

Consumer Products (Textiles, Furniture)

South America is one of several key destinations for a growing variety of specialized Canadian textile products, including manufactured fibres, yarns, fabrics, household linens, carpets and textiles used in industrial manufacturing. In Mexico, the NAFTA provisions help to create opportunities for Canadian furniture manufacturers of high-end speciality products.

Forestry

Export opportunities are emerging in selected Latin American countries for Canadian wood, paper and allied industries. In Peru, there are good prospects for sales of newsprint, wood pulp, kraft, carton and fine paper, sanitary paper, packaging containers and carton boxes. With global wood supplies on the decline, Chile is one of the few major sources of industrial wood. The availability of wood from Chile's plantation forests is expected to triple by 2005, creating strong demand for harvesting, sawmilling, processing and transportation equipment as well as engineering and environmental consulting services. In Guyana, there are good market prospects for sales of logging and sawmilling equipment and tools. Argentina offers export opportunities for sawmilling equipment and related services, pre-engineered homes, new building methods and advanced building products. Canadian exports to Venezuela have reached a mature level with continuing opportunities for sales of newsprint, pulp, machinery parts, engineering services, and fine paper.

Metals and Minerals

Canada's large metals and minerals industry has spawned supporting industries that are now actively exporting high-technology products and services, including mining, exploration, transportation, processing and related environmental equipment and consumable products. As well, exports of services range from engineering, maintenance and earth sciences to surveys, analyses, transportation, software, education, training and management. In Venezuela, Canada has a well-established and growing share of the market for metals (copper, zinc, nickel and scrap iron), gold mining equipment, metal products (carbon electrodes, steel tubing), and engineering services. In Peru, due to the reduction of terrorist activity,

increasing stability, the privatization of public mining companies, and the framework of a new investment law, phenomenal growth is taking place in this sector. A growing number of Canadian companies are exploring mining opportunities in Bolivia. The government is privatizing the state mining company, COMIBOL, and good prospects will arise from this action for Canadian suppliers.

Argentina's new federal mining legislation is attracting interest from Canadian mining companies. There are increasing opportunities to supply non-ferrous metals, mineral products (sulphur, asbestos, coal), engineering, management and exploration services, and mining equipment. In Guyana, there are good prospects for exports of geological and mining services and mining equipment. There is massive Canadian and domestic investment in the Chilean mining sector; the market for mining equipment alone is valued at over \$650 million.

Power and Energy

Potential new markets for Canadian electrical equipment can be found in Mexico, Colombia, Chile, Brazil, Argentina and Venezuela, and the NAFTA. has opened up new markets in the growing Mexican power sector. In Guyana, anticipated multilateral and bilateral financing for the expansion and rehabilitation of the electricity sector will create opportunities for Canadian suppliers of equipment, as well as consulting services. There is extensive investment planned in the Chilean hydro, gas transportation, and power generation sectors. With Canada's strong technology in these fields, prospects for sales of bituminous coal, boilers and parts, engineering services, environment services and products, and gas technology are promising.

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