

demand with timber from native forests and from fully developed plantations, with four ports where only this product is loaded and a number of other ports that handle general loads as well as chips, and an impeccable tradition of filling supply contracts.

Chippers along with the other types of standard forestry equipment, face a competitive market in Chile. However, rapidly increasing demand should present opportunities for new suppliers in some of the following areas:

- Portable softwood chippers to run in conjunction with logging operations, normally associated to debarkers;
- Stationary softwood sawmill chippers;
- Stationary pulp mill chippers for softwood and hardwood;
- Large stationary hardwood chippers for export operations;
- Technical accessories and/or modification to increase efficiency;

### 3.5 Sawmills

Over the last decade, lumber output in Chile has been sourced more and more predominantly from the modern and medium-sized operations. The emergence of the modernized sawmillers has come with an increasingly active role being played by foreign suppliers, since locally produced equipment cannot cope with growing technical standards.

Canadian firms have come under criticism for a perceived lack of after-sales services. Chilean sawmillers demand that suppliers are able to provide technical support, preferably with familiar personnel. Foreign suppliers strong in this sector maintain an active local presence and technical support that often includes regularly scheduled site visits, not only in times of break-down.

While after-sales services and a knowledge of the local market remain essential, modern equipment is crucial in order to be internationally competitive. The growth and renewal expected in this industry should offer opportunities in the following areas:

#### Services:

- Sawmilling feasibility studies;
- Sawmilling programming, design and engineering;
- Sawmilling management consulting;
- Lumber marketing assistance;