

THE LUPIN MARKET: THE EXPERIENCE IN CHILE

EL MERCADO DE LUPINO: LA EXPERIENCIA DE CHILE



 **XV** INTERNATIONAL LUPIN
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La producción de soja en América Latina

La producción mundial de soja de 2016 fue de **351.31 millones** de toneladas métricas y en América Latina 47 millones de hectáreas se han dedicado a este cultivo.

Producción en toneladas métricas de soja en América Latina:

- Brasil: 107.000.000
- Argentina: 57.000.000
- Paraguay: 9.400.000
- Uruguay: 3.000.000
- Bolivia: 3.000.000
- México: 420.000
- Colombia: 77.000
- Venezuela: 75.000
- Ecuador: 70.000
- Guatemala: 36.000
- Nicaragua: 7.000
- Perú: 3.000



There is no soybean production in Chile



There is no soybean production in Australia

Drought in Australia encourages exports to the Middle East, mainly Egypt.



As the main part of the soil is from volcanic origin and pH-neutral to acid. The lupin production do not need irrigation.



Lupinus microcarpus (n=24) native of the desert to the south of Chile with natural nodulation in all places.



L. angustifolius (n=20)

L. luteus (n=26)

L. mutabilis (n=24)

Species introduced in central-southern Chile



Under these conditions lupines present an excellent nodulation and release of phosphorus fixed in the soil.



The introduction of the 'Multolupa' variety allowed the selection of winter varieties of even ripening.



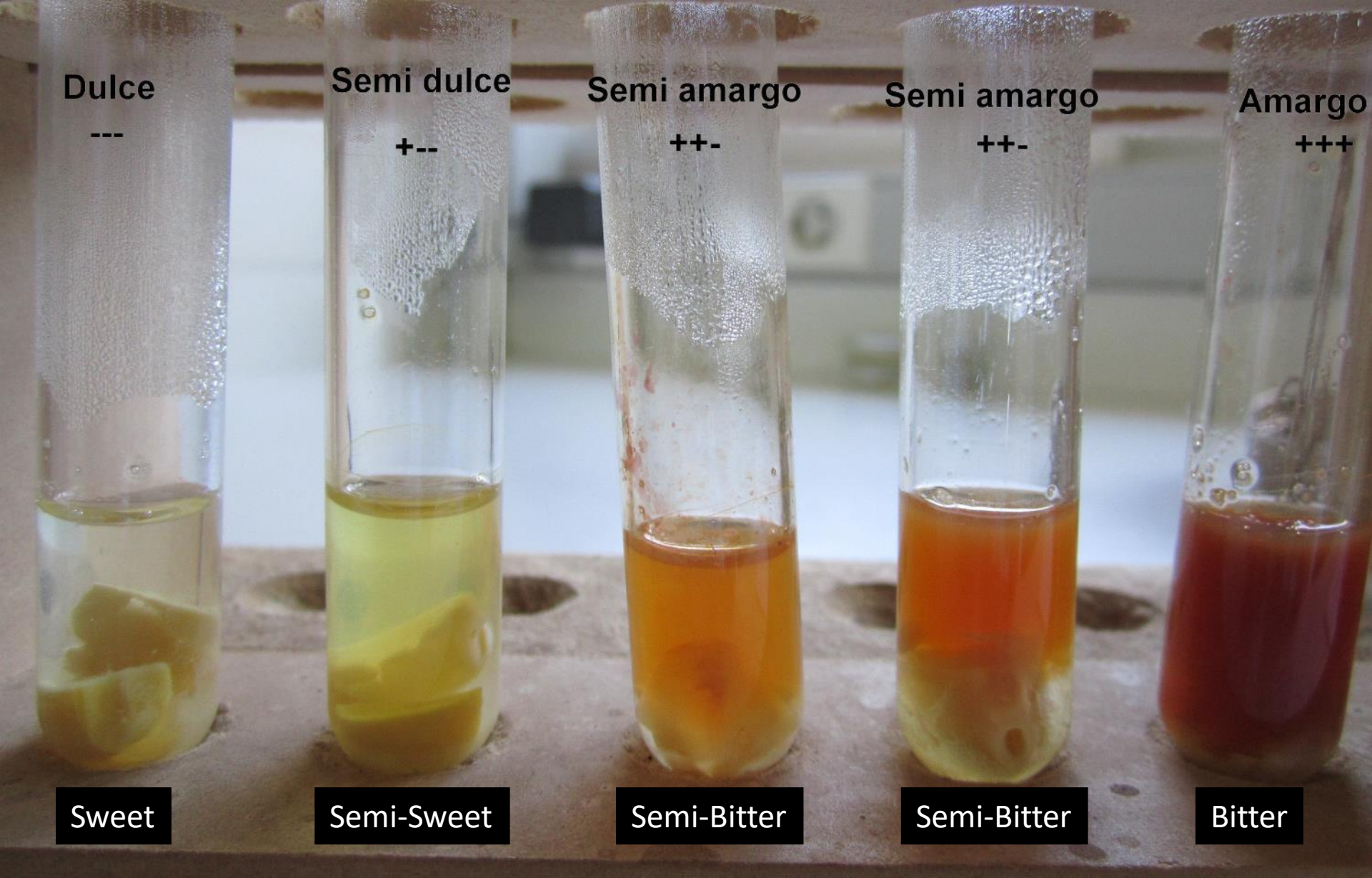
Mechanized harvest of the variety "Rumbo Baer" with 5.000 kgs/Ha.

PRODUCTION UNDER CONTRACT SYSTEM





Contract with annual renewal of disinfected and inoculated seed.



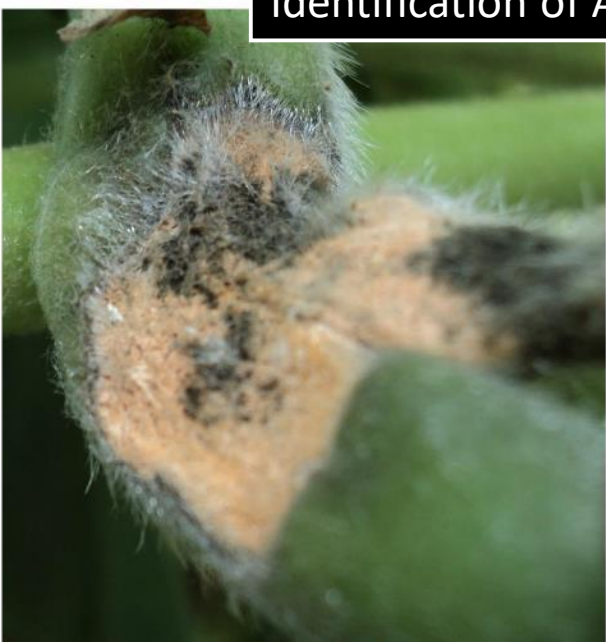
Quality control of the seed and harvest received in the processing plant.



Creation of varieties with greater tolerance to diseases.



Identification of Anthracnose Races. (*Colletotrichum gloeosporioides*)





Creation of demand for human food, poultry and fish (salmon).

Non-renewal of seeds it causes retromutation, crossing and hybridization towards bitter forms.

- Chile exports Sweet and Bitter Lupine.
- Bigger calibers are better priced.





Advantages Sweet Lupine:

- Direct consumption.
- Low cost of industrialization

Advantages Bitter Lupine:

- Less damage from herbivores and insects
- Closer to traditional taste.

No
guaranteed
demand, no
production!

Germany

