FAIRTRADE WINE
CHILE - ARGENTINA
Chile and Argentina are the primary wine-producing countries in Latin America. Their ideal location, climatic conditions and fertile valley soils, with the Andes Mountains at their back, make them stand-out nations in the variety and quality of the wines they are able to produce.

The first Fairtrade wine certification took place in Chile in 2005, and since then they’ve grown in the number of producers, workers and buyers committed to the fair trade values. Currently, there are 14 certified organizations (both small-scale producers and companies) between the two countries.
The Fairtrade certified organizations in Chile and Argentina make great efforts to improve the livelihoods of farmers and workers in grape production, investing additional resources in environmental conservation and implementing best agricultural practices; always looking for sustainability in production.

The respect for the knowledge acquired from past generations, together with the use of new technology, allows that Fairtrade wine (s) maintain a balance between tradition and innovation, making them some of the most unique wines in the world. We invite you to continue reading to learn more about the producers from this region and the characteristics of their wine(s).
Fairtrade certified wine impacts the lives of small-scale producers, workers, their families and the communities involved in grape production and winemaking.

The Fairtrade standards have been created to serve as a guide, promoting best practices in agriculture and trade, as well as with regard for social impact. These practices must be carried out by both certified producers and workers, seeking a more sustainable production. [With Fairtrade], small-scale producers have access to better sales conditions, with long-term contracts and a guaranteed Minimum Price; this allows them to cover the costs of production. On the other hand, workers have access to decent working conditions, thanks to the strict labor standards enforced by Fairtrade. With each sale of Fairtrade wine, producers and workers receive the Fairtrade Premium, with which they are able to invest in economic, social and environmental development.

**USING THE FAIRTRADE PREMIUM**

**PRODUCTIVE DEVELOPMENT**

With funds from the Fairtrade Premium, small-scale producer organizations in Chile and Argentina have invested in technical assistance and fertilization plans.

**HOUSING**

Thanks to the Fairtrade Premium, workers have been able to improve their living conditions, either with home-improvement materials or low-rate loans.

**HEALTH**

Workers have healthcare plans that enable them to access services generally not covered by official health plans.

The construction and donation of health centers are other examples of how the Premium is invested.

**EDUCATION**

Supporting the construction of schools and making library donations are other examples of how the organizations in Chile and Argentina have made use of the Fairtrade Premium.
WINE INFOGRAPHIC

589 SMALL-SCALE GRAPE PRODUCERS

$666,870 USD Total value of FAIRTRADE PREMIUM RECEIVED BY PRODUCERS

7707.5 HECTARES PLANTED WITH FAIRTRADE WINE GRAPES

8 SMALL-SCALE PRODUCER ORGANIZATIONS growing grapes for Fairtrade wine

8 FAIRTRADE GRAPE plantations

1332 WORKERS FROM FAIRTRADE WINE ORGANIZATIONS

Primary destinations for Fairtrade wine:
- United Kingdom (UK)
- Sweden
- Norway
- the Netherlands
- Belgium
- Finland
- Germany

VOLUME 9,064,863 LITERS of Fairtrade wine sold from Latin America

GRAPE VARIETIES PRODUCED IN THE REGION:
- Malbec
- Cabernet Sauvignon
- Syrah Torrontés
- Chardonnay
- Sauvignon Blanc
- Merlot
- Carmenere
- Pinot Grillo
- Viognier
- Carignan

2 COUNTRIES CHILE ARGENTINA
At Emiliana, we don’t just believe that organic and biodynamic agriculture is the best way to produce wine; we are convinced that it’s a way of life, helping us to project a future with respect and wisdom. We are organic certified because we understand that by taking care of the land and its fruits, nature can express itself in a more authentic and unique way. And when nature expresses itself, it moves the world... awaking passions and provoking change. It opens the path for us to take our first steps, and it inspires us to create unique works.

WARDHS: Adobe Chardonnay 2018,
90 points - JamesSuckling.com
Adobe Carmenere 2018,
91 points - JamesSuckling.com
Adobe Cabernet Sauvignon 2018,
90 points - JamesSuckling.com
Elemental Carmenere 2018,
Gold Medal - Berliner Wein Trophy (Spring Edition)

REGION:
Their vineyards are located in two regions:
Valparaiso & Casablanca Valley
Region of B. Ohiggins: Colchagua Valley

CHILE

VARIETIES:
- Cabernet Sauvignon
- Merlot
- Syrah
- Chardonnay
- Sauvignon Blanc
- Gewurztraminer
- Pinot Noir
- Carmenere

851 HECTARES

298 BENEFITTING FAMILIES

CERTIFICATION, 2011

OTHER CERTIFICATIONS:
- Organic
- National Sustainability Code
- Biodynamic
- Vegan

They have their own wine cellar

WINE BRANDS:
Adobe, Signos de Origen, Étnico & Elemental

Total annual production: 400,000 liters

CONTACT:
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The conviction that the most important actors are the ones who carry out the daily tasks of production; the efforts made to guarantee good working conditions, not using chemical products to control plagues, and all the other work that needs to be done... guarantees opportunities for the association and demonstrates great respect and care of nature. All this goes to show why Viñedos Emiliana opted for the Fairtrade certification.

Marcelo Saavedra
President,
Commercial Committee
It is a family winery located in the small community of Santa Rosa, Sagrada Familia, with the aim of meeting the needs of its clients; including product specification and legislative requirements in destination market(s). The winery has developed a commercial image focused on innovation, safety and sustainability, as a winemaking company with the fundamental principle to foment a safe work environment and commitment to and for its employees.

Total annual production: 3,000,000 liters

They have their own wine cellar

They also sell wine in bulk (in barrels)

VARIETIES:
- Sauvignon Blanc
- Chardonnay
- Viognier
- Merlot
- Cabernet Sauvignon
- Cermenere

Total annual production: 3,000,000 liters

100 hectares
72 benefiting families

Certification, 2018

Other certifications:
- IFS
- HCCP

CONTACT:
www.caw.cl
Manuela Astaburuaga / manuela@caw.cl
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The cooperative was founded in 1959 primarily producing red wine varieties, particularly the variety “País”, followed by Cabernet Sauvignon and Merlot, and in smaller quantities Chardonnay and Sauvignon Blanc. They make wine with latest technology in vats made of stainless steel and cement, using continuous pneumatic presses. It is a historic cooperative that brings together its members, who are highly committed to producing grapes, caring for the vineyards, the land and their family traditions... all this characterizes their way of doing things, using old traditions to improve the quality of wine.

**WINE BRANDS:**
Kimche, Rehue, País Mágico & Testigo

**REGION OF MAULE:**
Loncomilla Valley

**VARIETIES:**
- Cabernet Sauvignon
- Merlot
- Carignan
- Carmenere
- Syrah
- Sauvignon Blanc
- Chardonnay
- Sparkling wines

**CONTACT:**
www.cooploncomilla.cl
Álvaro Muñoz Yañez / alvaro@cooploncomilla.cl
+56 73 2322540

**AWARDS:**
Double Gold Medal, Taster, Wine Awards 2018
Won for our wines “País Mágico Late Harvest 2017” and “Kimche Carmenere Reserva 2017”

**OTHER CERTIFICATIONS**
- Sustentavid

**CERTIFICATION, 2010**

**850 HECTARES**

**112 BENEFITTING FAMILIES**

**CHILE**

**2010**

**OTHER CERTIFICATIONS**
The historic origins of small-scale producers date back to the 1970s, with the Agrarian Reform in Chile. The small producers of Cooperativa Caupolicán are the living example of a very small number of families that have managed to preserve their land in the Curicó Valley, despite all the adversities. At the cooperative, there’s a spirit of solidarity that stands out, with the lasting and accumulated experiences of its members. One of the values that distinguishes them from other organizations, for example, is their focus on gender. They value the participation of women on the board of directors and therefore, in decision-making.

**FLOID 20332**

63.5 HECTARES

20 BENEFITTING FAMILIES

CERTIFICATION, 2009

They sub contract a wine cellar

**VARIETIES:**
- Carmenere
- Merlot
- Tintorera
- Cabernet Sauvignon

Total annual production: 946,000 kilos

**REGION OF MAULE:**
Curicó Valley

**CONTACT:**
www.caupolicanwines.com/es/
María Pacheco Ramírez / vinascaupolicansa@gmail.com
+56 75 2226180 / +56 97 8598273
Var: Cabernet Sauvignon
Sup: 0.41 has.
Año: 2000
The history of the association began in 1997 when 17 small-scale grape farmers came together to form Sociedad Vitivinícola Sagrada Familia S.A. in the Lontué Valley; to produce high quality wines in accordance with the Fairtrade principles. The association focuses on different markets around the world, bringing together the fruits of their efforts, the land, the climate and the joy of thousands of households.

**WINE BRANDS:**
- Lautaro
- Fuego Sagrado
- Otoño

**VARIETIES:**
- Cabernet Sauvignon
- Merlot
- Carmenere

**CONTACT:**
Victor Aguilera/ vaguilera@vinoslautaro.cl
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**Chile**

**Region of Maule:**
Lontué Valley

**Total annual production:**
450,000 liters
It is a way of helping the farmers that make up Lautaro Wines, so that they can have access to a fairer price for their product, and thus, improve their quality of life and that of their families... preserving the tradition of our roots.

Jan Farias,
member of Lautaro Wines
Red del Vino is an organization that was formed by small-scale wine makers in the Colchagua Valley. Their vision is to develop, share and preserve the identity of working with the land and its fruits. They do this by encouraging the participation of rural families throughout the valley.

Their principal mission is to offer a first-class product in the wine and tourist industry by controlling production and processing, maintaining the traditions and customs of rural families. This concept is rooted in their company: “to fight for the development of small-scale producers; that they are recognized and that they feel proud, highlighting the essence of Chilean farmers.”

**CHILE**
**REGION OF B. OHIGGINS:**
Colchagua Valley

**WINE BRANDS:**
Campesino

**VARIETIES:**
- Carmenere
- Chardonnay
- Cabernet

**CERTIFICATION, 2009**

**They sub contract a wine cellar**

**TOTAL HECTARES:**
150

**TOTAL BENEFITTING FAMILIES:**
20

**CONTACT:**

http://es.reddelvino.com/

Rodrigo Valenzuela Seguel / Info@reddelvino.com

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**Total annual production:**
100,000 liters
Being a part of Fairtrade has allowed us to become an association, to work together for the direct and indirect benefits making their way to members and the community.
FLOID 41925
The organization produces collective wine. Currently, there are very few wines produced under this concept, because in order to achieve it you have to forget about the “personal” or “individual” and deliver your best grapes, traditions and techniques; which are the key for creating one sole product for our consumers. In other words, each member elaborates their wine in the bodega (winery) of their own vineyards. Once they’re all made, a team of winemakers creates a blend, choosing the best selection and giving life to a unique and collective product called “Vid Seca.”

REGION OF MAULE:
Tutuvén Valley

CHILE

180 HECTARES

50 BENEFITTING FAMILIES

CERTIFICATION, 2020

They have their own wine cellar

WINE BRANDS:
Vid Seca

VARIETIES:
- País
- Carignan
- Cabernet

Total annual production: 350,000 liters
We recently became Fairtrade certified. For us, Fairtrade is the alternative that we need to strengthen our participation so that we can all move forward [together].

Saray Morales, member of Vid Seca
Bodega Montlaiz is a family-owned business founded in 1904, today managed by the fourth generation. The grapes have always been grown naturally without the use of chemicals, taking into account that nature can provide all the necessary tools to produce high quality wines. The grapes are produced on farms located in the central and eastern part of Mendoza. Processing and elaboration is carried out in San Martin, Mendoza. Here, they are currently incorporating renewable energy sources in order to reduce greenhouse gas emissions.

**WINE BRANDS:**
- Malbec
- Cabernet
- Syrah
- Bonarda
- Tempranillo
- Merlot

**REGION OF MENDOZA:**
Maipú, Junín & San Martín

**CONTACT:**
Mariano Olaiz / marianoolaiz@montlaiz.com
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**ARGENTINA**
Bodega Alta Vista was founded in 1998. The vineyards where the wines originate are located in the best terroirs in the province of Mendoza. They are distributed into five farms, all planted 1,000 meters above sea level, to achieve maximum character while respecting the grapes’ identity... each case results in a differentiated work. This technique is called “Terroir Management.” The winery is located in the heart of Chacras de Coria, 15 kilometers south of the city of Mendoza. It is a historic building built in 1899; this was restored in 2003, respecting its traditional architecture while incorporating the latest winemaking technologies. It is one of the oldest wineries still in production in Mendoza.

ARGENTINA
REGION OF MENDOZA:
Luján de Cuyo

WINE BRANDS:
Finca Monteflores

OTHER CERTIFICATIONS:
- GlobalGap
- ISO 22000
- BRC

CONTACT:
https://altavistawines.com/
Arturo Lafalla / arturo.Lafalla@altavistawines.com
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It is a family business dedicated to the production of fine wines for both domestic and export markets, as well as the elaboration of grape juice. Currently, they export to distinct countries such as Germany, the United Kingdom, Norway, Czech Republic, Canada, Russia and China, among others. The company owns two wineries. One is located in Costa de Araujo, in the department of Lavalle, northeast of the city of Mendoza. Here, with a total capacity of 5,800,000 liters, all the wines are elaborated with the latest equipment and technology. The other winery, with a capacity of 7,500,000 liters, is located in the department of Guaymallén, a few minutes from the city center. There, they make the cuts and store the wine; this is carried out by the winemakers.

ARGENTINA
REGION OF MENDOZA:
Lavalla & San Martín

765 HECTARES
87 BENEFITTING FAMILIES
CERTIFICATION, 2016
They have their own wine cellar
They also sell wine in bulk (in barrels)

VARIETIES:
- Cabernet Sauvignon
- Malbec
- Chardonnay

Total annual production: 5,800,000 liters

CONTACT:
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Pablo Minetto / pablominetto@bodegasmaranon.com.ar
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La Riojana is a cooperative of small and medium-sized grape producers located in the Famatina Valley, in the province of La Rioja, Argentina. It was founded in 1940 and is approximately 80 years old this year (2020). The cooperative produces, elaborates and commercializes traditional wine, sparkling wine, grape juice and olive oils under the international parameters for food quality and safety; destined to satisfy the demand of both the domestic and export markets. The grapes come from the vineyards of more than 400 producers, distributed across six departments of the Famatina Valley. This fertile valley is itself a natural paradise for growing wine, particularly due to its soil type ranging from clay to sandy or alluvial clay. Here, the grapes are cultivated between 900 and 1,400 meters above sea level. As part of its fundamental principles, the cooperative promotes the conservation of the environment as well as economic solidarity, especially with regard to the resources and benefits received from Fairtrade.

**WINE BRANDS:**
Santa Florentina
Riojana
Tilimuqui
Raza Argentina
Ecológica
La posada
Fair Future

**VARIETIES:**
Malbec - Cabernet - Syrah - Torrontes - Chardonnay - Pinot Gris - Bonarda

**3,000 HECTARES**

**360 BENEFITTING FAMILIES**

**CERTIFICATION, 2006**

**OTHER CERTIFICATIONS:**
- Organic
- BRC
- Biodinamico

**They have their own wine cellar**

**TOTAL ANNUAL PRODUCTION:**
22.000.00 liters

**CONTACT:**
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**ARGENTINA**
REGION OF LA RIOJA:
Famatina Valley

**ARGENTINA**
REGION OF LA RIOJA:
Famatina Valley

**AWARDS:**
- IWC Fairtrade Award for the Co-op Fairtrade Malbec
Fairtrade assures the consumer that if they pay a little more for their product, that the income distribution is “fairer” at the place of origin. Fairtrade helps protect against child labor, ensures good treatment for workers and cares for the environment.

Mario González, President of La Riojana
La Celia makes an impact with wines that, because of their origin in the Uco Valley, are exclusive in international markets. The terroir that surrounds the spirit of La Celia was born in the Uco Valley, south of the Tunuyan river where the first Malbec was planted in 1882, originally from France. With the natural charm of its vineyards and fertile soils, La Celia delivers a world-class product. Their estate is located in the valley, in the district of Eugenio Bustos, department of San Carlos. Far from the capital of Mendoza (100 kilometers to the south), it is treasured as a terroir of excellent vineyards and a natural paradise at the foot of the Andes Mountains.

The diversity of microclimates, great thermal amplitudes, changing soils and altitude all provide a unique ecosystem for producing high quality Malbec grapes.

ARGENTINA
REGION OF MENDOZA:
Uco Valley

WINE BRANDS:
- Tamari Reserva
- La Celia Pioneer
- Epica

OTHER CERTIFICATIONS:
- BRC
- ISO 22000
- ISO 14000

They have their own wine cellar

ARGENTINA
FINCA LA CELIA
370 HECTARES
114 BENEFITTING FAMILIES
CERTIFICATION, 2011

CONTACT:
www.lacelia.com.ar
Sebastián Rios/ srios@vspt.com.ar
+56 2 2477 5300

Total annual production:
3,000,000 liters
Bodega Argento maintains a spirit of constant improvement, uniting technology with passion, art, knowledge and the Argentine tradition of winemaking; all with a clear vision for sustainability and the environment. Although the architectural style and prevailing passion for winemaking remains, inside Bodega Argento there is state-of-the-art technology that ensures the right quality, allowing them to be one of the leading wineries in demanding export markets such as Europe. The elaboration processes also comply with the highest quality standards. And finally, Bodega Argento is certified organic, as a first step on the road to sustainability.

ARGENTINA
REGION OF MENDOZA:
Luján de Cuyo, Pedemonte, Agrelo
Uco Valley

WINE BRANDS:
Artesano, Argento Reserva

VARIETIES:
- Malbec
- Cabernet Franc
- Cabernet Sauvignon
- Chardonnay
- Bonarda

Total annual production: 2,750,000 liters

AWARDS:
Artesano de Argento Organic Fairtrade Malbec/Cabernet Franc 2018 – Silver 92 Point IWC 2020 Edition
James Suckling 2020 – 92 Points
Tim Atkins Edition 2020 – 92 Points
Argento Single Block 1 Organic Malbec 2017.
Tim Atkins Edition 2020 – 92 Points

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BODEGA EL ESTECO

FLOYD 36323
Bodega El Esteco is located in Cafayate, in the heart of the Calchaqui Valley and surrounded by a beautiful landscape carved by the sun, mountains and vineyards. The winery has a notable respect for the Salta tradition, a fusion between the legacy of ancient civilizations, Hispanic influence and the Creole spirit. Located along the legendary Route 40, they have an estate of 500 hectares in Cafayate, Salta and another 260 hectares at Chañar Punco farm in Santa María, Catamarca.

Guarded by the mountains, you’ll find the colonial and characteristic winery...

Unique characteristics of the region help create wines that are different from those commonly known. Alluvial soils, sunny mornings and warm afternoons during the summer months allow for long periods of grape maturation; all this, along with the notable thermal amplitude make Cafayate an exceptional terroir.

Its vineyards are worked daily, creating stories that are later reflected in the harvest; markings that influence the quality of the grapes... from which are born perfect and cared for wines.

ARGENTINA
REGION OF SALTA:
Calchaquies Valley

760 HECTARES
185 BENEFITTING FAMILIES
CERTIFICATION, 2018
OTHER CERTIFICATIONS:
- ISO 14001
- OHSAS 18001
- Global Gap

They have their own wine cellar

WINE BRANDS:
Don David
El Esteco

VARIETIES:
- Malbec

Total annual production: 1.600.000 liters

AWARDS:
- Harvest 2017:
  James Suckling 90PTS
  TIM ATKIN 91PTS
- Harvest 2018:
  IWC Doble Oro
  TIM ATKIN 91PTS
- Harvest 2019:
  TIM ATKIN 90PTS

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