

EVENT INTELLIGENCE BRIEF

ESPACIO
**Food &
SERVICE**

SEPTEMBER 10-12, 2019
SANTIAGO - CHILE

USA

THE MOST IMPORTANT FOOD INDUSTRY EVENT IN CHILE

Espacio Food & Service allows the main actors of the sector to come together in one place where they can observe the latest developments and trends in products, services and technologies. It received more than 27 thousand people in 2018 and there where projected investments of around US\$ 100 million. Future participants can find out what is going on in the market, what new requirements have been established by authorities and what the new trends are in the sector, this huge event provides an instance for the generation of new business opportunities.



CHILE'S MARKET OVERVIEW

- Chile is the top market for consumer oriented agricultural products in South America.
- Consumer oriented products represented 67% of all U.S. agricultural and related exports to Chile in 2017.
- Economically, Chile is the top performing country in the region of Latin America and the Caribbean.
- Chile has an open economy and is very committed to trade liberalization.
- 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 trade tariffs were successfully eliminated and 100% of all U.S. exports enter Chile duty-free.



CHILE'S ADVANTAGES

- Chile's food retail sales reached \$16,7 billion in 2017.
- Clear rules and transparent regulations offered by the government allow for fair competition.
- The purchase power of Chile continues to rise.
- Chile's largest retailers have operations in other Latin American countries making it a gateway to other markets.
- Chilean non-traditional store sales in Latin America allow suppliers to target larger volume sales.

BEST PRODUCTS PROSPECT:

- Healthy Food / Snacks
- Meat products
- Dairy products
- Ready-made meals
- Coconut products,
- Creative condiments,
- Alternative grains
- Value added baked goods
- Alcoholic & Non-alcoholic drinks
- Pet Food



THE USA PAVILION ENDORSED BY THE USDA

Kallman's flagship service always attracts a crowd. The USA Pavilion are America's on-site headquarters — a high-profile location for buyers to meet more suppliers, an on-site operations center for American exhibitors to maximize their exposure and impact at the show, and a networking hub for all to share ideas and insights.



SPEC YOUR SPACE

▶ "Walk-on" package - \$6,525** per 9sqm booth; \$675/sqm for each additional square meter.

- Enhanced booth design and construction
- Back and side hard walls
- Fascia with company name/logo
- Overhead national and pavilion signage
- Furnishings
- Electricity & Lighting



PROFESSIONAL STAFF

Every USA Pavilion is staffed by an experienced event team dedicated to your success. Whether you need a liaison to the organizers, tech support, a contractor, caterer, translator, printer or help tracking down a shipment, we're all here to help.



EXHIBITORS LOUNGE

Meet at "The Meeting Point," the gathering place for you and your guests to take a break from the show floor, refresh and recharge. Grab a cup of coffee and a snack from the Café, juice up your phone, plug into a printer, or just pull up a chair and chill.



CONFERENCE ROOMS

Do you need private space for confidential team or client/prospect conversations? Pavilion conference rooms may be reserved on a first-come, first-served basis.



EVENTS

If it's on our schedule, you're invited. As an exhibitor you have exclusive access to USA Pavilion events, including our Opening Ceremony and Ribbon-Cutting, off- and on-site VIP and hospitality receptions, business and market insight briefings and special presentations.



USA PAVILION VISITORS GUIDE

As an exhibitor in the USA Pavilion at Espacio Food & Service 2019, your company is entitled to a free listing in the USA Pavilion Visitors Guide. This publication is produced and distributed to exhibitors and visitors to the USA Pavilion at the Espacio Food & Service 2019, and is separate and distinct from the official show catalogue.

ALL COMPANIES EXHIBITING IN THE USA PAVILION AT A USDA-ENDORSED SHOW MUST PROMOTE AND DISPLAY A MAJORITY OF U.S. AGRICULTURAL OR U.S. FOOD PRODUCTS. AN AGRICULTURAL OR FOOD PRODUCT SHALL BE CONSIDERED TO BE U.S. ORIGIN IF IT IS COMPRISED OF AT LEAST 50 PERCENT BY WEIGHT, EXCLUSIVE OF ADDED WATER, OF AGRICULTURAL COMMODITIES GROWN OR RAISED IN THE UNITED STATES.

KALLMAN WORLDWIDE

KALLMAN WORLDWIDE HAS BEEN ONE OF THE LEADING COMPANIES IN PROMOTING AND ORGANIZING FAIRS AND EVENTS IN LATIN AMERICA. SINCE 1994 IT HAS ORGANIZED USA PAVILIONS IN BRAZIL OFFSHORE, F-AIR COLOMBIA, FAMEX, FIDAE, EXPODEFENSA, EXPOHOSPITAL, EXPOMINAVAL, EXPONAVAL, EXPONOR, EXPOSIBRAM, OIL & GAS, PERUMIN-EXTEMIN AND OTHERS. IT HAS DEVELOPED A SUCCESSFUL TRADEMARK "IFT - INTERNATIONAL FAIR OF TECHNOLOGIES" IN IMPORTANT ECONOMIC SECTORS SUCH AS ENERGY, MINING, WATER AND AGRICULTURE.

CONTACT US TODAY TO RESERVE YOUR SPACE IN OUR PLACE



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The USA Pavilion is organized by

