



Better-quality onions, higher yields *and* profit per ha *with* lower environmental impact



Food Safety

Lower residue levels in onions

Marketability

Higher-quality produce for key export markets

Sustainability

Good agricultural practices now applied to onion cultivation

food chain partnership



What was *the market situation?*

Onions are one of Egypt's most important crops in terms of local consumption and exports, as they are the third most important export crop after oranges and potatoes. In the past three years, Egypt's average annual production was 2.5 million metric tons (mt) grown on around 70,000ha. Of this total, 16% was exported, mainly to Europe, the Middle East and Russia. Egyptian onions are in great

demand, as they can be harvested in March and April, which for these export markets is earlier than in other onion-growing countries. Egypt's total onion production represents 3–4% of global production and 6–7% of global exports. The main threats onion growers in Egypt have to tackle are thrips and downy mildew.



EGYPT



Challenges:

- Need to train farmers and technicians in good agricultural practices
- Higher yields and better-quality onions required
- Gaining more access to crop monitoring techniques



Solutions:

- BayG.A.P. training sessions
- Optimization of spray programs via trials
- Training undertaken in crop management and PPPs



Benefits:

- Greater knowledge of good agricultural practices, crop management and PPPs
- Lower PPP residue levels, fewer PPP applications and fewer active ingredients used
- Yields up 3 %, profits per ha up by €35

“We collaborated with Bayer in a trial on Dakahlia Farm where we used two Bayer products. They proved successful and safe, and gave the onion crop long-term immunity. We decided to use these products as part of our onion program, as well as to implement BayG.A.P. training for our partners, the subcontractors.”

Ahmed Al Fakharany, Technical Manager, Olam Spices, Egypt



What were the challenges?

In 2012 Olam International, one of the world's leading food and agri-business companies operating from seed to shelf in around 70 countries, moved into the Egyptian market by acquiring Dehydro Foods Egypt, a leading producer of high-quality onions. In 2015 Olam initiated contract farming relationships with large-scale subcontractors for the production of traceable, high-solid onions over an eight-month harvest season: November to March in winter, and April to June in summer.

As a result of what was achieved in the past few years, Olam Spices is now Egypt's largest dehydrated onion processor and exporter. Olam has around 100ha of its own

onion farmland and works with five to seven major subcontractors with 600ha of onion acreage and with around 20–40 small farmers cultivating white onions on approx. 80–100ha of land. Last but not least, Olam buys around 40,000 tons of yellow onions from traders.

Olam approached Bayer Crop Science in Egypt to obtain support in increasing both yields per hectare and produce quality. They also wanted help in reducing pesticide residue levels and the number of plant protection products (PPPs) applied and active ingredients used. To achieve these goals, Olam asked Bayer to train their subcontractors in good agricultural practices and the correct use of PPPs.

What was the solution?

Bayer implemented a training program for Olam's technical staff and seven major subcontractors on onion crop management, PPPs, onion pests and diseases, and BayG.A.P. 40 small onion farmers were also instructed in the same topics (except BayG.A.P.). In close cooperation with Olam,

Bayer also carried out trials to test the efficacy of its PPPs on onion thrips and downy mildew with the aim of reducing the number of PPP applications and actives used while at the same time ensuring high produce quality and safety.



“Since Bayer started working with Olam we have succeeded in delivering added value and knowledge to Olam’s subcontractors. We have provided them with a solution for controlling onion thrips and downy mildew while increasing crop quality and yield.”

Ashraf Moghazy, Field Marketing Manager, Bayer Crop Science





What did *we achieve?*

- All major subcontractors trained in crop management, PPPs, onion pests and diseases, and BayG.A.P. in 2018
- 40 growers from small-scale subcontractors trained in crop management, PPPs, and onion pests and diseases by Q4 2019
- Impressive results from the trials carried out on Dakhalia farm in 2017–18:
 - Number of applications reduced from nine to six for downy mildew and thrips control
 - Number of actives reduced from eight to five for downy mildew and thrips control
 - Yield up by 3% (1.2 tons/ha)
 - Increase in profit per ha of €35
- Considerably higher income for farmers – profit per ha up by 550 Egyptian pounds (€35 at 2019 exchange rate) – despite increased spending on PPPs

About 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. The Crop Science Division of Bayer has the global experience and cutting-edge expertise to create a successful partnership at every level.



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FCP-20-1681

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