

Consultancy Report
Report on Onion Seminar

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Peru: Export and Development Program
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INTEROFFICE MEMO
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Subject: Onion Seminar
Date: November 19, 1993
From: Carlos A. Parada
To: Cynthia Steen

Copies: Ing. Luis Castillo

For Info: Mr. Robert DeBruyn, Ings. P Lopez, D Delgado

Thank you very much for including me in the list of experts that traveled to Peru to evaluate the possibility of exporting yellow onions to the United States. Below please find my trip report.

General impressions:

Arequipa was the area where we traveled the most, visiting quite a number of red onion plantations in the company of a caravan of eager growers. While we felt that the arequipeños are doing well producing a medium sized red onion for their local market, there are a number of areas that will merit their attention, if they want to meet the U.S. standards for imported yellow onions, as I will describe later. We did not have the opportunity to view any farming operations in Huaral, as we traveled to this valley only to make our presentations to a group of agronomists and interested growers.

Climate wise, the conditions exist to grow onions. The technology is present and with minor variations and a little guidance, it may be possible to develop a pilot program as early as February 1994, since there are several hectares of yellow onions being grown by individual growers, which may be exported to DeBruyn as a trial run.

Arequipa: After reviewing the area and exchanging impressions with several growers, we were better prepared to make our presentations and be able to cover the individual areas of expertise during the one day long conference. The field visits allowed us to identify problem areas where we needed to place special emphasis. In my case, I developed the following themes:

- Need to optimize land use through the use of appropriate seed varieties.
- The importance of making good seed beds, which translate into good transplants and in turn into uniform, highly exportable onion bulbs.
- A slide illustrated description of the "sweet onion" market in

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the United States, the production of fresh onions in the Rio Grande Valley in Texas and in Vidalia, Georgia.

- The central american experience during 1992 and 1993, identifying the problem areas that have been already resolved.
- A brief agronomic description of the Asgrow short day onion varieties currently in use in Central America and in other areas with similar latitudes as Peru.
- A summarized technical plan and a list of suggestions to develop the project in Peru, divided into two phases, which accompanies this report.

The conference in Arequipa created lots of interest from the participants, who asked a wide variety of questions to all of us. As it was expected, there was a number of growers that were not fully aware of all the complications involved in exporting and who I am sure were very discouraged after the Holmes explained the many steps in the process. Further to this, it must have been hard for many to accept that the market window may not develop at all during some years and that there is a certain risk factor in the business. I am sure that the Holmes will update you further on this.

At any rate, we clearly identified the groups of growers that will go ahead with the project and who visited with us during the private session the day after the conference. I was pleased to observe the receptivity of one of these groups, which after my invitation, will be traveling to Guatemala to observe the activities at Agritrade '93. It is also my understanding that Luis Castillo will also be coming to Guatemala, where we are prepared to take him and the group of peruvians to our research station in the valley of Salama to observe our installations and crops presently growing there.

Huaral: Our visit to Huaral concentrated solely on our presentations, which were almost a duplicate of the presentations made in Arequipa. However, it became evident that the group in Huaral was not as enthusiastic about the project, as we measured by the fewer questions that were directed at us. Half of the audience was of japanese origin, with whom I did not have the opportunity to interact, as they kept to themselves during the day long meeting. I am sorry I cannot provide you with more information than that already described.

Areas of Concern:

- Local market for yellow onions: Peruvians consume red onions only. Some yellow onions have found their way into Peru from Chile when prices allow it, but I estimate that they may not amount to anything above 5% of their annual consumption.

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If relatively large acreages of yellow onions are planted, there will be a considerable amount of bulbs that will not meet the export criteria and will have to remain in Peru. Several recommendations were made to absorb this production:

- Develop the local market
- Seek neighboring markets, (Chile, Ecuador, Bolivia).
- Process the surplus, (eg., dehydration).

- Day length: Being in the Southern hemisphere, the growing season in Peru does not coincide with the market window in the United States. Central America, on the other hand, being in the Northern hemisphere, has the appropriate photoperiodic conditions to grow a large bulb to fit this market window. (Onions respond better when days are getting shorter - June 21 to Dec. 21 in the Northern hemisphere. Consequently, during this same period, days are getting longer in Peru).

Proper trials, with as many varieties as possible, need to be set in place in order to define what variety(ies) may look promising, before any major investment is made.

We have agreed to provide Luis Castillo with a certain quantity of free onion seed for these evaluations and offered discounted prices during the initial stages of the project to help with the establishment of the industry.

~~Technical Assistance: Enclosed you will find our suggested two-phased development program. Ideally, it will be in the hands of the local organizations to carry it out.~~

However, as was discussed with you and later confirmed during a brief meeting with Dante, we offer you the technical support of the Asgrow technicians based in Venezuela and responsible for South America, Ings. Pedro Lopez and Douglas Delgado. We will gladly visit the peruvian trials and growers during the length of the evaluation/confirmation period, (15-18 months), with a frequency of 2-3 months between visits, ~~provided you cover their travel expenses~~. Having obvious interests in helping to develop the industry we would not charge any consultatory fees.

During the next few days, Luis Castillo will receive from our representatives a tentative schedule of visits and the suggested action plan to begin the evaluations as soon as possible. I will keep you abreast of any new developments.

I will call you on the phone this week to complement any data that involuntarily I may have omitted in this report and clear up any doubts which you may have.

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Thanks again for thinking about us to attend the onion seminar in Peru. We hope that we may have filled your expectations on the theme that was assigned to us.

Doc. I.D.: acdi.113

En importante curso de Cadeaa-Adex

Norteamericanos trataron sobre cebolla amarilla

Tres especialistas norteamericanos, Bob Debruyn, Charles Holmes y Carlos Parada, durante tres días expusieron sobre la mejor forma de comercializar la cebolla de la variedad amarilla, la misma que pueda convertirse en una gran alternativa de exportación.

Elo sucedió en el interesante I seminario internacional "Producción y comercialización externa de cebollas amarillas", el mismo que fue organizado por el Centro de Apoyo al Desarrollo Agrícola de Arequipa (Cadeaa) con ayuda del convenio ADEX-AID-ETD.

Uno de los organizadores comentó a CORRÍO Agropecuario que en los últimos años, los volúmenes exportables desde el Perú han venido disminuyendo con relación a los años anteriores y en comparación con países vecinos, nos hemos atrasado en cuanto a modernización y competitividad internacional.

Ante tal atraso en el tiempo



y con la nueva política de nuestro gobierno de libre mercado nos vemos en la necesidad de cambiar bruscamente el comportamiento y orientar las acciones a una política de exportación necesaria para

nuestro país y economía propia.

La intención del curso, añadió, es utilizar el potencial arequipeño de producción de cebollas conocido ya por todos nosotros, para intentar una

posible exportación a los Estados Unidos, aprovechando nuestra ventana comercial con relación a ellos. El seminario contó dos días de campo y charlas ayer en las instalaciones del Hotel de Turistas.

ECOLOGÍA

Los ríos, sin excepción, tienen un área geográfica de influencia o de donde provienen sus aguas que se denomina cuenca. La cuenca del río Amazonas, por ejemplo, comprende de 7.5 millones de kilómetros cuadrados y es la más grande de la Tierra.

Las cuencas de un río se dividen en subcuencas de diversa categoría. El Amazonas es la cuenca 1, el Ucayali la 2, el Pachitea la 3, el Palcozú la 4, el Izoceño la 5, el Paucartambo la 6, el Krause la 7 y así sucesivamente.

La cuenca es una unidad integral e interrelacionada, en forma de un sistema, donde los bosques, las aguas, la flora y la fauna interactúan en forma integral. El sistema de una cuenca se puede comparar al aparato circulatorio del cuerpo humano, donde los riachuelos de las nacientes son los capilares y los ríos las venas y arterias, que confluyen en el mar o corazón, desde donde el agua vuelve a recircular por la evaporación, los vientos y las lluvias.

Las intervenciones humanas (tala, quema, erosión, contaminación, etc.) en la cuenca alta influyen en todo el resto de la misma. Si se tala, por ejemplo, la cuenca del río Iscozán de relieve abrupto y muy erosionable, las tierras bajas del valle sufrirán por inundaciones, y se afectarán las poblaciones de peces y la navegabilidad, porque el barro de las avenidas o crecientes matará muchos peces y rellenará el cauce de los ríos.

Las cuencas

Es por esto que las cuencas deben ser manejadas con una visión integral, proteger las nacientes y las partes altas más erosionables, para evitar la erosión violenta, proteger los bosques de la orilla o la franja fiscal, para evitar la erosión lateral del río y la inundación violenta de las pampas o llanuras, con tierras aluviales más productivas.

En la actualidad en el Perú se constatan problemas muy fuertes de destrucción de las cuencas altas de los ríos amazónicos, que nacen en los Andes y en las vertientes orientales de los mismos. La población de la Sierra, empobrecida y en busca de nuevas tierras, ocupa la selva alta desde el piso superior, que limita con la Sierra, tala los bosques en las zonas más escarpadas e induce un proceso de erosión muy fuerte, que afecta a las partes bajas. Además las minas y centros de procesamiento de minerales como La Oroya, echan a las aguas relaves y sustancias tóxicas que afectan a los ríos de la selva baja y merman los recursos hidrobiológicos (peces, tortugas, lagartos), además de la pesca y caza incontrolada de los mismos.

Es un proceso de desarrollo armonioso del hombre con su medio, es necesario prever estos problemas y controlarlos, para evitar la pérdida de los recursos de la cuenca entera.

Fuente:

"Desarrollo sostenido de la Selva", manual para promotores y extensionistas elaborado por INADE y APODESA

intenciones de sem: todo punto de vista debemos quedarnos verdes, que en las

Nada menos que de Puno y las partes forma parte del porcentaje es que la EXI

Ya nadie controla, Conital Imata vicuñas por su lana: quedarían 3 mil SOC un 60% las vicuñas

El Ing. Isaac Ma mucha razón en ser:ocer en Majes para tación que son más tengan en cuenta la

Se reali

Ganac asistir

Ganaderos de todo Ganadera y Agrícola 19 de noviembre y el 5 de Cerro Juli.

El evento será una objetivo fundamental de: siendo afectado gravem: ausencia de asistencia c

Todos los sectores p: des con la ganadería y ac: este evento, destinado, e de la crianza, productio: cuenca.

El comité organizado: la sede de la Dirección



recibiendo las inscripciones

En la organización: Ministerio de Agricultura: ganaderos representado: Moquegua, Fongal Tacn: los e industrias táctas c: