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Chile

Tomatoes and Products

Semi-Annual

2004

Approved by:

Christine M. Sloop, Agricultural Attaché
U.S. Embassy Santiago

Prepared by:

Luis Hennicke, Agricultural Specialist

Report Highlights:

Chile's tomato paste industry reduced exports in the last quarter of CY2003 in an effort to take advantage of an expected export price increase as a result of a significant fall in tomato production in Italy.

Includes PSD Changes: Yes
Includes Trade Matrix: Yes
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Summary

A smaller than last year production of fresh tomatoes is expected, as export demand fell significantly in MY2004. A similar than last year's tomato production for processing is expected in MY2004. Although a strong export demand for canned and tomato paste is expected in MY2004, due to a significant production fall in Italy, production is expected to stay at similar level than last year.

General

Fresh Tomato

Fresh tomato planted area fell in MY2004 when compared to last year, as the export market for fresh tomatoes fell.

Tomato Products

Canned Tomatoes

As canned tomato production in Chile is highly dependent on export demand and last year tomato production in Italy fell significantly, canners increased production significantly to meet the unsatisfied demand. A similar situation will occur in MY2004, consequently a larger than usual production of canned tomatoes is expected.

Tomato Paste

Industry sources report that although tomato paste production volumes were as forecasted and export demand was strong in MY2003, total deliveries fell significantly when compared to both our previous estimates and last year's export figures. Stocks increased drastically. Industry analysts claim, paste producers reduced exports during last quarter of CY2003 to obtain higher export prices, as a result of the decline over the last couple of years in Italian tomato production. Production in Italy was badly affected by abnormally dry conditions during the last growing season and consequently, export prices increased 12 percent during January through March, 2004, when compared to the same period the year before.

Another factor that reduced exports reportedly was a significant reduction in the availability of ocean transport. Some quantities of tomato paste contracted for by foreign markets could not be delivered. As a result of an upswing in the world economy, together with strong Chinese economic activity, the mayor shipping lines rearranged their schedules, increasing space availability in Asia and reducing it in Latin America. Additionally, a lack of investment in new ships during the last few years, has contributed to reduce freight space availability, according to an industry analysts. This shortage has produced a dramatic increase in ocean freight costs, which will affect all Chilean exports in the coming years.

A similarly harvest, in terms of volume and quality, is forecast for MY2004 which should result in additional pressure on exports.

Tomato Sauce

Tomato sauce production is also closely related to export demand. For MY2004 a fall in output is expected as the industry expects foreign demand to be weak again.

PS&D Table – Fresh Tomatoes

Country Chile
Commodity Fresh Tomatoes

	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Estimate [DA	Official [Estimate [DA	Official [Estimate [New]	
Market Year Begin	01/2001		01/2001		01/2001		MM/YYYY
Plnt For Fresh Consump	0	7550	0	7500	0	7000	(HA)
Plnt For Processing	0	10800	0	12000	0	12000	(HA)
TOTAL Area Planted	0	18350	0	19500	0	19000	(HA)
Harv. For Fresh Cons.	0	7550	0	7500	0	7000	(HA)
Harv. For Processing	0	10800	0	12000	0	12000	(HA)
TOTAL Area Harvested	0	18350	0	19500	0	19000	(HA)
Fresh Sale Production	0	286900	0	287000	0	285000	(MT)
Processing Production	0	975750	0	1100000	0	1100000	(MT)
TOTAL Production	0	1262650	0	1387000	0	1385000	(MT)
TOTAL SUPPLY	0	1262650	0	1387000	0	1385000	(MT)

Export Trade Matrix – Fresh Tomatoes

Country Chile
Commodity Fresh Tomatoes

Time Period	Jan-Dec	Units:	M.T.
Exports for:	2002		2003
U.S.	364	U.S.	84
Others		Others	
Argentina	178	Mexico	19
Mexico	83	U.K.	13
Bolivia	28	Japan	3
U.K.	13		
Total for Others	302		35
Others not Listed			
Grand Total	666		119

PS&D Table – Canned Tomatoes

Country Chile
Commodity Canned Tomatoes

	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Estimate [DA Official [Estimate [DA Official [Estimate [DA Official [Estimate [New]		
Market Year Begin	01/2002		01/2003		01/2004	MM/YYYY	
Deliv. To Processors	4650	4650	4800	6500	4800	6550	(MT)
Beginning Stocks	621	621	296	307	226	85	(MT, Net Weight)
Production	4200	4200	4400	6350	4400	6150	(MT, Net Weight)
Imports	0	0	0	0	0	0	(MT, Net Weight)
TOTAL SUPPLY	4821	4821	4696	6657	4626	6235	(MT, Net Weight)
Exports	1325	1314	1270	3372	1270	2900	(MT, Net Weight)
Domestic Consumption	3200	3200	3200	3200	3200	3200	(MT, Net Weight)
Ending Stocks	296	307	226	85	156	135	(MT, Net Weight)
TOTAL DISTRIBUTION	4821	4821	4696	6657	4626	6235	(MT, Net Weight)

Export Trade Matrix – Canned Tomatoes

Country Chile
Commodity Canned Tomatoes

Time Period	Jan-Dec	Units:	M.T.
Exports for:	2002		2003
U.S.	788	U.S.	447
Others		Others	
Honduras	266	Brazil	1477
Costa Rica	81	Honduras	771
Brazil	71	Japan	294
Venezuela	55	Costa Rica	196
Colombia	22	Venezuela	107
Guatemala	16	Colombia	40
Japan	15	Argentina	22
		Guatemala	18
Total for Others	526		2925
Others not Listed			
Grand Total	1314		3372

PS&D Table – Tomato Paste

Country Chile
Commodity Tom. Paste,28-30% TSS Basis

	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Estimate [DA Official [Estimate [DA Official [Estimate [DA Official [Estimate [New]		
Market Year Begin	01/2002		01/2003		01/2004	MM/YYYY	
Deliv. To Processors	920800	920800	888000	888000	0	888000	(MT)
Beginning Stocks	2410	2410	4610	4610	2930	28602	(MT, Net Weight)
Production	114000	114000	110000	110000	0	110000	(MT, Net Weight)
Imports	0	0	0	0	0	0	(MT, Net Weight)
TOTAL SUPPLY	116410	116410	114610	114610	2930	138602	(MT, Net Weight)
Exports	100120	100120	100000	74308	0	118000	(MT, Net Weight)
Domestic Consumption	11680	11680	11680	11700	0	11700	(MT, Net Weight)
Ending Stocks	4610	4610	2930	28602	0	8902	(MT, Net Weight)
TOTAL DISTRIBUTION	116410	116410	114610	114610	0	138602	(MT, Net Weight)

Export Trade Matrix – Tomato Paste

Country Chile
Commodity Tomato Paste,28-30% TSS Basis

Time Period	Jan-Dec	Units:	M.T.
Exports for:	2002		2003
U.S.	897	U.S.	358
Others		Others	
Argentina	19563	Venezuela	11389
Venezuela	15731	Japan	9789
Brazil	9407	Argentina	7403
Italy	7307	Colombia	6853
Japan	6965	Brazil	6391
Honduras	6548	Honduras	5326
Colombia	6177	Costa Rica	4744
Mexico	5861	Guatemala	3681
Costa Rica	4315	Ecuador	2591
Guatemala	3149	Mexico	2184
Total for Others	85023		60351
Others not Listed	14200		13599
Grand Total	100120		74308

PS&D Table – Tomato Sauce

Country Chile
Commodity Tomato Sauce

	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Estimate [DA	Official [Estimate [DA	Official [Estimate [New]	
Market Year Begin	01/2002		01/2003		01/2004	MM/YYYY	
Deliv. To Processors	10400	10500	10300	9200	0	8600	(MT)
Beginning Stocks	199	199	119	92	339	262	(MT, Net Weight)
Production	6800	6900	6700	4500	0	4000	(MT, Net Weight)
Imports	0	0	0	0	0	0	(MT, Net Weight)
TOTAL SUPPLY	6999	7099	6819	4592	339	4262	(MT, Net Weight)
Exports	5900	6027	5500	3350	0	3100	(MT, Net Weight)
Domestic Consumption	980	980	980	980	0	980	(MT, Net Weight)
Ending Stocks	119	92	339	262	0	182	(MT, Net Weight)
TOTAL DISTRIBUTION	6999	7099	6819	4592	0	4262	(MT, Net Weight)

Export Trade Matrix – Tomato Sauce

Country Chile
Commodity Tomato Sauce

Time Period	Jan-Dec	Units:	M.T.
Exports for:	2002		2003
U.S.	135	U.S.	1
Others		Others	
Argentina	2500	Peru	1275
Haiti	996	Argentina	561
Peru	927	Guatemala	530
Guatemala	408	Colombia	310
Colombia	372	Haiti	181
Venezuela	113	Uruguay	108
Uruguay	103	Ecuador	107
Paraguay	86	Domin. Rep.	75
Ecuador	68	Paraguay	56
El Salvador	58	El Salvador	37
Total for Others	5631		3240
Others not Listed	261		109
Grand Total	6027		3350