The above could lead to an improvement in the sector, since it is foreseen that, under these conditions, imported meat that will also have to be graded and classified could become less competitive for the domestic producer.

## By-products

One can also distinguish certain interest in consuming innards, specifically beef liver and heart.

During 1993, imports of liver for a sum of US\$ 2.26 million dollars were recorded; of these, 50% came from Canada. Its competitors are New Zealand, the USA, and Australia.

Human consumption of these products is fairly seasonal, and mainly occurs in winter. In the case of liver, annual consumption shows no great variation and is quite steady; such is not the case with heart, which is quite temporary.

This item is quite stable in terms of volume of consumption and space, which enables one to forecast that there will not be any significant variations in domestic demand in relation to historical demand.