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## Trade Consultants

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## USDA's GAIN Reports are a wealth of information

USDA's Global Agriculture Information Network (GAIN) provides timely information on the agricultural economy, products and issues in foreign countries. Below is a summary from a recent [report](#) on Chile.

Chile's food retail sales reached \$17.2 billion, a 5 percent over 2017. The Chilean retail sector is composed of a mix of large supermarkets, mid-sized grocery stores, convenience stores, gas station markets and thousands of smaller independent neighborhood mom-and-pop shops. On-line food sales show some dynamic, but it is still a niche market. The main food and beverage distribution channels are supermarkets with a market share of about 62 percent. There is good sales potential on the Chilean market for U.S. exports of craft beer, distilled spirits, beef cuts, poultry, pork (chilled/fresh), dairy products (cheeses and ice creams), sauces/mixes/condiments and seasonings, fruit juices, prepared food and frozen meals, snacks foods and healthy food products.

## Upcoming Events

Check out the upcoming events below and sign up now as spaces are filling up fast!

## Midwest Buyers Mission

**July 31, 2019/ Madison, WI**

There is still time to register!!

Meet international buyers without having to leave Wisconsin. Position yourself and your products in front of pre-qualified, experienced international buyers who continue to seek the latest food trends and products from the United States. Register early as meeting slots are scheduled on a first-come, first-served basis. It's the perfect low-cost opportunity to meet buyers from established and emerging markets in one place!

Deadline: June 26, 2019. Cost - \$400

Information/Registration link: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G19MBM-WI>



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### **Focused Trade Mission for Retail Food to Chile**

**When:** September 23-27, 2019

**Where:** Santiago, Chile

There is still time to sign up! Chile is the largest market for U.S. consumer food exports in South America. The U.S. and Chile have a Free Trade Agreement (FTA), which entered into force in 2004. As of 2015, all trade tariffs were successfully eliminated and 100% of all U.S. exports enter Chile duty-free. Services include:

- One-on-one meetings with qualified buyers
- Market briefing by local USDA, Foreign Agricultural Service
- Local retail tour

Registration Deadline: June 28, 2019 - \$600

Note: Visit Two Markets At Once! Register for the [Focused Trade Mission to Peru](#), September 12 - 13, 2019.

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