of the two main sugar cane organizations in this valley are the depletion of their soils crop after harvest as well as the humidity factor as the main problems they face year after year.

In general, it can be mentioned that both the Sugarcane Associations and Ingenio Melchor Ocampo (IMO), were not presented as a problem for most sugarcane producers, since the support of these organizations has been fundamental to lead to Good management of their sugarcane crops. Likewise, the management of the credits by these Associations with the granting of the same, have been fluid and expedited at the moment of their request.

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