

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Chile

Post: Santiago

Export Accomplishments first semester 2011

Report Categories:

Export Accomplishments - Other

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Report Highlights:

Chile reports the exports accomplishments of the first semester of 2011

Opening of a new export market:

U.S. producers are now eligible to ship a larger array of U.S. beef and beef products to Chile. The market opening in Chile follows months of bilateral meetings between officials from the Chilean government, USTR and the USDA.

The United States exported approximately \$6.2 million in beef and beef products to Chile in 2010. Worldwide, the United States exported nearly \$4.1 billion of beef and beef products in calendar year 2010, up 32 percent from 2009. The value of U.S. beef exports for 2010 was on par with beef trade figures preceding the 2004 bovine spongiform encephalopathy (BSE) discovery in December 2003. Since that time, USTR and USDA have worked hard to regain market access for U.S. beef and beef products around the world.

Trade facilitation 1:

Obtaining import authorization for animal feed into Chile requires having some exporter information validated by the State Department of Agriculture, post assisted the Chilean company “ Agro Comercial Terramar Chile Ltda.” in obtaining the import authorization for ingredients for animal feed from Tyson Feeds located in Springdale, Arizona.

The Chilean company is planning to import 960 metric tons of offal meal a month valued approximately in \$640,000; they also will bring 800 metric tons of poultry oil a month valued approximately in \$ 850,000.

Trade facilitation 2:

Obtaining the import authorization for animal supplements into Chile requires having some information validated by the State Department of Agriculture, post assisted the Chilean company “ Saratoga” to obtain the import authorization for horse supplements from Peak Performance Co. Titusville, Florida. The first shipment was valued at \$50,000.

Release of Detained beef Shipment to Chile:

Chilean public health authorities detained a two containers of beef from the United States in March 2011. FAS/Santiago made contact with the Chilean Ministry of Health and FSIS in order to clarify a situation where the certificates didn't correspond to the certificate numbers on the boxes. AgSantiago worked with Chilean health authorities so that they would accept an “in lieu” certificate. After two days of negotiations, the importer informed AgSantiago that the Chilean authorities released the detained container-- thanks to the in lieu certificate that AgSantiago facilitated. The shipment U.S. meat shipment was valued at: \$57,000.00.

Modification of Export Certificate:

In March 2011, AgSantiago office was informed by the Chilean importer that the Chilean Agriculture and Livestock Service authority (SAG) held two containers with food products containing poultry meat. These products were produced by Empire Kosher Poultry Inc. a Pennsylvania based company. The reason for detainment was an error in the sanitary certification. AgSantiago office coordinated with the importer, and the exporter company, as well as with FSIS headquarters to get an in lieu certificate issued. Following this intervention, Chilean authorities released the shipments, valued at approximately US\$18,000, within twenty-four hours.

Release of Detained Beef Shipment 1:

On April 21, 2011, AgSantiago office was informed by the Chilean importer that the Chilean Agriculture and Livestock Service authority (SAG) held two containers containing beef products. These products were produced by Sysco Int. Food Group, a Florida based company. The reason for detainment was an error in the sanitary certification. AgSantiago office contacted the importer and the exporter company, as well as FSIS head quarters to get an in lieu certificate issued. Following this intervention, Chilean authorities released the shipments, valued at approximately US\$264,000.00, within twenty-four hours.

Release of Detained Beef Shipment 2:

On May 9, 2011 AgSantiago office was informed by the Ministry of Agriculture that a new shipment of beef was detained due to some discrepancies between the required sanitary certification and the one on the container. This shipment came from Abattoir Processing, Greater Omaha, NE.

Post contacted FSIS in order to obtain the new certificate. At this time AgSantiago and FSIS noticed some discrepancies in the FSIS Export Library as the instructions were not very clear. FSIS modified the Export Library, helping future U.S. Exporters.

The beef was releases on May 12, 2011 and was valued at US\$ 100.000.

Note: This was the first time that this Chilean company had imported beef from the U.S. and they plan to continue to import one container every 20-30 days.

Release of Detained Beef Shipment 3:

On June 30, 2011, Ag Santiago was informed the Ministry of Agriculture that new shipments of U.S. beef was detained due to problems with the sanitary certification. This shipment came from Global Ranch, Hawthorne Omaha, NE. Post contacted the importer and FSIS in order to get a in lieu certificate with the right information. The new certificate was sent to post for clearance before it was issued. The shipment is valued in \$92,840.

Note: this is the first time that this Chilean company has imported beef from the U.S. and they plan to continue importing a shipment every month.