



Food and Agriculture
Organization of the
United Nations



International
Plant Protection
Convention



IPPC Global Workshop on Systems Approaches

Santiago, Chile
1 – 4 December 2025

In partnership with:



Australian Government
Department of Agriculture,
Fisheries and Forestry

Applying Systems Approaches in Chilean Fruit Exports: Industry Leadership, **Benefits and Lessons Learned.**

Miguel Canala – Echeverría V.
GENERAL MANAGER



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Thanks to the organizers.



Convenção Internacional
de Proteção
Fitosanitária



With the support of the phytosanitary agencies of the USA and Canada.

Since I´m not an expert in these technical matters.

Therefore, my presentation will take a user-centric approach.



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About us and what our role is in the Chilean fruit industry.

- Trade association founded in 1935.
- More than 270 small, medium, and large size member companies.
- Our members represent more than 90% of exports and more than 50% of the fruit-growing area.

**Our role is to facilitate the export
process of fresh fruit**



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Industry Statistics: The fruit sector in figures



CULTIVATED AREA

+375,000 ha

+256,000 ha (fresh fruit)

Area distributed between Atacama
and Los Lagos



PRODUCTIVE UNITS

+17,100 50% less than 5ha

40% de 5 a 50 ha

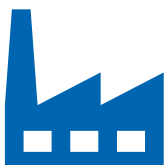
90% Between Coquimbo and Biobio



EMPLOYMENT IN THE SECTOR

+260,000 direct jobs

+400,000 indirect jobs



INFRASTRUCTURE

+2,700 cold storage chambers with an installed capacity of +5 million m3

+1,300 pre-cooling chambers with an installed capacity of +400,000 m3

+1,100 fruit packing centers

EXPORTS SEASON 2024-2025

USD FOB 7.330 million

3.013 mil Ton.



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**Reconciling
phytosanitary
requirements
with trade.**

**Phytosanitary
protection,
consumers and
the environment.**

**Systems
Approach
mechanism.**



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Benefits of a Systems Approach

- **Cost reduction through the elimination of quarantine treatments.**
- **Improved product quality and shelf life.**
- **Increased competitiveness.**
- **Compliance with international requirements.**





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The first Systems Approach applied by Chile was implemented in 1997, for kiwi fruit exports destined for the USA.

Today the system is applied on exports destined to 9 countries, including the USA, Mexico, Brazil, Colombia, Korea, Japan, Peru, Taiwan and New Zealand, among others

This has allowed us to boost exports to these destinations, offering a better quality product with phytosanitary safety.



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Technical and financial support (Foundation for the Fruit Activity Development)

**The success of implementing the mechanism
depends on the conviction by the respective
phytosanitary agencies.**

**Participation and knowledge of the private
sector, who are ultimately the ones who must
implement it.**

Public-private collaboration is essential





The Foundation for the Fruit Activity Development (FDF) is a non-profit institution dedicated to developing applied research projects.

Joint work with SAG authorities on pest risk analysis, with the aim of opening new markets. (research into potential mitigation measures)

It provides certification services for low pest prevalence orchards as a third-party laboratory authorized by SAG (systems approach).

- **Develops research for the control of quarantine pests:**
- **Development of new insect capture traps (remote surveillance)**
- **New control methods in orchards, such as the use of the sterile insect technique**
- **Development of new alternative fumigants to BM (eFume, Phosphine)**
- **Research on the effectiveness of agrochemicals in controlling quarantine pests**
- **Pest monitoring**





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Benefits for the grower exporter sector

- **Cost reduction through the elimination of quarantine treatments.**
- **Improved product quality and shelf life.**
- **Increased competitiveness compared to other exporting countries.**
- **Greater predictability and compliance with international requirements.**
- **Strengthening the image of the country**
- **An increased diversification of the market**
- **Reduced environmental impact**

To have technically justified regulations that do not impede the safe trade of fresh products.



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Last call

- **Strengthen international collaboration frameworks based on scientific principles.**
- **Ensure compliance and willingness of phytosanitary agencies with international agreements and the conclusions of this important meeting.**
- **Not to use phytosanitary requirements as barriers to trade.**
- **Promote the use of mechanisms that do not damage products and provide adequate phytosanitary protection.**
- **Implement this mechanism in coordination with the private sector.**



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**Commitment of the Chilean private sector to the
implementation of the Systems Approach as a strategic
tool for sustainable trade.**

Thank you for your attention.

**Before we finish, and since you won't be able to see our
wonderful country, I'd like to show you the following video.**

Click to video



Mce

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