| Туре | Archetype                     | Demographic data        | Behaviour data                    |
|------|-------------------------------|-------------------------|-----------------------------------|
|      |                               |                         | Currently he owns                 |
|      |                               |                         | approximately 60 hectares, of     |
|      |                               |                         | which a significant fraction      |
|      |                               |                         | present the disease, to solve     |
|      |                               |                         | this problem, he uses products    |
|      |                               |                         | that either result ineffective or |
|      | Omar Quintana                 | Age: 36 years old       | are very expensive.               |
|      | Technician expert in crops.   | Chihuahua, Chihuahua,   |                                   |
| Α    | Crops: Apple                  | México.                 |                                   |
|      |                               |                         | He has a large number of          |
|      |                               |                         | hectares, which are moderately    |
|      |                               |                         | impacted by the fire blight. The  |
|      |                               |                         | way he solves this problem is     |
|      |                               |                         | by implementing the same          |
|      |                               |                         | homemade methods,                 |
|      |                               |                         | inefficient when speaking of      |
|      |                               |                         | absolute eradication of the       |
|      |                               | Age: 40 years old.      | problem. Open to try out an       |
|      | José Talamantes               | Cuauhtémoc Chihuahua,   | alternative solution to this      |
| В    | Fruit producer.               | México.                 | issue.                            |
|      |                               |                         | "La Norteñita" is a Mexican       |
|      |                               |                         | corporation, and it is            |
|      |                               |                         | recognized by its global          |
|      |                               |                         | prestige and leadership in the    |
|      |                               |                         | apple industry, being the top     |
|      |                               |                         | producer of latin America. La     |
|      |                               |                         | Norteñita being an innovative     |
|      |                               |                         | company by excellence is          |
|      |                               | Operating since: 1950.  | always looking for new efficient  |
|      | //1 A1 . W1. #                | Founder of              | and profitable solutions          |
|      | <b>"La Norteñita"</b> Mexican | "Grupo norteñita": Dons | against the fire blight disease.  |
| С    | corporation.                  | Salvador Corral Piñón   |                                   |