



“The Citrus King of Almeria”

Endless hours of sunshine combined with extensive fruit farms – this is Almeria (Spain), the paradise of citrus fruits. Gregorio Aznar’s family farming business Antas Export is situated in the heart of Andalusia. However, it has to face the challenge of water scarcity. Bayer’s Food Chain Partnership focuses on improving resource efficiency in agriculture such as water supply. Another aim is to increase agricultural productivity in a sustainable manner so that Antas Export can meet the demands of its customers.



Antas Export is a classic family business and started partnering with Bayer in its Food Chain Partnership initiative in 2014. The Andalusian company grows citrus fruits such as lemons, oranges and clementines. Currently, Antas Export is farming 300 hectares. Their main export market is Europe to countries such as Germany and Italy. “It is a small business but we do quite a lot”, Gregorio Aznar says proudly. “Bayer helps us implement sustainable practices and produce high-quality food”, he adds.

What are the benefits of Bayer’s Food Chain Partnership? The business model was developed by Bayer CropScience in order to help growers, traders, processors and retailers work together on integrated crop solutions according to sustainable agricultural principles. Bayer CropScience aims to bring together the partners along the food chain. “Customers appreciate high-quality, sustainably grown fruits, and it is our goal to meet their demands”, Gregorio Aznar explains. “European standards are very high and we need to compete effectively. Additionally, we are benefiting from the new public attention thanks to the partnership”, he explains. Bayer CropScience can look back at 10 years of successful Food Chain Partnership management. Their projects guarantee safety, quality, yield and traceability.

Water management

Since Almeria lies in a very dry region, Antas Export faces the challenge of growing with little water. Bayer’s Food Chain Partnership supports the company in using better irrigation technology. In its various projects, Bayer CropScience offers customized, integrated solutions based on high-quality seeds, effective chemical and biological crop protection products, and complementary services as well as





expertise in environmental protection, efficiency and safety. These integrated crop solutions are backed by proactive stewardship measures in order to ensure product integrity, safety of people, and environmental preservation.

Delivering innovative solutions to further promote sustainable agriculture and educating farmers are the goals of nearly 70 Bayer CropScience Food Chain Managers. They are working in 30 countries around the world, focusing on 40 different crops, but mainly fruits and vegetables. The Food Chain Partnership initiative is currently being extended to broad-acre crops such as oilseed rape, wheat and rice. "We work closely with the managers; they visit our farm regularly and give us good advice. By now, they're almost part our family", Aznar says.

Measuring success

Tools like the Sustainability Radar System give Antas Export the opportunity to measure its success. The Andalusian company can identify where it has improved its agricultural practices and if it is on the right track to becoming a successful sustainable farming business. Thus, the employees of Antas Export can also improve their work and monitor progress.

Gregorio Aznar is very optimistic about the future and success of Antas Export. Currently, he is making new plans: "We are planning to expand our farmland and looking for new export markets".



About Antas Export

Antas Export has been growing fruits since 1999. The company is based in Almeria, South East of Spain. It is a family business and supplies domestic and foreign markets with fruits such as lemons, oranges and clementines. Antas Export employs around 90 people. Every year the company produces 12 to 14 thousand tons of citrus fruits.

Antas Export started partnering with Bayer in its Food Chain Partnership initiative in 2014.





Food Chain Partnership and Antas Export

The task:

Antas Export was looking for solutions that support the company in becoming more sustainable and to provide its customers with healthy and high-quality food.

The solution:

Antas Export partnered with Bayer in its Food Chain Partnership initiative in 2014.

The Andalusian company benefits from customized, integrated solutions based on effective chemical and biological crop protection products, and complementary services as well as expertise in environmental protection, efficiency and safety.

The advantage:

Food Chain Partnership offers growers, traders, processors and retailers the possibility to work together on integrated crop solutions according to sustainable agriculture principles. This enables Antas Export to produce high-quality and affordable fruits in a sustainable manner, which in turn helps to increase the demand for its products.

