



Science For A Better Life

Working together
for the **best** possible
quality



food chain partnership



The Chilean Table Grape Project



How it all started

Chile is the main table grape producer and exporter in the southern hemisphere. The main destination markets in recent years for Chilean grapes have been European countries, the United States and countries in South-East Asia. It is very important for the consumers in these markets that the table grapes have a consistently high quality, are safe to eat and are sustainably produced. Authorities and the private sector have therefore established high standards that require producers and exporters to maintain the respective high quality levels.

More than two years ago during the Asian Fruit Logistica in Hong Kong, Global Fruit Point, a German importer for overseas products, came across Bayer CropScience and got to know about the Food Chain Partnership concept. Exchanging on collaboration opportunities, Global Fruit Point introduced Hacienda Chorombo, a table grape producer in Chile, in order to jointly manage the required quality standards in table grapes exported to Europe.

What we aim to achieve

The aim is to produce a high-quality grape that is safe for the consumer. The final purpose of lowering the residue levels without affecting the quality of the fruit will be addressed by applying a customized crop protection program and an optimized use of the crop protection products according to the established principles for sustainable farm management as well as pest and disease management.

Who is involved

Hacienda Chorombo is one of the leading Latin American companies in the food industry and located in the central region of Chile. This is a very advantageous area logistically speaking, since it is only hours away from the main ports in the central region, Valparaiso and San Antonio. Hacienda Chorombo produces table grapes for export, olive oil and other farm goods. Their table grapes are mainly exported to European markets and to the United States.

Global Fruit Point GmbH, a company founded in 2006 close to Hamburg in Northern Germany, is an importer and distributor of fresh fruits from all over the world with a strong focus on overseas produce. A basic principle of Global Fruit Point is the close cooperation with their growers in the producing countries. They have specialized, amongst other things, in direct imports from Chile. As Global Fruit Point mostly supplies German retailers, GLOBALGAP certification, specific residual requirements and the traceability of all products are mandatory.

Bayer CropScience Chile contributes with innovative and sustainable crop solutions to produce safe and high-quality table grapes. Bayer CropScience supports the growers with a strong and balanced portfolio of products as well as services that are tailored to the growers' needs and add value to table grape production.



The comprehensive solution

The project began by identifying the needs and interests of everyone involved, where communication and flexibility were fundamental for establishing optimal operational networks. One of the first aims was to develop a crop protection program that was focused on the main problems of Chilean table grapes and would come up with the best Integrated Crop Management solutions. This program deals with all the eventual threats from pests and diseases during the production period that could have a negative impact on the quality of the grapes.

Bayer CropScience implemented the “Monitoring Agronomic Service” to monitor the main phytosanitary problems in the growers’ vineyards. This helps to determine the population dynamics and mitigation tools as well as to properly control pests such as *citrophilus* mealybugs and mites, as well as diseases like powdery mildew, gray mold and sour rot of grapes. In this way, the crop protection products can be used in an optimal manner with only treatments that are really necessary being applied, and that at the right time. This ensures maximum efficacy against pests and diseases, a minimal impact on the beneficial fauna and lower levels of residues at harvest.

The producers, for their part, have to inform Bayer CropScience and Global Fruit Point about the results of the residue analysis that are needed for the GLOBALGAP requirements. These analyses have to be carried out in accredited laboratories and in accordance with Bayer CropScience’s requirements. The information obtained this way is both trustworthy and quickly available, which is very important. In the end, after all these joint efforts, the results achieved led to increased confidence in the production and trading of Chilean table grapes.

What we achieved

Hacienda Chorombo and Bayer CropScience Chile have been able to maintain very good and effective communication throughout the development of the project, thus building up an excellent relationship that has made the development of the project easier. The results have provided Hacienda Chorombo and Global Fruit Point with clear benefits, such as grapes of excellent quality that meet the residue requirements of the export market.

Next steps

The involved partners have agreed to intensify the established collaboration through an ongoing exchange of expertise in order to fulfill the retailers’ quality requirements.



left:
Vicente Bravo
Food Chain Manager
of Bayer CropScience Chile

right:
Alfonso Acevedo
Agricultural Manager
of Hacienda Chorombo

food chain partnership



Consumers are becoming increasingly conscious of the need for healthy nutrition. Food Chain Partnerships help to supply consumers with high-quality fresh produce, which forms the basis of a healthy diet. But such partnerships can only succeed if they involve every player in the food chain – from the farmer and processor to the exporter or importer and retailer. Bayer CropScience has the global experience and cutting-edge expertise to create a successful partnership at every level.



Bayer CropScience

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