

Canada envisages this potential market to be in excess of US \$150 million in the coming years. In order to tap the investment in the Chilean forestry sector, Canada has focused on participating in expositions such as FISA, where, a few years ago, the theme of the Canadian pavilion was forestry machinery and equipment. In November 1989, Canada participated in Expocorma, an international exposition hosted in Concepcion, in which products and services related to the forestry sector were displayed.

Over the past 14 years, the mining industry in Chile accounted for 63% of that country's total exports. Chile boasts 20% of the world's copper production. In 1988, Canada exported over \$26 million of mining equipment and machinery to Chile, approximately two and a half times the level of exports for these products in 1986 and 1987.

Canada considers the Chilean mining sector a priority with continued export potential for Canadian goods and services. Currently, the investment held by Canadian companies in Chilean mining operations total in excess of US \$800 million.

Exhibitions and technical seminars held in Canada such as MINTEC, foster the exchange of information, financing methods and equipment and services between the mining sectors of both countries. Mining executives from key Latin American countries, particularly from Chile, greatly benefited from their attendance at these events.

The positive trends in bilateral trade and the continuation of an extensive program of exhibits, seminars and exchanges in both Canada and Chile directed at key industrial sectors, attest to the vitality of Canada-Chile trade. The expertise of the Canadian private sector in these areas and the potential for growth in the Chilean market bode well for the future of such commercial interaction and sustained growth in bilateral trade and investment linkages.