

Export and Investment Promotion Planning System

MISSION: 633 SANTIAGO

COUNTRY: 068 CHILE

The Trade Office reports that the following factors influence Canadian export performance in this market for this sector (sub-sector).

In the Trade Office's opinion, Canadian export performance in this sector (sub-sector) in this market is lower than optimum mainly because of:

- other factor(s) described by the Trade Office as follows:
THERE ARE FEW CANADIAN MANUFACTURERS OF LOCOMOTIVE SPARE PARTS.

Some Canadian exporters to this market in this sector(sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- aggressive marketing on the part of Canadian Exporters
- support provided by the PEMD program
- use of Canadian Government export promotion activities
- strong sectoral capability in Canada

The Trade Office suggests that sourcing tools currently available to them have some limitations in particular:

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: THERE IS ONE CLIENT, FERROCARRILES DEL ESTADO DE CHILE AND WE ARE SUPPORTING THEIR CONSULTANT, CANAC IN ANY WAY WE CAN TO GET INVOLVED IN THE REHABILITATION PROGRAM TO BE FINANCED BY WB.

Results Expected: TO GET THE LION'S SHARE OF SERVICES AND EQUIPMENT TO BE PURCHASED.