



# In the highlands of Guatemala

*Green mountains, high valleys and broad streams as far as the eye can see. The family farming business Siesa is located in Guatemala's western highlands, perhaps the most beautiful and captivating part of the country. However, working in this region can be very challenging because of its six rainy and six dry months every year. With the help of Bayer and its Food Chain Partnership, Siesa has become a top producer of legume crops on a global scale.*

Siesa is a first-generation family business that started partnering with Bayer in its Food Chain Partnership initiative in 2008. The Guatemalan company mainly grows legumes such as mangetout peas, sugar peas and runner beans. Currently, Siesa farms 150 hectares of land. In addition, it works with another 14 growers who cover 750 hectares. Siesa supplies markets in North America and Europe, especially the United Kingdom, with fresh produce. "We export about 90 percent of our products to foreign markets and are more than happy about the high demand," comments production manager Edgar Garcia. The Food Chain Partnership is an innovative business model developed by Bayer. Growers, traders, processors and retailers work together on



integrated crop solutions following sustainable agricultural principles for the benefit of everyone involved: these solutions consist of high-value vegetable seeds, chemical and biological crop protection products, services and expert advice. The use of tailor-made integrated solutions enhances quality and yield while supporting the safe use of crop protection products. Fruit and vegetables become more traceable, enabling consumers to follow the exact path the produce has taken from the farm to the retailer's shelf. However, increased quality also increases the need for more quality standards and





certification schemes. Edgar Garcia is very familiar with this fact: "Every year, the requirements of the export markets get higher. Bayer is an excellent partner which supports us in complying with specific certification schemes such as GlobalG.A.P."

## Cultivation



Siesa's success story is based on hard work. "We mainly grow legumes, and due to the lack of crop rotation, we suffer from pests and diseases," says Edgar Garcia. In this case, Bayer offers customized, integrated solutions based on high-quality seeds, effective crop protection products, and complementary services and expertise in environmental protection, efficiency and safety. "Bayer supports us throughout the whole process: from training to the application of crop protection products," explains Edgar Garcia. Bayer's integrated crop solutions are characterized by proactive stewardship measures in order to ensure product integrity, protect people and preserve the environment.

## Certification

Bayer's Food Chain Partnership aims to bring together partners along the food chain and attaches importance to certification schemes. By now, Siesa has received three certifications: GlobalG.A.P., Tesco Nurture (refers to Tesco supermarkets in the United Kingdom) and From Field to Fork by Marks & Spencer. "It is indispensable to establish alliances with partners that support us in fulfilling the quality requirements demanded by our customers. In this way, we can produce high-quality food in a sustainable manner," Edgar Garcia says.

Even with his success, production manager Edgar Garcia remains ambitious: "Siesa is continuing to grow with the help of the Food Chain Partnership. Currently we are making new plans to expand our export activities."



## About Siesa

Siesa has been growing legumes since 1987. It is one of the leading agro-exporters in Guatemala. Siesa started partnering with Bayer in its Food Chain Partnership initiative in 2008. The family company supplies legumes mainly to foreign markets but also to domestic markets. In the high season from November to May, Siesa employs up to 400 people. Every year the company produces 5,000 metric tons of legumes.





## Food Chain Partnership and Siesa

### The task:

Siesa was looking for solutions that support the company in becoming more sustainable and supplying its customers with high-quality food.

### The solution:

Siesa partnered with Bayer in its Food Chain Partnership initiative in 2008. The Guatemalan company benefits from intensive training in good agricultural practices and technical recommendations in order to achieve the best possible quality.

### The advantage:

The Food Chain Partnership offers farmers, traders, processors and retailers the opportunity to work together on integrated crop solutions according to good agricultural practices. This also enables Siesa to produce high-quality legumes in a sustainable manner, which in turn increases the demand for its products

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