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## Chile

## Kiwifruit

## Annual

## 2004

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**Report Highlights:**

**Chile's kiwi production is forecasted to be larger in volume and quality than last year. As a result exported volumes are also expected to expand accordingly.**

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Includes PSD Changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
Santiago [C1]  
[C1]

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## Executive Summary

Abnormal weather conditions affected the quality of Chile's kiwi production, lowering total output in Marketing Year 2002 (Jan-Dec 2003) to 152,000 MT. For MY 2003 (Jan-Dec 2003), a larger output is forecasted and expected to stabilize at about 158,000 to 160,000 metric tons, with close to 70 percent destined for export. This percentage could vary in the future depending on quality.

## Production

Colder than usual spring weather and rain affected quality and yields of the Kiwi production in Marketing Year 2002 (Jan-Dec 2003). Total production was 152,000 MT. For MY2003 (Jan-Dec 2004) good weather and an ample water supply for irrigation is forecasted to expand production again to 158,000 MT.

In the coming years, variations in production can be expected, due to weather as there are no new planting underway. Chile's kiwi production is expected to be close to 160,000 metric tons. Of the total production, around 70 percent will be exported. This percentage varies depending on the quality of the production and foreign demand for Chilean kiwis.

The Hayward variety is the leading commercial kiwi variety planted in Chile. Chile's kiwi harvest starts at the end of March and lasts through the end of April or the beginning of May.

## Crop Area

Over the years, since the early nineties, losses incurred by mainly marginal kiwi producers has led to a reduction in planted area from almost 13,000 hectares to the current 7,700 hectares.

In Chile, kiwis are planted for commercial purposes from Region Five (Los Andes-San Felipe) to Region Eight (Chillan). Approximately 70 percent are planted in Regions Six and Seven, which are considered to be the premier producing areas due to the availability and quality of water supplies, as well as the good soil and climatic conditions.

**TABLE: Chile – Kiwi Planted Area and Production**

Years	Planted Area (Ha)	Production (MT)	Exports (MT)
1982	91	120	22
1986	3,450	1,100	865
1988	8,885	12,000	8,297
1990	12,050	45,000	24,113
1992	12,560	100,000	66,410
1993	12,770	111,000	75,175
1994	11,500	115,500	80,000
1996	9,500	153,000	119,000
1998	7,695	156,000	126,944
2000	7,695	145,000	102,499
2001	7,695	155,000	110,400
2002	7,695	158,000	117,463
2003	7,695	154,000	114,000
2004	7,695	158,000	120,000
1/ Preliminary Data			
2/ Forecast			

## Input

All of Chile's kiwi planted area is irrigated, and a large percentage of farms employ either drip or micro-jet irrigation systems. In areas where frost is a major factor, most producers have installed sprinkler irrigation systems to control it.

## Consumption

There are no official or industry statistics on kiwi production or consumption. Consumption is derived from the industry-source estimates for production and official export statistics.

Utilization of kiwi fruit for processing is limited. Only very small amounts are reportedly processed since kiwi juice, pulp and canned kiwis have so far not sold well in domestic or export markets.

## Trade

For Marketing Year 2002 (Jan-Dec 2003) exports are estimated to be lower than the previous year, reflecting a fall in production. In MY2003, a larger production is forecasted so export quantities are expected to increase, although this will depend again on the quality of the production and world kiwi supplies.

Although Chile's plant protection service (SAG) approved imports of California kiwis by removing a quarantine barrier in April 1997, there have been no reported sales to date.

The bulk of Chile's kiwi exports normally begins during the last week of March and continues through September. However, technological improvements in storage facilities have allowed the export season to be extended through November. End-of-season exports are mainly sold to Latin American countries.

## Marketing

Chilean producers and exporters continue to target their efforts towards increasing consumption in their principal export markets through a voluntary quality control program. Both groups are subject to a quality control program similar to the system in effect for most deciduous fruit. Chilean fruit exporters also are concentrating their efforts on diversifying export markets.

## PSD Table

Country Commodity	Chile Kiwifruit						UOM
	2001	Revised	2002	Estimate	2003	Forecast	
Market Year Begin	USDA Official [ Estimate ]	DA Official [ Estimate ]	USDA Official [ Estimate ]	DA Official [ Estimate ]	USDA Official [ Estimate ]	DA Official [ Estimate ]	
	01/2002	01/2002	01/2003	01/2003	01/2004	01/2004	MM/YYYY
Bearing Area	7525	7525	7545	7530	0	7560	(HA)
Non-Bearing Area	150	150	130	145	0	115	(HA)
TOTAL Area Planted	7675	7675	7675	7675	0	7675	(HA)
TOTAL Area Harvested	7525	7525	7545	7530	0	7560	(HA)
TOTAL Production	158000	158000	158000	152000	0	158000	(MT)
Imports	0	0	0	0	0	0	(MT)
TOTAL SUPPLY	158000	158000	158000	152000	0	158000	(MT)
Exports	118000	117463	115000	114000	0	120000	(MT)
Domestic Consumption	40000	40537	43000	38000	0	38000	(MT)
TOTAL DISTRIBUTION	158000	158000	158000	152000	0	158000	(MT)

## Export Trade Matrix

Country Commodity	Chile Kiwifruit	
Time Period	Jan-Dec	Units: M.T.
Exports for:	2002	2003
U.S.	23130	18207
Others		Others
Netherlands	22170	Italy 25554
Italy	19763	Netherlands 17643
Spain	16062	Spain 18207
Japan	4747	U.K. 6242
Mexico	4743	Japan 4689
Brazil	4724	Russia 3991
U.K.	4281	Mexico 3314
France	2246	Brazil 2857
Argentina	2045	France 2777
Portugal	2012	Argentina 2735
Total for Others	82793	88009
Others not Listed	11540	7643
Grand Total	117463	113859