



Science For A Better Life

# Collaborating for sustainable grape production



food chain partnership



## How it all started

Chile is the main table grape exporter in the southern hemisphere with approximately 50,000 hectares planted. The focus of table grape production is on exports to the rest of the world. The main export markets require high-quality and healthy table grapes that comply with the standards set by public authorities and private companies, mainly in the United States, Europe, the Far East and Latin America. Public authorities and the private sector have currently established high requirements towards producers and exporters to maintain high quality standards.

Not only the supermarkets distributing these grapes but also consumers demand that the products they receive are of high and safe quality and are also produced in a sustainable manner. For the latter reason, Santa Elena initiated a program in 2008 to increase the safety and sustainability of their table grape production process and meet their customers' requirements. Bayer CropScience has been Santa Elena's preferred partner in tackling this objective.

## What we aim to achieve

The aim of this Food Chain Partnership is to sustainably produce high-quality table grapes that meet the export market's requirements. This is to be achieved by applying a farm protection program that optimizes the use of crop protection products according to the established principles for comprehensive farming management and comprehensive pest and disease management with the ultimate objective of reducing residue levels as much as possible without affecting the quality of the fruit, and at the same time making production more sustainable.

## Who is involved

**Santa Elena** is one of the main table grape export companies in Chile, producing and exporting table grapes since 1980. They benefit from an excellent team of technicians, constantly supervising and controlling every step in the production and export chain. This allows Santa Elena to guarantee the excellent quality, safety and long shelf life of their grapes.

**Bayer CropScience Chile** strives to promote and tailor sustainable crop solutions combining innovative crop protection products and services that add value to the production and trading of Chilean table grapes.



## The comprehensive solution

One of the first aims was to jointly develop a crop protection program that focuses on the main challenges facing Chilean table grapes and proposes the best possible Integrated Crop Management (ICM) solutions.

The Bayer CropScience experts implemented a so-called Monitoring Agronomic Service to monitor the main phytosanitary infestations in Santa Elena's vineyards. This helps to determine the population dynamics and mitigation tools in order to properly control the pests affecting table grapes, such as citrophilus mealybug and flat 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 the treatments that are really needed being applied – at the right time and in the right doses. Besides achieving maximum efficacy against the pests and diseases, this approach controls plant protection residues at harvest, while at the same time safeguarding the beneficial fauna and ensuring safer applications for the farmer.

Furthermore, producers are obliged to inform Bayer CropScience and the table grape importer of the results of the residue analysis, which is needed to satisfy Global GAP requirements. These analyses must be carried out in accredited laboratories and in accordance with Bayer CropScience's standards.

## What we achieved

Santa Elena has been very satisfied with the support provided by experts from Bayer CropScience during the entire project. Step by step, an excellent relationship has been built up and that has positively influenced the favorable development of this Food Chain Partnership project. Santa Elena also saw clear benefits for everyone involved, since the final result was high-quality grapes and excellent management of residues at harvest time.

The concept of sustainability incorporates economic, environmental and community aspects, and this Food Chain Partnership project increases sustainability in these areas – as well as improving the health and quality of the grapes. Therefore, the established cooperation will increase measures to enhance the sustainable table grape production in all three pillars.



**left:**  
**Vicente Bravo**  
**CRM & Food Chain Manager**  
**of Bayer CropScience Chile**

**right:**  
**Gonzalo Tocornal**  
**Marketing Director**  
**of Santa Elena**

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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