

**From distant and southern lands, fruits of  
excellence and incomparable sanitary conditions**

Through an irresistible offer full of color,  
flavor and quality.



**NATIONAL CONVENTION OF FRUITS  
AND VEGETABLE PRODUCERS**

**INTERNATIONAL BUSINESS ROUND TABLE  
FRUITS AND VEGETABLES EXPORT**

1<sup>st</sup> and 2<sup>nd</sup> of October/2019  
Casa Piedra Convention Center  
Santiago - Chile

**FedeFruta**  
FEDERACION DE PRODUCTORES DE FRUTAS DE CHILE



[www.fruittrade.cl](http://www.fruittrade.cl)



# A FRUITS AND VEGETABLES PARADISE

In a place where the world ends, flanked at the far north by the most arid lands on the planet, the Atacama Desert; by the West, by the immensity of the Pacific Ocean; by the East, by the imposing Mountain range of the Andes, that crosses the country in all its extension; and in the South, through millenary forests and ice, in those natural barriers that form a true phytosanitary island, is Chile.

Thanks to these exceptional conditions, at the hands of a serious, responsible and thriving working force, a paradise of fruits and vegetables has been generated that have led this country to become the main supplier of the Southern Hemisphere.

## **We are powerful exporters**

Annually, Chile exports more than 2.4 million tons of fruit and vegetables, whose destinations exceed 80 markets, through more than 130 species. We maintain free trade agreements with more than 60 countries or conglomerates. Our country belongs to the select group of 34 countries (unique in South America) that make up the Organization for Economic Cooperation and Development (OECD), maintaining a political, economic and social stability that make this country one of the safest in the world to Invest and do business.

It is in this context that, ProChile, The Export Promotion Directorate, under the Ministry of Foreign Affairs, together with the Federation of Fruit Producers of Chile, will organize the Chilean International Business Round Table, Fruit and Vegetable - FRUITTRADE, an unbeatable instance to make direct contact with producers / exporters of a wide range of fruit and vegetable products.

FRUITTRADE is agile, comfortable, friendly and entertaining, essential factors for doing the best business face to face.



# Meetings arranged in advance

Your time yields to the maximum. In FRUITTRADE nobody wastes time, because we have designed an online system that will allow you to make an appointment for all your meetings before even arriving in the country: How?

- 1) Enter [www.fruittrade.cl](http://www.fruittrade.cl). If you had never participated, go directly to register, otherwise enter your username and password.
- 2) In case you have not participated before, complete the form trying not to ignore any background, especially the species and varieties you intend to buy... this is key to the success of the meetings. If you had participated before, update the background that merits it.
- 3) Once this process is done, you will only be able to modify your background or add other missing ones.
- 4) Almost a month before the business round table, FRUITTRADE will open its agendas. What does this mean? That with your username and password you can enter the agenda, from where you can search for registered producers / exporters and request meetings, which may be accepted or rejected by them. Repeat this process to complete your agenda. It is important to keep in mind that you can also be requested a meeting.
- 5) If the meeting was accepted, it only remains for you to attend the table that will be assigned to you as a buyer in the agreed day and time.

## Friendly, entertaining, productive

The warmth of Chileans is a characteristic, being friendly, smiling, colloquial, but very serious when doing business. Apart from commercial deals, you can share with them in the two lunches included in the event. FRUITTRADE is also accompanied by a series of seminars (Fruit and Vegetable Producers Convention) held in parallel to the business round table.



There are about 50 conferences given by professionals, specialists, researchers, academics, entrepreneurs, among many others. The matters related to markets and marketing are exposed by international experts, including buyers who visit us.

The event is highlighted by a commercial exhibition of products, services and supplies for the area.

As if that were not enough, a solemn act with the participation of the highest authorities in the country, welcomes all attendees.

## Who visits us?

In total, on both days more than 1,800 people visit us divided as follows:

100 producers / exporters of the most diverse species of fruits and vegetables, from the most traditional, such as table grapes, cherries, apples, pears, citrus fruits, berries, avocados, nuts, dehydrated among others.

50 buyers of fruits and vegetables from Asia, Europe and America. Usually these are importers, supermarkets, wholesalers, brokers or others.

1,750 attendees at the various presentations: producers, entrepreneurs, investors, academics, researchers and industry suppliers.



# How is the event structured?

## 1st/OCTOBER /2019

### A.M.

International  
Seminar-Opening  
Ceremony-Expo.

### P.M.

Lunch  
(Included for business  
conference participants)  
Business Round  
Table-Seminars  
Thematic halls  
Expo

## 2nd/OCTOBER/2019

### A.M.

Business Round  
Table-Seminars-thematic  
halls  
Expo

### P.M.

Lunch  
(Included for business  
conference participants)  
Business Round Table  
Seminars -thematic halls  
Expo



## RATES

	Business Round Table	Convention
Foreigners	US\$ 400	US\$ 200(*)

(\*) If you are registered and accepted to participate in the business round table there is no convention fee.



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