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
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.

Contact: Ashwini Rao at (608) 224-5119/ ashwini.rao@wi.gov