



Science For A Better Life

Sustainable table grape production for export markets



food chain partnership



How it all started

Chile is the main producer and exporter of fresh table grapes in the southern hemisphere. In recent years, the most important destination markets have been Europe, the United States and countries of Southeast Asia. Chilean fruit is produced according to the highest quality demands of consumers, and strict food safety measures are taken into account during the production process, in order to meet consumers' high expectations.

In 2010, Unifrutti contacted Bayer CropScience to jointly work in a Food Chain Partnership project in order to further optimize the sustainable production of table grapes. Bayer CropScience was chosen as the preferred partner, because of the company's commitment to sustainable agriculture in the frame of the business model Food Chain Partnership, as well as the success of various existing table grape projects in Chile.

What we aim to achieve

The aim in this Food Chain Partnership is to produce grapes of excellent quality for export that comply with the current safety demands. This should be achieved by applying a farm protection program through optimization of the use of plant protection products, according to the established principles for comprehensive farming management and also comprehensive pest and disease management. One important goal is to optimize the use of plant protection products without affecting the quality of the fruit and, at the same time, making production more sustainable.

Who is involved

Unifrutti Traders Ltda. is a Chilean agricultural company that was established in 1983 by Guido De Nadai. Unifrutti is the second-most important fresh fruit exporter in Chile and belongs to the Nadai International Group with its head office in Dubai. The Unifrutti Group operates worldwide; in Chile they are located between Copiapó and Los Angeles with mainly their own production facilities and some from third parties. Unifrutti's commitment to its customers is to supply them with the highest quality fruit, carefully selected in terms of hygiene, health and social responsibility. All of the packing houses have been certified and comply with the very demanding HACCP and BRC protocols of the Food Protection Program. Main export markets for Unifrutti are in Europe, Latin America, North America, the Middle and Far East. The most important export commodities for Unifrutti are apples, grapes and pears.

Bayer CropScience Chile offers innovative and sustainable solutions generating added value for Chilean table grapes in their export markets. Bayer CropScience can satisfy producers' needs thanks to a strong and balanced portfolio of crop protection products plus services and with well-trained professionals who can advise the producers through the entire grape production process.



What we achieved

The results achieved consolidated the confidence felt by all food chain partners in the production of these table grapes. Consumers can now be assured that these Chilean table grapes have been produced with the help of two companies committed to sustainable agricultural principles.

The strong relationship that already exists between Unifrutti and Bayer CropScience – with tangible benefits for both parties – was a natural consequence of the on-going collaboration to improve the quality of these table grapes.

Bayer CropScience has been seen to be a leading provider of innovative solutions, paying special attention to sustainable agriculture and strengthening market interrelationships by complying with international security standards and creating added value for all food chain partners.

The sustainable solution

The sustainable solution of this Food Chain Partnership compiles best practices of table grape production, including minimization of the application number of plant protection products, and the use environmentally friendly crop protection products, which are safe for the applicators and the environment. To achieve this, one of the first steps was to develop a plant protection program focusing on the main problems of Chilean table grapes and proposing the best possible solutions in line with Integrated Crop Management (ICM) principles. This program deals with all of the eventual threats from pests and diseases during the production, which can negatively impact the quality of table grapes.

Bayer CropScience's professionals implemented their Monitoring Agronomic Service for the main phytosanitary problems in Chile's vineyards. This helped determine the population dynamics and mitigation tools or properly control pests such as mealybugs and mites, as well as diseases such as powdery mildew, gray mold and sour rot of grapes. This enabled crop protection products to be used in an optimal manner, with treatments that were only strictly needed being carried out at the right time. It was thus possible to achieve maximum efficacy against the respective pests and diseases with only a minor impact on beneficials.

Parallel to this, table grape producers informed Bayer CropScience and buyers about the results of residue analysis needed for GLOBALGAP requirements. These analyses were carried out in accredited laboratories and in accordance with Bayer CropScience's principles. The information obtained this way was trustworthy and available fast, which is very important.

Next steps

The success of this program will lead to an extension of Food Chain Partnership to further fruits such as apples and pears, and thus reinforce customer and consumer confidence in all fruits sold under the Unifrutti brand label.

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

right:
Franco Pavani
Grapes Manager
of Unifrutti Traders Ltda.



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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