

Salmon companies present good outlook for prices in 2015

Several entrepreneurs in the Chilean salmon industry believe that salmon prices could rise in the first weeks of next year due to reduced Atlantic salmon harvests.

According to general manager of the company [Los Fiordos](#), Sady Delgado, public forecasts of the 2015 Atlantic salmon harvests indicate that they will be equal to or less than those this year.

"I believe that we will have a positive price cycle throughout the 2015 and much of 2016," pointed out the executive, reported *Pulso*.

Meanwhile, [Blumar](#) general manager Gerardo Balbontín argues that "prices should continue having an upward trend and it is expected that at least for the years 2015 to 2017 the increase in supply will remain below the increase in demand."

To the entrepreneur of Blumar, the increased supply will remain below the natural growth in demand, which is estimated to be between 6 per cent and 7 per cent per annum, and this will also impact on prices.

From the industry, it is pointed out that due to good sanitary conditions in Chilean centres, there have been low levels of mortality and higher average weights of salmon.

And while this year prices have fallen 22 per cent from their peak, [Camanchaca](#) CEO Ricardo Garcia is confident that they will rebound.

"This decline was expected although not as steep, since no good sanitary condition was assumed in Chile for the last part of this year. We have positive forecasts for 2015," he told *Pulso*.

To the industrial sector, the reduction is due to several factors, among which a large increase (25 per cent) in Atlantic salmon harvest is highlighted compared to 2013 and the trade restrictions experienced by the industry in Russia.

"Like every year, in the second half we must compete in the American market with the wild salmon from Alaska, and with such an important increase in supply from Chile it is normal for prices to adjust to the decline," explained Balbontín.

Meanwhile, Igal Neiman, Camanchaca planning and marketing manager explained that "the whole volume placed by the Norwegians in Russia had to be placed in the spot market elsewhere."

On the other hand, the main Chilean salmon producers met in Puerto Varas to assist in the reduction of sea lice, since they were precursors of the virus of infectious salmon anemia (ISA) in the country.

The main salmon producers in the world are determined to resist the temptation to achieve high output growth rates that in the last decade contributed to the spread of disease and are now content to take advantage of high prices driven by strong demand, *La Tercera* reported.

"It's much more valuable for us to continue doing what we are doing rather than embarking on a risky growth," [AquaChile](#) president Victor Puchi told *Bloomberg News*.

"We have the obligation to prove that we have improved production and health standards," he stressed.

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