

BANANA PRODUCTION IN GUATEMALA

Currently, 80% of the banana production and one fourth of its exports are carried out by Guatemalan independent entrepreneurs who have innovated this model to reach levels of productivity and competitiveness worldwide.



This new generation of entrepreneurs created the Association of Independent Banana Producers –APIB, Spanish acronym- in 2005.

In 2017, the 105 productive units that are part of APIB created over 37 thousand direct, formal, dignified and permanent jobs, out of which 20% belong to women. It is worth mentioning that wages paid to productive units are higher than the minimum payment established by law.

The companies associated with APIB are located in the following areas; in Escuintla: Tiquisate, Nueva Concepción, La Gomera and Puerto de San José; in San Marcos: Ocos and La Blanca; in Quetzaltenango: Coatepeque; and in Suchitepequez: Santo Domingo.

Today, bananas are the second agricultural export product in the country.

Historical data from 2005 to 2016

EXPORTACIÓN ANUAL DE BANANO, PERÍODO 2005 / 2016*						
AÑO	VALOR		VOLUMEN		Precio Medio x Quintal (US\$)	
	US dólares	% Variación anual	Millones de Quintales	% Variación anual		
2005	238,100,247	4%	24.5	7%	9.72	
2006	216,807,615	-9%	22.7	-7%	9.55	
2007	300,223,513	38%	30.6	35%	9.81	
2008	317,099,679	6%	30.2	-1%	10.50	
2009	414,790,473	31%	32.2	7%	12.88	
2010	353,261,755	-15%	29.8	-7%	11.85	
2011	475,322,288	35%	34.8	17%	13.66	
2012	499,890,483	5%	36.1	4%	13.85	
2013	623,435,248	25%	43.8	21%	14.23	
2014	657,821,603	6%	43.9	0.2%	14.98	
2015	715,119,200	9%	47.4	8%	15.09	
2016	700,388,000	-2%	46.7	-1%	15.00	

* Todos los datos al 31 de diciembre de cada año

Fuente: Banco de Guatemala.

APIB seeks to promote a responsible agro-industry through development and competitiveness in each productive unit, and encourage the transfer of knowledge among the associates, the exchange of experiences and learnings to improve the productivity of the association.

Destination of exports

Destinos de exportación



Productivity in the entire supply chain

The concept of “more boxes, less rejection” is oriented to reducing the waste when growing, harvesting and packing bananas. Workers are constantly trained and made aware so that their actions in handling the fruit result into packing the largest amount of banana boxes for export, as well as on the importance of team work to reach new goals. This represents an incentive since it offers workers the opportunity to improve their pay when packing more banana boxes.

To promote the quality and quantity in the banana production, some of the companies who are members of APIB have created mechanisms to reward the efficiency of the teams that produce the largest amount of banana by hectare.



A prize is given to all workers of the winning productive units. The amount shall depend on variables such as performance, average of productivity and attendance at their workplace.

The natural capital in growing bananas

Unlike other crops, bananas are produced throughout the year and they require a combination of resources in their proper dimensions: water management, soil management and the use of responsible sustainable agricultural techniques.

Culture of compliance: Audit system to improve relations, better workers

Best agricultural practices, respect for the environment, occupational safety, implementation of shared responsibility policies and strict compliance with existing labor and environmental laws in the country constitute the DNA of the independent banana agroindustry.



The companies that are members of APIB contribute in a comprehensive manner to job creation, having as a framework for action, an unconditional respect for their workers. In order to verify compliance, a labor-auditing program has been implemented.

Several criteria are assessed regarding labor issues, such as: having contracts or work cards, complete and timely salary payments, payment of mid-term bonus, year-end bonus, social security coverage, authorization and payment of holidays, occupational safety, internal work regulations, paid leave, weekly rest, hiring minors according to the law.

The environmental auditing consists in evaluating the compliance of the legal requirements. They consist, among other things, on environmental diagnoses, usage and possession of hydrocarbon licenses, technical study of the water, environmental management system, sanitary licenses in force for export, among others..

Compliance regarding the environment is also regulated by international certifications, which among other aspects ensures protection of fundamental rights for workers as well as labor, health and occupational safety law compliance through social security and health clinics, among others.

Bananas produced by the companies associated with APIB have international certifications which guarantee that their crops and packaging, have respected the highest quality standards required internationally and the promotion of the fundamental rights of workers, validating the care and respect for the environment and the balance between profitability and sustainability of the natural resources and their environment.



Among the certifications granted to the companies associated with APIB are:

GLOBAL G.A.P.

It is a highly renowned worldwide certification for fruits and vegetables, that covers all the stages of production, ranging from the land management, the substratum, the pre-harvesting controls for applying phytosanitary products, applying chemical and organic fertilizers, the pre-harvesting controls, the harvest, the final product packaging in the harvest zone, the manipulation of the product - covering the subject of hygiene-, the sanitary installations, manipulation and storage areas, quality control, plague control, to the post-harvest washing and post-harvest treatment of the fruit.

RAINFOREST ALLIANCE

Rainforest Alliance certifies the products and services with a seal and a trademark, which guarantees the buyer that what he is consuming, has been produced respecting the surroundings and preserving the environment.

Rainforest Alliance is a certification given by an international entity of the same name, whose mission is to preserve the biodiversity and assure means for sustainable life transforming the practices of the use of the land, the business practices and the behavior of the consumers.

NCS INTERNATIONAL

It is an internationally accepted regulation that expresses how to establish an effective Environmental Management System (EMS). The regulation is designed to obtain a balance between profitability and the reduction of the impacts on the environment.

The ISO 14000 regulation is focused on any organization, of any size or sector that is looking to reduce the impacts on the environment and to comply with the legislation regarding the environment.

WALMART

It certifies that the companies that are Members of APIB comply with national regulations as well as the specific provisions required by Walmart regarding labor, social and environmental issues.

Banana producers shall observe Walmart policies on “Gifts and Tips” and “Conflicts of Interest”; as well as consider the accepted accounting principles when doing business.

