

USDA Foreign Agricultural Service

# GAIN Report

Global Agricultural Information Network

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## Chile

**Post:** Santiago

### Exporter Guide 2018

**Report Categories:**

Exporter Guide

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**Report Highlights:**

This report provides information to U.S. exporters of agricultural and related products on how to do business in Chile. The United States is Chile's second largest supplier of agricultural and related products, after Argentina. Top U.S. products exported to Chile are poultry, beer, feeds & fodders, pork, dairy products, and wheat.

Chile is the top market for U.S. consumer-oriented products in South America. This category of products represented 65.5 percent of all U.S. agricultural and related exports to Chile from January to October 2018 reaching \$551 million, and a six percent increase over the same period in 2017.

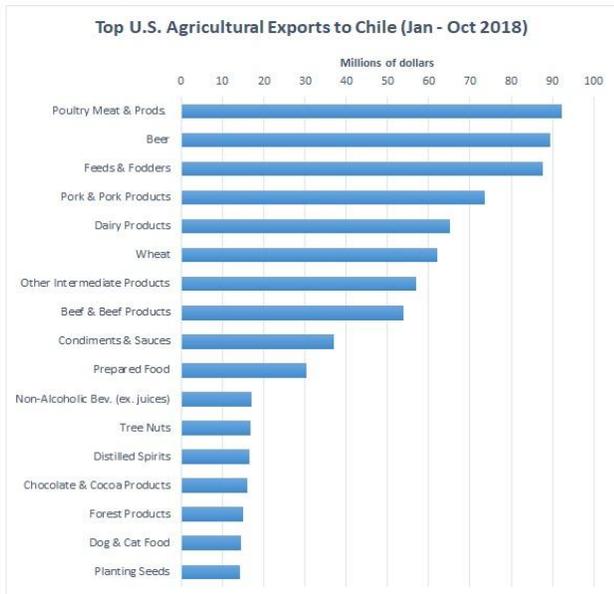
For detailed information on Chilean market sector, please check the Food Processing, Retail, and Hotel, Restaurants and Institutional Foodservice reports.

## Market Fact Sheet: Chile

Chile is a South American country that borders the South Pacific Ocean, Argentina, Bolivia, and Peru. Chile is divided into 16 regions, of which Santiago, the capital of Chile, is the most densely populated with 7.5 million out of the 18.2 million citizens. The national GDP in 2017 was \$295 billion. GDP per capita reached \$16,965 in 2017, which is the highest one in the Latin American region and is one of the main drivers for consumer spending. GDP growth decreased from 5 percent in 2013 to 1.6 percent in 2017 due to low copper prices, lower private investment, and domestic consumption. The World Economic Forum predicts Chile's GDP will recover and grow by 4 percent in 2018. Consumer expenditure is projected to have a real growth of 3.6 percent during 2018, which it will represent 61.4 percent of GDP.

U.S. exports of agricultural & related products reached nearly \$842 million from January to October 2018, which represents a five percent increase over the same period in 2017 and will likely reach \$1 billion at the end of 2018.

### Top U.S. Agricultural Exports to Chile



Source: U.S. Census Bureau Trade Data

Chile has a modern and developed food processing industry that represents 25 percent of its economy and is forecast to grow to more than 35 percent by 2030. The food and beverage industry is expected to grow by 6.6 percent annually until 2019. Chile is among the top ten agricultural exporters in the world. Chile's main export commodities are: fish, seafood, wine, fresh fruit, dairy, and meat products. Healthy foods, gourmet products, prepared foods, and ready-made meals are products that show huge potential for growth in the Chilean market. New ingredients are being used in the production of healthier products especially those adapted to consumers with food intolerances, such as lactose and gluten free products. Consumers have an increasing concern for health issues while the food processing industry is trying to adapt to the nutritional labeling law, higher labor costs, and sophisticated consumers, all of which present challenges, but also opportunities for U.S. high value-added foods and ingredients such as natural additives, preservatives, thickeners and sweeteners.

Chile's food retail sales reached \$16.7 billion in 2017. The main food distribution channels are supermarkets with a share of about 62 percent. Three main business groups concentrate most of the sales providing them greater bargaining power with suppliers. Chile is becoming increasingly urbanized, not only in the Metropolitan region (Santiago), but also in other cities (Antofagasta, Valparaíso, Concepción and Puerto Montt), and the retail food industry has been adjusting to this trend especially grocery retailing that has been adopting a convenience store or convenience shop model through convenience store chains, gas stations, and smaller supermarkets. The assortment of products offered includes a wide variety of prepared dishes, chocolates, beverages, bakery products and tobacco.

The HRI food service sector shows good potential for sales. The size of the middle class in Chile continues to expand along with average income. New lifestyle trends, such as more women in the workplace and healthier lifestyles, are leading to rapid growth in consumer food service, a trend that is expected to continue over the next few years. Hotels, currently the biggest investment sector of the HRI market, are expected to continue to thrive and this will provide export opportunities for U.S. exporters. New chains and international restaurants open each year. Subcontracted food service operators in the institutional sector are constantly growing, with providers developing products to accommodate each sub-sector.

### Quick Facts

**Imports of Consumer-Oriented Ag. Products -January-October 2018:** \$551 million

#### Food and Beverage Trends in Chile for 2018:

Meat products (beef, pork and poultry); dairy products (cheese and ice cream); sauces, mixed condiments and seasonings; frozen meals; healthy foods (natural derived, with few food additives and preservatives); healthy snacks; healthy beverages (natural ingredients, functional drinks) and ready to eat foods.

#### Top 5 Restaurants/Fast Food Outlets in Chile

1. McDonalds (U.S.)
2. Doggis (Chilean brand bought by a U.S. company)
3. Kentucky Fried Chicken (U.S.)
4. Juan Maestro (Chilean brand bought by a U.S. company)
5. Pollos Tarragona (Chile)

#### Marketshare:

1. Walmart (*Líder, Express Líder, Ekono, Super Bodega, aCuenta, and Central Mayorista*)
2. Cencosud (*Jumbo and Santa Isabel*)
3. SMU (*Unimarc, Mayorista 10, Alvi, OK Market, and Telemercado*)
4. Falabella (*Tottus*)
5. Montserrat

#### GDP/Population 2018

|                                   |                                     |
|-----------------------------------|-------------------------------------|
| Population: 18.2 million          | Population aged 15-64: 68.6 percent |
| Population aged 65+: 11.1 percent | Population aged 0-14: 20.3 percent  |
| GDP: \$295 million                | GDP Per Capita: \$24,113            |
| Unemployment: 7.1 percent         |                                     |

Sources: Global Trade Atlas, Euromonitor International and trade interviews

For more information contact:

## General Information:

### Section I. Market Overview

Chile has a consolidated position as Latin America's most competitive economy mainly due to its sustained economic growth and openness to trade. Chile is characterized as a free, dynamic, and highly competitive market.

Although the country is working towards diversifying its economy, it is still heavily dependent on copper prices due to its abundance of natural resources. Copper exports declined in 2014-2017, causing slow economic growth and private investment. Growth recovered in 2018, with a rate of 4.8 percent in the first half of the year, reflecting the rise in consumption and private investment driven by higher wages, lower interest rates and more private-sector confidence. Manufacturing also improved in 2018 thanks to higher copper prices and mining production. Non-mining activities, particularly wholesale trade, commercial services, and manufacturing also progressed.

Growth of GDP is expected to peak at 4 percent in 2018 to subsequently fall to 3.3 percent in 2020. This minor slowdown is predicted considering gradual adjustments to monetary and fiscal policy, a less favorable external environment, stagnant copper prices, and low global growth. The current account deficit is expected to grow to 2 percent of GDP in 2018 and to remain stable in 2019-2020. This increase reflects the rise in imports due to expanding investment and consumption that exceeds the increase in exports caused by higher international copper prices.

Consumption patterns in Chile have undergone tremendous transformations during the past decades. Notably, Chileans are shifting from locally produced goods to more expensive, higher quality, and branded products, and are incorporating processed packaged foods for "diet" and "light" foods and beverages. U.S. exporters need to be aware of the emerging trends in consumption patterns as well as pricing when accessing the Chilean food market. They must also adjust their profit margins to be as competitive as possible and differentiate their products so that any value-added product justifies a higher price.

Private final consumption (in real terms) rose by 2.4 percent in 2017. Growth of 2.8 percent is expected in 2018 as household incomes rise and consumer confidence improves.

Consumer expenditure per capita totaled \$9,418 in 2017 according to the World Bank, a higher amount compared to their neighboring countries (Argentina: \$7,157, Peru: \$3,944, and Bolivia: \$1,551), but less than a third than households from the United States (\$36,373). This indicator will increase by 2.2 percent in real terms in 2018.

Per capita consumer expenditure on food and beverages was \$1,531 in 2016 and, according to Euromonitor, is predicted to rise to \$1,668 by 2021. Since food and drink are essential products, spending in this category is relatively constant and does not fluctuate as much as for non-essential products.

The Metropolitan region (home to the country's capital city of Santiago) accounted for nearly half of total consumer expenditure, due to its rapid urban development and large middle-class concentration. Over the period of 2018-2030, the Magallanes and Antofagasta regions are forecast to remain the top regions in terms of average household spending, while the Atacama and Tarapacá regions are expected to witness the fastest growth in terms of total consumer expenditure. The improving economic situation of these regions results from increasing foreign investor interest (especially from China) in the country's mining, agribusiness, and solar energy sectors.

Chile is the top market for U.S. consumer-oriented products in South America. This category of products represented 65.5 percent of all U.S. agricultural and related exports to Chile from January to October 2018 reaching nearly \$551 million, and a six percent increase over the same period in 2017. Top U.S. products exported to Chile from the U.S. are poultry, beer, pork, dairy products, beef, and condiments & sauces.

| Advantages  | Challenges   |
|---|--|
| Clear rules and transparent regulations encourage fair competition. | Chile has Free Trade Agreements with 66 countries worldwide, so they do not depend on imports from a specific region. Imports that |

|   |  |
|---|--|
|   | offer the best price and quality worldwide are the most attractive.  |
| The purchasing power of Chile's middle and upper-middle income consumers continues to rise.   | Chilean customers are used to competitive prices due to the openness of the economy  |
| The U.S.-Chile free trade agreement of 2015 ensures 0% duties for all U.S. agricultural products.   | Chileans value face-to-face meetings and strong personal relationships, which is not always a priority in U.S. business relations.   |
| Chile's largest retailers have operations in other Latin American countries, making it a gateway to other Latin American markets.                                       | Lack of awareness of Chilean consumers and importers on the variety and quality of U.S. products, which may require more marketing. Specifically, premium beef cuts, high quality cheeses, dairy products and healthy food products that do not exist in Chile and which need to be brought to the attention of consumers. |
| American brands are regarded as high quality. Many well-known brands are already popular in the market.   |  |
| Equal playing field for imported and local products.  |  |
| Chile has one of the highest percentages of non-traditional store sales in Latin America, which allows suppliers to target large retail chains for larger volume sales. |  |
| U.S. food inputs are known for their high quality and meeting respected FDA & USDA standards.   |  |
| Demand for premium processed foods and beverages that provide convenience and health benefits continue to increase.   |  |
| Demand for healthier foods ingredients has increased due to food processors needing to adhere to nutritional limits set by the 2016 nutritional labeling law.           |  |

## Section II. Exporter Business Tips

FAS Santiago advises U.S. exporters to check that their products meet the most up to date Chilean regulations to ensure a straightforward entry strategy into the Chilean market. FAS Santiago maintains listings of potential importers and develops sector-specific information to help you introduce your product in Chile. State Regional Trade Groups (SRTGs) as [WUSATA](#), [SUSTA](#) and [Food Export](#), and U.S. Cooperators are in constant contact with the FAS Santiago office, and are valuable partners when approaching the Chilean market. Critical considerations for market entry include the following:

### **Business Culture:**

- Chile's favorable business culture enjoys of low corruption and openness to investment.
- The business atmosphere in Chile is more formal than in the rest of South America.
- Punctuality is respected and expected in business, but Chileans may occasionally be up to thirty minutes late.
- Chileans do not like to feel pressured or rushed. Business may be conducted more slowly than in Europe and North America.
- Personal relationships are extremely important in Chile. For example, it is recommended to build connections

in order to become a trusted business partner. This may require good customer service, including personal visits and extensive follow-up. This can be achieved either directly or by hiring a local representative. It is worth noting that the reputation of a foreign supplier is strongly affected by the quality of its representative.

- Having a representative often makes market entry easier. Foreign suppliers should use already existing relationships they have with international companies. Decision-making is usually centralized and decisions are made at the top level, although all levels have input. Try to visit top-level executives first when possible. Mid-level executives can follow up on subsequent visits.
- Chileans prefer face-to-face business over phone or email communication. Be prepared to wait longer than average for email responses and make several phone calls to potential buyers. You may even need to take several trips to finish a business transaction.
- Do not attempt a hard sell approach and avoid aggressive behavior. A bit of humor is appreciated.
- Present a well-organized plan with clearly defined options, terms, and financial obligations.
- Chileans are straightforward about negotiations. Feelings and emotions are important in negotiation. Expect to be interrupted. This is not considered rude, but rather a way of showing interest and enthusiasm.
- Always get written confirmation of agreements.

#### **Entering the Chilean Market:**

- U.S. exporters should consider contacting local distributors/importers as an important early step in their efforts to establish themselves in the Chilean market. A good distributor should promote sales and make sure that the imported products are available and in good condition at points of sale. It is essential to maintain close contact with your representative, especially regarding changes in import procedures and documentation.
- Establishing a local subsidiary or branch office in Chile is recommended for a U.S. exporter expecting a large sales volume and/or requiring local service support or localized inventory. Any corporation legally constituted abroad may form, under its own name, an authorized branch in Chile.
- Another practical and more common market entry strategy, especially for new-to-market exporters and companies that are testing and growing in the market, is to appoint an agent or representative with solid technical expertise and easy access to relevant buyers.
- The use of distributors, agents, or representatives depends on the type of product and on the size of the food processing company. Smaller food processors will often not present the volume and expertise to import directly, whereas larger food processors might prefer to buy directly in order to benefit from more competitive prices and to further avoid paying commissions to intermediaries. Larger food processors are reported to be generally willing and open to import in the case that the products are competitive in price and quality.
- To be an attractive alternative to domestic producers, quality must be high. Higher prices must be balanced by other characteristics such as better service or quality. Additionally, companies that import ingredients from the U.S. report that good payment conditions are relevant selection criteria of business partners. These conditions have to be competitive with European suppliers who often allow longer terms of payment (between 90 to 120 days).
- In terms of regulations, producers seeking to export to Chile need to take into account that to enter the country, all edible products must be approved by the Chilean health authorities and receive a registration number and a sales permit. The regulations prohibit adulterated foods as well as those labeled incorrectly. The [nutritional labeling law](#) of 2016 defines limits of sugar, saturated fats, calories and sodium ingredients, which have to be indicated clearly on packaging. Imported products have either to carry the label or be repackaged in Chile. Spanish labeling is mandatory for all products. For more detailed information, please check the [GAIN Food and Agricultural Import Regulations and Standards \(FAIRS\) Country](#) report.

- While regulations are relatively transparent, changes are not widely advertised. Hence, the exporter or his/her representative must monitor the official journal (*Diario Oficial*), where periodical changes are published. One can also visit the websites of the [Ministry of Agriculture](#) and the [Ministry of Health](#) to seek further updates.
- For labeling and certification requirements of meat, poultry, dairy, and fresh produce, consult the USDA office at Santiago's web page ([www.usdachile.cl](http://www.usdachile.cl)) in "Topics" under "Import Requirements" and "Food Law".
- Agents/importers must be able to store imported products in Chile until they are tested and approved for sale/distribution by local health officials.
- The market for imported consumer foods is concentrated in the Santiago Metropolitan region, where around 45 percent of the country's population lives.

### **Recommendations:**

- Conduct marketing research, not only in terms of typical market research, but also of appropriate business contacts and Chilean import regulations in order to successfully seize market opportunities and overcome market challenges.
- Participate in and/or attend Chilean trade shows, particularly the USA pavilion organized at the USDA-endorsed *Espacio Food & Service* show, Chile's major food show, and the second most important food industry fair in the region after Brazil. The show is recognized as the most important annual meeting in the Chilean food industry and will provide you the opportunity to connect with over 28,000 international buyers. For more information, please contact the show organizer, [Kallman Worldwide, Inc.](#)
- A trade show can serve to contact local distributors/sales agents, buyers, and businessmen, and to become familiar with local competition. In the case of new-to-market companies, be prepared to provide support for in-store and media promotions to familiarize consumers with your products. Another option is state/regionally-organized trade missions.
- Adjust your product to local preferences, if required prepare promotional material in Spanish and assign a specific budget to promote your product locally.
- Conduct background checks before entering into contractual agreements with potential importers.
- Develop an appropriate marketing campaign that informs the consumer the origin of the brand. Slogans and marketing materials should be understood in Spanish. Be mindful of using slang. The word "American" coupled with a U.S. flag can be favorably used in this market.
- Work closely with FAS Santiago Office to promote U.S. food products on [Sabor USA Chile Facebook](#) and [Instagram](#) to strengthen the U.S. food lovers' community on social media.

For more specific details and recommendations, please check the [Food Processing Ingredients](#) report, the [Retail Guide](#), and the [Food Service – HRI](#) report.

### **Section III. Import Food Standards & Regulations and Import Procedures**

**Customs Clearance** – For more information on customs clearance procedures, please see [FAIRS Export Certificate](#) report.

Chile's Ministry of Health (MOH) and Chile's Ministry of Agriculture's (MOA) Sanitary and Livestock Service (SAG) require that all imported food and agricultural products be accompanied by three documents: Certificate of Origin, Certificate of Free Sale, and the Sanitary or Phytosanitary declaration. Please check the [FAIRS Export Certificate](#) report, for more detailed information on the above certificates and other documents required.

**Labeling Requirements** – Two ministries regulate food products in Chile. While the Office of Food and Nutrition of the Ministry of Health (MOH) regulates food and non-alcoholic beverage products for human consumption, the Agricultural and Livestock Service (SAG) of the Ministry of Agriculture (MOA) regulates feed for animal, including pet food and feed supplements. In addition, SAG is also responsible for enforcing some specific regulations concerning alcoholic beverages, certification of organic foods, animal and plant quarantine, animal products for human consumption, and the grading and labeling of beef.

MOH is permanently working on bringing Chile's food safety and sanitary regulations into conformity with Codex Alimentarius or "Food Code" standards. A technical committee with representation of different government agencies meets regularly to review and propose updates.

The official version in Spanish of Decree 977, Chile's Food Law, can be found [here](#). An English version (unofficial) can be found at [www.usdachile.cl](http://www.usdachile.cl) under "Topics" and "Food Law".

All imported products shall comply with all labeling provisions in the law. Please check the [FAIRS Country](#) report, for more detailed information.

**Tariffs and FTAs** – Chile has an open economy and is very committed to trade liberalization. Currently, Chile has 26 trade agreements with 66 economies - notably the U.S.-Chile Free Trade Agreement (FTA), which entered into force in 2004. As of 2015, all U.S. exports enter Chile duty-free. Chilean exports reach markets that represent 86.3% of the global GDP with privileged tariff conditions.

**Trademarks and Patent Market Research** - Chile belongs to the World Intellectual Property Organization, (WIPO). Patents, trademarks, industrial designs, models, and copyrights are protected in Chile by the provisions of the International Convention for the Protection of Industrial Property (the Paris Convention).

However, Chile's intellectual property regime is not WTO/TRIPS compliant. The U.S.-Chile Free Trade Agreement (FTA) requires Chile to accede to several international IPR agreements: the Patent Cooperation Treaty (1984) which has been ratified; the International convention for the Protection of New Varieties of Plants (1991), that has not been ratified; the Trademark Law Treaty (1994); the Convention Related to the Distribution of Program - Carrying Signals Transmitted by Satellite (1974); to make efforts to accede the Patent Law Treaty (2000); the Hague Agreement Concerning the International Registration of Industrial Designs (1999); and the Protocol related to the Agreement Concerning the International Registration of Marks (1989).

The lack of use does not alienate the property of a registered trademark. Trademarks may be perpetually registered in periods of ten years at a time. Firms wishing to register their trademarks should do so with Chile's Ministry of Economy, Departamento de Propiedad Industrial, Tel: (56-2) 2688-3124 or on the web at <http://www.dpi.cl/>

Please check the [FAIRS Country](#) report, for more detailed information.

#### **Section IV. Market Sector Structure and Trends**

The food processing sector, retail sector, and HRI sector present the best opportunity for U.S. exporters.

##### **Food Processing Ingredients sector:**

Chilean food industry is the main economic activity in the country, with annual sales of \$34 billion. Furthermore, 54 percent of total food production is destined to the domestic market, and 46 percent is exported to more than 190 countries worldwide. According to Chilean Central Bank data, food exports in 2017 totaled \$16.1 billion.

##### **Best Product Prospects Categories in the Food Processing Sector are:**

Healthy foods, gourmet products, prepared foods and ready-made meals are products that show huge potential for growth in the Chilean market. New ingredients are being used in the production of healthier products especially those adapted to consumers with food intolerances, such as lactose and gluten free products. Consumers have an increasing concern for health issues while the food processing industry is trying to adapt to the [nutritional labeling law](#), higher

labor costs, and sophisticated consumers, all of which present challenges, but also opportunities for U.S. high value-added foods and ingredients such as natural additives, preservatives, thickeners and sweeteners.

### **Retail Sector:**

Chile's food retail sales reached \$16.7 billion in 2017. The main food distribution channels are supermarkets with a share of about 62 percent. Three main business groups concentrate most of the sales providing them greater bargaining power with suppliers. Chile is becoming increasingly urbanized, not only in the Metropolitan region (Santiago), but also in other cities (Antofagasta, Valparaíso, Concepción and Puerto Montt), and the retail food industry has been adjusting to this trend especially grocery retailing that has been adopting a convenience store or convenience shop model through convenience store chains, forecourt retailers, and smaller supermarkets.

### **Best Product Prospects Categories in the Retail Sector are:**

- Beer/craft beer and spirits
- Beef
- Poultry
- Pork (chilled/fresh)
- Dairy products
- Sauces, mixed condiments and seasonings
- Fruit juices
- Frozen meals
- Snack foods
- Healthy food products

### **Food Service – Hotel, Restaurant, and Institutional Food Service (HRI) Sector:**

Chile's HRI sector is expected to grow due to the increase of travel, tourism, and retail outlets/channels. According to Euromonitor, the growth of the foodservice sector was 4.6 percent in 2017 (value in constant prices) and for the period from 2016 to 2022, an increase of 25.3 percent.

Local cuisine, ingredients, and naturally healthy products are expected to perform well in the HRI (foodservice) sector. As new outlets for healthy foods appear, such as juice bars or independent restaurants, the trend is ever increasing. The customer base is continuously expanding as health awareness is growing amongst the Chilean population driven by foreign trends, by companies seeking new markets, and by governmental campaigns that encourage healthy lifestyles/eating.

The fast food restaurants industry is also expected to experience growth in the areas of healthy and premium fast food outlets. This niche market is driven by consumers lacking time and motivation to cook or health-conscious millennials entering the labor market and has resulted in an increase of fast casual restaurants offering healthier premium foods.

Accompanying this growth, Chile has been recognized as a desirable destination by several international publications:

- [Election of Santiago by "Business Destinations" magazine as the best destination for doing business tourism in South America,](#)
- [Chile named in Lonely Planet's Best In Travel 2018 book as the N°1 country to visit in 2018,](#) and
- [Award to the best Adventure Tourism destination in the World Travel Awards that the country won for the fourth consecutive time,](#) while the Atacama Desert was selected as the Best Romantic Destination on this side of the planet for the first time in 2018.

### **Best Product Prospects Categories in the HRI Sector:**

Chile offers excellent opportunities for U.S. food exports in the HRI sector. The best prospects for U.S. food products reside in supplying high-end hotels and restaurants (casual dining and family-style restaurants) along with coffee shops and fast food restaurant chains.

- Diet & light soft drinks, ready to drink tea, ready to drink coffee and fruit juices
- Craft beer and spirits
- Beef
- Poultry
- Pork (chilled/fresh).

- Dairy
- Sauces, mixed condiments, and seasonings
- Healthier snacks (with dried fruits and seeds like chia and others)
- Convenient food such as pre-prepared, pre-portioned, value-added products (healthier and more premium than fast food)
- Elaborated and pre-processed baked goods and confectionary
- Healthier products (free from, naturally healthy, fortified/functional)

For detailed information on sector markets, please check [Food Processing Ingredients](#) report, [Retail Guide](#) and [Food Service – HRI](#) reports.

## Section V. Agricultural and Food Imports

In 2017, the United States' major agricultural exports to Chile were poultry (\$107 million), feeds & fodders (\$103 million), beer (\$94 million), pork (\$84 million), dairy products (\$78 million), beef (\$65 million) and wheat (\$61 million).

From January to October 2018, U.S. exports of agricultural & related products reached nearly \$842 million, which represents a five percent increase over the same period in 2017. Top exports are poultry, beer, feed & fodders, pork, dairy and wheat (see table below). FAS Santiago estimates that exports will reach nearly \$1.1 billion in 2018.

For detailed information, see attached:

U.S. Exports of Agricultural & Related Products to Chile

U.S. Exports of Consumer-Oriented Products to Chile

Top 15 Countries Where Chile Imports Consumer-Oriented Products

Top 20 Consumer-Oriented Products that Chile Imports from the World

## Section VI. Key Contacts and Further Information

If you have questions or comments regarding this report, or need assistance exporting to Chile, please contact the Foreign Agricultural Service (FAS) in Santiago. U.S. companies seeking to export goods to Chile are advised to do thorough research for a good understanding of the market. FAS GAIN Reports are a good source of country specific information: <http://gain.fas.usda.gov>

Office of Agricultural Affairs  
 United States Department of Agriculture  
 U.S. Embassy Santiago  
 Av. Andrés Bello 2800 – Las Condes  
 Santiago, Chile  
 Telephone: +56 2 2330-3704  
 E-mail: [agsantiago@fas.usda.gov](mailto:agsantiago@fas.usda.gov)  
 Websites:  
 U.S. Department of Agriculture in Santiago Chile: [www.usdachile.cl](http://www.usdachile.cl)  
 Foreign Agricultural Service homepage: [www.fas.usda.gov](http://www.fas.usda.gov)

### Main Food Show in Chile:

Name: *Espacio Food & Service*

Content: The most important food industry event in Chile

Date: September 10-12, 2019 (annual)

Location Place: Espacio Riesco, Santiago de Chile

[www.kallman.com/shows/espacio-food-service-2019](http://www.kallman.com/shows/espacio-food-service-2019)

Other Chilean Government and Chilean Associations Contacts:

|  |                                   |
|--|-----------------------------------|
| <b>Chilean Restaurant Association (ACHIGA)</b> | <b>Chilean Hotels Association</b> |
|--|-----------------------------------|

|  |  |
|--|--|
| Address: Nueva Tajamar 481 Of. 704,<br>Torre Norte – Las Condes<br>Tel.: (56 2) 2203-6363<br>Web Page: <a href="http://www.achiga.cl">www.achiga.cl</a>  | Address: Nueva Tajamar 481 Of. 806,<br>Torre Norte – Las Condes<br>Tel.: (56 2) 2203-6344<br>Email: <a href="mailto:secretaria@hoteleros.cl">secretaria@hoteleros.cl</a><br>Web Page: <a href="http://www.hoteleros.cl">www.hoteleros.cl</a>                       |
| <b>Chilean Supermarket Association (ASACH)</b><br>Address: Av. Vitacura 2771, Las Condes, Santiago<br>Tel.: (56 2) 2236-5150<br>Web Page: <a href="http://www.supermercadosdechile.cl">www.supermercadosdechile.cl</a><br>E-mail: <a href="mailto:lmunoz@supermercadosdechile.cl">lmunoz@supermercadosdechile.cl</a> | <b>National Chamber of Commerce (CNC)</b><br>Address: Merced 230, Santiago<br>Tel.: (56 2) 2365-4000<br>Email: <a href="mailto:cnc@cnc.cl">cnc@cnc.cl</a><br>Webpage: <a href="http://www.cnc.cl">www.cnc.cl</a>   |
| <b>SEREMI de Salud (Chile’s Food Sanitary Regulations)</b><br>Address: Pedro Miguel de Olivares 129, Santiago<br>Tel.: (56 2) 2576-4989<br>Web Page: <a href="http://www.asrm.cl">www.asrm.cl</a>  | <b>Instituto Nacional de Estadísticas (National Institute of Statistics)</b><br>Address: Av. Presidente Bulnes 418, Santiago<br>Tel.: (56 2) 2892-4000<br>Email: <a href="mailto:ine@ine.cl">ine@ine.cl</a><br>Webpage: <a href="http://www.ine.cl">www.ine.cl</a> |